BELGRAVIA&CO.

Cologne – London – New York

Passion for Middle-Market M&A℠

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

Our core DNA is

Passion for Middle-Market M&A℠

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

KEY FACTS

> 150
Transactions closed

EUR 20-250 m
Typ. Enterprise Value

> 100 years
of senior M&A Experience

> 40%
Cross-border, 23 Countries

18 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 modelling
- Valuation of synergies based on extensive experience and proprietary benchmarks

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

BELGRAVIA & CO. Team

Dr. Björn Röper
Founder,
Managing Partner
RAYMOND JAMES
DROEGE GROUP
KEARNEY

Arndt von Raussendorff
Managing Partner
montagu
AMBIENTA

Dietmar Rath
Partner
SAL. OPPENHEIM
Privatbank seit 1789
Fresenius KPMG

Dr. Christopher Picot
Partner
Alstin Capital
HSBC KPMG

Nihat Arkan
Associate Partner
CORUM
yaliyomo

Norbert Adam Froitzheim
Partner
ORANGECAD
LEHEL PARTNERS
Deutscher Ärzteverlag

Sebastian Hille
Senior Director
TÜVRheinland
Genau. Richtig.
GE Capital
citi

Christian Olsen
Senior Vice President
Deloitte.
Grant Thornton

Stefan Häck
Vice President
EY
HSBC

Matthias Blume
Vice President
RSM EBNER STOLZ
BearingPoint.

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Senior Associate
HKCF
M&A, Debt, Advisory
J munro

André Lauschke
Associate
Lufthansa Industry Solutions
EVONIK
Leading Beyond Chemistry

Paul Haas
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Deloitte.
QUAAN CAPITAL

Martin Lembke
Analyst
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Asa Bamarny
Analyst
Arcaris
Grant Thornton

Julia Stephani
Exec. Assistant,
HR & Office Mgr.
Coca-Cola
EUROPEAN PARTNERS
Chiquita

Isabel Bilstein
Senior Marketing Manager
valantic
SIMON-KUCHER
Unlocking better growth

Andreas Pabsch
Associate Partner
Deutsche Bank
CORPORATE FINANCE
We invest in relationships
mcf

Senior Advisors

Dr. Markus Adams
Senior Advisor
ALU MENZIKEN HOLDING
kap

Rainer Isringhaus
Senior Advisor
Gen Re
VOLKSWOHL BUND
LEBENSVERSICHERUNG a.G.

