

Manufacturing

Making your transaction work!

Deloitte's Manufacturing Industry Team: all-round M&A adviser

Deloitte's Manufacturing Industry Team takes an integrated approach towards M&A transactions: our Integrated M&A Offering. Specialists in various areas provide you the knowledge, expertise and capabilities to execute your transaction in an optimal manner.

Deloitte's Manufacturing Industry Practice is comprised of more than 12,000 industry professionals across 45 countries. We provide professional services in the fields of Audit, Tax, Consulting and Financial Advisory Services to more than 85% of the manufacturing companies in the Fortune Global 500®. Also in the Netherlands, our Manufacturing Industry Practice is a leading player.

The Dutch Manufacturing Industry faces many challenges

The Dutch manufacturing industry is a tough and competitive market. Long-term success is dependent on innovation, creativity, flexibility, cost efficiency and sufficient scale of operations.

Key issues that Dutch manufacturers are facing include:

- Should we partner, merge or acquire to realise sufficient economies of scale?
- How to organise a successful sale of non-core activities?
- What are the (dis)advantages of moving production capacity to low cost countries?
- Should we consider outsourcing our (sub)assembly or other non-core activities?
- What are the pro's and con's of the alternatives regarding business succession?
- How will the current economic crisis affect us and our customers?

The ongoing consolidation will further shape the Dutch manufacturing industry in the coming years. The economic crisis will require many Dutch manufacturers to take measures to improve their financial position and survive this challenging period. At the same time, the crisis also offers interesting opportunities to improve the competitive position for companies that are alert, willing and able to act quickly and in a strategic manner.

By mastering your key issues timely, you will remain competitive and maximise the value of your organisation. Deloitte's Manufacturing Team can help you to stay ahead of your peers.

More information:

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Deloitte Financial Advisory Services

[Financial Advisory Services](#)

Gilde

has acquired

Royal Nedischroef

July 2007

Deloitte Transaction Services

acquisition due diligence services

[Financial Advisory Services](#)

Pegevo Beheer

was sold to

Punjab Chemicals & Crop Protection

August 2007

Deloitte Corporate Finance

acted as financial advisor to the vendor

[Financial Advisory Services](#)

Calpine Corporation

has sold

Thomassen Turbine Systems

to **Ansaldo Energia**

September 2006

Deloitte Corporate Finance

acted as financial advisor to the vendor

[Financial Advisory Services](#)

Royal DSM

has sold

Polychemlab

The on-site laboratory service provider for the Chemelot Chemical and Science Park

to **Intertek Group**

September 2006

Deloitte Corporate Finance

acted as financial advisor to the vendor

[Financial Advisory Services](#)

Egeria

has sold

Royal Van Lent

to
LVMH

September 2008

Deloitte Transaction Services

vendor due diligence services

[Financial Advisory Services](#)

Bencis Capital Partners

has acquired

Stork Prints

November 2007

Deloitte Transaction Services

acquisition due diligence services

[Financial Advisory Services](#)

AlpInvest

has sold

Itho Holding

July 2007

Deloitte Corporate Finance

acted as financial advisor to the vendor

[Financial Advisory Services](#)

HgCapital

has acquired

Fabory from

AAC Capital Partners

October 2007

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acquisition due diligence services

[Financial Advisory Services](#)

Solar

has acquired

Vegro

October 2008

Deloitte Corporate Finance

acted as financial advisor to the acquirer

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