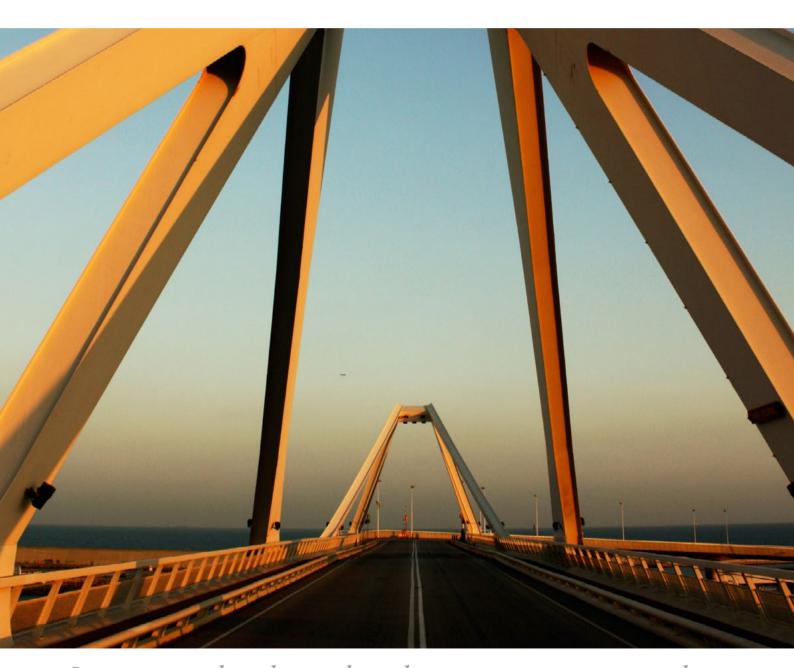
Rödl & Partner

M&A YEARBOOK 2024



International and interdisciplinary transaction consulting

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Dear Readers,

The M&A division at Rödl & Partner gained further traction in the 2024 financial year, expanding its activities to encompass 363 supported transactions.

This is particularly noteworthy given the subdued mood and tempered expectations that prevail within the industry. We would therefore like to take this opportunity to express our sincere thanks to our clients, whose agility and trust in us have contributed significantly to a successful M&A year for Rödl & Partner in 2024.

We are confident that deal activity will continue to increase, particularly in the small and midcap segment, despite the ongoing tense economic and geopolitical situation worldwide. It is evident that the M&A market is displaying notable resilience, particularly for family-owned enterprises, and is demonstrating consistent activity. Furthermore, there has been a notable increase in the interest shown by German buyers in foreign targets. The impact of developments in the AI sector, which have the potential to be disruptive for some industries and to impact transactional activity, is also eagerly awaited.

Rödl & Partner is distinguished by its ability to take on challenges, particularly in the area of M&A transactions, thanks to its excellent interdisciplinary and international positioning.

As a leading M&A advisor, we are a reliable partner for German SMEs and internationally active companies. With our excellent expertise, drive, and vision, we are ideally equipped to work on your projects and are working together to ensure a successful transaction year in 2025.

