



Business opportunity

# Introduction

- The company is specialized in **sea food processing** (salmon processing with a high range of products).
- The company meets some financial difficulties due to the increasing price of raw materials (+30% since November 2005). **The two main shareholders want to sell their shares.** At present, the company is under an observation period. Whoever interested can make a bid to take over the company.
- The company is one of the preferred **suppliers of the biggest supermarkets retail chains in France (Carrefour, Leclerc).** 3 big retail chains recently **signed an agreement** with the company.
- In 2005 the company's **turnover was M€30 in 2005** with a **loss of M€8** due to the **price of salmon** and the break of some range of products.



# Location



The company is located about 200 km from Paris (nearest highway: 25 km).

Location near the ports of Le Havre and Rouen (cold and chilled logistics installations are available).

Numerous sea food trading and processing companies nearby fishing ports, such as Dieppe, Fecamp, Le Havre and St Valery en Caux.

# Facilities description

- An important production capacity on 2 neighboring sites
- - a **production plant** of 9.250 m<sup>2</sup>. Building of 5000 m<sup>2</sup> renovated in 2000 and 2001
- - a **packaging plant** of 6.420 m<sup>2</sup> built in 1987. Extension in 2005.
  
- The plants have the following characteristics:
  - - 4 cold chambers (-20 C) with a capacity of 12.000 m<sup>3</sup>
  - - 9 cold chambers (0 – 4 C) with a capacity of 4165 m<sup>3</sup>
  - - 1 deep frozen chambers (-30 -40 C) with a capacity of 300 m<sup>3</sup>
  - - more than 6.000 m<sup>2</sup> of working space for the production
  - - 1.200 m<sup>2</sup> of offices
  
- Total production capacity: 7.000 tons / year. Actual annual production: 3.000 tons



# Conditions for takeover

## ■ Clients

■ **Hypermarkets and supermarkets (big retail chains): 80%**

■ **Restaurants: 20%**

## ■ Staff

■ **Motivated and skilled staff**

■ **220 workers (mainly women)**

■ **85% of the workers are dedicated to the production**

## ■ Public Support

■ **Public support available regarding the acquisition of new equipments and buildings investments.**



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