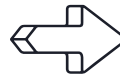


# Bean Partners Successfully Executes Sale of OWS Fire Rated Ltd to Haerens Group

London, UK — October 2024



**The M&A team at BEAN Partners, led by Dr Nick Cronin, Tom Imlay and Jahnvi Mehta, advised the shareholders of OWS Fire Rated Ltd on the sale of their business.**

OWS Fire Rated, the UK's leading specialist in aluminium fire-resistant glazing solutions, have recently been acquired by Haerens Group, a family business headquartered in Ghent, Belgium.

The market for passive and active fire protection has grown significantly in recent years. This acquisition will strengthen Haerens Group's suite of fire-resistant products and immediately give it a strong presence in the UK.

OWS Fire Rated, founded in 1996 by Matthew Potter and Alan Williams, designs, fabricates and installs fire-resistant windows, doors and curtain wall products. Over the last 28 years, OWS Fire Rated has developed strong partnerships with leading aluminium glazing contractors and main contractors. The company is now the

leading supplier of fire-resistant aluminium fenestration products in the UK.

The Haerens Group is a family business focused on growth and the long-term development of its people and stakeholders. Today, their key activities include Technical Glass at Haerens & Vitrotec, Museum Showcases at Meyvaert and Technical Doors & Partitions at Eribel. The Haerens Group upholds its business with a centralized Finance, IT, Legal and HR group, allowing for future improvement and the expansion into additional territories and activities.

**Matthew Potter, Director of OWS Fire Rated:**

*"This is an exciting event for OWS. Becoming part of the Haerens Group will unlock new opportunities and accelerate our growth, allowing us to provide our valued customers with new products and solutions. The cultural fit is perfect with a common ethos and shared values. We would like to thank the amazing people who have made OWS the success it is today and enabled this fantastic new chapter in our story."*

**Steven De Tollenaere, CEO of our Haerens Group:**

*"We are very impressed with the organization Matthew & Alan have created. We feel a very strong cultural fit with Haerens Group & Eribel. We are looking forward to working together with Matt & Alan to support OWS Fire Rated continue to deliver its high-quality solutions to its customers, while adding Eribel's product portfolio to its offering over time."*

**Matthew Potter, Director of OWS Fire Rated:**

*"Tom and the rest of the team at Bean Partners took great care of us through this process from start to finish, making sure that we had a good understanding of each stage and co-ordinating many moving parts to deliver a fantastic end result. Bean Partners were a great partner to have by our side through this once in a lifetime event."*

**Alan Williams, Director of OWS Fire Rated:**

*"I'm delighted that Haerens Group are partnering with OWS. Since starting the business, we have worked with some fantastic people that have helped with its growth and it will be great to see the company take on new challenges with Haerens Group."*

*Bean Partners acted as advisor to OWS Fire Rated throughout the transaction process, from the planning stages through to due diligence and deal completion. Legal advice was provided by Dr. Saverio Salandra and Harman Khangure of Harrison Clarke Rickerbys.*

**Dr Nick Cronin Principal at Bean Partners:**

*"Having spent three years supporting OWS through our Value Creation Strategy consulting process and subsequent Sale transaction project the result of which achieved and understanding of how we could maximise the value of OWS through data and intelligence. We were then in a good position to know when and how to take the business to market. The consulting process ahead of the transaction also allowed us to achieve the best deal terms for our client. I'm delighted to see Matthew and Alan realise a great outcome for decades of work building a great business."*