



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

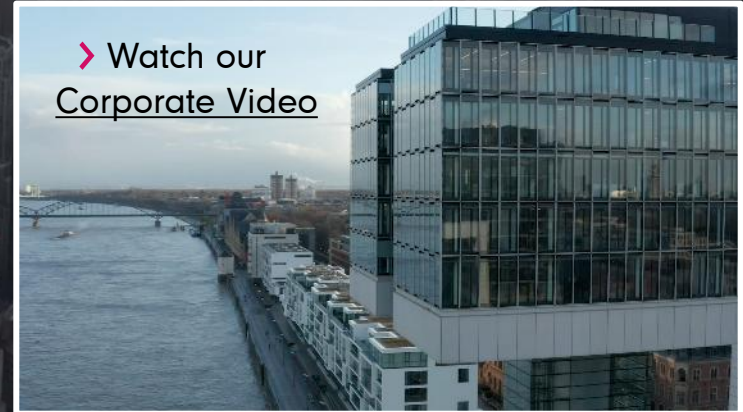


Introduction to BELGRAVIA & CO.

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 20-250 m Typ. Enterprise Value	> 100 years of senior M&A Experience
	> 40% Cross-border, 23 Countries	20 Professionals 7 Senior Advisors
	> EUR 2.9 bn Transaction Value	> 90% Success Rate

COMPETENCIES & SERVICES

Exit Readiness Assessments	M&A Advisory (Sell-/Buy-Side)
<ul style="list-style-type: none"> > 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 	<ul style="list-style-type: none"> > Expert advice on acquisitions, merger and strategic portfolio alignments > Holistic structuring and execution of M&A processes > Comprehensive due diligence support






















COVERED SECTORS

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







Financial Modeling & Fairness Opinions
<ul style="list-style-type: none"> > 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

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

BELGRAVIA & CO. Team

 <p>Dr. Björn Röper Founder, Managing Partner</p> <p>RAYMOND JAMES DROEGE GROUP KEARNEY</p>	 <p>Arndt von Raussendorff Managing Partner</p> <p>montagu AMBIENTA</p>	 <p>Dietmar Rath Partner</p> <p>SAL. OPPENHEIM Privatbank seit 1789</p> <p>Fresenius KPMG</p>	 <p>Dr. Christopher Picot Partner</p> <p>Alstin Capital HSBC KPMG</p>	 <p>Nihat Arkan Associate Partner</p> <p>CORUM yaliyomo</p>	 <p>Norbert Adam Froitzheim Partner</p> <p>ORANGECAD LEHEL PARTNERS Deutscher Ärzteverlag</p>	 <p>Sebastian Hille Senior Director</p> <p>TÜVRheinland GE Capital citi</p>
 <p>Christian Olsen Senior Vice President</p> <p>Deloitte. Grant Thornton</p>	 <p>Stefan Häck Vice President</p> <p>EY HSBC</p>	 <p>Matthias Blume Vice President</p> <p>EBNER STOLZ RSM BearingPoint.</p>	 <p>Alessandro A. Zellner Senior Associate</p> <p>HKCF J MUNRO</p>	 <p>André Lauschke Associate</p> <p>Lufthansa Industry Solutions EVONIK</p>	 <p>Paul Haas Associate</p> <p>Deloitte. QUAAN CAPITAL</p>	 <p>Martin Lembke Analyst</p> <p>pwc</p>
 <p>Asa Bamarny Analyst</p> <p>J.P.Morgan Grant Thornton</p>	 <p>Simon Wanner Analyst</p> <p>EY Parthenon Rödl & Partner</p>	 <p>Julia Stephani Exec. Assistant, HR & Office Mgr.</p> <p>Coca-Cola Chiquita</p>	 <p>Isabel Bilstein Senior Manager Internal Operations</p> <p>valantic SIMON KUCHER</p>	 <p>Christian Müssen Director Marketing & Business Development</p> <p>GIAGEN Rheingas</p>	 <p>Andreas Pabsch Associate Partner</p> <p>Deutsche Bank CORPORATE FINANCE mcf</p>	 <p>Dr. Oliver Wittmann Senior Advisor</p> <p>SIEGWERK</p>

