

Cologne – New York

Passion for Middle-Market M&ASM



Agenda

➤ 1. BELGRAVIA & CO. in a Nutshell / Key Credentials

➤ 2. 85+ M&A Transactions / Sector Expertise

➤ 3. Professionals and Senior Advisors

➤ 4. International Reach and Expertise

➤ 5. Key Contacts

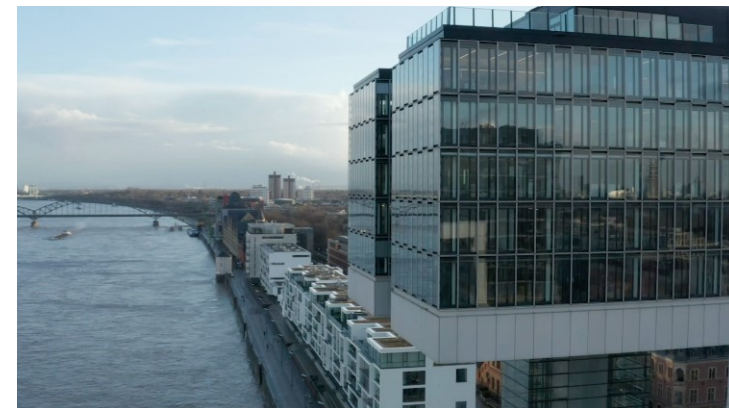


BELGRAVIA & CO.: Passion for Middle-Market M&ASM / Video Introduction

BELGRAVIA & CO. is a growth-oriented, independent middle-market M&A and Corporate Finance advisory firm based in Cologne/Germany with a rep office in New York.

Our core DNA is
"Passion for Middle-Market M&ASM".

> Watch our [Corporate Video](#)

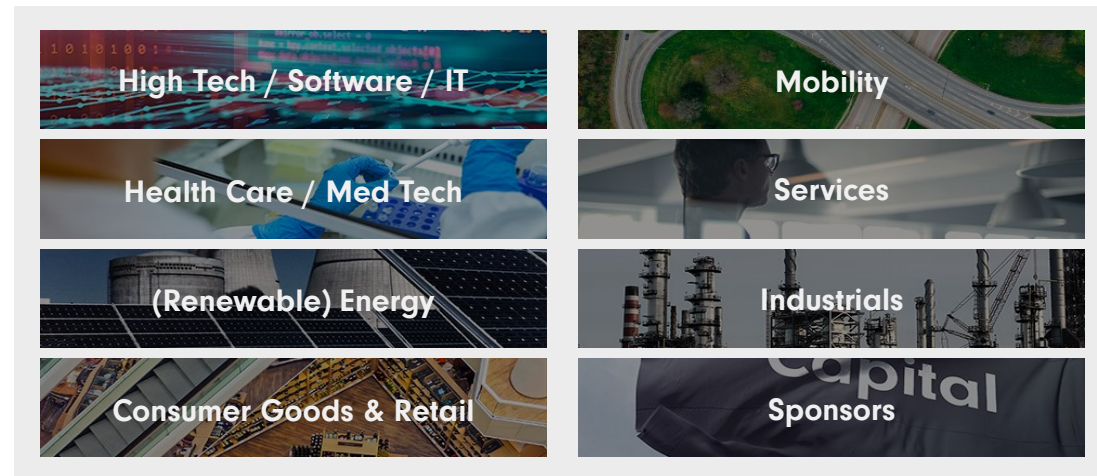


Recap BELGRAVIA & CO. – Passion for Middle Market M&A

KEY FACTS

13 Professionals 7 Advisory Board Members	85+ Transactions	> 90% Success Rate
> 40 % Cross-border, 18 Countries	> € 2,5 bn Transaction Volume	€ 20-200m Typical Enterprise Value

COVERED SECTORS



COMPETENCIES

M&A Advisory Services (Sell-/Buy-Side)

- > Expert advice on acquisitions, merger and strategic portfolio alignments
- > Holistic structuring and execution of M&A processes
- > Due diligence support

Exit Readiness Assessments

- > Optimized decision making on the most appropriate timing of an M&A process
- > Current assessment of enterprise value and likely purchase price
- > Clearly defined measures to optimize the equity story / commercial package of a transaction

Financial Modeling & Fairness Opinions

- > Company valuation (DCF, Multiple)
- > Business plan validation & financial modeling
- > Valuation of synergies

