

## Strengthening the European petcare distribution market

DEAL FLASH | CONSUMER & RETAIL | DECEMBER 2022

### DEAL SNAPSHOT

**The private shareholders of Bio2, a Portuguese petcare wholesaler, have sold the company to Alliando Group.**

Founded in 1984, Bio2 is one of the two largest petcare wholesalers in Portugal, with more than 2,000 customers and a diversified product portfolio that has a strong focus on pharmaceutical products. In addition to these items, Bio2 also offers pet food, hygiene products and accessories targeted at B2B customers such as pet shops, veterinary clinics and other specialized retailers. The company has invested in digital technology and online channels, and has launched an e-commerce website for its customers as part of plans to develop its multichannel offering.

Founded in 1987, Alliando Group is a French family-owned group and the second largest distributor of veterinary products in the European market. It is also the leader in the retail pharmacy, livestock production and industrial veterinary practice channels. Following a period of strong organic and external growth in France, Alliando started an internationalization strategy in 2015 which resulted in the group's establishment in Spain, Poland and several countries in West Africa.

With this acquisition, Alliando Group will strengthen its presence in Europe, specifically in the Iberian Peninsula, gaining a new footprint to benefit from market trends in the coming years.

“We are very satisfied with the services delivered by Oaklins in the sale process of Bio2. Their efforts, seriousness, professionalism and dedication, and unwavering support were fundamental for achieving the best deal for our shareholders.”

**PEDRO MESQUITA  
GABRIEL**  
SHAREHOLDER  
BIO2, PORTUGAL

### OAKLINS PLAYED A SIGNIFICANT ROLE IN MAKING THIS DEAL HAPPEN

Oaklins' team in Portugal acted as the exclusive M&A advisor to the shareholders of Bio2. The team was involved throughout the preparation of the sale process and supported all aspects of the negotiation phase until closing.



## MARKET TRENDS & DEAL DRIVERS

Nowadays, pets are considered members of the family by most pet owners. This is triggering trends such as pet humanization and the premiumization of petcare products. These trends have contributed to a significant growth in the petcare market in recent years. Petcare is considered a stable market that is continuously developing, generating the interest of both private equity firms and strategic investors.

Portuguese petcare is a young market when compared with other countries. Nevertheless, the petcare sector has experienced strong growth in recent years. Bio2 is one of the leading local wholesalers of petcare products.

## M&A VALUATION ASPECTS

The financial details of this transaction have not been disclosed.

Due to its leading position in the Portuguese petcare market, Bio2 was identified as an attractive target for strategic and private equity investors in Portugal, Spain and France.

## TALK TO OUR ADVISORS



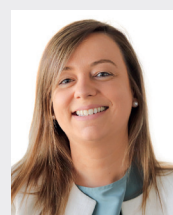
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João has more than 20 years' experience in financial advisory, M&A and financial restructuring. Recent transactions he has closed include the acquisition of Frezite, a family-owned polycrystalline diamond (PCD) tool manufacturer by Sandvik; the fundraising of Fapajal, a Portuguese tissue paper producer; the acquisition by the management team and ActiveCap of the participation held by Haitong in Nexxpro, a helmet producer for the motorcycling sector; and the shareholding restructuring of Sanindusa, a leading Portuguese sanitary equipment group, with the private equity firm Iberis Capital.

Diogo has more than 20 years' experience in financial advisory and M&A. Recent transactions include the acquisition of SIMI, a metalworking company, by ISPT; the acquisition of Algardata, a portuguese technological company, by Total Specific Solutions, the acquisition of TIBI, a pet shop retail operator, by Grupo Agris; the shareholding restructuring of Sanindusa, a leading Portuguese sanitary equipment group, with the private equity firm Iberis Capital; and the acquisition of Janz, a Portuguese player specializing in manufacturing and distributing residential water meters, by SIT.

Vera has over 15 years' experience in financial advisory and M&A. Recent transactions include the sale of DigitalSign, an electronic signature and digital certification provider, to Logalty; the acquisition of Celfinet, an international wireless engineering services company, by Cyient; the fundraising of Fapajal, a Portuguese tissue paper producer; the acquisition of SIMI, a metalworking company active in the industrial sector, by ISPT; and the acquisition of Tabacos Farinha and Joaquim Guimarães by FEPI, a distributor of tobacco and wine.



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