

INVEHO – Villmann Group

Translink assisted the shareholders of Villmann Group on its disposal to the French Ermewa Group

INDUSTRIALS



Basic info

January 2021

France | Germany



a portfolio company of



acquired



Advisor to the seller

Deal takeaways:

- Total project duration of over 2 years
- Very attractive transaction for both parties: sellers and buyer
- Creative transaction and valuation structures were key to the success

Transaction announcement

2021-01-28 (Bremen, Germany)

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 the French 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. Over the years, Fahrzeugwerk Niedersachswerfen GmbH (2005) and Waggonbau Altenburg GmbH (2006) were acquired. Today, the Villmann Group is the second largest provider of maintenance services in Germany.

Ines Villmann-Doll, Managing Partner of Villmann Group commented, "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."

Deal summary

- The transaction was announced on January 28, 2021
- 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 strengthens 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 satisfied to engage Translink to lead the complex sales process
- Julien Mathiaud, CEO of Inveho says: "The share of rail freight in freight transport in Europe will grow. The European Union has set a target of a 30 % modal share, while France is at 8 % and Germany at around 20 %. This acquisition strengthens us with large car lessors, such as the German VTG, the French Ermewa and the American GATX, which is also well represented in Austria and Poland."