



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

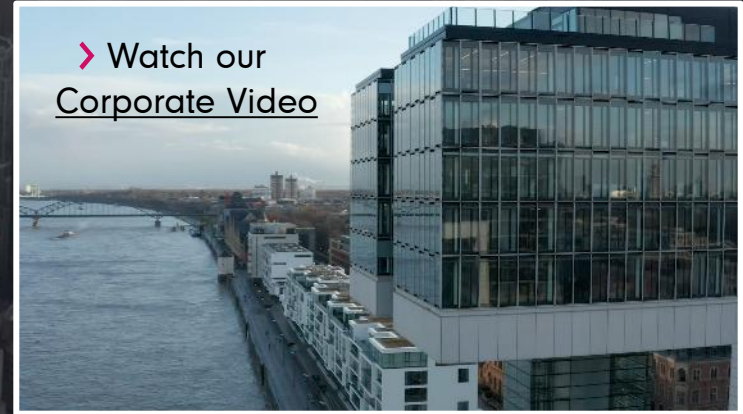


Introduction to BELGRAVIA & CO.

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	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 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 GE Capital citi
 Christian Olsen Senior Vice President Deloitte. Grant Thornton	 Stefan Häck Vice President EY HSBC	 Matthias Blume Vice President EBNER RSM 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	 Jakob Ludwig Analyst AUCTUS DZ BANK	 Julia Stephani Exec. Assistant, HR & Office Mgr. Coca-Cola Chiquita	 Isabel Bilstein Senior Manager Internal Operations valantic SIMON KUCHER	 Christian Müssen Director Marketing & Business Development QIAGEN Rheingas	 Andreas Pabsch Associate Partner mcg

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 SIEGWERT		

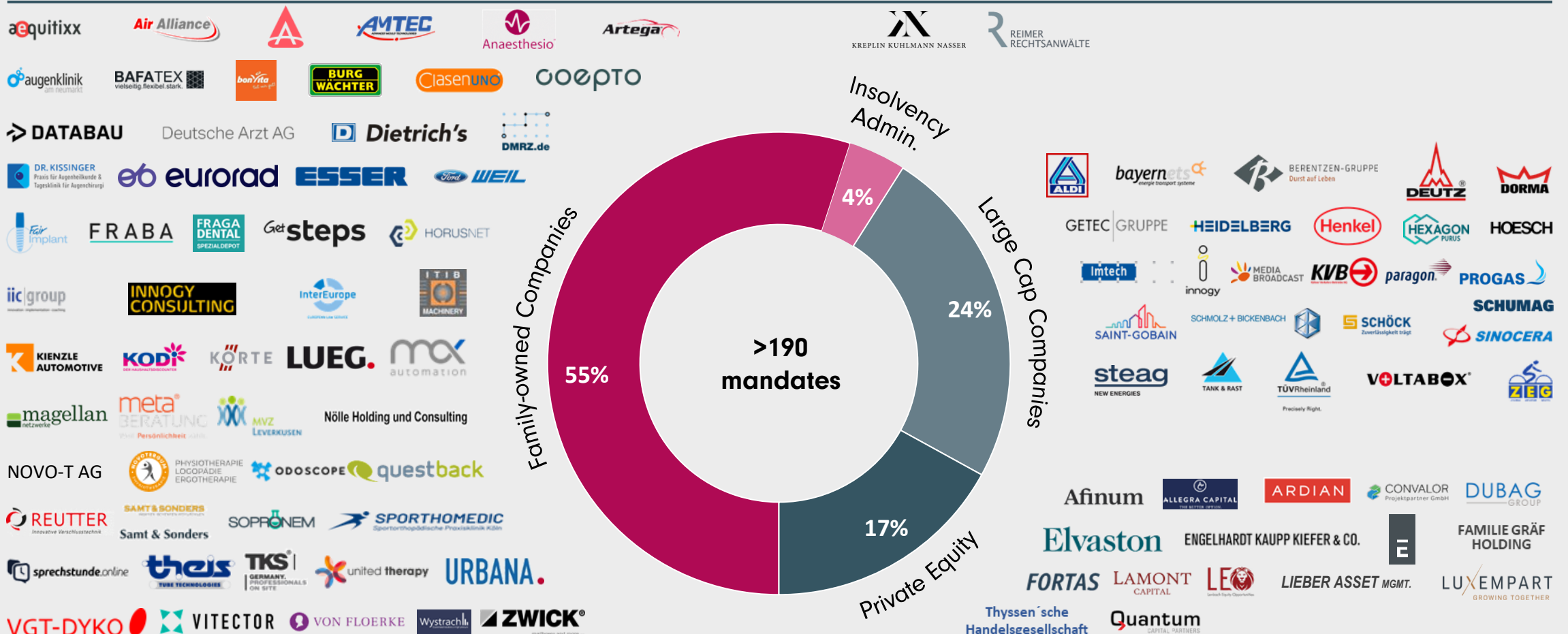
Successful track-record: More than 150 M&A transactions since 2012

