

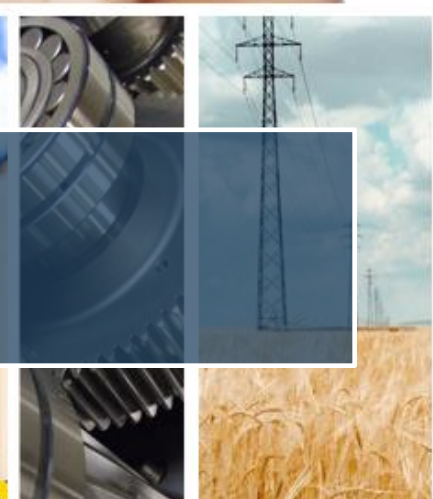
Zerbach & Company

Celebrating 10 Years  
2014 - 2024



# Company Presentation Zerbach & Company

2025



# Index

**3**

Zerbach & Company Overview

---

**4**

Our Services and Products

---

**6**

Zerbach & Company Team

---

**7**

Industry Advisory Board

---

**8**

International Track Record

---

**9**

Global Network

---

**10**

Transactions and References

---

**12**

Why Zerbach & Company?

---

**13**

Appendix: Case Studies

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# Zerbach & Company Overview

## Mid-Cap Focus

We are an independent, internationally active M&A and corporate finance advisory firm focusing on medium-sized companies. Our clients are predominantly owner-managed companies, international family businesses and financial investors focused on medium-sized companies as well as family offices.

## Long-term Continuity and Experience

Almost 100 professional years of accumulated corporate finance experience within the team. Unchanged constellation of the senior team for over 15 years. We are professional, dedicated, discreet and responsible.

## Transaction Sizes

We are specialists for company sales, company succession as well as company acquisitions with enterprise values between € 5 million and € 200 million.

## Power of Execution and International Track Record

Since 2014, we have successfully completed numerous cross-border transactions with companies and investors from 18 countries. More than 50% of our projects had an international dimension.

## Global Network of M&A Partners and Investors

Our international network gives us direct access to companies, investors and local expertise worldwide. Our databases include more than 3,500 financial investors and family offices as well as more than 800,000 companies around the globe.

## Exclusivity

We always advise exclusively in the interest of our client, either on the side of the buyer or the seller (no broker).

## Industry Advisory Board

We are supported by our advisory board of 10 experienced industry experts and entrepreneurs.

95+

years of combined  
Corporate Finance  
experience



56%

international  
transactions



60+

successful  
transactions  
since 2014



66%

sell-side and company  
succession mandates



15+

years in unchanged  
constellation



## Our Advisory Services



### Sell-Side M&A Advisory | Company Succession

We support in the implementation of company sales, sales of minority or majority stakes and succession arrangements, from early preparation for the sale (exit readiness) to the successful completion of the transaction.



### Buy-Side M&A Advisory

We support in the implementation of company acquisitions, from the development of an acquisition strategy, the identification and approach of potential target companies to the successful completion of the transaction.



### Debt Advisory

We provide full support in implementing a structured process for raising the optimal financing instruments, for example in the context of financing a company acquisition or a leveraged buy-out (LBO).



### Corporate Finance

We support with our knowledge in various tasks related to corporate finance, business model analysis and corporate management.



## Our Products



### Company Valuation

An essential question for the evaluation of possible alternative courses of action is the value of your company. We value businesses based on the valuation methods commonly used and recognized in M&A practice.



### Target Screening

For most companies, the identification of suitable target companies is a challenge, especially abroad. We support in the structured identification of suitable target companies for a takeover or strategic investment within the framework of the development of a "target list" with a predefined scope and procure the information and data necessary for an assessment.



# Zerbach & Company Team




**Leander Zerbach**  
Managing Director

+40 Years of  
M&A-Experience

Professional  
Experience



Education



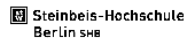
**Marc Bollinger**  
Managing Director

+20 Years of  
M&A-Experience

Professional  
Experience



Education




**Dr. Lars Junc**  
Partner

+15 Years of  
M&A-Experience

Professional  
Experience



Education



**Frank Eckertz**  
Associated Partner

+20 Years of  
M&A-Experience

Professional  
Experience



SAL. OPPENHEIM

Education



**Maximilian Castenholz**  
Associate

+2 Years of  
M&A-Experience

Professional  
Experience



Education



**Patrick Röhrborn**  
Analyst

+1 Years of  
M&A-Experience

Professional  
Experience



Education



## Industry Advisory Board



**André Barth**  
Construction, Smart Home

Founder and Managing Director of DuoTherm Rolladen GmbH (now part of Stella Group)



