

# M&A INTERNATIONAL SNAPSHOTS 2020

BDO M&A DEALS FROM AROUND THE WORLD

# **BDO GLOBAL CORPORATE FINANCE**

WHAT SETS US APART

**BDO GLOBAL CORPORATE FINANCE** 



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# WELCOME

Welcome to our 2020 edition of International M&A Snapshots

We have put together a selection of deals that our Mergers & Acquisitions teams across the globe have worked on over recent months.

We have a growing team of more than 400 BDO M&A specialists in over 50 countries doing more and more deals on a yearly basis. We are very happy to rank as a top leading middle market M&A advisor in the world by Thomson Reuters, Pitchbook and Experian and hope that the selection of transactions in this brochure shows the breadth of industries, clients and geographies where we operate.



JOHN STEPHAN PARTNER, HEAD OF GLOBAL M&A

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## **AUSTRALIA**

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Sale of Australian prison phone provider Comsec TR to European Market Leader Telio



3DO contact for this transaction

**TODD GROVER** Partner todd.grover@bdo.com.au Australian prison phone specialist, Comsec TR, has sold a majority stake in its business to European prison media and communications provider Telio. The BDO M&A team in Australia was engaged by Comsec TR as the lead financial advisor to the deal.

Comsec was founded in Sydney in 1991 and later designed and developed the ACTS prisoner phone system, with the first prisoner phone system installed in an Australian prison in Perth in 1994. Today Comsec TR is the provider of prison phone systems in Victoria, Queensland and Tasmania, servicing almost half the Australian prisoner population.

The investment marks Telio's first step into the Asia Pacific region and continues the company's global expansion roll out. Hamburg-based Telio provides its inmate phone system in Europe, the Middle East and Northern Africa, servicing 20 countries, over 650 prisons and more than 300,000 inmates. Comsec TR will carry on with current CEO Rosalie Windust at the helm ensuring the company's proven service model will continue uninterrupted with the plan to roll out the Telio software to the Australian prison market in the medium term.

**6** The team at BDO worked closely with my team and I throughout the entire deal process providing financial and taxation due diligence regarding the transaction. We were very impressed with the insight and quality of work displayed by Todd Grover and his team, achieving a great outcome for all stakeholders. BDO's level of expertise and involvement ensured a smooth process and we would highly recommend the company and the Perth M&A team to anyone requiring this type of work.

Rosalie Windust | CEO, Comsec TR

The BDO M&A team in Austria acted as the lead advisor to Rosenberger Group in the accelerated M&A sale of its subsidiary Rosenberger Restaurant GmbH. The Rosenberger Group is an Austrian operator of hotels, restaurants, convention centers and grocery stores which was founded in 1972 and has a revenue of EUR 40 m.

Due to difficult market conditions, Rosenberger Group had to open insolvency proceedings for Rosenberger Restaurant GmbH, one of its subsidiaries that operates 16 motorway restaurants throughout Austria. After only 3 months Rosenberger Restaurant GmbH was acquired by TQSR Holding and Development GmbH, the Austrian franchisee of the US fast food chain Burger King.

66 We worked with Bernd Winter and Christoph Ernst of BDO Vienna in their role as sell-side advisors of the owners of Rosenberger Restaurant GmbH. Weak management led the company into administration, ownership structure was complex and there was a huge investment backlog. Against this difficult outset, Bernd and Christoph ran a fabulous sales process where they managed to orchestrate the large crowd of stakeholders to final alignment. And they finally squeezed more out of us than would have been required. So, they did a really great job for the sellers, and that's why we decided to work with BDO ourselves going forward.

**Dieter Spranz** | Shareholder, THEOPHIL Holding GmbH

#### **AUSTRIA**

Sale of Rosenberger Restaurant GmbH to TQSR Holding and Development GmbH



#### BDO contact for this transaction

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## CANADA

Sale of M'Plast Inc. to Licaplast Industies -Emballages Inc.



M'Plast Inc. on their sale of the business to Licaplast Industies - Emballages Inc., a portfolio company of Charter Oak Equity and Fonds de Solidarité FTQ.

The BDO M&A team in Canada advised the owners of

M'Plast is a manufacturer of flexible plastic packaging products for various end-markets across North America.