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

Germany M&A Business Services / Healthcare 2025 BREDEHORST CMM 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	Key Bank M&A Insurance Services 2025 Refresco Refresco Deutschland GmbH a portfolio company of KKR & Co. Inc. has acquired RIEHSER Rieser Mineralbrunnen We acted as exclusive M&A advisor to the buyer	Key Bank M&A Insurance 2025 Ernst Plastics Group consisting of the operating companies SCHLUESSMEYER S SCHLUESSMEYER GmbH and its Brazilian subsidiary have been sold to SPECTRUM G Spectrum GmbH Kunststofftechnik has been sold to NASDAQ Stockholm listed KB Components KB Components AB We acted as exclusive M&A advisor to the seller	Key Bank M&A Insurance / Healthcare 2025 aequitixx aequitixx GmbH and its Brazilian subsidiary have been sold to everfield everfield Germany GmbH We acted as exclusive M&A advisor to the seller	Key Bank M&A Insurance / Agricultural Equipment Tech 2025 DEUTZ DEUTZ AG has acquired SOBEK SOBEK Group GmbH and its subsidiaries We acted as exclusive M&A advisor to the buyer	Germany M&A Automotive / Industrial Tech 2025 BAFATEX Wolfgang Heubertshaus BAFATEX Bellingroth GmbH & Co. KG has been sold to DREYER Dreyer Capital GmbH We acted as exclusive M&A advisor to the seller	Germany M&A Healthcare / Healthcare 2025 ORANGE CAD Orange CAD GmbH has received a corporate transaction from 5-Kap Beteiligungsges. S. Wagner Beteiligungsges. 5-Kap Unternehmens- Beteiligungsges. GmbH & Co. KG We acted as exclusive corporate finance advisor	Germany M&A Construction 2025 BRUGGEMANN SAINT-GOBAIN Bruggemann Heidebus GmbH a subsidiary of the SAINT-GOBAIN SAINT-GOBAIN Group has been sold to KÖSTER Köster Holding SE We acted as exclusive M&A advisor to the seller	Germany M&A Industrial 2025 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	Germany M&A Healthcare / Healthcare 2025 Majority shareholdings of FRAGA DENTIA FRAGA DENTIA GmbH have been sold to European Dental Partners Holding GmbH a subsidiary of LIFCO AB We acted as exclusive M&A advisor to the seller
Germany M&A Insurance Services / Healthcare 2025 Valuation Option Valuation Option for a portfolio company of Elvaston Elvaston Capital Management GmbH We acted as corporate finance advisor	Germany M&A Insurance Services 2025 Valuation Option Valuation option for Antibiot Innovations GmbH We acted as corporate finance advisor	Germany M&A Insurance 2024 A minority stake in stonebranch Stonebranch GmbH a portfolio company of Elvaston Elvaston Capital Management GmbH has been sold to EMH Partners GmbH We acted as exclusive M&A advisor to Elvaston Capital III	Germany M&A Consumer Goods & Retail 2024 Vivaris Vivaris Getränke GmbH & Co. KG a subsidiary of Berentzen-Gruppe AG BERENTZEN-GROUPE Berentzen-Gruppe AG has sold its mineral water production site Gillingen to Refresco Refresco Deutschland GmbH a portfolio company of the investment from KKR & Co. Inc. KKR We acted as exclusive M&A advisor to the seller	Germany M&A Retail 2024 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	Germany M&A Healthcare Services / Growth Tech / AI 2024 DMRZ.de Deutsches Medizineerenzentrum 