Kind regards



PETER LÄNGLE



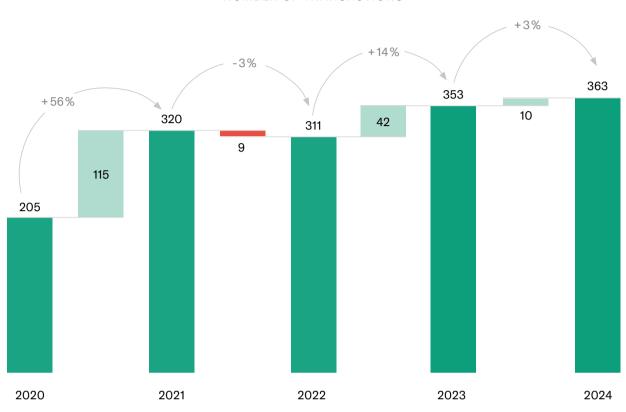
BJÖRN STÜBIGER



MICHAEL WIEHL

Our Clients Structure

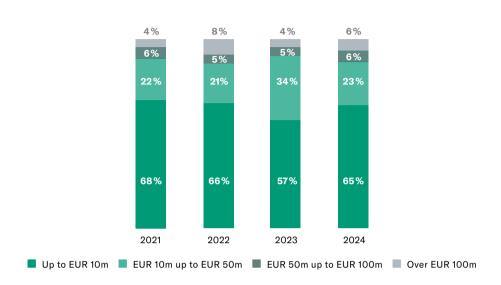
NUMBER OF TRANSACTIONS



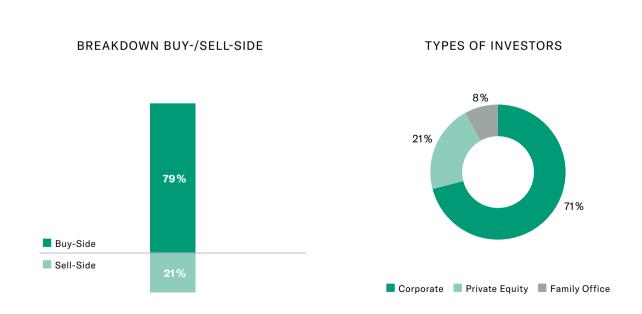


Our Clients Structure



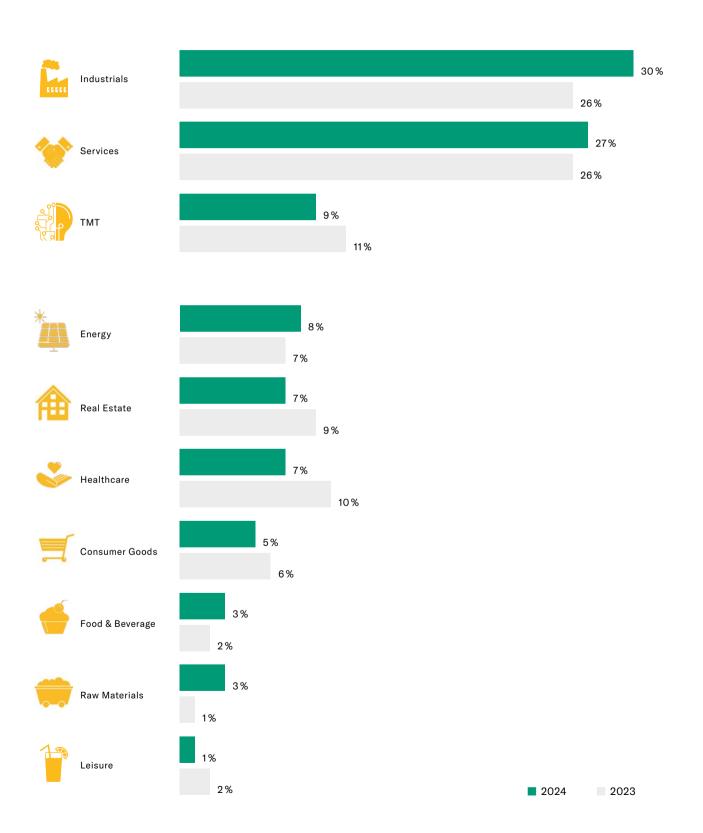


Rödl & Partner is one of the leading M&A advisors in the small- and mid-cap sector.



M&A Deals by Sector

SECTORS OF TARGET COMPANIES

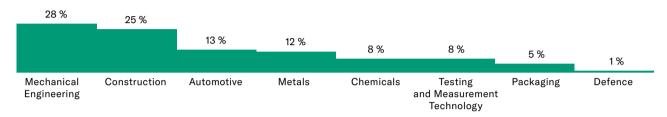


M&A Deals by Sector

SUB-SECTORS OF THE 3 MOST IMPORTANT AREAS

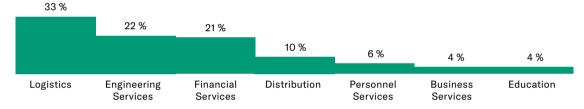
INDUSTRIALS





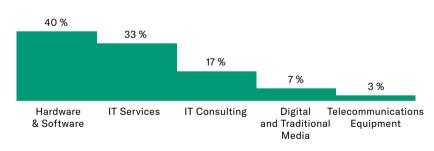
SERVICES





TMT

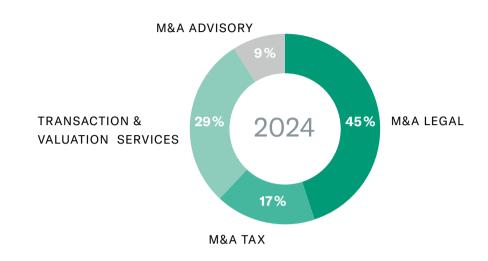




Mergers and acquisitions are essential for strategic growth and transformation across all industries.

