



BELGRAVIA & CO.

Cologne – London – New York

Passion for Middle-Market M&ASM

belgravia-co.com



Agenda

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

➤ 2. 145+ M&A Transactions / Sector Expertise

➤ 3. Professionals & Senior Advisors

➤ 4. International Reach & Expertise

➤ 5. Key Contacts



Introduction to BELGRAVIA & CO.

BELGRAVIA & CO. is ...

- an independent and internationally active
- middle-market-focused M&A advisory firm
- based in Cologne/Germany
- with rep offices in London + New York
- executing a growth strategy

➤ [Watch our Corporate Video](#)



Our core DNA is

Passion for Middle-Market M&ASM

BELGRAVIA & CO. are the Rhineland-based middle-market M&A experts since 2012

KEY FACTS

>145 Transactions closed	€ 20-200m Typ. Enterprise Value	>100 years of senior M&A Experience
	> 40 % Cross-border, 21 Countries	17 Professionals 9 Senior Advisors
	> € 2.5 bn Transaction Value	> 90% Success Rate

COVERED SECTORS

Growth Tech, Software & IT	Professional Services
Health Care & Med Tech	Mobility
Energy & Infrastructure	Industrials
Consumer Goods & Retail	Private Equity

COMPETENCIES & SERVICES

Exit Readiness Assessments

- > Informed decision making on the optimal timing of an M&A process
- > Up-to-date assessment of enterprise value and likely purchase price
- > Clear-cut measures for equity story / commercial package optimization

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

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

Financial Modeling & Fairness Opinions

- > Multiple methods for company valuation (DCF, Multiple, ...)
- > Expert-led business plan validation and financial modeling
- > Valuation of synergies based on extensive experience and proprietary benchmarks

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

M&A PROFESSIONALS

PARTNERS



Dr. Björn Röper
Founder,
Managing Partner



Dietmar Rath
Partner



Arndt von Raussendorff
Partner



Norbert Adam Froitzheim
Partner



Sebastian Hille
Senior Director



Dr. Christopher Picot
Senior Director



Christian Olsen
Senior Vice President



Stefan Häck
Vice President



Matthias Blume
Vice President



Alessandro A. Zellner
Associate



André Lauschke
Associate



Paul Haas
Analyst



Martin Lembke
Analyst

SENIOR ADVISORS



Asa Bamarny
Analyst



Kiyana Amiri
Analyst



Julia Stephani
Exec. Assistant,
HR & Office Mgr.



