

GOETEL GMBH

ACCOMPANYING A GROWTH
COMPANY IN THE FIBER
OPTIC INFRASTRUCTURE
SECTOR

INVESTMENT: 2020

TYPE: GROWTH FINANCING

INDUSTRY: TELECOMMUNICATION

STATUS: SALE TO BASALT INFRASTRUCTURE

CO-INVESTORS: ADIUVA CAPITAL

The goetel Group was founded in 1987 and is a leading Central German telecommunications service provider with locations in Goettingen, Kassel and Reiskirchen. With almost 200 employees, goetel already supplies more than 25,000 customers with telephone and internet products. goetel has specialized in particular in developing rural areas with FTTH infrastructure

INITIAL SITUATION

Various challenges as a growth company in the fiber optic infrastructure sector.

INVESTMENT STRUCTURE

Growth financing (capital increase) as co-investor to Adiuva Capital.

OUR ACHIEVEMENT

The company was acquired by Basalt Infrastructure Partner in September 2021 to further accelerate the expansion of the networks. In close coordination with the new investor, the company's management was handed over to a successor after a transition phase in June 2022.

OUR VALUE PROPOSITION

Jürgen A. Neumann accompanied the company as CEO, among other things with the focal points

- Post-merger integration
- Creation of transparent decision-making structures for fiber optic expansion
- Fast expansion of the organization from 80 to 160 employees with the introduction of scalable management structures
- Securing debt financing of almost EUR 400 million

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