

# Boosting commitment to sustainable animal care: Global leader acquires Brazilian biotech company

DEAL FLASH | AGRICULTURE, PETCARE | SEPTEMBER 2023

## DEAL SNAPSHOT

Olmix Group, a portfolio company of Motion Equity Partners, has acquired a majority stake in Yes Sinergy, a portfolio company of Aqua Capital. With this sale, Aqua Capital, which has been a majority shareholder since 2016, is completing a partial exit from the company.

Olmix Group is specialized in developing, producing and distributing bio-sourced solutions to reinforce the natural functions of soils, plants and animal nutrition. Founded in central Brittany, France, Olmix generates US\$175 million in annual revenues and operates eight industrial plants, including a biorefinery specialized in algae processing.

This acquisition bolsters Olmix's international footprint, consolidates its status as a significant solutions provider in the livestock sector while broadening its portfolio of natural solutions, accelerates its growth in Latin America's dynamic agricultural market, and enhances the group's position in the petcare market.

Founded in 2008, Yes Sinergy is a Brazilian biotechnology company specializing in developing and marketing animal feed additives. Its portfolio comprises natural antibiotic-free products derived from sugarcane yeasts for all livestock species (ruminants, swine, poultry and aquatic organisms), as well as pets.

“With our acquisition of Yes Sinergy, we at Olmix Group are accelerating our international growth and establishing ourselves as a leading provider of bio-sourced solutions for agriculture. Thanks to Oaklins' relationship with Aqua, we have been able to bridge the gap on many occasions. The dedication and diligence of the team were instrumental in securing the approval of all stakeholders on the rationale for Olmix to proceed with such a transaction.”

**NICOLAS BAUDIN**  
HEAD OF M&A  
OLMIX GROUP  
FRANCE

## OAKLINS PLAYED A KEY ROLE IN THIS TRANSACTION

Oaklins Olimpia Partners in Brazil served as the sole buy-side advisor to Olmix Group and Motion Equity Partners. The Oaklins team in France supported the transaction in its early stages. With a deep knowledge of the Brazilian M&A environment, Oaklins ensured a meticulous assessment of the target and its shareholders. Given the relationship that Oaklins already had with Aqua Capital, it was ideally situated to orchestrate a successful transaction and assist throughout the negotiation process.





## MARKET TRENDS & DEAL DRIVERS

Rising emphasis on sustainability and environmental concerns has had a notable impact on various industries, especially agriculture and livestock. In light of growing demands from consumers and regulatory bodies for eco-friendly practices, there has been an active shift away from synthetic chemical inputs in favor of natural alternatives. The merged company's focus on producing solutions derived from algae and sugarcane places it at an advantage, in alignment with the global move towards sustainability.

Partnering with Olmix will catalyze a clear growth avenue for Yes Sinergy, positioning the entity as a global frontrunner in the realm of natural food additives. This is facilitated by robust product and commercial synergies, and further demonstrates the company's dedication to innovation using biological sources.



## TALK TO OUR ADVISORS



✉ **THOMAS MONTEIRO**

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Thomas has extensive experience in banking, specializing in mergers and acquisitions, late-stage fundraising, corporate divestitures, corporate ventures, buy-outs, and debt and equity financing. Notable transactions he has been involved in include the sale of Mandic Cloud Solutions to Claranet Technology; the sale of banking software provider CRK to Topaz, part of Stefanini Group; the sale of wine importer and distributor Grand Cru to the wine e-commerce business Evino; and the sale of a stake in Ademicon, the largest independent consortium in Brazil, operating in the real estate and vehicle segments, to 23S Capital.



✉ **IRAJÁ GUIMARÃES**

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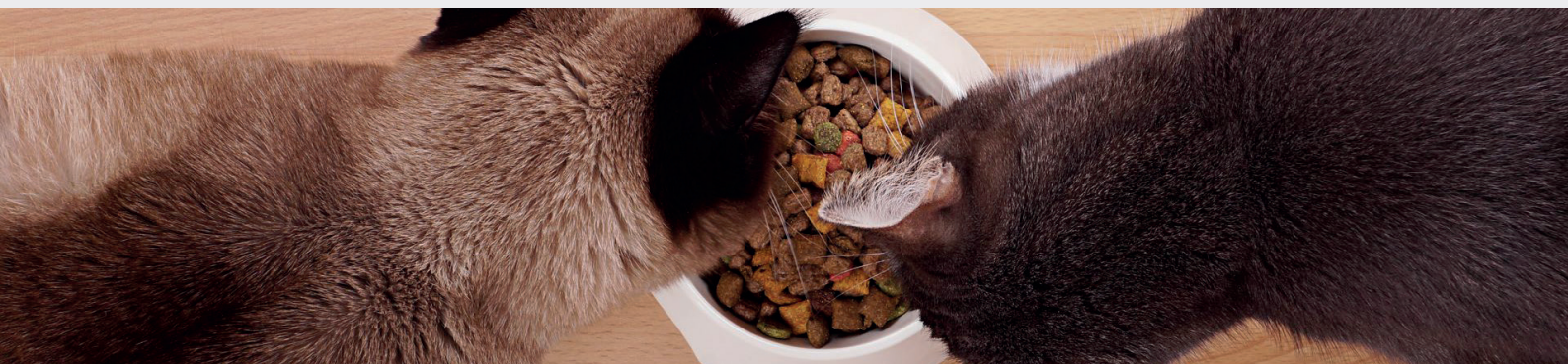
With over 25 years of experience in banking, Irajá has participated in numerous transactions, including mergers, acquisitions, divestitures, buy-outs, and debt and equity offerings. Recent transactions include the acquisition of Corsan by Aegea Saneamento as part of the privatization process led by the state of Rio Grande do Sul; the sale of Elizabeth Revestimentos, one of the largest ceramic tiles manufacturers in Brazil, to Eliane Revestimentos, a subsidiary of Mohawk Industries; and the combination of SulAmérica, a leading insurance company in Brazil, with Rede D'Or São Luiz, the largest Brazilian hospital network.



✉ **ÉRIC FÉLIX-FAURE**

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With over 20 years of senior M&A experience, Éric has closed more than 50 deals. He has particular expertise in TMT, business support services and private equity. Notable transactions he has recently advised on include the acquisition of 99 Group by Andera Partners; the acquisition of ADDEV Materials by Tikehau Capital and Bpifrance; and the sale of Cylande to Cegid.



## OAKLINS HAS CLOSED 132 DEALS IN AGRICULTURE

United by a strong belief that we can achieve the extraordinary. Oaklins is a global team of 850+ financial advisory professionals in 45 countries providing M&A, growth equity, ECM, debt advisory and corporate finance services to support entrepreneurs, corporates and investors in reaching their goals.

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