M&A Deals by Service Line

BREAKDOWN BY SERVICE LINE

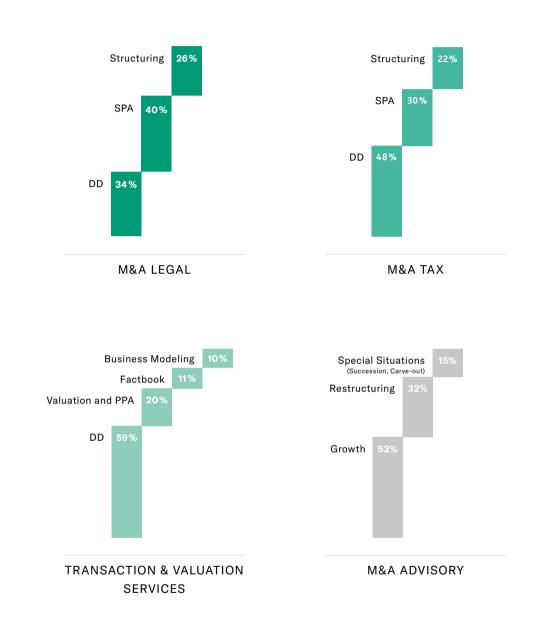


Our "Caring Partner" approach at Rödl & Partner guarentees an efficient project management.



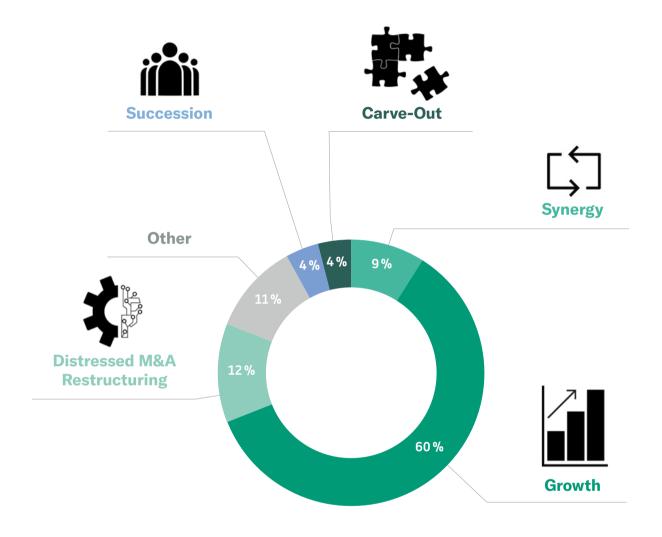
M&A Deals by Service Line

DISTRIBUTION OF MANDATES BY CONSULTATION TOPIC (MULTIPLE ENTRIES POSSIBLE)



Clients value Rödl & Partner's interdisciplinary consulting approach.

Rationale for Transactions



M&A activities are essential for identifying and capitalising on growth opportunities, consolidating market positions and adapting to economic changes.

USE OF MULTIPLE SERVICE LINES

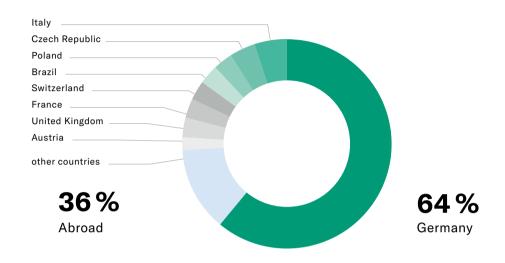
of our clients enlisted the services of at least 2 of our divisions

31%

of our clients enlisted the services of 3 or all 4 divisions

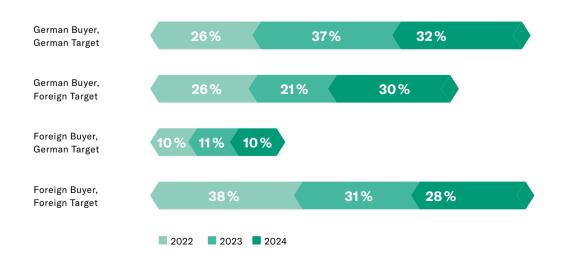
M&A on a Global Scale

GEOGRAPHIC DISTRIBUTION OF CLIENTS



We leverage international expertise to ensure optimal efficiency on cross-border projects.