**Dr. Helen Fürst**  
Packaging

Managing Partner of Fürst Group  
President of the German Association of the Plastics Processing Industry (GKV)



**Jürgen Heidel**  
Automotive

Former Managing Director of SWA Technologies (Brückner Group)  
Advisory Board of Rico-Werk Eiserlo & Emmrich GmbH and Rico Druckluftanlagenbau GmbH



**Markus Klöpfer**  
Logistics

Managing Director and owner of alpha logs GmbH



**Paul Kraut**  
Consumer Goods, VC Capital

Shareholder of toy figurine manufacturers in China and North Africa as well as angel investor in various start-ups  
Former shareholder of the toy manufacturers Boxine GmbH (now Tonies SE) and Schleich GmbH



**Alexander Mesdagi**  
Textiles, Manufacturing

Former shareholder and managing director of industrial needle manufacturer Schmetz  
Member of the Board of the VDMA Textile Care, Fabric and Leather Technologies Association



**Dr. Michael Oltmanns**  
Law, Tax

Partner of law firm Menold Bezler and Chairman of the Supervisory Board of Becker Mining Systems AG and HPC AG  
Formerly Chairman of the Supervisory Boards of KATHREIN SE, Pfeiffer Vacuum Technik AG, Scholz AG and Merkur Bank KGaA



**Oliver Schulte**  
Healthcare, Renewables

Managing Partner of GG United N.V.  
Board Director of NSECT Ningbo Shenggu Energy Conservation Technology Co.  
Formerly Managing Partner of Mannheimer Swartling, Shanghai



**Dr. Uwe Tillmann**  
Food & Agri

Chairman of the Advisory Board of the Stratmann Family Foundation  
Formerly CEO of VION Food Group N.V.  
Formerly member of the Management Board of Bestmeat Company B.V.  
Former Chairman of the Advisory Board of Melitta Group



**Dr. Ulrich Viethen**  
Automotive, Med Tech

Managing Director of MURR Elektronik GmbH  
Previously Managing Director of AMK Holding and GF Automotive of J. Borgers GmbH & Co. KG  
Group Vice President Siemens Medical Solutions  
Member of the Board of iwB e.V. of TU Munich

# International and cross-industry track record

Since 2014, we have executed more than 60 successfully completed M&A projects with companies and investors from 18 countries



Nordamerika

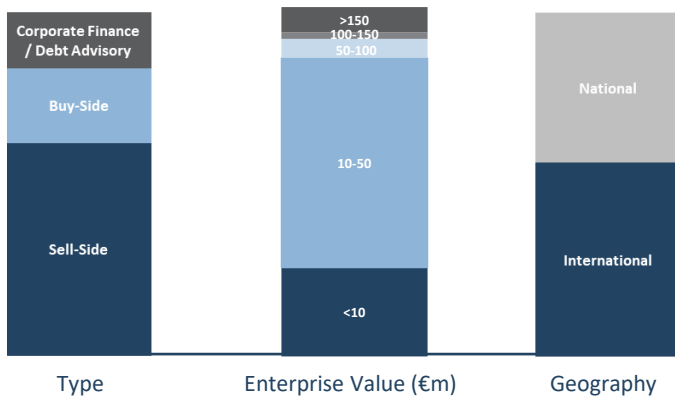


Europa

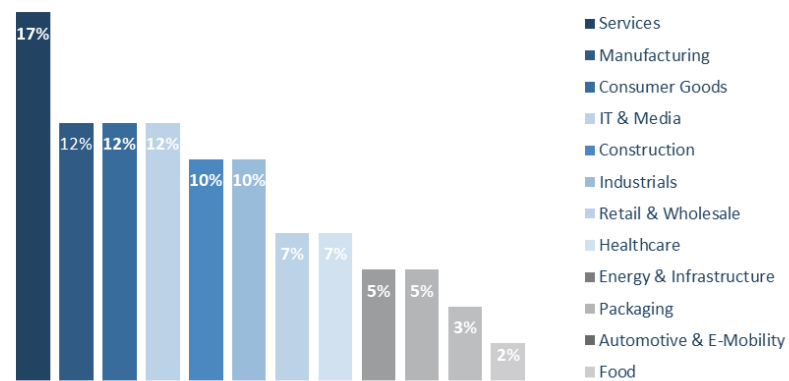


Asien

## Breakdown of M&A projects by ...



## Breakdown of M&A projects by industry sector





# Global Network

Through our network partners in Europe, China and the USA, we have direct access to companies, investors and local expertise worldwide if required.

Our databases include more than 3,500 financial investors and family offices as well as more than 800,000 companies from Germany and abroad.

