

Press Release

Furniture manufacturer Staud saved – M&A process supported by PLUTA team

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Good news for furniture manufacturer Staud: the company based in Bad Saulgau will be preserved and is to be acquired by two businessmen. The M&A team at PLUTA Management GmbH conducted the transaction process in recent months with support from Mr Marc Trösser from Troesser & Co. in his capacity as CRO for the Vivonio Group.

Insolvency administrator Dr Dietmar Haffa from Schultze & Braun has signed the relevant agreements with businessmen Mr Tobias Fuhrmann and Dr Karl Spielberger/Soleal Unternehmerkapital AG. These provide for an acquisition effective 1 March 2025. This means that the long-standing business, whose origins go back to 1653, and 100 jobs at the Bad Saulgau site have been saved. The transaction is still subject to customary closing conditions. The contracting parties have agreed not to disclose details pertaining to these or the amount to be invested.

Mr Nikolaus Röver, head of M&A Transactions at PLUTA, said, "We began approaching the market already in December and held numerous discussions with interested parties. As the negotiations with the new owners went really well, we have now been able to sign the purchase

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About PLUTA

PLUTA assists companies facing legal and financial challenges. The firm provides support for reorganisations and transactions and helps companies to restructure and maintain their operations in crisis and insolvency situations. If necessary, PLUTA restructuring experts may also assume leadership roles in other businesses. Since the company was founded in 1982, PLUTA has constantly grown and today has a staff of approximately 500 employees in Germany, Spain and Italy. More than 290 business and management experts, attorneys, business lawyers, tax consultants, public auditors, certified accountants, economists, banking and bookkeeping experts, engineers and insolvency administration specialists, many with multiple qualifications, ensure practicable and economically sound solutions. PLUTA is one of the top restructuring companies, as demonstrated by rankings and awards from INDat, JUVE, The Legal 500, Who's Who Legal, brand eins, Wirtschaftswoche and Focus. Further information is available at www.pluta.net.

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agreement. In a difficult market environment, we have achieved a good solution together with all stakeholders." In addition to Mr Nikolaus Röver, the PLUTA team has been made up of Mr Simon Eickmann, Mr Luca Reifenberg, Mr Michael Kögl and Mr Julian Scharr.

"The acquisition has required a tremendous effort from all involved. It seemed for a long time that we would have to cease production at Staud due to the lack of a viable economic solution. The agreement reached with the new owners, Mr Fuhrmann and Mr Spielberger, represents a great success and we can all be proud of what has been achieved," said insolvency administrator Dr Haffa. In a very difficult environment, Dr Haffa and his colleague attorney Mr Holger Blümle succeeded in maintaining operations, which had already all but ceased, after the company filed for insolvency, thereby laying the foundations for the successful sale.

Following intensive and challenging but ultimately successful negotiations, the purchase agreement for the acquisition of Martin Staud GmbH was signed on 21 February 2025. From 1 March 2025, the company will move towards a stable, sustainable future under its current management with a new owner structure. The long-standing Martin Staud GmbH brand will be maintained to ensure continuity, strengthen customer trust and further expand the market position in the long term.

Martin Staud GmbH is being acquired by two experienced businessmen who have already been familiar with the Staud company for more than 15 years: Mr Tobias Fuhrmann, who played a major role in the acquisition of

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Martin Staud by investment company Orlando, and Mr Karl Spielberg, owner of Soleal Unternehmerkapital AG.

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