Isabel Bilstein
Senior Marketing
Manager



Andreas Pabsch
Associate Partner



Viktor Edelmann
Associate Partner



Dr. Markus Adams
Senior Advisor



Rainer Isringhaus
Senior Advisor



Daniel Moldenhauer
Senior Advisor



Dr. Sieghart Scheiter
Senior Advisor



Dr. Rainer W. Schmidt
Senior Advisor



Dott./MBA Patrick Wegmann
Senior Advisor



Dr. Oliver Wittmann
Senior Advisor

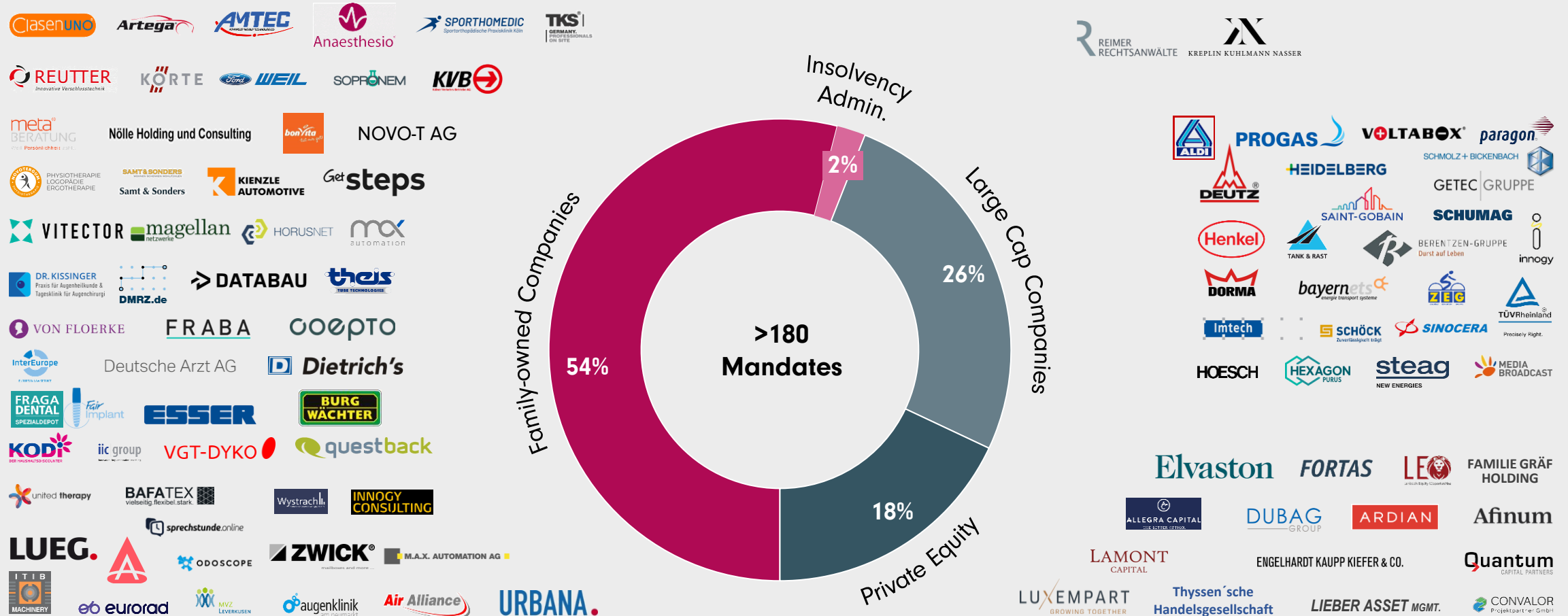
Successful track-record: More than 145 M&A transactions since 2012

