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*"Unigrains contributes its expertise and international perspective to Italian agri-food companies."*



What are the specific features of the Italian agri-food market?

The Italian agri-food sector is the third-largest in Europe in terms of sales and also plays a major role in the international arena, driven by a tendency among national companies to promote the "made in Italy" concept of culture, well-being and craftsmanship.

Italy's economy is characterised by a negative trade balance on commodities. In effect, sector players typically transform commodities into high value-added, high-quality finished products and promote regional products (a large number of products benefit from a protected designation of origin).

The sector is highly fragmented, with many SMEs, managed by first generation families or entrepreneurs. Investors have a role to play in accompanying intergenerational transmission by promoting sector consolidation and strengthening managements.

Why did you join Unigrains to launch this project?

Bringing together a bilingual local team, already specialised in the sector and well known by sector players, and a longstanding international investor, highly respected and also specialised in agri-food, to work on a common project, is something unique in the arena of growth capital investors in Italy.

The Italian team joined Unigrains to bring Italian companies the benefit of the Group's international vision, its global network, its sector expertise developed for over 50 years as well as the services of its economic research department in order to analyse new market trends.

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*"The Italian team contributes genuine added value to partner companies by pursuing industrial and financial action plans."*

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## How do you bring value-added to Italian entrepreneurs?

With its knowledge of the Italian market sectors and a direct information network, with no intermediaries, the Italian team contributes genuine added value to partner companies by pursuing industrial and financial action plans.

From an industrial point of view, the team can help leverage new relationships with suppliers (ingredients, packaging, complementary products) and customers (joint ventures in new markets or networks).

In terms of financial support, the team is constantly alert to market opportunities as part of acquisition strategies. It supports companies in the acquisition and integration process including in the search for new recruitments that may be required.

## What are the next steps in Unigrains' development in Italy?

Italy is a key market in the context of Unigrains internationalisation. A fund dedicated to investments in Italian Agri-Food SMEs is currently being raised.

