

UK leader in robotic packaging joins a global leader in advanced industrial and packaging solutions

DEAL FLASH | FLEXIBLE PACKAGING, FOOD & BEVERAGE, INDUSTRIAL MACHINERY & COMPONENTS, ROBOTICS | AUGUST 2024

DEAL SNAPSHOT

Packaging With Robots Limited (PWR) announces a strategic alliance with Coesia S.p.A.

PWR is a leader in automated robotic packaging systems for the food industry. It serves segments such as bakery, confectionery, snacks and pet food, partnering with food industry producers to develop automated packaging solutions, and specializing in large multi-robot lines with vision systems and pick & place technology. With headquarters in Bellshill, UK, and operations in Ede, the Netherlands, PWR historically focused on Europe and Australia. It now aims to grow in North America, leveraging Coesia's experience and infrastructure to facilitate this expansion.

Coesia is a global leader in advanced industrial and packaging solutions. The PWR partnership will enable Coesia to expand its portfolio and provide a full line of automated packaging solutions based on robotics and vision systems. PWR will join Coesia companies ACMA, Volpak, RA Jones and FlexLink, and benefit from sharing knowledge and expertise across the group.

OAKLINS WAS INSTRUMENTAL IN FACILITATING THIS DEAL

Oaklins Evelyn Partners, based in the UK, acted as the lead advisor to the shareholders of PWR on the disposal of a minority stake. Oaklins Evelyn Partners also provided personal and corporate tax advice on the transaction.

“On behalf of PWR, I am delighted to commend the outstanding performance of Oaklins Evelyn Partners in our recent transaction. Their expertise and dedication ensured a seamless and successful outcome. Through meticulous planning, strategic insights and proactive communication, they navigated complex challenges and delivered exceptional results. This transaction is a testament to their professionalism and commitment to excellence.”

NICOLA MELLON
MANAGING DIRECTOR, PWR
UNITED KINGDOM

“We are excited to partner with PWR and work alongside its team. PWR's expertise in robotics and food industry applications will significantly enhance our portfolio. Together, we aim to provide a full line of innovative and integrated packaging solutions across various industries.”

ALESSANDRO PARIMBELLI
CEO, COESIA
ITALY

MARKET TRENDS & DEAL DRIVERS

There is a favorable outlook for the robotics sector due to the growing adoption of automation and advanced manufacturing solutions in a number of industries. Growth is being driven by the medical sector where robotic-assisted surgery is becoming increasingly popular, and by companies looking to save on labor costs by automating all or part of their warehouses.

M&A VALUATION ASPECTS

Financial details have not been disclosed.

Companies operating in the wider robotics market continue to be highly attractive acquisition targets for investors. The five-year rolling transaction multiples from the last 10 years show that valuation levels have been rising across all transaction sizes.

TALK TO OUR ADVISORS



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Iain is a partner at Oaklins Evelyn Partners. He has over 20 years of experience in leading corporate finance transactions for clients, from fundraising to buying and selling owner-managed businesses. Iain has worked on diverse projects in a range of sectors, management buy-outs, fundraising and disposals.

Paul is a director at Oaklins Evelyn Partners. He is a chartered accountant with 15 years' post-qualification experience, of which the last 13 have been as a member of the corporate finance team at Oaklins Evelyn Partners. His key areas of expertise are in automotive, tourism and TMT, having worked on several domestic and cross-border transactions in these sectors.



OAKLINS HAS CLOSED 438 DEALS IN FOOD & BEVERAGE AND 286 IN INDUSTRIAL MACHINERY & COMPONENTS

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