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

Valuation Option Software 2023 DEUTZ AG has acquired SORBEK SORBEK Group GmbH and its subsidiaries We acted as exclusive M&A advisor to the Buyer	Valuation Option Software 2023 BAFATEX BAFATEX Bellingroth GmbH & Co. KG and its associated commercial real estate have been sold to DREYER Dreyer Capital GmbH We acted as exclusive M&A advisor to the Seller	Valuation Option Software / Healthcare 2023 ORANGE CAD Orange CAD GmbH has received a capital injection from MBG Münchener Beteiligungsgesellschaft Baden-Württemberg GmbH 5-Kap Beteiligungsges. 5-Wingate Beteiligungsges. 5-Kap Unternehmens- 5-Wingate Unternehmens- Beteiligung GmbH & Co. KG Beteiligung GmbH & Co. KG We acted as exclusive corporate finance advisor	Valuation Option Software 2023 BROGGMANN SAINT-GOBAIN Broggmann Holding GmbH a subsidiary of the SAINT-GOBAIN SAINT-GOBAIN Group has been sold to KÖSTER Köster Holding SE We acted as exclusive M&A advisor to the Seller	Valuation Option Software 2023 ESSER Ludwig Esser Metallbau GmbH and its associated commercial real estate have been sold to a subsidiary of DH Deutsche Industrie-Holding GmbH We acted as exclusive M&A advisor to the Seller	Valuation Option Software 2023 Majority shareholdings of FRAGA DENTAL Frage Dental GmbH & Fairimplant GmbH have been sold to European Dental Partners Holding GmbH a subsidiary of LIFCO LIFCO AB We acted as exclusive M&A advisor to the Seller	Valuation Option Software 2023 Valuation option for a portfolio company of Elvaston Elvaston Capital Management GmbH We acted as corporate finance advisor	Valuation Option Software 2023 Valuation option for Ambient Innovation: GmbH We acted as corporate finance advisor	Valuation Option Software 2023 A minority stake in stonebranch Stonebranch GmbH a portfolio company of Elvaston Elvaston Capital Management GmbH has been sold to EMH Partners GmbH We acted as exclusive M&A advisor to Elvaston Capital III	Valuation Option Software 2023 Vivavis Vivavis Getränk GmbH & Co. KG a subsidiary of Berentzen Group AG has sold its mineral water production line following to Refresco Refresco Deutschland GmbH a portfolio company of the investment firm KKR & Co. Inc. KKR We acted as exclusive M&A advisor to the Seller
Investment Unit Sales M&A Healthcare Software / Growth Tech / AI 2024 DMRZ.de Deutsches Medizintechnikzentrum GmbH and its Austrian subsidiary have been sold to VIA equity VIA equity a/s We acted as exclusive M&A advisor to the Seller	Val Unit M&A Healthcare Services 2024 A majority shareholding in Anaesthesia MVZ Anaesthesiologie GmbH has been sold to OPISTO a portfolio company of GREENSPARTNERS We acted as exclusive M&A advisor to the Seller	Corporate Financing Energy/Infrastructure 2024 bayernets Energy network financing has received a corporate financing for the ABBODIP project with a total financing volume of € 230.000.000 Mandated Lead Arrangers COMMERZBANK DZ BANK KFW IFEX-Bank We acted as the exclusive deal advisor	Val Unit M&A (Renewable) Technology/Infrastructure 2024 The core assets of CONE Connect-Energie GmbH have been sold to a subsidiary of DATABAU a portfolio company of IHS part of an insolvency proceeding. Insolvency Administrator: Aderhold Self-Administration