



DEAL FACTS

Date	April 2005
Type of Transaction	Acquisition
Sector	Mechanical engineering/pump manufacturing
Deal Value	ND
Revenue of target	€50 million
Revenue of buyer	€535 million
Global M&A Partners	Cross Border (Italy) & InterFinanz (Germany)

THE TRANSACTION

Interpump Group (IPG) acquired 100% of the shares of Hammelmann Maschinenfabrik GmbH, the worldwide leading manufacturer of very high pressure plunger pumps in April 2005.

Hammelmann's product range is the ideal complement to Interpump's range and as a result of the acquisition, IPG will gain access to the sophisticated, very high pressure technology sector currently dominated by Hammelmann.

Interpump appointed Cross Border and InterFinanz to acquire Hammelmann Maschinenfabrik GmbH.

- Cross Border was mandated by Interpump Group because they identified potential acquisition targets in Germany and convinced IPG that it was able to open up those targets together with its German Global M&A partner, InterFinanz in Düsseldorf.
- InterFinanz approached the shareholders of Hammelmann, and led the negotiations with the firm for several months. InterFinanz evaluated Hammelmann, defined the scope of due diligence work, coordinated the due diligence and supported the drafting of the sale and purchase agreement as well as the anti-trust filing documentation.

THE COMPANY

Interpump manufactures high-pressure water plunger pumps, hydraulic pumps, electric motors, and industrial cleaning equipment. In 2004, the group generated sales of €535 million, an increase of 6.7% compared to 2003. 51% of its sales are in Europe, 38% in North-America and 11% in other regions. Interpump Group is listed on the Milan Stock Exchange.

Giovanni Cavallini, Chairman of Interpump Group: *“Thanks to Global M&A's continuous efforts to build a trustful and efficient relation to Hammelmann's shareholders, IPG realised the opportunity to acquire the market-leader in very high pressure plunger pumps in a privately negotiated transaction. Global M&A's understanding of the cultural differences between an Italian stock listed industrial concern and a German family run medium-sized company, as well as Global M&A's skillful negotiation approach, helped us considerably to complete this strategically very important acquisition.”*

GLOBAL M&A

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