BORDERLESS M&A ACTIVITIES



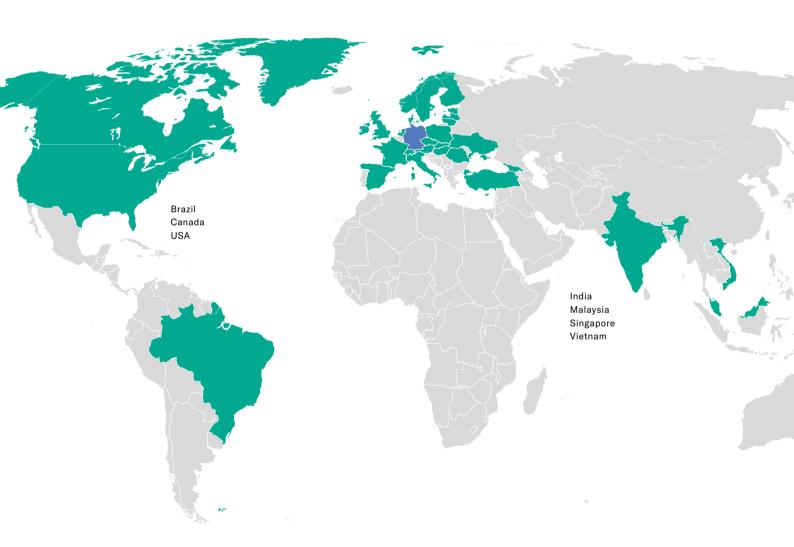
M&A on a Global Scale

GEOGRAPHIC DISTRIBUTION OF TARGETS

Austria
Czech Republic
Denmark
Estonia
Finland
France
Georgia
Germany
Hungary

Ireland
Italy
Latvia
Lithuania
Netherlands
Norway
Poland
Romania
Slovakia

Spain Sweden Switzerland Turkey Ukraine United Kingdom



Selected German M&A References



IDENTA AUSWEISSYSTEME GMBH

Advisor to
Identa Ausweissysteme GmbH
on the sale to
VR Equitypartner GmbH
and AG Capital GmbH

Rödl & Partner
Germany



Advisor to Würth
Elektrogroßhandel GmbH & Co. KG
on the acquisition of
Johannes Kraft GmbH

Rödl & Partner
Germany



Advisor to
AUCTUS Capital Partners AG
on the acquisition of
Johannes Martens GmbH & Co. KG

Rödl & Partner
Germany



GRUPPE

Advisor to Helmsauer & Kollegen Assekuranzmakler AG on the acquisition of Hartmann & Mater Versicherungsmakler GmbH

Rödl & Partner
Germany



Advisor to Syngroh Capital GmbH and Syngroh Advisory GmbH on the acquisition of Carl Benzinger GmbH

Rödl & Partner
Germany



Advisor to AVIA Pharma AB on the acquisition of neubourg skin care GmbH

Rödl & Partner
Germany



Climate Solutions

Advisor to
Viessmann Climate Solutions SE
on the acquisition of
Waldhauser GmbH & Co.
Wärmetechnik KG

Rödl & Partner
Germany



Advisor to Reviderm AG on the acquisition of MUSSLER COSMETIC PRODUCTION GmbH & Co. KG

Rödl & Partner
Germany



Advisor to
Fine Line Gesellschaft für
Leiterplattentechnik mbH on the
acquisition of IBR Leiterplatten
GmbH & Co. KG

Rödl & Partner
Germany



Advisor to Schunk Sonosystems GmbH on the acquisition of MS Ultraschall Technologie GmbH

Rödl & Partner
Germany



Advisor to Software Partners Group GmbH on the acquisition of HPH-Software GmbH

Rödl & Partner
Germany



Advisor to Summitas Gruppe GmbH on the acquisition of Wolf Assekuranz-Service GmbH

Rödl & Partner
Germany

Selected German M&A References



Advisor to
CHI Aviation Handling GmbH
on the acquisition of
Cargogate Munich Airport GmbH

Rödl & Partner
Germany



Advisor to the city of Nuremberg on the acquisition of the Kaufhof building in Nuremberg

Rödl & Partner Germany



Advisor to Viessmann Generations Group GmbH & Co. KG on the acquisition of GRITEC TopCo GmbH

