

MARINE MARKET AND AUTOMATION SOLUTIONS IN THE NORDIC REGION

Deal snapshot

- Lifco AB has acquired Auto-Maskin AS, a world leading supplier of diesel engine control, monitoring and automation solutions.
- About 80% of Auto-Maskin's revenue comes from the marine market, and its customers include several of the world's most prominent diesel engine manufacturers. In addition to marine applications, Auto-Maskin's solutions are used in emergency power management systems for demanding applications such as telecoms, airports, hospitals and defense. The company holds an attractive market leading position, has products with great potential for capturing similar positions in other niches and has excellent relationships with its customers.
- Lifco acquires and develops market leading niched operations with the potential to deliver sustainable profit growth and strong cash flows. This acquisition fits perfectly with Lifco's investment criteria of having a leading niche position, high growth potential and high profitability.



What our client said



Terje Bredesen, General Manager and Co-founder, Auto-Maskin AS, Norway

"Lifco represents the financial strength and professional ownership we have been looking for to take Auto-Maskin to the next step. Oaklins' team in Norway provided solid M&A work and continuous support, and was a valuable contributor to making this transaction a success."

Our role in the transaction

- Oaklins' Norwegian team advised the sellers throughout the transaction, from initial assessment of the buyer universe to negotiations and transaction execution.
- In collaboration with other Oaklins' member firms, the team in Norway identified and contacted a large number of potential buyers, both in Europe and the USA, resulting in the submission of several competing indicative offers.



Market trends and deal drivers

- Auto-Maskin's renowned solutions and solid relationships with several of the world's most prominent diesel engine manufacturers were attractive features for many potential buyers.
- Although the marine market has been experiencing some strain lately, Auto-Maskin has managed to grow profitably, mainly due to its ability to capture market share with existing and new clients.

M&A valuation aspects

- The financial terms of the transaction have not been disclosed, but the pricing of the deal reflects an attractive EBITDA multiple.
- Auto-Maskin will continue as an independent company, operating under Lifco's Systems Solution business area. It will represent a solid platform for add-on investments in the marine equipment market.

Oaklins industry experts



✉ **Michele Manetti**, Partner and industrial machinery & components expert, Oaklins, Italy

Michele has advised numerous clients in industrial machinery & components. "Demand for industrial machinery and highly engineered automation processes to increase production efficiency is growing everywhere. Our local professionals have advised on a large number of industrial machinery transactions, including robotics and automation, air handling technology, material handling, plastics and rubber machinery, machine tools, food processing machines, powertrain engineering, and mining equipment."



✉ **Trygve Graff-Wang**, Principal, Oaklins, Norway

Trygve led the Norwegian team closing the Auto-Maskin transaction. Over the years, he has executed more than 100 transactions including industrial, capital goods, B2B trade, logistics, retail and technology companies.

OAKLINS HAS CLOSED 59 DEALS IN INDUSTRIAL MACHINERY & COMPONENTS IN THE LAST FIVE YEARS

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.