

## LEWA Press Release 02/05



### Change of ownership at LEWA and the HERBERT OTT group

The Ott family of Leonberg has parted company from the HERBERT OTT GROUP's business enterprises – which includes the pump manufacturer LEWA as well as the trading and production companies in 15 countries – with effect from 1st October of this year. The new owners are a group of investors led by Deutsche Beteiligungs AG (DBAG), within the scope of a management buy-out.

LEWA Herbert Ott GmbH + Co. KG was a business enterprise that Mr. Herbert Ott founded in 1952 and it has been in the family's possession up to now. After the company founder's death in 1998, it passed completely into the possession of his widow Mrs. Ulrike Ott and daughters, who continued to manage it successfully. The Ott family has decided in favour of a sale, in order to provide security against the question of succession over the long term.

The LEWA production firm and 15 international marketing companies that are focused in Europe as well as in the USA, Singapore and Brazil, belong to the corporate group. In addition, there is a network of independent representatives in further countries. LEWA has a majority holding in a joint venture for production and marketing in China. The LEWA group employs almost 600 staff, of which 400 work in the head office in Leonberg within the German federal state of Baden-Württemberg. A turnover of 93,000,000 was realized in 2004.

LEWA develops, produces and markets high-quality diaphragm pumps for dosing and processing as well as dosing systems worldwide. The group's marketing companies are additionally trading partners of internationally presti-

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gious manufacturers of pumps and components for the processing industry. The technically upmarket products are especially used in applications that are critical for processes and relevant to safety. The main focuses in the market are on the chemical industry as well as the oil and gas industries.

DBAG is listed on the stock exchange and it is among the leading private-equity companies. It is the oldest business enterprise in Germany, within this branch of business. More than 200 investments have been made successfully since 1990 alone. DBAG is concentrating on the leading medium-sized business enterprises in Germany and the German-speaking countries abroad. It manages a portfolio that is worth more than half a billion Euro.

Quadriga Capital also has an equity holding and it is a European equity-financing company which has been specializing likewise for 20 years in financing and acquiring majority holdings in leading companies that are characterized as medium-sized within the German-speaking zone.

The objective of the new owners is to consistently implement and strengthen the measures for further developing the corporate group, which have been developed and already introduced by the management. The business enterprise's market penetration and internationalization by means of developing products and expanding the marketing is intended to be accelerated further, by being based on LEWA's technically strong base of pumps and systems. In addition to that, it is intended to further strengthen LEWA's business with complementary products made by other manufacturers, which is already very successful nowadays.

The corporate group will be managed from LEWA's head office, which is now carrying on business under the name of LEWA GmbH. The previous holding organization will be dispensed with while doing so. No further fundamentally structural changes are planned. The marketing and service organization's customary efficiency continues to be at the disposal of customers at home and abroad.