

Yller Biomateriais S.A

**BRL 4.5
Million**
Gross Operating
Revenues 2018

+400
Dental Supply
Outlets Serviced
2019

“Fund support was crucial for ensuring the feasibility of rapid growth for Yller. Over a short period of time, we managed to cover the entire country and began exporting to more than twenty countries.”

Fabício Ogliari – CEO and Founder

Established in 2012 and in operation since March 2014, Yller started out as a simple outsourcing option for the development and production of white-label goods for third parties. Specializing in the development and sale of dental consumables (such as adhesives, resins, silicones, sealants, dental cement and whiteners) used by dentists for a wide variety of dental treatments, it works with some forty products split up into around 115 SKUs that are sold in more than 500 dental supply outlets all over Brazil. It is also already exporting to some countries in Latin America.

COMPANY NEEDS

- Creating new products;
- Expanding industrial facilities;
- Setting up a product planning and marketing area.

VALUE CREATION THROUGH PE&VC

- Adjusting and completing product line development;
- Expanding operations into a new manufacturing plant, with more production capacity;
- Obtaining pending registrations and certificates;
- Structuring production processes;
- Hiring new employees and training sales staff (including the setup of a reseller network in some parts of Brazil);
- Start-up of production and brand launch.

RESULTADOS

- Sold in more than 150 dental supply outlets, Yller products are used by dentists almost everywhere in Brazil;
- Its silicones line ranked in the Top Three by volume sold for Dental Cremer and Dental Speed;
- In 2017, around 56,000 product units sold with Gross Operating Revenues of BRL 3.6 million, up 300% over 2016;
- In 2018, more than 400 supply outlets serviced, with around 70,000 product units sold and Gross Operating Revenues of BRL 4.5 million, up 26.5% over the previous year.



YLLER

HEAD OFFICES
Pelotas / RS

ADMINISTRATOR
Crescera

INFO
www.yller.com.br
www.crescerainvest.com

INVESTMENT
January 15, 2016

AMOUNT INVESTED [BRL MILLION]
2.9

TYPE OF ACQUISITION
Common Shares

STAKE
(INITIAL/MAXIMUM/CURRENT)
49.96% / 49.96% / 0%

DIVESTMENT
October 27, 2019

TYPE OF DIVESTMENT
Sale to Strategic

PAYBACK
IRR Realized: 83%
MOIC realized: 6.6