BDO acted as exclusive M&A advisor to M'Plast, providing assistance and support throughout the entire transaction process.

Licaplast is a vertically-integrated producer of flexible plastic packaging, including shrink film, laminated roll stock and pouches, for food and beverage customers in the United States and Canada.

BDO contacts for this transaction

PATRICE DUMAIS Managing Director pdumais@bdo.ca

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**EMANUEL ROSS** Director emross@bdo.ca The BDO M&A team in Canada advised Highlight Motor Group, a Canadian based Trucking, Transportation and Logistics Company on its CAD 55 m equity raise from Crédit Mutuel Equity, the private equity branch of Crédit Mutuel Alliance Fédérale. The transaction makes Credit Mutuel Equity a significant minority shareholder in the Company.

BDO acted as the lead financial advisor to Highlight Motor Group. The investment allows the Company to join forces with a reliable investor with a shared long term vision to facilitate future North America expansion.

## CANADA

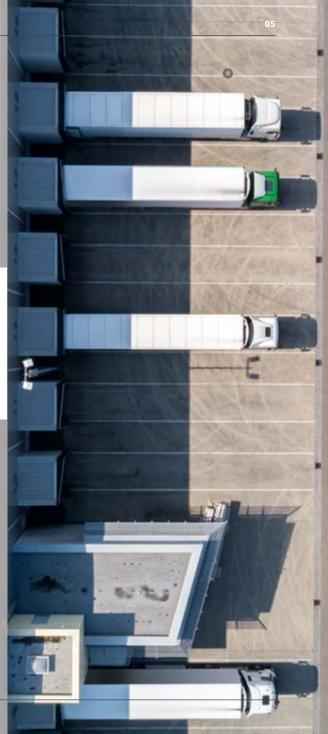
Crédit Mutuel Equity invested CAD 55m in Highlight Motor Group



BDO contacts for this transaction

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**PRAS KAYILASANATHAN** Director pKavilasanathan@bdo.ca



## DENMARK

Sale of Sundby Trapper A/S to Lynx Equity Limited



BDO contact for this transaction HENRIK MØLGAARD Partner The BDO M&A team in Denmark acted as the lead advisor to Sundby Trapper, the Danish based manufacturer of specialised steel staircases to Lynx Equity Limited, the Canadian based private equity company.

Sundby Trapper has since 1964 been one of Denmark's premier manufacturers of specialised steel staircases and related products and has since then maintained a strong market presence with the highest industry standards and a track record of several prestigious projects. The BDO M&A team in France advised ETAIR on the acquisition of ETAIR Mediterranee's assets. EdiliziAcrobatica (EDAC) is the leading Italian quoted group operating in the rope access construction work. Based in Genoa, the group employs 850 people and went public in 2018 in order to finance its ambitious M&A development across Europe.

ETAIR was created in 1986 and was a pioneer in adapting abseiling techniques to construction and maintenance work on buildings. Based in the South of France the company reached c. EUR 7m of revenues in 2019 mainly related to activities such as window cleaning, artwork or windmill maintenance and solar panel laying. As it faced financial difficulties, ETAIR was looking for a new strategic and financial partner to takeover its activity.

The BDO M&A team in France advised EDAC on all phases of the acquisition process.

**6** Just one week after we went public in Euronext growth, we are pleased to announce the acquisition of ETAIR's assets. We can claim that we took our first step toward the rest of the world.

#### Ricardo Iovino | CEO, ETAIR

### FRANCE

Acquisition of ETAIR Mediterranee's assets, by the Italian EdiliziAcrobatica S.p.a.



BDO contact for this transaction

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## FRANCE

Sale of Groupe Plaire to French leader HEXAOM





BDO contact for this transaction

THIBAUT BAPTISTE Partner thibaut.baptiste@bdo.fr Groupe Plaire is a French group specialized in real estate / land development and in the construction of individual homes, the BDO M&A team in France advised Groupe Plaire's shareholders on the sale. Based in La Rochelle, on the Atlantic coast of France, the group is a key player in the regional market and is now operating 4 agencies. With its 30 employees, the group reached c. EUR 30 m in sales in 2019.

