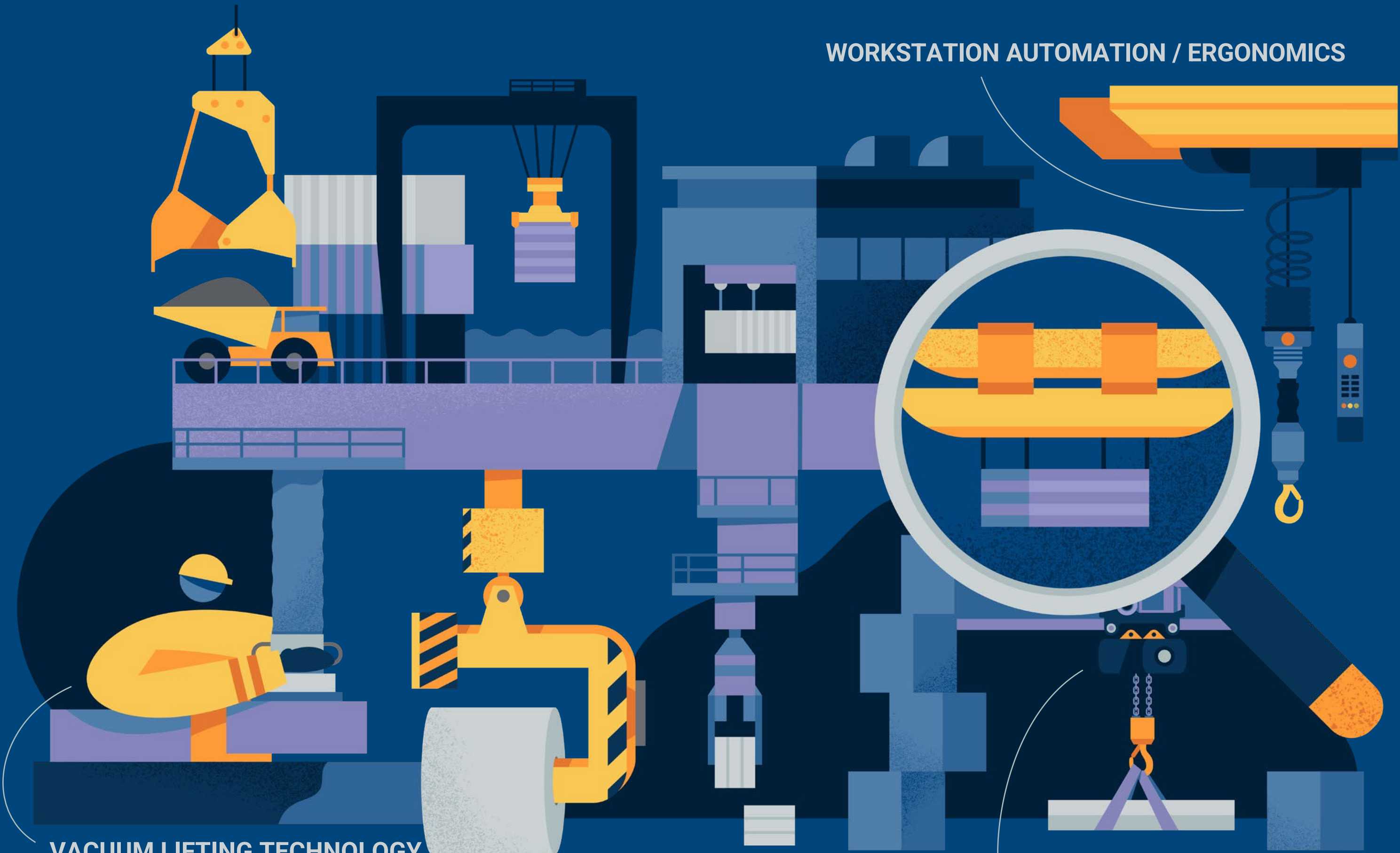


WORKSTATION AUTOMATION / ERGONOMICS



VACUUM LIFTING TECHNOLOGY

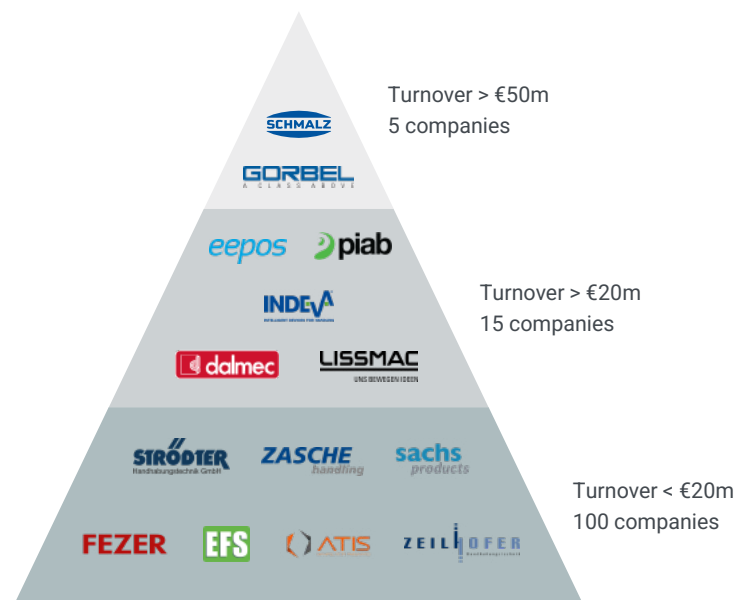
ELECTRIC CHAIN HOISTS

AQUIN

THE M&A EXPERTS IN HANDLING/ LIFTING

## COMPANIES IN THE HANDLING MARKET

The companies in the handling market are almost exclusively medium-sized. None of the companies has yet reached a dominant size such that one could speak of the existence of a handling "standard". Leading technology knowledge and internationalization will have a strong influence on the competitive structure in the future.

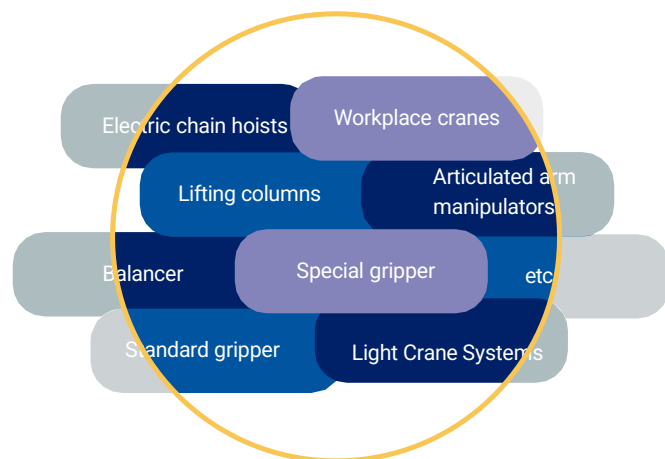


Handling market structure

## THE (FRAGMENTED) HANDLING MARKET

The handling market is difficult to define and remains to be quite fragmented compared to developed/consolidated markets with defined standard products and leading companies (e.g. industrial cranes).

On the one hand, some of the applications overlap, however, on the other hand, you will also find product groups that are not purely related to handling (e.g. chain hoists).



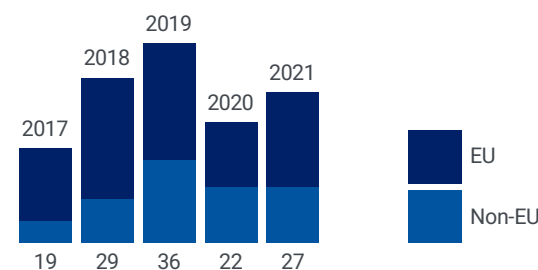
Handling market segments

## M&A MARKET ANALYSIS HANDLING

**The European handling market is in motion!** Deal activity in handling has increased significantly in the last six months. This is a clear sign that the handling market itself is not (yet) consolidated.

We expect M&A activity in handling to remain at a strong level, as the market structure is still in the discovery phase. This is also confirmed by the very low participation of financial investors in M&A activity (10% based on the last 5 years, n=133).

