

Company acquisition

Intermediation and support



Since its foundation in 2004, Thorsten Diem Spedition GmbH has grown continuously and is well established on the market as a medium-sized company in the field of national and international cargo (FTL and LTL). This success is based not only on the dedicated and qualified employees, but also on the company's own extensive and modern fleet of vehicles. The company is managed by the founder, owner and managing director Thorsten Diem.

Initiation and support of the transaction

In order to expand his own customer portfolio by complementary industries and further services, the owner aimed for a corporate takeover. In addition to a suitable core business and location as well as a corresponding company size, the target should also have a similar medium-sized company culture. Based on the specified criteria and an assessment of whether a company was ready for sale, TransCare researched suitable targets. In close coordination with the client, the targets were prioritized and approached individually. TransCare actively supported the subsequent process up to the signing of the purchase agreement. For example, TransCare obtained and evaluated the necessary company documents, made recommendations on the purchase price, conducted negotiations, moderated discussions and was available as a sparring partner at all times.

Acquisition of Schneider Logistik GmbH

Only eight months after the initial contact, the full takeover of Schneider Logistik GmbH in Geislingen was completed with effect from July 31, 2021, including the vehicle fleet, the employees and the rental and leasing contracts. An indicative offer could already be submitted three months after the initial approach. With the acquisition, Thorsten Diem Spedition GmbH expands its industry focus and strengthens the service portfolio in the logistics market.

CLIENT

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Our Services

- Preparation of a purchase request teaser for prospective vendors.
- Research and identification of suitable acquisition targets (longlist).
- Recommendation for prioritization (shortlist).
- Initial approach and communication with the targets.
- Regular information about the progress of negotiations.
- Review and evaluation of the provided documents (due diligence).
- Company valuation and recommendation for purchase price calculation.
- Preparation of a Non-Binding Offer.
- Management of the purchase process.
- Moderation of meetings and negotiations.
- Recommendations for structuring the purchase contract.