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Succession solved successfully - Management buyout at Zeiss

Leading systems caterer in the area of hot and cold snacks seeks to continue its growth strategy

Hanau/Starnberg, 14 December 2010 – Long-term management members become Managing Directors and acquire majority of shares together with funds managed by Aheim Capital. Eric Zeiss, member of the 4th generation, remains as a shareholder and continues the family tradition.

Zeiss is one of the fastest growing systems caterers in Germany with almost 100 outlets in over 50 cities. With revenues of more than Euro 40 million, Zeiss is ranked among the Top 25 Quick Service companies in Germany.

The former CEO and majority shareholder Erich Zeiss comments on the buyout: „Having turned 65 this year, I wanted to secure the future of the company and decided to hand over leadership to my long-term general managers Edgar Rinke and Josef Schlosser. I am glad that the family will continue to be part of the company, with my son remaining a minority shareholder.“

Josef Schlosser, Managing Director and responsible for finance and administration, emphasises: „We have found a fair and reliable partner in Aheim Capital and look forward to continue Erich Zeiss' lifework. Over the past years we together have built a very solid and profitable business, which we seek to further expand in the coming years.“

Edgar Rinke, Managing Director responsible for sales and marketing, adds: „Together with our agency partners, we will serve over eleven million customers in 2010. As such, highest quality and freshness of our products will continue to be our main priority.“

Frank Henkelmann, Managing Director of Aheim Capital, comments on the transaction: „Zeiss successfully combines long tradition and agility. Over the last years, it has managed to become one of the most dynamic players in the growing out-of-home snack market. In addition to continuous product improvement and customer focus, key areas of growth will be additional stores within the existing network as well as an expansion of the activities in the food travel market.“

About Metzgerei Zeiss GmbH

Zeiss originates from a traditional local family business, established in 1908 in Hanau, Germany. Today, the company focuses on hot snack products, lunch meals, food-to-go and fresh salads as well as beverages. Zeiss is represented with its restaurants in various German federal states, in particular in Hesse (47 locations), Baden-Wurttemberg (26) and Rhineland-Palatinate (16). Over the past years, Zeiss opened on average five new branches a year and demonstrated above market like-for-like growth rates. Zeiss employs over seventy employees.

About Aheim Capital GmbH

Aheim Capital manages funds that invest in profitable, high-growth companies in the German-speaking region. To support further growth of those companies, Aheim Capital takes out minority stakes in medium-size firms or acquires a majority holding within the framework of a buyout. The Managing Directors of Aheim Capital have longstanding experience and have led over 35 transactions across a variety of sectors. As of December 2010, the portfolio of Aheim comprises five companies.

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