

Oaklins

Successful PE-exit for global leader in fresh produce sorting and packing solutions

DEAL FLASH | AGRICULTURE, INDUSTRIAL MACHINERY & COMPONENTS | NOVEMBER 2026

DEAL SNAPSHOT

Cibus Fund II, managed by Cibus Capital, has acquired Aweta, a global provider of automated fruit and vegetable sorting, grading and packing solutions, from Standard Investment and management.

Founded in 1966 and headquartered in Pijnacker, the Netherlands, Aweta is now one of the world's leading providers of post-harvest automation solutions, with a particular focus on cucumbers and peppers. The company combines advanced sorting and packing equipment with proprietary software, AI and machine vision technology, enabling growers and packhouses to optimize yields, reduce food waste and improve operational efficiency. Aweta generates approximately EUR 85 million in annual revenue, employs more than 250 people and serves customers in over 50 countries.

Since acquiring Aweta in 2013, Standard Investment has worked closely with management to professionalize operations, strengthen profitability and expand the company's international presence. These efforts have established a strong platform for continued growth, supported by Aweta's extensive installed base, and opportunities to expand its aftermarket and service offering.

The acquisition represents a strong strategic fit for Cibus, which invests in businesses transforming global food and agriculture through technology and innovation. Under its new ownership, Aweta will pursue further international expansion and accelerate investment in R&D, software and AI, while its existing management team continues to lead the business.

"We would like to thank the Oaklins team for their outstanding support in this very successful exit for Standard Investment. Their deep sector expertise, clear strategic vision and exceptional commitment enabled us to execute a highly competitive and well-structured process within an ambitious timeframe. Their pragmatic, hands-on approach and disciplined execution were instrumental in achieving this excellent outcome."

GUIDO GROBBINK
PARTNER
STANDARD INVESTMENT

OAKLINS PLAYED A KEY ROLE IN **FACILITATING THIS TRANSACTION**

Oaklins' team in the Netherlands acted as the exclusive sell-side advisor to Aweta's shareholders, including the majority shareholder, Standard Investment, and the management team. This transaction demonstrates Oaklins' strong track record in the food and horticulture equipment space as well as the broader industrial technology and automation sectors. In addition, it underpins Oaklins' extensive experience in advising founders and private equity investors on monetizing industry-leading businesses. Oaklins' debt advisory team conducted a broad lender education procedure, followed by selected lender engagement to work toward (firmer) indicative financing terms. This tailored approach enhanced execution certainty, accelerated the transaction process and provided prospective buyers with access to attractive, non-exclusive financing options, which ultimately led to the emergence of the definitive financing partner.

MARKET TRENDS & DEAL DRIVERS

The industrial technology and automation sector continues to benefit from structural growth drivers, including labor shortages, rising production costs and increasing demand for productivity and operational efficiency. These trends are particularly pronounced in the food and horticulture industries, where producers face mounting pressure to improve yields, reduce food waste and meet increasingly stringent quality and traceability requirements.

Technological advancements in AI, machine vision and robotics are accelerating the adoption of intelligent automation solutions. The emergence of 'physical AI', combining artificial intelligence with machinery, sensors and machine vision, is enabling increasingly sophisticated, autonomous and data-driven production systems. Companies such as Aweta are at the forefront of this development, combining advanced mechanical engineering with proprietary software and AI-enabled grading technologies.

These developments are also fueling M&A activity, with European industrial machinery and components transactions increasing by 25% between Q4 2025 and Q2 2026. Strategic buyers are increasingly seeking access to differentiated technologies and specialized automation capabilities, while financial investors are attracted by businesses combining proprietary IP, strong market positions and opportunities to expand recurring software and aftermarket revenues.

M&A VALUATION ASPECTS

Industrial technology businesses with proprietary technology, strong (niche) market positions and exposure to structural automation trends continue to attract significant buyer appetite.

Valuations are increasingly influenced by the quality and resilience of the underlying business model. Proprietary software, AI capabilities and unique datasets can create significant competitive advantages, while extensive installed bases and high customer switching costs provide attractive opportunities to generate recurring revenues from software, maintenance, upgrades and aftermarket services.

Businesses combining advanced hardware with the above-mentioned features are able to command premium valuations. Sizable niche industrial market leaders typically attract EV/EBITDA multiples in the high single-digit to low double-digit range, depending on their scale, margin profile and share of recurring aftermarket revenues.

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has acquired

AB PROCESS INGENIERIE

M&A BUY-SIDE

Industrial Machinery & Components/Private Equity

CRUX

has been acquired by

VDL

M&A SELL-SIDE

Agriculture/Industrial Machinery & Components/Private Equity

PWR PACKAGING WITH ROBOTS

has been acquired by

coesia

M&A SELL-SIDE

Food & Beverage/Industrial Machinery & Components/Other Industries

Standard Investment

has sold

AWETA

to

CIBUS

M&A SELL-SIDE

Agriculture/Industrial Machinery & Components/Private Equity

UVBOOSTING

has completed a Series A financing round led by Kubota Group

Kubota

FUNDING, DEBT ADVISORY & ECM

Agriculture/Industrial Machinery & Components

ViTiBOT

has been acquired (majority stake) by

SDF

Farming Technology. Since 1927.

M&A SELL-SIDE

Agriculture

TALK TO OUR ADVISORS



FRANK DE HEK

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Frank is Oaklins' global head of horticulture and has extensive experience in horticulture. As part of his horticultural sector focus, Frank continuously follows developments, publishes newsletters, attends the major events and maintains regular contact with the key players. High-profile transactions Frank has completed include the sale of Aweta by Standard Investments to Cibus Capital and the sale of Den Berk Delice to Egeria. Leveraging his extensive transaction experience, deep sector knowledge and strong international network of strategic and financial buyers, he supports clients in navigating complex cross-border transactions and maximizing shareholder value.



KOEN BODEWES

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Koen is part of Oaklins' Industrial Machinery & Components team, with a specific focus on industrial automation. Notable M&A transactions include the sale of Aweta by Standard Investment to Cibus Capital and the sale of Crux Agribotics to VDL. Combining deep sector expertise with a strong understanding of emerging trends in AI, robotics and machine vision, he supports clients in identifying the right strategic partners and successfully executing complex domestic and cross-border transactions.

"Aweta's partnership with Cibus reflects the growing investor appetite for high-quality food-equipment businesses, particularly those positioned at the intersection of industrial automation, machine vision and data-driven technology, an evolution increasingly associated with physical AI. With its differentiated technology, global market position and established installed base with significant growth potential, Aweta is well placed to benefit from these structural trends."

FRANK DE HEK
MANAGING PARTNER, OAKLINS NETHERLANDS



OAKLINS HAS CLOSED 188 DEALS IN AGRICULTURE AND 318 DEALS IN INDUSTRIAL MACHINERY

United by a strong belief that we can achieve the extraordinary. Oaklins is a global team of over 900 financial advisory professionals in 40 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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