

DATE

January 07, 2021

SECTORS

Industrials

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



David Benin
Co-CEO



Nicolas Cofflard
Managing Director



Pierre Lalizou
Director

DC Advisory advised TowerBrook Capital Partners on the acquisition of Consolis Rail

TOWERBROOK



Background

- Consolis Rail is the leading European designer and manufacturer of value-added concrete products for rail infrastructures, including sleepers, bearers for switches and crossings, catenary foundations and level crossings
- As a wholly-owned subsidiary of Consolis Group within the transportation and utilities division, Consolis Rail has established itself as a privileged partner of mainline network operators, municipalities and EPC contractors
- Consolis Rail has successfully expanded its geographical footprint and is now operating across 10 countries in Europe, generating close to €200m revenues (o/w 80% outside France)

Process

- DC Advisory (DC) acted as exclusive financial advisor to Towerbrook Capital Partners (Towerbrook) on the acquisition of Consolis Rail
- The acquisition of Consolis Rail remains subject to customary regulatory approvals and is expected to be completed by March 2021
- DC also assisted TowerBrook in obtaining a dedicated financing package, provided by a unitranche lender, early in the process with a restricted tailored approach, thus securing a firm funding well ahead of the bid

Outcome

- Following an exclusivity period, TowerBrook took control of Consolis Rail in December 2020 via a carve-out from the Consolis Group
- TowerBrook aims to provide the Consolis Group with the means to strengthen its leadership position in the existing geographies, expand in new geographies and diversify its product portfolio
- This is the 15th transaction advised by DC Advisory in the railway industry over the last 7 years