



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

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

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 1989 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 EBNER STOLZ BearingPoint.	 Alessandro A. Zellner Senior Associate HKCF J MUNRO	 André Lauschke Senior Associate Lufthansa Industry Solutions EVONIK	 Paul Haas Associate Deloitte. QUAAN CAPITAL	 Martin Lembke Associate pwc
 Asa Bamarny Analyst J.P.Morgan Grant Thornton	 Simon Wanner Analyst EY Parthenon Rödl & Partner	 Julia Stephani Exec. Assistant, HR & Office Mgr. Coca-Cola Chiquita	 Isabel Bilstein Senior Manager Internal Operations valantic SIMON & KUCHER	 Christian Müsken Director Marketing & Business Development QIAGEN Rheingas	 Andreas Pabsch Associate Partner Deutsche Bank mcg	 Dr. Oliver Wittmann Senior Advisor SIEGWERT

Senior Advisors

 Dr. Markus Adams Senior Advisor ALU MENZIKEN HOLDING kap	 Dr. Dirk Holbach Senior Advisor Henkel	 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

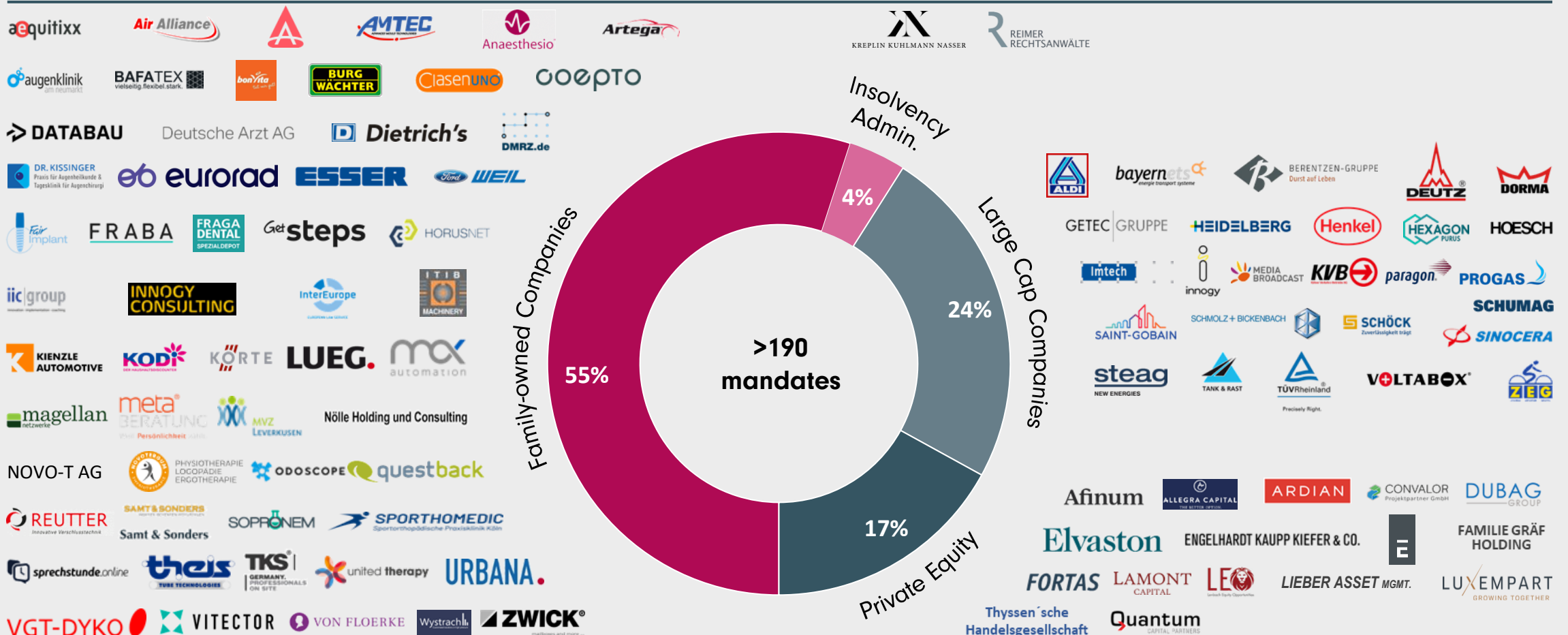
Successful track-record: More than 150 M&A transactions since 2012

