

## Successful buy & build strategy

### Eighth transactions in the outpatient care and homecare supply sector in 30 months

Munich, 02 December 2021 – The M&A consultancy Walther Transaction GmbH has been actively supporting the buy & build strategy of the care group aiutanda since 2018 with the first transaction in May 2019. In October 2021 we have together realized the ninth corporate transaction with more than 18 sites in Germany so far thus essentially contributing to the growth of zero in 2018 to € 100 million in turnover and about 1,500 employees in 2021.

In the most recent transaction, Walther Transaction exclusively advised aiutanda on the purchase of motion-center Holger Otto GmbH, based in Rendsburg (north of Hamburg), which specializes in homecare and the provision of medical aids. The managing partner Holger Otto has – together with three partners – successfully built up the company. After a transitional period, Mr. Otto will leave the company, while the remaining management will continue to accompany the further growth of today 7 sites, € 10 million turnover and 140 employees.

Christoph Schubert, managing partner of aiutanda, is very pleased with the successful transaction: "motion-center Holger Otto is a strategically important investment for the further expansion of our homecare group. Through the new aiutanda family member, we are gaining a portfolio of additional service areas in the homecare supply segment, which we have not been able to serve completely up to now! In order to shape and influence the outpatient healthcare system in a future-oriented way, it requires committed and dedicated partners. In Walther Transaction we have found this reliable and trusting partner who shares aiutanda's vision and turns it into a reality."

With the acquisition, aiutanda succeeds in significantly expanding its range of services in the Hamburg / Schleswig-Holstein area in the areas of care, aids, and homecare in line with the services of nursing, therapy and discharge management.

Mark Walther, managing partner of Walther Transaction: "We are very happy to systematically originate and qualify suitable investments for aiutanda and wish both companies a fruitful successful integration and cooperation."

## **About aiutanda:**

aiutanda is an initiative of private entrepreneurs whose goal is to build the market and quality leader in outpatient care in Germany. Based on this strategy, aiutanda enters into binding partnerships with companies in the outpatient care market in Germany. These are actively and sustainably developed further and thus become part of a large and strong healthcare group that is focused on sustainability. With locations throughout Germany and around 1,200 employees, aiutanda helps more than 2,000 people in need of care every day.

## **About motion-center Holger Otto:**

motion-center Holger Otto is a recognized and successful company from Rendsburg that has grown over the years and has approx. 120 employees. Since 1986, motion-center Holger Otto has been providing customers in Schleswig-Holstein, Hamburg and Mecklenburg-Vorpommern with products and services in the areas of rehabilitation technology, orthopedic technology and orthopedic shoe technology under the slogan "Mobility is the joy of life".

## **About Walther Transaction:**

Walther Transaction, based in Munich, Germany, is an internationally active transaction consultancy and specialist for company sales, acquisitions and buy & build activities. To date, the teams have successfully completed over 300 corporate transactions and business development projects.

## **Press Contact:**

Walther Transaction GmbH

Frau Karin Olliges

Tel.: +49 89 230 2141 10

[olliges@walther-transaction.com](mailto:olliges@walther-transaction.com)

[www.walther-transaction.com](http://www.walther-transaction.com)