

Acquisition experience

- **British Utility Company:** our Client was interested in acquiring a strategic investment in a Czech Water Company. Alpha researched the options, arranged meetings and assisted with negotiations. One of Alpha's current partners concluded the investment and became the Investor's representative on the Supervisory Board
- **American Automotive Supplier:** Alpha recognised that one of the Czech suppliers of light bulbs and miniature lighting systems might be of interest to a foreign investor. Our search resulted in a USA based miniature lighting company, a global supplier of automotive lighting, entering the tender process for the Czech company
- **UK Manufacturing Company:** high labour costs and poor productivity coupled with key customers moving into mainland Europe led to a search for an acquisition in the Czech Republic. Several candidates were identified and studied in depth. Negotiations were not completed because the target companies were not willing to sell completely and because it was clear that setting up a new wholly owned production facility was a better investment. Alpha managed the new business venture from feasibility study to completion
- **UK Electronics Company;** in order to attract skilled assembly workers for an increasing work load, our client considered acquiring a company offering similar skilled workers. Detailed study showed that a new facility would provide better long term expansion prospects and Alpha was commissioned to locate the most suitable new facility and to manage all aspects of setting up a new company in the Czech Republic, recruiting staff and workers and obtaining significant investment grants
- **Wholesaler of Envelopes, UK:** our client was interested in securing supplies of envelopes for his growing UK business by acquiring a Slovak supplier. After an evaluation of the target business, it was decided that a German partner would make the acquisition which was successfully concluded
- **Hygiene Products UK:** Our client was interested in both lower cost of production and access to Central European markets. Alpha identified possible candidate companies in Poland, Czech Republic, Slovakia and Hungary and after evaluation assisted in negotiations with a Polish company. No acquisition resulted because complete purchase was not available but a sales channel was opened and a 4000 m² factory built in the Czech Republic managed by Alpha from location to post implementation
- **Dry Cleaning Business, Czech Republic:** our client operated a dry cleaning business in Prague through more than 100 own shops and Agents. Cleaning was carried out centrally in a factory in the Prague suburbs. Our client wished to exit the business that had been developed from scratch. Potential UK, French and Czech targets were approached and full details disclosed. The result was the sale of the business to a Czech company and the separate sale of the valuable property to a developer
- **Pharmaceutical Manufacturer, Finland:** Alpha worked with a Swedish M&A consultancy to identify target companies for an acquisition in Central and Eastern Europe. Several companies were short listed and an acquisition made in Hungary