

DATE

July 16, 2024

SECTORS

Industrials

DEAL LOCATIONS



DEAL TEAM



Michael Mariaz
Managing Director

UN SDG ACTIVITY



DC Advisory acts as exclusive financial advisor to Quarza Inversiones on the sale of Siber to Zehnder Group



Background

- Siber, founded in 2006, is a leading provider of high-quality mechanical ventilation systems for the residential sector in Spain and Portugal
- Quarza Investments, a privately owned, evergreen investment vehicle acquired a majority stake in Siber in 2019
- Listed on the SIX Swiss Exchange, Zehnder Group is a leading international provider of complete solutions for a comfortable, energy-efficient and healthy indoor climate

Process

- DC Advisory was retained as sole financial adviser to Quarza Inversiones in relation to the sale of Siber
- DC Advisory ran a tailored process, leveraging its sector expertise and senior relationships to identify and engage a competitive group of trade buyers
- DC Advisory worked closely with Quarza Inversiones and Siber's management teams to provide comprehensive strategic advice, sector insight and close support in transaction documentation preparation and negotiation

Outcome

- In July 2024, Zehnder Group entered into a definitive agreement to acquire

100% of Siber for €85m

- Zehnder Group is committed to strengthening Siber's position in the residential ventilation sector in Spain and Portugal
- This transaction extends DC Advisory's significant track record in the industrial HVAC and Air treatment sectors

“Thanks to their industry expertise, strategic advice and dedication, DC Advisory have been instrumental in delivering a strong process and excellent outcome for Quarza.”

Cristian Abelio
Owner, Quarza Inversiones

“We are delighted to have advised on another successful transaction in the HVAC industry. Given the continued need for energy efficient ventilation solutions, we were confident Siber would attract interest from a group of a global market participants and it did. This transaction further highlights DC Advisory's sector expertise in the HVAC market and a clear example of our strength in cross-border transactions.”

Michael Mariaz
Managing Director, DC Advisory UK

“This transaction demonstrates the international reach of our network, and our ability to run global tailored processes and delivering the right advice to our Spanish private equity clients.”

Joaquin Gonzalo
Managing Director, DC Advisory Spain



For more information, please see our [transaction disclaimer](#)

For important information regarding testimonials, please see our [disclaimer](#).