

DATE

January 01, 2015

SECTORS

Infrastructure

DEAL TYPE

M&A Advisory
Debt Advisory & Restructuring

DEAL LOCATIONS



DEAL TEAM



Stefan Jaecker
CEO



Moritz Müller
Managing Director

DC Advisory advised First State Investments on the acquisition of Helsingborg–Helsingør ferry rout from Scandlines and Stena



Scandlines operates short distance ferry routes between Denmark and Germany; Stena has activities spread across several sectors including ferry routes, shipping, offshore drilling, property, recycling, environmental services and trade.

The Helsingborg-Helsingør ferry route owns 5 ferries and operates high frequency passenger and freight services between Sweden and Denmark as part of a 50:50 joint venture between Scandlines and Stena.

DC was engaged by First State Investments ("FSI") to provide M&A and debt advice on the acquisition of the ferry route. The transaction was executed on a bi-lateral, non-competitive basis secured by FSI's level of understanding of the asset and facilitated by DC's previous involvement and sponsor relationships.

The DC team ran a focused M&A and debt process, targeting key financing providers to arrange the debt facilities and assisting FSI in conducting extensive due diligence and financial analysis on the Helsingborg-Helsingør route.

A robust, infrastructure-like financing package was delivered, despite limitations on access to lenders due to vendor concerns around confidentiality.

On 9 January 2015, Scandlines and Stena announced signing of the agreement relating to the sale of the Helsingborg-Helsingør route to First State Investments.