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	Germany M&A Healthcare Services 2024 A majority shareholding in Anaesthesia MVZ Anaesthesia GmbH has been sold to OPISTO OPISTO GmbH a portfolio company of GREENPEAK PARTNERS We acted as exclusive M&A advisor to the seller	Germany M&A Corporate Financing 2024 bayernets Connect-energie systeme has received a corporate financing for the RODUS RODUS project with a total financing volume of € 210.000.000 Mandated Lead Arranger COMMERZBANK COMMERZBANK AG DZ BANK KFW IPX-Bank We acted as the exclusive debt advisor	Germany M&A (Discontinued) Telecommunications 2024 Three core assets of CON Connect-Energie GmbH have been sold to a subsidiary of DATABAU DATABAU AG a portfolio company of IHS IHS AG part of an insolvency proceedings. Insolvency Administration: Adenhold We acted as exclusive M&A advisor to the seller	Germany M&A Insurance Services (Risk Consulting) 2024 a subsidiary of 2023 Zentralrat Deutsche Gewerkschaften (ZdG) europa europa AG has been sold to Bencis We acted as exclusive M&A advisor to the seller
Germany M&A Healthcare Technology 2024 GetSteps GetSteps GmbH has been sold to HSI INVESTMENT The investment holding of the owner and CEO of atlas SAFETY SHOES ATLAS Schuhfabrik GmbH & Co. KG We acted as exclusive M&A advisor to the seller	Germany M&A Energy 2023 terval Terval S.A. BIELCZYNA & CO. advised the company on the restructuring of the group of shareholders as part of the succession valuation of the founding shareholder We acted as exclusive M&A advisor to the Buyer	Germany M&A Energy 2023 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 Buyer	Germany M&A Healthcare 2023 SINOCERA (SINGAPORE) PTE. LTD. a subsidiary of Chinese state-owned company Shandong Sinocera Functional Materials Co., Ltd. SINOCERA has acquired a majority shareholding in DEKEMA Dental-Keramiken GmbH DEKEMA We acted as exclusive M&A advisor to the seller	Germany M&A Software 2023 CLARITY & SUCCESS CLARITY SOFTWARE CLARITY & SUCCESS Software GmbH / Terra Software GmbH Valuation Option for two portfolio companies of REMIRA Group GmbH Elvaston We acted as financial advisor	Germany M&A Software 2023 REMIRA Business Unit Dilos Valuation Option of the Business Unit Dilos of REMIRA Group GmbH backed by Elvaston We acted as financial advisor	Germany M&A Industrial 2023 mbs mbs GmbH Valuation Option for various mbs group companies mbs GmbH We acted as financial advisor	Germany M&A Healthcare 2023 The ophthalmology practice Dr. med. Beate Kriegering and Dr. med. Jörn Kriegering (J&K Praxis für Augenheilkunde & Tagelamberei für Augenheilkunde) DR. KRIEGERING Praxis für Augenheilkunde & Tagelamberei für Augenheilkunde has been sold to Sanoptis Sanoptis AG a portfolio company of GBL We acted as exclusive M&A advisor to the seller	Germany M&A Energy Industry 2023 Polmeier Baugruppenteknik Polmeier GmbH has acquired a majority stake in Torda International, LLC We acted as exclusive M&A advisor to the Buyer	Germany M&A Insurance Services 2023 KVB Kilner Verkehrs-Betriebe AG Financial and M&A strategic analysis in connection with a portfolio company We acted as financial advisor to KVB

