



Home

Intelligence

IPO

Dealscope

Deals

League Tables

Profiles

PE Portfolio

corporate  
site >>

New Search | Last Search

## Intelligence: Results

[Select Page][Deselect Page]

[Print Selected] [Print All] [Download Selected] [Download All]

04/07/2011	Asja eager to forge JVs in UK and India, CEO says	Bidder	Asja Ambiente Italia s.p.a.	DS
	Proprietary Intelligence			
Story	Asja, a private Italian group designing, building and managing renewable power plants, is keen to boost its international presence with joint ventures in India and UK, Chief Executive Officer and owner Agostino Re Rebaudengo said.	Sectors	Energy	
	Asja is looking to forge JVs with companies located in India and UK in order to build biogas, wind and solar power plants, the CEO said. He said the company is pursuing different strategies in the two countries. While in the UK Asja is looking for more than one partner to realize several independent projects, in India, the ideal partner should be a big industrial group that can allow Asja to enter the new market building together a series of power plants.	SubSectors	Electrical power generation Electrical power transmission Alternative energy	
	UK based JVs will be established with partners both active in the waste collection and dumps management to build biogas power plants, and owners of large properties for solar and wind power plants, Re Rebaudengo said. He said that Asja would provide technical know-how, materials and projects, adding that the overall investment on each single plant would amount to about EUR 30m to be collected through project financing, directly investing up to EUR 3.5m of the company's own cash and expecting the potential partner to provide about the same amount. The company can consider the possibility to control the majority of the JVs, although this is not essential, Re Rebaudengo said. He also added that Asja is willing to directly manage the plants and said that each JV partner retains the right of "put and call" in order to avoid potentially long controversies. He said that advisory pitches on case by case bases are welcome.	Topics	Advisory Invitation (Bankers, Other) Family Owned/Closely Held Joint Ventures/Partnerships Market Entry	
	In India Asja is looking for a local big partner in order to forge a J- that will enable the establishment of a series of renewable power plants, Re Rebaudengo said. He added that a big industrial company that can ensure access to credit and strong relationships with the local financial community would be the ideal partner to build solar and wind power plants. It would prefer a company already operating in the waste management business in order to realize biogas power plants as well, the CEO added. Re Rebaudengo explained that it is difficult to project the amount that Asja is willing to invest in the Indian JV. He stated that for such a big market there would be no limit for the investment. Asja is already talking with possible partners, but discussions are at their preliminary stage. Re Rebaudengo said that he is considering to hire a financial advisor to scout new potential partners, given that it can prove a strong presence in India.	Intel Type	Bolt on/Opportunistic Cross Border	
	The CEO also disclosed that Asja is planning to launch an investment fund in the UK through a company to be established in two months.	Countries	India Italy United Kingdom	
	Asja is one of the leading Italian companies in electricity generation from landfill gas, and is also active in power generation from wind, photovoltaic, mini-hydro and biomass. It is also a trader of clean energy and Green Certificates with its subsidiary Asja Market. Through its foreign branches, Asja builds plants to reduce greenhouse gas emissions (CDM and JI projects) in the framework of the Kyoto Protocol and it trades Carbon Credits (CERs-ERUs-VERs) on the national and international markets.	Intel. Grade	Confirmed	
	Asja's turnover was EUR 75m in 2010, growing a 15% more than in 2009. The CEO explained that growth was far bigger in terms of production and sales although a decrease in energy prices pushed it down in terms of turnover. The company's EBITDA margin is between 10% and 11%, the CEO said.	Intelligence ID	1192301	
	Agostino Re Rebaudengo owns the 100% of the company. He is also President of APER, Italian Renewable Energy Producers Association.			
	By Davide Schiappapietra			
	Source Proprietary Intelligence Value GBP 64m (company's turnover) Stake Value more than 30% inclusive			

[Select Page][Deselect Page]

[Print Selected] [Print All] [Download Selected] [Download All]