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Wintergerst accompanies sale of Romplast to the Bachl Group

Karl Bachl GmbH & Co. KG from Röhrnbach acquires Romplast PE-Regenerat GmbH in Maintal. The entire acquisition process was accompanied by Wintergerst Societät für Unternehmer-Beratung within the framework of a competitive bidding process.

Romplast has been producing high-quality regranulates from used plastic foil at its Maintal site since 1982. To do this, the company sorts the foils by color before shredding them and subjecting the finely ground plastic chips to a complex washing process. They are then fed to extruders where they are processed into granules. These are suitable for the production of garbage bags, carrier bags, and plastic foils used in agriculture and construction. This latter use is what made the company particularly interesting for the Bachl Group, a manufacturer of insulation materials, plastics, building materials and construction elements. The Bachl Group employs over 2800 people in Germany and abroad and, in addition to its German production sites, operates plants and branches in Austria, the Czech Republic, Hungary, Italy, Poland, Croatia and Romania. In a competitive M&A process with interested parties from Germany and other European countries, Bachl came out ahead with an attractive purchase price and the promise of continuing the Romplast brand.

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“For our company Romplast is an excellent addition to our activities. We have already been a customer of the company for many years and can now increase our manufacturing depth by taking over the company. Of course, in line with our corporate philosophy, Romplast will continue to have its own market presence and supply long-standing customers with granules” explains Michael Küblbeck, Managing Director of Karl Bachl GmbH & Co. KG.

“Bachl is the ideal shareholder for us. It knows our business model and is very interested in continuing Romplast as an independent brand as well as strategically expanding operations at the Maintal site. We are pleased that the Wintergerst team found this investor and handled the entire transaction process in a very professional and trustworthy manner,” says Claus Bartholomäus, Managing Director of Romplast PE-Regenerat GmbH.

“We succeeded in finding a successfully positioned family business as a new shareholder within just seven weeks as part of a competitive transaction process, maintaining the independence of the Romplast brand while doing so. Our many years of M&A experience and our industry expertise stood us in good stead” says Volker Wintergerst, founder and managing director of Wintergerst Societät für Unternehmer-Beratung.

“Romplast is an established and very well-positioned company in plastics recycling with a highly efficient production process, long-standing customer relationships, very good product quality, and intangible assets in the form of official operating licenses, which will enable further expansion of the site. This makes the company attractive to potential investors from Germany, but also from abroad, who wanted to break into the German recycling

market via this avenue," explains Christian Scharfenberger, who managed the project for Wintergerst.

About Wintergerst Societät für Unternehmer-Beratung

Wintergerst Societät für Unternehmer-Beratung GmbH & Co. KG, Stuttgart and Hamburg, is a firm of consultants that is specialized in serving mid-cap family-owned companies. The consulting focus lies on accompanying corporate transactions, restructuring businesses and strategic realignments. Wintergerst possesses exemplary industry experience and implementation skills, regularly assigning individuals with many years of management experience in the respective industry to its engagements. Its active membership in the ICFG international network gives Wintergerst a global footprint as well. www.wintergerst.com



*Soft polyethylene granules -
source material for new plastic film*



Romplast factory premises in Maintal

(Image source: Romplast)

We would be happy to forward you the photographs upon request.