

DATE

April 01, 2021

SECTORS

Consumer, Leisure & Retail

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Alberto Vigo
CEO



Federico Grossi
Director

DC Advisory advised the shareholders of Manuzzi on the sale of a majority stake to Hyle Capital Partners



Background

- Founded in 2005 and based in Cesena, Manuzzi Group (Manuzzi) is engaged in the packaging and distribution of exotic, dehydrated fruit and nuts
- Manuzzi took over and replaced the historical F.Ili Manuzzi S.n.c., a company which had been operating in the fresh fruit market for over half a century
- Manuzzi distributes its products under the Manuzzi brand and to private label clients

Process

- DC Advisory (DC) was engaged by the shareholders of Manuzzi to act as financial advisor and provide sell-side M&A advice
- DC provided comprehensive advice to Manuzzi throughout the sale process including:
 - process strategy and tactics;
 - buyers scouting;
 - due diligence coordination;
 - deal structuring;
 - financial modelling and valuation;
 - support in negotiations; and
 - advice on transaction documentation

Outcome

- Hyle Capital Partners, through its fund Finance for Food One, emerged as the preferred bidder for Manuzzi
- Following a detailed due diligence process, the sale & purchase agreement was signed on March 31, 2021
- The transaction closed on April 29, 2021
- The closing of this transaction is subject to customary closing conditions

“We are delighted to have worked with Manuzzi on this transaction, which marks an important milestone in their strategic development. We wish the two parties a successful partnership in the future.”

Alberto Vigo, DC Advisory, Italy