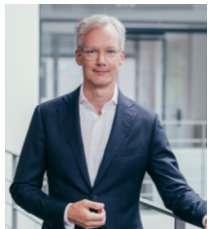
Strategic & Financial Advisory

- > Market analyses & assessment of growth strategies
- > Commercial due diligence
- > Post merger integration



Senior, experienced, deal-driven team and high-profile advisors

M&A Professionals



Dr. Björn Röper
Founder,
Managing Partner



Dietmar Rath
Partner



Arndt von Raussendorff
Partner



Norbert Adam Froitzheim
Partner



Sebastian Hille
Senior Director



Christian Olsen
Vice President



Stefan Barufke
Vice President



Matthias Blume
Associate



Alessandro Zellner
Associate



André Lauschke
Analyst

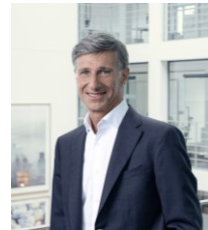
SENIOR ADVISORS



Julia Stephani
Assistant,
Office Manager



Andreas Pabsch
Associate Partner



Viktor Edelmann
Associate Partner



Prof. Dr. Gerhard Picot
Senior Advisor



Dr. Sieghart Scheiter
Senior Advisor



Dr. Markus Adams
Senior Advisor



Dott./MBA Patrick Wegmann
Senior Advisor



Rainer Isringhaus
Senior Advisor



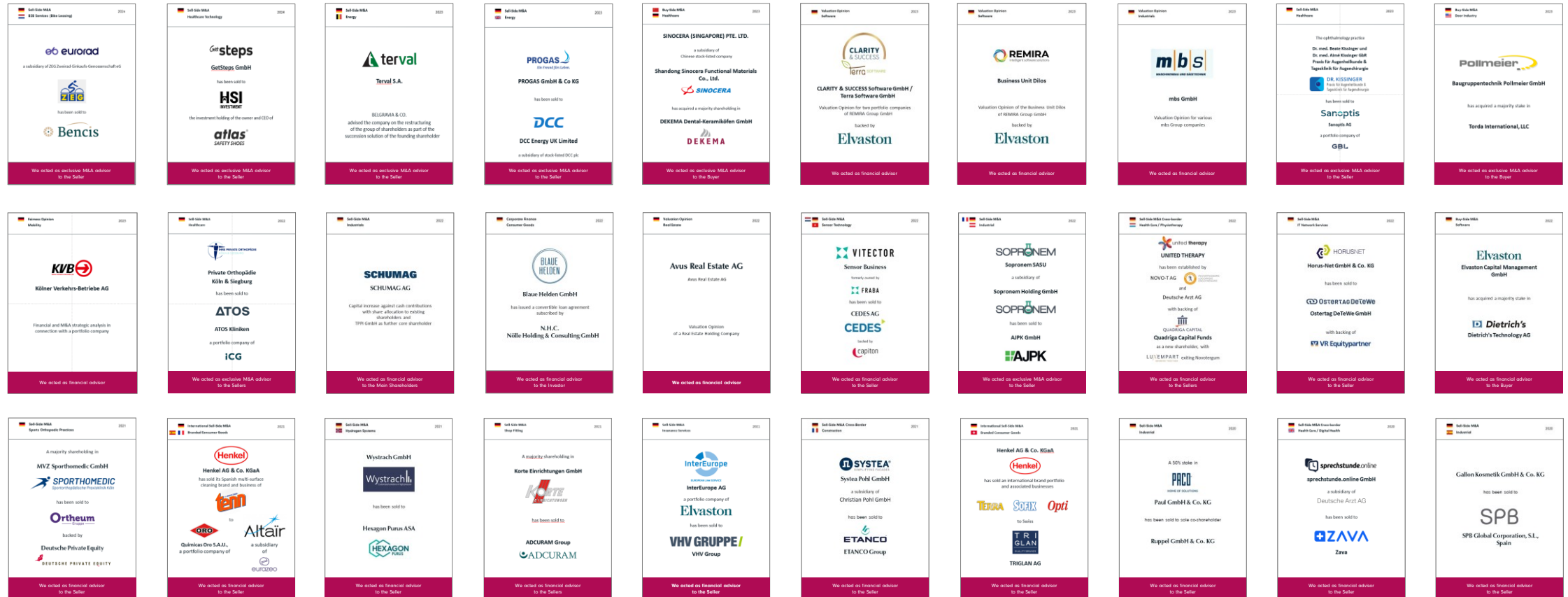
Dr. Rainer W. Schmidt
Senior Advisor



Daniel Moldenhauer
Senior Advisor

Successful track-record: 85+ M&A transactions closed since 2012

PROVEN TRACK-RECORD ACROSS MULTIPLE M&A INDUSTRIES AND TRANSACTION SETTINGS (SELECTION)



