



Trade Sale of KT Automotive – October 2009



Transaction description

- Through three competitive stages of the transaction process Kistler established itself as the most suitable partner for KT Automotive
- The acquisition of KT Automotive makes Kistler a leading provider of crash measurement systems and significantly improves Kistler's competitive position in the crash measurement sector
- Through the sale of KT Automotive OHB Technology Group sold its entire automotive crash test business in line with its strategy to focus on projects and developments in the space segment
- Financial terms of the transaction remain undisclosed

VISCARDI Services

- VISCARDI supported OHB Technology Group (Prime Standard: OHB) as exclusive M&A adviser in the sale 100% of the shares in KT Automotive GmbH and its US and China based subsidiaries to Swiss based Kistler Group
- VISCARDI identified potential strategic and financial buyers, structured a competitive M&A process, supported the transaction negotiations and provided valuation analysis and deal structuring advice
- Tightened economic conditions led to increased complexity of negotiations. However, the transaction was closed at a very satisfactory result for the selling party

About Kistler Group

- Family-owned Kistler Group is a leading manufacturer of piezoelectric and piezoresistive pressure sensors, force sensors, torque sensors, accelerometers and the corresponding electronics and analysis software
- Kistler offers a comprehensive range of sensors and systems for engine development, automotive engineering, plastics and metal processing, installation technology and biomechanics
- A worldwide sales presence in the form of 25 group companies and 30 distributors ensures customer proximity, application support on an individual level and short lead times. With a staff of approx. 1,000, Kistler Group achieved revenues of CHF 215m in FY 2008

About KT Automotive

- KT Automotive GmbH is the global market leader for the development, manufacturing and marketing of data acquisition systems for automotive crash tests with a worldwide market share of approx. 70%
- As a high-end system provider, KT Automotive offers a comprehensive product portfolio covering all aspects of crash test data acquisition
- KT Automotive serves a high profile, well diversified customer base around the world including renowned OEMs such as Audi, BMW, GM Daewoo, Nissan, PSA and others