



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



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

M&A PROFESSIONALS											
PARTNERS											
EXECUTIVES											
											
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

SENIOR ADVISORS

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

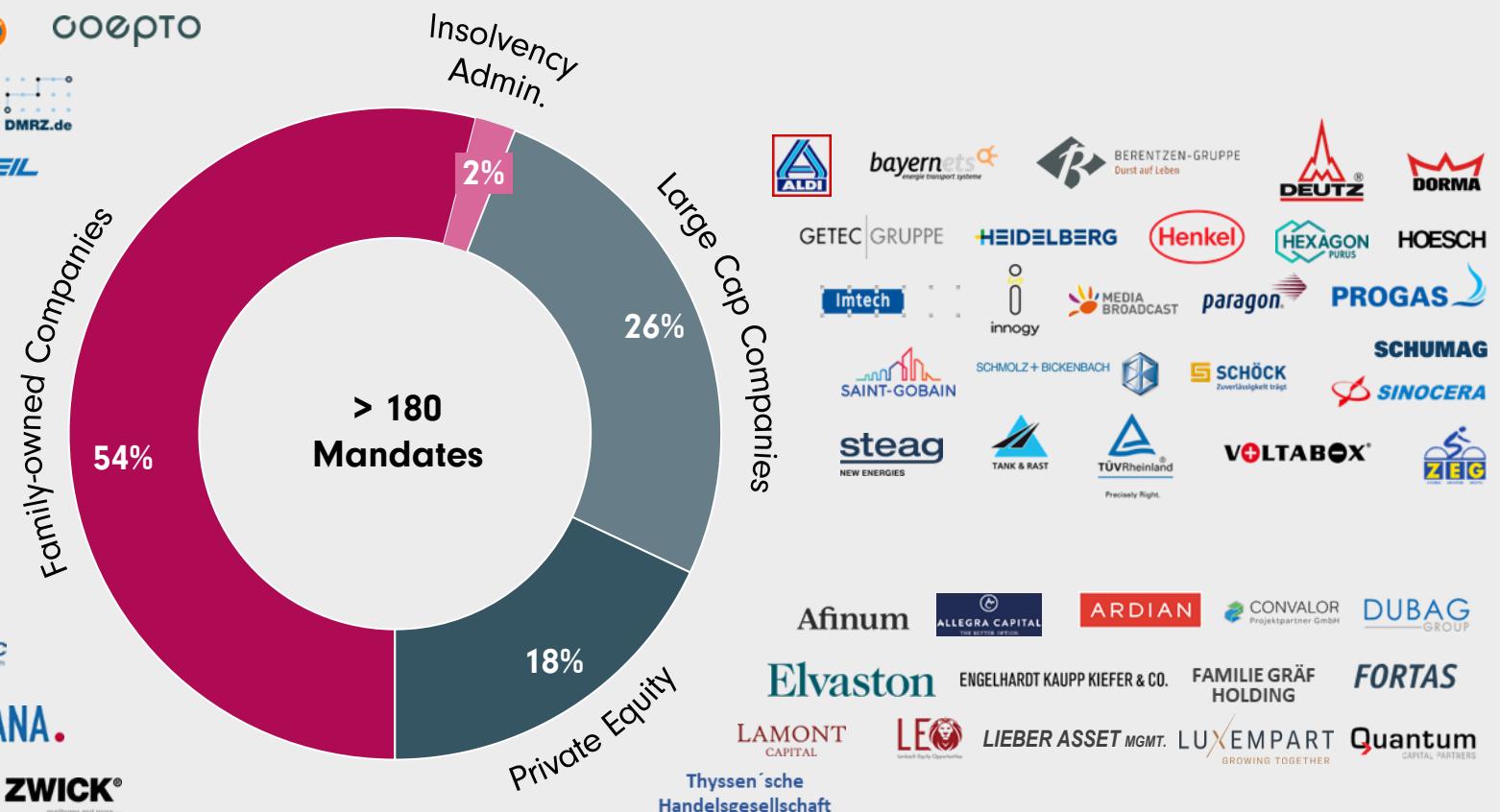
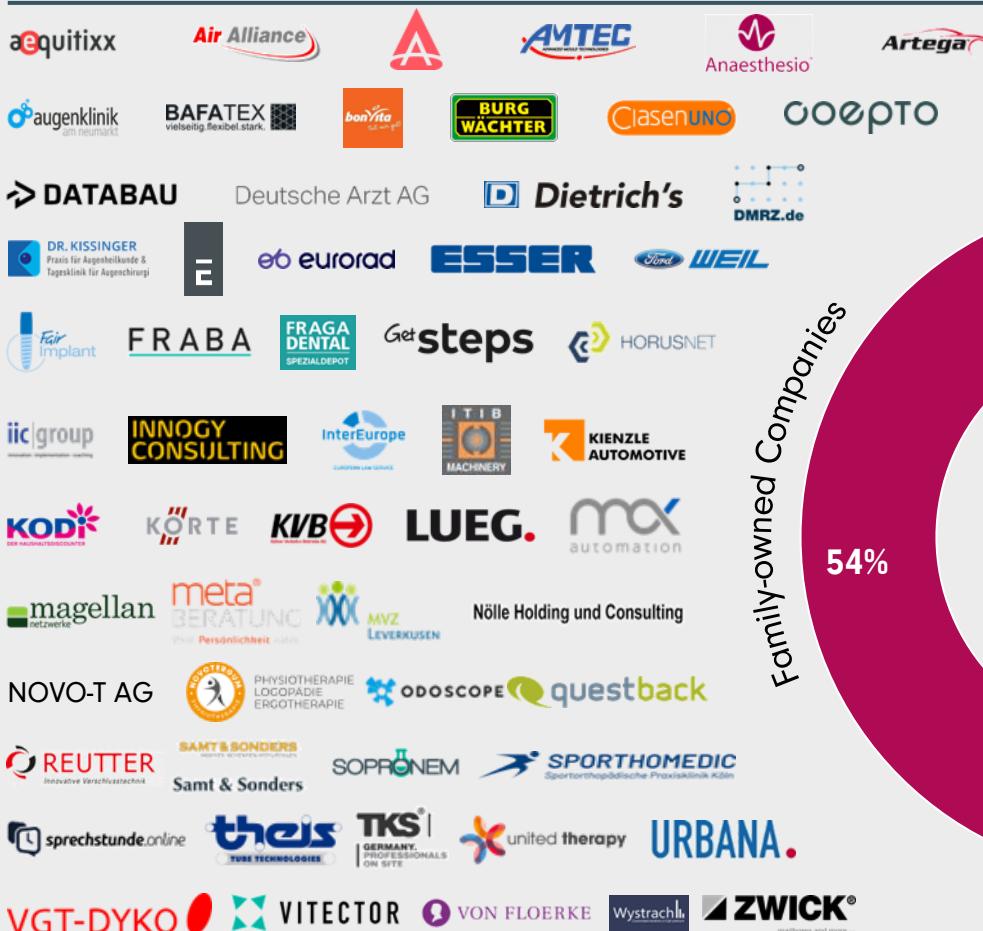
Successful track-record: More than 150 M&A transactions since 2012

