

# H.I.G. Capital

**H.I.G. Europe is the European Private Equity affiliate of  
H.I.G. Capital with over €3bn capital under management**

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## SITUATION

H.I.G. Europe was looking for a long-term financing solution for its portfolio company WERU Group, the market-leading manufacturer of high-quality windows and doors.

The long-term financing solution should provide improved conditions and flexibility for planned growth investments to further strengthen the Group's leading market position in Europe. The Sponsor also wished to include a portability clause in the new financing contract.

## SOLUTION

goetzpartners prepared a Commercial Review to explain the European windows and doors market and the business model of WERU Group as well as the business plan of the Group to substantiate the key financing highlights. The Commercial Review enabled goetzpartners to successfully educate potential lenders with tailor-made information during the refinancing process.

goetzpartners set up a structured and highly competitive financing process including a long-list of relevant potential lenders to secure the competitive edge at any given time. Key success factor of the refinancing process was goetzpartners' extensive and unrivalled network of lending parties comprising banks and debt funds.

## RESULT

goetzpartners successfully managed the entire debt process and secured the communication with and addressed the information needs of each involved financier. By managing the Q&A process and preparing all relevant documents, the advisor team could significantly relieve management capacity.

goetzpartners achieved the envisaged goals through the refinancing of WERU Group by ESO Capital and negotiated attractive terms and conditions (including a portability clause) and realized significant flexibility for planned growth investments of WERU Group.