led by: Aderhold We acted as exclusive M&A advisor to the Seller	Val Unit M&A B2B Services (B2B Leasing) 2024 a subsidiary of 2B2 Leasing-Gesellschaft mbH & Co. KG eurorad has been sold to Bencis We acted as exclusive M&A advisor to the Seller	Val Unit M&A Healthcare Technology 2024 steps GetSteps GmbH has been sold to HSI INVESTMENT the investment holding of the owner and CEO of atlas SAFETY SHOPS ATLAS Schuhfabrik GmbH & Co. KG We acted as exclusive M&A advisor to the Seller	Val Unit M&A Energy 2023 terval Terval S.A. REGENTIA & CO. advised the company on the restructuring of the group of subsidiaries as part of the successful realisation of the founding shareholder We acted as exclusive M&A advisor to the Company	Val Unit M&A Energy 2023 PROGAS PROGAS GmbH & Co. KG has been sold to DCC DCC Energy UK Limited a subsidiary of stock listed DCC plc We acted as exclusive M&A advisor to the Seller	Val Unit M&A Healthcare 2023 SINOCERA (SINGAPORE) PTE. LTD. a subsidiary of Chinese stock listed company Shandong Sinocera Functional Materials Co., Ltd. has acquired a majority shareholding in DEKEMA Dental-Keramiken GmbH DEKEMA We acted as exclusive M&A advisor to the Buyer	Valuation Option Software 2023 CLARITY & SUCCESS CLARITY & SUCCESS Software GmbH / Terra Software GmbH Valuation Option for two portfolio companies of KEMMA Group GmbH acted by Elvaston We acted as financial advisor
Valuation Option Software 2023 REMIRA Business Unit Dilos Valuation Option of the Business Unit Dilos of REMIRA Group GmbH acted by Elvaston We acted as financial advisor	Valuation Option Healthcare 2023 mbs mbs GmbH Valuation Option for various mbs Group companies We acted as financial advisor	Val Unit M&A Healthcare 2023 The ophthalmology practice Dr. med. Beate Krieger and Dr. med. Almut Krieger-Gleitschke for Augenheilkunde & Spezialambulanz für Augenheilkunde Dr. KRIEGER has been sold to Sanoptis Sanoptis AG a portfolio company of GBL We acted as exclusive M&A advisor to the Seller	Val Unit M&A Beer Industry 2023 Polimeier Baugruppenteknik Polimeier GmbH has acquired a majority stake in Torita International, LLC We acted as exclusive M&A advisor to the Buyer	Corporate Finance Mobility 2023 KVB Köln Verkehrsbetriebe AG Financial and M&A strategic analysis in connection with a portfolio company We acted as financial advisor to KVB	Val Unit M&A Healthcare 2023 Private Orthopädie Köln & Siegburg has been sold to ATOS ATOS Kliniken a portfolio company of ICG We acted as exclusive M&A advisor to the Seller	Val Unit M&A Industrials 2023 Capital increase against cash contributions with share allocation to existing shareholders and 799 GmbH as further cash shareholder SCHUMAG SCHUMAG AG We acted as financial advisor to the Main Shareholders	Corporate Finance Consumer Goods 2023 BLAUER HEIDEN Blauer Heiden GmbH has issued a convertible loan agreement N.H.C. Nölle Holding & Consulting GmbH We acted as financial advisor to the Investor	Valuation Option Real Estate 2023 Avus Real Estate AG Avus Real Estate AG Valuation Option of a Real Estate Holding Company We acted as financial advisor	Val Unit M&A Sensor Technology 2023 VITECTOR Sensor Business has been sold to CEDES AG CEDES acted by capiton We acted as financial advisor to the Seller

