



Acquisition Opportunity

SOUTH AMERICAN FRUIT GROWER / DISTRIBUTOR

Very Profitable

Business Description:

Diversified fruit grower was a pioneer of blueberry production and is now a grower of apples, blueberries, cherries and pears. Company is vertically integrated with orchards in several farms equipped with drip irrigation and nursery. All production is packed in three plants with cold storage facilities. Company has several certifications including BCS Organics, Fair for Life, etc. Annual volume is over 12,000 tons. Export volume is 35%.



Distribution:

Fruit is sold internationally to USA, Europe, Russia, Asia, Middle East

Operational Strengths:

Strategic position in the Southern Hemisphere (counter seasonality), Decades of experience, Diversified production over several farms, Modern packing lines.

The Transaction:

Company is seeking a strategic partner to help with family ownership transition. Current management and employees desire to stay. There is an option to acquire 100% of the business. Due diligence has already taken place in mid 2015 with an international group who did not close.

Financial Information:

Financial Summary – Fiscal Year Ending May

In \$ U.S.	2016 Forecast by Seller	2015	2014	2013
Revenue	14,104,000	11,989,000	10,258,000	7,423,000
EBITDA – unadj.	3,988,000	1,951,000	2,198,000	-1,736,000

Other Highlights

Location	Financials	Management Team in Place	Years in Business	SIC Classification
S. America	Co. Provided	Yes	20+	5148, 0175,0179

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