

## Group expansion

### Sixth subsidiary for Vivonio

**Munich, 28/09/2017. By purchasing fm Büromöbel Franz Meyer GmbH & Co. KG, Vivonio Furniture GmbH is extending its competence as a major player on the European furniture market. The company from Bösel founded by master carpenter Franz Meyer in 1964 is the sixth subsidiary of the Munich-based furniture alliance.**

fm Büromöbel is an innovative and healthily growing family company which is present on the German market with a network of just under 300 specialist retailers, 6 showrooms, 13 area sales managers and 17 dealerships. In addition to the production of complete sets of office furniture, the Bösel-based company also sells lounge furniture, e.g. for use as a place of relaxation and retreat in a modern open plan office. fm Büromöbel has impressed customers with its product quality, design and comfort for years and supplies office equipment retailers in Germany, as well as well-known international companies.

In the 2016/2017 financial year, fm Büromöbel increased its turnover by 14 % to 46 million euros. The production area in Bösel in northern Germany is 14,500 square metres. The company currently employs more than 200 people. The other companies in the fm Group, such as fm Systemmöbel, fm Industries and fm Kunststofftechnik, will continue to be managed by the family of Ulrich Meyer.

The production line fm woodflow 2020, which was commissioned in 2015, is pioneering in the office furniture industry. A professional custom design department, which works on customised solutions, allows fm Büromöbel to combine state-of-the-art industrial production with high-quality craftsmanship and to satisfy particular customer requirements. From planning and production to assembly, everything is available from a single source with the office furniture specialist. The impressive growth, especially that of just under 60 % in the last three years, is the result of the consistent implementation of this recipe for success.

"We are passionate about developing and producing office furniture and attach particular importance, in all that we do, to our proximity to our customers and their 100 % satisfaction," says Theo Budde, Managing Partner.

"For more than 50 years, we have asserted ourselves on the market through highly skilled industrial serial production. In order to continue to grow to a healthy degree, which we intend to do increasingly on an international level in the future, we have decided to become part of the Vivonio Group," explains Ulrich Meyer, Managing Partner. "We have found the perfect partners in the combination of Vivonio Furniture GmbH, a successful strategic furniture group, with Equistone, a financially strong equity investor with experience with medium-sized companies." fm Büromöbel is also to enter into a close collaboration with the Vivonio subsidiary Leuwico GmbH, in particular, as a result of which it will be possible to make use of synergy effects. The premium manufacturer of height-adjustable desks has been Vivonio Furniture GmbH since 2016.

With the takeover, Vivonio is pursuing the strategic objective of extending the presence of the successful family company in Germany, but also focussing on internationalisation. "We are taking over an excellently run company with highly skilled and dedicated employees. Together with them, we want to continue on the path started by fm Büromöbel and, if possible, generate further growth, thus securing jobs," says Vivonio Managing Director Elmar Duffner. fm Büromöbel will, like the other subsidiaries of the Vivonio Group, retain its independent company and brand identity.

As well as fm Büromöbel, Vivonio Furniture GmbH also includes, amongst others, Leuwico GmbH and the companies MAJA – a specialist in the production and sale of flat-pack furniture, Staud – the leading manufacturer of bedroom furniture, SCIAE – a manufacturer of innovative living room and bedroom furniture for self-assembly, and Noteborn – a specialist in walk-in wardrobes and cupboards.

Vivonio Furniture GmbH was founded in Munich in 2012. The Group supplies all the relevant large furniture chains. With its production site in Wittichenau, MAJA is one of the largest suppliers for IKEA in the world. With five subsidiaries, six factories and more than 1300 employees to date, Vivonio generated a Group turnover of more than 300 million euros over the past year.

The majority owners of Vivonio are funds advised by the European equity investor Equistone Partners Europe, whilst a minority share is held by investment funds advised by Orlando Management AG and the Management Board. "We are delighted to be acquiring a *hidden champion* of the German furniture industry in the form of fm Büromöbel, and thus to be further diversifying the Vivonio Group," says Michael H. Bork, Senior Partner and member of the Equistone Management Board. "We have found fm Büromöbel to be an excellently run company and are looking forward to working with Mr Meyer and Mr Budde, who will remain on board."

The parties have agreed to keep the purchase price secret. The transaction still needs the approval of the responsible antitrust authorities.

**Shortcut:**

fm Büromöbel Franz Meyer GmbH & Co. KG is the sixth subsidiary to be acquired by Vivonio Furniture GmbH. The office furniture specialist from Bösel in Lower Saxony has impressed customers with its product quality, design and comfort since 1964 and supplies office equipment retailers in Germany, as well as well-known international companies. The Vivonio Group's objective is to continue to extend the presence of fm Büromöbel on an international level, whilst maintaining its independent brand identity.

**Photographs:**



fm Büromöbel\_Ulrich Meyer\_and\_Theo Budde  
Managing Partners



fm Büromöbel\_company premises

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