

DATE

December 20, 2017

SECTORS

Industrials

DEAL TYPE

Debt Advisory & Restructuring

DEAL LOCATIONS



DEAL TEAM



Joaquín Gonzalo
Managing Director

DC Advisory advised Industrias Dolz on its debt refinancing



Background

- Founded in 1934 in Castellon (Spain), Dolz is a leading global player in the manufacturing and distribution of water pumps for the automotive aftermarket
- With 3 manufacturing facilities in Spain, China and Argentina, the Company is leader in the European market: #1 in Spain, Poland, Hungary and Russia, # 2 in France. In addition, Dolz has a dominant presence in Argentina and presence in the incipient Chinese market

Process

- DC Advisory was mandated as sole financial advisor of Industrias Dolz to run a process to refinance the outstanding financial debt and pay a distribution to its shareholders, while providing sufficient flexibility & headroom to accommodate the business plan
- A competitive process was undertaken with senior, subordinated and unitranche debt providers to deliver the best solution for the Company and its shareholders
- Based on a deep understanding of the business and the Company / Shareholders' objectives, our role included:
 - assisting on financial modelling, preparation of marketing materials and financial due diligence coordination
 - managing the process with senior, subordinated and unitranche debt providers
 - Term Sheet negotiation with potential new lenders
 - SFA negotiation with final lender
 - assisting on the syndication process