

DATE

July 11, 2018

SECTORS

Industrials

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Vidal Israel

Managing Director

DC Advisory advised Acoustic & Insulation Techniques on the sale of a majority stake to Talde Private Equity



Background

- Acoustic & Insulation Techniques (AIT) is a leading manufacturer of acoustic insulation materials, mainly for the automotive sector, serving the most relevant Tier I players
- With over 60 years of experience and based in Barcelona
- AIT's main objective for the next few years is to consolidate itself as a global partner for its clients, offering new developments with the best service on a global basis. In that sense, AIT operates a production site in Spain and since 2016 another one in Poland, where it started the internationalisation process
- Talde Private Equity is a Spanish investment firm with more than €170m under management and over 40 years of experience. Since 1976, it has participated in more than 160 investment projects supporting in the expansion and consolidation phase in industrial and services sectors

Process

- DC Advisory was engaged by the shareholders of AIT as exclusive financial advisor to conduct a competitive sale process
- DC Advisory worked very closely with the management and shareholders to prepare a full auction process addressing both trade and financial investors

Outcome

- Talde Private Equity agreed to acquire a majority stake of AIT, with the founding partners staying as shareholders and as managers of the Company to lead the next growth phase
- With the shareholding reinforcement, AIT intends to continue the international expansion, which will be accomplished with the opening of a third production site in the USA in September 2019, from where the entire NAFTA area will be served
- This transaction is a perfect illustration of DC Advisory's model of supporting clients to successfully achieve a capital reorganisation with financial sponsors. It also strengthens its expertise in the automotive sector