BELGRAVIA&CO.

Cologne – London – New York

Passion for Middle-Market M&A℠

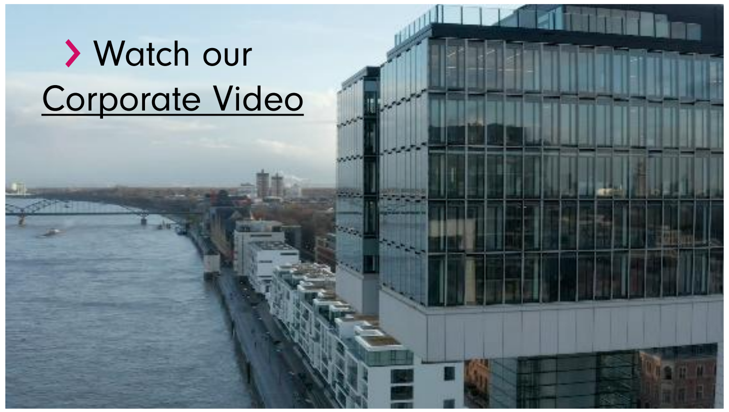
belgravia-co.com

Agenda

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[SM]

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

21 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 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 · citi · GE Capital

Christian Olsen
Senior Vice President
Deloitte. · Grant Thornton

Stefan Häck
Vice President
EY · HSBC

Matthias Blume
Vice President
RSM EBNER STOLZ · BearingPoint.

Alessandro A. Zellner
Senior Associate
HKCF M&A Debt Advisory · 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

Jakob Ludwig
Analyst
AUCTUS · DZ BANK

Julia Stephani
Exec. Assistant, HR & Office Mgr.
Coca-Cola European Partners · Chiquita

Isabel Bilstein
Senior Manager Internal Operations
valantic · SIMON KUCHER

Christian Müsken
Director Marketing & Business Development
QIAGEN · Rheingas

Andreas Pabsch
Associate Partner
Deutsche Bank · mcf CORPORATE FINANCE

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

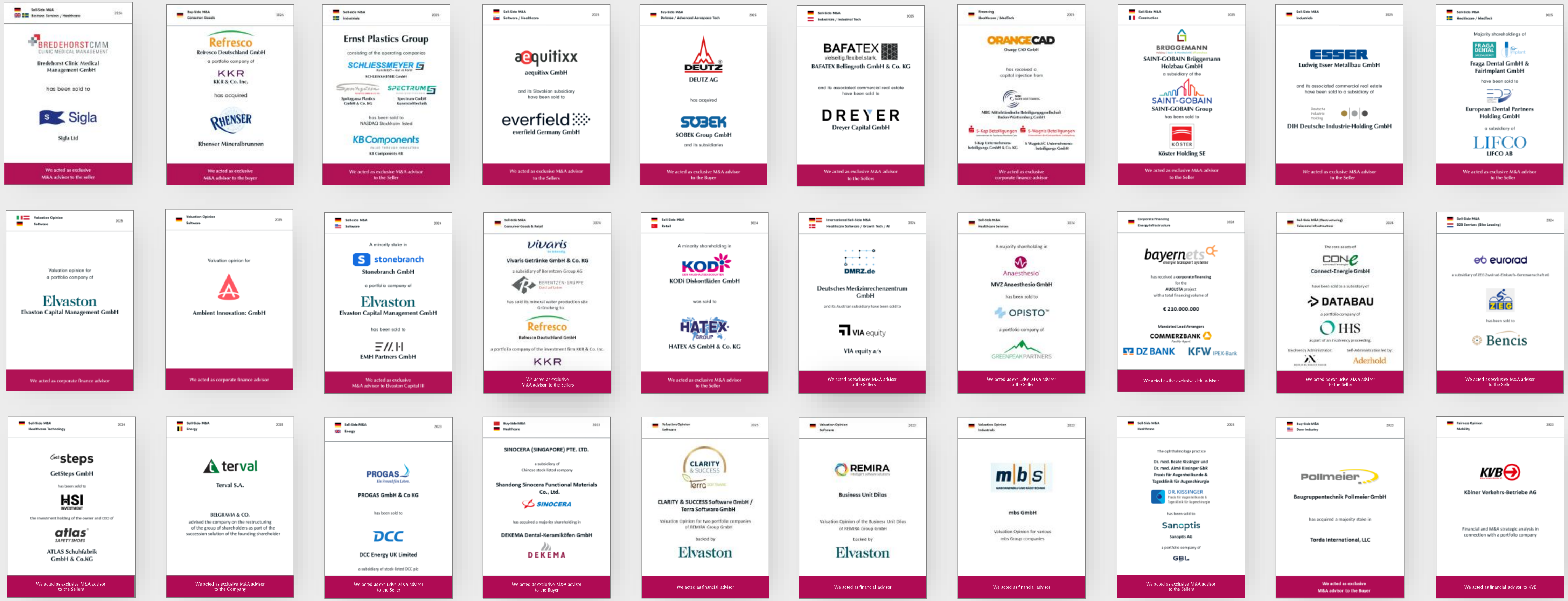
Dr. Rainer W. Schmidt
Senior Advisor
Henkel

