

Succession arrangement for tour operator: Bregal Unternehmerkapital acquires trendtours Touristik GmbH

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Funds advised by Bregal Unternehmerkapital have acquired trendtours Touristik GmbH, based in Frankfurt am Main, Germany, as part of a succession arrangement. The company is one of the leading tour operators in Germany and offers a broad portfolio of individual packaged tours by plane, coach and cruise ship as well as spa vacations, adventure trips and recreational holidays. The shares were sold by the company's founder and Managing Director Werner Scheidel and other shareholders. The parties have agreed not to disclose details of the transaction, which has already received approval from the responsible authorities.

Diverse, attractive range of travel products

trendtours has been an active market participant for 14 years and in recent times has experienced continuous growth, with turnover increasing to more than 300 million euros last year. The company currently employs some 160 staff. Over the past years trendtours has acquired a very loyal customer base and attracted many new customers to its offering every year, enabling it to become established as one of Germany's leading tour operators.

Building on previous success

"In search of a succession solution that will enable trendtours to grow sustainably over the long term and continue on its successful trajectory, we have found the ideal partner in Bregal Unternehmerkapital. Bregal Unternehmerkapital has strong access to capital as well as substantial expertise and great experience in developing medium-sized enterprises, which from our perspective makes it the best possible partner for the future of trendtours," explains Werner Scheidel, who will continue to support trendtours in an advisory capacity.

Bregal Unternehmerkapital is impressed by trendtours' outstanding positioning, including a loyal customer base, which it intends to expand further with the addition of attractive offers and destinations. The company is well-positioned for upcoming trends in the travel sector and will benefit from the increasing demand within the target group. Together with the employees of trendtours, Bregal intends to continue ongoing initiatives while also focussing on new growth paths and exploring future prospects.

About Bregal Unternehmerkapital

Bregal Unternehmerkapital is part of COFRA Holding (www.cofraholding.com), a family-owned business that has been built up over generations. Its investment

activity is based on long-term commitment and independent of developments in the financial markets. Bregal Unternehmerkapital identifies companies, with strong management teams, that are regarded as market leaders or "hidden champions" in their particular segment. Flexible financing and transaction structures enable it to acquire both minority and majority stakes. In doing so, Bregal Unternehmerkapital is also able to handle complex industry spin-offs, management buy-outs and succession situations. Bregal Unternehmerkapital aims to help companies achieve a sustained improvement in sales and profitability, and provides them with capital, proven financial expertise and access to a broad network of entrepreneurs and industry experts.

Media contact:

Bregal Unternehmerkapital GmbH

IWK Communication Partner

Florian Bergmann

Tel. +49 89 2000 30-30

E-Mail: bregal@iwk-cp.de

www.bregal.de/en