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# M&A International Inc. Automotive & Aerospace Group **Deal Book**



## Introduction



**The global and regional automotive and aerospace markets are undergoing historical changes, but M&A International Inc. professionals provide unique global access to both localized automotive and aerospace sector contacts, timely opportunities and an understanding of the markets.**

### **The M&A International Inc. Automotive & Aerospace Group delivers:**

- Unparalleled sector expertise in the leading automotive and aerospace manufacturing centers.
- An integrated professional team working in and constantly communicating about the latest M&A transactions and developments within the automotive and aerospace industries.
- Global and local access to corporate acquirors or strategic sellers, focused knowledge of acquisition opportunities and creative sources of financing.

**The group's resources include significant expertise in engagements for:**

- After-Market Distribution
- Divestitures or Acquisitions of Component Suppliers/Manufacturers
  - Domestic
  - Global
- Global Consolidation Strategies Of Suppliers
- Retail/Rental/Leasing

**Create substantial leveraged resources and enhanced opportunities with the M&A International team.**

### **S. Jack Campbell**

Head of M&A International Inc.'s  
Automotive & Aerospace Group



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### Key facts:

- 1,300 closed transactions in the past five years worth more than US\$75 billion
- An international, proprietary deal database with over 3,500 active and closed transactions

Our dedicated M&A professionals bring to the table superior expertise and knowledge in leading industrial sectors. They form engagement specific industry groups that understand the industry and the unique challenges you face, providing in-depth market knowledge. M&A International Inc. has the following industry groups:

- **Automotive & Aerospace**
- Business Support Services
- Construction & Engineering Services
- Energy
- Food & Beverage
- Healthcare
- Media
- Real Estate
- Retail
- Technology

In addition, M&A International Inc. offers the expertise of its Equity Capital Markets Group.

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	Sector	Target	Our role	Seller Location	Activity	Acquiror/Investors Location	Activity
	Aerospace	Damar AeroSystems	Advisor to seller	Private shareholders of Damar AeroSystems, United States	Manufactures parts and assemblies for the commercial aerospace industry	Senior plc, United Kingdom	Manufactures components and systems for the aerospace market
	<p><b>Description of transaction:</b> Advised the shareholders of Damar AeroSystems on the sale of 100% of the issued share capital of Damar and two small related legal entities operating from the same facilities for US\$24.5 million.</p>						
	Air Freight and Logistics	Knaufim Global Leasing Ltd.	Fundraising - other finance	Shareholders of Knaufim Global Leasing Ltd., Israel	Offers leasing and maintenance services to the aviation sector	Public and private investors, Israel	Investment
	<p><b>Description of transaction:</b> Acted as a member of the distributors' consortium in a bond issue worth US\$54 million.</p>						
	Airlines	Knaufim Holdings Limited	Fundraising - other finance	Shareholders of Knaufim Holdings Limited, Israel	Offers tourism and air aviation services through its subsidiaries	Public investors, Israel	Investment
	<p><b>Description of transaction:</b> Acted as a member of the underwriters' consortium for Knaufim Holdings Limited in a bond issue worth US\$21 million.</p>						



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<b>alumetal</b> kęty	Automotive Components	Alumetal S.A.	Advisor to seller	Private shareholder of Alumetal S.A., Poland	Produces secondary aluminum mostly for the automotive industry	Abris Capital Partners, Poland	Private equity
	<p><b>Description of transaction:</b> Advised the owner of Alumetal on the sale of a majority stake (56%) in the company to a Warsaw-based private equity firm managed by Abris Capital Partners.</p>						
<b>colauto</b>	Automotive Components	Colauto Adesivos e Massas Ltda	Advisor to seller	Private shareholders of Colauto Adesivos e Massas Ltda, Brazil	Manufactures adhesives and sealants for the automotive and transportation industry	Sika AG, Switzerland	Specialty chemicals
	<p><b>Description of transaction:</b> Acted as the exclusive financial advisor to Colauto and its shareholders in the sale of the business to Sika AG for US\$40 million. The automotive industry is increasingly focusing on Brazil as a development base for global platforms designed for the emerging markets. With its production site in São Paulo, Colauto will become the new development center for Sika Automotive in Latin America.</p>						
<b>gaenslen</b>  <b>völter</b>	Automotive Components	Gaenslen & Völter GmbH + Co KG	Advisor to seller	Private shareholders of Gaenslen & Völter GmbH + Co KG, Germany	Supplies fabric to manufacturers of automotive interior panels and seating	Hanse Industriekapital - Beteiligungs GmbH, Germany	Financial services
	<p><b>Description of transaction:</b> Assisted the shareholders of Gaenslen &amp; Völter in the identification of potential buyers on a global scale, prepared the investment case and moderated negotiations with several potential buyers brought to the table by the M&amp;A International Inc. alliance. The sale was successfully closed only 2½ months after approaching the investor.</p>						