Dott./MBA Patrick Wegmann
Senior Advisor
HOPPE · KOCH MEDIA

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)

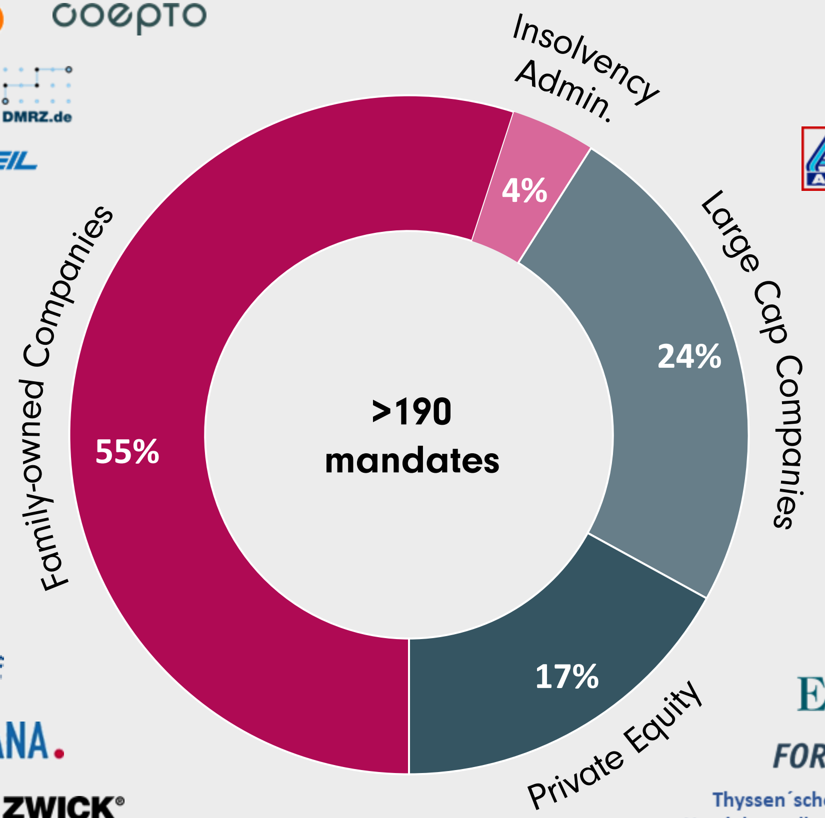


Broad sector experience among family-owned businesses and corporate clients

CLIENT BREAKDOWN BY TYPE

aequitixx · Air Alliance · AMTEC · Anaesthesio · Artega · augenklinik am neumarkt · BAFATEX · bonVita · BURG WÄCHTER · ClasenUNO · coepto · DATABAU · Deutsche Arzt AG · Dietrich's · DMRZ.de · DR. KISSINGER · eurorad · ESSER · WEIL · Fair Implant · FRABA · FRAGA DENTAL · Get steps · HORUSNET · iic group · INNOGY CONSULTING · InterEurope · ITIB MACHINERY · KIENZLE AUTOMOTIVE · KODi · KORTE · LUEG. · mc automation · magellan · meta BERATUNG · MVZ Leverkusen · Nölle Holding und Consulting · NOVO-T AG · Physiotherapie Logopädie Ergotherapie · ODOSCOPE · questback · REUTTER · Samt & Sonders · SOPRONEM · SPORTHOMEDIC · sprechstunde.online · theis · TKS · united therapy · URBANA. · VGT-DYKO · VITECTOR · VON FLOERKE · Wystrach · ZWICK

