
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









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BELGRAVIA&CO.

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℠

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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

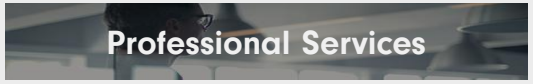
20 Professionals
7 Senior Advisors

> EUR 2.9 bn
Transaction Value

> 90%
Success Rate

COVERED SECTORS

















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



Arndt von Raussendorff
Managing Partner



Dietmar Rath
Partner



Dr. Christopher Picot
Partner



Nihat Arkan
Associate Partner



Norbert Adam Froitzheim
Partner



Christian Olsen
Senior Vice President



Stefan Häck
Vice President



Matthias Blume
Vice President



Alessandro A. Zellner
Senior Associate



André Lauschke
Senior Associate



Paul Haas
Associate



Martin Lembke
Associate



Asa Bamarny
Analyst



Simon Wanner
Analyst



Jakob Ludwig
Analyst



Julia Stephani
Exec. Assistant,
HR & Office Mgr.



Isabel Bilstein
Senior Manager
Internal Operations



Christian Müsken
Director Marketing &
Business Development



Andreas Pabsch
Associate Partner

Senior Advisors



Dr. Markus Adams
Senior Advisor



Dr. Dirk Holbach
Senior Advisor



Daniel Moldenhauer
Senior Advisor



Dr. Sieghart Scheiter
Senior Advisor



Dr. Rainer W. Schmidt
Senior Advisor



Dott./MBA Patrick Wegmann
Senior Advisor

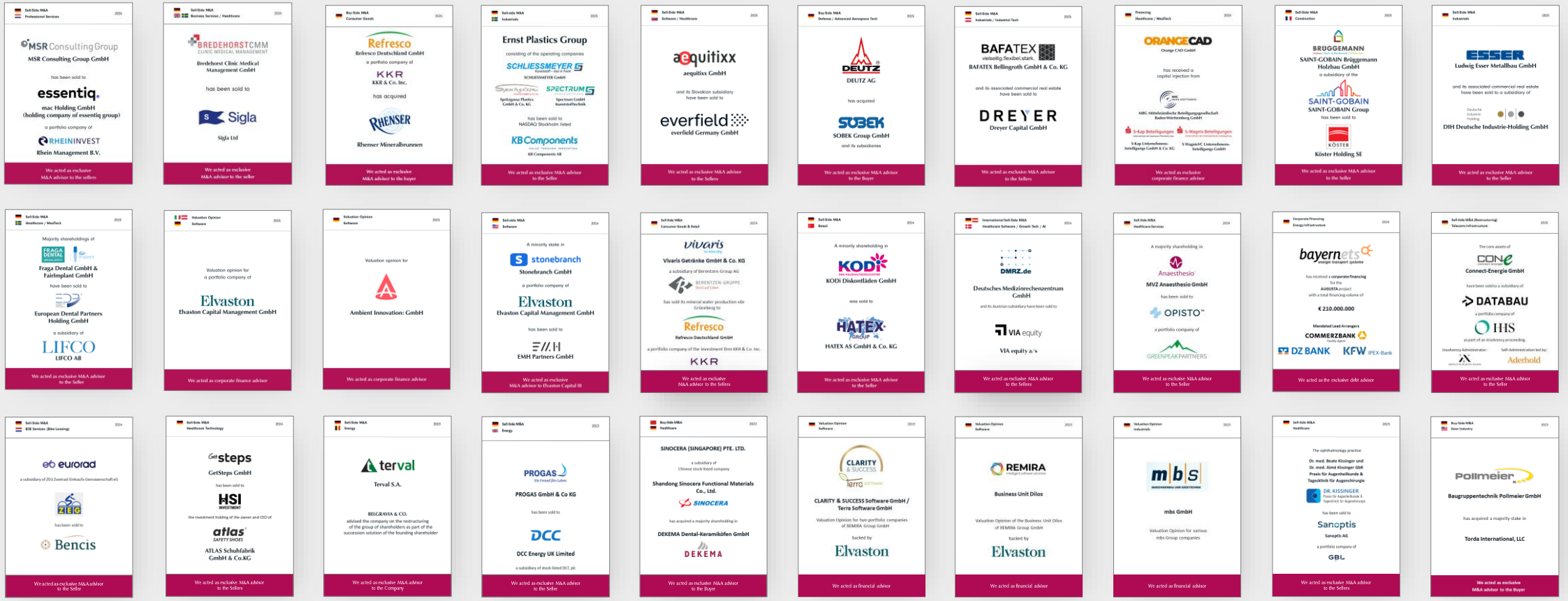


Dr. Oliver Wittmann
Senior Advisor

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

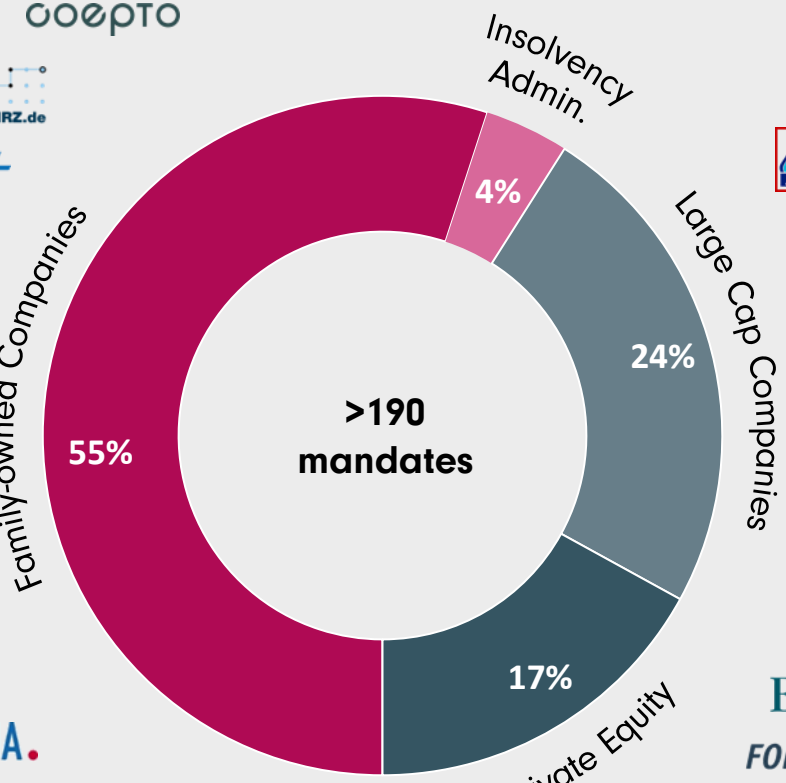
PROVEN TRACK-RECORD ACROSS MULTIPLE INDUSTRIES AND TRANSACTION SETTINGS (SELECTION)



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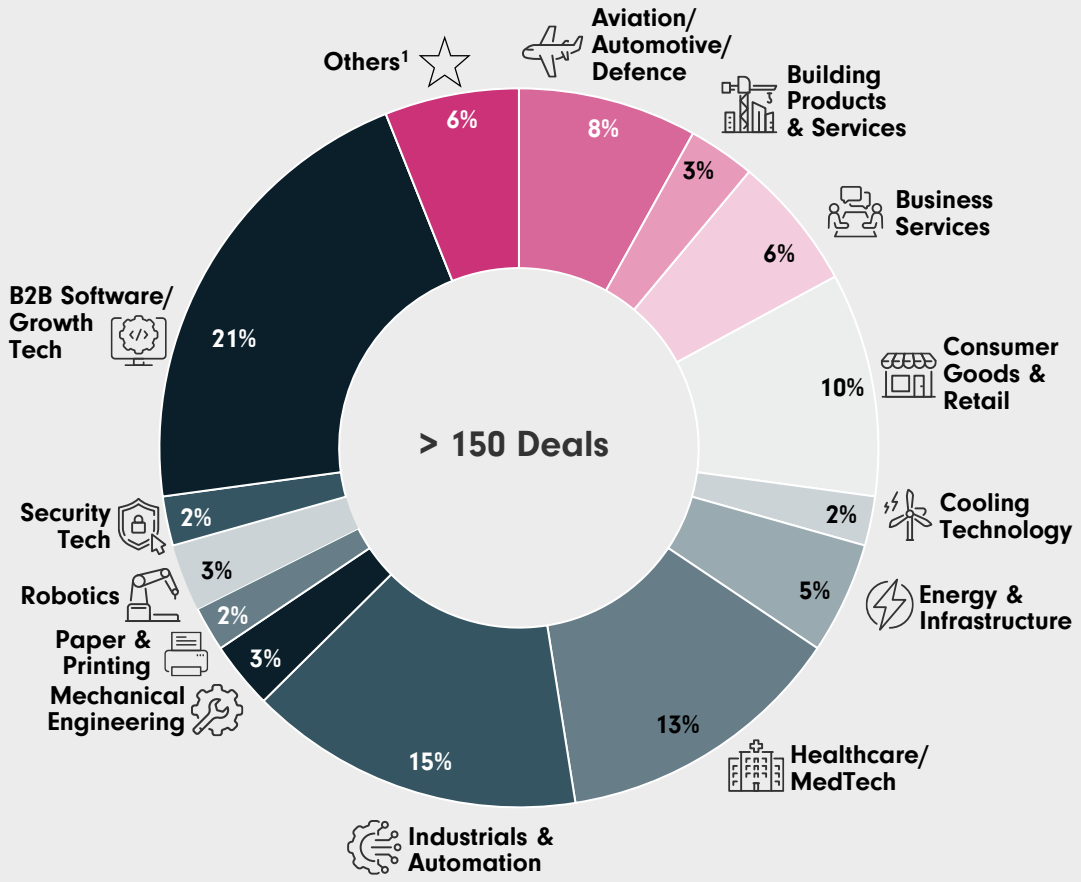
Broad sector experience among family-owned businesses and corporate clients

