



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. 150+ M&A Transactions / Sector Expertise

➤ 3. Professionals & Senior Advisors

➤ 4. International Reach & Expertise

➤ 5. Key Contacts

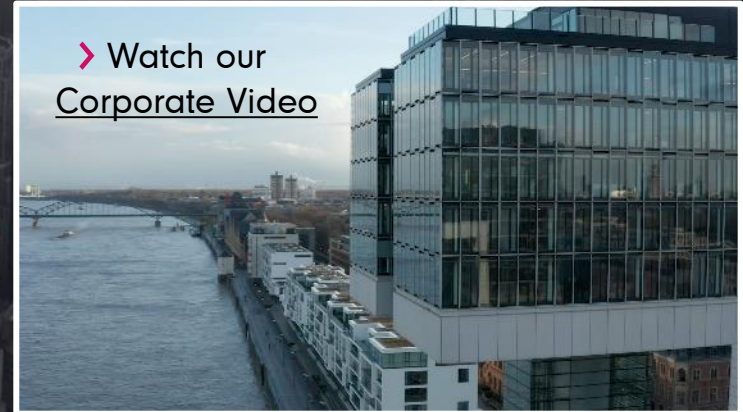


Introduction to BELGRAVIA & CO.

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

> 150 Transactions closed	EUR 20-200 m Typ. Enterprise Value	> 100 years of senior M&A Experience
	> 40% Cross-border, 23 Countries	17 Professionals 7 Senior Advisors
	> EUR 2.9 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



**Dr. Christopher
Picot**
Partner



**Norbert Adam
Froitzheim**
Partner



Sebastian Hille
Senior Director



Christian Olsen
Senior Vice
President



Stefan Häck
Vice President



Matthias Blume
Vice President



**Alessandro A.
Zellner**
Associate



André Lauschke
Associate



Paul Haas
Associate

EXECUTIVES

SENIOR ADVISORS



Martin Lembke
Analyst



Asa Bamarny
Analyst



Julia Stephani
Exec. Assistant,
HR & Office Mgr.



Isabel Bilstein
Senior Marketing
Manager



**Andreas
Pabsch**
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

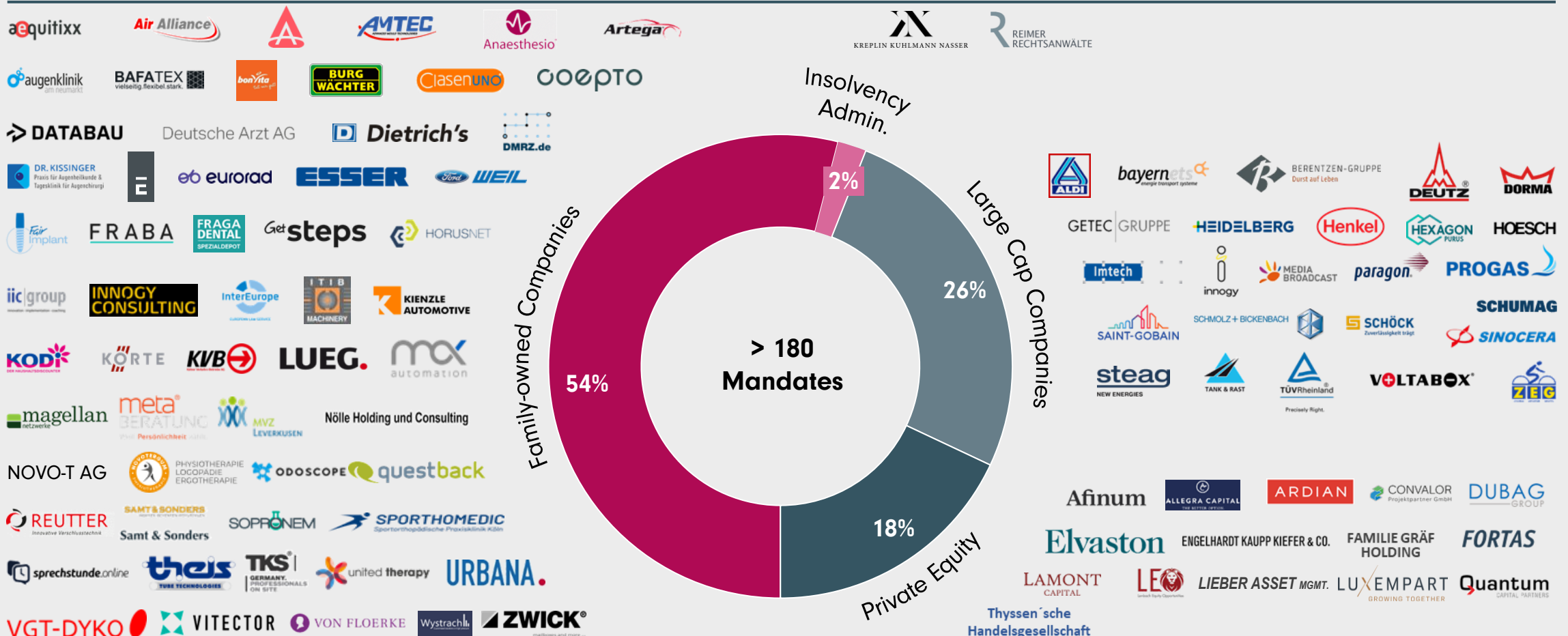
Successful track-record: More than 150 M&A transactions since 2012

