SWISS ACQUISITION OF AN INDIAN HORTICULTURE COMPANY

InI Consulting (INI) assisted a Swiss Investment Company to evaluate an Indian horticulture exports company as an acquisition opportunity. After the decision of the client to acquire the Indian company, INI provided due diligence & valuation support and redefined the business case.

Post-acquisition, INI took the management control of the Indian company and structured the Operations, Financial Planning, Human Resource, Procurement function and extensively worked in farmer extension services in the area of Maharashtra (Solapur, Satara, Pune, Nashik and Sangli) and Gujarat (Navsari, Jhagadia, Rajpipala). INI supported the Indian company in entering into new products and executed a technology transfer project from Philippines.

INI worked extensively in the area of building forward linkages in new markets like Europe, USA and South-East Asia and the Indian company became the market leaders in exports of banana, pomegranate, grapes and mango.

Within 3 years, the Indian company demonstrated a 500% growth in revenues.