Senior Advisors

 <p>Dr. Markus Adams Senior Advisor</p> <p>ALU MENZIKEN HOLDING kap</p>	 <p>Dr. Dirk Holbach Senior Advisor</p> <p>Henkel</p>	 <p>Daniel Moldenhauer Senior Advisor</p> <p>BANK OF AMERICA Morgan Stanley</p>
 <p>Dr. Sieghart Scheiter Senior Advisor</p> <p>KEARNEY</p>	 <p>Dr. Rainer W. Schmidt Senior Advisor</p> <p>Henkel</p>	 <p>Dott./MBA Patrick Wegmann Senior Advisor</p> <p>HOPPE KOCH MEDIA</p>

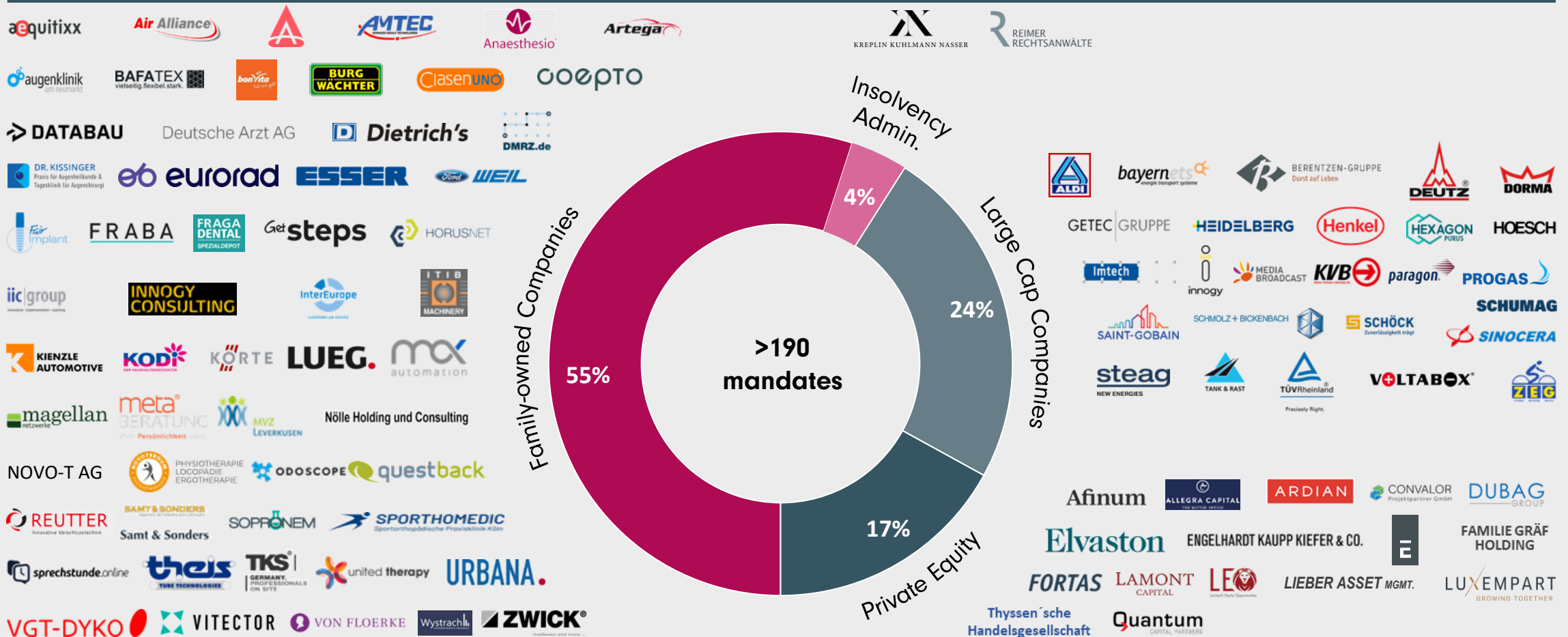
Successful track-record: More than 150 M&A transactions since 2012