Daniel Moldenhauer
Senior Advisor
BANK OF AMERICA
Morgan Stanley

Dr. Sieghart Scheiter
Senior Advisor
KEARNEY

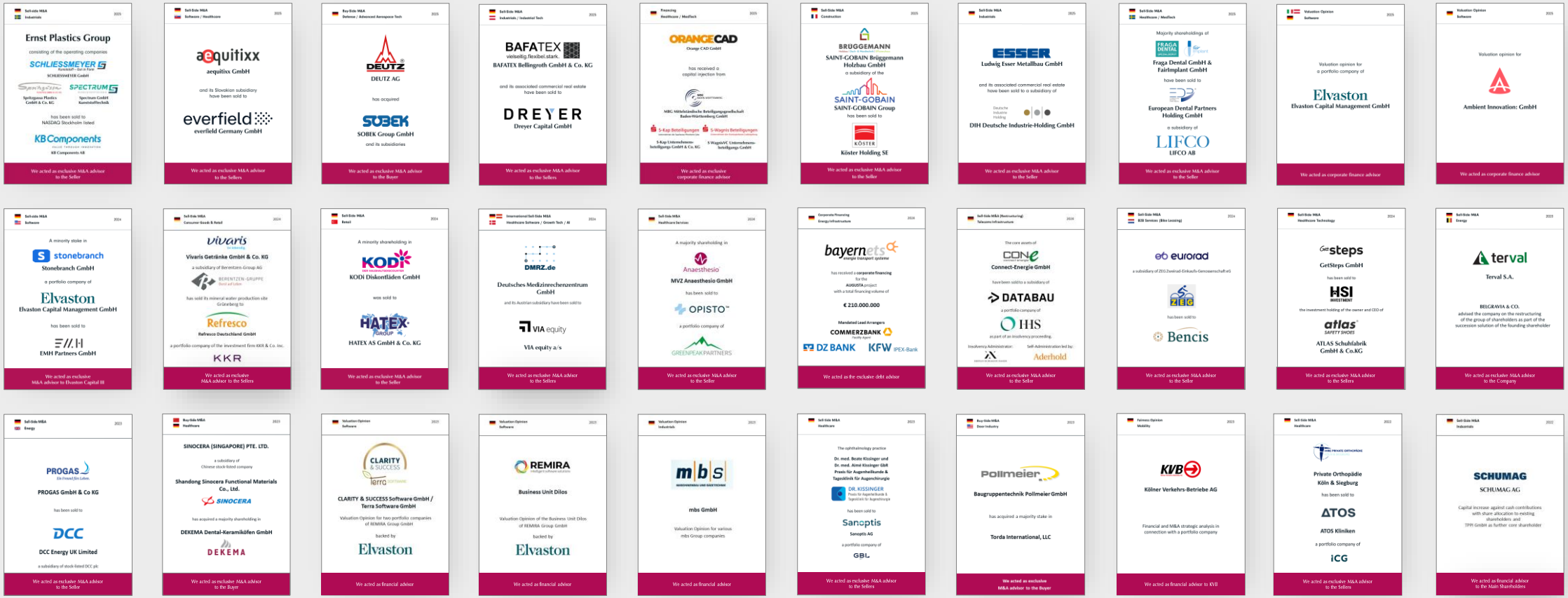
Dr. Rainer W. Schmidt
Senior Advisor
Henkel

Dott./MBA Patrick Wegmann
Senior Advisor
HOPPE
KOCH MEDIA

Dr. Oliver Wittmann
Senior Advisor
SIEGWERK

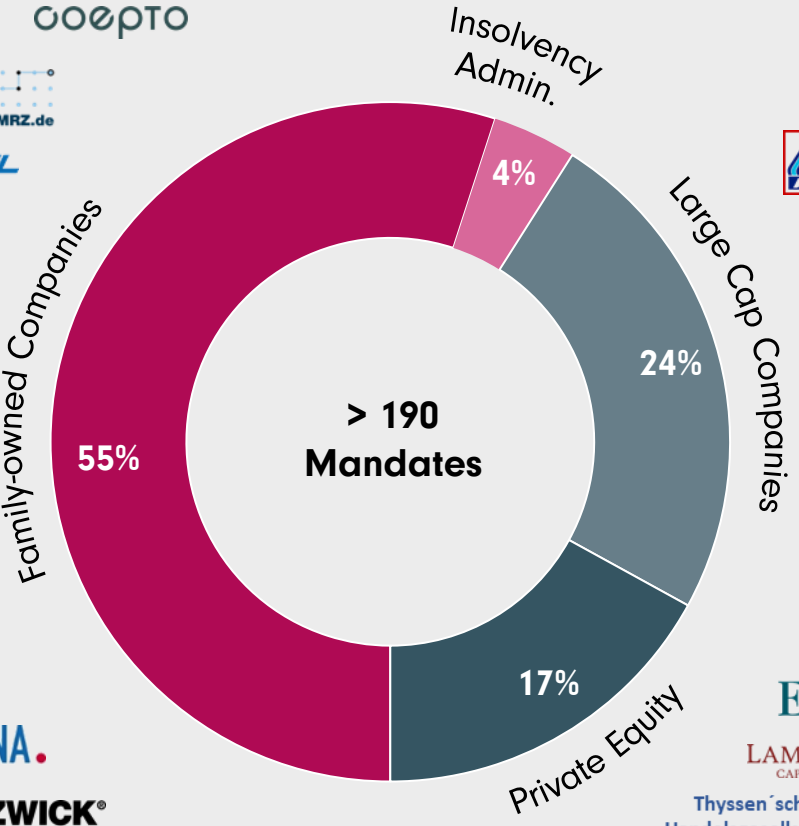
Successful track-record: More than 150 M&A transactions since 2012

