

German market entry for the GarLa Group

**Dear Investors,
Partners and Friends of Ufenau Capital Partners,**

Pfäeffikon SZ, August 2022

We are pleased to inform you that the GarLa Group has reached another important milestone this year: With the acquisition of Bietigheimer Gartengestaltung GmbH, the first acquisition in Germany, the group of companies can successfully continue its growth course and now achieves a total output of over EUR 70 million with more than 330 employees.

Bietigheimer Gartengestaltung has been a leading provider of gardening and landscaping services in the region of Stuttgart, Ludwigsburg and Heilbronn for over 30 years. The company, headquartered in Tamm (Baden-Württemberg), is an expert in complex construction processes such as parks, residential construction and commercial and office projects with >100 employees and 100 large machines on ~5'000 m² company premises. The company serves a broad clientele with public, commercial or private construction projects. In addition, with co-founder Achim Off, an excellent entrepreneur with many years of experience in the industry has been recruited to lead the GarLa Group as CEO in the future.



Has acquired a
majority stake in



August, 2022

Achim Off, co-founder, managing director and shareholder of Bietigheimer Gartengestaltung: "After our success story in gardening and landscaping, which now spans more than 30 years, we are delighted to now be part of the new GarLa Group family. In order to strengthen what we have already achieved and to open up new opportunities, we see ourselves in the best possible hands within the GarLa Group. With the possibility of now having partners at eye level, we will master the future, similar to the past, in the best possible way. We look forward to our new partnership with the GarLa family.

Andreas Joehle, Partner at Ufenau Capital Partners: "We are extremely pleased that with Bietigheimer Gartengestaltung we have been able to win one of the leading companies in gardening and landscaping in Baden-Württemberg to establish the nucleus of GarLa Group Germany. With Achim Off, we also have an experienced entrepreneur with a great track record, who will successfully develop the group of companies through his sound professional and leadership skills."

With its latest partnership, the GarLa Group generates a total output of around EUR 70 million at 10 locations in Switzerland and southern Germany. This makes the GarLa Group a leading provider of gardening and landscaping services with a broad portfolio of services for a highly demanding clientele from the public, commercial and private sectors.

About Ufenau Capital Partners

Ufenau Capital Partners is a privately-owned Swiss Investor Group headquartered at Lake Zurich which advises private and institutional investors with their investments in private equity. Ufenau Capital Partners is focused on investments in fast-growing service companies in German-speaking Europe, Iberia and the Benelux region and invests in Education & Lifestyle, Business Services, Healthcare and Financial Services sectors. Since 2011, Ufenau invested in over 250 service companies in Europe. Through a renowned group of experienced Industry Partners (owners, CEOs, CFOs), Ufenau has an active value-adding investment approach at eye-level with entrepreneurs and managers. Ufenau raised its seventh flagship fund in Q1 2022 with a volume of EUR 1.0bn and advises capital of EUR 2.5bn.