KREPLIN KUHLMANN NASSER · REIMER RECHTSANWÄLTE

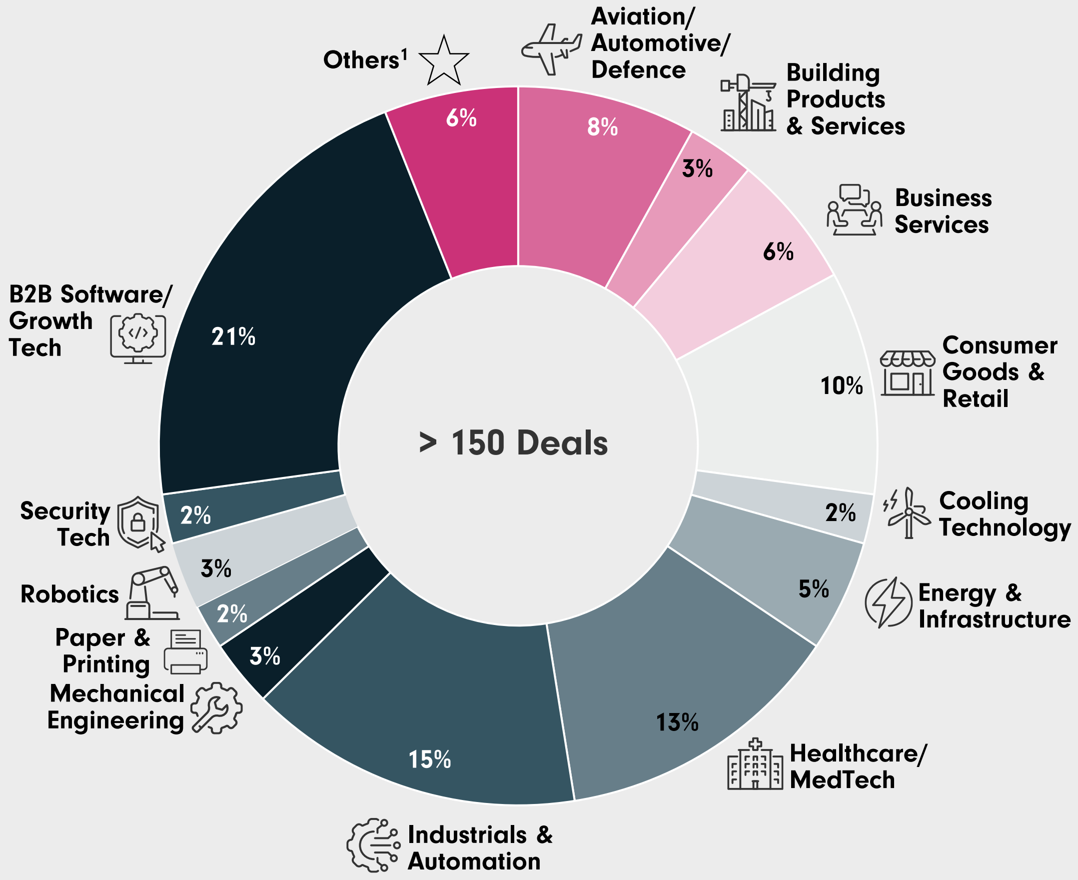


ALDI · bayernets · BERENTZEN-GRUPPE · DEUTZ · DORMA · GETEC GRUPPE · HEIDELBERG · Henkel · HEXAGON PURUS · HOESCH · Imtech · innogy · MEDIA BROADCAST · KVB · paragon · PROGAS · SCHUMAG · SAINT-GOBAIN · SCHMOLZ + BICKENBACH · SCHÖCK · SINOCERA · steag · TANK & RAST · TÜVRheinland · VOLTABOX · ZEG

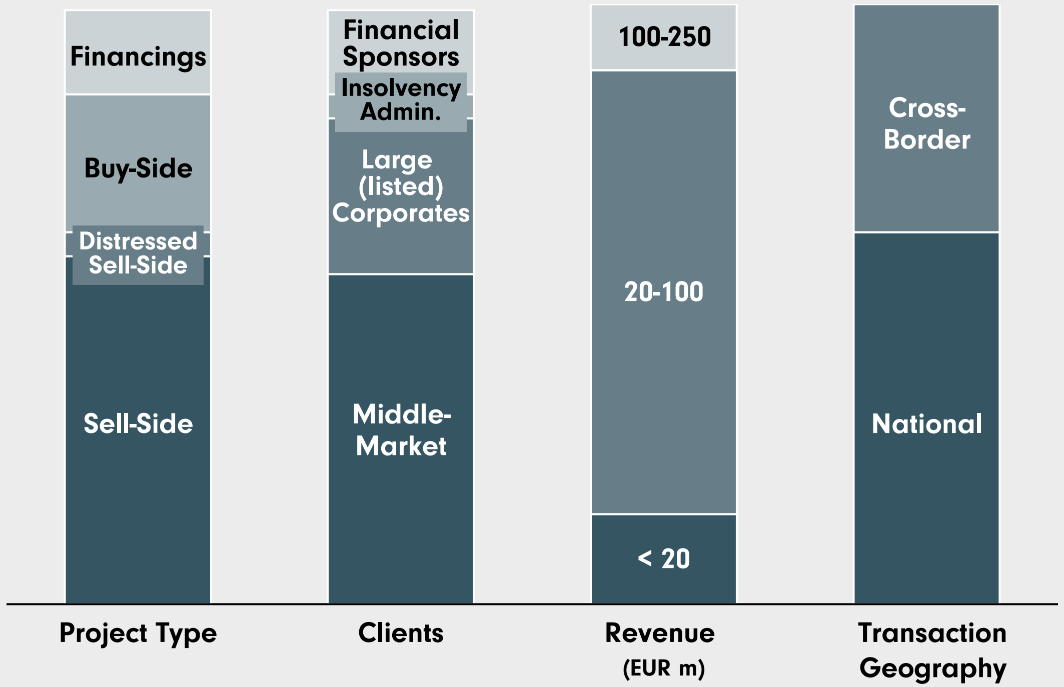
Afinum · ALLEGRA CAPITAL · ARDIAN · CONVALOR · DUBAG GROUP · Elvaston · ENGELHARDT KAUPP KIEFER & CO. · FAMILIE GRÄF HOLDING · FORTAS · LAMONT CAPITAL · LEO · LIEBER ASSET MGMT. · LUXEMPART · Thyssen´sche Handelsgesellschaft · Quantum