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



Broad sector experience among family-owned businesses and corporate clients

CLIENT BREAKDOWN BY TYPE



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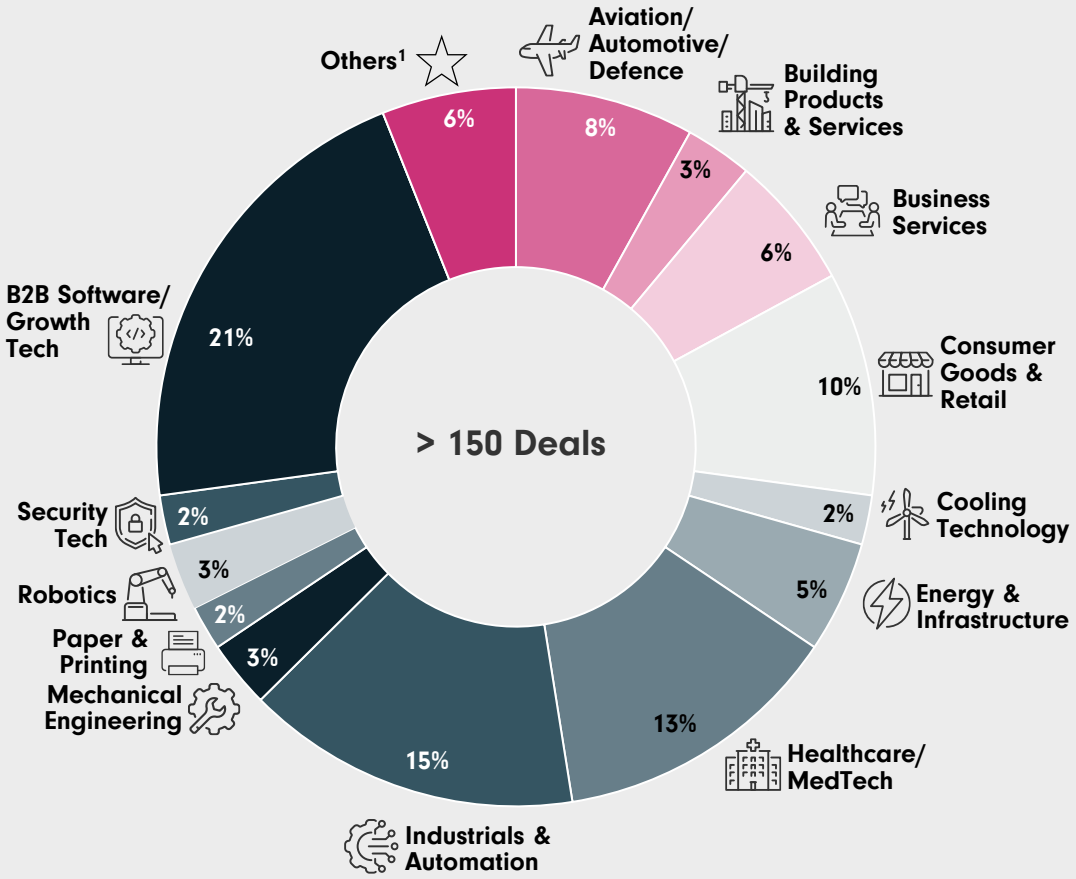
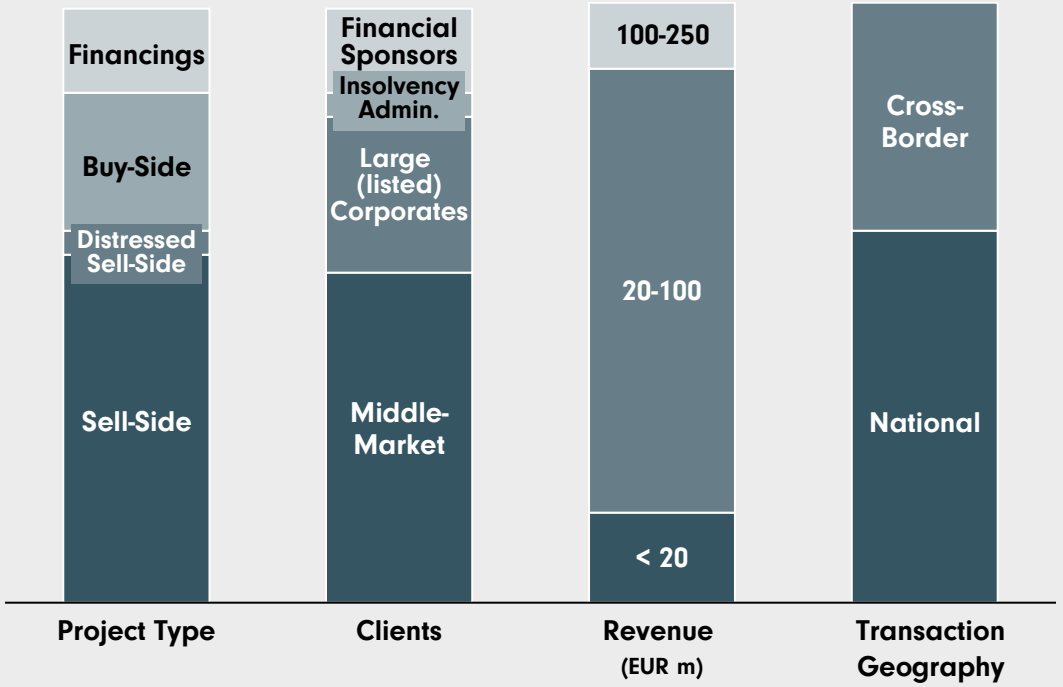
Broad sector experience paired with dedicated sector coverage

