

DATE

June 30, 2021

SECTORS

Industrials

DEAL LOCATIONS



DEAL TEAM



César García
Managing Director

UN SDG ACTIVITY



12 RESPONSIBLE
CONSUMPTION
AND PRODUCTION



DC Advisory advised Nazca and founding family on the sale of a majority stake in Caiba to Portobello



Background

- Founded in 1955, Caiba is the leading manufacturer of value-added PET preforms and containers for food and household products in Spain, and is the market leader in the olive oil sector. Caiba has been backed by Nazca since 2016
- Caiba currently has three state-of-the-art manufacturing plants in Valencia, Jaén and Toledo with 260 employees. Additionally, it has 28 in-house lines, mostly located in south-eastern Spain
- In 2020, Caiba achieved sales of €90m

Process

- DC Advisory (DC), led by César García, was engaged by Nazca and the founding family to provide sell-side M&A advice to support the sale of a majority stake in Caiba
- DC worked closely with shareholders to prepare a restricted auction process

addressing both trade and financial investors

- DC engaged with market leaders in the packaging industry and leading financial sponsors worldwide to generate a focused competitive process
- DC provided comprehensive financial and strategic advice including: process strategy and tactics; due diligence coordination; deal structuring, financial modelling and valuation, and support in negotiations and transaction documentation

Outcome

- Under the agreement, Portobello has acquired a majority stake in Caiba
- DC ensured all work streams were successfully completed in a timely manner
- DC's extensive experience in packaging, and senior involvement were key to the success of the transaction and further demonstrates DC's expertise in the Industrial sector
- This transaction will seek to reinforce Caiba's organic and inorganic international growth prospects