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

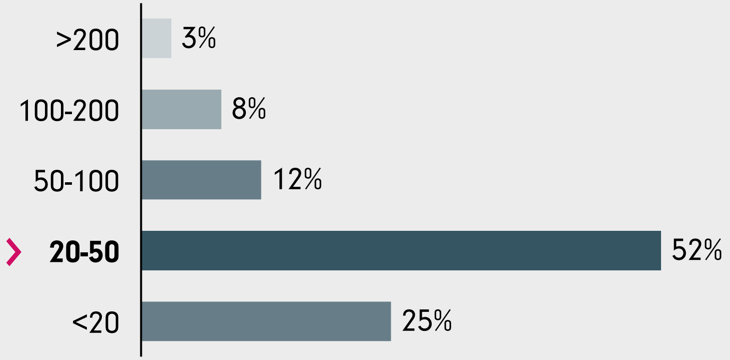
■ : Countries with BELGRAVIA & CO. deal exposure / references

● : BELGRAVIA & CO. offices

Cross-border deals covering the following countries:

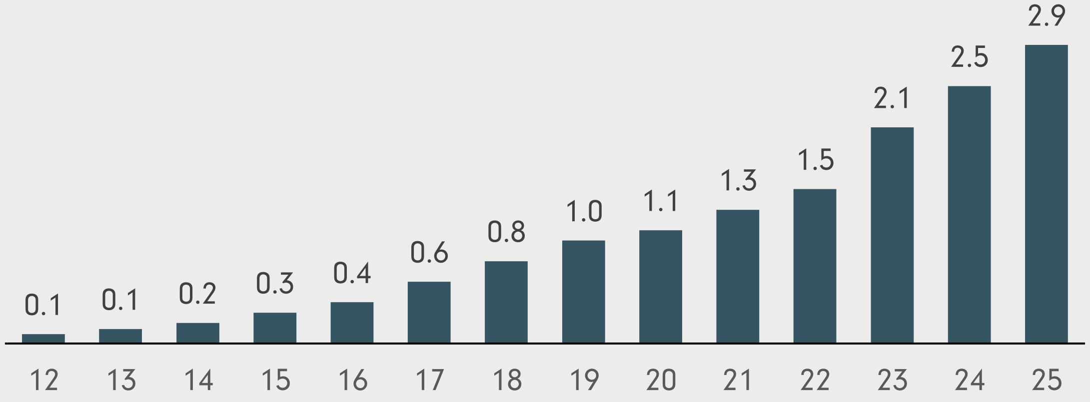
Austria	Finland	Luxemburg	San Marino	Turkey
Belgium	France	Netherlands	Slovakia	UK
China	Hungary	Norway	Spain	Uruguay
Denmark	Italy	Poland	Sweden	USA
	Japan	Portugal	Switzerland	

