

Company sale

End-to-end support of the transaction process



It is more than 90-year company history, the Hohl Group has specialized in special transports, industrial relocations as well as the transport of construction, industrial and agriculture machinery. Thanks to its committed employees, modern and specialized vehicle fleet and storage space as well as the consistent customer focus, the company has established a reputation as a regional market leader.

CLIENT

Hohl Group
Michelfeld/Schnelldorf, Germany
www.hohl.de

Identifying and initiating contact with potential buyers

The shareholder mandated TransCare with the sale of the business operations and the long-term lease of the commercial properties. After determining the value of the company and preparing a detailed information memorandum, TransCare identified potential buyers (longlist/shortlist) in a targeted and confidential process and led initial discussions. Based on market knowledge, only three potential buyers were approached directly, one of whom made the acquisition.

Parallel to the negotiations, a detailed virtual data room was set up for the due diligence process and the relevant content prepared/uploaded in close 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 tax consultants appointed by seller and buyer. In close consultation with the client, TransCare designed the transaction structure 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. TransCare prepared the purchase and lease contracts, coordinated them with the involved legal and tax advisors and accompanied the sales process up to the notary appointment.

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

Our Services

- Determination of company value
- 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 a virtual 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 contracts incl. detailed annexes