The acquirer, HEXAOM, is a family group listed on Euronext and the French leader in the individual homes industry. It exceeded c. EUR 800m of revenues in 2019. Having an acquisition strategy that targeted both the Atlantic coast region and the land and real estate development activity, Groupe Plaire was a perfect match. The BDO M&A team in Germany acted as the exclusive M&A sell-side advisor to the shareholders of GBTEC, a leading German company in the BPM software and process consulting space.

The company offers a range of BPM software solutions for business process modelling and optimization, automation as well as measurement and monitoring. Customers include automotive OEMs, suppliers, banks, insurance companies, large industrial companies, and public authorities.

BDO provided comprehensive advisory services throughout the transaction process, including:

- Preparation of sell-side documentation
- Identification and approach to global buyer universe
- Data room structuring
- SPA negotiation
- SHA negotiation
- Deal structuring.

#### GERMANY

Sale of GBTEC AG to Main Capital



#### BDO contact for this transaction

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### GERMANY

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BDO advises Novartis on the sale of a production plant to Syngenta Crop Protection



BDO contact for this transaction

HARTMUT PAULUS Partner hartmut.paulus@bdo.de

OLIVER BACH Senior Manager oliver.bach@bdo.de The BDO M&A team in Germany advised Novartis on the sale of a chemical production facility located in the Basel area, Switzerland. With Syngenta Crop Protection, a highly reputable buyer has been found that will manufacture agrochemical active ingredients at the Muttenz/Switzerland plant in the future.

Over the last 20 years, Novartis has been producing active pharmaceutical ingredients at one of its group-wide largest chemical production plants. The Muttenz/Schweizerhalle site is located on the biggest independent industrial park in Switzerland - InfraPark Baselland AG - and has excellent infrastructure and logistics links.

The team from BDO Germany acted as a M&A advisor, in particular managed a structured international investor approach via BDO's global corporate finance platform comprising of 100 countries around the globe. The BDO M&A team in India advised a consortium of lenders in the sale of their stressed loan in Garden Silk Limited, India based textile manufacturer to a strategic investor.

Garden Silk Mills Ltd. is listed on the Bombay Stock Exchange and National Stock Exchange. It had annual sales of about USD 550 m in FY19.

The strategic investor acquired the entire debt aggregating to approx. USD 240 m from the Lenders through an asset reconstruction company.

BDO acted as the lead financial advisor to the consortium of lenders.

## INDIA

Sale of non-performing loan (NPL) of Garden Silk Limited to a strategic investor



#### BDO contacts for this transaction

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### INDIA

Sale of ICOMM Tele Limited to Megha Engineering and Infrastructure Limited



#### BDO contact for this transaction

SUNDARESH BHAT Partner – Business Restructuring sundareshbhat@bdo.in

BHRUGESH AMIN Associate Partner – Business Restructuring bhrugeshAmin@bdo.in The BDO Business Restructuring team in India handled the corporate insolvency process and supported the entire sale of ICOMM Tele Limited to Megha Engineering and Infrastructure Limited.

BDO supported the entire transaction by way of identifying suitable buyers, supported decision makers in negotiation with buyers and hand holding in smooth transition of operation in the hands of new buyer.

ICOMM Tele Limited is operating in the Infrastructure EPC (Engineering, procurement and construction) segment having manufacturing facilities to cater needs of power, telecom and defence communication sectors.

Megha Engineering and Infrastructure Limited is one of the fastest growing infrastructure companies in India. This transaction is being one of the very few successful acquisitions concluded in the stressed EPC sector in India. The BDO M&A team in Ireland advised the shareholders of Irish based Eastland Engineering Supply Company Limited (E.E.S.) in securing investment from MML Growth Capital Partners Ireland.

E.E.S. are the largest independently owned service provider for supply chain and operations associated with MRO (Materials Repair & Overhaul) programs and reported turnover of EUR 35m for the year ending 31 May 2019.

They predominantly specialise in supporting manufacturing facilities in the food & beverage and pharmaceutical industries; however, their service models and processes can also translate to all manufacturing facilities. EES work with many of the leading players in Ireland's food & beverage and pharmaceutical industries.