SECTOR BREAKDOWN OF BELGRAVIA's DEALS



DEAL TYPE STRUCTURE



[1] Bike production, financial services, foods & beverages, hydrogen industry, materials & chemicals, real estate, shopfitting

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Extensive international experience in cross-border middle-market deals

INTERNATIONAL DEAL FOOTPRINT

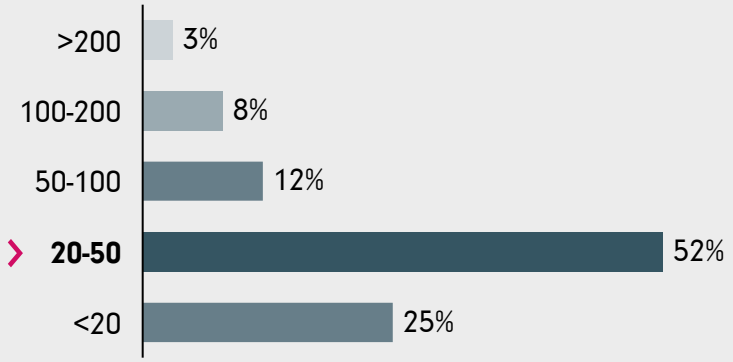
■ : Countries with BELGRAVIA & CO. deal exposure / references

● : BELGRAVIA & CO. offices

Cross-border deals covering the following countries:

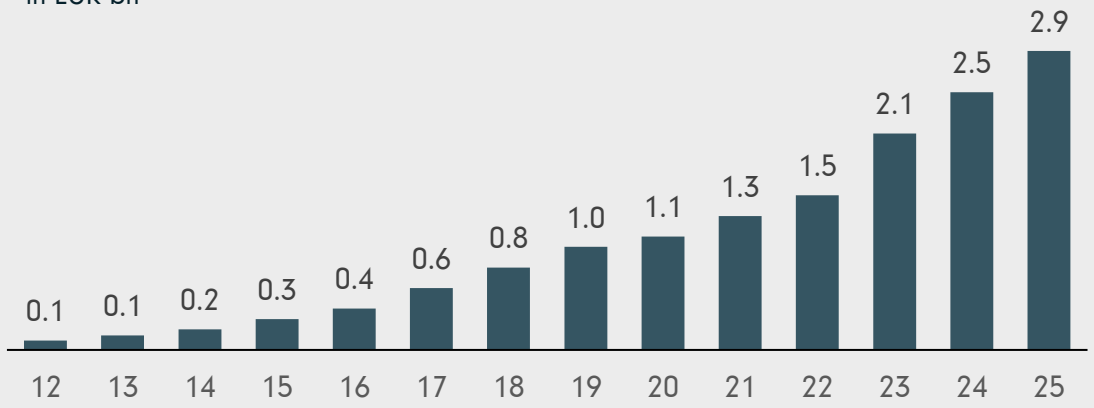
- Austria
- Belgium
- China
- Denmark
- Finland
- France
- Hungary
- Italy
- Japan
- Luxemburg
- Netherlands
- Norway
- Poland
- Portugal
- San Marino
- Slovakia
- Spain
- Sweden
- Switzerland
- Turkey
- UK
- Uruguay
- USA