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

Sell-Side M&A Software Services / Healthcare BREDEHORSTCMM CLINIC MEDICAL MANAGEMENT Bredhorst Clinic Medical Management GmbH has been sold to Sigla Sigla Ltd We acted as exclusive M&A advisor to the seller	Buy-Side M&A Consumer Goods Refresco Refresco Deutschland GmbH a portfolio company of KKR KKR & Co. Inc. has acquired RHEINER Rheinischer Mineralbrunnen We acted as exclusive M&A advisor to the buyer	Sell-Side M&A Industries Ernst Plastics Group consisting of the operating companies SCHLISSMEYER SPEKTRUM Spectrum GmbH Spektrum Plastics GmbH & Co. KG has been sold to NASDAQ Stockholm listed KBComponents KB Components AB We acted as exclusive M&A advisor to the seller	Sell-Side M&A Software / Healthcare aequitixx aequitixx GmbH and its Stockholm subsidiary have been sold to everfield everfield Germany GmbH We acted as exclusive M&A advisor to the seller	Buy-Side M&A Defense / Advanced Aerospace Tech DEUTZ DEUTZ AG has acquired SOBEK SOBEK Group GmbH and its subsidiaries We acted as exclusive M&A advisor to the buyer	Sell-Side M&A Industries / Industrial Tech BAFATEX vaterberg flexible card. 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	Financing Healthcare / MedTech ORANCECAD Orange CAD GmbH has received a capital injection from NBC Nationalbank für Betriebswirtschaft Nationalbank für Betriebswirtschaft GmbH S-Kap Beteiligungsgesellschaft S-Kap Beteiligungsgesellschaft GmbH & Co. KG We acted as exclusive corporate finance advisor	Sell-Side M&A Construction BRÜGGEMANN Ludwig Esser Metallbau GmbH a subsidiary of SAINT-GOBAIN SAINT-GOBAIN Group KÖSTER Köster Holding SE We acted as exclusive M&A advisor to the seller	Sell-Side M&A Industries 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	Sell-Side M&A Healthcare / MedTech Majority shareholdings of FRAGA DENTAL Fraga Dental GmbH & Co. KG Fragaplanet 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 Opinion Software Valuation opinion for a portfolio company of Elvaston Elaston Capital Management GmbH We acted as corporate finance advisor	Valuation Opinion Software Valuation opinion for Ambient Innovation: GmbH We acted as corporate finance advisor	Sell-Side M&A Software A minority stake in stonebranch Stonebranch GmbH a portfolio company of Elvaston Elaston Capital Management GmbH has been sold to EMH EMH Partners GmbH We acted as exclusive M&A advisor to Elvaston Capital III	Sell-Side M&A Consumer Goods & Retail vivaris Vivaris Getränke GmbH & Co. KG a subsidiary of Beiersdorf Group AG BERENTZEN-GRUPPE Berentzen Gruppe GmbH has sold its mineral water production side Görlitzberg 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	Sell-Side M&A Retail A minority shareholding in KODI KODI Diskontrollen GmbH was sold to HATEX HATEX AS GmbH & Co. KG We acted as exclusive M&A advisor