### **IRELAND**

MBO of Eastland Engineering Supply Limited supported by MML Growth Capital Partners LLP



BDO contacts for this transaction

KATHARINE BYRNE Partner kbyrne@bdo.ie

## IRELAND

Fundraise by Windmill Nursing Home Group to aid expansion



The BDO M&A team in Ireland advised the Windmill Nursing Group, a leading nursing home care provider in Ireland, on their fundraise in respect of the development of a 74 residential state of the art 30,000 square foot facility in Castleisland, Co.Kerry.

The Windmill Group is made up of 5 established nursing homes in the West and South West of Ireland providing residential care whilst offering diverse specialist care services such dementia, alzheimer's, acquired brain injury, challenging behaviour and spinal injury. The promoters strategy is to expand the Group to c.500 beds (currently 300), through a combination of developing existing sites such as Castleisland and through acquisition.

BDO contact for this transaction

**RICHARD DUFFY** Director rduffy@bdo.ie The BDO M&A team in Israel acted as the lead advisor to Bermad CS ltd., a world leading provider of high quality hydraulic control solutions for agriculture, waterworks, building & construction and fire-protection industries

Bermad CS ltd., founded in 1965, is a leading, privately-owned global company that designs, develops and manufactures tailor-made water & flow management solutions that include state-of-the-art hydraulic control valves, air valves and advanced metering solutions.

The BDO team assisted the company during the sales process of 20% of the company's stock to Kibbutz Mishmar Haemek.

Kibbutz Mishmar Haemek Is an Agricultural cooperative community, proud owner of Tama Group, a local and global leader in the agricultural industry.

### ISRAEL

Sale of minority stake (20%) of Bermad CS ltd. to Kibbutz Mishmar Haemek



#### BDO contact for this transaction

**TAMAR BEN DOR** Director tamarBe@bdo.co.il







#### **ISRAEL**

Sale of majority stake (70%) of Odem Scientific Applications Ltd. to Gevasol Motion ltd.



BDO contact for this transaction

**TAMAR BEN DOR** Director tamarBe@bdo.co.il The BDO M&A team in Israel acted as the lead advisor to Odem Scientific Applications Ltd., a leading distributor and marketer of wide variety of vacuum products, and a service provider of both local and global leading vacuum industry companies.

Odem Scientific Applications Ltd. was founded in 1998, and acts as an exclusive distributor of market leading producers of vacuum product, as well as perform cleaning services to specialized machine parts from Hydro Carbon residue.

The BDO team assisted the company during the sales process of 70% of the company's stock to Gevasol Motion ltd.

Gevasol Motion ltd. Is a private company, a leading producer of BTN (built to need) tailored products and solutions in the fields of mechanical engineering.





## ITALY

Sale of Prisma Telecom Testing to Keysight Technology



#### BDO contact for this transaction

GIORGIO GARETTI Manager giorgio.garetti@bdo.it The BDO M&A team in Italy advised the shareholders of Prisma Telecom Testing, an Italian company involved in the telecom testing industry, in the sell side process to the buyer Keysight Technolog, a US listed group. BDO acted as the M&A lead advisor for the sellers. The BDO M&A team in Italy advised the shareholders of the Israeli-based Shalag Nonwoven, listed on the Tel Aviv stock exchange, in the acquisition of the entire capital of the Texsus S.p.A. from Pistoia, the historic producer of non-woven fabric for the sanitary market.

With this acquisition Shalag will become the first non-woven fabric manufacturer in the world with airthrough bonded technology, reaching a production capacity of 6,000 tons per year.

BDO acted as the M&A lead advisor to the acquirer.

6 We appreciate Texsus' reputation in the market and believe that the high synergy between the companies will allow Shalag Group to provide its customers over the world with the best global services as well as increased company innovation and technological capabilities.

#### Ilan Pickman | CEO, Shalag

INTERNATIONAL SNAPSHOTS 2020

### ITALY

Acquisition of Texsus S.p.A.by the Israeli-based Shalag Nonwoven



BDO contact for this transaction

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#### **NETHERLANDS**

Top Mondzorg (European Dental Group) acquired a majority stake in MondzorgPlus



3DO contact for this transaction

MICHEL ZWANENBURG Senior Manager M&A michel.zwanenburg@bdo.nl

**LEON ZIJLSTRA** Advisor M&A leon.zijlstra@bdo.nl The BDO M&A team in the Netherlands advised the shareholder of MondzorgPlus in the sale to Top Mondzord, a portfolio business of European Dental Group ('EDG').