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

<p>Ernst Plastics Group consisting of the operating companies SCHLIESMEYER G Schliesmeyer GmbH SPECTRUM G Spectrum GmbH has been sold to NASDAQ Stockholm listed KB Components KB Components AB</p> <p>We acted as exclusive M&A advisor to the Seller</p>	<p>aequitixx aequitixx GmbH and its Estonian subsidiary have been sold to everfield everfield Germany GmbH</p> <p>We acted as exclusive M&A advisor to the Sellers</p>	<p>DEUTZ AG has acquired SUBEK SOBEK Group GmbH and its subsidiaries</p> <p>We acted as exclusive M&A advisor to the Buyer</p>	<p>BAFATEX BAFATEX Bellingroth GmbH & Co. KG and its associated commercial real estate have been sold to DREYER Dreyer Capital GmbH</p> <p>We acted as exclusive M&A advisor to the Sellers</p>	<p>ORANGE CAD Orange CAD GmbH has received a capital injection from MSB Mittelstands-Service-Beratungsgesellschaft MSB Mittelstands-Service-Beratungsgesellschaft and its subsidiaries</p> <p>We acted as exclusive corporate finance advisor</p>	<p>BRÜGGEMANN SAINT-GOBAIN Brüggemann Holzhaus GmbH is subsidiary of the SAINT-GOBAIN SAINT-GOBAIN Group has been sold to KÖSTER Köster Holding SE</p> <p>We acted as exclusive M&A advisor to the Seller</p>	<p>ESSER Ludwig Esser Metallbau GmbH and its associated commercial real estate have been sold to a subsidiary of DIH Deutsche Industrie-Holding GmbH</p> <p>We acted as exclusive M&A advisor to the Seller</p>	<p>Majority shareholdings of FRAGA DENTAL Fraga Dental GmbH & Fabrikant GmbH have been sold to European Dental Partners Holding GmbH is subsidiary of LIFCO LIFCO AB</p> <p>We acted as exclusive M&A advisor to the Seller</p>	<p>Valuation opinion for a portfolio company of Elvaston Elaston Capital Management GmbH</p> <p>We acted as corporate finance advisor</p>	<p>Valuation opinion for Ambient Innovation GmbH</p> <p>We acted as corporate finance advisor</p>
<p>A minority stake in stonebranch Stonebranch GmbH a portfolio company of Elvaston Elaston Capital Management GmbH has been sold to EMH Partners GmbH</p> <p>We acted as exclusive M&A advisor to Elvaston Capital III</p>	<p>vivaris Vivaris Getränke GmbH & Co. KG a subsidiary of the Bertelsmann Group AG has sold its mineral water production after Gründung to Refresco Refresco Deutschland GmbH a portfolio company of the investment firm RMR & Co. Inc. KKR</p> <p>We acted as exclusive M&A advisor to the Sellers</p>	<p>A minority shareholding in KODI KODI Diskontäden GmbH was sold to HATEX HATEX AS GmbH & Co. KG</p> <p>We acted as exclusive M&A advisor to the Seller</p>	<p>DMRZ.de Deutsches Medizinisches Zentrum GmbH and its Austrian subsidiary have been sold to VIA equity VIA equity a/s</p> <p>We acted as exclusive M&A advisor to the Sellers</p>	<p>A majority shareholding in Anaesthesia MVZ Anaesthesia GmbH has been sold to OPISTO a portfolio company of GREENPEAK PARTNERS</p> <p>We acted as exclusive M&A advisor to the