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WINTERGERST assists with the sale of KWM Kunststoffe GmbH to ALB Management & Service GmbH

WINTERGERST Societät für Unternehmer-Beratung has provided an extensive suite of advisory services to the family shareholders of KWM Kunststoffe GmbH as part of a structured sale process associated with the sale of the company to ALB Management & Service GmbH.

KWM Kunststoff-Formteile GmbH, based in Merklingen, is an established specialist in the field of processing high-tech plastics and trading in them. The company has many years of experience in producing high-quality plastic products for industrial applications and has established a strong position on the market on the basis of its product quality, flexibility and proximity to customers. It is intended to continue the success of KWM under the new ownership of ALB Management & Service GmbH, with plans to strategically expand its existing field of business.

ALB Management & Service GmbH, based in Laichingen, is an investment holding that has specialized in acquisitions and asset management, especially its equity holdings in other companies. In addition, the Company renders diverse services to its equity holdings, especially in the fields of management and coordination. The group's business model also includes the purchase and leasing out of real estate as well as the management of the associated leases, rental agreements or other forms of use.

By acquiring KWM Kunststoffe GmbH, the ALB Group has expanded its industrial portfolio, thereby reinforcing its position across the industrial

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value chain. The objective is to integrate the competencies of KWM within the group while simultaneously retaining its independence and expertise.

WINTERGERST Societät für Unternehmer-Beratung assisted the shareholders of KWM with this sales process from the very beginning – from preparing the strategy through to identifying and addressing potential investors and structuring the final deal after a round of successful negotiations.

The focus was not only placed on maximizing the value to be obtained in the sale but also on selecting a buyer that could ensure the long-term continuation of the business and secure its jobs.

“The successful sale of KWM Kunststoffe GmbH to ALB Management & Service GmbH illustrates how important structured preparation is and the need to address potential investors in a targeted manner. Using our integrated consulting approach we were able to create a solution that creates added value for both parties,” says Volker Wintergerst, founder and managing director of WINTERGERST Societät für Unternehmer-Beratung.

“With ALB we have found a partner that can actively shape the future of KWM, secure the location in Merklingen and nurture its growth. The support from WINTERGERST was extremely professional and targeted in all phases of the process,” adds Josef Rommler, former managing shareholder of KWM Kunststoffe GmbH.

The transaction underscores the competence of WINTERGERST at assisting medium-sized companies with their succession and growth processes as well as the ability to develop tailored solutions for various industries and ownership structures.

About WINTERGERST Societät für Unternehmer-Beratung

WINTERGERST Societät für Unternehmer-Beratung GmbH & Co. KG, Stuttgart, is a firm of consultants that is specialized in serving middle market family-owned companies. The consulting focus lies on accompanying corporate transactions, restructuring businesses and strategic realignments. WINTERGERST possesses exemplary industry experience and implementation skills, regularly assigning individuals with many years of management experience in the respective industry to its engagements. Its active membership in the Cognos international network gives WINTERGERST a global footprint as well. www.wintergerst.com