

For immediate release

Affentranger Associates SA advised GRAPHA-Holding on the acquisition of Franzen Group

Zurich, March 29th, 2018. Affentranger Associates advised GRAPHA-Holding, a Swiss-based investment company active in the industrial sector, on the acquisition of privately-held Franzen Group headquartered in Germany, a leader in the design, engineering and production of high quality lock systems targeting the attractive niche of top-end luggage industry. Following the successful approval of the German anti-trust authorities, this transaction was closed on February 27th, 2018.

With the acquisition of Franzen Group, GRAPHA-Holding strengthens and diversifies its strategic portfolio of industrial companies, which includes amongst others Müller Martini Group. As part of this transaction, GRAPHA-Holding could also acquire Franzen Group's longtime partner and main supplier Intertell, a Czech based top-modern plastic injection moulding company. This allows GRAPHA-Holding to secure control over all value chain steps from manufacturing to global distribution and to provide integrated plastic and metal expertise.

GRAPHA-Holding with its long-term vision provides an ideal succession solution to the 5th generation owner of the Franzen family. It will support management to further strengthen Franzen Group's position in its attractive market niche, benefiting from the fast growth experienced by its loyal customer base in the high-end luggage industry such as Rimowa and Samsonite. In addition, Intertell will further expand its presence, also as supplier to the automotive industry.

Affentranger Associates introduced the acquisition opportunity to GRAPHA-Holding and acted as its exclusive financial advisor in the entire M&A transaction. In this role, it implemented an efficient process, creating a strong trust basis between both parties and integrating its strong knowledge of the industrial sector. The transaction highlights Affentranger Associates' competences in advising on cross-border transactions and to establish sustainable entrepreneurial solutions for its clients.

info@aasa.com
www.aasa.com

tel +41 44 575 28 28
fax +41 44 575 28 27

uraniastrasse 26
8001 zurich
switzerland

affentranger associates sa





For additional information please contact:

Markus Decker
md@aasa.com
+41 44 575 28 28

Aurélien Renaud
ar@aasa.com
+41 44 575 28 24

About Affentranger Associates SA

Incorporated in 2002, Affentranger Associates SA (aasa) is a business platform focused on the theme of value creation. As trusted M&A advisor, aasa provides tailored entrepreneurial solutions based on unbiased and independent advice. aasa supports its clients to analyze and understand major industry trends, evaluate strategic options and execute value creating corporate finance transactions. Highest ethical standards and flawless execution are the cornerstones of the professional advisory work.

As principal investor, aasa has the ambition to achieve sustainable long-term returns by investing a combination of labor and capital in companies which are in a transition phase.

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