

Case Study

Chinese agricultural group

Client

Chinese agricultural group

Sector

Agribusiness

Type

- Due diligence
- Business and land acquisition
- Joint ventures

People



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Matter description

Headquartered in the Chinese coastal province of Zhejiang, our client focuses on the production and sale of safe and nutritious food for Chinese consumers. Australia's reputation as a producer of safe and environmentally sustainable food was a natural attraction for investment for the group which partnered with an existing Australian family owned food business to pursue growth, particularly export opportunities for consumer facing branded products into Asia.

Piper Alderman acted as Australian legal advisers to the group on the purchase of an interest in primary production and food processing assets and brands. We worked closely with the group's management team to advise on Australian regulatory issues, conduct due diligence, negotiate investment documentation and settle the transaction.

The acquisition represents a case study in an investment model centred on deleveraging an existing successful business with equity capital and bringing to bear new opportunities for food export and international distribution.

What our client said

Wei Huang, Administration Manager, said:

"During the time we worked together, the Piper Alderman team have demonstrated their professionalism and dedication. This is the first investment we had in Australia. The Piper Alderman team gave us great help where we did not have much understanding of the Australian rules and requirements. I believe we will have more cooperation in the future".