

Market and financial due diligence

Evaluation of opportunities and risks related to a company acquisition



The L.I.T. (Logistics, Information, Transport) Group, headquartered in Brake, offers a wide range of services across the entire logistics chain. Founded in 1988, the group employs over 5,250 people at more than 100 locations in 22 countries, implementing comprehensive logistics solutions in transport and warehouse logistics. Its portfolio includes domestic and international transport, air and sea freight, warehouse logistics, fleet management, personnel logistics, and IT services. With 1,100,000 m² of warehouse space and a fleet of over 2,160 trucks, as well as more than 5,650 swap bodies, 2,100 semi-trailers, and 1,350 trailers, the L.I.T. Group offers comprehensive logistics solutions. The range of services is complemented by comprehensive certifications and sustainable logistics concepts. In 2025, the group generated revenue of approximately 1.1 billion euros.

In order to create new added value in digital commerce, the portfolio of services in the areas of dialogue marketing, e-commerce fulfillment, and digitally supported print and output management was to be expanded through a company acquisition. A target company had already been identified. The general conditions made it necessary to carry out industry-specific due diligence on market and finances within a very short period of time.

Due diligence for the segments market and finance

To evaluate the investment from an economic perspective, market opportunities, financial stability, and potential synergies of the planned transaction were thoroughly assessed. The analysis covered both the market and financial segments.

On the market side, the competitive situation, growth potential, and possible synergies in the fulfillment and dialogue business were examined, validated using benchmarks, and a business plan for the following years was drawn up.

On the financial side, the assets were evaluated and the relevant balance sheet items were examined, including the associated contractual basis. A chart of accounts was created and the company value was determined on the basis of balance sheet simulations against the backdrop of opportunity and risk scenarios.

Recommendations on the transaction structure

TransCare made recommendations on the transaction structure based on the due diligence results. In implementing these recommendations, dataform dialogservices GmbH, based in Roßtal near Nuremberg, became part of the L.I.T. Group on August 1, 2025.

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L.I.T. AG
Brake, Germany
www.lit.de

Our Services

- Analysis and evaluation of existing contractual relationships
- Identification and plausibility check of synergy potential in a high-growth market environment at a strategically attractive location
- Benchmark-based validation of synergy effects, particularly in the areas of fulfillment and dialogue business
- Creation and validation of an integrated business plan up to and including 2027/28
- Valuation of assets on a market value basis
- Detailed analysis of relevant balance sheet items
- Development of a structured chart of accounts and performance of balance sheet simulations and company valuation
- Recommendation on the transaction structure