

# CASE STUDY

## WE GET THE DEAL DONE

Emerwa acquired Villmann Group

INDUSTRIALS



### THE DETAILS:

JANUARY 2021

FRANCE | GERMANY



acquired by



Translink Corporate Finance in Germany assisted the shareholders of Villmann Group on the sale to INVEHO, a portfolio company of France-based Ermewa Group,

### KEY TAKEOUTS:

This was a creative transaction and as such the valuation structures were key to the deal's success.

This was a very attractive transaction for both parties: seller and buyer.

In total, the project duration was a little over 2 years.

### TRANSACTION ANNOUNCEMENT:

Translink Corporate Finance advises the Villmann Group on the sale of their shares in Fahrzeugwerk Brandenburg ("FWB"), Waggonbau Altenburg ("WBA") and Fahrzeugwerk Niedersachswerfen ("FWN") to INVEHO, a portfolio company of France-based Ermewa Group.

INVEHO, a subsidiary of Ermewa Group, is the French counterpart of the Villmann Group and the market leader in France. With six locations in France and over a century of experience, INVEHO is a strong partner for the construction, conversion, and maintenance of freight wagons. The Villmann Group provides maintenance, repair, and cleaning services for freight cars in the three workshop locations.

The group originated in Brandenburg, where the first workshop was acquired in 1996. Today, the Villmann Group is the second largest provider of maintenance services in Germany.

### SUMMARY:

- The transaction was announced on January 28, 2021
- Translink acted as lead advisor to the shareholders of the Villmann Group, the second largest provider of maintenance services in Germany.
- With the sale of the three plants to INVEHO, the Villmann family strengthen the long-term development of its operations, so that both employees and customers will benefit from the capabilities and European set-up of INVEHO.
- INVEHO, a subsidiary of Ermewa Group, will double its size and become the leading European network of maintenance workshops for freight cars.
- The sellers were extremely pleased to engage Translink to lead the complex sales process.

**"Many thanks to the entire Translink team for their goal-oriented support in finding the best succession solution for us as shareholders and the employees. Translink has been very focused in driving the sales process forward by proactively and flexibly advising us. We have always felt that we were receiving very personal support."**

**- Ines Villmann-Doll, Managing Partner of Villmann Group**