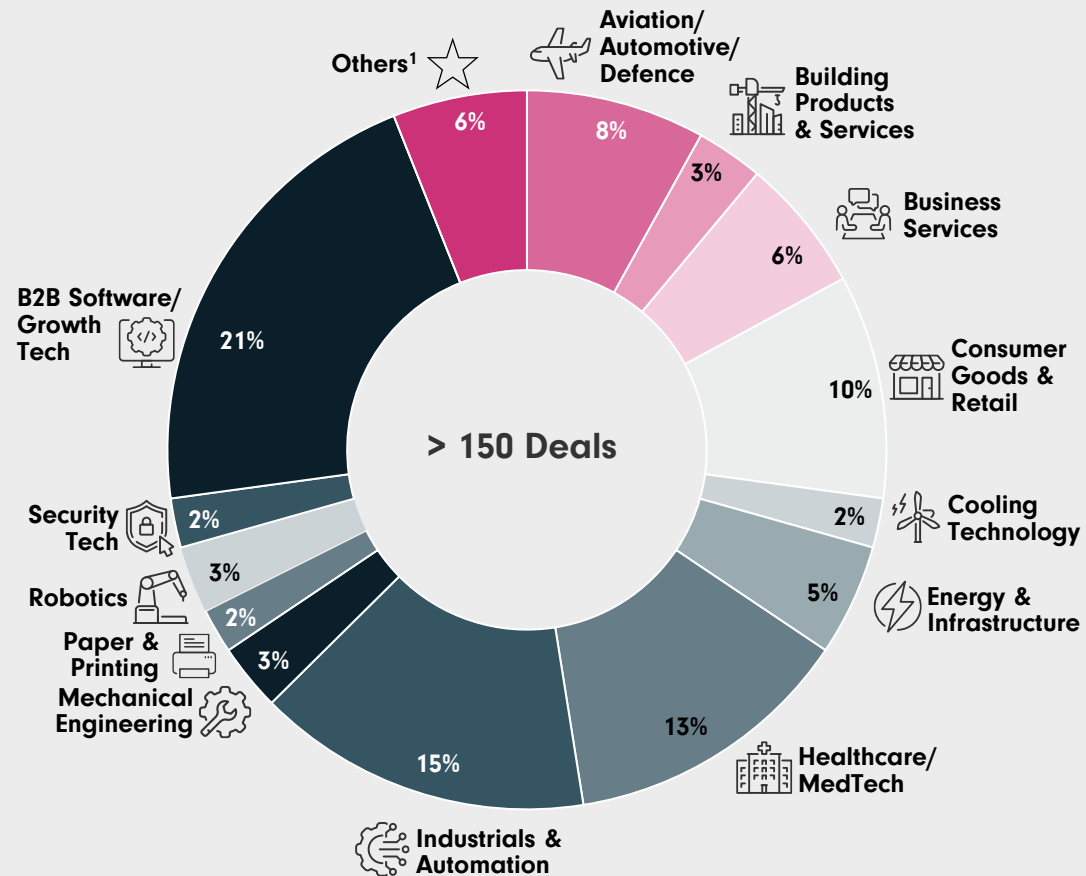
Broad sector experience among family-owned businesses and corporate clients