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	Automotive Components	Leipold Group	Fundraising - private equity	Private shareholders of Leipold Group, Germany	Manufactures customer-specific metal precision parts	M Cap Finance, Germany	Specialized investor for mezzanine and minority stakes
	<p><b>Description of transaction:</b> Advised the shareholders of Leipold Group on securing a recapitalization of the company. Provided support on restructuring the liabilities of the group and arranged additional funding to finance further growth.</p>						
	Automotive Components	Nederlandse Radiateuren Fabriek B.V.	Advisor to seller	Proliance International, Inc., United States	Provides heat exchange products for the automotive and truck aftermarkets	Banco Products India Ltd., India	Manufactures and exports engine cooling components and engine sealing gaskets
	<p><b>Description of transaction:</b> Retained by Proliance to sell its European subsidiary Nederlandse Radiateuren Fabriek B.V. (NRF). Banco Products India Ltd. acquired NRF to the value of US\$24 million following a bankruptcy auction.</p>						
	Automotive Components	TKW Technische Kunststoffteile und Werkzeugbau GmbH & Co.	Advisor to seller	Private shareholder of TKW Technische Kunststoffteile, Germany	Manufactures plastic injection molding parts for car interiors	DZ Equity Partner GmbH, addfinity industries GmbH & Co. KG, Germany	Private equity
	<p><b>Description of transaction:</b> Advised the shareholder of TKW on the sale of the company to investors addfinity industries GmbH &amp; Co. KG and DZ Equity Partner GmbH (DZEP) together with Managing Director Ms. Petra Reich.</p>						



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	Automotive Components	US & South African operations of GPX International Tire Corp.	Advisor to seller	GPX International Tire Corp., United States	Provides specialty off-the-road (OTR) tires	Alliance Tire Corporation, Israel	Develops and manufactures a wide range of tires for various activities
	<p><b>Description of transaction:</b> Retained by GPX's shareholders to pursue Section 363 bankruptcy sales of its business units in three transactions. Assisted GPX in reaching an agreement to sell its OTR tire business unit to Alliance Tire for US\$56.7 million.</p>						
	Automotive Components	UniTek	Advisor to seller	Private shareholders of UniTek, United States	Molder of rubber and plastic component products	Jägar Automobil-Technik GmbH & Co. KG, Germany	Supplies high quality rubber, plastic and metal components and sub-systems
	<p><b>Description of transaction:</b> Advised the shareholders of UniTek on the sale of the company to Jäger Automobil-Technik for an undisclosed consideration.</p>						
	Automotives and Aftermarket	A minority stake in Carsite Ltd	Fundraising - other finance	Private shareholders of Carsite Ltd, United Kingdom	Online used car retailer	Tesco plc, United Kingdom	International retailer of consumer goods and services
	<p><b>Description of transaction:</b> Advised Carsite's shareholders on securing expansion capital. The transaction involved Tesco plc investing an undisclosed amount to take a minority stake, with the ability to increase their shareholding in subsequent years.</p>						



