

**DEAL FACTS**

Date	July 2004
Type of Transaction	Company Sale
Sector	Chemicals (Manufacturing)
Deal Value	ND
Global M&A Partners	Livingstone Guarantee (UK) & InterFinanz (Germany)

THE TRANSACTION

Melos, a German-based supplier of specialist rubber compounds, was sold on behalf of its US owners, PolyOne Corporation by Global M&A's UK partner Livingstone Guarantee, in cooperation with German partner InterFinanz.

PolyOne appointed Livingstone Guarantee to handle the sale process owing to the firm's extensive experience in the rubber and plastics sectors and its international reach as a Global M&A partner. InterFinanz identified and guided the purchasers, advised on financing including the identification of suitable banks and supported the management team.

- Livingstone Guarantee advised on the sale of Melos, on behalf of its US owners, PolyOne Corporation.
- InterFinanz identified the ultimate purchaser, a European private equity fund and was involved in financing and the negotiations until closing of the transaction.

THE COMPANY

PolyOne is a major global plastics compounder and colour additives business with a turnover of \$2 billion. The group took the decision in 2003 to divest Melos as part of a strategy of focusing on its core plastics and colour business.

Jeremy Furniss, Partner of Livingstone Guarantee, commented: *“For a mid-market deal, the Melos project was highly complex, involving as it did decision-makers in Belgium, Germany, the UK and the US. Global M&A's ability to offer truly multi-national support to all the parties resulted in a tightly-run process and a very satisfactory result for the client.”*

GLOBAL M&A

Global M&A is widely recognised as one of the world's leading working partnerships of mid-market advisory firms focusing on cross-border, mid-market transactions with values between €25 and €500 million. The Global M&A partnership currently consists of 26 partners in financial centres spanning the globe. Partners have completed over 600 transactions with an aggregate deal value exceeding €10 billion since 2000.

Website

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