to the seller	Investment Exit Side M&A Healthcare Services - Clinical Tech / AI DMRZ.de Deutsches Medizintechnikzentrum GmbH and its subsidiary have been sold to VIA equity VIA equity a/s We acted as exclusive M&A advisor to the seller	Sell-Side M&A Healthcare Services A majority shareholding in Anaesthesia MVZ Anaesthesia GmbH has been sold to OPISTO a portfolio company of GREENPEAK PARTNERS We acted as exclusive M&A advisor to the seller	Corporate Financing Energy Infrastructure bayernets Energy company partner has received a corporate financing for the AUGUSTA project with a total financing volume of € 210.000.000 Mandated Lead Arrangers COMMERZBANK DZ BANK KFW PEX-Bank We acted as the exclusive debt advisor	Sell-Side M&A (Shareholding) Infrastructure/Construction The core assets of CONNECT-ENERGIE Connect-Energie GmbH have been sold to a subsidiary of DATABAU a portfolio company of HIS HIS AG has been sold to Bencis We acted as exclusive M&A advisor to the seller	Sell-Side M&A S&P Services (Risk Consulting) eurolrad a subsidiary of 2022 Global Risk Consulting AG has been sold to Bencis We acted as exclusive M&A advisor to the seller
Sell-Side M&A Healthcare Technology GetSteps GetSteps GmbH has been sold to HSI HSI AG the investment holding of the owner and CEO of atlas ATLAS Schulfabrik GmbH & Co. KG We acted as exclusive M&A advisor to the seller	Sell-Side M&A Energy terval Terval S.A. BELGRAVIA & CO. acted as the company on the restructuring of the group of shareholders as part of the succession solution of the founding shareholder We acted as exclusive M&A advisor to the company	Sell-Side M&A Energy 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	Buy-Side M&A Healthcare SINOCERA (SINGAPORE) PTE. LTD. a subsidiary of Shandong Sinocera Functional Materials Co., Ltd. has acquired a majority shareholding in DEKEMA Dental-Keramikköfen GmbH DEKEMA We acted as exclusive M&A advisor to the buyer	Valuation Opinion Software 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	Valuation Opinion Software REMIRA Business Unit Dilos Valuation Opinion of the Business Unit Dilos of REMIRA Group GmbH backed by Elvaston We acted as financial advisor	Valuation Opinion Healthcare mbs mbs GmbH has been sold to Sanoptis Sanoptis AG a portfolio company of GBL We acted as exclusive M&A advisor to the seller	Sell-Side M&A Healthcare The ophthalmology practice Dr. med. Beate Klinger and Dr. med. Almut Klinger GbR Praxis für Augenheilkunde & Tagelink für Augenheilkunde has been sold to Polimeier Baugruppenteknik Polimeier GmbH has acquired a majority stake in Torda International, LLC We acted as exclusive M&A advisor to the buyer	Financing Opinion Healthcare KVB Kölnischer Verkehrs-Betriebe AG Financial and M&A strategic analysis in connection with a portfolio company We acted as financial advisor to KVB	