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	Automotives and Aftermarket	Dynamic Tire Corporation	Advisor to seller	GPX International Tire Corp., Canada	Provides specialty off-the-road (OTR) tires	Management Buy-out Team, United States	Investment
	<p><b>Description of transaction:</b> Retained by GPX's shareholders to pursue Section 363 bankruptcy sales of its business units in three transactions. Assisted GPX in reaching an agreement to sell its Canadian pneumatic tire business unit and contract business to a management buy-out team led by Robert Sherkin and Peter Koszo for US\$28 million.</p>						
	Automotives and Aftermarket	Prevent Glass	Advisor to seller	Prevent DEV GmbH, Germany	Supplies seat covers, interiors and other materials for the auto industry	ICI International Corporate Investments, Germany	Investment
	<p><b>Description of transaction:</b> Advised Prevent on the divestment of its glass manufacturing subsidiary, Prevent Glass, to an investment company for US\$34 million.</p>						
	Automotives and Aftermarket	Radical Sportscars Ltd	Advisor to seller	Private shareholders of Radical Sportscars Ltd, United Kingdom	Produces purpose-built racing cars and offers related motorsport services	Private investors, Germany	Investment
	<p><b>Description of transaction:</b> Advised the shareholders of Radical Sportscars Ltd on the sale of a minority stake to a consortium of high net worth individuals. The transaction values Radical at US\$47 million.</p>						



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 <b>FUJIKURA KASEI CO.,LTD.</b>	Automotives and Aftermarket	Red Spot Paint & Varnish Company, Inc.	Advisor to buyer	Shareholders of Red Spot Paint & Varnish Company, Inc., United States	Manufactures coating products for plastic automotive components	Fujikura Kasei Co., Ltd., Japan	Produces coatings used in the automotive industry
	<p><b>Description of transaction:</b> Led the shareholders of Fujikura Kasei Co., Ltd. through a successful analysis, structuring, negotiation and funding of this US\$63.2 million acquisition of all Red Spot's stock.</p>						
 <b>GPX</b> <i>INTERNATIONAL TIRE CORPORATION</i>	Automotives and Aftermarket	Solid Tire & Manufacturing Facilities	Advisor to seller	GPX International Tire Corp., United States	Provides specialty off-the-road (OTR) tires	MITL Acquisition Company, United States	Investment
	<p><b>Description of transaction:</b> Retained by GPX's shareholders to pursue Section 363 bankruptcy sales of its business units in three transactions. Assisted GPX in reaching an agreement to sell its Solid Tire business together with manufacturing facilities in China, Maine and Pennsylvania for US\$20.5 million.</p>						
 <b>Stam groep</b>	Automotives and Aftermarket	Terberg Autoschade	Advisor to seller	Stam Groep, Netherlands	Auto dealership also providing maintenance, leasing and insurance services	Care Schadeservice, Netherlands	Car bodywork repair services
	<p><b>Description of transaction:</b> Advised the shareholders of Stam Groep on the divestment of its subsidiary Terberg Autoschade to Care Schadeservice. Terberg Autoschade offers car repair services.</p>						



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	Automotives and Aftermarket	Versachem Chile S.A.	Advisor to seller	Shareholders of Versachem Chile S.A., Chile	Manufactures a variety of products for the automotive aftermarket	Illinois Tool Works, Inc., United States	Develops engineered products and specialty systems
	<b>Description of transaction:</b> Advised the shareholders of Versachem Chile S.A. on the sale of the company to Illinois Tool Works, Inc. (ITW) for an undisclosed consideration.						
	Biotechnology	C5 Yeast Company B.V.	Advisor to seller	Koninklijke Coöperatie Cosun U.A. (Royal Cosun), Netherlands	Processes agricultural raw materials	Royal DSM N.V., Netherlands	Life science and materials science
	<b>Description of transaction:</b> Advised Royal Cosun on the sale of its subsidiary, C5 Yeast Company B.V., to Royal DSM N.V. (Euronext: DSM). C5 Yeast Company develops yeast technology for the conversion of biomass. The acquisition will allow DSM to combine C5 Yeast Company's business with its own advanced yeast and enzyme technologies for second generation biofuels, further increasing its leadership position in this field.						
	Chemicals	Dystar Group	Advisor to buyer	The insolvency administrators of Dystar's estate, Germany	Insolvency administration	Kiri Dyes and Chemicals Limited, India	Manufactures reactive dyes
	<b>Description of transaction:</b> Advised Kiri Dyes and Chemicals through its SPV, Kiri Holding Singapore Private Limited, on its acquisition via an asset purchase agreement of DyStar Group from the insolvency administrators of DyStar's estate. DyStar is a global market leader for specialty dyes and pigments in various sectors such as apparel, hosiery, automotive, carpets and industrial fabrics.						