We have successfully completed numerous international transactions.

You can find a current selection here:



2024 | Infrastructure 




we connect.



Infrastruktur mit Zukunft.

Zerbach & Company

Sell-side

2024 | Beauty & Fragrances 

NOBILISGROUP WE MAKE BEAUTY PERFORM

TMC NORDIC

Zerbach & Company

Sell-side

2024 | Mobility – Smart Home 



SMARTER MOBILITY



Zerbach & Company

Sell-side

2023 | Metal processing 



THE EXPANDED METAL COMPANY



Zerbach & Company

Sell-side

2019 | Construction Elements 



mbc Eine starke Verbindung

Zerbach & Company

Sell-side

# Selected Transactions

<b>Infrastructure</b>   Sell-side	<b>Retail &amp; Wholesale</b>   Sell-side	<b>Services</b>   Joint-Venture	<b>Mobility – Smart</b>   Sell-side	<b>Consumer Goods</b> NOBILIS GROUP THE NOBLE HOUSE OF BEAUTY  Sell-side	<b>Consumer Goods</b>   Sell-side	<b>Industrials</b>   Sell-side	<b>Industrials</b>  Sell-side	<b>Industrials</b>   Sell-side	<b>Industrials</b>   Sell-side
<b>Services</b>  Sell-side	<b>IT &amp; Media</b>   Sell-side	<b>IT &amp; Media</b>   Buy-Side	<b>Healthcare</b>   Buy-Side	<b>Construction</b>   Sell-side	<b>Consumer Goods</b>    Sell-side	<b>Services</b>    Sell-side	<b>Industrials</b>   Buy-Side	<b>Services</b>   Sell-side	<b>Retail &amp; Wholesale</b>  Sell-side
<b>Industrials</b>  Sell-side	<b>Consumer Goods</b>  Corp. Finance	<b>IT &amp; Media</b>   Sell-side	<b>Services</b>   Sell-side	<b>Construction</b>  Corp. Finance	<b>Consumer Goods</b>   Corp. Finance	<b>IT &amp; Media</b>   Buy-Side	<b>Construction</b>   Sell-side	<b>IT &amp; Media</b>   Buy-Side	<b>Consumer Goods</b>  Sell-side
<b>Construction</b>   Sell-side	<b>Construction</b>   Sell-side	<b>Industrials</b>   Sell-side	<b>Packaging</b>  Corp. Finance	<b>Services</b>   Buy-Side	<b>Industrials</b>   Buy-Side	<b>Consumer Goods</b>   Sell-side	<b>Healthcare</b>  Sell-side	<b>Services</b>  Buy-side	<b>Mobility</b>  Corp. Finance

## Personal References

### Schleich®



**Paul Kraut – Investor, former CEO and shareholder of Schleich**

*„My relationship with the partners of Zerbach & Company goes back as far as 2004, when Leander Zerbach subsequently succeeded in bringing together four shareholders with very different interests and very successfully sold their stake in the world's leading toy figure manufacturer Schleich to HgCapital in a competitive bidding process. Since that time, I have worked very closely and trustfully with Leander Zerbach, Dr. Lars Junc and Marc Bollinger. They advise me in my various activities with own production sites in North Africa and China, as well as in the context of startups, such as Boxine (Tonies®), Fazua, Demecan, SpyraOne and Tigerbox.“*

### tonies®



**Patric Faßbender & Marcus Stahl - Founders and former CEOs of Tonies SE.**

*"We got to know the Zerbach & Company team at the beginning of 2015. Through the mix of professional work, always open communication in conjunction with a very pleasant personal approach, Zerbach & Company has subsequently been able to contribute important pieces of the puzzle to make the extremely rapid growth of our tonies® audio figures conquerable."*

### DZ BANK



**Karl-Heinz Moll - former Board Member of WGZ BANK AG and DZ BANK AG**

*"As a long-standing member of the Board of Managing Directors of WGZ BANK and DZ BANK, I was able to accompany Mr. Zerbach's successful professional career over many years. It was therefore very regrettable that he left our cooperative banking network in 2014. In the years that followed, he and his team successfully positioned themselves and built up a broad network. In addition to their professional expertise, this was largely due to the people involved, who time and again succeeded in winning over entrepreneurial personalities for themselves and their advisory skills. This achievement deserves recognition and appreciation."*

### Obermark



**Dr. Peter Sewing - Founder and Managing Director of Obermark Group**

*"Zerbach & Company is one of the few consulting firms that considers the interests of all parties in their mandates. They work creatively to find solutions on how to increase the value of a transaction for all parties involved, and then to share this value fairly between their clients and the negotiating parties. That's how you succeed in deals that all parties are satisfied with, even in the long run."*

