

Case study >

Brambles' acquisition of Pallecon

The deal > Brambles Limited's €135 million acquisition of CEVA Logistic's intermediate bulk container business, Pallecon.

Phases of project > M&A, competition

The highlight > The geographical aspects and multi-jurisdictional element of the deal created particular challenges.

Benefits > The Allens and Linklaters alliance allowed seamless coordination of legal teams operating in multiple jurisdictions.

'The deal not only demonstrated Allens' ability to service our clients efficiently and be commercially focused, as always, but really reflected what's good about the alliance between Allens and Linklaters.'

Vijay Cugati, Partner.

Regardless of time zones or the time of the year, the demands of a multi-jurisdictional deal often mean that the clock can't be stopped. Effective coordination between different offices, jurisdictions and legal teams is critical.

This timing and coordination was evident in the acquisition by Brambles Limited of CEVA Logistics' intermediate bulk container business, Pallecon, a deal worth €135 million (US\$177 million). Pallecon operates across Western Europe, Australia, New Zealand and Japan, providing intermediate bulk container solutions for the transportation of liquids in the food, cosmetic and chemical industries, and Brambles acquired the company with the aim of growing its intermediate bulk container operations worldwide.

Coordinated by teams in Sydney and London, lawyers from Allens and Linklaters offices across the world came together to work on this complex international transaction and support the negotiating team who had travelled to New York City, where Pallecon's private equity owners were based.

Allens advised Brambles on the competitive sale process, Australian competition law and regulatory aspects of the deal, and joined with Linklaters to advise on the matter's cross-border aspects.

Allens Partner Vijay Cugati, who, from Sydney, led the deal, along with Linklaters Partner James Inglis in London, said the international way in which the deal for the acquisition of Pallecon was done showed the international nature of today's business.

'The deal not only demonstrated Allens' ability to service our clients efficiently and be commercially focused, as always, but really reflected what's good about the alliance between Allens and Linklaters,' Vijay said.

The legal teams worked together seamlessly to present truly integrated client service, and they did so around the clock. The New York City negotiations were done within a tight timeframe, and the jurisdictional considerations were extensive and complex.

To make things even more challenging, the deal was done over the holiday period, with the sale and purchase agreement being signed on 16 December 2012 and the transaction closing simultaneously in Australia, the United Kingdom, the Netherlands and Germany on 2 January 2013.