



## Another successful transaction of JB Business Consulting:

### VINCI acquires family-owned Alfred Pieper GmbH through sell-side consulting from JBBC

- VINCI acquires all shares in Alfred Pieper GmbH, a family-owned company from Northwest-Germany
- As co-managing director, Bernd Pieper will further develop the successful business model in a forward-looking manner and accompany the integration steps into the VINCI Group

Hamm, 30.10.2020 - VINCI Facilities Management GmbH has acquired all the shares in Alfred Pieper GmbH of Hamm. The company's international growth is to be further promoted through strategic development. The need for efficient ventilation systems will continue to increase, particularly in view of the corona pandemic and the associated challenge in handling aerosols. In addition to retaining the approximately 100 employees, the company will invest in additional engineers to enable further expansion.

For more than 60 years, **Alfred Pieper GmbH** has been a leading address for complex plant construction and innovative services with a high proportion of in-house production and enjoys a first-class reputation in the technical building equipment industry. Over the years, the company has been able to continuously expand its core business in the supra-regional market with a consistently implemented strategy, high technological know-how and quality management.

"For more than 60 years we have been offering our customers reliable services in heating and thermal engineering, ventilation technology as well as sanitary engineering systems and control engineering. In order to be able to manage the business even more effectively in the future within a larger unit, we look forward to working as part of VINCI Energies from now on to serve customer requirements better still," said Bernd Pieper, CEO of Alfred Pieper GmbH.





**VINCI Energies** has 1,800 business units in 56 countries and generates annual revenue of €13.75 billion. Of its 82,500 employees, around 12,000 work for VINCI Energies Germany, where it generates annual revenue of €2.2 billion. Driven by constant change through digitalization and Industry 4.0, VINCI Energies focuses on implementing new technologies. The developments within the digital transformation and the energy turnaround are given special support. Its international business units are constantly working to improve the reliability, security, sustainability and efficiency of energy, transport and communications infrastructures, factories, buildings and information systems.

**JB Business Consulting Ltd. London**, an M&A boutique specializing in corporate successions with offices in Berlin and Münster, initiated the transaction and acted as exclusive advisor to the owner, Mr. Bernd Pieper, on the seller side. JBBC structured and managed the entire 9-month transaction process and provided its procedural, financial and tactical consulting expertise. The solution-oriented and successful negotiations were conducted in cooperation with lawyer Dr. Bastian Kornau of Becker + Partner, Dortmund. Through the successful transaction, JBBC, as a consultant for medium-sized companies, has once again proven its ability to secure long-term corporate succession for company founders.

JBBC Transaction Team: Jost Braukmann (Managing Director), Nico Bruning (Project Manager), Injune Jo (Project Member)

For further information please refer to:

**JB Business Consulting Ltd.**

**Office Münster**

Jost Braukmann, LL.M.  
Lippstädter Straße 54  
48155 Münster  
Germany

T: +49 (0) 251 5906974 - 1  
F: +49 (0) 251 5906974 - 8  
Mobile: +49 (0) 176 6182 1644  
M: [braukmann@jb-partners.de](mailto:braukmann@jb-partners.de)