

May 25, 2020

IMAP Germany advises the shareholders of Kesselheld GmbH on sale to Italian Ariston Thermo Group

IMAP is pleased to announce that Italian Ariston Thermo Group (Ariston) has acquired the majority share in Kesselheld GmbH (Kesselheld), one of the leading digital start-ups in heating installations in Germany.

With a well-known integrated online platform, which generates over 5 million visits annually, Kesselheld offers heating installation and maintenance services throughout Germany. Kesselheld digitized most of the customer interaction process, including for example, online heating configurations and virtual boiler room inspections.

The company founders, Martin Teichmann and Sascha Camilli, will continue to hold a minority stake and remain as Managing Directors of the Company. Kesselheld will remain an independent player in the heating segment in Germany, continuing to provide customers with distinctive multi-brand heating installations through its digital channel. The company is headquartered in Dusseldorf, Germany and currently has around 80 employees.

Ariston, headquartered in Fabriano, Italy, is one of the leading international companies in heating and heating technology. The company produces and sells condensing boilers, water heaters, burners, heat pumps and air conditioning systems. Ariston, with almost 8,000 employees worldwide, is active in 41 countries and in 2019, generated sales of over 1.7 billion euros.

The IMAP Germany team, comprising Henning Graw, Alexander Grund and Sebastian Dinklage, advised the shareholders of Kesselheld exclusively during a structured M&A process and supported them in the negotiations and successful completion of the transaction.

INDUSTRIALS



Leading international group in the thermal and heating technology sector
ITALY

Acquired Majority Control of
Business Operations



Leading digital start-up in heating installations in Germany
GERMANY



ADVISED ON SALE OF COMPANY



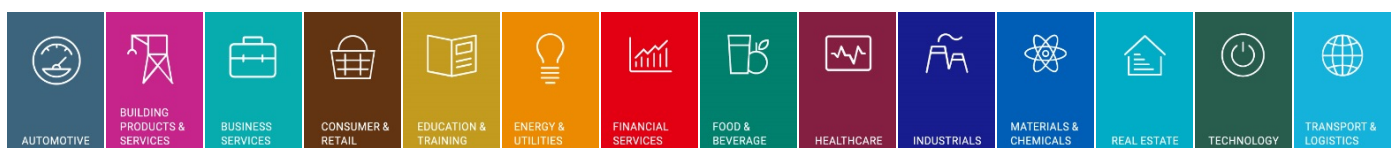
Henning Graw
Managing Director
IMAP Germany
henning.graw@imap.de



Alexander Grund
Associate
IMAP Germany
alexander.grund@imap.de



Sebastian Dinklage
Analyst
IMAP Germany
sebastian.dinklage@imap.de



IMAP is an International Mergers and Acquisitions Partnership, with 450 M&A professionals and a presence in 43 countries. IMAP has closed over 2,100 transactions valued at \$90 billion in the last 10 years and is consistently ranked among the world's top ten M&A advisors for mid-market transactions (Thomson Reuters Refinitiv). IMAP advises primarily mid-sized companies and their shareholders on sales and acquisitions globally, providing clients with entrepreneurial, unbiased advice and successfully helping them achieve their objectives.