

Case studies

Infrastructure M&A



- **Case study 5**

Client: SYSTRA – Major French railway engineering company – €800m turnover.

Objective: JV or acquisition of a Brazilian engineering company with a view to take part in rail infrastructure tenders.

- **Processes**

IBP worked with our Sao Paulo senior specialist as well as with legal and management staff to define our client's requirements. IBP collected background information and data, identified targets (long list, shortlist), carried out an audit and negotiations.

- **Outcome**

Acquisition of a \$60m sales engineering company in Sao Paulo