CLIENT BREAKDOWN BY TYPE

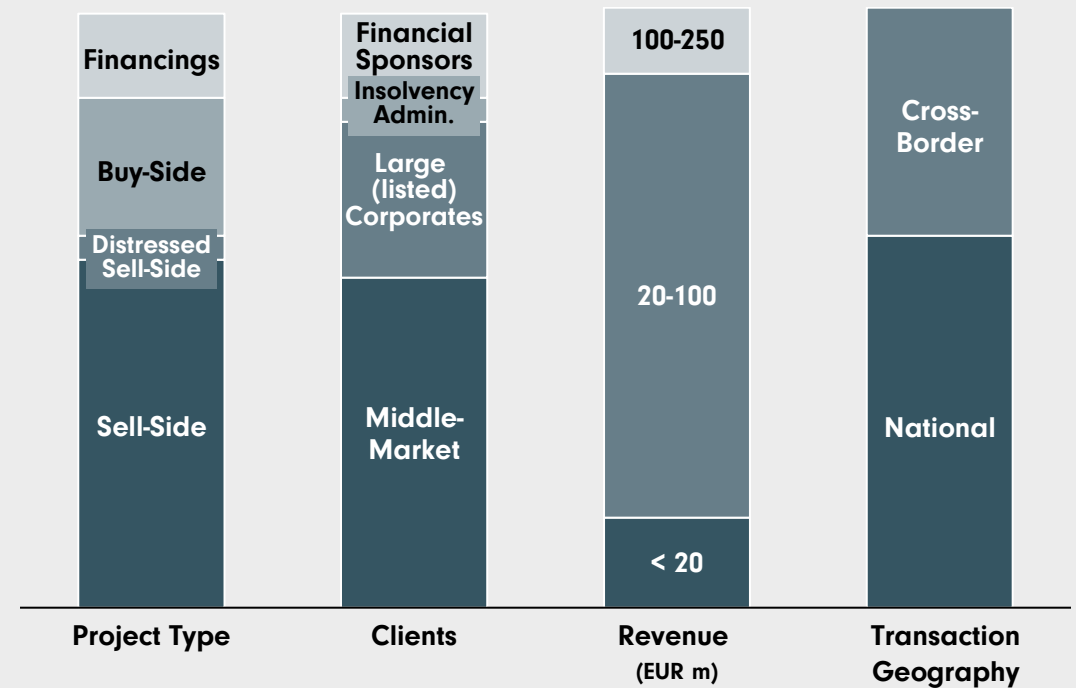


Broad sector experience paired with dedicated sector coverage

SECTOR BREAKDOWN OF BELGRAVIA's DEALS



DEAL TYPE STRUCTURE



Extensive international experience in cross-border middle-market deals

INTERNATIONAL DEAL FOOTPRINT

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

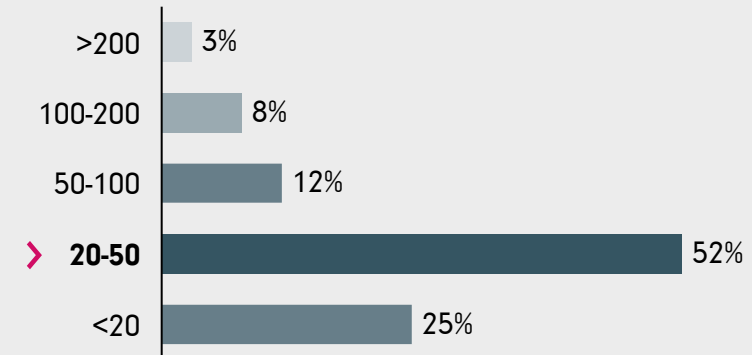
● : BELGRAVIA & CO. offices



Cross-border deals covering the following countries:

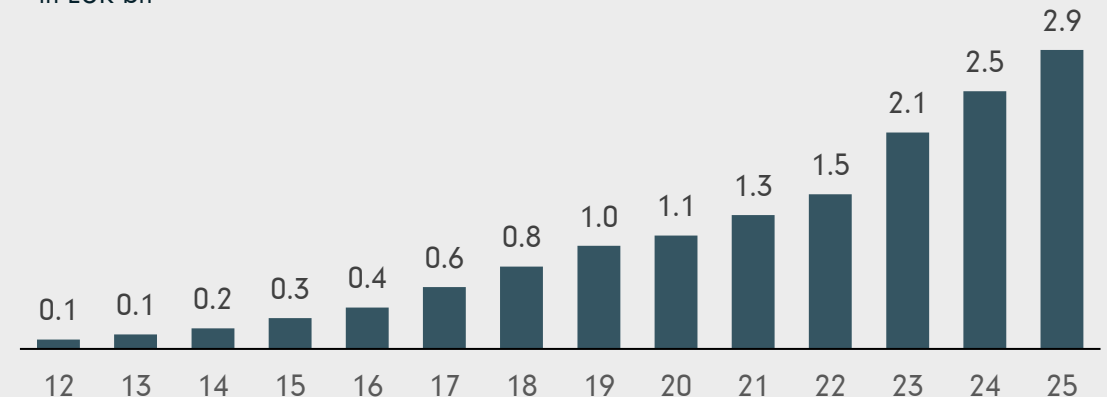
 Austria	 Finland	 Luxembourg	 San Marino	 Turkey
 Belgium	 France	 Netherlands	 Slovakia	 UK
 China	 Hungary	 Norway	 Spain	 Uruguay
 Denmark	 Italy	 Poland	 Sweden	 USA
 Japan	 Portugal	 Switzerland		

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&A™

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 ...