Rödl & Partner
Germany



Advisor to Software Partners Group GmbH on the acquisition of IQUINOX AG

Rödl & Partner
Germany



Advisor to
Monacum Partners GmbH
on the acquisition of
Evotec DS Germany GmbH

Rödl & Partner
Germany



Advisor to
DRIESCHER Gruppe
on the sale to
IK Partners

Rödl & Partner
Germany



Advisor to SPORTTOTAL LIVE GmbH on the sale to TV SKYLINE GmbH

Rödl & Partner Germany



Advisor to
MyLifeStyleClub GmbH
on the sale to
LifeFit Group

Rödl & Partner Germany



Advisor to SWN Stadtwerke Northeim GmbH on the acquisition of a stake in Harz Energie GmbH & Co. KG

Rödl & Partner
Germany



Advisor to SCHOTT AG on the acquisition of QSIL GmbH Quarzschmelze Ilmenau

Rödl & Partner
Germany



Advisor to
Blum-Novotest GmbH
on the acquisition of
LM-Electronic GmbH & Co. KG

Rödl & Partner
Germany



Advisor to
4JET HoldingGmbH
on the acquisition of
Corning Laser Technologies GmbH

Rödl & Partner
Germany

Selected International M&A References



Advisor to NORMA Italia S.p.A. on the acquisition of Teco Srl

Rödl & Partner Italy



Advisor to Gebrüder Weiss, Inc. on the acquisition of Cargo-Link International, Inc.

Rödl & Partner



Advisor to Messe Frankfurt Inc. on the acquisition of LightFair

Rödl & Partner



Advisor to
Pythagoras Ltd.
on the sale to
MyComplianceOffice Ltd

Rödl & Partner
Switzerland



Advisor to Isoplus Group on the acquisition of Solice Développement SAS

Rödl & Partner



Advisor to
TÜV SÜD America Inc.
on the acquisition of Sustainable
Investment Group, LLC and Green
Building Education Systems, LLC

Rödl & Partner



Advisor to
PFERD Rüggeberg S.A.
on the acquisition of
Silmax S.p.A.

Rödl & Partner Italy



Advisor to Beiersdorf AG on the acquisition of Macro Biologics, Inc.

Rödl & Partner
USA



Advisor to Toradex AG on the acquisition of Linear Computing Inc.

Rödl & Partner
Canada



Advisor to Kronospan, Inc. on the acquisition of La Grande Particleboard Mill

Rödl & Partner
USA



Advisor to
Linhardt Beteiligungs GmbH and
Linhardt International Holding GmbH
on the acquisition of
Pioneer Extruders Pvt. Ltd

Rödl & Partner



Advisor to
Hengst Indústria de Filtros Ltda.
on the acquisition of
Aeroglass Brasileira S/A
Fibras de Vidro

Rödl & Partner

Selected International M&A References



Advisor to
Hettich Unternehmensgruppe
on the acquisition of
Formenti e Giovenzana (FGV)

Rödl & Partner



Advisor to Schuetz Container Systems, Inc. on the acquisition of a stake in Fibre Drum Sales, Inc.

Rödl & Partner



Advisor to Ehrmann SE on the acquisition of Cornish Farm Dairy Ltd

Rödl & Partner
United Kingdom



Advisor to Shanghai Sunwin Industry Group Co., Ltd. on the acquisition of Outlast Technologies GmbH

Rödl & Partner



Advisor to
Enwitec Electronic GmbH
on the acquisition of
LinQ Europe sp. z o.o.

Rödl & Partner
Poland



Advisor to Sabiedrība ar ierobežotu atbildību "GrEco Latvia" on the acquisition of Sabiedrība ar ierobežotu atbildību "MAI Insurance brokers"

Rödl & Partner



Advisor to
ProductLife Group (PLG)
on the acquisition of
Integrity Group

Rödl & Partner United Kingdom



Advisor to
Hengst Filtration GmbH
on the acquisition of
Main Filter. Inc.

Rödl & Partner



Advisor to
C-MAC Electromag B.V.
on the acquisition of
VECTOR BLUE HUB sp. z o.o.

Rödl & Partner
Poland



Advisor to HAWE Holding GmbH on the acquisition of BTC OTOMASYON VE HİDROLİK SISTEMLERI SANAYI VE TICARET ANONIM SIRKETI

Rödl & Partner
Turkey



Advisor to Hörmann KG Vertriebsbeteiligungsgesellschaft on the acquisition of Dock & Door Engineering Ltd

Rödl & Partner



Advisor to
Leithart Holding GmbH
on the acquisition of
GC Rieber Compact AS

Rödl & Partner

M&A Consulting is Interdisciplinary Teamwork

When supporting a transaction, the project team is made up of lawyers, tax advisors, auditors, and M&A and finance advisors, depending on the requirements.

