

17 March 2025

POELLATH advises shareholders of Innovative Building Technology GmbH on sale of a minority stake to Cerralvo Capital

Cerralvo Capital (“Cerralvo”), a global private equity investor, has acquired a significant minority stake in Innovative Building Technology GmbH, the parent company of Herchenbach Industrial Buildings GmbH (“Herchenbach”).

Herchenbach is a full-service provider of customized storage solutions and is one of the leading providers in Europe. Since 1924, this well-established, owner-managed company has combined many years of experience with the dynamism and flexibility of a start-up. This combination enables the company to provide individualized solutions for a wide range of requirements. Modular product solutions and the process for rapid and efficient realization of storage solutions, which has been repeatedly awarded the Top 100 Innovator prize, reflect the innovative strength and experience of the company resulting from thousands of successfully implemented storage construction projects.

Cerralvo is a global private equity fund specializing in investments based on the search fund model. In addition to the search fund approach, Cerralvo is specifically involved in recapitalization strategies designed to create long-term value for all stakeholders. Since its founding in 2018, Cerralvo has invested in more than 100 search funds and has stakes in over 40 companies acquired through the search fund model.

The parties have agreed not to disclose the volume of the transaction.

POELLATH provided comprehensive legal advice to the selling shareholders with the following team:

- Dr. Michael Inhester (partner, lead, private equity, M&A, Munich)
- Matthias Oberbauer (counsel, lead, private equity, M&A, Munich)
- Gerald Herrmann (associated partner, tax, Munich)
- Andreas Kühnert (counsel, private equity, M&A, Munich)
- Christine Funk (counsel, IP/IT, Frankfurt)
- Marina Hennings (senior associate, real estate, Berlin)
- Dr. Leonid Guggenberger (associate, private equity, M&A, Munich)
- Jannis Lühns (associate, tax, Munich)

About us

POELLATH is a market-leading international business and tax law firm with more than 180 lawyers and tax advisors in Germany. We stand for high-end advice on transactions and asset management. We offer legal and tax advice from one source. In our selected and highly specialized practice groups, we not only know the law, but shape the best practice in the market together with our clients. National and international rankings regularly list our professionals as leading experts in their fields.

We offer comprehensive service in the following areas: Mergers & Acquisitions | Private Equity | Venture Capital | Private Funds | Real Estate | Corporate and Capital Markets | Finance | Tax | Private Clients | Foundations and Non-Profit Organizations | IP/IT, Distribution and Antitrust Law | Employment Law | Litigation and Arbitration.