The grid displays 30 individual transaction cards, each with a header indicating the industry and year, followed by the company logo and a brief description of the deal. The cards are arranged in three rows of ten. Each card concludes with a red bar stating the role of Belgravia & Co. as financial advisor.

- Card 1:** EuroRad (2014) - Belgravia & Co. acted as exclusive M&A advisor to the Seller.
- Card 2:** GetSteps (2014) - Belgravia & Co. acted as exclusive M&A advisor to the Seller.
- Card 3:** Terval (2013) - Belgravia & Co. acted as exclusive M&A advisor to the Seller.
- Card 4:** Progas (2013) - Belgravia & Co. acted as exclusive M&A advisor to the Seller.
- Card 5:** Sinocera (2013) - Belgravia & Co. acted as exclusive M&A advisor to the Buyer.
- Card 6:** Clarity & Success (2013) - Belgravia & Co. acted as financial advisor.
- Card 7:** Remira (2013) - Belgravia & Co. acted as financial advisor.
- Card 8:** mbs (2013) - Belgravia & Co. acted as financial advisor.
- Card 9:** Dr. med. Beate Kissinger (2013) - Belgravia & Co. acted as exclusive M&A advisor to the Seller.
- Card 10:** Polimeier (2013) - Belgravia & Co. acted as exclusive M&A advisor to the Buyer.
- Card 11:** KVB (2012) - Belgravia & Co. acted as financial advisor.
- Card 12:** Private Orthopädie (2012) - Belgravia & Co. acted as exclusive M&A advisor to the Seller.
- Card 13:** Schumag (2012) - Belgravia & Co. acted as financial advisor to the Main Shareholders.
- Card 14:** Blaue Heiden (2012) - Belgravia & Co. acted as financial advisor to the Investor.
- Card 15:** Avus Real Estate AG (2012) - Belgravia & Co. acted as financial advisor.
- Card 16:** Vitector (2012) - Belgravia & Co. acted as financial advisor to the Seller.
- Card 17:** Sopronem (2012) - Belgravia & Co. acted as exclusive M&A advisor to the Seller.
- Card 18:** United Therapy (2012) - Belgravia & Co. acted as financial advisor to the Seller.
- Card 19:** Horus-Net (2012) - Belgravia & Co. acted as financial advisor to the Seller.
- Card 20:** Elvaston (2012) - Belgravia & Co. acted as financial advisor to the Buyer.
- Card 21:** MVZ Sporthomedic (2011) - Belgravia & Co. acted as financial advisor to the Seller.
- Card 22:** Henkel AG & Co. KGaA (2011) - Belgravia & Co. acted as financial advisor to the Seller.
- Card 23:** Wystrach (2011) - Belgravia & Co. acted as financial advisor to the Seller.
- Card 24:** Korte Einrichtungen (2011) - Belgravia & Co. acted as financial advisor to the Seller.
- Card 25:** InterEurope (2011) - Belgravia & Co. acted as financial advisor to the Seller.
- Card 26:** Systea (2011) - Belgravia & Co. acted as financial advisor to the Seller.
- Card 27:** Henkel AG & Co. KGaA (2011) - Belgravia & Co. acted as financial advisor to the Seller.
- Card 28:** PICO (2010) - Belgravia & Co. acted as financial advisor to the Seller.
- Card 29:** Sprechstunde.online (2010) - Belgravia & Co. acted as financial advisor to the Seller.
- Card 30:** Gallon Kosmetik (2010) - Belgravia & Co. acted as financial advisor to the Seller.

