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POELLATH advises EOS on sale of Smart Energy Group Investment Holding GmbH

Munich-based private equity firm [EOS Partners](#) ("EOS") has sold its stake in [Smart Energy Group Investment Holding GmbH](#) ("SEG" or "Smart Energy Group"), a leading German partner for complex, large-scale projects in technical building equipment. The buyer is [Apleona Wolferts GmbH](#) ("Apleona"), a subsidiary of [Apleona](#), one of Europe's leading providers of integrated facility management. With the acquisition of SEG, Apleona positions itself as a comprehensive, full-service provider and decarbonization partner for building technology and operations. The transaction is still subject to the standard regulatory approvals. POELLATH provided legal advice to EOS on management incentives in connection with the sale.

The Cologne-based Smart Energy Group is a leading, full-service provider of technical building services with over 130 years of experience. The company offers a comprehensive portfolio of planning, installation and services in electrical engineering, heating, ventilation, sanitation and air conditioning technology. SEG consists of four operating companies: Oertel & Prümm (electrical engineering), Lentzen Gebäudetechnik, Matthias Frischke (HVAC), and GPC Technologies (planning services for building technology). The company employs approximately 260 people at six locations in North Rhine-Westphalia and Hesse. Under EOS's ownership, the group has developed from a regional electrical engineering specialist into a diversified group of companies through organic growth and targeted acquisitions, expanding its regional presence and broadening its range of services along the entire value chain.

EOS is a long-term investment firm focusing on medium-sized companies in the DACH region, Benelux countries and Nordic countries that have unique selling points, sustainable customer relationships and high growth potential.

POELLATH advised EOS on the legal aspects of management incentives in connection with the sale with the following Munich team:

- [Silke Simmer](#) (counsel, lead, management participation, M&A/PE)
- [Dr. Benedikt Hohaus](#) (partner, co-lead, management participation, M&A/PE)
- [Natalie Tafelski](#) (associate, management participation, M&A/PE)

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