

DATE

January 14, 2022

SECTORS

Industrials

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Raúl J. Julián

Managing Director



Ignacio López

Director

DC Advisory advised Kartesia on the sale of Pretersa to Cementos Molins



Background

- Based in Spain, Pretersa specializes in the design and engineering, production, transport, and installation of precast concrete buildings for a range of different industries, including logistics, retail, manufacturing, and the growing residential market
- Pretersa operates from three manufacturing plants located in Teruel, Jaén and Segovia, and operates in the Spanish and French markets
- Kartesia first invested in Pretersa in 2015, and has supported the growth of Pretersa with additional financing over the years

Process

- DC Advisory (DC) was engaged by Kartesia, a European specialist provider of capital solutions for small and mid-sized companies, to provide strategic advice, which resulted in the sale of Pretersa
- DC worked closely with management and shareholders to prepare Pretersa for sale and allow a high degree of engagement in the process
- DC provided comprehensive financial and strategic advice, including process strategy and tactics, due diligence coordination, and close support in negotiations and transaction documentation

Outcome

- In January 2022, Precon, a subsidiary of Cementos Molins, acquired Pretersa
- DC ensured all work streams were successfully completed in a timely manner, and the team's extensive experience in the Industrial sector and senior involvement were key in the success of the transaction
- The sale of Pretersa to a strategic buyer reflects the successful business built under Kartesia's stewardship and signals the opportunity for continued growth

We decided to engage DC given their vast experience in the prefab construction sector in Europe, having advised most of the relevant transactions over the past few years. It has been a pleasure to work with the team led by Raúl and Nacho, whose insights, expertise and strong support over every phase of the process have resulted in a successful transaction. The integration of Pretersa in a leading global building material group such as Cementos Molins is a milestone and confirms the further potential growth in the end markets.

Tomás Neuhaus, Investment Director, Kartesia

We are delighted to have helped Kartesia on the sale of Pretersa. This acquisition demonstrates DC Advisory's expertise in the prefab sector and our ability to run bespoke processes, resulting in excellent outcomes for our clients.

Raúl J. Julián, DC Advisory Spain