

BELGRANO & CO advises walter services in the acquisition of the Marburg customer services center from Unitymedia KabelBW

Hamburg – 15 November 2012. walter services GmbH, one of Europe's leading business process and CRM outsourcers, has acquired the Marburg customer services center from Unitymedia KabelBW GmbH. Approval of the anti-trust authorities is still outstanding. After closing of the transaction, this key location of the second-largest German cable network operator will be managed by walter services from 1 January 2013 onwards. walter services not only intends to secure all 90 jobs in Marburg, but will further increase the number of agents. The services center will continue to work for Unitymedia KabelBW's customers. With this acquisition, walter services has gained another premium customer in the media segment.

BELGRANO & CO has advised the management and shareholders of walter services in this acquisition.

About walter services:

Founded in 1978 as a telemarketing pioneer in Germany and abroad and provides innovative business process outsourcing strategies for customer relationship management. walter services offers tailor-made consulting services and adapts customer services and sales concepts to suit the specific client and industry sector. Walter services today employs approximately 8.000 employees.

For further information on walter services, visit www.walterservices.com.

About Unitymedia KabelBW:

Unitymedia KabelBW, headquartered in Cologne, is one of the leading telecommunications and media providers in Germany. The company's broadband cable services are available in 12.6 million German households. In addition to offering analogue cable TV services, Unitymedia KabelBW offers integrated triple-play services that account for the growth in the areas of digital cable TV, broadband internet and telephony. As of 30 September 2012, Unitymedia KabelBW sold about 6.7 million TV subscriptions (including 2.1 million digital TV subscriptions) and 2.1 million internet and telephony subscriptions to its roughly 7.1 million customers.

For further information on Unitymedia KabelBW, visit www.unitymedia.de.

About BELGRANO & CO:

BELGRANO & CO is a Hamburg-based, integrated corporate consulting firm, assisting entrepreneurs and mid-sized companies in defining and successfully pursuing their strategic growth objectives. BELGRANO & CO is focusing on strategy consulting, financial communication, transaction advisory and post-merger integration.

For further information on BELGRANO & CO, visit www.belgrano-co.com.

Contact:

BELGRANO & CO Unternehmensberatung GmbH
Andreas Pabsch
Alter Wall 65
20457 Hamburg
andreas.pabsch@belgrano-co.com