



MARKUS Partners advised DIK Deutsche Industriekapital on the acquisition of the process heating specialist HTT energy

November 2017 – The Berlin, Germany, based DIK Deutsche Industriekapital has acquired the manufacturer of process heat systems HTT energy with headquarters in Herford, Germany, within the scope of a succession plan. With the entrepreneurial investment company DIK, HTT has found a reliable financing partner for the strengthening and long-term development of the company.

The background of the transaction was the wish of the managing directors to hand over the management as well as the restructuring situation which the company has reached.

The focus of the new management is a stronger customer orientation of the provider of solutions around thermal oil heaters and heat recovery systems. "HTT has an optimal market standing with strong order books and great potential. However, the company needs an operational turnaround to streamline the business processes to become faster and more professional. The goal is a sustainable development towards a more customer-focused company", says Erik Theilig, managing director of DIK Deutsche Industriekapital.

MARKUS Partners advised DIK Deutsche Industriekapital on the transaction.

About DIK Deutsche Industriekapital – www.deutsche-industriekapital.de

DIK Deutsche Industriekapital GmbH is an entrepreneurial investment company with headquarters in Berlin, Germany. The focus of DIK are majority equity investments in small and medium sized companies in special situations or with operational development potential. This can be unsolved successor situations, carve-outs, restructurings but also companies in a bankruptcy situation. With its long-standing experience, DIK assists the portfolio companies as a reliable partner and pursues a long-term investment strategy.

About HTT energy – www.htt.de

For 50 years, HTT energy GmbH is a demanded specialist and manufacturer of intelligent solutions for process heat recovery. With a high level of vertical integration, HTT produces energy-efficient heating and cooling systems using thermal oil heaters, heat exchangers or heat recovery systems for almost all industries. Especially in the petrochemical and the food industry, HTT's thermal oil systems are used for controlled heat supply. The company offers turnkey and custom

solutions including assembly and service. With approx. 160 employees at two German locations in Herford and in the Spreewald, the company generates annual revenues of € 20 m.

About **MARKUS Partners** – www.markuspartners.com

MARKUS Partners, Frankfurt am Main, is a specialist advisor on ownership succession planning, the acquisition and disposal of businesses, and corporate cooperations. Together the team looks back on several decades of accumulated experience in M&A and private equity. MARKUS Partners is member of the Vereinigung Deutscher M&A-Berater (Professional association of mid-market M&A advisors in Germany).