Seller</p>	<p>bayernets has received a corporate financing for the AUGUSTUS-Project with a total financing volume of € 210.000.000 Mentor Loan Manager COMMERZBANK KfW IPEX-Bank</p> <p>We acted as the exclusive debt advisor</p>	<p>Private assets of CONNECT-ENERGIE Connect-Energie GmbH have been sold to a subsidiary of DATABAU a portfolio company of IHS a part of an insolvency proceeding Self Administration led by: Aderhold</p> <p>We acted as exclusive M&A advisor to the Seller</p>	<p>eurorad a subsidiary of 2023 Institut für Kapitalmarkt (GmbH & Co. KG) has been sold to Bencis</p> <p>We acted as exclusive M&A advisor to the Seller</p>	<p>GetSteps GetSteps GmbH has been sold to HSI the investment holding of the owner and CEO of atlas ATLAS SAFETY SHOPS ATLAS Schulden GmbH & Co. KG</p> <p>We acted as exclusive M&A advisor to the Sellers</p>	<p>terval Terval S.A. BELGRAVIA & CO. advised the company on the restructuring of the group of shareholders as part of the succession solution of the founding shareholder</p> <p>We acted as exclusive M&A advisor to the Company</p>
<p>PROGAS PROGAS GmbH & Co. KG has been sold to DCC DCC Energy UK Limited a subsidiary of stock listed DCC plc</p> <p>We acted as exclusive M&A advisor to the Seller</p>	<p>SINOCERA (SINGAPORE) PTE. LTD. a subsidiary of Chinese stock listed company Shandong Sincera Functional Materials Co., Ltd. has acquired a majority shareholding in DEKEMA Dental-Keramiken GmbH DEKEMA</p> <p>We acted as exclusive M&A advisor to the Buyer</p>	<p>CLARITY & SUCCESS CLARITY & SUCCESS Software GmbH / Terra Software GmbH Valuation Opinion for two portfolio companies of REMIRA Group GmbH backed by Elvaston</p> <p>We acted as financial advisor</p>	<p>REMIRA Business Unit Dinos Valuation Opinion of the Business Unit Dinos of REMIRA Group GmbH backed by Elvaston</p> <p>We acted as financial advisor</p>	<p>mbs mbs GmbH Valuation Opinion for various mbs group companies</p> <p>We acted as financial advisor</p>	<p>The ophthalmology practice Dr. med. Beate Krieger and Dr. med. Beate Krieger-Gab Privat für Augenheilkunde & Kontaktlinsen für Augenheilkunde has been sold to Sanoptis Sanoptis AG a portfolio company of GBL</p> <p>We acted as exclusive M&A advisor to the Seller</p>	<p>Pollmeier Baugruppentech Pollmeier GmbH has acquired a majority stake in Torda International, LLC</p> <p>We acted as exclusive M&A advisor to the Buyer</p>	<p>KVB Köln Verkehrs-Betriebe AG Financial and M&A strategic analysis in connection with a portfolio company</p> <p>We acted as financial advisor to KVB</p>	<p>Private Orthopädie Köln & Siegburg has been sold to ATOS ATOS Kliniken a portfolio company of ICG</p> <p>We acted as exclusive M&A advisor to the Seller</p>	<p>SCHUMAG SCHUMAG AG Capital increase against cash contributions with share allocation to existing shareholders and SPH GmbH as further core shareholder</p> <p>We acted as financial advisor to the Shareholders</p>