Broad sector experience both among corporate clients and family-owned businesses

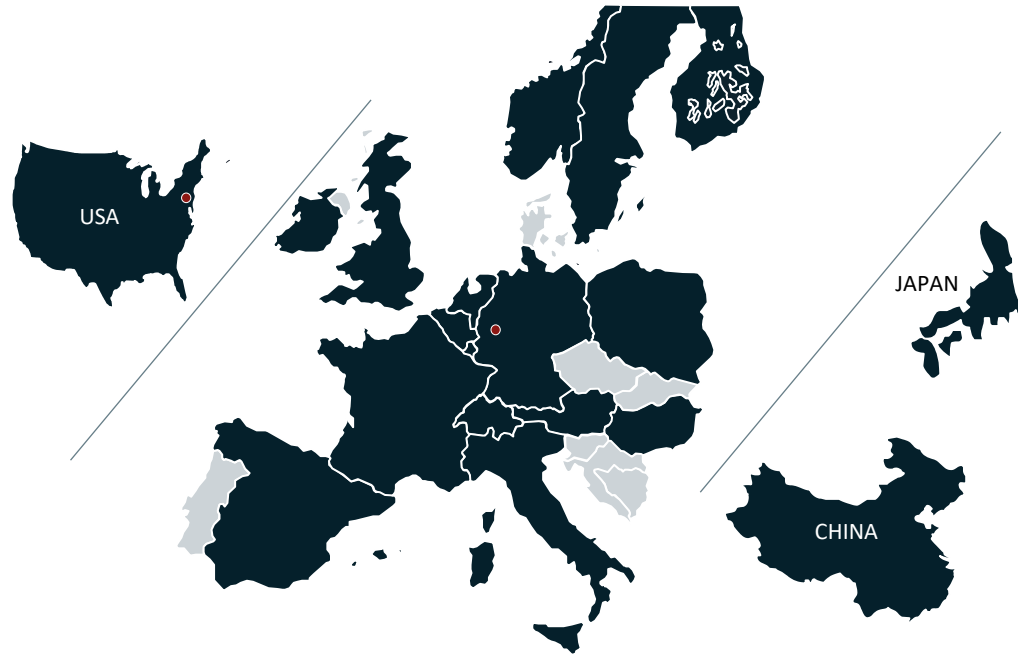
CLIENT AND SECTOR BREAKDOWN

	Mobility	High-Tech/ Software / IT	Industrials	Energy	Services	Health Care/ Med Tech	Consumer Goods & Retail	Financial Investors
Large-Cap Corporate Clients	 	 	 	 	 	 	 	
Mid-Market Clients (Family-owned)	 	 	 	 	 	 	 	

Extensive international experience in cross-border middle-market deals

INTERNATIONAL DEAL FOOTPRINT

■ : Countries with B&CO. M&A project references



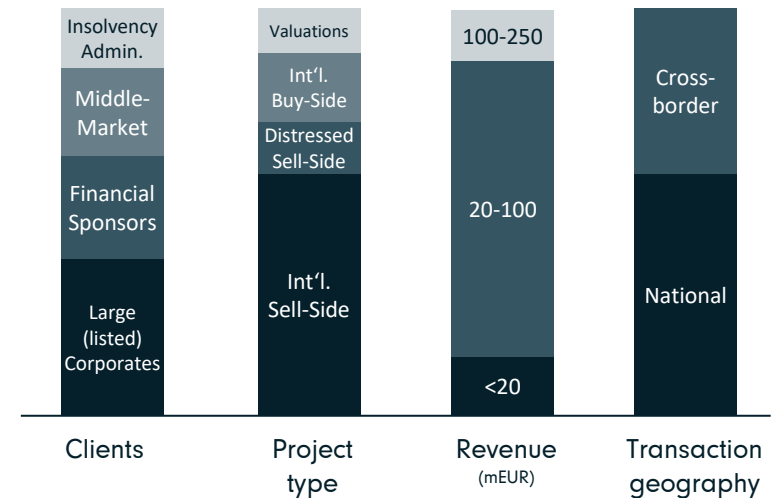
Cross-border deals covering the following countries:

USA	Spain	The Netherlands	San Marino	Belgium
U.K.	Italy	Luxemburg	Sweden	Japan
France	Poland	Switzerland	Norway	
China	Hungary	Austria	Finland	