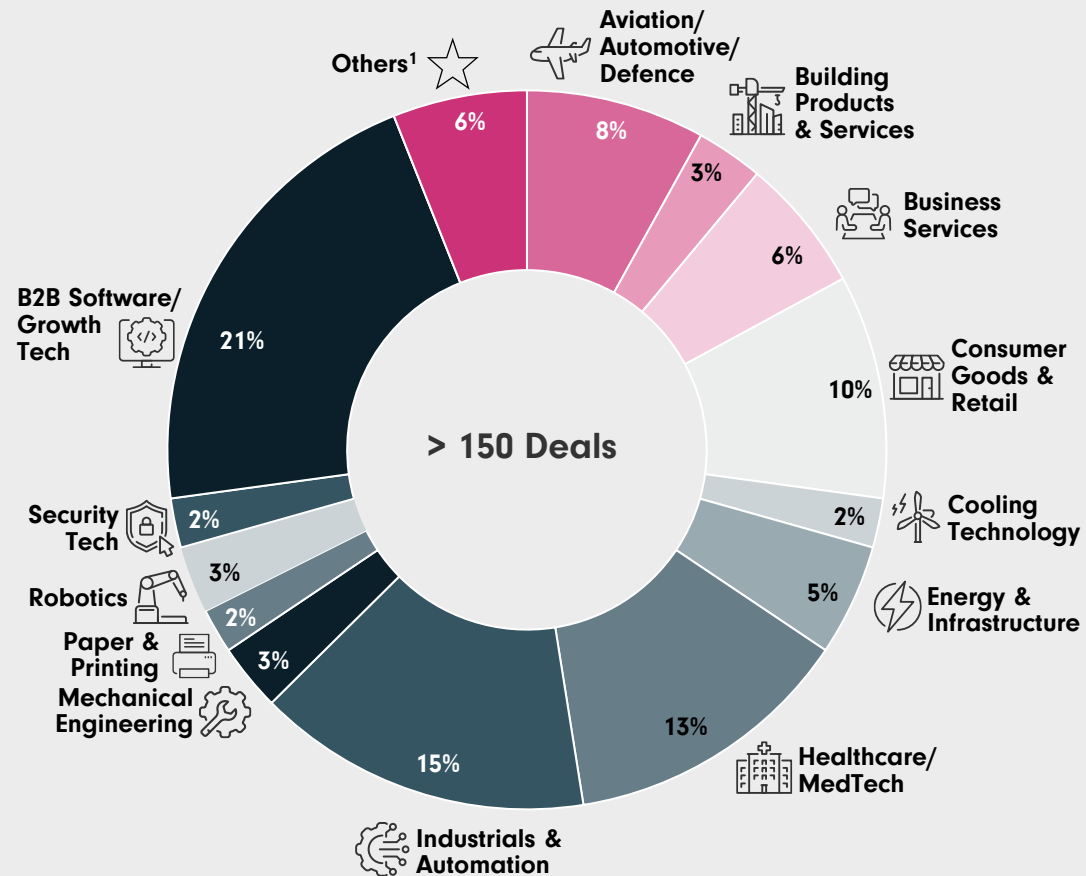
Broad sector experience among family-owned businesses and corporate clients