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



CUMULATED TRANSACTION VALUES

- in EUR bn -



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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**

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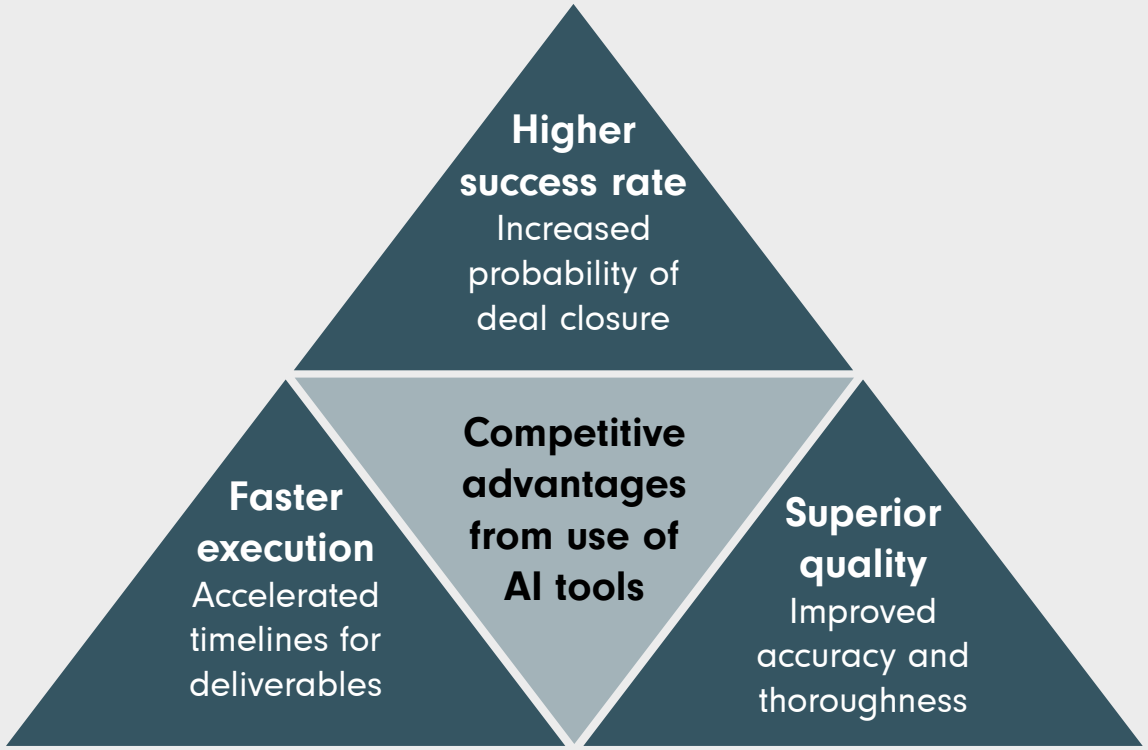
BELGRAVIA & CO. leverages cutting-edge AI tools for superior M&A outcomes