Broad sector experience among family-owned businesses and corporate clients

CLIENT BREAKDOWN BY TYPE

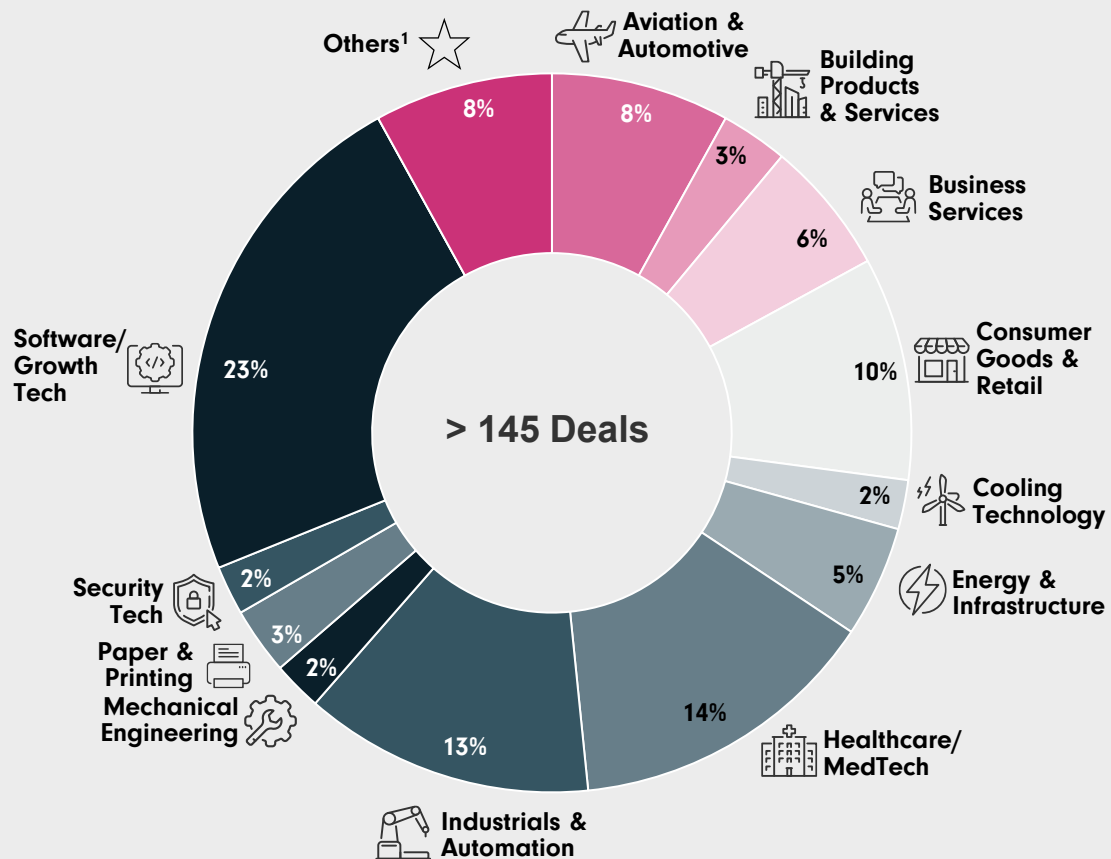


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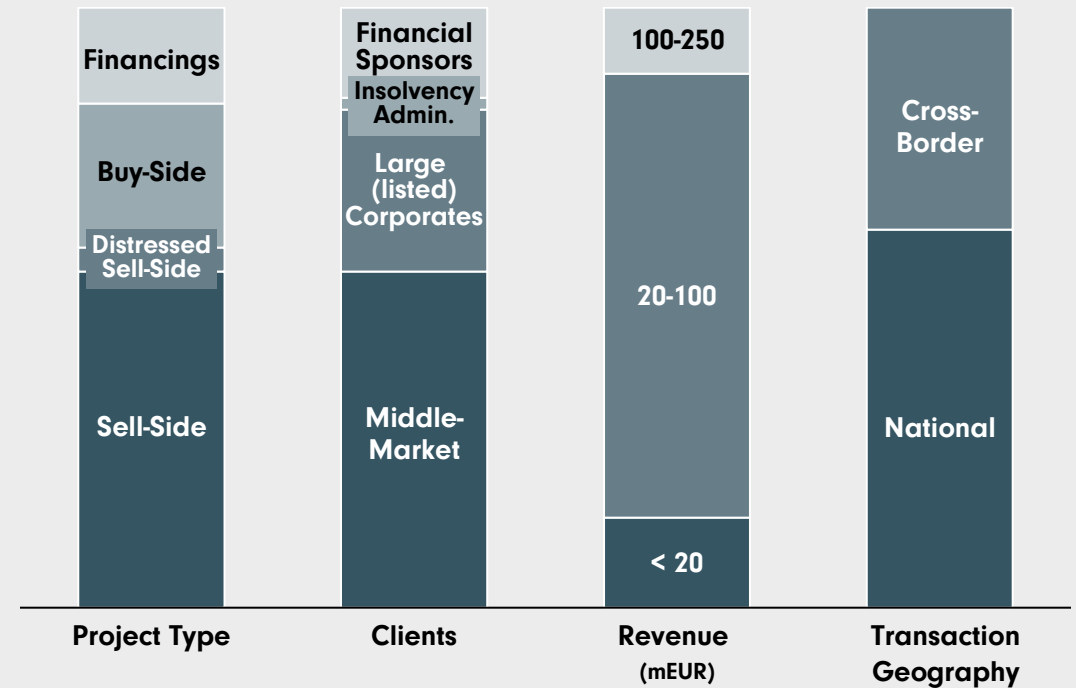
Passion for Middle-Market M&A™

