

**DATE**

October 27, 2021

**SECTORS**

Consumer, Leisure & Retail

**DEAL TYPE**

M&A Advisory  
Debt Advisory & Restructuring

**DEAL LOCATIONS**



**DEAL TEAM**



**César García**  
Managing Director



**Pablo del Palacio**  
Director



**Ignacio López**  
Director

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# DC Advisory advised Alantra Private Equity on the acquisition of a stake in Aceitunas Guadalquivir

ALANTRA

**agolives**  
ACEITUNAS GUADALQUIVIR

## Background

- Founded in 1962 and based in Seville, Spain, Aceitunas Guadalquivir (AG) is one of the world's largest companies in the table olive sector
- AG had a turnover of c.€130 million in 2020, with more than 60% generated from international markets, spanning 60 countries
- AG has a unique vertically integrated production model, from the reception of the raw material to its processing, packaging and commercialisation, ensuring full product traceability and control of the entire process
- AG processes more than 70m kilos of olives annually, through 400 employees at its two unique processing and packaging facilities
- AG is the supplier of olives to Mercadona, Carrefour and Lidl, the three most important distribution chains in Spain, whilst also selling its own brands, such as Excelencia, as well as agreements with other distributors

## Process

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- DC Advisory (DC) provided buy-side M&A and debt advice to Alantra Private Equity (Alantra) on the acquisition of AG
- DC provided comprehensive financial and strategic advice across a number of work streams, including:
  - Process strategy and tactics;
  - Deal structuring and terms of refinancing;
  - Financial modelling, valuation and exit analysis;
  - Analysis of potential acquisition opportunities;
  - Support in negotiations of financing terms and conditions; and
  - Assistance with financing documentation

### Outcome

- Alantra acquired a stake in AG in October 2021
- DC ensured all work streams were successfully completed under a challenging climate, which delivered a highly successful outcome to both Alantra and the founding family
- Alantra's financial and strategic support will accelerate the execution of the organic business plan, while allowing AG to explore inorganic growth opportunities, with the aim of consolidating the table olive market
- This transaction adds to DC's extensive experience and strong track record in the consumer space

“The history of the founding family, their capacity for innovation and international growth, and excellence in service make AG the ideal platform to lead the table olive market globally.”

Mariano Moreno  
Partner, Alantra Private Equity

“We are very pleased to have supported Alantra on another transaction in the consumer sector. AG is a great business managed by an excellent management team and Alantra is an ideal partner to support their future organic and inorganic growth.”

César García  
Managing Director, DC Advisory Spain