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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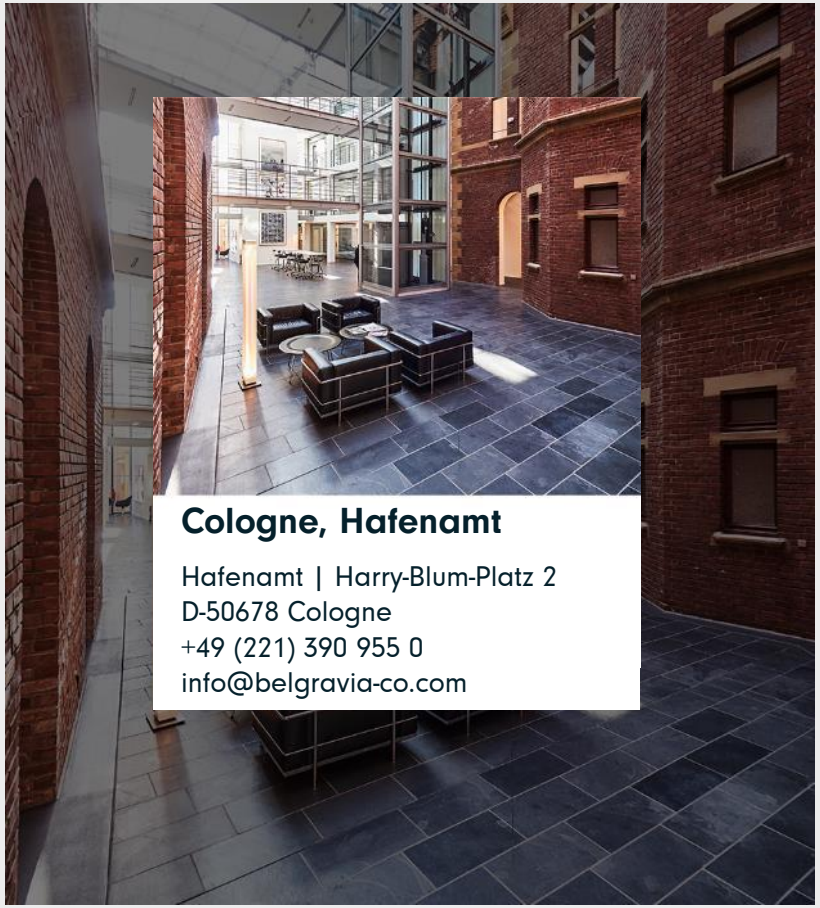

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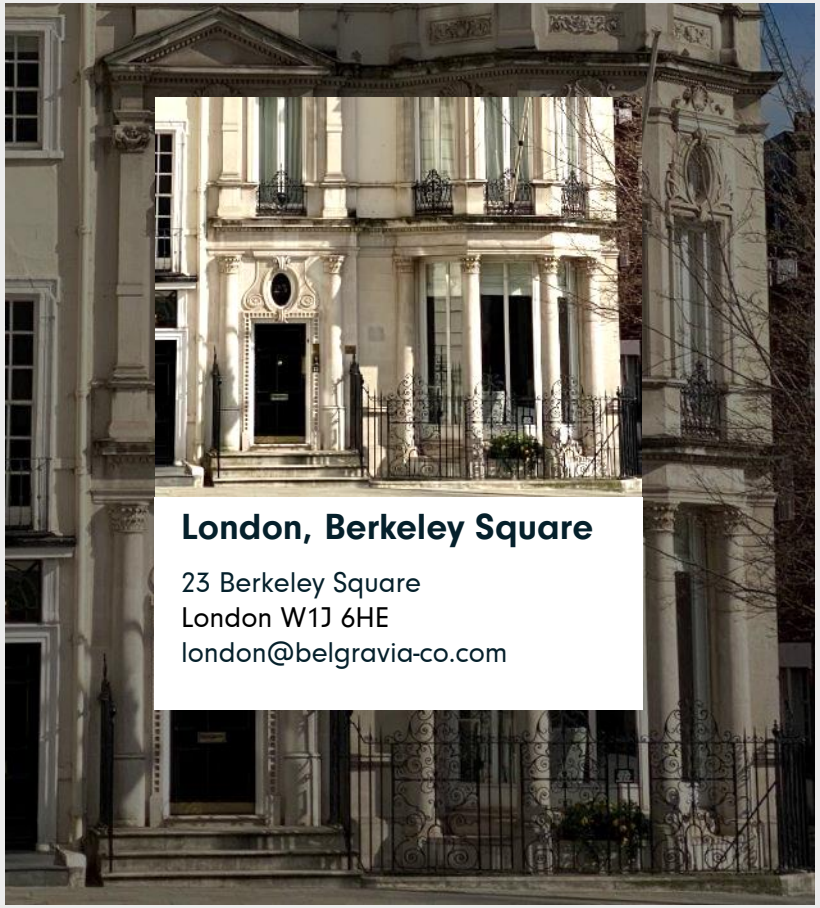

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