

DATE

January 19, 2024

SECTORS

Industrials

DEAL TYPE

M&A Advisory

Asia Access

DEAL LOCATIONS



DEAL TEAM



Philipp Sebbesse

Managing Director



Tosh Kojima

Managing Director



Matthias Fritzsche

Executive Director



Keiichiro Izawa

DC Advisory advises Yamaha Motor on its acquisition of Torqeedo from Deutz



Background

- Yamaha Motor Co., Ltd. is a world-leading manufacturer of mobility solutions, including motorcycles, marine products such as boats as well as outboard motors, industrial machinery, and other related innovative transportation solutions
- Yamaha Motor's Marine Division is one of the leading manufacturers of outboard drives in the world, with an ambition to become a leader in the fast growing market for electric propulsion
- Headquartered in Germany, Torqeedo is a pioneer in the field of electric marine propulsion and offers a wide-ranging lineup of products, from electric outboard and inboard motors to batteries and various other accessories
- Deutz AG today announced the repositioning of its Green segment as part of its recently introduced "Dual+" strategy. This involves the realignment of the development of alternative drives and a new strategic partner for Torqeedo, its technology platform for electric drives for boats and ships

Process

- DC Advisory was engaged by Yamaha Motor to provide buy-side M&A and strategic advice on all aspects of the transaction and was able to deliver a successful outcome for Yamaha Motor within a competitive sales process
- DC Advisory leveraged its extensive experience in cross-border transactions and deep sector knowledge to assist Yamaha Motor throughout the entire process

Director

UN SDG ACTIVITY



Outcome

- In January 2024, Yamaha Motor entered into a definitive agreement to acquire Torqeedo
- The parties agreed to keep information regarding the purchase price confidential
- The transaction is subject to customary closing conditions
- This acquisition should strengthen Yamaha Motor’s development capabilities in the electric field of its Marine CASE strategy and forms an important step in its efforts to achieve carbon neutrality in the marine industry
- The transaction illustrates DC Advisory’s expertise in the Industrials space and strengthens the firm’s track-record in advising on cross-border landmark transactions

“We are excited to be in the position to create our future together with Torqeedo. DC Advisory’s expertise and guidance throughout the process steered us in the right direction. Philipp and his team are always motivated and willing to understand what we want to achieve, and never hesitate to do what it takes to lead us there. It was a pleasure and a joy to work with the DC Advisory team on this acquisition.”

Tack Kitanaka
Head of Legal & Intellectual Properties, Yamaha Motor

“We are very happy to have advised Yamaha Motor in this interesting and strategically compelling transaction, and wish Yamaha Motor and Torqeedo all the best in combining their strengths and power in this promising market”

Philipp Sebbesse
Managing Director, DC Advisory