# Why Zerbach & Company?

## Seniority and Discretion

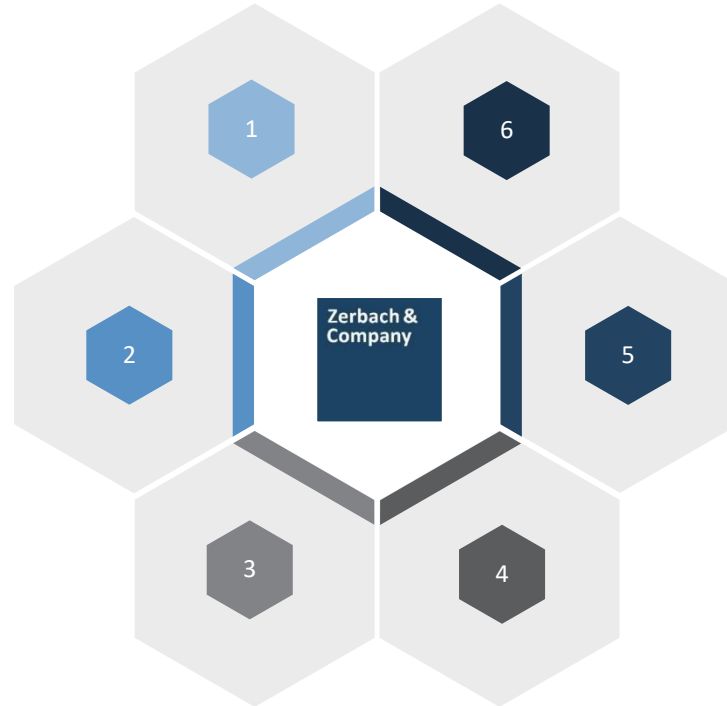
We guarantee our client senior management attention throughout. We are professional, committed, discreet and responsible.

## Worldwide Network

Our databases include more than 3,500 financial investors and family offices as well as more than 800,000 companies from Germany and abroad. Thanks to the international network we have built up over many years, we have direct access to companies, investors and local expertise worldwide.

## Industry Advisory Board

Our advisory board of experienced entrepreneurs and industry experts support the team on industry-related and strategic issues, bringing the members' extensive networks and contacts to bear.



## Experience and Continuity

Almost 100 professional years of accumulated corporate finance experience of the team as well as more than 15 years of successful cooperation within the senior team in unchanged constellation.

## Mid-Cap Focus

We understand the needs of owner-managed, mid-cap companies as well as those of professional investors and multinational corporations and family-owned businesses.

## Highest Professional Standards

The highest level of process and methodological expertise as well as state-of-the-art information sources form the basis of our advisory services through the availability of industry-leading financial information services and transaction databases.



**Case Description:**

VISCO, based in Jagstzell, Baden-Württemberg, Germany, is a provider in the field of passive telecommunications and energy infrastructure. As a general contractor, VISCO, with around 300 employees, offers its customers a full range of services from a single source and focuses on large-scale projects in the field of fibre-to-the-building (FTTB) and fibre-to-the-home (FTTH), as well as the laying of power lines.

Infra Group, headquartered in Temse, Belgium, is a leading provider of infrastructure services in Belgium, Germany, the Netherlands and France. It is owned by its management, led by its founder, and the private equity firms PAI Partners, ICG and Andera Partners.

Zerbach & Company advised the owner of Visco Group on the successful execution of the sale to Infra Group.

**Services:**

Sell-side M&A Advisory

**Client:**

Visco Group

**Closing:**

October 2024

**Industry:**

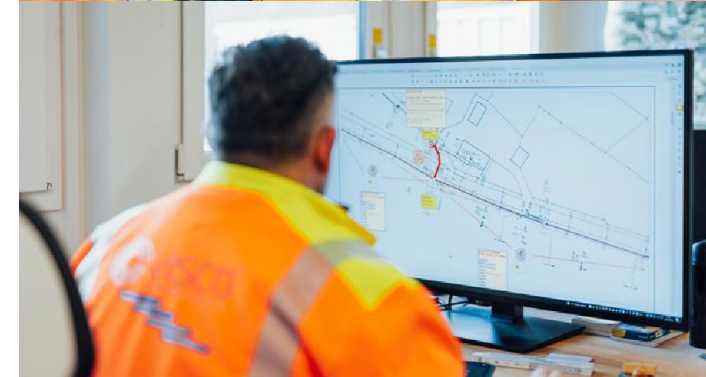
Infrastructure

**Buyer:**

Infra Group, Temse, Belgium

**Website:**

[www.visco.de](http://www.visco.de)



**Mandate:**

The NOBILIS GROUP is the leading, independent and owner-managed beauty distributor in the DACH region and has been operating successfully in the market for over 30 years. Through new brand partnerships and the accelerated internationalization of the company, the NOBILIS GROUP will grow to a turnover of around 300 million euros by 2024. With the inclusion of Gebr. Heinemann SE as a partner in the group of shareholders, the course has been set for sustainable and positive further development, which will secure the future of the company and the associated jobs in the long term.

