

## Press Release

### **Conpair Structures the Takeover of Hartmut Räder Wohnzubehör GmbH & Co. KG by Bastei Lübbe – Successful Transaction Support for Both Parties**

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Essen, 13 December 2011 – The Essen-based specialist for the German Mittelstand, Conpair, has successfully accompanied the takeover of Hartmut Räder Wohnzubehör GmbH & Co. KG by Bastei Lübbe. The Cologne publishing house retroactively effective July 1st, 2011 takes over the Bochum-based non-book specialist. During the past financial year, Hartmut Räder Wohnzubehör GmbH & Co. KG generated a turnover of about € 14 million and an EBIT of about € 2 million. The company is free of bank debt.

The acquisition fits perfectly into the mid- and long-term inorganic company strategy of Bastei Lübbe that was initiated by the bond issue of € 30 million at the **mittelstandsmarkt** of the Düsseldorf Stock Exchange in October 2011. The bond issue was accompanied by Conpair, too. This acquisition enables Bastei Lübbe to expand the current product portfolio and to achieve its goal of a multidimensional media company.

Being part of a well-known publishing house gives Hartmut Räder Wohnzubehör GmbH & Co. KG the opportunity to generate a sustainable further development of the successful existing business model as well as to achieve an ongoing market penetration of its creative ranges of products.

“It was and still is an important strategic goal of Bastei Lübbe to follow the trend of complementary non-book products for their traditional bookseller activities“, says Prof. Dr. Nelles, CEO of Conpair AG. „Due to our long-term business relationship with Hartmut Räder Wohnzubehör GmbH & Co. KG, we were able to introduce both parties to each other and to create a target-oriented and trusting process within a very short time.“

Conpair coordinated the whole process. Starting by bringing together both parties, Conpair gave further support by calculating an indicative purchase price, by organizing and accompanying the due diligence as well as the contract negotiations and as a final point by advising both parties on the final form of the purchase contract.

#### **About Conpair:**

Conpair feels committed to the German Mittelstand. For more than 10 years, Conpair has been in charge of the financing projects and corporate transactions of small and medium-sized companies. Conpair speaks the language of the German Mittelstand and stands for creative solutions and a close cooperation based on partnership. The success can be measured based on the long-term client relationships and – of course – the numbers. In recent years, the Conpair AG accompanied transactions with an accumulated volume of about one billion euro.

For more information about the Conpair AG visit our website [www.conpair.de](http://www.conpair.de)

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