The project manager (or "Caring Partner"), who possesses specialist knowledge, coordinates the entire process, ensuring the flow of information between all parties involved. The project manager also guarantees that the project is carried out smoothly, within a tight time frame, and in accordance with defined high-quality criteria. They serve as the primary point of contact, handling all client-related matters.

Rödl & Partner also offers a range of other services that are crucial to the success of a transaction, both before and after it has been completed. This includes, among other things, ready-for-sale analysis, implementing measures derived from it, and post-merger consulting in a wide range of areas after a transaction.

The ready-for-sale analysis is a detailed examination of key value drivers and their optimisation in the runup to a planned transaction. This includes, for example, the preparation of integrated corporate planning, the optimisation of existing asset and liability structures, and the legal and tax structuring of the upcoming transaction.

M&A ADVISORY

- Developing a transaction strategy
- Company and market analysis
- Research on buyer/target universe
- Information memorandum
- Buyer/target outreach
- Preparation of management presentation
- Preparation of purchase offers, evaluation of received offers
- Establishing and supporting the data room
- Purchase price and SPA negotiation

M&A LEGAL

- Legal structuring
- Legal due diligence
- Preparation of NDA, LoI, MoU, legal factbook
- Legal vendor due diligence
- Support for the bidding procedure
- Preparation/negotiation of SPA and other contractual agreements
- Legal structuring of financing and securities
- Anti-trust law and foreign trade licensing requirements

TRANSACTION & VALUATION SERVICES

- Financial due diligence (buy-side)
- Sell-side advisory (financial factbooks and vendor due diligence)
- Closing accounts / locked box support
- Closing accounts review
- Refinancing due diligence
- Purchase price analyses
- PPA according to IFRS and German GAAP (HGB)
- Business valuation
- Financial modeling
- Business plan modeling
- SPA support

M&A TAX

- Tax due diligence
- Analysis of the tax situation of the target
- Transaction structure designed to mitigate tax
- Tax provisions in the SPA
- Post-acquisition structuring

Rödl & Partner at a Glance

The history of Rödl & Partner began in 1977 with the founding of a one-man law firm in Nuremberg. In order to achieve our goal of providing local support to our international clients, we established our first branches in Central and Eastern Europe in 1989. Following our entry into the Asian market in 1994, we proceeded to develop key locations in Western and Northern Europe (1998), the USA (2000), South America (2005), and Africa (2008).

As attorneys, tax advisers, management and IT consultants and auditors, we are present with 116 own offices in 50 countries. Worldwide, our clients trust our around 6,000 colleagues.

731.8

mEUR revenue

6,000+

colleagues

116

own offices



Rödl & Partner is not a collection of accountants, auditors, attorneys, management and tax consultants working in parallel. We work together, closely interlinked across all service lines. We think from a market perspective, from a client's perspective, where a project team possesses all the capabilities to be successful and to realize the client's goals.

Our interdisciplinary approach is not unique, nor is our global reach or particularly strong presence among family businesses. It is the combination that cannot be found anywhere else - a firm that is devoted to comprehensively supporting German businesses, wherever in the world they might be.

Rödl & Partner at a Glance

WHAT SETS RÖDL & PARTNER APART

It should be noted that we are not the only consulting firm operating on the international stage in Germany. However, we do have a number of unique qualities. For instance, we do not operate as a global network of independent locations. Instead, we are a global enterprise with our own subsidiaries worldwide. Our team works in a highly coordinated manner, seamlessly collaborating across all disciplines and borders. This enables us to offer coordination and decision-making capabilities from our base in Germany that are difficult to find in our industry.

We prioritise personalised consulting

Our colleagues are our asset. We select the best and do everything we can to retain them in the long term. The result: well-coordinated teams at all locations. And close and trusting cooperation with our clients: We provide you with a "carer", an individual personal contact, who will accompany you for many years as your central point of contact.

We speak your language

The official corporate languages of our global business are English and German. Regardless of your location, we are able to provide you with German-speaking colleagues who have considerable experience supporting German companies. It is our firm conviction that effective communication between individuals is greatly facilitated by the use of a common language.

We take responsibilty

We do not consider problems, but rather solutions. Pragmatic and committed. The decision-making authority always lies with your local Partners. Furthermore, they do not operate through faceless specialist departments. They demonstrate a strong sense of responsibility and commitment to their work. You can rely on that. This commitment is unwavering and consistent.



Rödl & Partner - strong expertise, personal approach

Your Contacts - Germany



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SLOWENIA



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