CLIENT BREAKDOWN BY TYPE

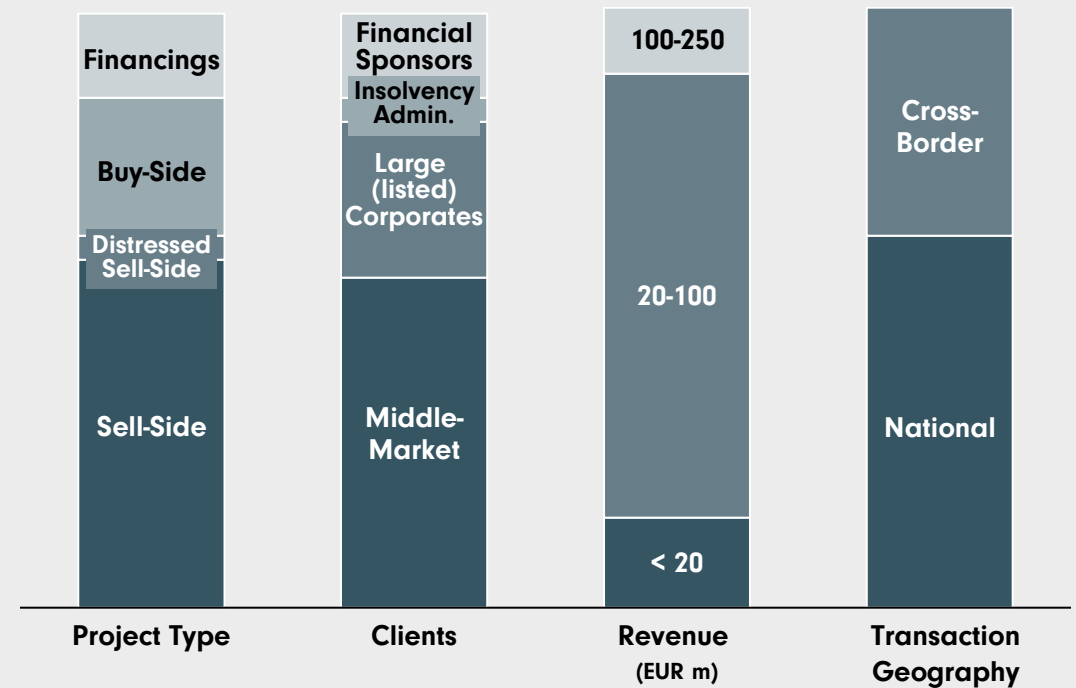


Broad sector experience paired with dedicated sector coverage

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

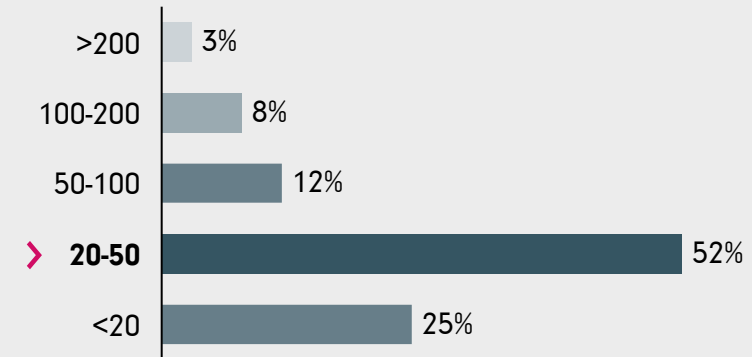
● : BELGRAVIA & CO. offices



Cross-border deals covering the following countries:

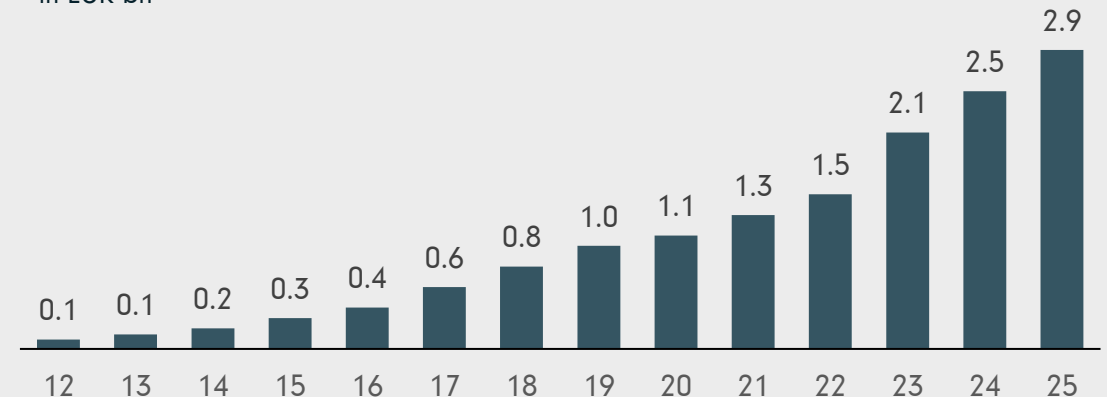
 Austria	 Finland	 Luxembourg	 San Marino	 Turkey
 Belgium	 France	 Netherlands	 Slovakia	 UK
 China	 Hungary	 Norway	 Spain	 Uruguay
 Denmark	 Italy	 Poland	 Sweden	 USA
 Japan	 Portugal	 Switzerland		

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 ...

