

## ARTHOS advises IQS Group on its sale to Scan Global Logistics

– Global expansion of the special solution provider for high-end automobile logistics –

**Munich, 2 January 2019**

Scan Global Logistics A/S completed today the acquisition of the leading special solution provider for high-end automobile logistics – the International Quality Service Group (IQS Group) based in Germany.

ARTHOS acted as exclusive financial adviser to the shareholder of IQS Group GmbH in this transaction. ARTHOS provided full M&A sell-side advisory services including analysing and approaching national and international potential strategic partners together with AICA partner firms and driving the subsequent M&A process including co-ordination of the due diligence and leading negotiations of commercial terms of all agreements. Our AICA partner DealHaus proposed and introduced us to the buyer in this strategic transaction.

“Selling his company is always a big step for the founding owner. Subsequently, finding the right partner for the company was a very difficult task,” comments **Norbert Wegener, co-founder and seller of the shares** of the IQS Group. Aligning personal perspectives with a prosperous future of the company is a fine line. “The targeted strategic buyer should perfectly fit into the globalization strategy of the IQS Group. Ideally, the seller and buyer would ultimately benefit from commercial synergies,” declares **Marc Oedekoven, Chairman of the IQS Group**. “During the search phase, the due diligence and the negotiations, the ARTHOS team has continuously provided great advice and support.”

“This acquisition is a natural strategic step forward in the ongoing progression and development of Scan Global Logistics internationally,” says **Allan Melgaard, Group CEO of Scan Global Logistics**. “IQS Group is a perfect fit in our strategy and enables us to take a position as one of the leading companies in the automotive industry. Germany is probably the number one country in the world in terms of high-end car manufacturers - many of which are also IQS Group customers. Obviously, that market and the know-how obtained via IQS Group is very attractive and enable us to grow in our existing market in China and the US.” He continues, “We believe that our existing and future automotive clients will experience major benefits from the expertise and insights pertaining to the high-end automotive market demands that we gain via IQS Group. On top of all this, SGL and IQS Group have similar values when it comes to customer care, the quality in our services as well as an entrepreneurial approach.”



has been acquired by



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**ARTHOS**

Sell side M&A advisory

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IQS Group caters to the special requirements of high-end automobile logistics and partners with a number of well-known high-end brands and manufacturers and will continue to operate under its present brand name.

### **About IQS Group**

The IQS Group is one of the leading logistics providers for special automotive transport by air and ocean. Founded in 1998, the delivery of cars to special testing events worldwide and exhibitions were driven by IQS Group's innovative logistic solutions. Offering support for worldwide infrastructural tasks linked to the organization and operation of testing projects in remote areas IQS has built a strong reputation ever since. The implementation of innovative ideas and the continuous development of own loading devices and procedures including high-secured warehouse facilities make IQS Group unique. IQS operates 5 offices in Germany, the US and Dubai.

**[www.iqs-group.de](http://www.iqs-group.de)**

### **About Scan Global Logistics**

Scan Global Logistics is a Nordic based full-service global freight forwarding provider with nearly 1300 employees working out of 96 offices in 26 countries, specialized in complex logistics solutions. The Group offers customers a wide range of global transportation and logistics supply chain solutions with a complete coverage on air, ocean and overland transportation.

**[www.scangl.com](http://www.scangl.com)**

### **About ARTHOS**

ARTHOS is an independent M&A advisory firm and specialist for digital media, IT and high-tech industries based in Munich. Since 2003, ARTHOS services customers on the buy- and sell-side regarding the acquisition or disposal of companies and business units worldwide. The partners of ARTHOS so far have successfully closed over 150 M&A transactions. ARTHOS is member of AICA – the global Alliance of International Corporate Advisers.

**[www.arthos.de](http://www.arthos.de)**

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