

Company sale

End-to-end support during the transaction process:
Project "Albatros"



The Deisser Group is a medium-sized transport service provider specializing in intermodal transport. In the container trucking sector, the company offers comprehensive pre- and on-carriage solutions for sea containers. With a modern fleet of 70 tractor units and 130 trailers, the Deisser Group is the market and quality leader on the so-called "last mile" in the central Neckar region. The highly specialized fleet includes crane vehicles, side loaders and tipper chassis and is optimally adapted to the requirements of intermodal transport. The intermodal forwarding business segment has been strategically and continuously expanded and is now a central pillar of the company. In order to ensure the long-term success of the group, a stable, future-oriented succession solution needed to be found.

CLIENT

Eugen Deisser,
Shareholder Deisser Group
Stuttgart, Germany
www.deisser.com

Targeted approach of strategically suitable partners

Shareholder Eugen Deisser appointed TransCare to search for a strategically suitable partner to take over the Deisser Group companies. Part of the assignment was also to lease the company premises on a long-term basis. The initial stage of the project involved intensive discussions in which the current status, objectives and priorities of the shareholder were defined. On this basis, TransCare determined the company value and prepared a detailed information memorandum. Thanks to the trusting cooperation combined with TransCare's decades of market knowledge, the search for suitable partners was organized efficiently. Within a short time, several potential interested parties were identified, three of whom were approached specifically. The deal was finally awarded to Eurogate Intermodal, which realized the transaction. A virtual data room for the due diligence process was set up at the same time as the negotiations began. All relevant documents were systematically added to this data room in close consultation with the client.

Support in negotiations, due diligence and contract drafting; post-merger integration

TransCare accompanied the entire due diligence process including Q&A and coordinated the cooperation between the buyer, seller and their legal and tax advisors. Differing expectations regarding the purchase price were moderated and, in close consultation with the shareholder, a suitable transaction structure was developed in the form of a share deal that preserves the established corporate structure. TransCare developed a detailed account model to prepare for the transaction, which was used to simulate the net proceeds and the associated cash flows in advance. Additionally, TransCare drafted the purchase and lease agreements and coordinated these with the consultants involved. The transaction was accompanied up to the notary appointment. Subsequently, TransCare also supported the post-merger integration: a strategy paper for the company succession was developed and suitable candidates for the management were found. The project was successfully completed with the signing of the notarial deed.

Our Services

- Company valuation and development of a consolidated earnings forecast
- Preparation of informative sales documents (teaser, information memorandum)
- Discreet identification and approach of suitable prospective buyers
- Support and moderation of negotiation meetings
- Set-up and support of the virtual data room for due diligence
- Support during due diligence incl. Q&A coordination
- Negotiation of purchase price and transaction structure
- Calculation of net proceeds and analysis of cash flows
- Preparation of purchase and lease agreements with all annexes
- Support with post-merger integration and succession planning