

IMAP Netherlands advises on 3 deals in chilled transport sector

Although a global pandemic is affecting many areas of the global economy, mergers & acquisitions are still happening. IMAP has advised on no less than 3 transactions in chilled transport in the last few months.

Deal Highlights

IMAP Netherlands advised on:

- Merger of JP. Vis & Zn with Hartman Beheer B.V.

Hartman, a temperature-controlled transport company based in the Netherlands and specializing in the transport of fruit and vegetables to Scandinavia, merged with JP Vis & Zn. The merger is Hartman's second expansion in a short period of time, strengthening its network and maximizing the group's economies of scale.

- Buy-out of a minority certificate holder in Kempen Transport

IMAP Netherlands and HVG Law advised on the buy-out of a minority certificate holder in Kempen Transport, a company in the transport sector. The transaction offered both parties a solution. IMAP and HVG Law acted as advisors to the seller/minority certificate holder.

- Farm Trans bundling forces with ECS

Container transport specialist, ECS, is entering a partnership with Farm Trans. Farm Trans will now be able to focus on its Control Tower and on the road transport. This joining of forces will result in a total service package and provides opportunities to expand the businesses' range of services.

Hartman Beheer B.V.

Provider of conditioned transport
KERKENVELD, NETHERLANDS

Acquired



Provider of conditioned transport
NETHERLANDS

IMAP

ADVISED ON SALE OF COMPANY



Conditioned transport of fruit and vegetables
NETHERLANDS

Buyout of

Minority Shareholder

Conditioned transport of fruit and vegetables
NETHERLANDS

IMAP

ADVISED THE SHAREHOLDER

ECS

Intermodal logistics operator
BELGIUM

Acquired the Short Sea Activities of

FARMTRANS

Short sea transport and logistics activities
NETHERLANDS

IMAP

ADVISED ON SALE OF COMPANY



Market Outlook

- A consolidation trend is taking place, driven by cost increases due to, among other factors, a shortage of personnel
- Effective planning and full load handling are of the utmost importance
- Cost savings are essential in order to maintain the objective of profitability
- Digitalization is more important than ever

The temperature-controlled transport industry is highly fragmented, driving an increase in the need for mergers and acquisitions and (strategic) collaborations. Companies want to make use of economies of scale and synergy in the industry. Larger transport companies have a strong and extensive network, enabling them to benefit from more efficient planning and economies of scale and thus achieve higher returns in comparison to stand-alone companies. The market is expected to consolidate further, and large transport companies will distinguish themselves thanks to a strong network.

IMAP Approach

IMAP Netherlands has carried out extensive market research into the chilled transport industry. With its in-depth knowledge of the industry and its players, it is well prepared to advise on new opportunities.

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We are IMAP Netherlands, a corporate finance consultancy firm with a wealth of experience in financing, restructuring, buying and selling companies. We've got the best of both worlds: we're down-to-earth Dutch and part of a strong international partnership. We're especially strong in the mid-market, encompassing transactions from 5-250 million euros in all sectors. IMAP Netherlands is among the top M&A advisory firms in the Netherlands. Founded in 2005, we have completed over 250 (inter)national transactions.

We have 2 offices in the Netherlands: Amsterdam and Rotterdam.