

## **Possehl extends its mechanical engineering activities**

Acquisition of a majority interest in the Hanover-based Hänsel Group GmbH

- Hänsel Group: 180 employees and a sales volume of approx. 47 million euros in 2017
- Leading plant and systems provider for the confectionery industry
- Confectionery market offers long-term growth potential
- Former sole shareholders-managing directors still hold a minority interest and continue to run the business

*Lübeck, 14 May 2018* – The Lübeck-based Possehl Group continues its growth course with yet another company acquisition. The Group parent company L. Possehl & Co. mbH has acquired a majority interest in the mid-sized Hänsel Group GmbH based in Hanover. Together with its subsidiary Hänsel Processing GmbH, the company is one of the world's leading manufacturers of plants and systems for the confectionery industry. This majority acquisition, however, is still conditional on the approval of merger control. The two current shareholders-managing directors Frank Temme and Heiko Kühn will continue to run the business activities of the Hänsel Group after completion of the majority acquisition by Possehl.

In addition to the holding company, the Hänsel Group incorporates the operating companies Hänsel Processing GmbH, Candy Recycling GmbH and Hebold Systems GmbH. Together, these three companies generated sales of approximately 47 million euros in 2017, of which Hänsel Processing GmbH accounted for more than three quarters, making the company the Group's main revenue driver.

The range of products manufactured worldwide with the help of Hänsel Processing plants and systems is extremely versatile and includes hard candies, jelly and fudge, toffees, chewy candies, caramels and cereal bars as well as medicated candies and food supplements. The company's customer structure is just as broadly based and includes renowned confectionery manufacturers such as Katjes, Nestlé, Dr Soldan and Storck, all of which have been important clients for years.

Hänsel Processing possesses outstanding technology and process competencies. In the company's Hanover-based in-house technology centre, the so-called CandyLab, the business' experts combine new recipes with innovative technological processes, always in close cooperation with clients to ensure that their ideas for new products can be implemented in industrial production. "Hänsel Processing's services extend far beyond being a mere machine and plant manufacturer. We are, in fact, a process-, system- and development partner for our clients. Developing customer-specific solutions is the key driver for our company's success", says Frank Temme.

Candy Recycling GmbH complements Hänsel Processing's range of production plants with machines that are used to reclaim the so-called "rework" generated in production, which are subsequently reincorporated in the production process. Hebold Systems GmbH, based in

Cuxhaven, is a manufacturer of mixing plants used for the production of cremes, ointments, lotions and shampoos for both the pharmaceutical and cosmetics industries as well as machines for the food processing industry. In addition to its own business activities, Hebold Systems is a supplier for Hänsel Processing.

“All of the Hänsel companies have secured outstanding market positions in global growth markets. It is our aim to grasp these development opportunities together with our two co-shareholders in the future. We believe that the Hänsel Group can form yet another independent division within the Possehl Group in a few years time“, outlines Mario Schreiber, Member of Possehl’s Executive Board. Last year, applying the buy-and-build strategy, Possehl already succeeded in founding its ninth division Identification Solutions.

By acquiring a majority interest in the Hänsel Group, Possehl is taking advantage of a particularly promising acquisition opportunity. “This majority acquisition once again proves not only Possehl’s attractiveness as a successor company, in particular for German SMEs, but also our ability to offer a genuine alternative to financial investors. Our distinguishing factor is that we handle both the acquired company and its employees and management team with utmost care“, says Dr Henning von Klitzing, Member of Possehl’s Executive Board and responsible for acquisitions.

The two co-shareholders Frank Temme and Heiko Kühn also regard the union with Possehl as an ideal solution. “Possehl’s long-term business concept focussing on mid-sized companies played a key role in taking the decision for Possehl as a majority shareholder. Both our company’s stable and sustainable development as well as securing our employee’s jobs in the long term is something very close to our hearts. We look forward to continuing and developing our business further in cooperation with Possehl“, says Heiko Kühn.

#### About Possehl

The Possehl Group, operating worldwide under the leadership of Management-Holding L. Possehl & Co. mbH, is a diversified corporate group currently comprising nine decentrally organised divisions that are economically independent of each other. In addition to L. Possehl & Co. mbH, the Possehl Group comprises 170 subsidiaries in more than 30 different countries. In the financial year 2017, the Group generated revenues of some 3.8 billion euros. Possehl currently employs around 12,500 people worldwide.

The company was founded in 1847 by Ludwig Possehl as a local hardware store in Lübeck. Since 1919, the non-profit Possehl Foundation has been the sole shareholder. This corporate structure enables the Possehl Group to operate independently and provides the basis for long-term entrepreneurial decisions.

For further information about Possehl please visit <http://www.possehl.de>.

#### Contact

Lutz Nehls  
Head of Corporate Communications  
L. Possehl & Co. mbH  
Beckergrube 38-52  
23552 Lübeck  
Phone: +49(0)451 148-223  
eMail: lnehls@possehl.de