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 <b>PROVEL</b> <i>La dimensione</i>	Commercial and Professional Services	Provel S.r.l.	Advisor to seller	Private shareholders of Provel S.r.l., Italy	Rapid prototyping, tooling and manufacturing services	3D Systems Corporation, United States	3D printing, rapid prototyping and manufacturing systems
	<p><b>Description of transaction:</b> Advised the shareholders of Provel S.r.l. on the sale of all Provel's outstanding shares in a predominantly cash transaction with a portion paid in shares. The company's clients include some of the major Italian automotive and design companies.</p>						
 <b>RAUCH</b> <i>POWER FOR PRECISION</i>	Construction / Agricultural Machinery	RAUCH Landmaschinenfabrik GmbH	Advisor to seller	Private shareholders of RAUCH Landmaschinenfabrik GmbH, Germany	Wholesaler and manufacturer of agricultural machinery	Kuhn Group, France	Manufactures specialized agricultural machinery
	<p><b>Description of transaction:</b> Advised the shareholders of RAUCH Landmaschinenfabrik GmbH on the sale of a 24% minority interest in the company to Kuhn Group, a division of Bucher Industries AG.</p>						
	Construction Materials	Vanex, Inc.	Advisor to seller	Private shareholders of Vanex, Inc., United States	Manufactures waterborne paints and coatings	PPG Industries, United States	Manufactures paints, coatings, glass and other industrial and commercial products
	<p><b>Description of transaction:</b> Retained by the shareholders of Vanex, Inc. to advise on the US\$9 million sale of the company to PPG Industries.</p>						



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 <b>KARDAN N.V.</b>	Construction and Engineering Services	Kardan Israel Ltd.	Fundraising - other finance	Kardan Israel N.V., Israel	A holding and investment company active in various sectors	Institutions, Israel	Investment
	<b>Description of transaction:</b> Acted as a member of the underwriters' consortium for Kardan Israel in a bond issue worth US\$31 million.						
 <b>Delek Group</b>	Consumable Fuels Refinement and Transport	Delek Group Ltd.	Fundraising - other finance	Public shareholders of Delek Group Ltd., Israel	Holding and management company in a variety of sectors	Public and private investors, Israel	Investment
	<b>Description of transaction:</b> Acted as a member of the distributors' consortium in a bonds issue worth US\$138 million. The company's investments both in Israel and overseas include energy, infrastructure and water desalination, real estate, finance and insurance, automobiles, biochemicals and telecommunications.						
 <b>Deutsche Beteiligungs AG</b>	Consumer Finance, Investment Management, Private Equity	Coveright Surfaces Malaysia Sdn Bhd	Advisor to seller	Deutsche Beteiligungs AG, Germany	Private equity	ANALABS RESOURCES BERHAD, Malaysia	Laboratory testing and industrial chemicals
	<b>Description of transaction:</b> Advised on Coveright Surfaces' divestment of its Malaysian subsidiary to concentrate its business on the European market. Coveright Surfaces Holding GmbH is a leading producer of surfacing materials. It develops, produces and sells innovative decorative surfaces for the furniture, flooring, building, woodworking and automotive industries. It is a portfolio company of Deutsche Beteiligungs AG.						



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<b>FBH Group</b>	Consumer Finance, Investment Management, Private Equity	Gerresheimer Wilden AG	Advisor to buyer	Gerresheimer AG, Germany	Provides plastic systems for the pharmaceutical and life science industries	FBH Frankfurter Beteiligungsberatung GmbH, Germany	A privately owned investment vehicle focused on injection molding companies
	<p><b>Description of transaction:</b> Advised the FBH Group, which owns Thermoplast Technik Beteiligungs-AG, a medium-sized manufacturer of injection molded parts including components for the automobile industry. The US\$17 million acquisition of the technical plastics division of Gerresheimer expands FBH's plant network and existing product range.</p>						
<b>LUBExpress</b>	Consumer Services	LUBExpress Operating Co., Inc.	Advisor to seller	Private shareholders of LUBExpress Operating Co., Inc., United States	Automotive preventative maintenance services	Valvoline Instant Oil Change, United States	Owns and operates over 40 automotive fluid maintenance service centers
	<p><b>Description of transaction:</b> Retained by the shareholders of LUBExpress to conduct a competitive sale process to provide shareholder liquidity. Negotiated the sale of LUBExpress for an undisclosed sum to an affiliate of Galena Associates, LLC, the largest franchisor of Valvoline Instant Oil Change locations.</p>						
<b>experian</b>	Diversified Commercial Services	Sinotrust Business Information & Consulting Limited	Advisor to buyer	Shareholders of Sinotrust Business Information & Consulting, China	Business information and market research services	Experian Group Limited, United Kingdom	Provides analytical and marketing services
	<p><b>Description of transaction:</b> Advised the shareholders of Experian on completing a 2-stage acquisition of an equity stake in Sinotrust.</p>						