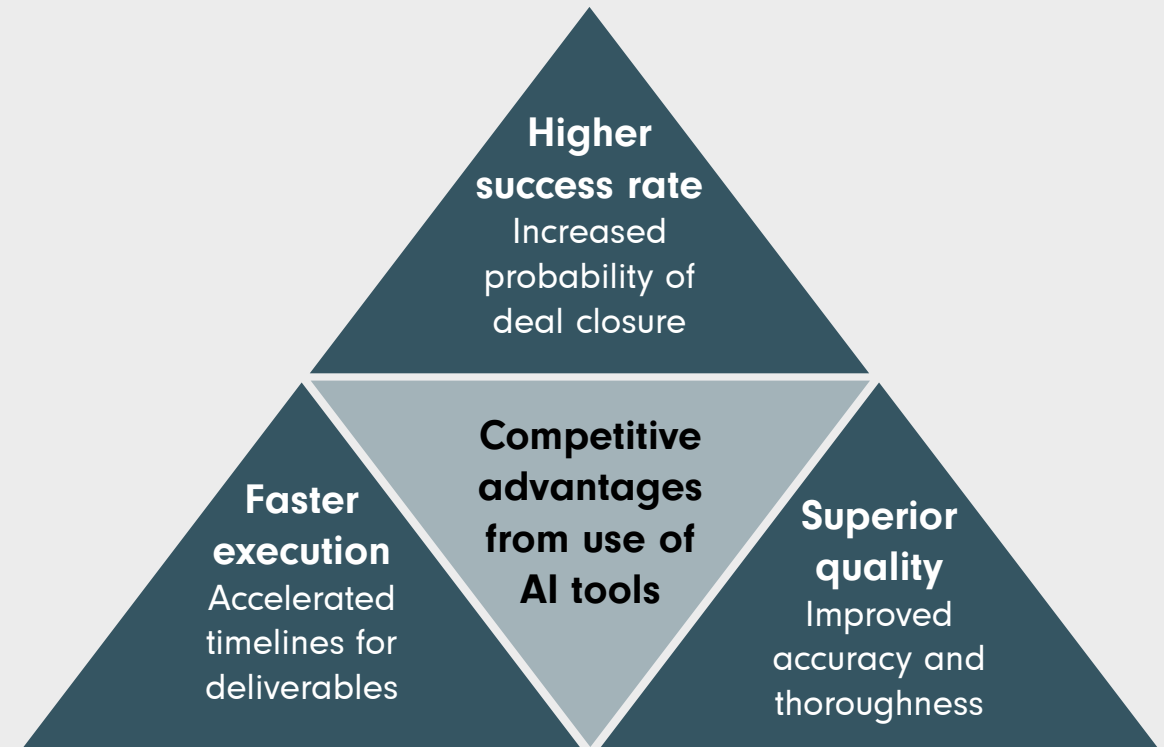
- **Professional and structured approach**
- **Results-oriented process management**
- **Value-added negotiating skills**
- **High entrepreneurial commitment**
- **Holistic transaction support at partner level**
- **High linguistic and cultural competence**
- **Extensive personal network** to **national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

 rogo

 Datasite®

 Fireflies

 inven

 S&P CAPITAL IQ
McGRAW HILL FINANCIAL

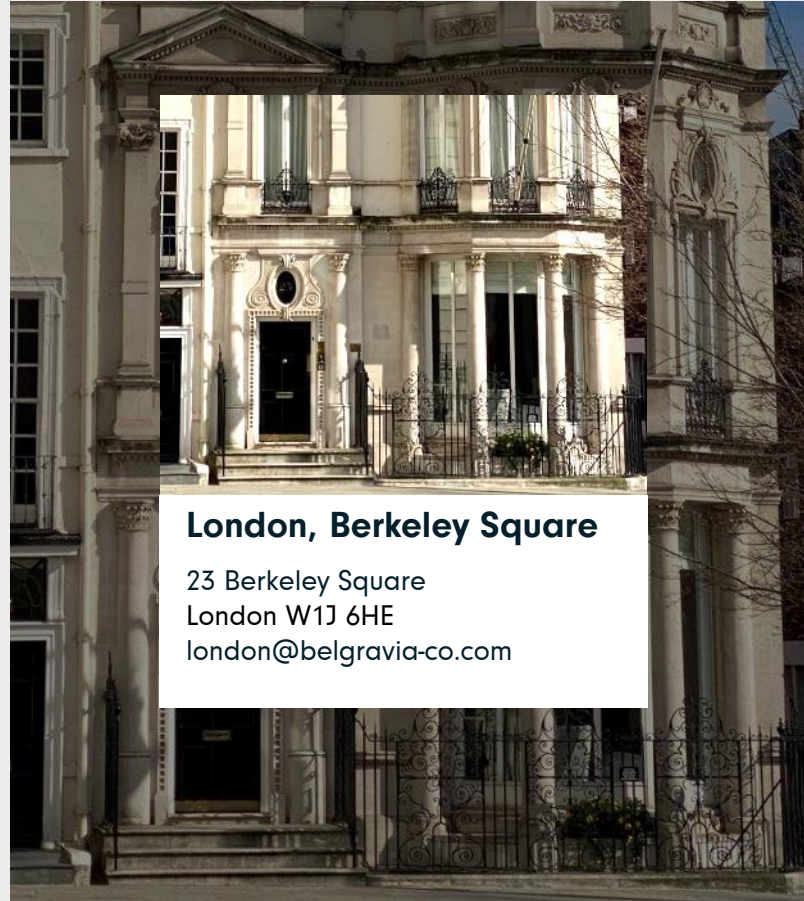
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