

## Deal Announcement



October 24th, 2012

### goetzpartners advised GETRAG on the establishment of a joint venture with Dongfeng Motor Group

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| EUR 120,000,000   |
| GETRAG* established   |
| a joint venture   |
| with Dongfeng Motor Group<br>in the PRC   |
| F.R. China <span style="float: right;">Pending</span>                             |

\* goetzpartners' client

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On October 22nd, 2012, GETRAG and Dongfeng Motor Group Company announced that they have entered into an agreement for the establishment of the joint venture company, Dongfeng GETRAG Transmission Co., Ltd. in the People's Republic of China. Upon establishment, GETRAG and Dongfeng will each hold a 50% equity interest in the joint venture company.

With a total investment of EUR 120m, the newly established joint venture will research and develop, manufacture, assemble and distribute automotive transmissions and parts and components thereof as well as provide spare parts and after sales services for such transmissions by adopting advanced technology and management methods.

goetzpartners acted as M&A advisor to GETRAG in this transaction.

#### **About GETRAG**

GETRAG is one of the largest system suppliers for transmissions worldwide with approximately 12,500 employees at 23 locations. The company is headquartered in Untergruppenbach, Germany. The company develops and manufactures transmission solutions for the automotive industry. The transmission portfolio comprises manual, automated manual and dual clutch transmissions. GETRAG also offers a range of hybridization and electrification of transmissions. In 2011, GETRAG reached a turnover of EUR 3bn.

#### **About Dongfeng Motor Group Company Limited**

Headquartered in Wuhan, Dongfeng Motor Group Company Limited is the People's Republic of China's second largest automotive manufacturer in terms of production volume (2011: 3.06m vehicles). Dongfeng's principal products include commercial vehicles (heavy duty trucks, medium trucks, light trucks, buses and engines, auto parts and vehicle manufacturing equipment for commercial vehicles) and passenger vehicles (sedans, MPVs, SUVs and engines, auto parts and vehicle manufacturing equipment for passenger vehicles). Dongfeng has a number of successful joint ventures in the PRC with leading international OEMs (e.g. Honda, Nissan and PSA) and Tier 1 suppliers (e.g. Cummins, Lear and Visteon). Dongfeng is listed at the Hong Kong Stock Exchange and had sales of USD 18.6bn in 2011.

#### **About goetzpartners**

goetzpartners is a leading independent European consulting company that combines M&A (mergers & acquisitions) advisory and management consulting under one roof. With this unique service offering goetzpartners advises companies along their whole value chain, thus creating sustainable value for them. The Group is represented with offices in Munich, Düsseldorf, Frankfurt, London, Madrid, Moscow, Paris, Prague, Shanghai and Zurich, and maintains international cooperation ventures. goetzpartners CORPORATE FINANCE focuses on M&A advisory services. goetzpartners MANAGEMENT CONSULTANTS concentrates mainly on the fields of strategy, operational excellence, and business transformation.

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