

SALE OF A LEADING IRISH LOGISTICS COMPANY

Deal snapshot

- Avant Air and Sea Ltd. (Avant), an Irish logistics company, has been acquired by the Rhenus Group, a German logistics services provider.
- Headquartered in Dublin, Avant is a major logistics company in Ireland and has been providing sea and air freight services and cross-border services for imports and exports since 1990. Avant also operates branches in Shanghai and Hong Kong.
- The Rhenus Group is a logistics services provider with global business operations and an annual turnover of US\$5.5 billion. Rhenus has business sites in 610 locations worldwide and employs 29,000 people. The group, with four business areas — contract logistics, freight logistics, port logistics and public transport — manages complex supply chains and provides a wealth of innovative value-added services.



What our client and the buyer said



David Warren, Managing Director, Avant Air and Sea Ltd., Ireland

"We've found a customer-oriented partner in the Rhenus Group that will enable us to continue developing our services for our existing and future customers due to its global network and comprehensive expertise."



Jörn Schmersahl, Managing Director, Rhenus Air and Ocean Europe, Germany

"Avant Air and Sea is a company with a strong focus on customer relations, which provides important services for the air and sea freight sector and will make an important contribution to the ongoing growth of the Rhenus Group. We're delighted to be able to continue developing the Rhenus Group's business activities in Ireland together with Avant."



Our role in the transaction

Oaklins' team in Ireland acted as the exclusive M&A advisor to the seller in this transaction. Our team in Germany assisted in finding the successful buyer.

Market trends and deal drivers

- The logistics market is undergoing consolidation globally, with small national players being acquired by consolidators who are attempting to scale up to compete with main multinational companies or acquire specific capabilities.
 - Rising economic growth and consumer confidence is driving demand for freight and logistics services as consumers and businesses demand more products which need to be shipped internationally.
 - Avant's pharmaceutical logistics service proved to be very attractive to potential buyers due to the scale of the pharmaceutical industry in Ireland.
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M&A valuation aspects

Financial terms of the acquisition have not been disclosed. Thanks to the company's market leadership, its pharmaceutical logistics service and its significant synergy potential with strategic buyers, the final transaction price reflects an attractive valuation.

Oaklins industry specialist



✉ **Raymond Donegan**, Director, Oaklins, Ireland

Raymond has extensive experience in advising export-focused businesses, with more than half of the transactions he has been involved in having had an international buyer or seller. "The Rhenus Group is the perfect partner to allow Avant Air and Sea to continue to grow and develop its services for clients. The fragmented logistics market continues to provide further opportunities for consolidation of small national players."

OAKLINS HAS CLOSED 135 DEALS IN LOGISTICS

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.