

CLIENTE	Desmet Ballestra	TESTATA	Mergermarket.it	DATA	Maggio 2008
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DESMET BALLESTRA

Desmet Ballestra looking for acquisitions, Italian CEO says Main article Desmet Ballestra (DB), the Belgian engineering solutions provider for the oleochemicals industry owned by Barclays Private Equity, is currently looking for acquisitions. Marco Galateri di Genola, the chief executive of the Italian division, said that he and Marc D'Udekem, global CEO, and York Creupelandt, managing director, are currently scanning the market to look for buys without the help of external advisers. He said that they expect to close an acquisition in 2008. In particular, they are looking to find companies with a good technology and reputation in the bio-ethanol sector. Alternatively, Desmet Ballestra could look at buys in the fine chemicals and in oil fats technology.

The potential target would be based in Europe or the US, with no preference for the country, but rather a focus on the technology.

For small deals, the company would use its own resources; while for bigger transaction it could recur to external financing. Cincinnati, Ohio based, Katzen International would be the type of company with the characteristics that DB is looking for. However, Katzen, a technology company that uses renewable resources through development and commercialization of new and innovative technologies, is not up for sale, Galateri di Genola said. Katzen employs 20-25.

Galateri di Genola said that the company does not uses external financial advise, but would welcome suggestions by investment bankers. In a previous transaction, it used Lega Colucci as its law firm, but the company does not have a regular legal adviser.

Last year, DB acquired a 45% stake in French group Stolz, which produces equipment for the agricultural sector and has revenues of EUR 35m. Under the terms of the deal, the Stolz family retains a 38% stake in the company, although there are plans according to which DB will lift its stake to a majority one. Galateri di Genola said that DB usually buys a full majority in the target company and leaves the management in place. DB Group is not looking to dispose of any of its assets at this stage.

DB Group has over 700 employees and had EUR 500m in 2007, which represents a 60% increase from the year before. It expects revenues of EUR 750m for this year. Over 50% of its revenues is generated by bio-fuel. Galateri di Genola said that DB uses bio-ethanol from cereals rather than canned sugar since the latter is only used in Brazil.