

Company Sale

End-to-end support of the transaction process



For two generations, the name May has stood for reliable and competent transport services in southwestern Germany. What began with horse-drawn vehicles in the Soonwald has developed into a modern fleet of over 180 specialized vehicle units. Equally experienced and well-trained employees ensure the reliable transport of building materials and precast concrete parts.

Identification of potential buyers for the company

The shareholder mandated TransCare to sell the business operations including vehicle fleet, workshop and commercial real estate. After determining the value of the company and preparing a detailed information memorandum, TransCare identified potential buyers (longlist/shortlist) targeted and confidentially, accompanied initial discussions between the parties involved, set up an extensive virtual data room for the due diligence process and provided the relevant content in cooperation with the client.

Support of negotiations, due diligence and contract

TransCare managed the entire due diligence process including Q&A and was key contact for the auditing firm appointed by the buyer. In consultation with the client, TransCare designed the transaction structure as a combination of share deal and asset deal and negotiated the purchase price. and asset deal and negotiated the purchase price. The net transaction revenue on the seller side and the transaction-related cash flows were calculated in a detailed account model. In cooperation with the legal advisors involved, TransCare prepared the purchase agreements including detailed annexes and accompanied the sales process up to the notary appointment.

With the signing of the notary contract, the assignment was successfully completed.

CLIENT

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Our Services

- Determination of the company value incl. real estate and fleet valuation.
- Development of a consolidated earnings forecast for the entire corporate group.
- Preparation of informative sales documents (teaser, information memorandum).
- Confidential identification and approach of matching prospective buyers.
- Support and moderation of initial interviews.
- Setup of an electronic data room for the due diligence process incl. preparation of the content.
- Support of the due diligence incl. Q&A.
- Negotiation of purchase price and transaction structure.
- Calculation of seller net income and transaction-related cash flows.
- Preparation of sale contracts incl. detailed annexes.