

# Leading Sunflower Processing Business





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The company is a leading processor of confection sunflower seeds and sunflower kernels, generating €7M in revenue and serving a diverse range of clients. These clients include roasters, bird feed producers, bakery and confectionery manufacturers, oil processing companies, and traders. Currently operating at only 26.8% of its capacity, the company has the infrastructure in place to ramp up production from 15,000 tons to 56,000 tons annually. Its strategic geographic location provides significant cost advantages, with €55 savings per ton on raw materials and €200 per truckload on transportation, making it a highly cost-effective partner for markets within the European Union.

A local trading company supplies raw materials without requiring upfront payment, which has led to a substantial increase in supply and sales inquiries. With its current workforce, the facility can produce 15,000 tons annually, supporting steady monthly sales. Additionally, labor costs are 35% lower than in Bulgaria and Romania, enabling the company to benefit from competitive operational expenses and enhance its profit margins in the agricultural wholesale market.

The company has strong export capabilities, supplying products to 17 EU countries, and is well-positioned for future expansion. Its client base includes wholesale distributors and other processing companies. The physical assets of the business, including land, buildings, and processing machinery, are integral to this transaction and contribute to the high value of the company's assets.

### Products & Services Overview

- Confection sunflower seeds
- Sunflower kernels
- Sunflower chips
- Sunflower seeds (for oil)
- Sunflower husk

### Assets Overview

#### Intangible assets

- Import-export license and company registration certificate

#### Tangible assets-

- The company operates a state-of-the-art sunflower kernel processing plant, equipped with cutting-edge technology from renowned brands such as Elica, Bühler, and Tomra.
- Restructured former sugar beet plant with modern buhler photo sorters.

### Facilities Overview

The production facility spans a total area of 1.98 hectares, and the owner has full ownership of all assets.

Kernel facility (0.93 Ha):

Office space: 11 offices + lab (281 m²).

Production office: 10 offices + lab (319 m²).

### TARGET PRICE

EUR 6,300,000

### GROSS REVENUE

EUR 1,120,000

### EBITDA

EUR 1,120,000

### BUSINESS TYPE

Manufacturing

### INVENTORY

Includes physical assets worth EUR 4.3 million

### COUNTRY

Moldova

### BUSINESS ID

L#20250852

Raw material silos:  $2 \times 3,000 \text{ m}^3$ .  
Small sunflower silos:  $3 \times 300 \text{ m}^3$ .  
Husk silos:  $4 \times 100 \text{ m}^3$ .  
Production area:  $1,000 \text{ m}^2$ .  
Additional infrastructure: 3 unused buildings.  
Confection facility (1.05 Ha):  
Office space: 10 offices + lab ( $319 \text{ m}^2$ ).  
Byproduct storage:  $380 \text{ m}^2$ .  
Ready product storage:  $972 \text{ m}^2$ .  
Production 1 (pre-cleaning):  $428 \text{ m}^2$   
Production 2 (striped seeds):  $625 \text{ m}^2$ .  
Production 3 (black seeds):  $397 \text{ m}^2$ .

#### Capitalization Overview

Loan of EUR 2 million at 6.72% interest, with monthly cleanup at EUR 250,000.  
Capital loan for the facilities construction (9 months left) – at EUR 51,000 monthly.

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