

CROSS-BORDER TRANSACTION



Acquirer: PSA Marine Ltd
Client: Tramarsa (Grupo Romero)
Company Purchased: Tramarsa Flota S.A.



DEAL FACTS

Date	February 12 th , 2020
Type of Transaction	Company sale
Sector	Maritime and Offshore
Deal Value	-
Global M&A Partners	JBR (Netherlands), MacroInvest (Perú)

THE TRANSACTION AND GMAP'S DEAL INPUT

- Grupo Romero (owner of Tramarsa Flota) came to GMAP with the following question: in the consolidating global towage and port service market should we sell, merge or acquire?
- GMAP conducted a business case analysis, valuation and market survey of various transaction perimeters. We concluded that selling above a certain valuation threshold was most value accretive for the client.
- Following this strategic study, a competitive sale process was structured and executed, with PSA Marine being the final buyer.
- PSA Marine is a leader in the maritime sector since 1964. Headquartered in Singapore, PSA Marine provide multiple marine services and employ over 1800 employees worldwide. As part of the global supply chain, they have a presence in more than 10 countries across Asia, Middle East, Europe and Latin America today. This strategic move will strengthen PSA Marine's international towage and pilotage network.
- JBR and MacroInvest served as advisors to Tramarsa Flota in the 100% sale of the company to PSA Marine Ltd.

ABOUT TRAMARSA FLOTA

Tramarsa Flota S.A. (and its subsidiaries Naviera Tramarsa S.A. and Diving del Peru S.A.C.) is the leading maritime service company of Peru, providing towage, pilotage, launch boat and offshore services in 10 major ports along the Peruvian coastline. It owns 47 vessels, including 14 tugs, 22 launches, 11 support vessels and 3 ROVs for diving activities and other marine services.

GLOBAL M&A

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