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

<p>Ernst Plastics Group consisting of the operating companies SCHLIESMEYER G KREBSMEYER GmbH SPECTRUM G Spectrum Capital Krebstech GmbH & Co. KG has been sold to NASDAQ Stockholm listed KB Components Krebstech Components KB Components AG</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 Bellingrath 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 M&C Metallbau- und Bauelemente-GmbH M&C Metallbau- und Bauelemente-GmbH and its subsidiaries</p> <p>We acted as exclusive corporate finance advisor</p>	<p>BRÜGGEMANN SAINT-GOBAIN Brüggemann Holzbau GmbH is a 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 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 & Zahnimplant GmbH have been sold to European Dental Partners Holding GmbH is a 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 Elvaston 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 Elvaston 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 Vivarist-Group AG BERENTZEN GRUPPE Berentzen Gruppe has sold its mineral water production site Grafenberg to Refresco Refresco Deutschland GmbH a portfolio company of the investment firm KKR & Co. Inc. KKR</p> <p>We acted as exclusive M&A advisor to the Sellers</p>	<p>A minority shareholding in KODI KODI Diskontläden 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 Medizintechnikzentrum 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 AUGUSTA project with a total financing volume of € 210.000.000 Mandated Lead Arranger COMMERZBANK DZ BANK KFW IPEX-Bank</p> <p>We acted as FC exclusive debt advisor</p>	<p>Share owners of CONNECT-ENERGIE Connect-Energie GmbH have been sold to a subsidiary of DATABAU a portfolio company of IHS IHS 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 202 Central European Group (CEG) has been sold to Bencis</p> <p>We acted as exclusive M&A advisor to the Seller</p>	<p>steps GetSteps GmbH has been sold to HSI INVESTMENT the investment holding of the owner and CEO of atlas SAFETY SHOPS ATLAS Schulbedarf 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 Chinese stock listed company Shandong Sinocera Functional Materials Co., Ltd. SINOCERA has been sold to DEKEMA Dental-Keramika-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 Dilos Valuation Opinion of the Business Unit Dilos 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 Rüdiger and Dr. med. Jörn Rüdiger GmbH Privat für Augenheilkunde & Tagesklinik 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>Polimeier Baugruppenteknik Polimeier 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 TPM GmbH as further core shareholder</p> <p>We acted as financial advisor to the Non-Shareholders</p>

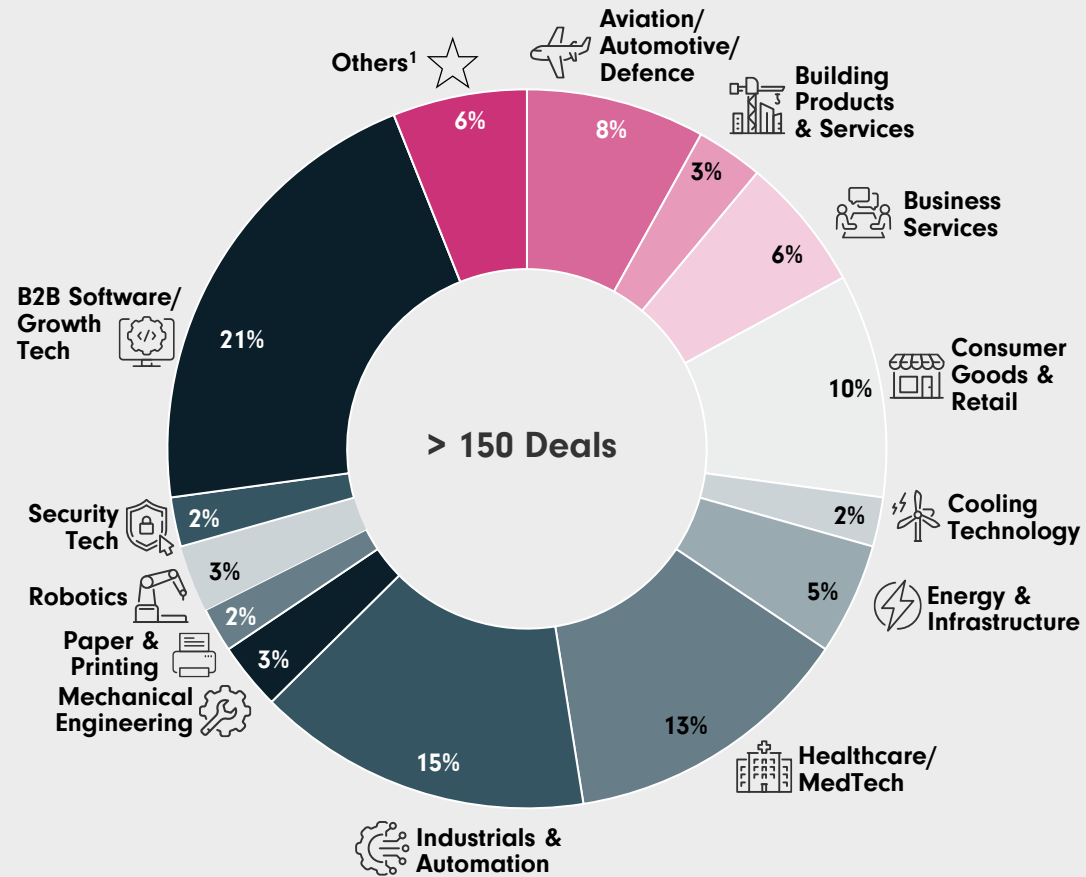
Broad sector experience among family-owned businesses and corporate clients

