



**Grand Eagle, Inc.**  
Multiple Investor Groups  
Provider of maintenance and repair services for motors, switchgear and transformers

Sale of Grand Eagle (USA)

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*Brown Gibbons Lang & Co. advised Grand Eagle*

**Ingersoll Germany**  
Herkules GmbH  
Manufacturer of machine tools and computer numerical controls (CNC)

Sale of Ingersoll Germany (USA, Germany)

 globalM&A

*Brown Gibbons Lang & Co. and InterFinanz advised Ingersoll International, Inc.*

**Enermet**  
Bayard Group  
Supplier of automatic meter reading (AMR) and load management systems


Acquisition of Enermet (Finland, Australia)

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*Aventum Partners advised Bayard*

**Cewe Instrument AB**  
PRI Limited  
Manufacturer of precision energy meters


Sale of Cewe Instrument (Sweden, UK)

 globalM&A

*Arctos Mergers & Acquisitions advised Cewe and its shareholders*

**Vickers Electronics Systems (Eaton)**  
Siemens AG  
Vickers Electronics S.p.A. (Eaton)  
Moog, Inc.

Sale of CNC controls, motors, drives and servo systems businesses (USA, Italy, Germany)

 globalM&A

*Brown Gibbons Lang & Co. advised Eaton Corporation*

**Rohrback Cosasco Systems, subsidiary of Corpro Companies**  
J.S. Technical Services Co., Ltd.  
Provider of advanced sensors and instrumentation & control solutions

Sale of Rohrback Cosasco Systems (USA, Thailand)

 globalM&A

*Brown Gibbons Lang & Co. advised Corpro Companies, Inc.*

**Indus Holding AG**  
Okin GmbH  
Manufacturer of direct current motors

Sale of Indus Holding (Germany)

 globalM&A

*InterFinanz advised Indus Holding AG*

**Power Tool Business Unit of Eaton Corporation**  
Tyco International, Inc.  
Manufacturer of electrical trigger switches

Sale of Power Tool Business Unit of Eaton Corporation (USA)

 globalM&A

*Brown Gibbons Lang & Co. advised Eaton Corporation*

**Eberle GmbH**  
Invensys plc  
Manufacturer of ambient temperature controls, switchgear and relays

Sale of Eberle (Germany, UK)

 globalM&A

*InterFinanz advised Eberle GmbH*

**ACE**  
THE GLOBAL M&A  
AUTOMATION, CONTROLS & ELECTRICAL  
PRODUCTS AND SERVICES TEAM



### Introducing Global M&A

Global M&A is a partnership of many of the world's most successful independent M&A advisory firms focused on the middle-market.

Within Global M&A, over 30 partner firms work together on an exclusive basis to deliver seamless advice to clients' local and cross-border deals in as many countries across Europe, the Nordic Region, North and South America and the Far East.

Global M&A's focus on deals with values of between €20m and €250m makes us the compelling solution for major groups, private equity investors and entrepreneurs seeking advice on middle-market deals with a cross-border dimension. We bring more local value to international deals and more international value to local deals than is possible for most other investment banking firms, which tend to be either global or local.

### ACE: Our Worldwide Team Dedicated to the Automation, Controls & Electrical Products and Services Industries

Global M&A's ACE team provides you immediate access to a unique depth and breadth of industry knowledge and experience in ACE markets, both within your local market as well as globally. The ACE team has accumulated direct and personal contacts with many of the leading private and public companies around the world that provide electrical products, instrumentation & controls, and automation solutions, thereby facilitating access to relevant buyers and providing deal flow for acquisitive groups and private equity investors.

Automation, controls & electrical products and services is a vast and highly technical industry. The ACE team understands the product/industry/application/client profile of your business vis-à-vis the market and has the expertise to recommend the best fit, industrially and commercially, to maximize value. Our expertise ranges from electrical products such as sensors, circuit breakers, transformers, motors and drives to PLCs, servo systems, machine tools and distributed control systems.

A deep understanding of the industry and major market segments enables us to create - quickly and efficiently - a well-informed, highly-targeted "short list" of relevant acquirers or investors (for sellers) or target companies (for buyers). Importantly, when contacting parties with an opportunity, we are able to communicate all of the potential advantages of doing a deal by "speaking their language." We value businesses from a position of extensive experience in completing comparable deals and are skilled in negotiating optimal transaction structures.

The successful completion of any cross-border M&A, capital raise, and/or restructuring mandate depends upon your advisor's ability to manage multiple transactions, issues and dialogues across many different jurisdictions, while leaving you to focus on the day-to-day management of your own business. Global M&A provides you with a single point of contact with a seamlessly integrated cross-border deal team that you can rely upon to complete your deals effectively, efficiently and professionally.

## THE GLOBAL M&A PARTNERSHIP



## ACE THE GLOBAL M&A AUTOMATION, CONTROLS & ELECTRICAL PRODUCTS AND SERVICES TEAM

Our partners have completed over 700 deals with an aggregate value exceeding €15bn since 2000, including:

- Company sales and divestment programmes
- Acquisitions
- Buy-outs, buy-ins and private equity transactions
- Fund-raising and IPOs

For further information on Global M&A, our partners and international reach, please visit [www.globalma.com](http://www.globalma.com).

### Sector Teams

Global M&A has gathered industry specialists from individual partner firms into integrated global sector teams, leveraging our deeply-embedded expertise gained locally and internationally across many years of deal-making.

Our sector teams work together to share knowledge, exploit contacts and create proprietary deal opportunities for acquisitive groups and investors, while giving potential vendors direct access to senior decision-makers on a focused short-list of potential acquirers around the world.

Clients benefit from:

- ~ Multinational teams of seasoned deal makers providing a seamless cross-border service
- ~ Centralised industry-relevant knowledge on:
  - Industry trends and issues affecting deals
  - Prevailing valuation and deal structures
  - Acquirer/investor strategies
  - Buyer's specific acquisition criteria
  - Access to decision makers at groups and investment houses around the world

### Completed transactions and industry experience include the following segments of the ACE industry:

#### Product & Service Categories

- Instrumentation
  - Sensors, Relays & Switches
  - Encoders & Tachometers
  - RFID
  - Meters
- Controls
  - Programmable Logic Controllers
  - SCADA & Remote Monitoring
  - Factory & Building Automation
- Power Generation
  - Generators
  - Substation Equipment
- Power Transmission
  - Generators
  - Uninterruptible Power Supplies
- Power Distribution
  - Circuit Breakers & Switchgear
  - Motor Relays & Starters
- Power Conversion
  - Power Supplies & Converters
  - Variable Frequency Drives
  - AC & DC Drives & Systems
- Motors
  - AC & DC
  - Servo & Stepper

#### Mechanical Power Transmission

- Ballscrews, Slides & Positioning Tables
  - Bearings and Gears
- #### Hydraulics & Fluid Power
- Pumps & Motors
  - Actuators & Cylinders
  - Assembly & Test

#### Industries & Applications

- Aerospace & Defense
- Appliances
- Assembly & Test Systems
- Automated Inspection
- Automotive
- Food Processing
- Glass Making
- Machine Tools & CNC Systems
- Material Handling
- Medical
- Metals & Wire
- Pharmaceutical
- Plastics & Rubber
- Printing & Labeling
- Pulp & Paper
- Robotics
- Safety & Security
- Transportation
- Utilities
- Water & Wastewater

Contact:

Please visit the ACE sector team area of the Global M&A website at [www.globalma.com](http://www.globalma.com).