Gebr. Heinemann is one of the world's leading retailers and distributors in the international travel market, market leader in Europe and the only family-owned company among the global players in travel retail. Since its foundation in 1879, the family business has been based in Hamburg's HafenCity and has been managed by members of the Heinemann family ever since.

Zerbach & Company advised the shareholders of NOBILIS Group in the successful implementation of the share sale.

**Services:**

Sell-side M&A advisory

**Clients:**

Shareholders of NOBILIS Group GmbH

**Closing:**

Estimated July 2023

**Sector:**

Consumer Goods (Beauty & Fragrance)

**Buyer:**

Gebr. Heinemann SE & Co. KG, Hamburg

**Website:**

[www.nobilis-group.de](http://www.nobilis-group.de)





**MEISER**<sup>®</sup>



**Case Description:**

The Expanded Metal Company ("EMCO") is a specialist in expanded metal mesh and was formerly part of the Expamet group of companies. Based in Hartlepool, North-East England, the company is a leader and innovator in the design and manufacture of expanded metal mesh, from building materials to filters, grilles, walkways and visually striking architectural matting.

EMCO serves a variety of industries including construction, filtration, automotive, aerospace, architectural, agricultural, acoustical, and security. The company was founded by John French Golding, the inventor of expanded metal. His first British patent was granted in 1884.

Zerbach & Company advised EIH Capital Partners in the successful implementation of the portfolio sale.

**Services:**

Sell-side M&A Advisory

**Client:**

EIH Capital Partners LLP, Franklin, Tennessee, USA

**Closing:**

August 2023

**Industry:**

Metal processing

**Buyer:**

MEISER Group, Germany

**Website:**

[www.expandedmetalcompany.com](http://www.expandedmetalcompany.com)





# BAHAMA®

# BPE

**Mandate:**

Founded in 1950, BAHAMA is today a leading manufacturer of high-quality sunshades for the catering and hotel industry and private customers from all over the world. The company is the technology and quality leader for large professional parasols. The outstanding feature is the wind stability up to 130 km/h. The BAHAMA large umbrellas are manufactured in Germany with an in-house production quota of almost 100% and are sold in over 50 countries. Among the customers are numerous national and international top hotels and restaurants. One of the most prestigious projects was the exclusive delivery of sunshades for the landmark of Dubai, the luxury hotel Burj Al Arab.

BPE is a specialist in management buy-ins (MBI) and management buy-outs (MBO) for succession arrangements and corporate spin-offs in medium-sized companies. BPE invests in high-growth companies in German-speaking countries with sales of up to € 100 million with the aim of preserving the independence and the medium-sized character of the respective company and at the same time increasing the company's value.

Zerbach & Company advised the shareholders of Bahama GmbH in the successful implementation of the company succession.

**Services:**

Sell-side M&A advisory

**Clients:**

Shareholders of Bahama GmbH

**Closing:**

November 2023

**Sector:**

Outdoor equipment

**Buyer:**

BPE Unternehmensbeteiligungen GmbH, Hamburg

**Website:**

[www.bahama.de](http://www.bahama.de)





**MEISER**



**Mandate:**

In 1867, SORST was founded by Wilhelm Sorst in Hanover as a locksmith's shop. In 1901, the industrial production of perforated sheeting began, followed by the manufacture of steel cabinets made of expanded metal in 1919. As early as 1921, SORST became the leading manufacturer of expanded metal and perforated sheeting in Germany. After the company was split into two divisions in 1998, today's SORST Streckmetall GmbH was formed.

Since 2016, SORST has been the German market leader for expanded metal and one of the leading brands in Europe. In the same year, the US private equity fund EIH Capital Partners had acquired the company from Gibraltar Industries and had now reached the end of its investment period.

Zerbach & Company advised EIH Capital Partners in the successful execution of the portfolio sale.