Broad sector experience paired with dedicated sector coverage

SECTOR BREAKDOWN OF BELGRAVIA's DEALS



DEAL TYPE STRUCTURE



Extensive international experience in cross-border middle-market deals

INTERNATIONAL DEAL FOOTPRINT

■ : Countries with BELGRAVIA & CO. deal exposure / references

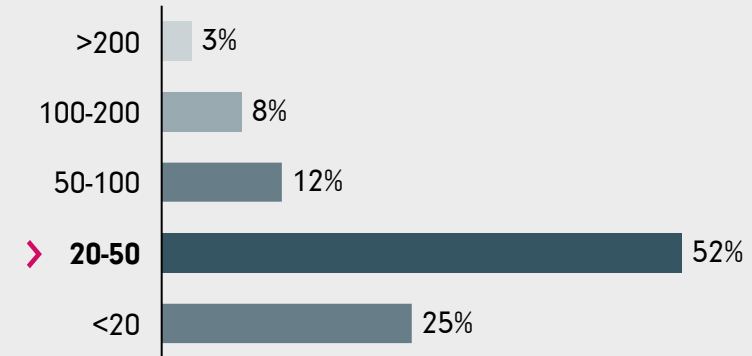
● : BELGRAVIA & CO. offices



Cross-border deals covering the following countries:

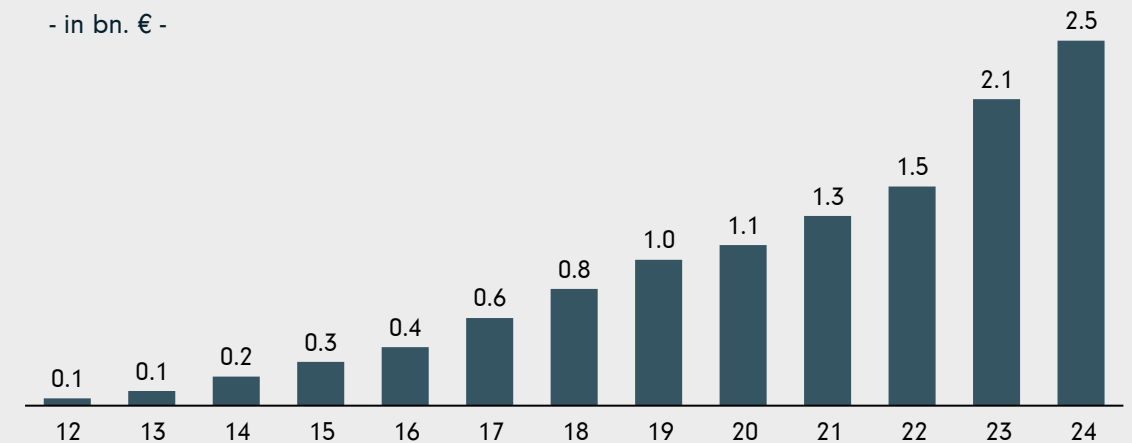
 USA	 Belgium	 Switzerland	 Denmark	 Norway
 Uruguay	 Luxembourg	 Italy	 Poland	 Finland
 UK	 France	 San Marino	 Sweden	 China
 The Netherlands	 Spain	 Austria	 Hungary	 Japan
		 Turkey		

TYPICAL TRANSACTION VALUES PER DEAL (M€, Ø LAST 3 YEARS)



CUMULATED TRANSACTION VALUES

- in bn. € -



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Passion for Middle-Market M&ASM

This makes BELGRAVIA & CO. your best choice

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 ...

