

# Deal snapshot

Client	Client nationality	Counterparty	Counterparty nationality	Transaction type	Sector	Deal size in EUR million
Ofistrade	Spain	Sosa	Spain	Acquisition	Food ingredients	Undisclosed

## Deal Team:

Brian O'Hare  
Aleix González

June 2011

**OFISTR**ADE  
FOOD IMPORT & DISTRIBUTION

acquired a strategic stake in

*Sosa*

INGREDIENTS S.L.

Clairfield International issued in a Fairness Opinion for Ofistrade.

## Client overview

Based out of Barcelona, Ofistrade ([www.ofistrade.com](http://www.ofistrade.com)) is a family-owned company dedicated to importing the best-in-class ethnic and delicatessen food and beverages from around the world. Ofistrade is a trusted supplier of specialized delicatessens, catering services, hotels, restaurants, and cafes. Ofistrade provides specialty European, Tex-Mex, Asian, Middle Eastern, and African products.

## Situation overview

Sosa ([www.sosa.cat](http://www.sosa.cat)), a specialized food ingredient manufacturer and supplier for the food and hotel, restaurant, and cafe industries in Spain and around the world, sought to incorporate a strategic partner to assist in the carrying out of its five-year strategic plan. Sosa was looking to launch several new product lines and was interested in incorporating an experienced industrial partner without giving up shareholder control. Another family-owned enterprise turned out to be the perfect "recipe" for success.

*"On short notice, Clairfield was able to guide us into the value creation opportunities that Sosa provided us given their market positioning and industrial expertise. Clairfield's approach of quick response and detailed knowledge of risk analysis was key to our getting this deal done."*

Josep de Nadal  
Ofistrade Member of the Board