CLIENT BREAKDOWN BY TYPE



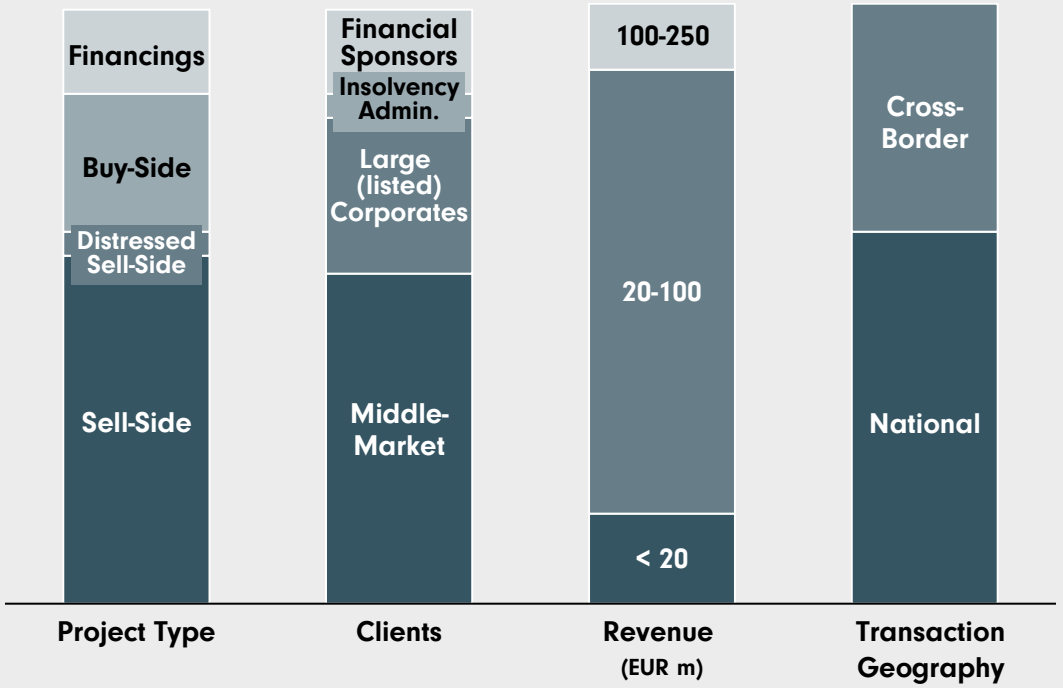
Broad sector experience paired with dedicated sector coverage