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 INVERSIONES Juan Yarur S.A.	Diversified Financial Services	24.5% stake in Forum Servicios Financieros S.A.	Advisor to seller	Shareholders of Inversiones Juan Yarur S.A., Chile	Holding company of a group with interests in financial services, retail and wine	BBVA Chile S.A., Spain	Global financial services
	<p><b>Description of transaction:</b> Advised the shareholders of Inversiones Juan Yarur S.A. on the sale of its 24.5% stake in Forum Servicios Financieros S.A. to BBVA for an undisclosed consideration. Forum is the leader in automotive financing in Chile, providing leasing and credit to individual and corporate clients. The company operates through a network of 360 dealers and 665 outlets across the country and delivers a wide range of financial products.</p>						
Dan T. Moore Company, Inc.	Diversified Manufacturing	Delaware Machinery and Tool Company, Inc.	Advisor to buyer	Private shareholders of Delaware Machinery and Tool Company, Inc., United States	Develops complex tools used to manufacture die cast components	Dan T. Moore Company, Inc., United States	R&D and acquisition entity as well as business incubator
	<p><b>Description of transaction:</b> Served as financial advisor to the private shareholders of Dan T. Moore Company, Inc. in its acquisition of Delaware Machinery and Tool Company Inc.</p>						
	Diversified Manufacturing	Rubber Resources B.V.	Advisor to seller	Private shareholders of Rubber Resources B.V., Netherlands	Develops and recycles rubber materials mainly for the tyre industry	Elgi Rubber International Limited, India	Rubber recycling
	<p><b>Description of transaction:</b> Advised the shareholders of Rubber Resources on the sale of the company to Elgi. Rubber Resources' strength in rubber recycling and its unique position among its customers, combined with Elgi Rubber's expertise, network and resources will accelerate further growth of the combined group.</p>						



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<b>PHILIPS</b>	Electrical Equipment and Components	Philips High Tech Plastics Optics	Advisor to seller	Royal Philips Electronics, Netherlands	Designs and manufactures precision molded parts and lenses	Triumph Pan-Pacific Capital Ltd., China	Builds opto-mechanical solutions for a variety of industries
	<p><b>Description of transaction:</b> Advised Royal Philips Electronics on the sale of its High Tech Plastics Group. The sale of the Suzhou, PRC-based subsidiary was the third and final transaction of the company's divestiture strategy.</p>						
<b>consulting nexus</b>	IT Services	Nexus Consulting	Advisor to seller	Technology Nexus AB, Sweden	IT consultancy focusing on security solutions	Cybercom Group, Sweden	High-tech consultancy offering global sourcing for end-to-end solutions
	<p><b>Description of transaction:</b> Advised the shareholders of Nexus Consulting, a wholly owned subsidiary of the listed company Technology Nexus, on the sale of the company to Cybercom Group for US\$6 million.</p>						
<b>BRONX INTERNATIONAL</b>	Industrial Machinery	Bronx International, Inc.	Advisor to seller	Private shareholders of Bronx International, Inc., United States	Provides finishing equipment and mechanical processing for pipes and tubes	Fives Group, France	Industrial engineering
	<p><b>Description of transaction:</b> Advised the shareholders of Bronx International, Inc. on the sale of the company to the Fives Group for an undisclosed consideration.</p>						



