



Client name:

United Motors AS

Field of business activity:

Sale of cars and light motor vehicles; maintenance and repair of motor vehicles; retail trade of motor vehicle parts and accessories. Real estate administration.

Services offered:

Transaction advisory, M&A (legal, financial and tax advisory)

Country: Eesti

„In business, it’s important to surround yourself with smart advisers, because you can’t be a specialist in all fields yourself. Purchasing a company is not our everyday activity and that’s why we picked Grant Thornton Baltic as our adviser. Our years of cooperation show that we made the right decision.

In autumn 2018, Grant Thornton Baltic provided consultation to us in a transaction in which we acquired the right to sell Peugeot and Hyundai vehicles in Estonia. We acquired AFT Capital OÜ, whose subsidiary Auto Forte Tallinn OÜ was the official dealer of Peugeot and Hyundai. Grant Thornton Baltic provided advice to us in dictating the conditions for the acquisition of the companies, determining the assets to be transferred, drafting of contracts and price negotiations.

We have a very high appreciation for Grant Thornton Baltic’s contribution in reviewing the contract of sale and the advisers’ attention to detail when it came to even the tiniest aspects when performing the due diligence of AFT Capital.“

Kristo Karilaid
Member of the management board
United Motors AS



In November 2018, Grant Thornton Baltic provided advisory services to United Motors for purchasing the Auto Forte Tallinn, distributor of Peugeot and Hyundai in Estonia.

Project

Grant Thornton Baltic advised AS United Motors in the following areas: conducting legal, financial and tax due diligence, advising the acquisition of business, including determination of assets transferred, drafting a wide range of agreements and notifications, advising the negotiations of the terms and price of the transaction and drafting the notice of concentration.

Result

As a result of the transaction United Motors has purchased the Auto Forte Tallinn OÜ, distributor of Peugeot and Hyundai in Estonia. Auto Forte is the official Peugeot and Hyundai dealer in Estonia, selling new and used vehicles and providing post-sale service.

Our advisors

Project was managed by Grant Thornton Baltic OÜ partner **Eneli Perolainen**, big contributions were made by our legal, tax and financial advisers **Aet Sallaste, Elis Vija, Kristel Tiits, Sander Adamson** and **Mikk Mägi**.

Eneli Perolainen

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