CLIENT BREAKDOWN BY TYPE

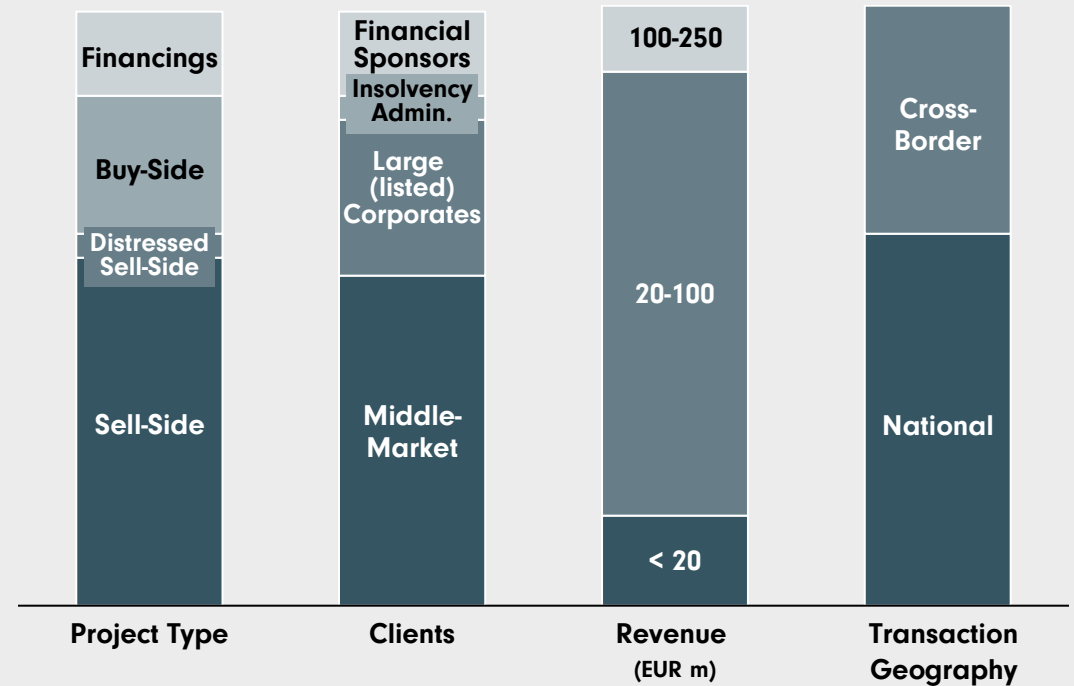


Broad sector experience paired with dedicated sector coverage

SECTOR BREAKDOWN OF BELGRAVIA'S DEALS



DEAL TYPE STRUCTURE



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

Extensive international experience in cross-border middle-market deals

INTERNATIONAL DEAL FOOTPRINT

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

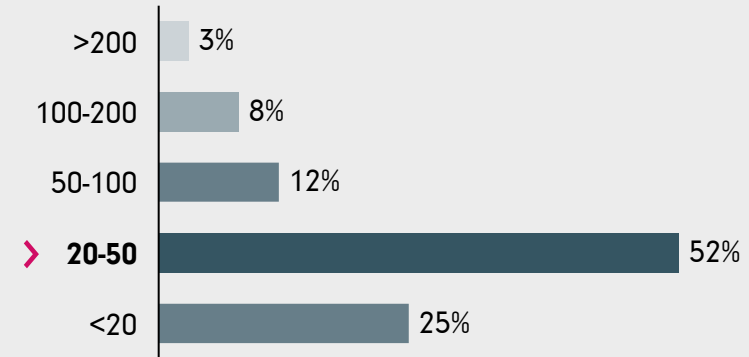
● : BELGRAVIA & CO. offices



Cross-border deals covering the following countries:

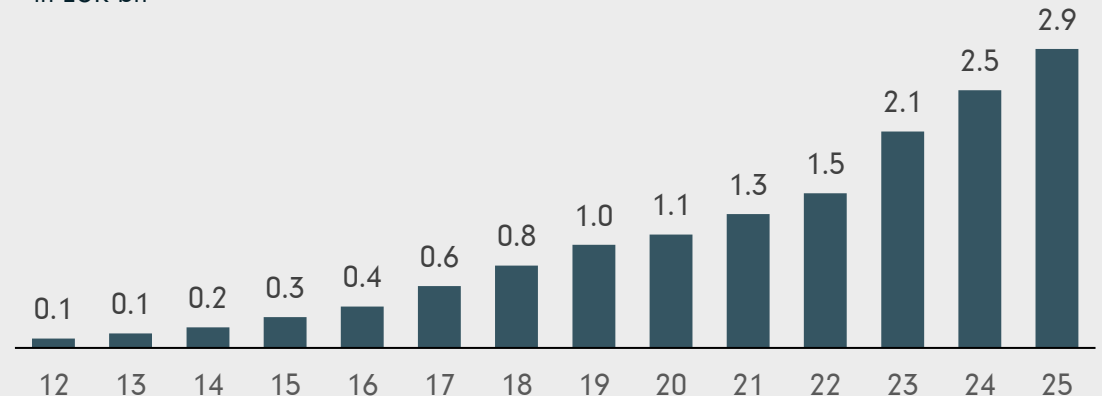
- | | | | | |
|---------|----------|-------------|------------|---------|
| Austria | Finland | Luxemburg | San Marino | Turkey |
| Belgium | France | Netherlands | Slovakia | UK |
| China | Hungary | Norway | Spain | Uruguay |
| Denmark | Italy | Poland | Sweden | USA |
| Japan | Portugal | Switzerland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

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



CUMULATED TRANSACTION VALUES

- in EUR bn -



Cologne - London - New York

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 ...

