

Consolidating the printing consumables chemicals market

DEAL FLASH | BUSINESS SUPPORT SERVICES | JANUARY 2021

DEAL SNAPSHOT

Langley Holdings plc, via its German subsidiary DC DruckChemie GmbH, has acquired BluePrint Products NV and Hi-Tech Chemicals BV from Heidelberger Druckmaschinen AG.

The DC DruckChemie group is a manufacturer and supplier of specialty chemicals, consumables and support services for the printing and graphic arts industries. DruckChemie has facilities in 10 European locations, as well as Brazil and Mexico, offering over 4,000 different products to more than 7,000 customers.

Langley is a globally operating, multi-disciplined engineering and industrial manufacturing company, principally providing capital equipment technologies to diverse markets around the world. The group comprises six divisions based in the UK, Germany, France and Italy, and has a worldwide manufacturing and commercial footprint with 17 production facilities.

BluePrint Products and Hi-Tech Chemicals, located in Kruibeke, Belgium, are the printing chemicals consumables manufacturers of stock-listed Heidelberger Druckmaschinen AG. Both subsidiaries are specialized in the development and manufacturing of high-quality printing chemicals consumables for flexographic, digital and offset printing for the packaging and commercial markets.

“I am delighted to welcome BluePrint Products and Hi-Tech Chemicals into the DC DruckChemie family. These acquisitions are an excellent fit with our print manufacturing and supplies businesses and will further strengthen our offering to the printing industry. The manufacturing facilities, industry expertise and high-quality products will help build on our success and underline our long-term commitment to the sector.”

WILLIAM LANGLEY
BOARD DIRECTOR
LANGLEY HOLDINGS PLC, UK

OAKLINS' APPROACH DELIVERS EXTRAORDINARY VALUE

Oaklins' team in Germany initiated the transaction and advised Langley throughout the entire process, from valuation and negotiation to due diligence. The US\$25 million sale was completed in under six weeks after submission of the indicative offer. This was the fifth joint transaction between the Oaklins team and Langley.



DRUCK  CHEMIE

MARKET TRENDS & DEAL DRIVERS

For reasons unrelated to the pandemic, the international printing market has not been growing as strongly in recent years as it had before.

The rationale behind this transaction for Langley Holdings was to consolidate the market and to become a larger international player in the printing chemicals consumables market. With this transaction, Langley's subsidiary DC DruckChemie can expand its product portfolio and international reach.

M&A VALUATION ASPECTS

Langley Holdings acquired the two former subsidiaries of Heidelberger Druckmaschinen AG for US\$25 million. Further financial details of the transaction have not been disclosed.

Typically, company valuations in this sector range from mid to high single-digit EBITDA multiples, driven by key factors such as size, growth and access to a diversified customer base.

TALK TO OUR ADVISORS



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Florian has advised on over 100 M&A transactions, many of them cross-border. Notable clients he has advised recently include Langley Holdings on its acquisition of manroland sheetfed und DC DruckChemie, K & R Eilers GmbH and SLF Fraureuth GmbH.



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Christoph is an experienced M&A advisor focused on transactions in the business support services and healthcare sectors. Prior to joining the firm, he gained experience in medical controlling and management consulting.



OAKLINS HAS CLOSED 601 DEALS IN BUSINESS SUPPORT SERVICES

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