

DATE

November 30, 2014

SECTORS

Industrials

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DC Advisory advised United Technologies Corporation on the sale of its entire interest in Guardfire to Takachiho Koheki Co. Ltd.



Danske Bank, DC Advisory's (DC) strategic partner, was appointed as financial advisor to United Technologies Corporation (UTC) for the transaction. DC advised Danske Bank on marketing and soliciting buyers' interest in Asia, and supported Danske Bank in managing the Asian bidders to successfully close the transaction with UTC's sale of its entire interest in Guardfire to Takachiho Koheki Co. Ltd, with the transaction valued at JPY 3.2 Bn.

DC's extensive knowledge of the fire protection and detection sector in Southeast Asia allowed us to quickly identify the likely buyers in this region, clearly articulate and tailor the investment story to each potential buyer and carefully manage the buyers for a successful bid to close the transaction.

Danske Bank is the largest bank in Denmark and one of the leading financial enterprises in northern Europe.

UTC, listed on New York Stock Exchange with a market capitalization of more than USD 100 Bn, provides a broad range of high-technology products and services to the global aerospace and building systems industries.

Guardfire is a specialist fire protection and detection organization focused on the high hazard and special risk industries such as petrochemical, oil, gas, offshore, power generation, semiconductor manufacturing industry, aviation, and industrial plant.

Guardfire was founded in 1990 and was acquired by Kidde group in 1999. Kidde group was, in turn, acquired by UTC in 2005 and as a result, Guardfire became a part of UTC's Fire

and Security group.

TK, listed on Tokyo Stock Exchange, is a trading company specializing in electronics equipment, software, and semiconductors. It provides information networks, industrial products, surveillance systems and automated mailing systems. It also provides installation, maintenance, management services for its product.

In 2011, TK acquired Tyco Fire, Security & Services Thailand from Tyco International to expand into fire protection and security solutions for residential, business, and governmental customers in Thailand.

By acquiring Guardfire, TK was able to immediately expand its fire protection and detection expertise and its customer base to blue-chip customers in power, petrochemical, oil & gas plants in Thailand and the rest of Southeast Asia.