



AUTOMOTIVE

Deal flash, June 2018

TOP MARKET DISTRIBUTOR FOR THE COLLISION REPAIR SECTOR ATTRACTS SIGNIFICANT INTEREST

Deal snapshot

- The owner and sole shareholder of Geevers Auto Parts (Geevers) has sold the company to Autodis Group.
- Geevers is the largest distributor of car spare parts to the collision repair market in the Netherlands, Belgium and Luxembourg. The company offers a one-stop-shop for collision repair shops with OEM products from automotive companies such as Audi, BMW and Toyota. Geevers' philosophy has been built upon an unmatched value-added offering, best-in-class technical support services and in-house logistical capabilities.
- Autodis Group is a major European player in spare part distribution and independent repairs for many car and HGV brands. The group invests in four sectors: buying and selling parts, storage, distribution and participation in services, and business support. Autodis Group generated consolidated revenues of US\$1.5 billion in 2017.



What our client said

Goof Gijbels, Shareholder, Geevers Auto Parts, Netherlands

"Although selling the company I have built up since 2004 was a very important and emotional step, the incredibly professional attitude of Oaklins' team has made it a comfortable ride. The outcome has far exceeded my expectations. I was also delighted by Autodis' commitment to the sale process. They are the ideal partner to further strengthen and expand Geevers."

Our role in the transaction

- Oaklins' team in the Netherlands acted as lead advisor to the seller in this transaction. With the support of Oaklins' automotive sector experts from around the globe, they identified and approached strategic and automotive-focused international buyers. On winning the mandate, Oaklins' automotive team put significant effort into streamlining the company and preparing a sale process, all geared towards maximizing the shareholder's value and enhancing the deal certainty. A strong sale proposition was built on the back of Geevers' Benelux market leadership and winning business model. Benefiting from thorough preparation, a swift process was subsequently run with several interested parties competing for the acquisition opportunity. Autodis Group was ultimately selected as the buyer.
- Oaklins' team in France had a direct and long-standing relationship with tier 1 contacts at Autodis Group, allowing them to attract the right attention for the Geevers proposition.



Market trends and deal drivers

- From a corporate finance perspective, three major market trends are noteworthy. All three result in increased M&A activity and market consolidation:
 - **Slow market growth** – Acquiring competitors and/or peers is an excellent tool for growth in a stable market.
 - **Economies of scale** – Acquiring competitors and/or peers is an efficient way to realize economies of scale.
 - **More logistical efficiency** – Forces within the value chain require market players to expand or combine their activities.
- There are seven European mechanical and collision part wholesalers which systematically acquire peers and competitors. Based on the above-mentioned drivers, we expect consolidation to continue at least at its current pace.

M&A valuation aspects

Financial details of the transaction have not been disclosed. Due to the company's market leadership, its growth track record and prospects and the significant synergy potential with strategic buyers, the final transaction price reflects a premium valuation.

Oaklins industry specialists



✉ **Frank de Hek**, Partner, Oaklins, Netherlands

Frank has extensive experience in the automotive sector. He has closed various transactions in the industry, involving companies such as Pouw, ALT Technologies and Brink Trekhaken.



✉ **Niels de Jong**, Senior Associate, Oaklins, Netherlands

"Strong local market players are an attractive target for large consolidators due to their robust relationship with local end clients."



✉ **Matthew J. Mueller**, Director, Automotive Specialist, Oaklins, USA

Matthew has advised numerous public companies, private equity firms and privately held companies comprised of tier suppliers to OEMs, manufacturers and distributors of aftermarket products. His automotive aftermarket clients have included A.R.E. Accessories, NitroFill, and Whitney Automotive Group.



✉ **Angela Chen**, Managing Partner, Oaklins, China

"The automotive spare parts distribution market is increasingly becoming a global activity. At Oaklins we are perfectly positioned to play an active role in these cross-border transactions thanks to our M&A experts worldwide."

OAKLINS HAS CLOSED 155 DEALS IN AUTOMOTIVE

Oaklins is the world's most experienced mid-market M&A advisor, with 700 professionals globally and dedicated industry teams in 40 countries worldwide. We have closed over 1,500 transactions in the past five years.