

SEPTEMBER 2018 DEAL OF THE MONTH

CLAIRFIELD
INTERNATIONAL

CLAIRFIELD ADVISES AD PLASTIK ON THE ACQUISITION OF TISZA AUTOMOTIVE



AD Plastik

acquired

TISZA



CLAIRFIELD ADVISES LARGEST CROATIAN AUTO SUPPLIER ON CROSSBORDER ACQUISITION

Transaction summary

AD Plastik Group, the largest Croatian manufacturer of plastic components for the automotive industry, acquired 100% ownership of Tisza Automotive Kft., a Hungarian auto parts supplier.

With this transaction, AD Plastik Group continues its strategy of international growth and expansion of its customer portfolio. AD Plastik Group now has eight production plants in five countries.

Profile of the companies



AD Plastik Group is multinational company specializing in the development and production of interior and exterior car components, with over 35 years of experience in the automotive industry. Key technologies used in its regular business operations are injection moulding, painting, extrusion, blow moulding, non-woven textile, and thermoforming.



Tisza Automotive is a plastic components manufacturer with more than 15 years of experience in the automotive industry. It is a leading supplier to the Suzuki factory in Hungary. Its other principal customers are Bentley and Volkswagen. Key technologies used by Tisza Automotive include injection moulding and blow moulding.

Tisza Automotive has shown remarkable growth recently, recovering from the economic crisis and changing hands from the Japanese Arrk Corp. to an MBO backed by a Hungarian investor.

Transaction rationale

Hungary is ranked among the global top 25 countries in the automotive industry and 43 out of the top 100 global OEM parts suppliers have a presence there. The automotive industry accounts for 7% of Hungary's GDP and major players such as Audi, Mercedes and Suzuki have plants in Hungary, soon to be joined by BMW. Tisza Automotive is thus geographically well located in close proximity to car manufacturers.

"We have been considering and announcing potential acquisitions for a long time as part of our business strategy. Central and East Europe is one of the fastest-growing markets in the automotive industry, so Tisza Automotive was a logical choice. The company is geographically very well located, it has experience in the automotive industry and a good customer portfolio, and it also uses and develops the same technologies as we do. After a deep analysis of the company, we recognized their further development and growth potential, as well as the positive effects of takeover. With this acquisition we have expanded our customer portfolio and created good prerequisites for achieving the planned growth of the Group," said Marinko Došen, president of the management board of AD Plastik Group.

Clairfield role

Clairfield International acted as the exclusive financial advisor to AD Plastik. In addition to making the successful approach to the target company, Oliver Nemes and Zsolt Lakatos called on their experience in the CEE region to structure the complex crossborder transaction and lead it smoothly to closing.

Deal team: Oliver Nemes, Zsolt Lakatos

CLAIRFIELD IS A LEADING MIDMARKET M&A ADVISOR WITH EXPERTISE IN THE AUTOMOTIVE SECTOR





Thomson Reuters Rankings

INDUSTRIALS

Financial advisor	2018 Rank
KPMG	1
PricewaterhouseCoopers	2
Clairfield International	3
IMAP	3
Deloitte	5
CFI	5
GCA Corp	5
Rothschild & Co	5
Ernst & Young	9
Clearwater	9

Transactions closed by Clairfield's automotive team

CEE

 acquired 	 was sold to 	 acquired 100% of 	 was sold to 
Plastic components	High-precision parts	Automotive components	Spare parts distribution

INTERNATIONAL

Germany/China  was sold to 	Italy  acquired 100% of 	France/Brazil  backed by ARDIAN acquired 	France/Netherlands  acquired 
Truck-mounted machinery	Aerodynamics components	Calibration services	Engineering consulting

Italy/Sweden  was sold to 	Italy  was sold to 	UK/US  sold  to 	Germany/Sweden  was sold to 
Industrial compressors	Service equipment	Powder coating	Drive elements

Contact

Clairfield International Kft.
Kossuth Lajos tér 9
1055 Budapest
Budapest
T: +36 1 301 0218



Partner

Oliver Nemes
E-mail: onemes@clairfield.com

For more information on Clairfield International contact: press@clairfield.com