

Greentech Capital Advisors (“Greentech”) is pleased to announce the following transaction:



Greentech’s Client:

ENGIE is a global energy and services group, focused on three core activities: low-carbon power generation, mainly based on natural gas and renewable energy, global networks, and customer solutions. ENGIE provides integrated low-carbon, high-performing, and sustainable offers based on digital technologies. Beyond energy, ENGIE facilitates the development of new ways of living and working. Headquartered in Paris, La Défense (France), the group has more than 150,000 employees in 70 countries.

In Germany, ENGIE, with its 4,000 employees and a turnover of €2.66 billion (2017) is active along the entire energy value chain, offering innovative technical, energy and service solutions for clients from industry and commerce as well as public authorities. ENGIE Germany is a leader in providing engineering and consulting services for complex infrastructure projects in the areas of energy, water, hydropower as well as construction and transportation.

Key Points of Interest:

- On December 19, 2018, ENGIE Deutschland GmbH part of the ENGIE Group, announced the acquisition of OTTO Luft- und Klimatechnik GmbH & Co. KG (“OTTO”) for an undisclosed amount
- Based in Bad Berleburg, OTTO counts among the most renowned specialist companies for ventilation installation and services in Germany
- OTTO is represented throughout Germany offering a portfolio that covers ventilation and air-conditioning systems solutions for office and industrial buildings as well as clean rooms and bespoke service and maintenance offers
- OTTO has a staff of 700 and will record an annual turnover of around €120 million in 2018 (estimate)

- The acquisition fits with ENGIE's strategy to strengthen its position in Building Services and reinforces its design, planning and execution capabilities

The transaction press release can be found at:

[Press Release](#)

Greentech Capital Advisors acted as exclusive financial advisor to ENGIE. For additional information about this transaction, please contact:

Damien Sauer
Partner
+41 79 955 40 12
Damien@greentechcapital.com

Alex Stein
Principal
+41 78 731 39 11
Alex@greentechcapital.com

Laurent Dallet
Partner
+33 6 26 80 64 15
Laurent@greentechcapital.com

Camille Mueller
Vice President
+41 79 893 41 38
Cmueller@greentechcapital.com

About Us

Our mission is to empower companies and investors who are creating a more efficient and sustainable global infrastructure. We are purpose-built to ensure that our clients achieve success. We have deeply experienced bankers and investment professionals who are sector experts and understand our clients' industries and needs. We reach a vast global network of buyers, growth companies, asset owners and investors, and thereby provide clients with more ways to succeed through a deeper relationship network. We have directly relevant transaction experience which enables us to find creative structures and solutions to close transactions. We are an expert team of 65 professionals working seamlessly on our clients' behalf in New York, Zurich and San Francisco and through a strategic partnership in Japan. Our team of experienced bankers and investment professionals provides conflict-free advice and thoughtful, innovative solutions.

www.greentechcapital.com