

Cross-Border Transaction



Acquirer: **Biolchim SpA**
Company Purchased: **Matecsa Group**



DEAL FACTS

Date	December 18 th , 2018
Type of Transaction	Cross-Border
Sector	Consumer Products
Deal Value	-
Global M&A Partners	Invescom (Hungary)

THE TRANSACTION AND GMAP'S DEAL INPUT

- Established in Italy in 1972, Biolchim is a leader company in the production and marketing of special fertilizers and biostimulants, products with high added-value that combine agronomic efficacy and environmental sustainability
- The Biolchim headquarters are based in Medicina (northern Italy), where all the phases of the production cycle are carried out up to the final packaging of the products, then shipped all over the world.
- Through this joint venture, Biolchim Group will implement logistics, marketing and manufacturing synergies with its Hungarian subsidiary, distributing Biolchim's products in the professional agriculture segment since 2009; furthermore there will be important cross-selling opportunities in the Home and Garden business between Cifo and Florimo brands in all the markets where the products are presently marketed
- Invescom acted as an advisor to Matecsa Group in the sale of the company to Biolchim

ABOUT MATECSA

- Matécsa Kft is an Hungarian potting soil and substrate manufacturer. The Company operates a peat mine in Hungary from which it extracts the main source for its products.

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