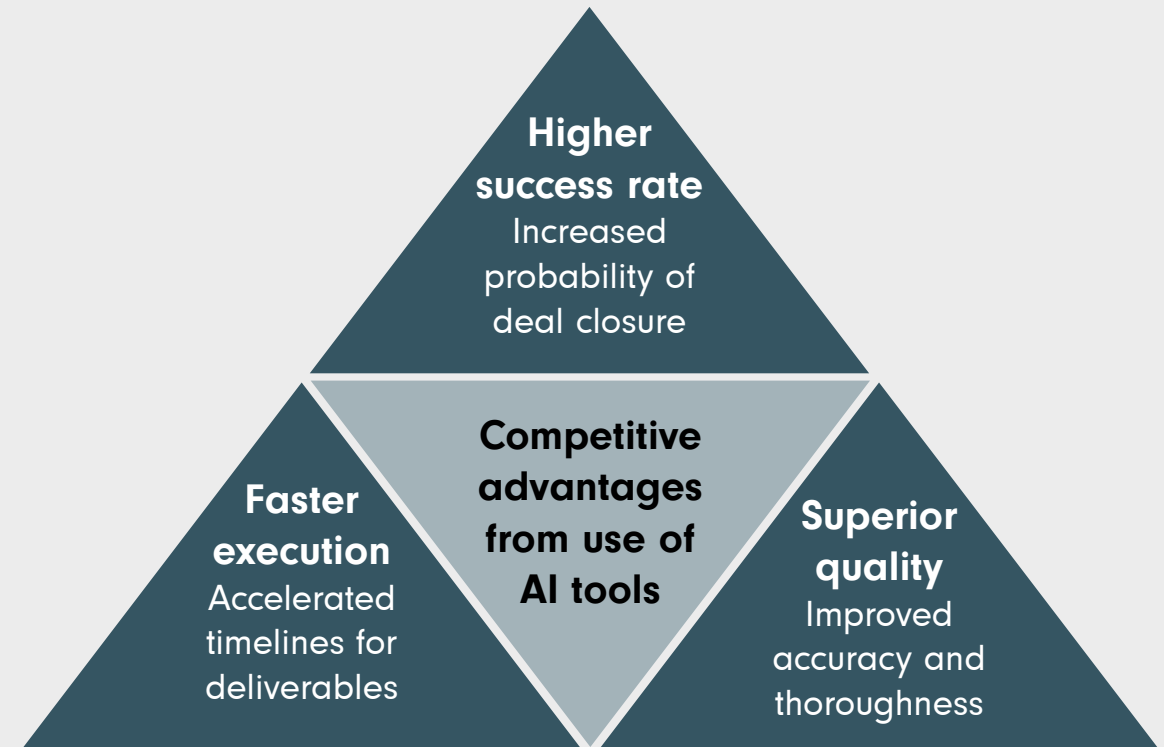
- **Professional and structured approach**
- **Results-oriented process management**
- **Value-added negotiating skills**
- **High entrepreneurial commitment**
- **Holistic transaction support at partner level**
- **High linguistic and cultural competence**
- **Extensive personal network** to **national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



