



SUPER RETURN Middle East 2012 *The MENA Region's Largest Private Equity & Venture Capital Event*
10% Discount *50+ LPs Already Confirmed!*
 VIP Code: FKR2332MMNWB
 Fundraising & LP/ GP Relations Summit: 14 October 2012
 SuperReturn Middle East Main Conference: 15 - 17 October 2012
 Ritz Carlton, DIFC, Dubai

Home Intelligence Dealscope Deals League Tables Profiles PE Portfolio ECM corporate site >>

New Search | Last Search

Intelligence: Results

[Select Page][Deselect Page]

[Print Selected] [Print All] [Download Selected] [Download All]

<p>28/09/2012</p> <p>B.E.E. Team seeks buys in CEE, Germany and Austria, board member says</p> <p>Story</p> <p>Source Proprietary Intelligence</p> <p>Value GBP 32m (1H12 revenues)</p> <p>Stake Value more than 30% inclusive</p>	<p>B.E.E. Team, a listed Italian IT services group, is on the lookout for international targets across the CEE region as well as Germany and Austria, board member Carlo Achermann said.</p> <p>Management is in the process of launching a UK subsidiary which will work on identifying M&A opportunities, Achermann said. He pointed to Poland and Ukraine as attractive markets for expansion.</p> <p>Ideal targets are companies serving local banks or financial institutions owned by Italian banks. The plan is to generate an average EUR 6m-EUR 7m in annual sales from such operations, Achermann said.</p> <p>In a previous interview with this news service, Achermann's son Stefano, who acts as CEO, said that targets of interest should specialize in IT services or business consulting as well as operate in retail banking and credit card payment systems. Valuations will swing between 3x and 5x EBITDA depending on the targets' clientbases and services portfolios, as previously reported.</p> <p>According to Achermann, acquisitions in Italy are not on the agenda and there are no disposal plans in its three business units. The company is active in business consulting – a unit which was launched in 2008 and generated EUR 32m revenues in 2011 from its main clients Intesa, Unicredit, and BNL – IT services and Process and Document Management. B.E.E's client portfolio also includes Poste Vita (on a four-year contract), CNP, and Credit Agricole.</p> <p>B.E.E. competes with Accenture and partially H-P and McKinsey. It reported 1H12 revenues of EUR 39.7m with EBITDA of EUR 4.3m while earnings stood at EUR 0.1m.</p>	<p>Bidder B.E.E. TEAM S.p.A. TS DS</p> <p>Competitor Accenture Plc TS</p> <p>Competitor Hewlett-Packard Company TS</p> <p>Competitor McKinsey & Co</p> <p>Sectors Computer services Computer software</p> <p>SubSectors Data processing Hardware maintenance IT consulting IT training Operating systems and systems-related software Application software products Software development Systems integration</p> <p>Topics Market Entry</p> <p>Intel Type Bolt on/Opportunistic Cross Border Other</p> <p>Countries Austria Czech Republic Germany Italy Poland Ukraine</p> <p>Intel. Grade Confirmed</p> <p>Intelligence ID 1449621</p>
---	--	--

[Select Page][Deselect Page]

[Print Selected] [Print All] [Download Selected] [Download All]