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

									
Industries 2016	Industries / Healthcare 2015	Industries / Advanced Aerospace Tech 2015	Industries / Industrial Tech 2015	Processing / Healthcare 2015	Chemical / Construction 2015	Chemical / Construction 2015	Industries 2015	Majority shareholdings of Healthcare / Medical 2015	Valuation opinion Software 2015
Ernst Plastics Group consisting of the operating companies SCHLIESSMEYER SCHLIESSMEYER GmbH Spectra Pisto GmbH & Co. KG Spectra Pisto GmbH & Co. KG has been sold to NAGARD Stockholm based KB Components KB Components AB We acted as exclusive M&A advisor to the Seller	aequitxx aequitxx GmbH and its Slovakia subsidiary has been sold to everfield everfield Germany GmbH We acted as exclusive M&A advisor to the Seller	DEUTZ DEUTZ AG has acquired SUBEK SUBEK Group GmbH and its subsidiaries We acted as exclusive M&A advisor to the Seller	BAFATEX verarbeitend flexibel stark. 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	ORANGE CAD Orange CAD GmbH has received a capital injection from M&C Mitteldeutsche Beteiligungsgesellschaft Kaufhausung AG S-Kap Beteiligungen S-Wagyu Beteiligungen S-Kap Universitäts- Unternehmens- Beteiligung GmbH & Co. KG We acted as exclusive M&A advisor to the Seller	BRUGGEMANN SANT-GOBAIN BRUGGEMANN Holzhaus GmbH a subsidiary of SAIN-GOBAIN SAINT-GOBAIN Group has been sold to KÖSTER Köster Holding SE We acted as exclusive M&A advisor to the Seller	ESSER Ludwig Esser Metallbau GmbH and its associated commercial real estate have been sold to a subsidiary of DIH Deutsche Industrie-Holding GmbH We acted as exclusive M&A advisor to the Seller	FRAGA DENTAL FRAGA Dental GmbH & Fairimplant GmbH have been sold to LIFCO European Dental Partners Holding GmbH a subsidiary of LIFCO AB We acted as exclusive M&A advisor to the Seller	Elvaston Elvaston Capital Management GmbH We acted as corporate finance advisor to the Seller	Ambient Innovation Ambient Innovation: GmbH We acted as corporate finance advisor
Software 2014	Consumer Goods & Retail 2014	Healthcare 2014	Healthcare Software / Growth Tech / AI 2014	Healthcare Services 2014	Corporate Financing Healthcare Infrastructure 2014	Corporate Financing Telecoms Infrastructure 2014	Services (Bike Leasing) 2014	Healthcare Technology 2014	Software 2013
A minority stake in Stonebranch Stonebranch GmbH a portfolio company of Elvaston Elvaston Capital Management GmbH has been sold to KKR EMH Partners GmbH We acted as exclusive M&A advisor to the Seller	vivaris Vivaris Getränke GmbH & Co. KG a subsidiary of Berentzen-Gruppe AG has sold its mineral water production site Gräfenberg 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	A minority shareholding in KODI KODI Diskontläden GmbH was sold to HATEX HATEX AS GmbH & Co. KG We acted as exclusive M&A advisor to the Seller	Deutsche Medizinenzentrum 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	A majority shareholding in