



DEAL FACTS

Date	November 2005
Type of Transaction	Company Sale
Sector	Construction Services
Deal Value	€140 million
Global M&A Partners	Brown Gibbons Lang & Company "BGL" (USA) InterFinanz (Germany) Livingstone Guarantee "LG" (UK)

THE TRANSACTION

German-based Hünnebeck Group GmbH ("Hünnebeck"), a portfolio company of Sun Capital Partners, Inc. ("SUN"), has been sold to Harsco Corporation ("Harsco" NYSE: HSC), a global diversified industrial services and products company. Harsco acquired all of the stock of Hünnebeck for €140 million.

Hünnebeck attracted a high level of interest from both global financial and strategic buyers due to the company's strong international market presence and excellent growth prospects. In August 2003, Hünnebeck was acquired by SUN from ThyssenKrupp AG and in a short period of time the company's management team and owner positioned the company as a stand-alone entity with impressive financial results and strong prospects for growth.

- BGL identified the opportunity based upon its close relationship with Sun Capital Partners and access to the US strategic and financial buyer universe and marketed the transaction to US and other non-European potential buyers.
- InterFinanz marketed the business throughout Europe, provided on the ground support and management of the process including the handling of all interested buyers in the more advanced stages of the process.
- LG provided advice to BGL and InterFinanz concerning possible European financing sources and structures.

THE COMPANY

Founded in 1929, Hünnebeck is today Europe's third largest provider of highly engineered construction formwork and scaffolding access equipment services with more than 60 branches and depots in 12 countries. Based in Ratingen in Germany Hünnebeck's annual revenues of approximately €150 million include close to 75 per cent from Western Europe, including Germany, France, Italy and Scandinavia, with the remainder generated from export sales and emerging markets in Eastern Europe and the Middle East.

GLOBAL M&A

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Website

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