DC Advisory advised Guzman Global on the sale of a majority stake in Guzman Polymers to Hromatka

DATE

July 31, 2020

SECTORS

Industrials

DEAL TYPE

M&A Advisory

DEAL LOCATIONS

DEAL TEAM

César García
Managing Director

Carlota Hernandez-Antolin
Vice President

GUZMAN GLOBAL

GUZMAN POLYMERS

Hromatka Group

Background

— Based in Valencia, Spain, Guzman Polymers is a leading distributor of polymers for varying industries in Southern Europe

— The company is a subsidiary of Guzman Global, a family-owned group that distributes raw materials, with over 80 years of history

— Guzman Polymers has sales of €180m, distributing 80k tons of plastics and employing 125 professionals

— Hromatka, an Austrian organisation founded in 1969, is also a family-owned business engaged in the distribution of polymers, with leading presence in Central and Eastern Europe

— The companies' relationship dates back 15 years and both share a similar business philosophy

Process

— DC Advisory (DC) was engaged by Guzman Global to act as financial advisor to provide sell-side M&A advice on the sale of a majority stake of Guzman Polymers

— The terms of the agreement were set in 2019 and the impact of the Covid-19 pandemic accelerated the process

— DC provided comprehensive financial advisory services to Guzman Global throughout the sale process including:
  — process strategy and tactics
  — due diligence coordination
  — deal structuring
  — financial modelling and valuation
  — support in negotiations
  — advice on transaction documentation

Outcome

— Under the agreement, Hromatka acquired a majority stake of Guzman Polymers

— The groups complement each other in terms of geographical coverage, product portfolio and suppliers

— This transaction represents the creation of a European leader in the distribution of polymers

— DC ensured all work streams were successfully completed in a timely manner

— DC Advisory's extensive experience in industrial operations, and its excellent international capabilities, were key in the success of the transaction