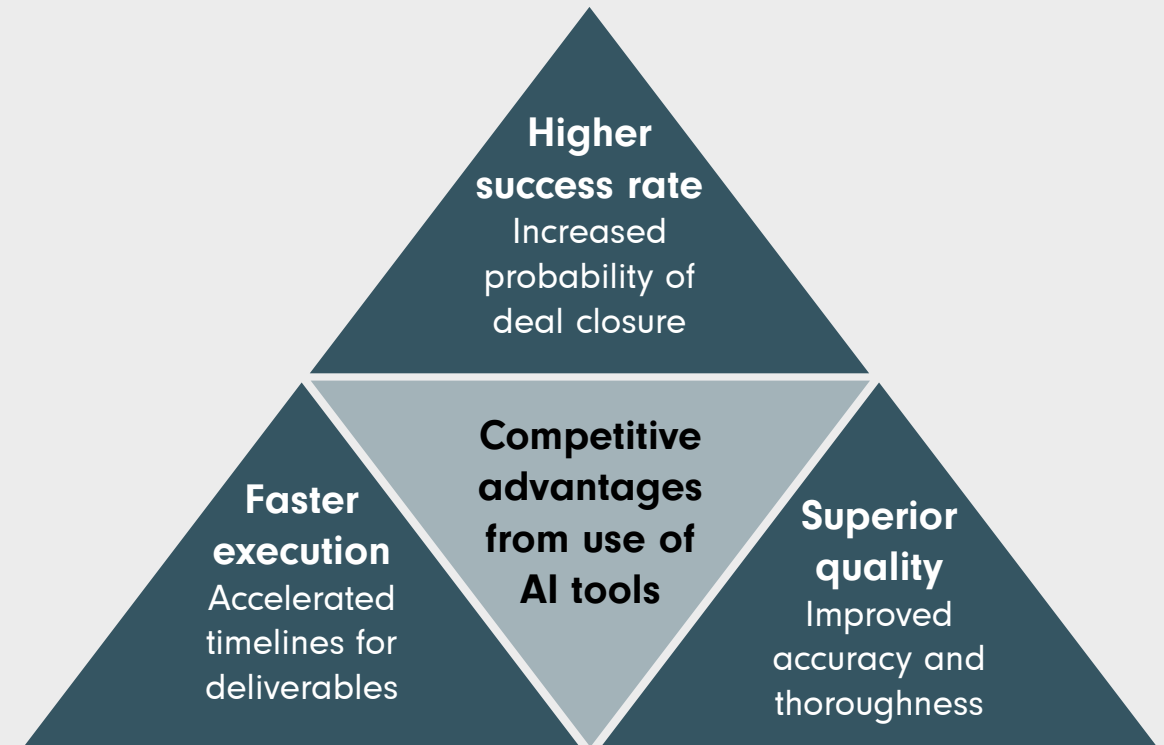
- **Professional and structured approach**
- **Results-oriented process management**
- **Value-added negotiating skills**
- **High entrepreneurial commitment**
- **Holistic transaction support at partner level**
- **High linguistic and cultural competence**
- **Extensive personal network** to **national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

BELGRAVIA & CO. leverages cutting-edge AI tools for superior M&A outcomes

OUR AI USE CASES

MARKET ANALYSIS	Efficient and comprehensive analysis of market data: trends, growth markets, sector developments
COMPANY VALUATION	Support of complex valuation processes through big data analysis
BIDDER INTEL	Identification of key priorities in sales transactions
LONG LIST	Automated screening of potential targets or buyers
INFO MEMO	Detailed data collection and content generation