Anaesthesia MVZ Anesthesia GmbH has been sold to OPISTO a portfolio company of GREENPEAK PARTNERS We acted as exclusive M&A advisor to the Seller	bayernets design transport systems MVZ Anesthesia GmbH has received a corporate financing for the AUSTRIA project with a total financing volume of € 210.000.000 Mandated Lead Arranger DZ BANK KFW (PEX-Bank) We acted as the exclusive debt advisor to the Seller	The core assets of CONC Connect-Energie GmbH have been sold to a subsidiary of DATABAU a portfolio company of HHS agent of an endemis managing Insolvency Administrator Aderhold Self-Administration led by Aderhold We acted as exclusive M&A advisor to the Seller	eb eurorad a subsidiary of 2025 Zukunft-Einkaufsgenossenschaft eG ZEG has been sold to Bencis We acted as exclusive M&A advisor to the Seller	Getsteps Getsteps GmbH has been sold to HSI INVESTMENT the investment holding of the owner and CEO of atlas ATLAS Schuhfabrik GmbH & Co.KG We acted as exclusive M&A advisor to the Seller	terval Terval S.A. We acted as exclusive M&A advisor to the Company
Energy 2013	Healthcare 2013	Valuation Opinions Software 2013	Valuation Opinions Software 2013	Valuation Opinions Industries 2013	Valuation Opinions Healthcare 2013	Valuation Opinions Healthcare 2013	Private Orthopädie Healthcare 2013	Private Orthopädie Healthcare 2013	Healthcare 2013
PROGAS Ein Freund für Leben. 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	SINOCERA (SINGAPORE) PTE. LTD. a subsidiary of Chinese stock-listed company Shandong Sinocera Functional Materials Co., Ltd. SINOCERA has acquired a majority shareholding in DEKEMA Dental-Keramikofen GmbH DEKEMA We acted as exclusive M&A advisor to the Buyer	CLARITY & SUCCESS CLARITY & SUCCESS Software GmbH / Terra Software GmbH Valuation Opinion for two portfolio companies of REMIRA Group GmbH backed by Elvaston We acted as financial advisor	REMIRA Business Unit Dilos Valuation Opinion of the Business Unit Dilos of REMIRA Group GmbH backed by Elvaston We acted as financial advisor	mbs mbs GmbH Valuation Opinion for various mbs Group companies We acted as financial advisor	The orthopedic practice Dr. med. Bernd Klossner and Dr. med. Michael Stöck Praxis für Augenheilkunde & Tagesklinik für Augenheilkunde has been sold to Sanoptis Sanoptis AG a portfolio company of GBL We acted as exclusive M&A advisor to the Seller	Polimeier Bauprüftechnik Polimeier GmbH has acquired a majority stake in Torda International, LLC We acted as exclusive M&A advisor to the Buyer	KIB Kölner Verkehrs-Betriebe AG Financial and M&A strategic analysis in connection with a portfolio company We acted as financial advisor to KIB	ATOS ATOS Kliniken a portfolio company of ICG We acted as exclusive M&A advisor to the Seller	SCHUMAG SCHUMAG AG Capital increase against cash contributions with share allocation to existing shareholders and TPP GmbH as further core shareholder We acted as financial advisor to the Main Shareholders

