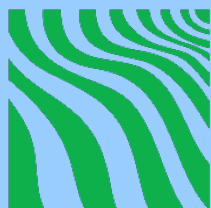


JUNE 13, 2024



AESA Joins Forces with BF Group



Brussels, Belgium – **AESA** is proud to announce its collaboration with **BF Group**, Italy's largest agro-industrial company. Facilitated by **Equiteq**, a global boutique investment bank, this transaction marks a significant milestone for both **AESA** and **BF Group**, combining their strengths to create a powerhouse in sustainable development consulting and sustainable agro-industrial solutions.



AESA's Leading Role in Development Consulting

AESA is renowned for its expertise in development consulting and technical assistance, specializing in agriculture, climate change, environment, and economic and social development. Serving a diverse portfolio of global donors, governments, and partnerships, AESA operates across multiple countries, delivering impactful solutions to international clients.

BF Group's Comprehensive Agro-Industrial Operations

BF Group, with over 1,000 employees and generating approximately €1.4 billion in annual revenue as of December 2023, leads Italy in agricultural operations by utilized agricultural area (UAA). The company manages the entire agro-industrial supply chain, from seed selection to agricultural product commercialization and livestock farming. Emphasizing sustainable agriculture and technological innovation, BF Group promotes a high-quality, traceable, and replicable supply chain model.

Leadership Statements

Gianluca VEDOVA, Managing Director of AESA, expressed enthusiasm about the partnership: "We are excited to be joining forces with BF Group, who share our commitment to delivering high-quality, sustainable solutions. Together, we will offer broader, richer technical assistance services to our clients, enhancing our impact worldwide."

Jerome Glynn-Smith, Head of Europe at Equiteq, reflected on the successful transaction: "Supporting AESA in its integration with BF Group has been a pleasure. AESA's distinguished position in international development consulting, coupled with BF Group's robust infrastructure, positions the combined entity for significant market growth and expansion into new geographies."



Strategic Synergies and Future Prospects

The acquisition of **AESA** aligns with **BF Group's** strategic objectives, enhancing its capabilities and growth potential. AESA's proven track record in development projects offers significant synergies, fostering collaboration and knowledge exchange across the combined portfolio. This partnership aims to leverage AESA's niche consulting expertise to support BF Group's global expansion in agricultural-focused solutions.

Expansion of Operations

Post-acquisition, **AESA** will continue to operate under its established name and brand as "AESA, a BF International Company." The combined entity will maintain corporate offices in Rabat, Nairobi, Lome, Budapest, Ankara, and Managua, with a presence in 75 countries. AESA's team of over 400 consultants will provide capacity building and project management support to major international clients, including the European Union (EU), the Millennium Challenge Corporation (MCC), The World Bank, and various regional development banks and agencies.

Recognition of Equiteq's Role

Gianluca Vedova commended Equiteq's pivotal role in the transaction: "Equiteq's expertise and empathetic approach were crucial in navigating this complex deal. Their deep understanding of the development consulting sector and global market dynamics ensured a successful outcome, positioning AESA for future growth within the BF Group."

AESA looks forward to a promising future as part of **BF Group**, continuing its mission to support sustainable development worldwide.

Worldwide Projects

