

BELGRANO & CO advises walter services in the acquisition of Perry & Knorr Communications GmbH

Hamburg – 11 December 2012. walter services acquires 100% of the shares in the Flensburg-based customer care company Perry & Knorr Communications GmbH. Closing of the transaction is expected on 1 January 2013; however, approval of anti-trust authorities is still outstanding. A decision is expected in December.

The acquisition of Perry & Knorr is another important step for walter services on the way to market leadership in Germany. Already in autumn this year walter services announced the acquisition of Unitymedia KabelBW's customer services center in Marburg (transaction expected to be closed on 1 January 2013). Along with Unitymedia KabelBW and Perry & Knorr, the number of walter services sites will increase from currently 20 to 25 and the number of employees to nearly 10,000.

BELGRANO & CO has advised the management and shareholders of walter services in the acquisition of Perry & Knorr.

About walter services:

After the acquisition Perry & Knorr, walter services today is one of the leading business process and CRM outsourcing partners in Europe, gaining an additional 1,500 employees at the four locations in Flensburg, Berlin, Kiel and Parchim.

Founded in 1978 as a telemarketing pioneer in Germany and abroad and provides innovative business process outsourcing strategies for customer relationship management. walter services offers tailor-made consulting services and adapts customer services and sales concepts to suit the specific client and industry sector.

For further information on walter services, visit www.walterservices.com.

About Perry & Knorr:

Perry & Knorr was founded in 2005 and generated a turnover of EUR 35m in 2012. The company is mainly active in the areas of customer retention, technical support, order tracking and account management. Focus industries include telecommunications, media, energy and mail order.

For further information on Perry & Knorr, visit www.perry-knorr.de.

About BELGRANO & CO:

BELGRANO & CO is a Hamburg-based, integrated corporate consulting firm, assisting entrepreneurs and mid-sized companies in defining and successfully pursuing their strategic growth objectives. BELGRANO & CO is focusing on strategy consulting, financial communication, transaction advisory and post-merger integration.

For further information on BELGRANO & CO, visit www.belgrano-co.com.

Contact:

BELGRANO & CO Unternehmensberatung GmbH
Andreas Pabsch
Alter Wall 65
20457 Hamburg
andreas.pabsch@belgrano-co.com