**Services:**

Sell-Side M&A Advisory

**Client:**

EIH Capital Partners LLP, Franklin, Tennessee, USA

**Closing:**

July 2022

**Sector:**

Metal processing

**Buyer:**

MEISER Group, Schmelz-Limbach

**Website:**

[www.sorst.de](http://www.sorst.de)



**Mandate:**

Rasche is headquartered in Plettenberg, Germany, and is a leading manufacturer of forged parts by hot forming. Rasche generates revenues of approx. EUR 30 million and employs around 180 people. Automotive, fittings, aviation, forklift, agriculture and mechanical engineering belong to the key industries and main sources of revenue and growth.

Accompanied by Z&C, the shareholders of Rasche Umformtechnik GmbH & Co. KG were able to successfully implement the company succession. The buyer is the listed company Mutares SE & Co. KGaA.

**Services:**

Sell-Side M&A Advisory

**Client:**

Rasche Umformtechnik GmbH & Co. KG

**Closing:**

July 2021

**Sector:**

Hot Forming

**Buyer:**

Mutares SE & Co. KGaA

**Website:**

[www.rasche.de](http://www.rasche.de)



**Case Description:**

DEMECAN, founded in 2017 by Dr. Adrian Fischer, Dr. Cornelius Maurer and Dr. Constantin von der Groeben, is the only German producer of medical cannabis, that covers all production steps - from cultivation, processing and storage to nationwide delivery to pharmacies.

Accompanied by Zerbach & Company Corporate Finance GmbH, the family office PHK Enterprise has acquired a minority stake in DEMECAN and supported the company with seven-digit growth capital.

PHK Enterprise became part of the existing circle of investors, which includes the DEMECAN founders, the investor network Btov Partners and the family office of Bernhard Schadeberg, the owner of the Krombacher brewery.

**Services:**

Buy-side M&A advisory | Growth Capital

**Company:**

DEMECAN Holding GmbH (Berlin)

**Closing:**

May 2020

**Industry:**

Healthcare

**Website:**

[www.demecan.com](http://www.demecan.com)



**Case Description:**

MBE, founded in 1979, is a manufacturer and wholesaler of fastening elements (both permanent and detachable) for (rear-ventilated) facades including necessary tools and accessories.

Z&C's mandate was to sell 100% of the shares to a long-term oriented buyer in order to regulate the company's succession and to secure jobs at the Menden site.

Due to a swift and effective project management and the structured as well as competitive bidding process by Z&C the transaction has been completed within less than 5 months including a comprehensive preparation.

**Services:**

Sell-side M&A Advisory

**Client:**

MBE Moderne Befestigungselemente GmbH (Menden)

**Closing:**

February 2020

**Industry:**

Construction

**Buyer:**

SFS Group AG (Switzerland), listed on the SIX Swiss Exchange in Zurich

**Website:**

[www.mbc-gmbh.de](http://www.mbc-gmbh.de)





#### Case Description:

Boxine GmbH, founded in 2014, produces the Toniebox, an audio system for children. The Toniebox is a cloth-covered cube with an integrated speaker for small children to play audio books and music, which has become a great success in Germany. The box works by means of a figure that has to be placed on top of the box in order to play the corresponding audio play.

In 2015 Z&C assisted the Kraut family office in the acquisition of a 25+% stake in Boxine GmbH. Until the launch of the Tonies and in the following years 2016-2018, Z&C provided various corporate finance services and supported the development of the internal organisational structures of the rapidly growing start-up. In 2019, Z&C then advised the Kraut family office as a minority shareholder in the sale process to a consortium of investors from Armira (lead investor), as well as the family offices of the founders of Hexal and Zalando, among others.

#### Services:

Buy-side M&A Advisory (minority) | Corporate Finance Advisory | Sell-side M&A Advisory (minority)

#### Client:

Boxine GmbH (Düsseldorf)

#### Closing | Period:

March 2015 (Buy-side) | 2016 – 2018 (Corporate Finance Advisory) | September 2019 (Sell-side)