SECTOR BREAKDOWN OF BELGRAVIA's DEALS



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

DEAL TYPE STRUCTURE



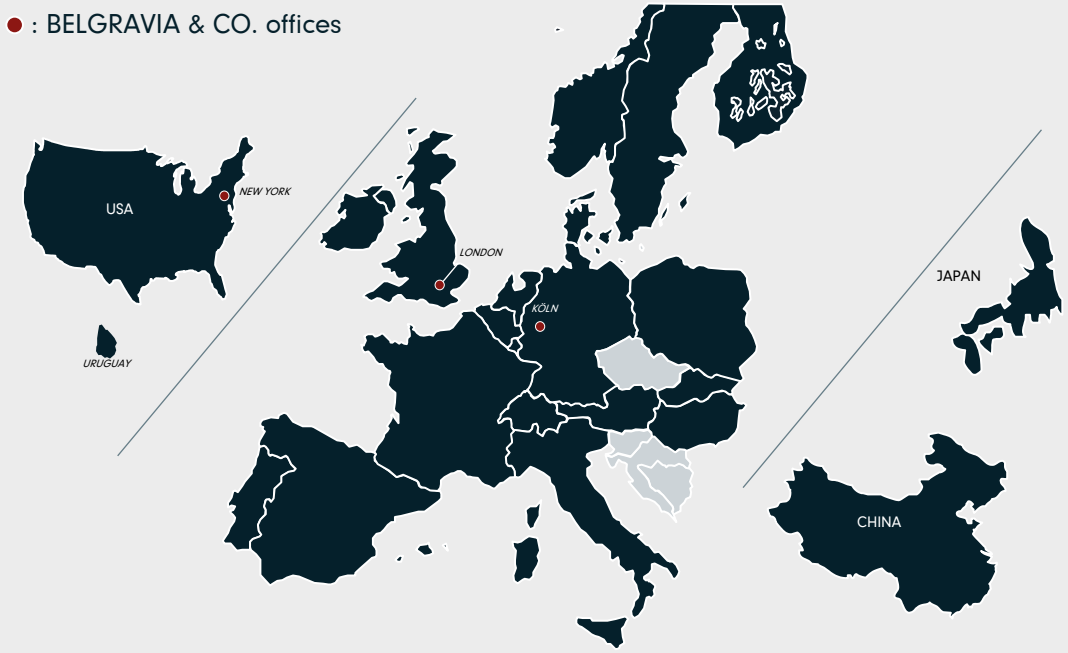
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Extensive international experience in cross-border middle-market deals

INTERNATIONAL DEAL FOOTPRINT

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

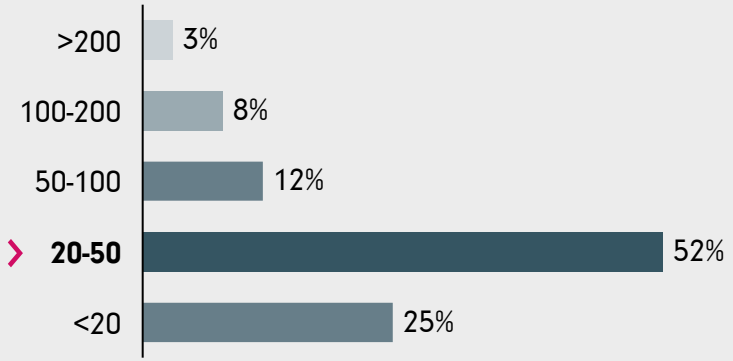
● : BELGRAVIA & CO. offices



Cross-border deals covering the following countries:

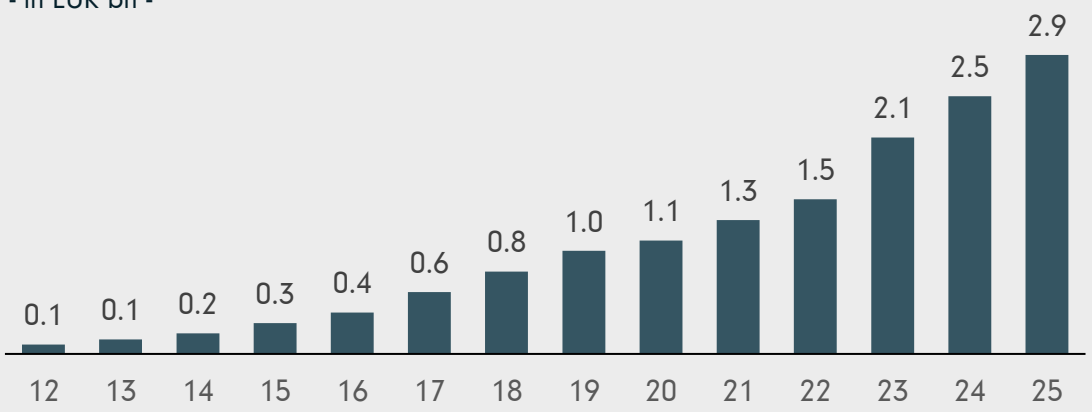
- Austria
- Belgium
- China
- Denmark
- Finland
- France
- Hungary
- Italy
- Japan
- Luxemburg
- Netherlands
- Norway
- Poland
- Portugal
- San Marino
- Slovakia
- Spain
- Sweden
- Switzerland
- Turkey
- UK
- Uruguay
- USA