Broad sector experience among family-owned businesses and corporate clients

CLIENT BREAKDOWN BY TYPE

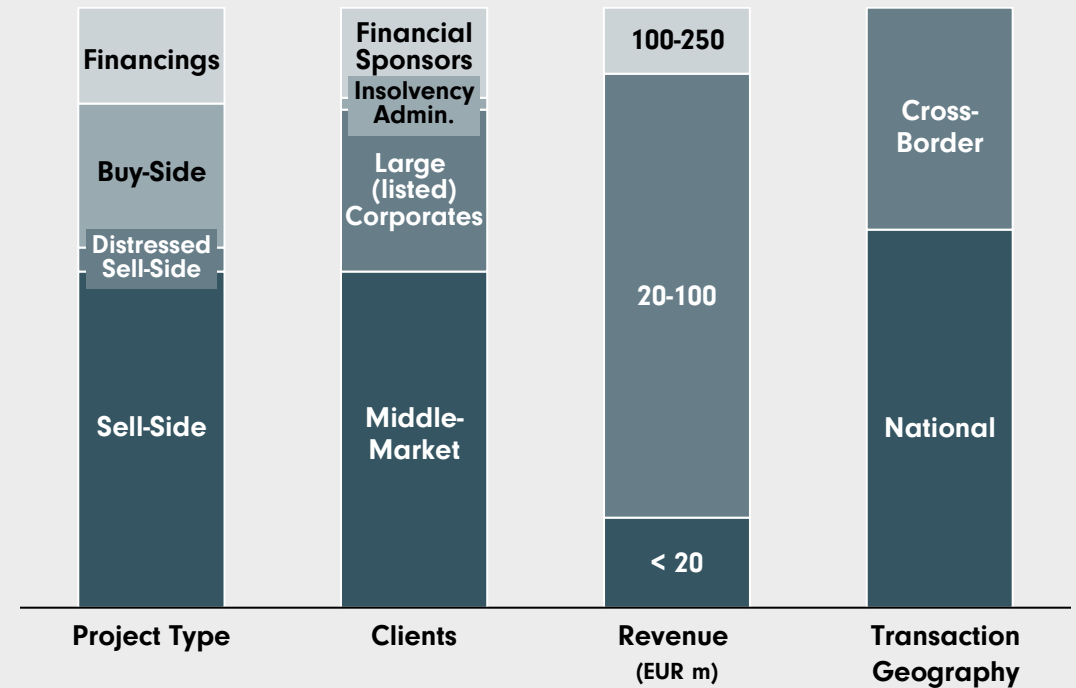


Broad sector experience paired with dedicated sector coverage

SECTOR BREAKDOWN OF BELGRAVIA's DEALS



DEAL TYPE STRUCTURE



¹ Bike production, education & training, financial services, foods & beverages, hydrogen industry, materials & chemicals, real estate, shopfitting, transport & logistics

Extensive international experience in cross-border middle-market deals

INTERNATIONAL DEAL FOOTPRINT

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

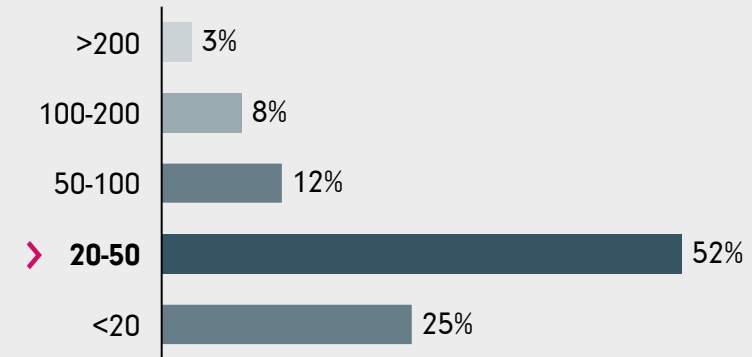
● : BELGRAVIA & CO. offices



Cross-border deals covering the following countries:

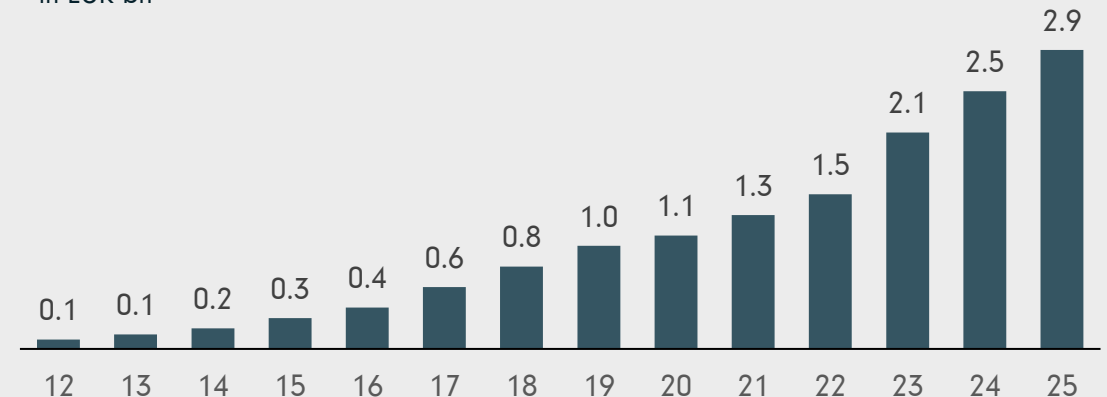
 Austria	 Finland	 Luxembourg	 San Marino	 Turkey
 Belgium	 France	 Netherlands	 Slovakia	 UK
 China	 Hungary	 Norway	 Spain	 Uruguay
 Denmark	 Italy	 Poland	 Sweden	 USA
 Japan	 Portugal	 Switzerland		