EDG is the holding company of a number of dental clinic brands, in the Netherlands. Partnering with EDG enables MondzorgPlus to maintain and strengthen the market position and expand in neighbouring countries.

MondZorgPlus is a market leader in the field of dentalcare for the elderly and disabled and has a dedicated, highly skilled and motivated team of own dental and prevention assistants. Because of its working method and vision on dental care for vulnerable target groups, MondZorgPlus is a sought-after partner for renowned research institutes such as TNO, KNMT and Radboud University Nijmegen.

EDG is a recently established European oral care organisation. The group consists of TopMondzorg in the Netherlands (Dental Clinics, Proclin and TopOrtho), ArtiNorway (Norway), Adent Cliniques Dentaires Groupe (Switzerland) and DPH Dental Partner Holding, St. Franziskus Krankenhaus and Zahnstation (Germany).

We are happy with the deal which aligns perfectly with the ambition of MondzorgPlus to broaden its position and increase its market share further. BDO was the ideal partner for us in this transaction because of her broad M&A knowledge and full service offering. The pragmatic approach of the BDO team has resulted in the realisation of the perfect deal. From the very beginning, BDO was with us providing professional, flexible and responsive service. The guidance provided throughout the process was highly appreciated by our team.

Mr Corné de Bruijn | CEO and shareholder, MondzorgPlus

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As part of a management buy-out, Steadfast Capital has acquired a stake in Wilvo Group (WILVO). The BDO M&A team in the Netherlands acted as financial advisor to WILVO.

Based in Bergeijk (Netherlands) WILVO is a EUR 50 m revenue processor of high accuracy sheet metal parts and an assembler of light construction parts, specialising in CNC machining, advanced welding and high-tech assembly. Steadfast Capital will help in pursuing the group's further expansion as well as support the ongoing strategic development of the company and its staff (230 fte). WILVO's experienced management team will become shareholders as part of this transaction and Louis Vosters, a member of one of WILVO's founding families, will continue to hold a significant stake in the group.

**6** Steadfast Capital is the ideal partner for the next growth stage of WILVO. Their longstanding experience with fast growing industrial companies will help and enable WILVO to achieve its ambitious growth plans for the coming years.

#### Louis Vosters | former CEO of WILVO

**•** The management team under the leadership of Louis Vosters was highly convincing from the outset. Operating independently with a high degree of flexibility the company will have excellent growth opportunities in the future, both organically and through acquisitions.

Nick Money-Kyrle | Managing Partner at Steadfast Capital GmbH

## **NETHERLANDS**

Sale of Wilvo Group to Steadfast Capital



#### BDO contact for this transaction

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## NORWAY

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Sale of JM Entreprenør to Vicon



BDO contact for this transaction SIGBJØRN SELVIK Partner ss@bdo.no The BDO M&A team in Norway advised the Swedish listed construction company JM AB, one of the Nordic region's leading developers of housing and residential areas, on the sale of Norwegian construction JM Entreprenør AS to Vicon, a portfolio business of private equity firm KB Gruppen AS.

JM Entreprenør is a general construction company with revenues of approximately GBP 50 m.

BDO acted as the M&A lead advisor to JM AB.

The BDO M&A team in Poland advised the Germany based BR Anlagentechnik GmbH on the sale of 100% of shares of CHEMAR Rurociągi Sp. z o.o. – leading manufacturer of piping in Poland.

BDO Poland acted as M&A Financial advisor to the target in cooperation with BDO Legal.

Chemar is one the biggest suppliers in Poland of piping systems for electrical, chemical and petrochemical plants.

#### POLAND

Sale of 100% of shares of CHEMAR Rurociągi Sp. z o.o. to EnProvalve Ltd.



BDO contact for this transaction

ADAM GÓRECKI Partner, Corporate Finance adam.gorecki@bdo.pl



## POLAND

Acquisition of KONMAR by Zakłady Magnezytowe ROPCZYCE Group



BDO contact for this transaction

ADAM GÓRECKI Partner, Corporate Finance adam.gorecki@bdo.pl The BDO M&A team in Poland advised the Poland based Zaklady Magnetyzowe ROPCZYCE Group on the acquisition of KONMAR - an engineering company in the refractory sector.