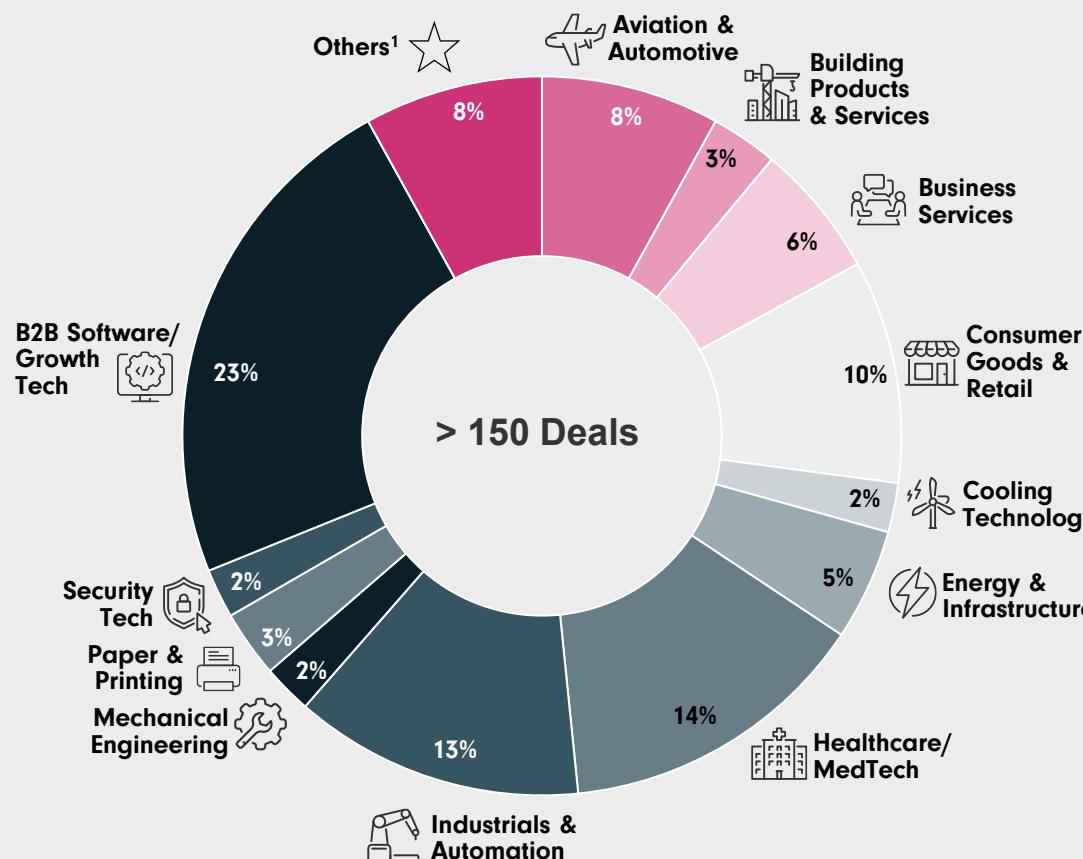
Broad sector experience among family-owned businesses and corporate clients