TYPICAL TRANSACTION VALUES PER DEAL (EUR m, Ø LAST 3 YEARS)



CUMULATED TRANSACTION VALUES

- in EUR bn -



Cologne - London - New York

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 ...

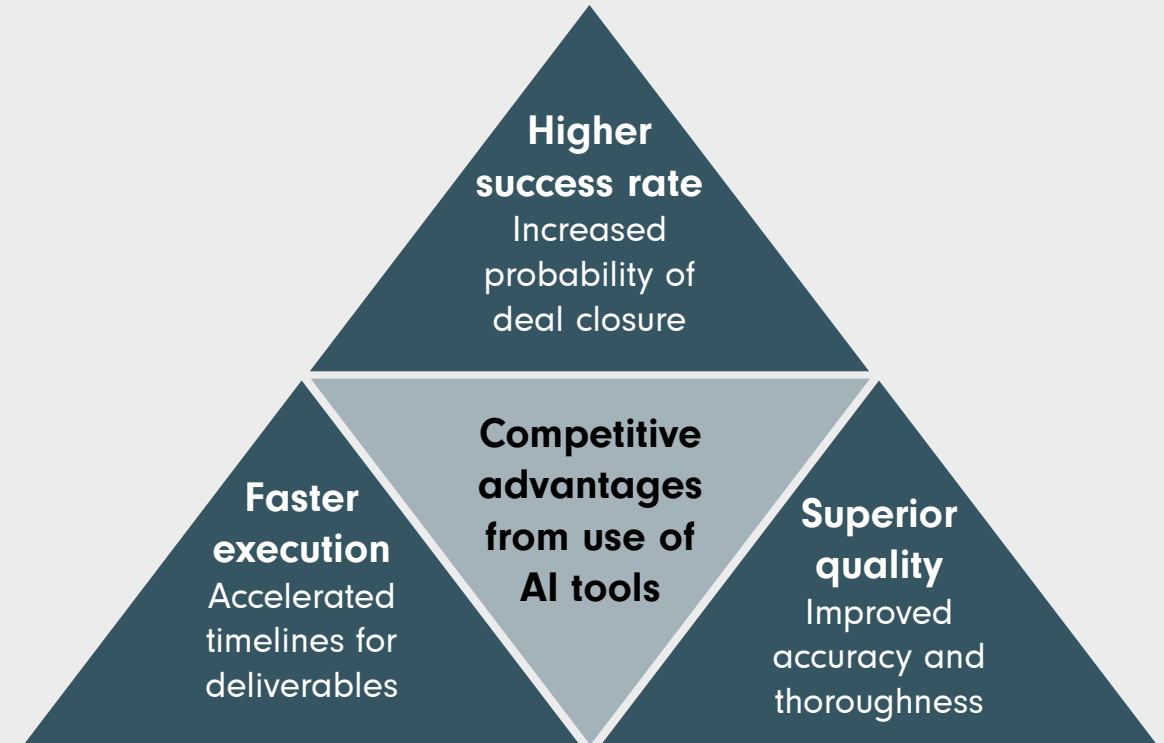
- **Professional and structured approach**
- **Results-oriented process management**
- **Value-added negotiating skills**
- **High entrepreneurial commitment**
- **Holistic transaction support at partner level**
- **High linguistic and cultural competence**
- **Extensive personal network** to **national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

