



Unigrains makes its first investments in Italy



In Italy, Unigrains relies on a Milan-based team of growth capital investors to support development projects for Italian agri-food SMEs. The first two investments were made recently and a third is being finalised.



Objective

Support the development of a fast-growing industrial player in Italy, in a still highly fragmented market offering great opportunities for external growth

Activity

A family-owned company founded in 1925 in the Veneto region, Trasporti Romagna generates sales of more than €110m and provides transport services, mainly for the food industry, with 1.9 MT of grain transported for animal feed and 2.3 MT of food products for the agri-food industry and mass retail. Through its subsidiary Systema, the company provides logistics services with 29 platforms (160,000 m²) managed for customers.

Recent events

- A first build-up was carried out in March 2017 with the acquisition of Ar.Ri Trans (€5m in sales) and others are currently being finalised
- Organic growth supported by the growing demand among customers to outsource the management of their logistics platforms
- Strengthening of management team: a Head of Human Relations and a Head of Platforms were hired at the end of 2016


TRASPORTI ROMAGNA - KEY FIGURES

 **Founded in 1925**
IN THE VENETO REGION

 **>€110 M**
REVENUE

 **1,9 MT**
OF GRAIN TRANSPORTED

 **2,3 MT**
OF FOOD PRODUCTS

 **29**
PLATFORMS (160,000 m²)



International



Objective

Dual goal: external growth (acquisitions of Idea Quick and Righi) and creation of an Italian market leader in the savoury snack segment.

Activity

Sfoggia Torino and Idea Quick produce puff-pastry based snacks and frozen ready-made meals for hypermarkets and supermarkets, the catering industry and industrial players. They have 49 and 29 employees, respectively, in two plants of 4,500 m² and 3,500 m², certified IFS and BRC. Righi produces and distributes frozen gourmet meals and enjoys strong recognition. The company has 30 employees and a 1,500m² plant. The Group generates combined sales of around €30m.

Recent events

- Integration and optimisation of the three companies' businesses and structuring of the new group
- Numerous synergies achieved, driving medium-term profitability gains
- Transfer of some equipment from one site to another, pizza production consolidated at Sfoggia Torino site



SFOGLIA TORINO - KEY FIGURES



108

EMPLOYEES

49

Sfoggia Torino employees

29

Idea Quick employees

30

Righi employees



3

PLANTS

4,500 m²

Sfoggia Torino plant

3,500 m²

Idea Quick plant

1,500 m²

Righi plant



30 M€

GROUP REVENUE

