

## Sales mandate:

### **Mechanical Engineering Spin-Off from a manufacturer of application units**

Advice of the **Henkel KGaA** for the sale of a manufacturer of application equipment for spraying technology in industrial production processes for foundries and forges. Revenue €10 million

- Asset Deal, no independent legal entity. Takeover of all employees
- Intensive and broad process: contact and addressing of approx. 60 enterprises
- Prospective customers came from the international apparatus construction sector
- After intensive negotiations successful sale to medium-size market players
- Closing after 9 months
- Despite the economic slump during the process the results were within the frame of the original expectations.

## Sales mandate:

### **Chemical Industry Spin-Off Surface coatings**

We successfully advised the **Henkel KGaA** with the sale of a manufacturing plant for surface coatings

- Intensive and broad sales process
- Business sector: automotive
- Asset Deal, no independent legal entity. Takeover of all employees
- Intensive negotiation with 4 serious prospective customers
- Closing after 6 months
- Buyer: a strategic investor from Austria
- Sales results clearly above expectations

## Sales mandate:

**Recycling Branch, owner managed company in the recycling industry.**

Advice of the vendor of a recycling and environmental services enterprise with large, own industrial property

- The focus of the activity was on waste from building sites and demolition areas and on the disposal of commercial and industrial waste (disposal contracts)
- Preparation and execution of the entire process and targeted approach of all promising strategic investors and selected financial investors
- Successful closing after final negotiations with a large company in this branch. The actual sales process could be implemented within 5 months

## Acquisition Mandate:

**German Recycling Group looked for targeted growth in North America. Buyer consultation using a structured process**

Advice of a leading German Stock Company, active in the area of recycling and environmental services, as purchaser of a minority in a holding of a North American recycling and brokerage company with several production sites and commercial offices

- Turnover US \$ 200 million /year
- We brought together the shareholders of the US – company as potential sellers and our clients and accompanied both through the entire transaction process from the beginning up to the closing
- Our knowledge of the North American recycling market as well as the different practices were of crucial importance for the process. We managed to harmonize two very different business cultures

## Acquisition mandate:

**Manufacturer of Plants in the Food Industry. Acquisition advice in a structured process.**

Advice of **Probat**, a mid-size market leader of plants for coffee – production – as buyer of the Ladco group, a manufacturer of plants for cocoa production with two production – companies in the UK (Scotland) and Germany (Saxony)

- Turnover of the target company: approx. € 20 million
- Structured sales process by a M&A consulting firm. Salesperson was the founder and majority share holder
- We coordinated and led the process with the salesperson and their consultants. Development and execution of the offer structure; strategic and tactical conduct of the negotiations. Co-ordination of the own advisors (i. a. accountants and legal)
- We achieved to get exclusivity for our clients by highly effective implementation of the project (not monetary arguments) and successfully closed the project after 5 months

## Acquisition Mandate:

**Manufacturer of Safety Systems in the Automobile- and Aircraft sector. Buyer's advice in a structured process**

Advice of **Takata** as buyer of two affiliated companies located in the USA (Florida) and Germany (Sauerland)

- Turnover approx. € 50 million (in total)
- Structured sales process. Seller was the large group of companies **BAE**, advised by Rothschild from New York
- In co-operation with our partner in the USA – **Focus Bankers**. We coordinated and led the process for the vendor and their consultants: joint development of the offer, structure and strategic and tactical conduct of the negotiations
- The sales process was finalized within 3 months (contract signed). The final purchase price was approx. 35% below the original expectation of the buyer

## Acquisition Mandate:

**Insurance Broker - Majority acquisition of a German insurance broker by the French company SPB.**

We explored the market for special insurers in Germany for the leading French insurance broker SPB and successfully advised him with the acquisition of an equity interest in Bavaria

- Analysis of the market and approach of several potential target enterprises of completely different sizes
- Consolidation of contacts and negotiations in German and French
- Development of an acquisition model in several stages.
- Providing support of due diligence, signing and closing
- A satisfactory negotiation result was achieved for both sides
- The partly acquired German brokerage company registered a clear and constant growth under the new ownership structure
- This deal led to several subsequent orders for ACTIVE M&A Experts by the French client

## Sales mandate:

**Sale of a Recycling Company in The Netherlands.**

The German owners of a recycling company in The Netherlands with a high amount of mechanical equipment, among others a shredder, assigned us to sell the enterprise

- We identified potential investors, active in the industry, through the means of a European-wide analysis
- The recycling company, at the end of the process, finally was taken over in two stages by a Dutch strategic bidder
- Our detailed knowledge of enterprises and active persons in the European recycling business made a meaningful and acceptable solution possible
- The sold enterprise expanded significantly under the new owner, among other through expansion of the activities by significant investments