

Successful entrepreneur succession

10 January 2010



Mr Manuel Erbse, owner and CEO of Schultz + Erbse GmbH in Hagen/Germany, sold his company to Gerimex BV, Netherlands, for regulating his position as entrepreneur and preparing his retirement.

Founded in 1919 Schultz + Erbse GmbH generated in 2009 a turnover of approximately EUR 25m with the wholesale of electrical equipment for predominantly industrial customers. The transaction will provide Gerimex's subsidiary, Ehrbecker Schiefelbusch BV, with an entry into Germany, in particular into the Eastern Ruhr, Bergisches Land and Sauerland regions, while Schultz + Erbse will benefit from Gerimex's established market position in the Netherlands.

Gerimex delivers a wide variety of technical products for electrical engineering and industrial supplies to customers from industry, engineering, installation, infrastructure and energy.

The transaction will create an industrial group with annual sales of around EUR 200m, approximately 520 employees and 22 offices in The Netherlands, Germany and Romania.

The sales process was organized and led on behalf of Mr Erbse by InterFinanz (Global M&A Germany).

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InterFinanz is an owner managed internationally acting consultancy firm for the sale and purchase of companies and participations, located in Düsseldorf, Germany. As a pioneer of the German M&A industry we are one of the leading independent advisory firms for mid-cap transactions. Since foundation in 1958 we have successfully supported hundreds of national and international transactions.