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**

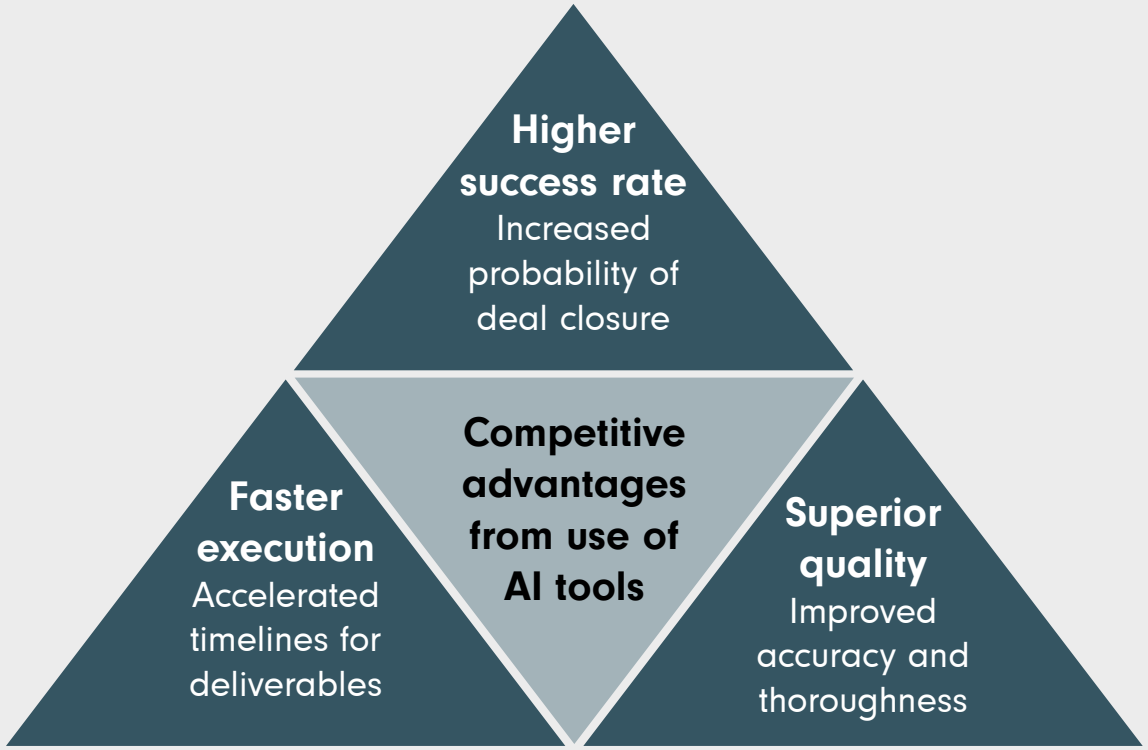
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BELGRAVIA & CO. leverages cutting-edge AI tools for superior M&A outcomes

