


mergermarket

- 10/12/2013 **Enertronica seeks JV partners across South America, considers selling stake to financial or strategic investors**

 **Proprietary Intelligence**
Story

Enertronica (ENT:IM), a listed Italian engineering, procurement and construction (EPC) contractor operating in the renewable energy field, aims to establish a JV in Chile and one in Brazil within the next six months, CEO Vito Nardi told *Mergermarket*.

The company is looking for potential partners in both countries. The ideal partner would be a family-owned steel manufacturer with high technical skills, knowledge of the local market and a EUR 100m turnover.

Enertronica would like to hold a minimum stake of 51% in the JV entity.

In addition to South America, the company is looking to further expand across the Far East, particularly Japan, and South Africa.

In October, the company was awarded a EUR 170m contract for the construction of two solar parks in South Africa for a total of 165 MW.

According to sources familiar with the company, the project, due to be carried out between 2014 and 2015, has been commissioned by Italian utility giant **Enel Green Power**.

Enertronica will build the PV parks through its 51%-owned South African subsidiary, Erigenix PTY Ltd.

The company would be keen to sell a stake to private equity fund or a strategic investor, namely a manufacturer of mechanical and electrical components for the renewable energy industry.

Bidder	Enertronica SpA	TS
Debt Provider	Banca Monte dei Paschi di Siena SpA	DS
Debt Provider	Banca Popolare del Cassinate	TS
Debt Provider	Banca Popolare del Frusinate	
Financial advisor	EnVent S.p.A.	
Financial advisor	IR Top	
Accountant	Mazars Advisory S.p.A.	
Financial advisor	Methorios Capital S.p.A.	TS
Lawyer	NCTM Studio Legale Associato	
Competitor	Ternienergia S.p.A.	TS
Other	NTS srl	
Other	Enel Green Power S.p.A.	
Other	Gruppo Plocco	
Target	Enertronica SpA	TS

Sectors	Energy
SubSectors	Alternative energy
Topics	Capital Raises Family Owned/Closely Held Joint Ventures/Partnerships Market Entry

Management is willing to dilute its interest, if it finds an investor that could help the company grow worldwide. The company has already been approached by a number of manufacturers, but it is not reviewing any offers yet.

The company listed 10% of its shares on the Milan stock exchange's AIM Italia market in March 2013. The remaining 90% is equally owned by **NTS**, which belongs to the Nardi family, and Plocco Servizi, which is part of family holding entity **Gruppo Plocco**.

It has a market cap of approximately EUR 13.40m.

According to Nardi, it generated an annual turnover of EUR 16m-17m in 2011.

Enertronica is working with EnVent as nominated advisor, Methorios Capital and IR Top as financial advisors, NCTM as legal advisors and Mazars as auditors.

The company has so far relied on debt financing to support its growth plans. It banks with regional and Italian banks such as Banca Popolare del Cassinate, Banca Popolare del Frusinate and Monte dei Paschi di Siena.

However, it is looking for international banks that could support its global expansion. Nardi named TerniEnergia among its key competitors.

Enertronica was founded in Frosinone in 2005. The company operates as an EPC contractor for photovoltaic projects, but it also produces mounting systems and single-axis and bi-axis solar trackers. Additionally, it operates as an energy service company (ESCO).

The group supplies PV components overseas through its subsidiaries in Romania, South Africa and Singapore.

by Valeria Camerino

Intel Type	Bolt on/Oppportunistic Companies for sale Cross Border Private equity related
Countries	Brazil Chile Italy Romania Singapore South Africa
Intel. Grade	Confirmed
Intelligence ID	1709345

Source	Proprietary Intelligence
Value	EUR 100m (potential JV partner's turnover)
Stake Value	51%