

Project CANA: Sale of a Liquor Distilling Company with a Major Market Share in Central America

The State of Costa Rica offers to sell its interest in the state-run National Liquor Factory.

Created in 1853, the Factory produces the traditional “Guaro Cacique”, one of the best brandies worldwide made from the sugarcane guaro or weed, the best-selling distilled beverage in Central America. Guaro Cacique is widely used in cocktails for its great versatility, highlighting various preparations. Since 2016, it is exported to the United States, Canada, Russia and various countries in Latin America and Asia.

The Factory also produces the Cacique Extraconcha Gin, of British heritage; this liquor is made from base of neutral spirit of cane of high purity, which is mixed with natural distillates of lemon and juniper and gives it essence of gin, very popular in the country and with great prestige.

The Factory finally produces the Colorado Cacique Rum, an amber brandy made with a neutral spirit of sugarcane, mixed with caramel, and not a rum proper; it was the first liquor to be registered under the name of rum in Costa Rica and is currently quite popular, especially for use in a large number of desserts and pastries, having a rum taste Light, sweet and fruity aroma.

All above liquors are the traditional pillars of Costa Rica and Central America liquors.

Included in the scope of this sale are (1) all production and packaging facilities, (2) all modern machinery, equipment and advanced technology, (3) specialized personnel and professionals, (4) a large laboratory, (4) sophisticated distillation plants and (5) all distribution networks and clients’ basis in Central America.

Some figures:

- Number of employees: 180
- Annual turnover as of 31/12/2019: 25M US\$
- Net assets as of 31/12/2019: 17.4M US\$

Asking Price: Not yet announced

Posting Member has all necessary information and relations to assist any other Members in the context of this sale.

Please forward this Summary to your M&A / Corporate lawyers

