

AGV LOGÍSTICA



80%
Increase in EBITDA

7,8 times
Increase in Net Profits

“Kinea was crucial during this value generation phase, when we were implementing a new governance structure with management segmented by industry, in addition to spinning off companies, with a well-defined lean culture and heavy investments in technology. With this, we returned to growth despite the economic crisis and completed a very successful divestment process.”

Vasco – Founding Partner

Established in 1998 in Vinhedo, São Paulo State, AGV is one of Brazil’s largest 3PL logistics service providers. Operating under a light asset model with leased premises and trucks, it is located in strategic regions that are close to its clients and end-consumers, with shorter times and logistics chains. In 2016, AGV absorbed investments from the Kinea and GEF Capital private equity funds, splitting its operations into two business units the following year: AGV Health & Nutrition (H&N) and AGV Fast Moving Consumer Goods (FMCG).

COMPANY NEEDS

- Investments in infrastructure and technology updates;
- Restructuring its prospecting and sales staff by focus segments;
- Setting up a new business unit: Nutrition;
- Opening new distribution centers in order to expand its storage operations.

VALUE CREATION THROUGH PE&VC

- Structuring its business unit spin-off strategy;
- Setting up specific committees and methodologies for reporting back to the Board;
- Assessing M&A opportunities;
- Structuring long-term incentive plans;
- Hiring specialized supply chain consultants in order to streamline operations in the transportation and storage businesses;
- Prospecting new H&N and FMCG clients and acquisition of franchises – heading up the franchised store acquisition process.

OUTCOMES

- Splitting its operations into two business units: H&N and FMCG;
- 80% increase in the EBITDA, with margin expansion of 8.4 %;
- Net profits increased 7.8 times;
- Strong operating cash flow generation, with BRL 92 million distributed in dividends during the investment.



HEAD OFFICE
Vinhedo - SP

MANAGED BY
Kinea

INFO
www.agv.com.br
www.kinea.com.br

INVESTMENT
May 31, 2016

AMOUNT INVESTED (BRL MILLION)
105

TYPE OF ACQUISITION
Common Shares

STAKE
(INITIAL/MAXIMUM/CURRENT)
41,7% /41,7% / 0%

DIVESTMENT
November 7, 2019

TYPE OF DIVESTMENT
Sale to Strategic

PAYBACK
IRR realized 35.7%
MOIC realized 3.3