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

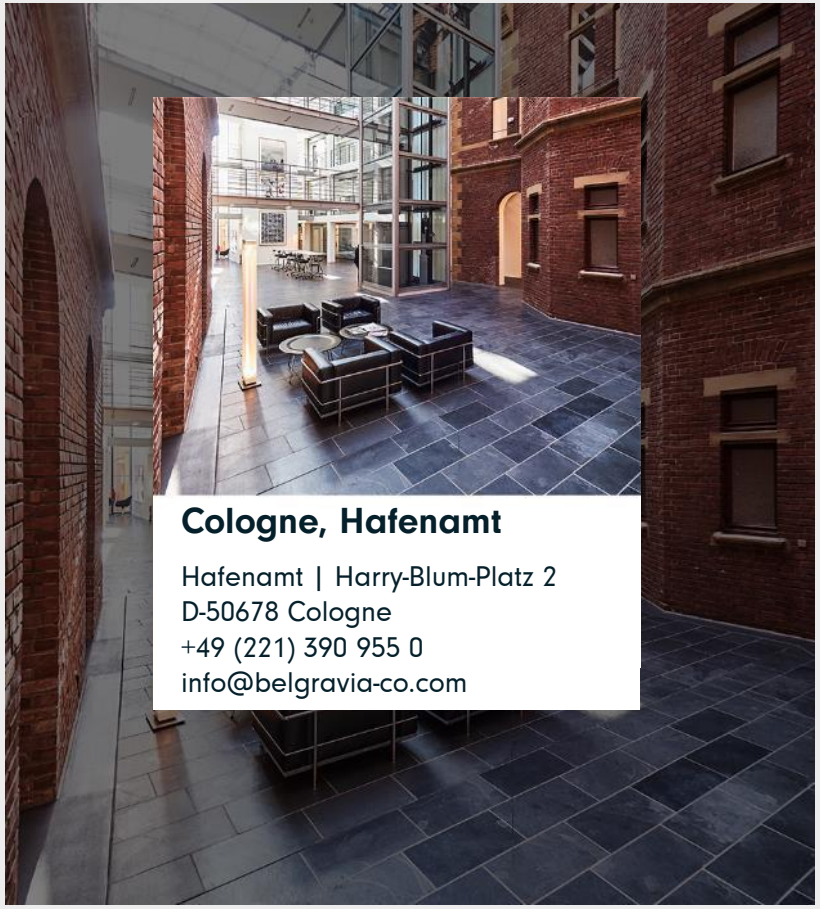
ADVANTAGES



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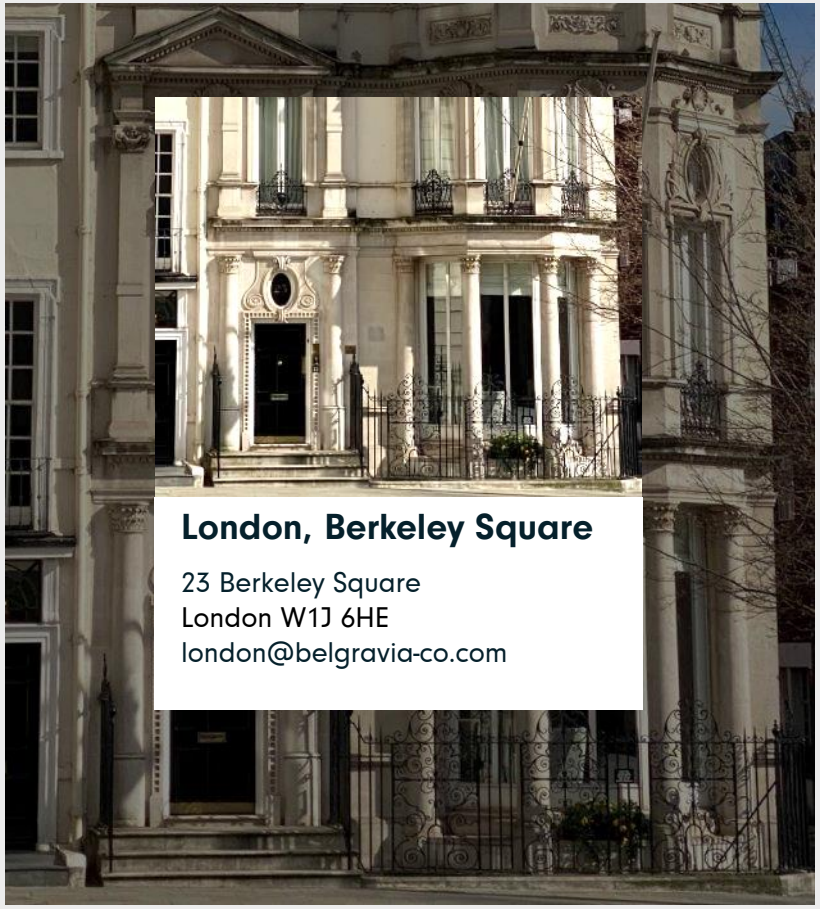
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Cologne, Hafenamt

Hafenamt | Harry-Blum-Platz 2
D-50678 Cologne
+49 (221) 390 955 0
info@belgravia-co.com



London, Berkeley Square

23 Berkeley Square
London W1J 6HE
london@belgravia-co.com



New York, The News Building

c/o The New York Family Office
220 East 42nd Street, 25th Fl.
New York, NY 10017
newyork@belgravia-co.com

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BELGRAVIA&CO.



Dr. Björn Röper
Founder and Managing Partner

M: +49 (172) 622 37 08
roeper@belgravia-co.com



Arndt von Raussendorff
Managing Partner

M: +49 (160) 766 08 43
raussendorff@belgravia-co.com



Dietmar Rath
Partner

M: +49 (151) 11 30 89 23
rath@belgravia-co.com



Dr. Christopher Picot
Partner

M: +49 (151) 576 302 44
picot@belgravia-co.com



Nihat Arkan
Associate Partner

M: +49 (151) 180 027 06
arkan@belgravia-co.com



Norbert Adam Froitzheim
Partner

M: +49 (171) 234 18 95
froitzheim@belgravia-co.com


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