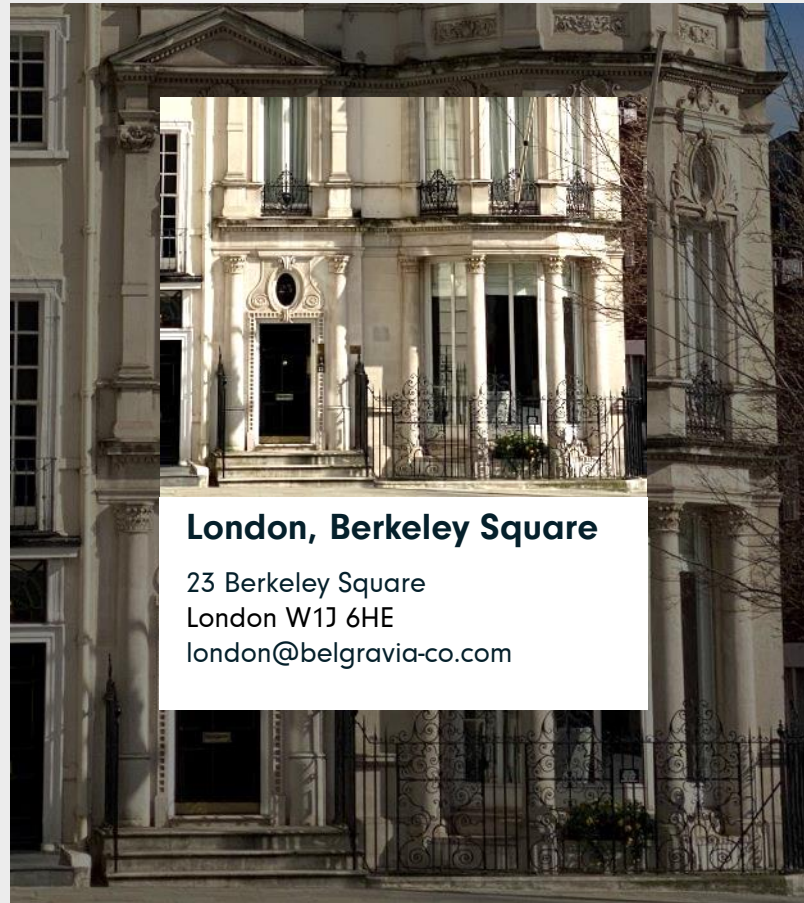
ADVANTAGES





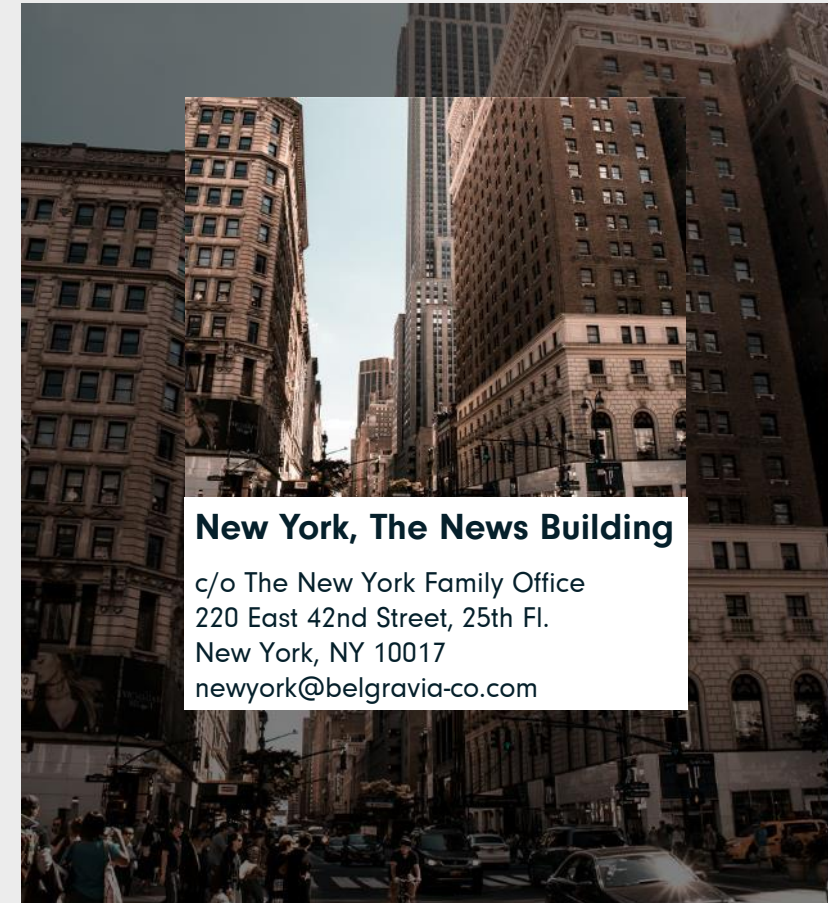
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