



## CORPORATE FINANCE, MERGERS AND ACQUISITIONS

# Deal announcement – Project Marathon

**The Mergers and Acquisitions team at FTI Consulting South Africa are delighted to announce the successful completion of Project Marathon.**

As exclusive Transaction Advisors to the sellers, the scope of our services included indicative pricing, preparation of sale marketing documentation, deal origination through the introduction of appropriate potential buyers (both trade and financial investors), facilitation of the due diligence and Q&A process, ongoing engagement with the selected preferred bidder throughout the extensive due diligence phase, support in final negotiations, assistance in finalisation of transaction legal documents to close the transaction.

**Sellers:**

Founding shareholders of Cargo Compass SA

**Target:**

Cargo Compass SA

**Investors:**

RMB Ventures and Bopa Moruo together with the Management Team

**Deal value:**

not disclosed

**The ultimate investors, a Private Equity Investor Consortium comprising RMB Ventures and Bopa Moruo, acquired a majority stake in the business, significantly improving the B-BBEE credentials of the business. They invested alongside a Management Team from the business. The original, founding shareholders both retain minority equity stakes in the business.**

## Client testimonial



*The FTI M&A team has walked with us step by step through this process, bringing their network relationships with both trade and Private Equity investors, industry experience and process understanding to each stage of the transaction. They have been actively involved and have added value consistently throughout the process, from the initial stages of performing an indicative valuation of our business, to identifying appropriate potential investors, to preparation of the relevant sale documentation and providing ongoing value enhancement in discussions and negotiations with potential parties. As an owner-manager, not having been through a transaction of this nature before, I value and appreciate the honest, efficient and professional approach of the FTI team every step of the way.*

**Sebastiano Iorio, CEO and Co-Founder**



**Cargo Compass SA**



### For more information contact



**John Geel**  
Senior Managing Director  
+27 83 460 8116  
john.geel@fticonsulting.com



**Donna Gray**  
Director  
+27 83 736 5529  
donna.gray@fticonsulting.com



### About FTI Consulting

FTI Consulting is an independent global business advisory firm dedicated to helping organisations manage change, mitigate risk and resolve disputes: financial, legal, operational, political & regulatory, reputational and transactional. FTI Consulting professionals, located in all major business centres throughout the world, work closely with clients to anticipate, illuminate and overcome complex business challenges and opportunities.

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