

CASE STUDY

WE GET THE DEAL DONE

Aira acquired Garant Wärmesysteme

INDUSTRIALS



THE DETAILS:

OCTOBER 2023

SWEDEN | GERMANY



Translink acted as the advisor to Aira Home

KEY TAKEOUTS:

Translink's wide network and knowledge of relevant companies allowed Aira to meet many potential targets.

During the vetting process, Garant Wärmesysteme was identified as an ideal candidate as both companies are deeply committed to sustainable energy solutions and share a unified vision for the future.

DEAL MAKERS:

Fredrik Ullberg, Christian Hörner & Carsten Wolter

TRANSACTION ANNOUNCEMENT:

Translink Corporate Finance acted as financial advisor to Vargas Holding and its portfolio company, Aira, in the acquisition of the German platform, Garant Wärmesysteme.

SUMMARY:

- Aira is a Swedish company focused on revolutionising residential heating with Europe as its main market. Aira provides energy technology solutions for heat pumps and contributes to reducing carbon dioxide emissions from residential heating by 75%.
- Garant is a well-established, family-owned plumbing, heating, and cooling company in Germany. It's 80-person strong team of clean energy experts in Glauchau and Munich apply digitised operations with a consistent focus on renewable energy solutions.
- Garant's regional expertise and extensive experience will accelerate Aira's ambitions to serve more German households.

"Garant's regional expertise and extensive experience will accelerate Aira's ambitions to serve more German households. We are both convinced that the future lies in sustainable energy solutions, and that the industry needs to rethink its approach. Aira and Garant share the same vision and I am confident that we will flourish by learning from each other. To accelerate the rapid growth of the business, we will build a new Aira Academy that will train hundreds of clean energy experts. What better place to start than here in Glauchau-Zwickau, known as a hub for engineering talent."

Leonhard von Harrach, CEO of Aira Germany