 DataRoom

 DeepL

 Gain.pro

 Mergermarket

 Datasite®

 Fireflies

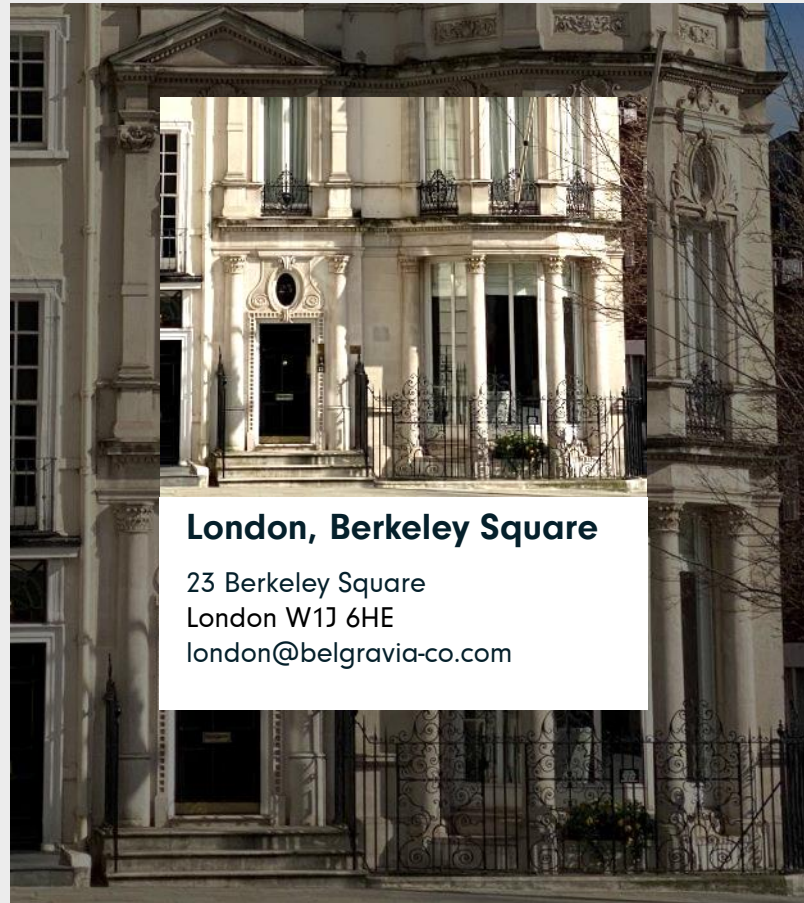
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 S&P
CAPITAL IQ
McGRAW HILL FINANCIAL



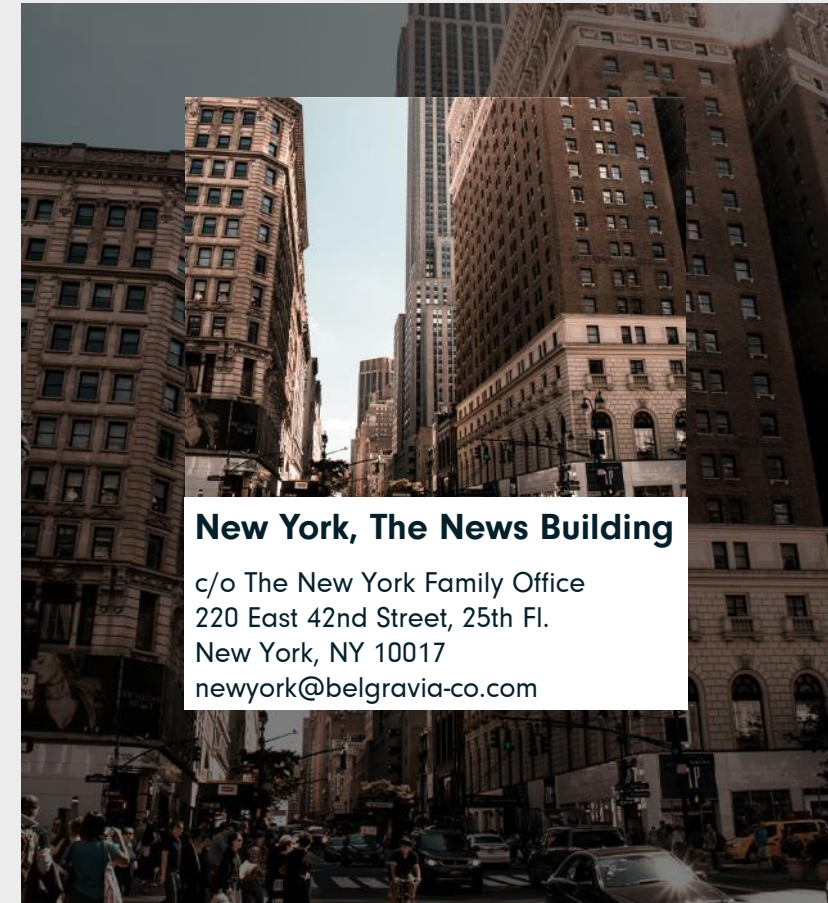
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