SECTOR BREAKDOWN



PROJECT TYPES



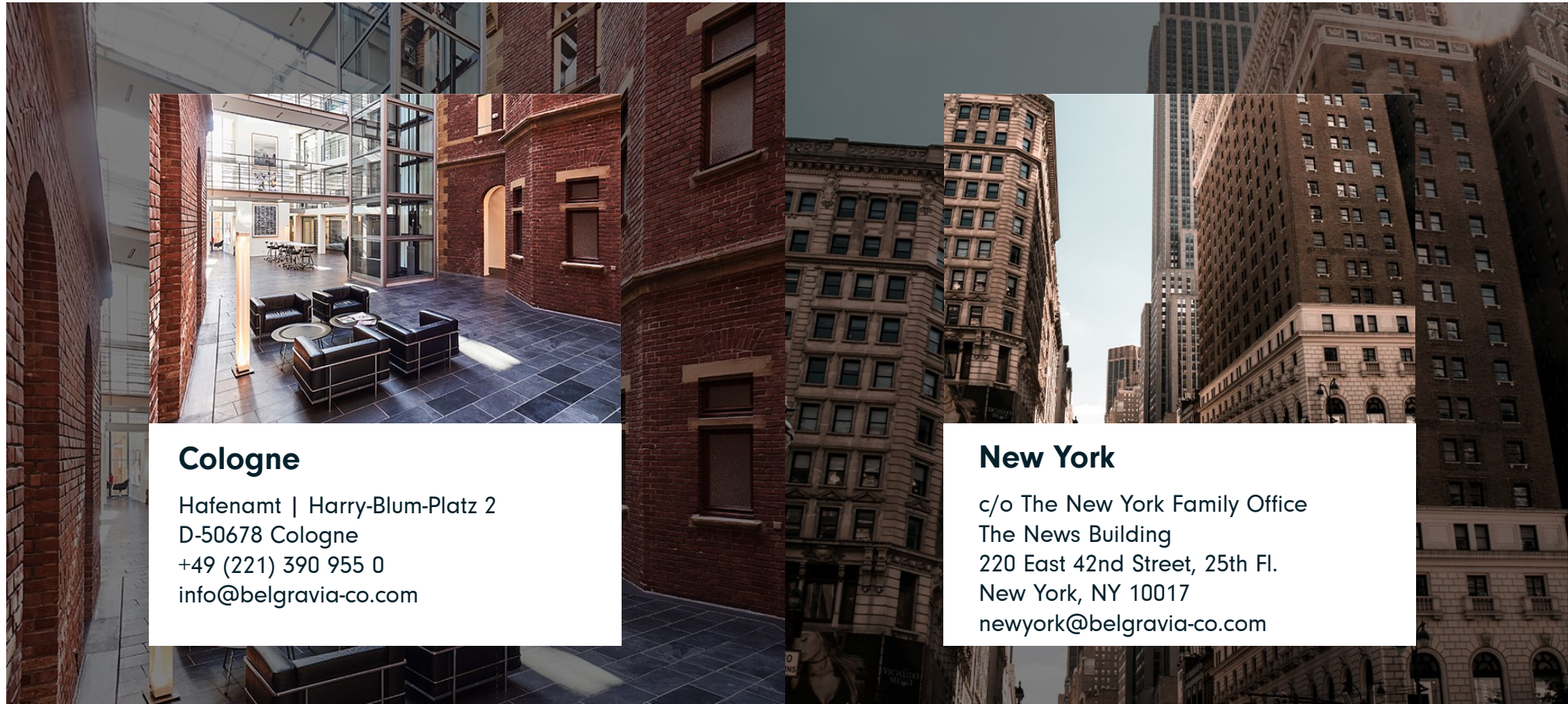
Differentiating factors

WHY OUR CLIENTS CHOOSE US ...

- > **Long-term experience** in the execution of mid-cap transactions
- > **Fully familiar** with both **middle-market mandates** and **corporate requirements**
- > **Well-established, effective, senior team**
- > **Independent and free** from conflicts of interest
- > **Pragmatic, creative and flexible** approach
- > **Attractive fee structure**
- > **100% representatives** of the interests of our clients

WHAT MAKES US STAND OUT ...

- > **Professional and structured approach**
- > **Results-oriented process management**
- > **Value-added negotiating skills**
- > **High entrepreneurial commitment**
- > **Holistic transaction support at partner level**
- > **High linguistic and cultural competence**
- > **Extensive personal network** to **national and international investors** as well as **corporates**



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