

Cologne – New York Passion for Middle-Market M&A<sup>SM</sup>



belgravia-co.com



# 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&A<sup>SM</sup> / 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&A<sup>SM"</sup>.

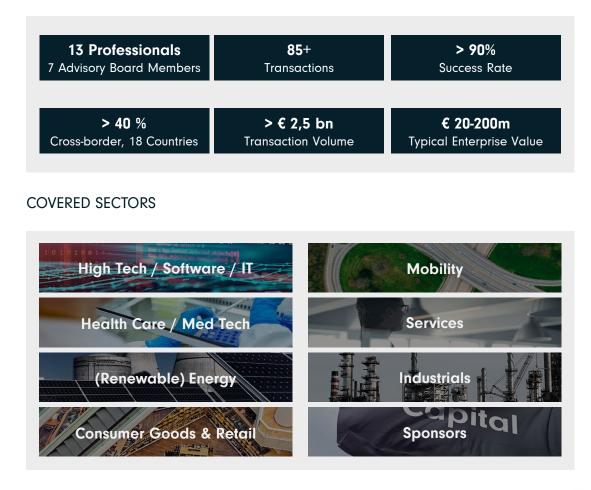
## > Watch our Corporate Video





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

### **KEY FACTS**



## COMPETENCIES

M&A Advisory Services (Sell-/Buy-Side)	Exit Readiness Assessments			
<ul> <li>&gt; Expert advice on acquisitions, merger and strategic portfolio alignments</li> <li>&gt; Holistic structuring and execution of M&amp;A processes</li> <li>&gt; Due diligence support</li> </ul>	<ul> <li>&gt; Optimized decision making on the most appropriate timing of an M&amp;A process</li> <li>&gt; Current assessment of enterprise value and likely purchase price</li> <li>&gt; Clearly defined measures to optimize the equity story / commercial</li> </ul>			
Financial Modeling & Fairness Opinions	package of a transaction Strategic & Financial Advisory			
Financial Modeling & Fairness Opinions Company valuation (DCF, Multiple) Business plan validation & financial modeling				

