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A Weekly Review of Business Opportunities

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## Partners redesign Equipav's sale

The company's sugar-alcohol plants' sale process is "stuck" due to a change of mind of Equipav group's shareholders, managed by Toledo, Vettorazzo and Tarallo families. Valor newspaper says that shareholders decided they can set the company's management aside in order to continue with the sale process, as long as they remain in the business, and that they gave up the idea of granting exclusiveness to only one potential purchaser. The renegotiation of debts with banks is almost concluded and it is approximately valued in R\$ 500 million, close to one third of the company's total debt, which in the March 31st, 2009 balance was close to R\$ 1.6 billion, according to sources familiarized with the business. [...] **Source:** Valor Econômico (01/08/2010)

## Parmalat analyses the sale of assets and even of the company's control

Immersed in a crisis, Parmalat analyzes a way of reorganizing its cash concept. Among the possibilities, the company is considering the sale of its assets, such as the seven plants located all throughout the country, and the brand Glória. According to a source, the controlling company—LAEP—does not dismiss the possibility of selling its shares. As reported on Wednesday, 6th by the columnist Flávia Oliveira, Parmalat's debts with milk providers from Rio and Goiás exceed R\$ 10 million. The sale of the company's control is an option. However, it will depend on the price, says the source involved in negotiations, recalling that the company is negotiating with a company from Rio. Speculations made Parmalat's ordinary shares increase 17.4%, to R\$ 6.49, in the Stock Exchange. There were one-hundred businesses and one transfer of R\$ 320 thousand, figures that are above the average. LAEP shares statement increased 19.2%, to R\$ 1.55, with R\$ 94 million in businesses [...] **Source:** Gazeta do Povo (01/08/2010).

## VONPAR announces the creation of Food Department

Grupo Vonpar announced last Tuesday morning the creation of the Food Department, made up by companies Mu-Mu Alimentos, Wallerius Doces e Alimentos and Neugebauer. The new department is created with an annual turnover of R\$ 230 million, three plants, more than one thousand employees and presence in the entire Brazilian territory and in more than 30 countries. The plants are located in Gaúcha cities like Porto Alegre (Neugebauer), Viamão (Mu-Mu) and Arroio do Meio (Wallerius). The department has 60 brands, and more than 20 product lines, such as chocolates, caramel spread, milk, and candies. According to Daniel Weiler, director of Vonpar's Food Department, for this year the aim is to implement new management models and increase the department's turnover to R\$ 300 million. [...] **Source:** Zero Hora (01/05/2010).

## Minerva purchases a slaughter plant in Minas Gerais

Minerva S.A. reported yesterday that it signed a promissory contract for sale and purchase of a plant for the slaughter of cattle in Campina Verde, in the Triângulo Mineiro. The company did not say who the plant belongs to, but Valor newspaper said that it was given under guarantee to a creditor bank by Torlim group, owner of the slaughter house Garantia. The bank sold it to Minerva. According to Minerva, the plant has a slaughtering capacity of 700 heads per day and it has boning capabilities. The purchase will represent a 10% increase in the company's total capacity. Moreover, Minerva says that investments in the plant's purchase and expansion are estimated in R\$ 46 million. [...] **Source:** Valor Econômico (01/05/2010)

## JBS's direction approves Bertin's incorporation

On December, 31st, JBS reported that Bertin and JBS Couros' incorporation was approved during a shareholders' meeting. According to JBS, Bertin's incorporation—which took place after the earlier approval of the incorporation of shares issued by Bertin by the company during a general meeting held on December, 29th—, "represents an important step in the integration of Bertin and JBS's operations". As a result of the partnership's reorganization that preceded Bertin's incorporation, JBS's control belongs to the Batista family, through FB Participações S.A., holder of shares that represent 60% of the company's capital. Moreover, JBS confirmed the purchase of U.S. Pilgrim's Pride Corporation's stock control for US\$ 800 million, paid in cash. It also recalls that AGE approved the emission of debentures for a value of R\$ 3,479 billion (equal to US\$ 2 billion), investment supported by BNDESPAR, that strongly committed to subscribe all debentures [...] **Source:** DCI - Diário do Comércio & Indústria (01/04/2010)