

CASE STUDY: Development and transaction advisory on international acquisition strategy for European holding

Industry / Sector:	Automotive	Client:	European holding of global player
Company size:	n/a	Contract period:	9 month

- **Development of an acquisition strategy for the European holding of an automotive electronics division of a diversified global conglomerate**
- **Identification, approaching of potential target companies and initial structuring, transaction negotiation and initial review of 3 acquisition targets**

Initial situation

- Global conglomerate wanted to grow its German European holding through acquisitions
- Deduction of acquisition focus and segmentation of relevant target sub-sectors
- Integrated transaction advisory as well as execution (include. preparation of committee documentation)

Task for ICS Partners

- Sector analysis and identification of relevant target sub-sectors
- Identification, approaching, pre-negotiation of transaction structure and initial target company review (Financials/Business plan, product portfolio, site visits, valuation modelling)
- Transaction advisory and execution

Measures taken

- Integrated transaction advisory as well as execution and preparation of committee documentation
 - Design of process & execution
 - Identification of potential targets & initial contact
 - Initial company review by ICS
 - Financial modelling & valuation
- Advising on negotiation strategy

Results

- Identification of core target universe in three sub-segments
- Speedy transaction execution according to the clients timetable
- International target response (D / AT / UK / HU)
- Three potential acquisition targets lined up