



 Shared Knowledge
Brighter future

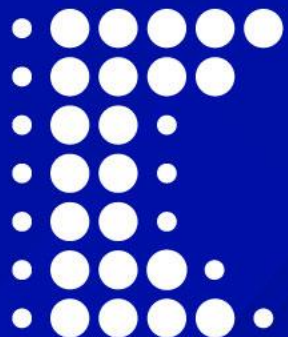
• Fall Online Convention

2020
M&A
WORLDWIDE
DEAL
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RICKITT MITCHELL / AETERNUS

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Please give a short description of the buyer and the seller involved in the transaction?

Buyer:

Radius Payment Solutions is

- Based in the UK, Radius is Europe's leading independent service provider to the fleet and logistics market.
- Established in the UK in 1990 and now operates throughout the world with offices in 14 countries.
- Reached over €2.7bn revenue and €100m EBITDA in 2020
- Backed by Inflexion Private Equity
- Employs over 1,000 staff globally and was ranked 23rd in The Sunday Times Top Track Companies in the UK in 2017.
- Offers a wide range of tailored services and products for fleets worldwide, including own brand fuel and corporate charge cards, telematics, vehicle insurance, telecommunications and market-leading web and smartphone applications, helping customers manage their business vehicles better.
- The largest re-seller of Oil company fuel cards in Europe.
- Transformed over the last 25 years from a UK fuel card provider with 20 network sites to an international fleet management solutions provider. Providing market leading fleet management solutions to businesses of all size across the world.

Seller/target:

Chargepoint Europe is:

- The leading developer of smart charging infrastructure. Strong belief that mobility could and should be sustainable. infrastructure solutions for electric vehicles.

Who were the other M&A Worldwide Advisors involved in the transaction and what was their role?

- Rickitt Mitchel: Kaine Smith: lead generator. Personal connection with Radius' Head of Strategy.
- Aeternus: Maurice Koopmans + Cathelijne Belien: define acquisition strategy, perform market analysis and search, initiate contacts with targets leading to negotiations and deal.

Who was the M&A Advisor in the transaction

- Finance (Radius own M&A team)
- Legal (Radius own M&A team)
- Strategic / commercial (Radius own M&A team)
- Financing (Radius own M&A team)
- Other (Radius own M&A team)

Give an impression of the deal complexity, e.g. hurdles, unexpected events, and the way these were taken care of, solved or renegotiated?

Complexity involved i) identifying the right target and ii) initiate contacts.

- The world is in the middle of a transition to more sustainable infrastructure and mobility solutions (e.g. electric vehicles). The sector is young, dynamic and fast changing, with sustainability and innovation as key success factors.
- In this dynamic sector, there are a large number of players, all with different (often mixed) activity profiles, at different levels of maturity, combining software, hardware, commercial and organisational value drivers.
- Given the market and target complexity, identifying the right targets to fit Radius' acquisition strategy therefore provided a number of challenges. Challenges that we managed to tackle in close cooperation with Radius' M&A team and operational professionals.
- In addition, since the e-mobility sector is considered as very 'hot' at the moment, we found out that targets were contacted very frequently by buyers and investors wanting to talk about M&A. In this extremely competitive field, by being professional and persistent, we managed to level with targets' owners and managers, providing a solid entry for Radius' professionals to take up conversations on M&A.

How did the cooperation between the M&A Worldwide lead to a better result for the seller/buyer?

The best way is to let our client answer this question, by means of the testimonial we received from Gavin Jones, Head of M&A at Radius Payment Solutions Limited, who said:

“Aeternus & Rickitt Mitchell through M&A Worldwide have played a significant role in supporting our international acquisition strategy, demonstrating deep sector knowledge, excellent local connectivity and an impressive global reach. Their hands-on approach and pragmatic advice make them a pleasure to work with and I’d highly recommend their services for cross-border mandates.”



On a personal note (Maurice): “from the start it somewhat felt as friends working on a lead, discussing the right approach, finding the right wording and conditions that Kaine knew would fit Radius’ needs and expectations. In this way we managed to bring together our proven M&A buy side expertise with the needs and expectations of the Radius M&A team. Fee split arrangements were a no brainer, as our main focus was always on how we could best help Radius and we were both more than willing to share success”.