

Chain Asset Management Solutions Asset Management

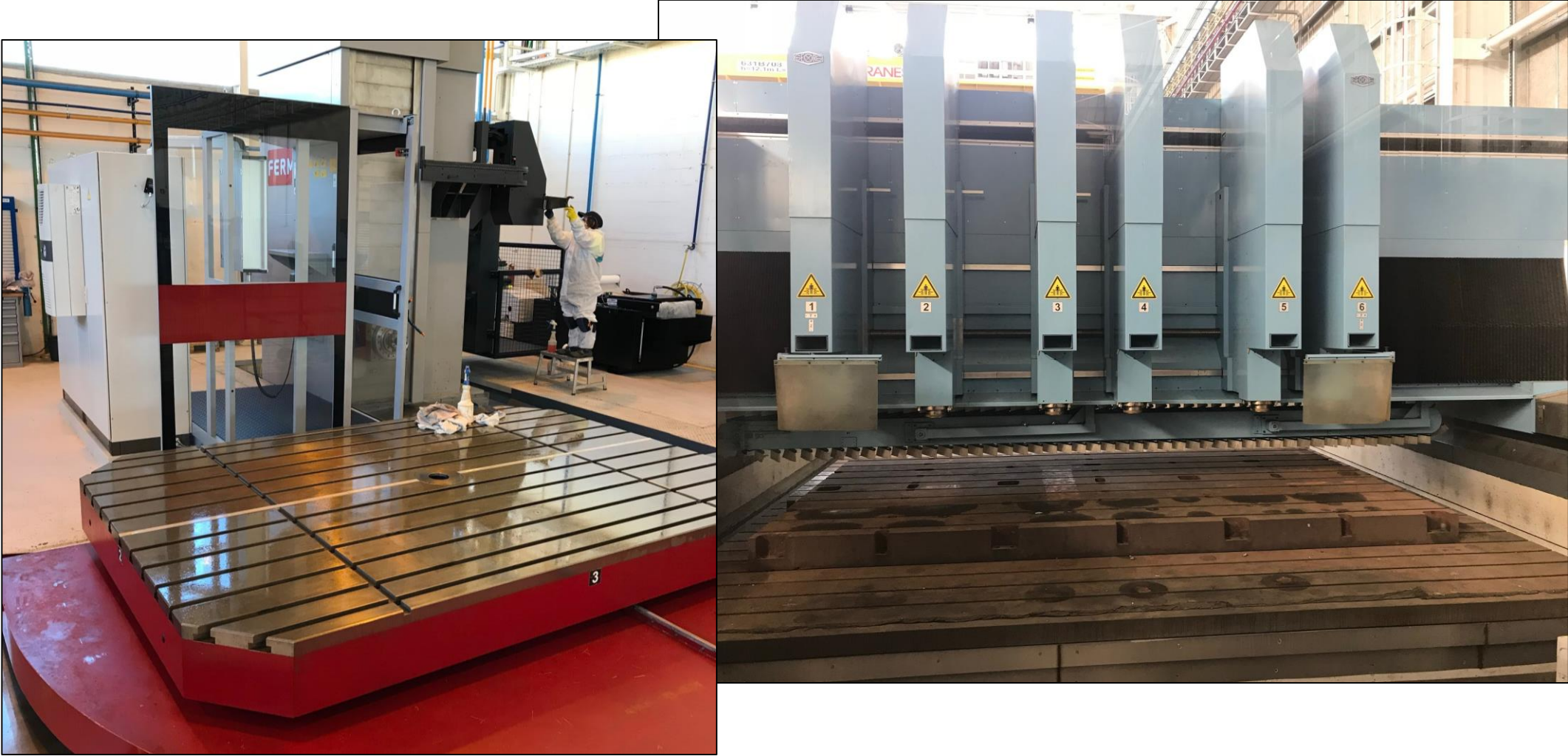
Setubal, Portugal

Customer Problem / Need: Customer initially marketed the entire facility for sale. They were unable to sell the facility as a whole, so the customer decided to redeploy their highest value assets to another facility in Dom Quat, Thailand.

Challenges: Unique customer specific equipment built for a specialized manufacturing process

Solution: Auction & Private Treaty (full facility closure)
Multi Channels sales process developed and executed which included private treaty and the on-line auction sales process

Outcome: The sales grossed €2.3MM for the customer. The process was completed 4 months, and in advance of the required timeline. The auction process exceeded the initial customer expectations by 53%.



Background and Timeline:

Waterway accessible facility south of Lisbon, Portugal, in a highly industrial peninsula. Former customer plant which closed in 2018. Customer faced challenges selling the plant as a whole manufacturing facility

Total Plant Area: 500k sq. ft.
Expense Budget: € 75k

Timeline:
Set-up: January 2019
Marketing: February 2019
Sale Date: 3/11/2019
Removal: 5/24/2019 (Main Auction) & 6/30/2019 (Large Machinery)
Completion: 6/30/19