

## Press Release

# PLUTA M&A team advises selling party on sale of shares in Porzner Steine & Erden GmbH

17 January 2024 · Munich · Business Area: Legal Consulting

M&A experts at PLUTA have advised Mr Johannes Porzner, a shareholder in Porzner Steine & Erden GmbH based in Zapfendorf, on the sale of his 50% stake. The shares have been acquired by Lenz, Ziegler, Reifenscheid GmbH & Co. KG in Kitzingen.

Porzner is a family business founded in 1882. Traditionally, the Porzner company has mainly focused its activities on sand and gravel quarrying and processing in the Bamberg area in the Upper Franconia region. Mr Johannes Porzner, son of Mr Sigfried Porzner, joined the business 25 years ago, in 1998. He took responsibility for the company's natural stone for landscaping business and specialised to an increasing degree on global procurement of natural stone.

Porzner Steine & Erden GmbH has had three shareholders to date – Mr Johannes Porzner as well as Ms Sabine Porzner-Isenrath and her father Mr Thomas Porzner, who will retain their joint 50% stake. The new co-shareholder with effect from 1 January 2024 is Lenz, Ziegler, Reifenscheid GmbH & Co. KG (LZR), a long-standing family business based in Kitzingen. It specialises in the manufacture of ready-mixed concrete as well as sand and gravel quarrying and earthworks. In recent years, LZR has

### PLUTA press contact

Patrick Sutter  
relatio PR  
+49 89 210 257-22  
presse@pluta.net

### PLUTA expert



**Marcus Katholing**

Diplom-Betriebswirt, Bankkaufmann



**Laura Holzmannstetter**

Master of Laws (LL.M.)

#### About PLUTA

PLUTA helps companies in legally and economically difficult situations. Since the company was founded in 1982, PLUTA has constantly grown. Today PLUTA has a staff of about 500 employees in Germany, Spain and Italy including more than 290 graduates in business economics and business management, attorneys, business lawyers, tax consultants, public auditors, certified accountants, economists, bankers, bookkeepers, engineers and insolvency administration specialists. Many of them own multiple qualifications what ensures practicable and economically sensible solutions. In particular, PLUTA provides support in restructuring companies affected by a crisis or insolvency and in continuing business operations, if necessary by involving restructuring experts in a responsible role. PLUTA is one of the top enterprises specialising in restructuring and turning around companies, as demonstrated by rankings and awards from INDat, JUVE, The Legal 500, Who's Who Legal, brandeins, and Focus. Further information at [www.pluta.net](http://www.pluta.net)

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also made a name for itself as an expert construction partner for the environmentally sound disposal of soil and the recycling of mineral waste. The foundations for LZR were laid in 1906 with the establishment of a sand and gravel dredging operation.

The Porzner families stated, "We are very pleased with the transaction, as we have found the ideal follow-on solution for the stake owned by Mr Johannes Porzner. LZR and Porzner are well-established companies. During the negotiations, we placed great value on finding a new shareholder that would fit perfectly with our values and rich tradition. The experts at PLUTA managed this M&A deal very well. In addition to providing the necessary expertise, they also showed a great deal of tact and truly understood our needs in respect of this transaction. Porzner is ideally positioned for the future with the new shareholder structure."

### Best possible outcome

PLUTA has significantly expanded its M&A transaction business in recent years. A team at PLUTA Rechtsanwalts GmbH and PLUTA Management GmbH worked closely together on this M&A process. For this transaction, the experts assisted with the analysis and preparation, drafting of the documents to be made available in the data room and for approaching potential buyers, identification of interested parties as well as the contract negotiations and signing. The PLUTA team included business management expert Mr Marcus Katholing and Ms Laura Holzmannstetter (Master of Laws) as well as Dr Karl von Hase, who was responsible for contract drafting.



**Dr. Karl von Hase**

Rechtsanwalt,  
Fachanwalt für Handels-  
und Gesellschaftsrecht,  
Fachanwalt für internationales Wirtschaftsrecht

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PLUTA expert Mr Marcus Katholing said, “We understand the needs of many family businesses and speak their language. This is very important in such transactions. The cooperation in this case was excellent and we have achieved the best possible outcome with the new co-shareholder for Porzner.”

LZR managing director Mr Christian Reifenscheid said, “We are pleased with the successful transaction and would like to thank all involved for the constructive negotiations. We are very happy with the outcome. We will join with Ms Sabine Porzner-Isenrath in keeping the Porzner company on its successful path.”

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