#### Industry:

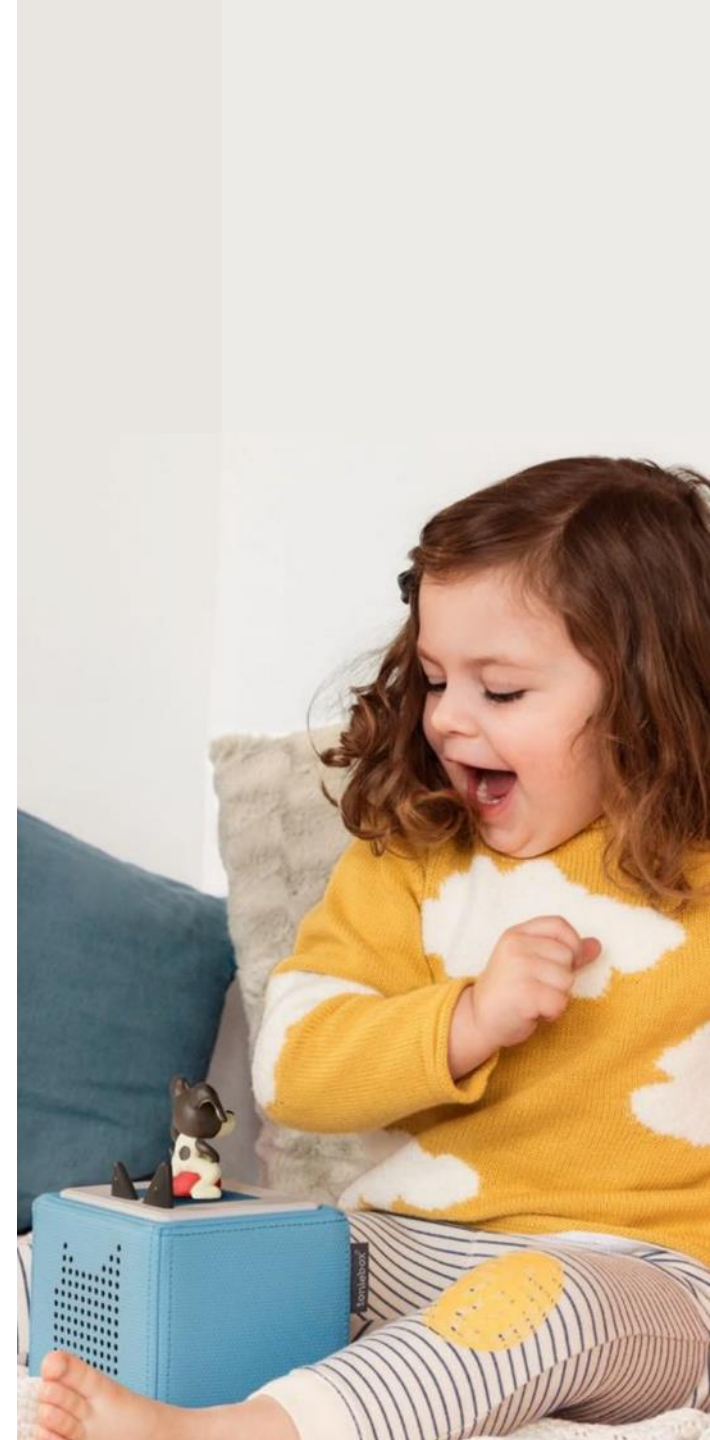
Consumer Products (Toys) / Digital Audio

#### Buyer:

Paul Kraut Family Office (Buy-side) | Armira Beteiligungen GmbH & Co. KG (Sell-side)

#### Website:

[www.tonies.de](http://www.tonies.de)



## Case Description:

Founded in 1985 as a debt collection agency and credit agency, BID Group is today one of the largest providers of receivables management and debt collection services in Germany.

Z&C was exclusively mandated to advise the sale of BID Group as part of a succession plan to a long-term oriented investor.

With Obermark Group, an investor was selected who will continue to support and secure the successful development of the BID Group in the future permanently and with no exit strategy.

## Services:

Sell-side M&A Advisory

## Client:

BID Group, including BID Bayerischer Inkasso Dienst GmbH, ProCash Collections GmbH, Profaktura Auslandsinkasso GmbH and Bürgel Coburg Heinz Bittermann e.K. (Coburg)

## Closing:

May 2018

## Industry:

Financial Services (Debt Collection, Debt Purchase)

## Buyer:

Obermark Value S.a.r.l. (Luxemburg)

## Website:

[www.bid-coburg.de](http://www.bid-coburg.de)



## Case Description:

Cofresco, a subsidiary of the Melitta Group, is Europe's leading manufacturer of branded products for household films and papers.

As part of the "Melitta 2020" strategy program, the Melitta Group intended to selectively strengthen its existing business units with the help of targeted acquisitions.

Z&C's assignment was to develop an acquisition strategy and to identify potential target companies for Cofresco throughout Europe to strengthen the Foodservice business unit. These companies would meet the jointly defined acquisition criteria and thus complement Cofresco's existing business in this area.

## Services:

Acquisition Strategy / Target Search

## Period:

May – August 2017

## Client:

Melitta Zentralgesellschaft mbH & Co. KG (Minden)

## Industry:

Packaging / Foodservice

## Website:

[www.melitta.de](http://www.melitta.de) / [www.cofresco.de](http://www.cofresco.de)





## Case Description:

DuoTherm Rolladen GmbH develops, manufactures and markets customised roller shutter systems, external venetian blinds and window facade awnings.