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	Industrial Machinery	Engineering Design & Manufacturing Services, Inc. (EDMS)	Advisor to buyer	Private shareholders of EDMS, United States	Produces induction equipment for the wind energy industry	Saet Group, Italy	Supplies induction heating equipment
	<p><b>Description of transaction:</b> Advised Saet's managers on the acquisition of a majority stake in Engineering Design &amp; Manufacturing Services, Inc. (EDMS). EDMS had been targeted because of its specific know-how and patent rights related to the production of induction equipment for the wind energy industry. After the expiration of a lock-in-period, a call option may be exercised by Saet for the remaining shares.</p>						
	Industrial Machinery	Serra Soldadura, S.A.	Advisor to seller	Private shareholders of Serra Soldadura, S.A., Spain	Provides comprehensive automation services for industrial processes	Aernnova, Spain	Designs and manufactures equipped aerostructures
	<p><b>Description of transaction:</b> Mandated by Soldaduras Serra's family owners to assist in divesting the company to Aernnova for an undisclosed consideration.</p>						
	Industrials and Capital Goods	Greenkote Plc	Advisor to seller	Greenkote Plc, United States	Coating technology for a variety of industries	Impreglon AG, Germany	Service provider offering a wide range of coatings
	<p><b>Description of transaction:</b> Retained by Greenkote Plc to sell its German manufacturing plant in an asset deal. The company primarily offers surface coating services for European automotive suppliers.</p>						



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	Materials	Productos Convil, S.A. de C.V.	Restructuring	Private shareholders of Productos Convil, S.A. de C.V., Mexico	Manufactures and distributes pressure sensitive adhesive tapes	Banco Nacional de Mexico (Banamex), Mexico	Financial services
	<p><b>Description of transaction:</b> Involved in the strategic planning that led to additional credit support in the form of a 5-year term loan. The company was looking to strengthen its balance sheet in preparation for expansion.</p>						
	Precision Instruments	Rosti (Nederland) B.V.	Advisor to seller	Rosti A/S, Sweden	Global supplier of precision injection molded products	Helvoet Holding B.V., Netherlands	Manufactures plastic and rubber components
	<p><b>Description of transaction:</b> Advised Rosti Group on the sale of its medical packaging and beverage systems division in the Netherlands, Rosti (Nederland) B.V., to Helvoet Holding B.V. for an undisclosed consideration. Rosti Nederland is a plastic injection molding and contract manufacturing company active primarily in the life science sector as well as the food and beverage sector. Clients include Roche, Heineken and Delphi Bioscience.</p>						
	Private Investors	Advanced Label Technologies B.V.	Advisor to seller	Shareholders of Advanced Label Technologies B.V., Netherlands	Manufactures specialty self-adhesive and die-cut products	Standard Investment, Netherlands	Private equity focused on small and medium-sized enterprises
	<p><b>Description of transaction:</b> Advised the shareholders of ALT Technologies on the sale of the company to Standard Investment and the company's management. ALT provides innovative labeling and self-adhesive applications to customers in the automotive, electronics, durable goods and security sectors, as well as developing tailor-made solutions in partnership with them. ALT Technologies will benefit from Standard Investment's experience in the automotive supply chain and its familiarity with doing business in Romania and China.</p>						



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	Rental and Leasing Services	Albar	Fundraising - other finance	Private shareholders of Albar, Israel	Leasing services and financing for new vehicles	Institutions, Israel	Investment
	<p><b>Description of transaction:</b> Acted as a member of the underwriters' consortium for Albar in a bond issue worth US\$79 million.</p>						
	Software	Diagnos.co.uk Limited	Advisor to seller	Private shareholders of Diagnos.co.uk Limited, United Kingdom	Develops and sells automotive diagnostic software	Diagnos Holdings Limited, United Kingdom	An MBO-MBI supported by Foresight Group and Octopus Investments
	<p><b>Description of transaction:</b> Advised Diagnos.co.uk Limited on its acquisition by a buy-in-buy-out team led by Ian Jones and two experienced executives with motor industry knowledge, joining as non-Executive Chairman and Managing Director. The deal was supported by equity from VCT specialist Foresight Group and loan finance provided by Octopus Intermediate Capital.</p>						
	Transportation	Gowrings Mobility Limited	Advisor to seller	Private shareholders of Gowrings Mobility Limited, United Kingdom	Supplies wheelchair accessible vehicles	Newship Estates Limited, United Kingdom	Privately owned group of manufacturing companies operating in a variety of industries
	<p><b>Description of transaction:</b> Advised the shareholders of Gowrings Mobility on the sale of the business and its assets, including Gowrings' name, for an undisclosed sum.</p>						

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