## BELGRAVIA&CO.

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

## M&A Professionals



Dr. Björn Röper Founder, Managing Partner

Partner

Andreas Pabsch

Associate Partner



**Dietmar Rath** Arndt von Raussendorff Partner



Norbert Adam

### SENIOR ADVISORS

Froitzheim

Partner

Picot

Senior Advisor



**Christian Olsen** 

Vice President





Stefan Barufke Vice President

Matthias Blume Associate

Alessandro Zellner Associate

André Lauschke Analyst



Julia Stephani Assistant, Office Manager



Viktor Edelmann Associate Partner



Prof. Dr. Gerhard Dr. Sieghart Scheiter Senior Advisor

Adams



Dott./MBA **Patrick Wegmann** Senior Advisor

**Rainer Isringhaus** Dr. Rainer W. Senior Advisor Schmidt Senior Advisor





Daniel Moldenhauer Senior Advisor











Top 2022 Company

| 4 |





Sebastian Hille Senior Director

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

### Sell Side SMBA Healthcare Technology Soli Side M&A #20 Services (Bite Lessing) 2024 2004 Sel-Sale M&A Seli-Side M&A Buy-Side M&A 2623 Yeluation Opinion Software 2023 Valuation Opinion Valuation Opinion Industrials 2025 Sel-Side MBA Healthcare 2603 Buy-Side MBA Deer Industry 2023 2025 SINOCERA (SINGAPORE) PTE, LTD, Dr. med. Beate Kissinger und Dr. med. Almé Kissinger GbR Prasis für Augenheißunde & Tagesklinik für Augenchirurgie o eurorad Get steps CLARITY a subsidiary of Chinese stock-listed company REMIRA A terval PROGAS mbs Pollmeier > GetSteps GmbH lerro scrowne Shandong Sinocera Functional Materials Co., Ltd. has been sold to Terval S.A. PROGAS GmbH & Co KG **Business Unit Dilos** DR. KISSINGE Frasis Kir Augenteilkur Tanesitinik für Augent R. KISSINGER Baugruppentechnik Pollmeier Gmbł CLARITY & SUCCESS Software GmbH / SINOCERA HSI Terra Software GmbH mbs GmbH has been sold to Valuation Opinion of the Business Unit Dilos of REMIRA Group GmbH has acquired a majority stake in has been sold to Sanoptis BELGRAVIA & CO. DCC DEKEMA Dental-Keramiköfen GmbH advised the company on the restructuring of the group of shareholders as part of the backed by mbs Group companies backed by Sanoptis AG Torda International, LLC Bencis atlas' succession solution of the founding sharehold Elvaston Elvaston DCC Energy UK Limited DEKEMA GBL a subsidiary of stock-listed DCC pl We acted as exclusive M&A advisor to the Buyer We acted as exclusive M&A advisor to the Seller We acted as exclusive M&A adviso to the Seller We acted as exclusive M&A advisor to the Seller We acted as exclusive M&A adviso to the Seller We acted as exclusive M&A advisor to the Buyer We acted as exclusive M&A advisor to the Seller Fairness Opinion Mobility Sell-Side MBA Soli-Side MAA Corporate Reserves Valuation Opinion Real Errore Sol-Side MAA Sell-Side M&A Sell-Side M&A Gross-border Health Care / Physiotherapy Sell-Side M&A Bay Side Mild 2025 2003 2922 2022 2022 2022 2022 Kunited therapy t SOPRONEM () HORUSNET VITECTOR UNITED THERAPY Elvaston BLAUE Avus Real Estate AG Sopronem SASU Horus-Net GmbH & Co. KG кив⊖ Sensor Business has been established b Elvaston Capital Management GmbH Private Orthopādi SCHUMAG a subsidiary of NOVO-TAG Aven Real Estate AG Köln & Siegburg has been sold to SCHUMAG AG Kölner Verkehrs-Betriebe AG FRABA Sonronem Holding GmbH has been sold to Blaue Helden GmbH Deutsche Arzt AG has acquired a majority stake in has been sold to O OSTERTAC DETEWE Capital increase against cash contributions with share allocation to existing shareholders and TPPI GmbH as further core shareholder SOPRÖNEM has issued a convertible loan agreement subscribed by with backing of *<u>ATOS</u>* CEDES AG Ostertag DeTeWe GmbH has been sold to Dietrich's Financial and M&A strategic analysis in connection with a portfolio company CEDES ATOS Kliniken N.H.C. Valuation Opinion of a Real Estate Holding Company with backing of Nölle Holding & Consulting GmbH Quadriga Capital Funds Dietrich's Technology AG AJPK GmbH a portfolio company of VR Equitypartner backed bu Capiton AJPK iCG LUXEMPART exiting Novoterga We acted as exclusive M&A advisor to the Sellers We acted as exclusive M&A advisor to the Seller We acted as financial adviso to the Sellers We acted as financial adviso to the Seller We acted as financial advisor to the Buyer Sel-Side M&A Sparts Ontepedic Procises Sell Side MAA Shop Filling Sell Side MALA Instance Services 2021 International Self-Side M&A Branded Consumer Doods Soli-Side M&A 2821 Seli-Side M&A Cross-Border International Sell-Side M&A Eranded Consumer Goods Seli-Side MAA Sell-Side M&A Cross-barder E Sel-Side M&A 2023 2021 2001 292 2821 2020 2020 2020 Henkel AG & Co. KGaA A majority shareholding in (Henkel) InterEurope Wystrach GmbH A majority shareholding i SYSTEA" Henkel A 50% ctoke in sprechstunde.online MVZ Sporthomedic GmbH Henkel AG & Co. KGaA Korte Einrichtungen Gmbł Gallon Kosmetik GmbH & Co. KG SPORTHOMEDIC Wystrach Systea Pohl GmbH PACO has sold an international brand portfolio and associated businesses sprechstunde.online GmbH K**o**rte InterEurope AG has been sold to tenn has been sold to portfolio company of Christian Pohl GmbH Paul GmbH & Co. KG Deutsche Arzt AG TERRA SOEK Opti has been sold to Elvaston SPB Ortheum has been sold to has been sold to has been sold to to Swiss has been sold to sole co-shareholder has been sold to Hexagon Purus ASA ORO Altaïr backed by T R I GLAN SPB Global Corporation, S.L., Spain ETANCO **VHV GRUPPE**/ Ruppel GmbH & Co. KG Químicas Oro S.A.U., ADCURAM Group a subsidiary of HEXAGON Deutsche Private Equity ETANCO Group Zava **C**ADCURAM VHV Group JEUTSCHE PRIVATE EQUITY eurazeo TRIGLAN AG