CLIENT BREAKDOWN BY TYPE

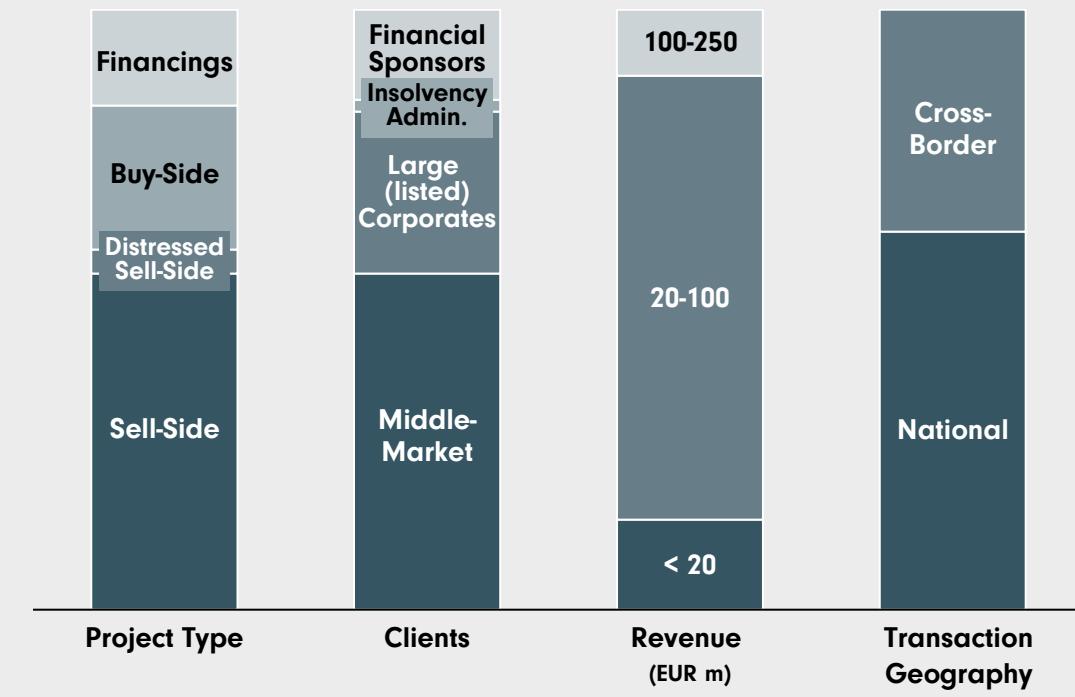


Broad sector experience paired with dedicated sector coverage

SECTOR BREAKDOWN OF BELGRAVIA's DEALS



DEAL TYPE STRUCTURE

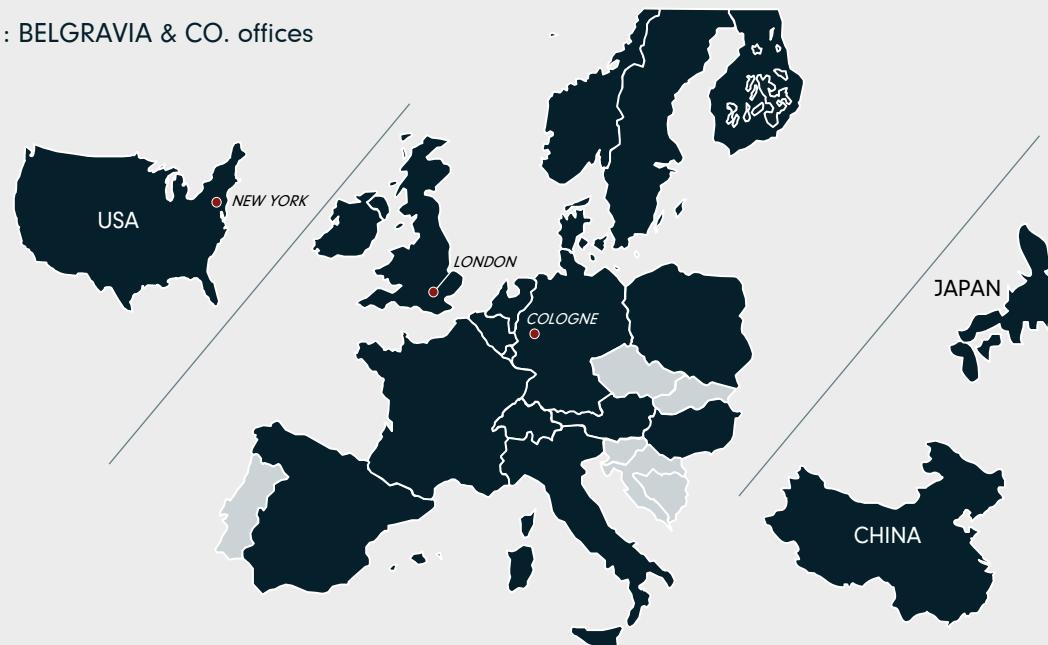


¹ Bike production, education & training, financial services, foods & beverages, hydrogen industry, materials & chemicals, real estate, shopfitting, transport & logistics

Extensive international experience in cross-border middle-market deals

INTERNATIONAL DEAL FOOTPRINT

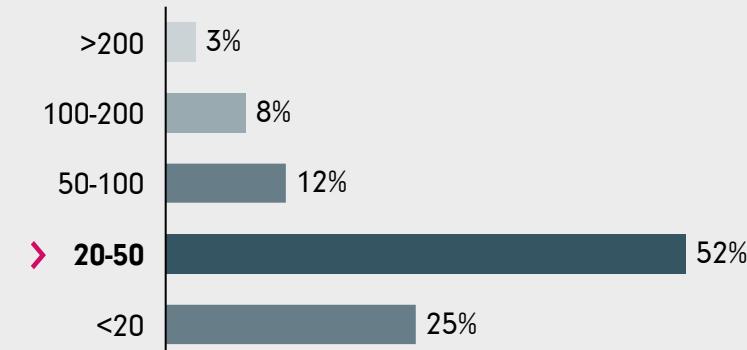
- : Countries with BELGRAVIA & CO. deal exposure / references
- : BELGRAVIA & CO. offices



Cross-border deals covering the following countries:

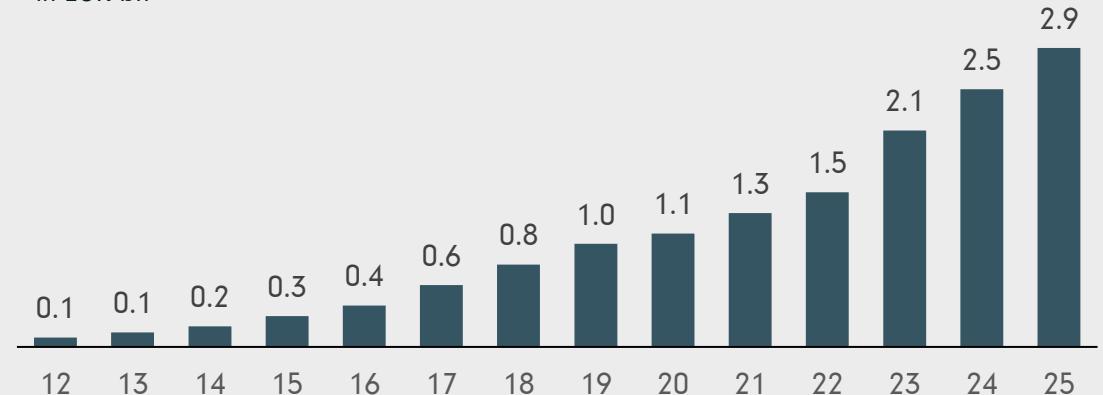
Austria	Finland	Luxemburg	San Marino	Turkey
Belgium	France	Netherlands	Slovakia	UK
China	Hungary	Norway	Spain	Uruguay
Denmark	Italy	Poland	Sweden	USA
	Japan	Portugal	Switzerland	

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



CUMULATED TRANSACTION VALUES

- in EUR bn -



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 ...

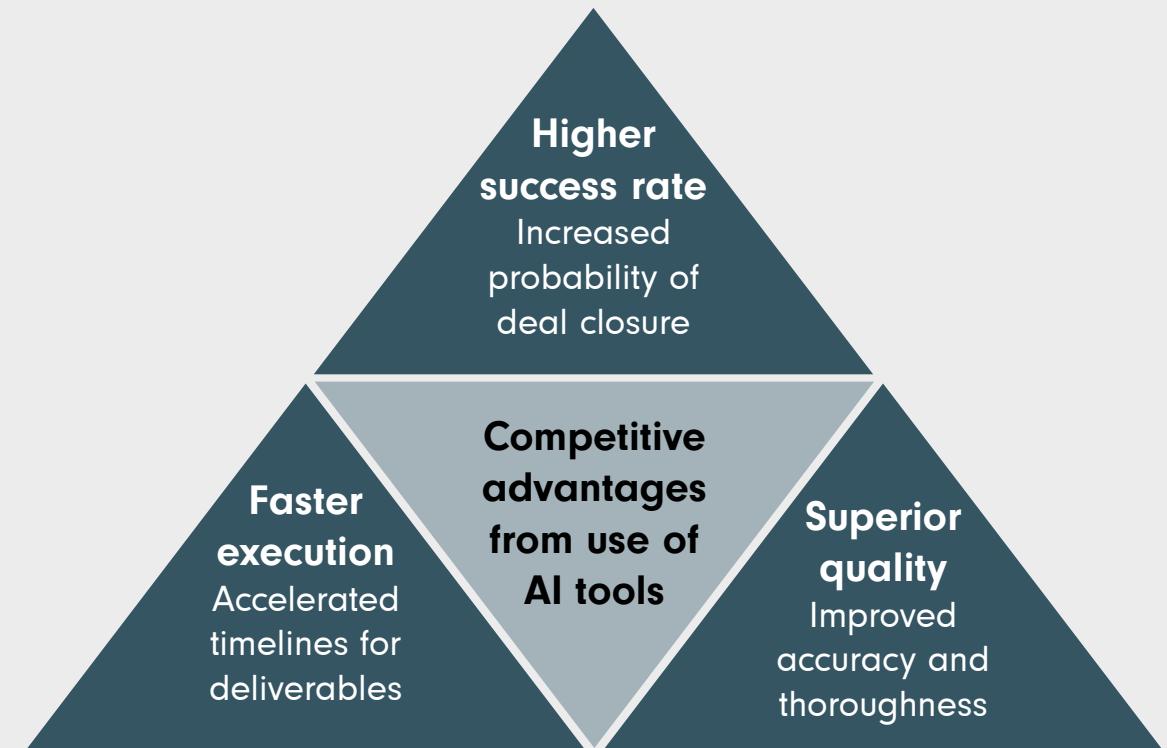
- › **Professional and structured approach**
- › **Results-oriented process management**
- › **Value-added negotiating skills**
- › **High entrepreneurial commitment**
- › **Holistic transaction support at partner level**
- › **High linguistic and cultural competence**
- › **Extensive personal network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

