



Financial investment combined with industry know-how helped unlock the full potential of German pump and pumping systems group LEWA. Following its investment in 2005, Quadriga Capital brought in new management, reorganised the group's product portfolio, established a plan for future growth and put in place various operational excellence initiatives. As well as improving the company internally, Quadriga Capital set about expanding it internationally through overseas sales initiatives, such as the acquisition of a sales company in the US, and a joint venture in China. Japan's Nikkiso Group bought the company 2009 and has since supported LEWA's ongoing development.

## What did the business need?

- Strong team to succeed family management
- Financial support and expertise for international expansion
- Stronger sales team for previously engineering-focused company
- Vision to unlock company potential through innovation

## How did private equity backing create lasting value?

- Improved aftermarket sales and services
- Streamlined product portfolio and put in place innovation programmes
- Established new sales strategies and targeted the US and China
- Set up the LEWA academy for employees in order to boost operational excellence
- Brought in new management

<b>Country</b>	Germany
<b>Region</b>	Baden-Wurttemberg
<b>Investor</b>	Quadriga Capital

**15%**  
annual sales increase to over  
€140m

**20%**  
increase in R&D spend



**LEWA is a role-model  
how to transfer a small-  
scale local business into a  
global group.**

**BERND STÜTZ**  
former CEO  
LEWA

- Reduced working capital requirements

## What outcomes did private equity investment achieve?

- Increased R&D spend by 20%
- Reached 90 countries through 15 global subsidiaries, an increase of more than 35%
- Increased sales by average 15% a year to over €140m
- Grew profits by an average of 20% a year
- Increased employment numbers by over 6%

## More information

[LEWA](#)

[Quadriga Capital](#)