

Bug Bio Agents

12.65%

IRR

2.9

MOIC

“The support and engagement of the fund was crucial for the development of the company, because it underwrote the construction of a new plant at Charqueada in São Paulo, and the expansion of production utensils (trays and shelves).”

Diogo Carvalho - CEO

The company develops and manufactures pest bio control solutions, particularly microbiological tests (parasitic insects). Established by eSalq researchers, at the time of the investment it was noteworthy on the market for its innovative technologies and environmentally friendly solutions. In 2013 it was selected by Fast & Co. as one of the world`s fifty most innovative companies. The investment was earmarked for expanding its production facilities.

COMPANY NEEDS

- Construction of factories
- Gains in scale
- Management
- Governance
- Financial management
- Market management

VALUE CREATION THROUGH PE&VC

- Better production capacity through building factories
- Implementation of new sales platforms
- Focus on products with better margins
- Bringing in new investors

OUTCOMES

Exponential increase in output and revenues; more than a hundred jobs created; several new bio control products created (e.g. telenomus podisi), support that was crucial for the company`s survival during the sugar alcohol sector crisis.



HEAD OFFICES
Piracicaba, São Paulo

ADMINISTRATOR
Antera

INFO
www.koppert.com.br
www.anteragr.com.br

INVESTMENT
May 15, 2009

AMOUNT INVESTED
BRL 1.5 Million

MANNER OF ACQUISITION
Common shares

STAKE
INITIAL / MAXIMUM / CURRENT
20% / 20% / 0%

DIVESTMENT
December 12, 2017

MANNER OF DIVESTMENT
Sale to Strategic

PAYBACK
IRR: 12.65%
MOIC : 2.9