In order to ensure a long-term and sustainable succession Z&C was engaged to advise on the sale of up to 100% of the shares to a suitable investor.

Due to a swift and effective project management by Z&C the transaction has been closed within 5 months including a comprehensive preparation.

## Services:

Sell-side M&A Advisory

## Client:

DuoTherm Rolladen GmbH (Nettersheim)

## Closing:

January 2017

## Industry:

Construction

## Buyer:

BPE Unternehmensbeteiligungen GmbH (Hamburg)

## Website:

[www.duoTherm-rolladen.de](http://www.duoTherm-rolladen.de)



**Case Description:**

Schmetz, founded in 1851 produces and distributes domestic sewing needles with nearly 700 employees. The company, which is one of the two world market leaders in industrial sewing and tufting needles, has production sites in Germany, Suisse and India as well as global sales offices.

Zerbach & Company was consulted for the sale of a majority stake to an long-term orientated financial investor with the intention to ensure the succession in parallel to secure further growth of Schmetz.

In conclusion, the shareholders decided to collaborate with Groz-Beckert, a strategic investor. Groz-Beckert is the world's leading provider of industrial machine needles, precision parts and fine tools for textiles and employs more than 7,800 people.

**Services:**

Sell-side M&A Advisory

**Client:**

Schmetz Capital Management GmbH, Family Office der Familie Schmetz (Herzogenrath)

**Closing:**

January 2017

**Industry:**

Industrials & Textiles

**Buyer:**

Groz-Beckert KG (Albstadt)

**Website:**

[www.schmetz.com](http://www.schmetz.com)



**Case Description:**

Thiendorfer Fräsdienst GmbH & Co. KG is specialised in the reconstruction of asphalt surfaces, the company uses state-of-the-art milling technology to rework surfaces and builds complete road pavements to the latest standards in road engineering.

The assignment was the sale of up to 100% of the shares in Thiendorfer Fräsdienst GmbH & Co. KG and P+S Pflaster- und Straßenbau GmbH, to ensure a long-term perspective regarding the company succession and for about 100 employees.

The buyer was a subsidiary of L. Possehl & Co. mbH, the Management Holding of the Possehl Foundation securing a long-term perspective for the company.

**Services:**

Sell-side M&A Advisory

**Client:**

Thiendorfer Fräsdienst GmbH & Co. KG (Thiendorf)

**Closing:**

October 2015

**Industry:**

Construction (Road milling)

**Buyer:**

Possehl Spezialbau GmbH (Lübeck)

**Website:**

[www.thiendorfer.de](http://www.thiendorfer.de)



**Case Description:**

Emsländer Baustoffwerke, founded in 1899, produces and sells premium construction products according to state-of-the-art technological specifications.

Rationale for the transaction was to develop an acquisition strategy for the owner family to diversify the family wealth allocation and to acquire businesses operating in others than their current industry segments.

In the course of the execution of this strategy, Z&C advised on the acquisition of 100% of the shares in Fischer Fertigungstechnik GmbH & Co. KG, Gütersloh.

**Services:**

Buy-side M&A Advisory

**Client:**

Emsländer Baustoffwerke GmbH & Co. KG (Haren / Ems)

**Closing:**

June 2014

**Industry:**

Metal Forming

**Target Company:**

Fischer Fertigungstechnik GmbH & Co. KG (Gütersloh)

**Website:**

[www.fischer-fertigungstechnik.de](http://www.fischer-fertigungstechnik.de)



## Case Description:

Founded in 1935 by Friedrich Schleich in Schwäbisch Gmünd, Schleich is now one of the largest toy manufacturers in Germany and the leading international supplier of realistic animal figures.

The company now offers six different theme worlds with more than 600 designed and high-quality individual figures. Production takes place both at the company's headquarters in Schwäbisch Gmünd and in other production facilities abroad.

After Leander Zerbach had already advised the owner family on the sale of Schleich to HgCapital in 2006, Z&C was mandated to advise the former Schleich CEO and minority shareholder in the secondary buy-out by Ardian.

## Services:

Sell-side M&A Advisory

## Client:

Schleich GmbH (Schwäbisch-Gmünd)

## Closing:

May 2014

## Industry:

Consumer Products (Toys)

## Buyer:

Ardian SAS (Paris)

## Website:

[www.schleich-s.de](http://www.schleich-s.de)



Zerbach &  
Company



## Kontakt

Zerbach & Company Corporate Finance GmbH  
Eiler Straße 3Y  
51107 Köln  
Germany  
Tel.: +49 (0)221 98515240  
[www.zerbach-company.de](http://www.zerbach-company.de)