### PROVEN TRACK-RECORD ACROSS MULTIPLE INDUSTRIES AND TRANSACTION SETTINGS (SELECTION)

## BELGRAVIA & CO.

## 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	KVB paragon. voltabox'	Wystrachie MEDIA BROADCAST	CHMOLZ HEIDELBERG OORMODE HOESCH GROUP HOESCH GROUP CONSCHORK Zwerlassigkeit trägt	Steag PROGAS	Censu: Richtig.	Sourcerea     Sourcerea	Henkel	AFINUM Callegra capital DUBAG ARDIAN Elvaston Lamont Capital LUXEMPART GUALTAL PARTNERS
Mid-Market Clients (Family-owned)	LUEG.	Dietrich's FRABA VITECTOR HORUSNET magellan questback SCRESTRATE	Automation Creater	INNOGY CONSULTING URBANA.	EXERCISE AS A CONSTRAINT OF CO	Deutsche Arzt AG NOVO-T AG sprechstunde.online Get Steps PHYSIOTHERAPIE EGOTHERAPIE EGOTHERAPIE COSPADIE EGOTHERAPIE COSPADIE EGOTHERAPIE COSPADIE COSPADIE EGOTHERAPIE COSPADIE EGOTHERAPIE COSPADIE EGOTHERAPIE COSPADIE EGOTHERAPIE COSPADIE COSPADIE EGOTHERAPIE COSPADIE EGOTHERAPIE COSPADIE EGOTHERAPIE COSPADIE COSPADIE EGOTHERAPIE COSPADIE COSPADIE EGOTHERAPIE COSPADIE EGOTHERAPIE COSPADIE EGOTHERAPIE COSPADIE EGOTHERAPIE EGOTHERAPIE EGOTHERAPIE COSPADIE EGOTHERAPIE	COCOPTO Contraction Contracti	Thyssen 'sche Handelsgesellschaft FORTAS >> ENGELHARDT KAUPP KIEFER & CO. LIEBER ASSET MGMT. CONVALOR Projektpartner GmbH FAMILIE GRÄF HOLDING



## Extensive international experience in cross-border middle-market deals

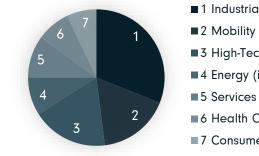
### INTERNATIONAL DEAL FOOTPRINT

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

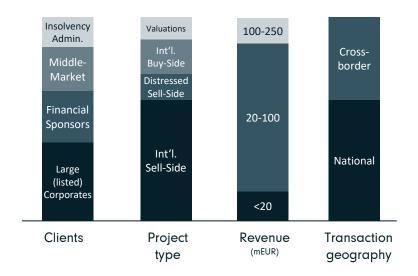


SECTOR BREAKDOWN

PROJECT TYPES



- ■1 Industrials
- ■2 Mobility
- ■3 High-Tech / Software / IT
- 4 Energy (incl. Renewable Energy)
- ■6 Health Care / Med Tech
- 7 Consumer Goods & Retail



Cologne - New York

Passion for Middle-Market M&A<sup>™</sup>



# **Differentiating factors**

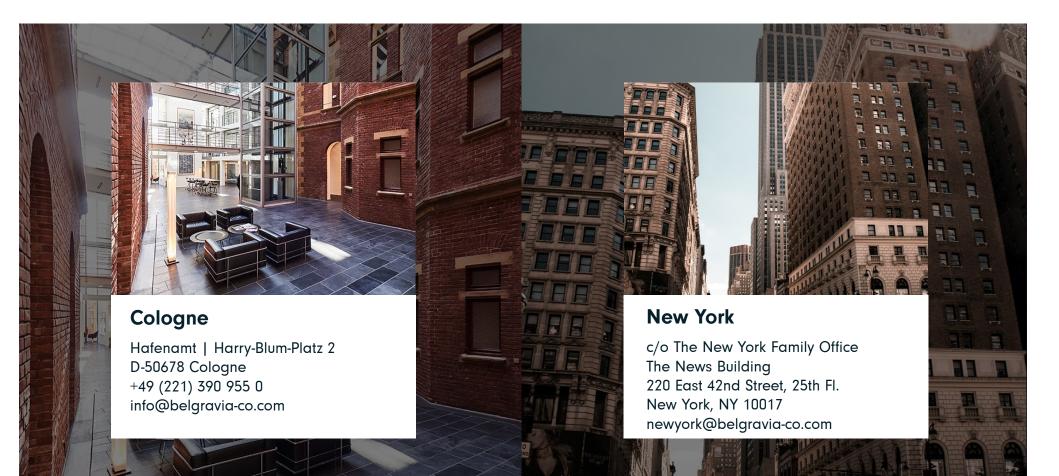
WHY OUR CLIENTS CHOOSE US ...

- **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





### Confidentiality / Disclaimer

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