

International

Unigrains expands its geographic footprint



David De Almeida
Head of International
Development with Unigrains

With a team based in Milan and a first acquisition in Portugal via its Spanish partner MCH, Unigrains is undisputedly a European player. In fact, the group's activity extends well beyond the borders of the EU, which is logical given the highly international nature of its participations. With investments in agri-food funds in Brazil, India, South Africa, the United States and Morocco, and intermediaries in China and the United States, Unigrains has developed a network of partners across the world over the last five years, to support its participations as they expand internationally. The Group is now able to provide the businesses it supports with direct access to an array of potential industrial partners and local market experts anywhere in the world.

It is a dense fabric woven and maintained day after day by Unigrains' staff, motivated and coordinated by David De Almeida, the new head of International Development who joined in September 2016.

On the North American market, which is attractive but difficult to read, the Group has gone even further and set up local representation with Fabrice Pasquinelli. Fabrice is based in New York and is a Partner with Infohedge offering specialist investment advice in agribusiness. He will be Unigrain's eye in the United States, looking out for weak signals that could interest our holdings for their projects for development on the other side of the Atlantic.

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