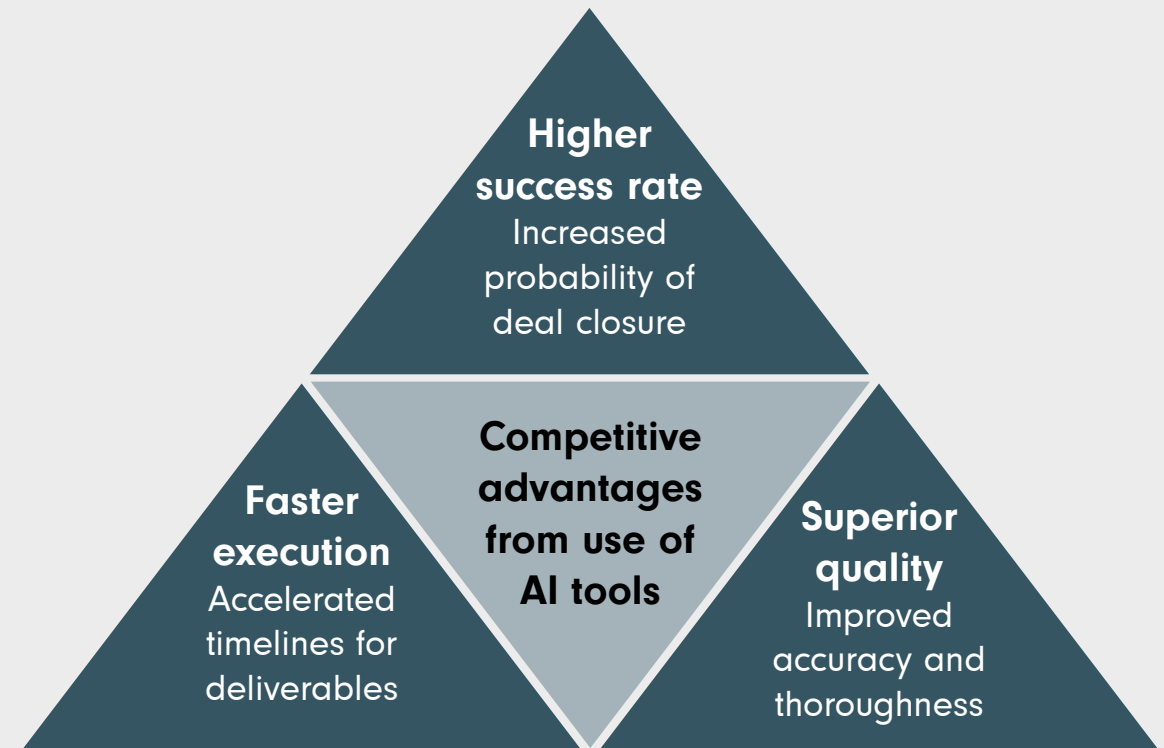
- **Professional and structured approach**
- **Results-oriented process management**
- **Value-added negotiating skills**
- **High entrepreneurial commitment**
- **Holistic transaction support at partner level**
- **High linguistic and cultural competence**
- **Extensive personal network** to **national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

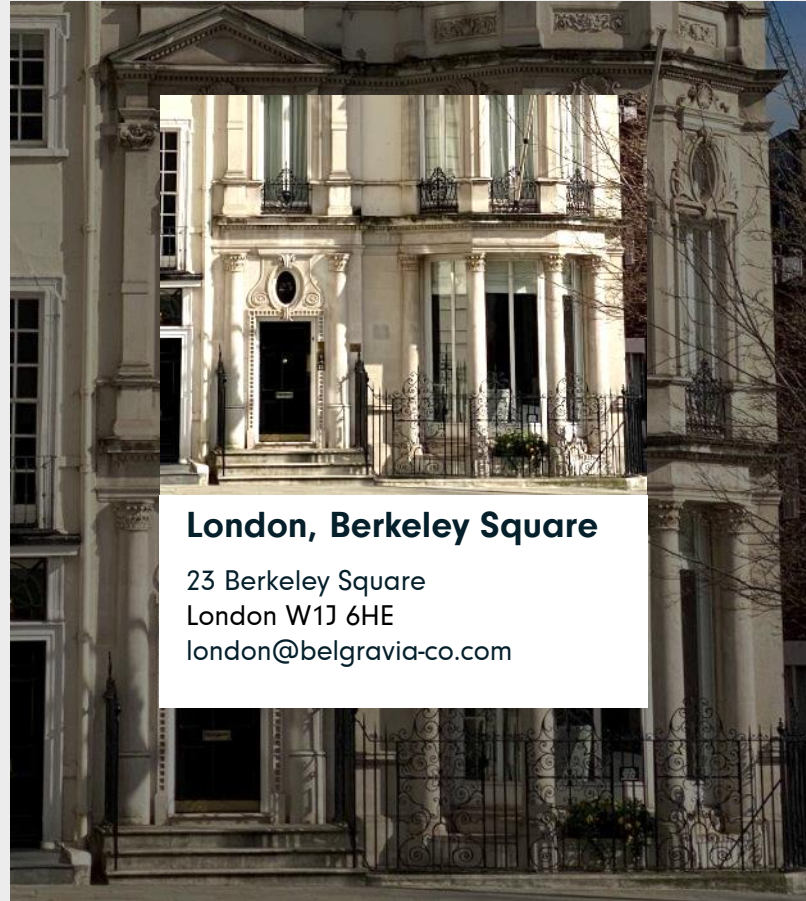
ADVANTAGES





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