



Extensive M&A track-record in the Automotive & Mobility sector

Mergers Alliance members work with business owners and management teams in the **Automotive & Mobility** sector around the world. Their experienced teams of sector experts have completed over 50 transactions representing more than USD 2.2 billion in value since 2010



Mergers Alliance partners offer clients corporate finance advisory services in 26 countries in Europe, Asia and the Americas

Advisory services include mergers & acquisitions, equity and debt capital raising, valuations, carve-outs and balance restructuring

Mergers Alliance partners offer clients access to international buyers, knowledge of the local markets, inroads at local companies and added value in executing M&A transactions in local cultures

M&A Drivers in Automotive & Mobility

- The sector is transforming, with a focus on zero-emission vehicles
- Customer preferences are changing from traditional car ownership with combustion engines to clean and shared mobility alternatives
- Electrification is developing at a high pace, which also drives technological innovation ranging from sensors and functional decoratives to driving assisting systems & battery technology
- Software enabled forms of mobility, connectivity & big data are transforming the industry and its entire supply chain
- Chip shortages following the pandemic have a significant impact on car manufacturers, leading to onshoring of industrial capacity
- Raw material costs are rising and the sale of used cars is booming
- This digital transformation with a focus on green solutions is expected to boost M&A activity in the global automotive & mobility sector
- M&A initiatives are led by both strategics and private equity firms



Sell side advisory



- PartsPoint is one of the leading automotive aftermarket distributors in the Benelux and a former division of AutoBinck Group
- Alliance Automotive Group acquired the company as a result of its unique independent Benelux position and strong synergy potential
- OXEYE Advisors acted as sell side advisor to AutoBinck with a focused process targeting large international buyers



Buy side advisory



- USA Group is focused on precision parts for sensor in IC and electric vehicles
- Together with the management and local entrepreneurs, Portobello Capital led a MBO fulfilling the substitution of founding shareholders
- Advised by Norgestion, Portobello and investors acquired 100% of the company



Buy side advisory



- Dhoot Transmission is one of the principal manufacturers in India of wiring harnesses, automotive switches, electronic sensors, controllers, connectors and terminals for the automotive industry
- Advised by Singhi Advisors, Dhoot Transmission acquired San Electromec Industries in India and Parkinson Harness Technology and TFC Cable Assemblies Ltd in the UK



Sell side advisory



- Gurit Holding owned a tier-one automotive supplier portfolio company offering carbon fiber-based Class A composite components
- Gurit wanted to focus on wind energy and other composite solutions and decided to divest the automotive business
- Proventis Partners advised Gurit on its sale to the Italian carbon components company Carbopress



Financing



- M-F manufactures various engineered components for automotive, heavy truck, aerospace and other diverse industries
- The company decided to pursue a recapitalization to redeem warrants and a large portion of preferred equity with subordinated debt
- Advised by Dresner Partners, M-F amended their existing senior credit facility and raised \$100 million of unsecured subordinated debt

We are helping Automotive & Mobility businesses achieve their strategic goals across a full range of cross-border corporate financial transactions

Mergers Alliance experts in the Automotive & Mobility sector



Joost Smaal

OXEYE Advisors

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Over **20 years** of experience in cross-border M&A and the Automotive & Mobility sector

- **OXEYE Advisors** – Partner
- **Transaction experience** includes the sale of PartsPoint to Alliance Automotive and the sale of Pos Service Holland to Nordian Capital
- **ABN AMRO** – M&A advisory, responsible for the Industrials & Automotive sector
- **MeesPierson and NIBC** – M&A advisory focusing on Industrials, cross-border deals and LBO's
- Master's degree in Business Economics



Igor Gorostiaga

NORGESTION

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Over **20 years** of experience in cross-border M&A and the Automotive & Mobility sector

- **NORGESTION** – Partner
- **Transaction experience** includes the acquisition of USA Group a precision part manufacturer for automotive sensors, and the MBO of SIDENOR special steel manufacturer for Automotive
- **Arthur Andersen** – Head of Industrials and Energy M&A team
- Degree in Economics and Business Administration



Ulrich Schneider

Proventis Partners

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Over **15 years** of experience in cross-border M&A and the Automotive & Mobility sector

- **Proventis Partners** – Partner
- **Transaction experience** includes the sale of Adomea to TÜV Rheinland and the sale of Gurit's automotive business to Carbopress
- **OC&C Strategy Consultants** – Management Consultant
- **Fredericks Michaels & Co.** – M&A advisor in London and New York
- Degree in Industrial Engineering and MBA from INSEAD



Mahesh Singhi

Singhi Advisors

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Over **30 years** experience in cross-border M&A and the Automotive & Mobility sector

- **Singhi Advisors** – Founder and MD
- **Transaction experience** includes the sale of Team Concepts, a niche manufacturer of premium auto accessories, to Varroc Group and Dynamic Technologies Ltd for the divestment of ferrous foundry assets to Danblock Brakes India, a global manufacturer of auto components and consumer products
- Degree in Mechanical Engineering

Illustrative relationships:



Mergers & acquisitions



MBO's / MBI's



Debt capital markets



Financial restructuring



In-depth knowledge of the sectors in which our clients operate



International sector teams that understand global and local trends



Cross-border relationship with strategic and financial acquirers



Identification of overseas targets and acquisition execution

We welcome the opportunity to talk to you about how we can help your Automotive and Mobility business achieve its strategic goals

Look for local contact details in mergers-alliance.com or call +44 7866 030464