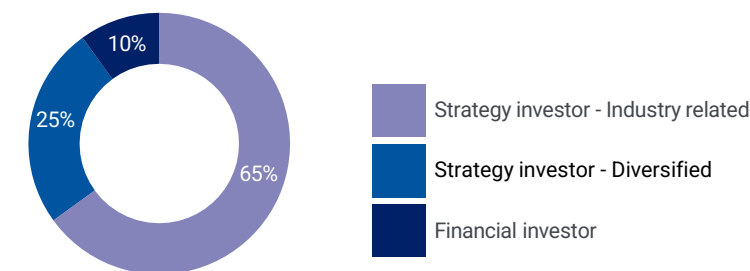
Strategic investors (e.g., PIAB, Schmalz) have now defined M&A as a clear growth strategy, as there is currently no dominant market player emerging in Europe within the small-scale competitive structure and among the many standards. It will be exciting to see to what extent consolidation progresses over the next few years.



Number of transactions: Focus Handling

## SELECTED TRANSACTIONS IN HANDLING

Date	Seller	Buyer	Details
03 / 22	🇸🇪 Binar Handling	🇩🇪 Schmalz	Strategic purchase, product expansion
03 / 22	🇺🇸 IMS	🇺🇸 DESHAZO	Strategic purchase
01 / 22	🇬🇧 Palamatic	🇩🇪 Schmalz	Strategic purchase
01 / 22	🇫🇷 Manut-LM	🇸🇪 PIAB	Strategic purchase, product/regional
12 / 21	🇪🇸 airpes	🇺🇸 Crosby Group	Buy&Build - financial investor KKR
10 / 21	🇺🇸 All-Lift Systems	🇺🇸 Dunes Point Capital	Entry of financial investor



Transactions by buyer group

## COMBINATION OF INDUSTRY AND M&A EXPERTISE



**Wolfgang Schorre**  
Senior Advisor Handling  
[schorre@aquin.com](mailto:schorre@aquin.com)

Wolfgang Schorre has over forty years of experience in the international crane, handling and hoist industry, including positions within ABUS, Konecranes and Movomech.



**Thomas Grauvogl**  
Managing Director  
[grauvogl@aquin.com](mailto:grauvogl@aquin.com)

Thomas Grauvogl has successfully managed M&A projects in the material handling sector, including Binar Handling / Schmalz and Voith / Eurocrane.



**Stefan Deuschl**  
Analyst  
[deuschl@aquin.com](mailto:deuschl@aquin.com)

Stefan Deuschl has already assisted in international transactions at Aquin in addition to his M&A experience gained at Airbus and Saxenhammer.

### CURRENT REFERENCE

Aquin exclusively advises:



On the sale to:



### Deal Key Points

Our handling team supported the Swedish Binar Handling Group as exclusive M&A advisor on the sale to J.Schmalz GmbH in March 2022.

### Logic

Binar Handling was seeking a partner to further expand its own market position in the increasing demand for ergonomic handling solutions and perfectly complements the Schmalz product portfolio with its electric manipulators, crane booms and end effectors.

### About Binar Handling Group

Binar Handling, with headquarters in Sweden and other locations in France, Germany, Turkey and China, has been developing ergonomic handling systems including manipulators (25 kg to 600 kg) and below-the-hook solutions since 1979.

## OUR INTERNATIONAL REFERENCES

> Active worldwide, with roots in the German-speaking region (70% of our deals are cross-border)



## REASONS IN FAVOR OF AQUIN

### Industry focus

Our expertise stems from 40 years of operational industry and consulting experience and successful projects within the handling, crane and hoist market: We identify the core values of a company in the sector quickly and make a convincing case in discussions with strategic and financial investors.

### Direct access to decision makers

We are personally acquainted with the decision-makers in the industry. This enables us to generate interest at the highest level and obtain quick feedback.

## WHAT WE DO FOR YOU

**Professionalism of an international advisory firm with the passion of an artisan.** Aquin is your expert for M&A specific issues in the material handling industry.

We have successfully advised on numerous acquisitions and sales of companies and solved important problems:

- > Acquisitions
- > Financing growth, fresh capital
- > Special situations (e.g. liquidity)
- > Succession solutions