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



CUMULATED TRANSACTION VALUES

- in EUR bn -



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

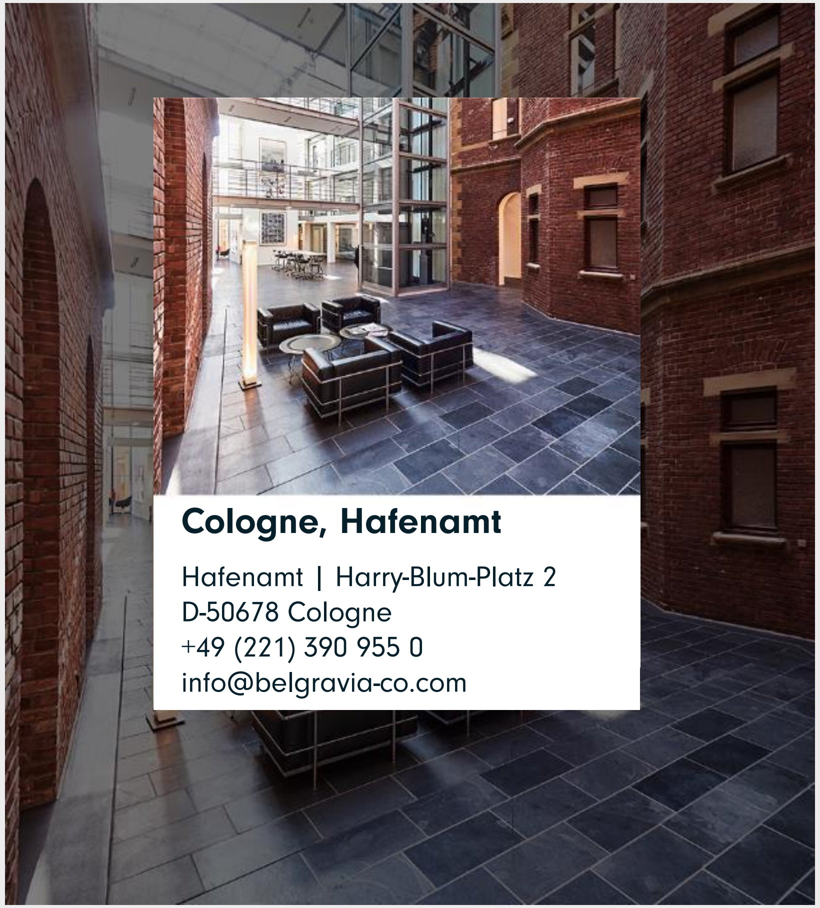
ADVANTAGES

Higher success rate
Increased probability of deal closure

Competitive advantages from use of AI tools

Faster execution
Accelerated timelines for deliverables

Superior quality
Improved accuracy and thoroughness



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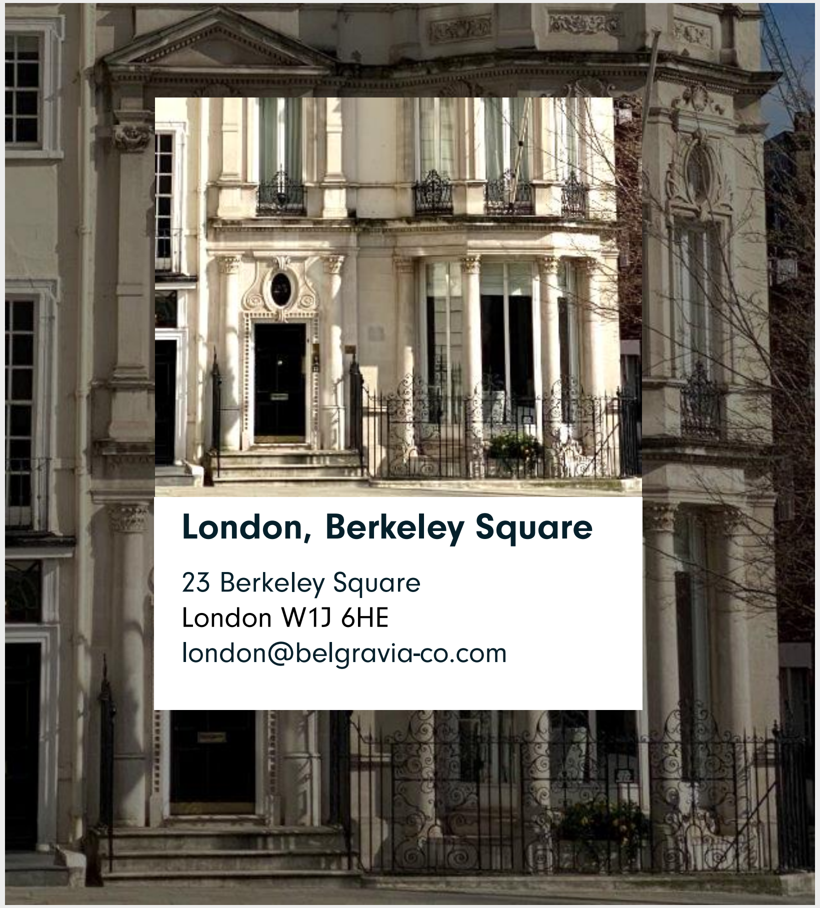

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