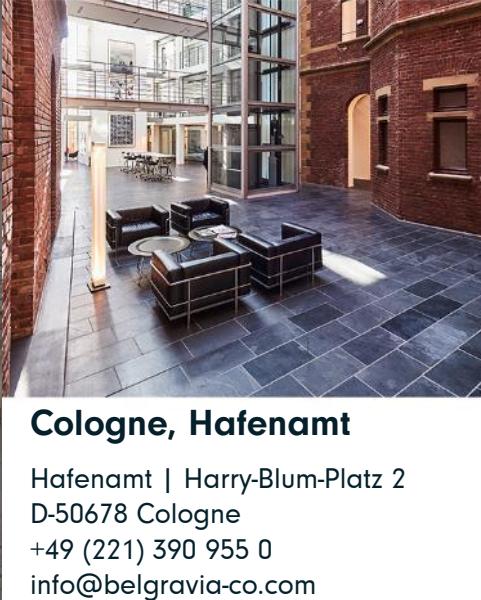
BELGRAVIA & CO. leverages cutting-edge AI tools for superior M&A outcomes

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

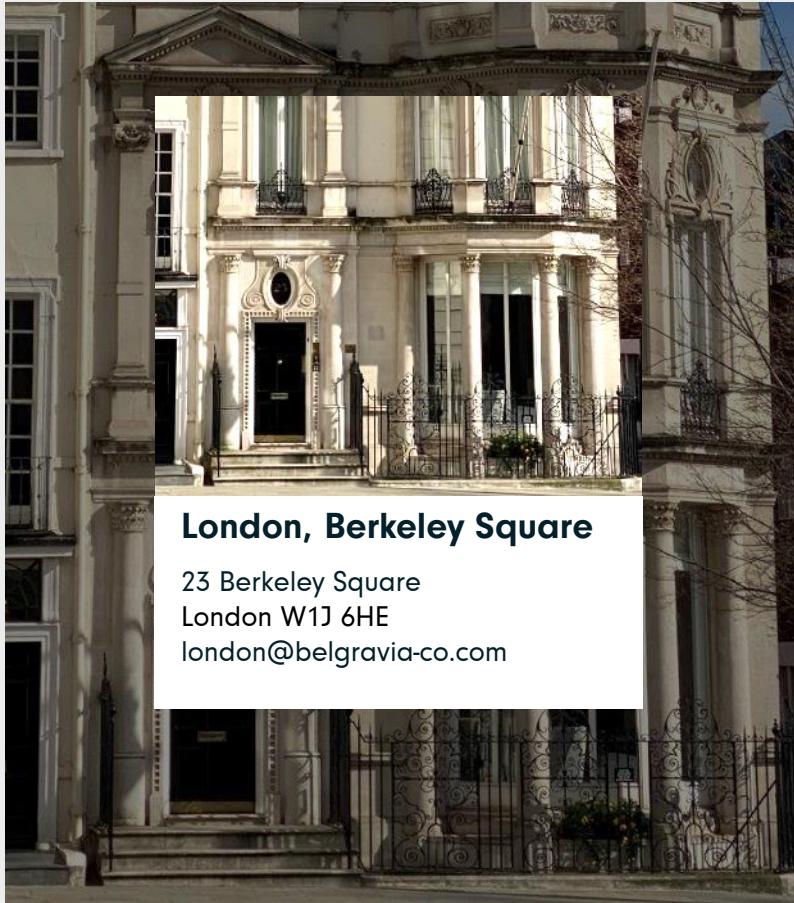
ADVANTAGES





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