BDO Poland acted as M&A buy-side financial advisor to Zaklady Magnezytowe.

Deal closing – June, 2019

The BDO M&A team in Puerto Rico, together with the BDO Colombian team, advised a Puerto Rican based paint manufacturer on the acquisition of the assets and business of a large paint manufacturer in Colombia.

BDO PR acted as the M&A lead advisor to the buyer.

### **PUERTO RICO**

Acquisition of a Colombian paint Manufacturer by manufacturer based in Puerto Rico.



BDO contact for this transaction

ALINA RIVERA Partner arivera@bdo.com.pr



## **PUERTO RICO**

Acquisition of a Vertical Transportation company by a Private Equity Fund



BDO contact for this transaction

ALINA RIVERA Partner arivera@bdo.com.pr The BDO M&A team in Puerto Rico advised a company dedicated to design, install, and maintain all kind of equipment for vertical transportation (e.g. elevators) related to the evaluation of a purchase of all assets and the business by a BDO Private Equity Fund.

We assisted the client with a quality of earnings, proof of cash, and determination of corking capital needs.

BDO Puerto Rico acted as the M&A lead advisor to the seller.

#### The BDO M&A team in Serbia advised Czech-based Avia Prime Group in the acquisition of JAT Tehnika.

JAT Tehnika is the only aircraft maintenance, repair and overhaul company in Serbia, operating out of the Belgrade airport.

The sale was conducted in a public tender as part of the privatization process and in accordance with the Law on Privatization. The deal involved the acquisition of 99.4% equity stake for EUR 10.3 m (implying EV consideration of EUR 19 m). The buyer further committed to EUR 5 m investments in the period of two years following the transaction closing.

Avia Prime Group also operates aircraft maintenance, repair and overhaul facilities in Poland and Slovenia.

The BDO team provided both M&A and due diligence advisory work.

### SERBIA

Acquisition of JAT Tehnika by Czech Avia Prime Group









## **SPAIN**

Sale of 70% of Spanish insurance company Caser Seguros to Helvetia



3DO contact for this transaction

**JUAN VEGA DE SEOANE** Director juan.vegaseoane@bdo.es The BDO M&A team in Spain advised the Spanish personal and car insurance policies provider Caser Seguros on the sale of 70% to Helvetia, the Switzerlandbased reinsurance group for EUR 780 m.

BDO acted as the M&A advisor to Caser Seguros.

The BDO M&A team in Switzerland acted as lead advisor to the shareholder of SAM Versicherungen AG on the merger with the Wefox Group.

SAM Versicherungen AG is the leading Swiss broker for health insurance, with more than 130 employees, including a network of 80 agents all over Switzerland. SAM Versicherungen enjoys an excellent reputation and is many times listed as prime partner for the large Swiss health insurance companies.

Wefox, the number 1 European InsurTech, is a platform that connects insurance companies to brokers that manage and consult their customers completely digitally. Since launching in 2015, wefox Group has grown its sales to over USD 100 m and with nearly 600 employees serving more than 500,000 customers in six countries.

**6** The cooperation with BDO was initiated by a referral - after the first discussions it was already clear to us that we were at the right address - we can fully agree with the recommendation. We would recommend the BDO Zurich M&A Team at any time and we are glad to have found a professional, reliable and extremely competent partner for the future, even beyond this project.

Jeton Topalli | Owner and founder of SAM Versicherungen AG Dominik Prader | COO and project manager for the transaction

#### **SWITZERLAND**

Merger of SAM Versicherungen AG with the Wefox Group



#### BDO contact for this transaction

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CHRISTIAN RYF Senior Manager, Corporate Finance / M&A christian.ryf@bdo.ch





## **UNITED KINGDOM**

BDO advised AFI Development PLC in relation to cash offers from its majority shareholder



BDO contact for this transaction

JOHN STEPHAN Partner john.stephan@bdo.co.ul

SUSAN JARRAM Director susan.jarram@bdo.co.uk The BDO M&A team in the UK advised AFI Development PLC ('Company'), a Russian property group listed on the main market of the London Stock Exchange in relation to cash offers from its majority shareholder.

