



Partners join forces for international expansion

DEAL FLASH | LOGISTICS | MARCH 2023

DEAL SNAPSHOT

Leschaco Group has acquired Grupo Empresarial Coltrans S.A.S., thereby expanding its global network. For more than 30 years, Coltrans has been part of Leschaco Group's agent network. With this acquisition, it becomes integrated with the group.

Leschaco Group was founded under the name Lexzau, Scharbau by Wilhelm Lexzau and Julius Scharbau in Hamburg, Germany, in 1879. It is a traditional, owner-managed logistics services provider offering intercontinental logistics solutions for sea and air freight as well as contract logistics and tank container operations. As a proven partner for leading companies in the plant construction and mechanical engineering, automotive, chemical and related industries, producers of consumer goods and pharmaceutical sectors, Leschaco offers comprehensive logistics solutions from one single source. Its globally standardized IT environment guarantees the required high process transparency. Today, the group is represented in 24 countries worldwide and supported by a carefully selected network of agents. The company insists on sustainable business development and is headquartered in Bremen.

Grupo Empresarial Coltrans started its operations in 1988 and has become one of the leading logistics companies in the Colombian market. The group provides global logistics services, including import and export in different transport modes, as well as customs clearance, warehousing and intermodal transportation. Headquartered in Bogotá, Coltrans also operates offices in the logistics strongholds of Medellín, Cali, Barranquilla, Bucaramanga, Pereira, Buenaventura, Cartagena and Ipiales.

“With its international and very experienced team, Oaklins enabled us to be present in Bremen and at the target locations in Colombia at the same time. We appreciate this expertise because Leschaco is also a truly international company.

The well-coordinated team supported us very professionally throughout the entire process, helping us navigate the complexity of this transaction across borders.”

CONSTANTIN CONRAD
CDO AND MANAGING
PARTNER, LESCHACO GROUP
GERMANY

OAKLINS PLAYED A CRUCIAL ROLE IN MAKING THIS DEAL HAPPEN

Oaklins' teams in Germany and Colombia advised Leschaco on the acquisition of Grupo Empresarial Coltrans. While the German team was particularly involved in supporting Leschaco at their German headquarters in Bremen, the Colombian team led the execution of this deal on site.



MARKET TRENDS & DEAL DRIVERS

Despite the surge in demand for logistics services during COVID-19, when bottlenecks in global supply chains created skyrocketing freight rates and an overall boost in M&A activity, the trend slowed down in the second half of 2022. This was not unexpected, as freight rates normalized as a result of supply chain stabilization, rising capital costs and economic uncertainty.

Global players that boosted their results during the pandemic are now evaluating strategic options to integrate vertically. Technological innovations continue to be a strong deal driver and support operational synergies in the industry. Labor shortages and the driving force of e-commerce are encouraging companies to pursue inorganic growth initiatives despite general economic headwinds.

M&A VALUATION ASPECTS

Substantial changes in macroeconomic fundamentals have impacted M&A activity in the industry, particularly in the second half of 2022.

This has been reflected in EV/EBITDA as well as EV/EBIT valuation multiples. The peak median EV/EBITDA was 7.8x and 13.0x for EV/EBIT in February/March 2022, versus 5.2x and 8.9x, respectively, in October 2022. Despite this recent slowdown, we expect the overall market environment to continue endorsing a robust deal flow in 2023.

TALK TO OUR ADVISORS



✉ KARSTEN MASCHLER

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With 20 years of experience in M&A and corporate finance advisory, Karsten has advised clients in various sectors, including the consumer goods production and retail markets as well as B2B services, transportation and logistics, where he has advised on a broad range of transactions. His most recent M&A deals include the sale of ABC Westland, a fresh food logistics company in the Netherlands, to US investor Hines. He also played a key role in the sale of a 50,000 TEU container vessel portfolio to Maersk and various other transactions in marine logistics.

“The acquisition of Coltrans by Leschaco is a remarkable deal. Many other mid-sized companies are also facing the possibility of an international acquisition. Such a situation can be desirable from a business perspective and a big challenge at the same time, because familiar transaction variables mix with political, cultural and regional factors. We also experience the current market environment as a challenge when assessing future projections, for various reasons.”



✉ JUAN PABLO BAYTER

Partner
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With over 25 years of investment banking experience in Latin America and Europe, Juan Pablo has led and executed M&A, capital raising, corporate finance and project finance transactions worth more than US\$26 billion. Key clients he has recently advised include Fundación WWB, the majority shareholder of Banco W; Advent, a global private equity fund; and PSP, one of the largest Canadian pension funds.

“Uncertainty tends to impact valuation multiples, as we observe from our recent analysis. In simple terms, the stronger the contracted volume and the predictability of the business going forward, the more it will support the company’s value proposition. A structured process management and an experienced international M&A team can help identify uncertainties early on and develop suitable solutions.”

OAKLINS HAS CLOSED 165 DEALS IN LOGISTICS

United by a strong belief that we can achieve the extraordinary. Oaklins is a global team of 850+ financial advisory professionals in 45 countries providing M&A, growth equity, ECM, debt advisory and corporate finance services to support entrepreneurs, corporates and investors in reaching their goals.

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