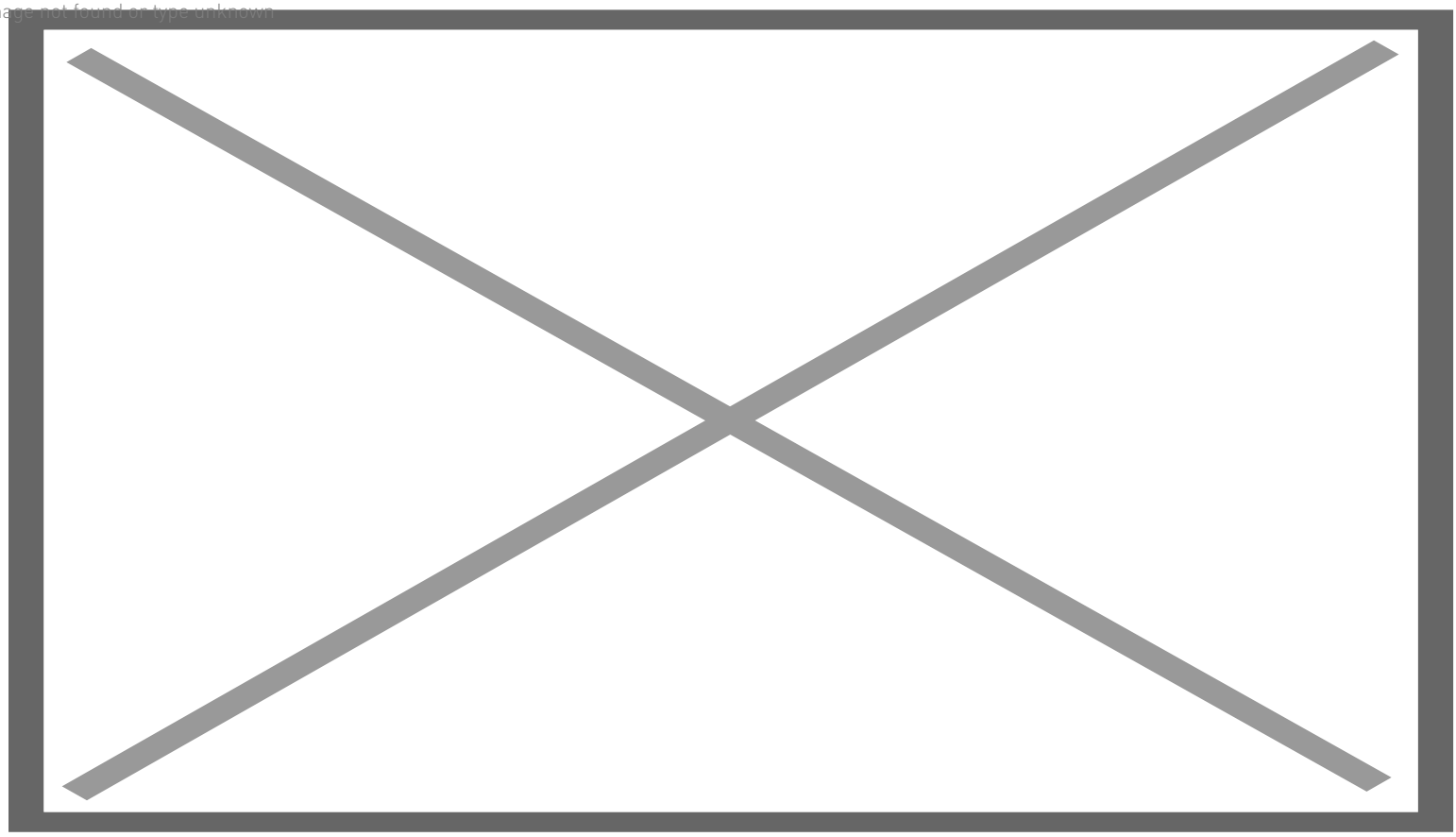
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Empresa líder en la transformación del girasol

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Empresa líder en la transformación del girasol

TARGET PRICE
$ 6,300,000

GROSS REVENUE
$ 1,120,000

EBITDA
$ 1,120,000.8

BUSINESS TYPE
Industria manufacturera: alimentación

COUNTRY
Moldavia

BUSINESS ID
L#20250852

La empresa es uno de los principales procesadores de semillas de girasol para confitería y pipas de girasol, con unos ingresos de 7 millones de euros y una amplia gama de clientes. Entre estos clientes figuran tostadores, productores de piensos para aves, fabricantes de panadería y confitería, empresas de transformación de aceite y comerciantes. La empresa, que actualmente funciona sólo al 26,8% de su capacidad, dispone de la infraestructura necesaria para aumentar la producción de 15.000 a 56.000 toneladas anuales. Su situación geográfica estratégica le proporciona importantes ventajas de costes, con un ahorro de 55 euros por tonelada en materias primas y de 200 euros por camión cargado en transporte, lo que le convierte en un socio muy rentable para los mercados de la Unión Europea.

Una empresa comercial local suministra materias primas sin exigir el pago por adelantado, lo que ha provocado un aumento sustancial de las consultas sobre suministros y ventas. Con su plantilla actual, las instalaciones pueden producir 15.000 toneladas al año, lo que supone unas ventas mensuales constantes. Además, los costes laborales son un 35% más bajos que en Bulgaria y Rumanía, lo que permite a la empresa beneficiarse de unos gastos operativos competitivos y mejorar sus márgenes de beneficio en el mercado mayorista agrícola.

La empresa tiene una gran capacidad de exportación, ya que suministra productos a 17 países de la UE, y está bien posicionada para una futura expansión. Su base de clientes incluye distribuidores mayoristas y otras empresas de transformación. Los activos físicos de la empresa, incluidos terrenos, edificios y maquinaria de procesamiento, son parte integrante de esta operación y contribuyen al alto valor de los activos de la empresa.

Productos y servicios

- Semillas de girasol confitadas
- Granos de girasol
- Chips de girasol
- Semillas de girasol (para el aceite)
- Cáscara de girasol

Visión general de los activos
Activos intangibles

- Licencia de importación-exportación y certificado de registro de empresa

Activos materiales

- La empresa explota una planta de procesado de pipas de girasol de última generación, equipada con tecnología punta de marcas de renombre como Elica, Bühler y Tomra.
- Reestructuración de una antigua fábrica de remolacha azucarera con modernos foto-clasificadores buhler.
  .

Resumen de las instalaciones

Las instalaciones de producción ocupan una superficie total de 1,98 hectáreas, y el propietario tiene la plena propiedad de todos los activos.

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Instalación Kernel (0,93 Ha):

Oficinas: 11 despachos + laboratorio (281 m²).
Oficina de producción: 10 despachos + laboratorio (319 m²).
Silos de materia prima: 2 × 3.000 m³.
Silos pequeños de girasol: 3 × 300 m³.
Silos de cáscara: 4 × 100 m³.
Área de producción: 1,000 m².
Infraestructura adicional: 3 edificios sin utilizar.
Instalación de confección (1,05 Ha):
Oficinas: 10 despachos + laboratorio (319 m²).
Almacén de subproductos: 380 m².
Almacenamiento de productos listos: 972 m².
Producción 1 (limpieza previa): 428 m²
Producción 2 (semillas rayadas): 625 m².
Producción 3 (semillas negras): 397 m².

Visión general de la capitalización
Préstamo de 2 millones de euros al 6,72% de interés, con una limpieza mensual de 250.000 euros.
Préstamo de capital para la construcción de las instalaciones (quedan 9 meses) – a 51.000 euros mensuales.

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