The Company's share price traded at a large discount to its net asset value and whilst the offers were at a premium they were still at a substantial discount to NAV. It was therefore not possible to recommend the offers but the directors did recommend that shareholders should seriously consider them as a means of liquidity. Having sought irrevocable undertakings from a number of institutional shareholders, the offers were materially increased to a level that valued the Company at USD 413 m. Based on this and the level of acceptances, the directors recommended the offers which have now gone unconditional. The BDO M&A team in London advised Alamy, a leading supplier of stock imagery, on its sale to PA Media Group, the UK-based news and information business.

Founded 20 years ago and headquartered in Oxfordshire, UK with international presence in the US, India and Australia, Alamy has one of the world's most diverse creative and editorial stock imagery collections, comprising almost 200 million photographs, vectors and 360-degree panoramic images accessible through a global e-commerce platform.

This is a transformational acquisition for PA, consolidating its position as UK's leading provider of cross-platform news, sport and entertainment data, content & services. Alamy will complement the Group's existing editorial picture syndication business, PA Images.

**6** This was a complex transaction and BDO threw themselves into it. Particularly impressive was the level of detail the team absorbed, as if they had spent their careers with the company. Highly recommended.

James West | CEO, Alamy Limited

## **UNITED KINGDOM**

Acquisition of Alamy by PA Media Group



#### BDO contacts for this transaction

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## UNITED STATES OF AMERICA

Sale of Avista Technologies to Kurita Water Industries



3DO contacts for this transaction

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Mannan

The BDO M&A team in the USA served as exclusive sellside financial advisor to Avista Technologies, Inc., (based in San Diego, CA, USA) and also to Avista Technologies (UK) Ltd. (based in Edinburgh, Scotland), together known as 'Avista'.

While these two companies were strategically aligned, they had separate ownership groups and Kurita Water Industries Ltd. (TSE:6370) desired to acquire both entities. Having first established trusted relationships with both sets of owners, BDO Capital was engaged to represent both companies in a complex, three-party transaction that involved selling the two entities in two different jurisdictions with no common ownership to a Japan-based, publicly traded buyer.

Avista, a formulator and global supplier of reverse osmosis (RO) specialty chemicals and provider of technical support for membrane-based water treatment systems, is a trusted expert in membrane system chemistry and global process support, including RO, microfiltration/ultrafiltration (MF/UF), and multimedia filtration (MMF). Avista aims to enhance the life,

As an entrepreneur, when you can look back with confidence and feel that you made the best possible decision and achieved the best possible outcome there is no other feeling. Our decision to use BDO Capital's sell-side services for the transaction gave our business the best possible outcome. BDO Capital's thoughtful approach combined with strategic expertise was most appreciated.

Dave Walker | CEO & President of Avista Technologies, Inc.

The BDO M&A team in the USA served as exclusive sellside financial advisor to Schiller Grounds Care, Inc. (SGC) and its owner, JEP Management Inc., an entity controlled by Jeffrey E. Perelman, on the divestiture of BOB-CAT Mowers and the Ryan and Steiner brands to Doosan Bobcat Inc. (KRX:241560).

SGC was established in January 2009, as a result of the merger of Schiller-Pfeiffer, Inc., manufacturer of the Classen, Little Wonder and Mantis brands of gardening, landscaping and turf care equipment, and Commercial Grounds Care, Inc., manufacturer of the BOB-CAT, Ryan and Steiner brands of grounds care equipment. SGC has operations in the USA as well as France.

Publicly traded Doosan Bobcat is a part of the Doosan Group, which employs 43,000 people in 38 countries worldwide and is based in Seoul, South Korea. The entity represents worldrenowned brands including Bobcat® compact equipment, Doosan Portable Power products and Geith attachments. These Doosan companies are industry leaders in the engineering, manufacturing and marketing of compact construction equipment, generators, air compressors, lighting systems, light compaction equipment and attachments.

## UNITED STATES OF AMERICA

Sale of BOB-CAT Mowers and Ryan and Steiner brands to Doosan Bobcat

# A CARGE



#### BDO contacts for this transaction

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