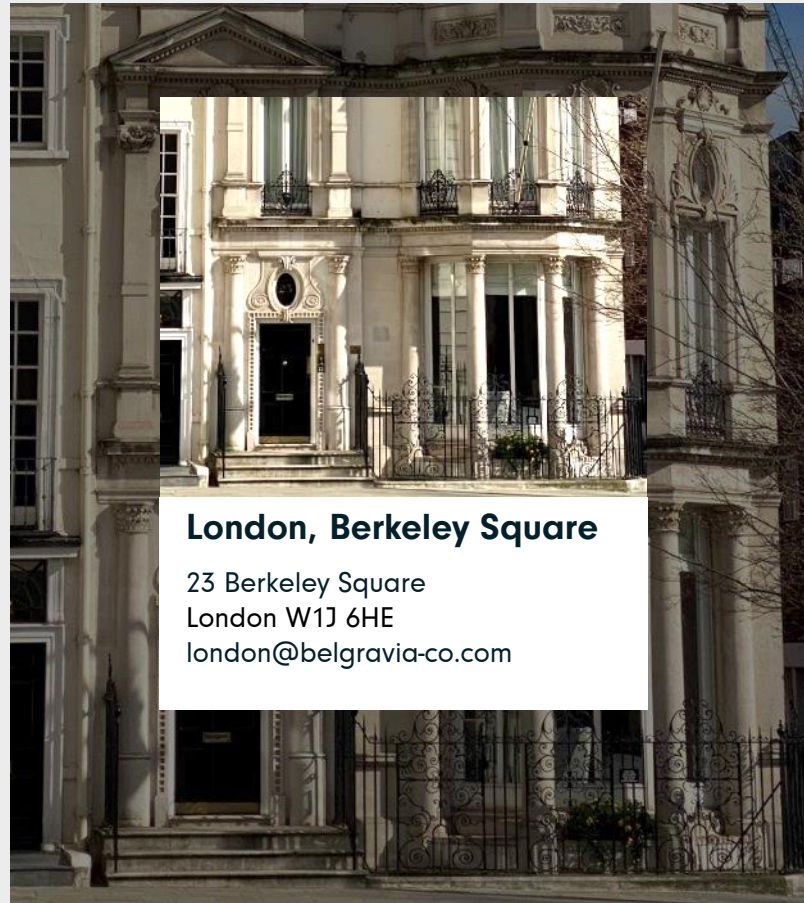
ADVANTAGES





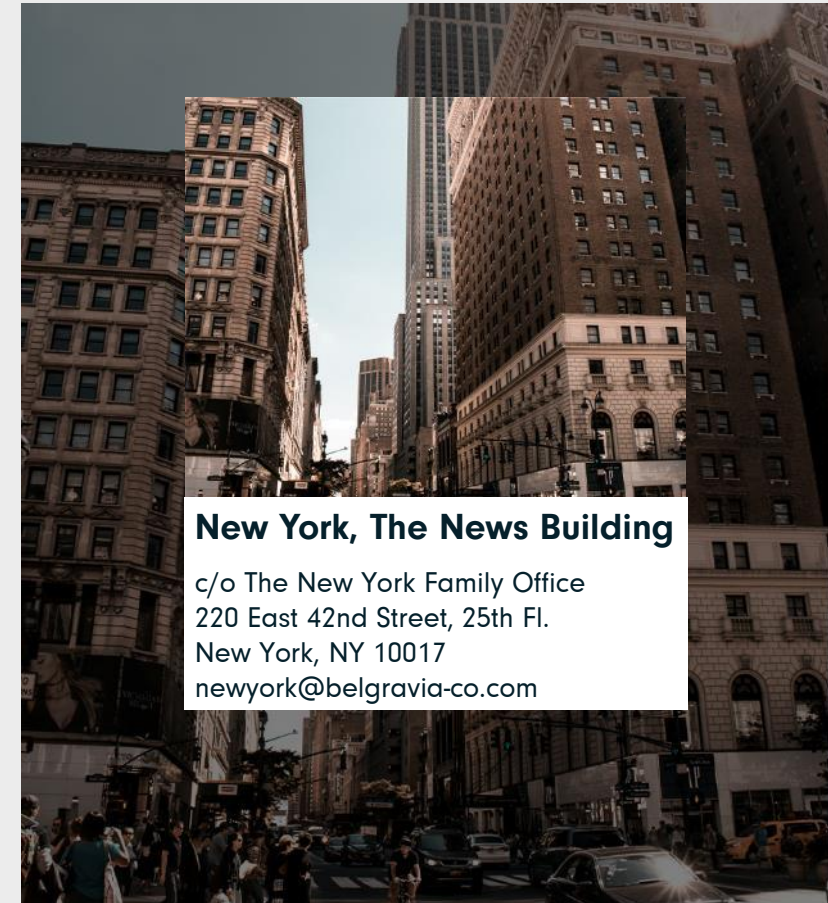
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