

Zerbach & Company



Company Presentation
2022

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Zerbach & Company Overview

Long-term Continuity and Experience

Almost 100 professional years of accumulated corporate finance experience of the team. Continuity of cooperation of the senior team for over 15 years.

Transactions

We are specialists for sell-side and buy-side mergers & acquisitions with enterprise values between € 5 million and € 200 million.

Mid-cap focus

Our clients are predominantly owner-managed companies, entrepreneurial families, international corporate groups and family offices as well as private equity investors focused on mid cap companies.

Power of Execution and International Track Record

Since 2014, we have successfully supported around 50 M&A projects with companies and investors from 18 countries.

Exclusivity

We advise exclusively in the client's interest, either on the side of the buyer or the seller (no broker).

Industry Advisory Board

Zerbach & Company is supported by its Industry Advisory Board, consisting of 10 renowned industry experts and entrepreneurs from various industries.

Global Network of M&A Partners and Investors

As a member of Geneva Capital Group, a global alliance of M&A and corporate finance advisory firms, we have direct access to companies, investors and local expertise on all continents. We are a member of the Private Equity Forum NRW and Die Familienunternehmer e.V..



8+
years since
founding

 Geneva
Capital
Group
55+
international
partners

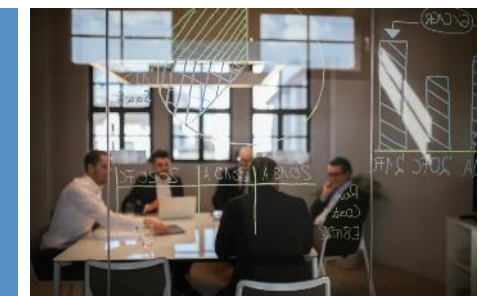
15+
years working
together
successfully
as a team



95+
years of cumulated
corporate finance
experience

50+
successful projects
since 2014

10
Industry Advisors



Advisory Services



Company Succession | Sell-Side M&A Advisory

We support you in the implementation of sell-side M&A transactions as well as succession arrangements, from early preparation for the sale ("exit readiness") to the successful completion of the transaction.



Buy-side M&A Advisory

We support you in the implementation of corporate acquisitions from the development of an acquisition strategy, the identification and approach of potential target companies to the successful completion of the transaction.



Corporate Finance

We support you with our knowledge in various tasks related to corporate finance, business model analysis and corporate management.



Products



Company Valuation

An essential question for the evaluation of possible alternative courses of action is the value of your own company. We value your company on the basis of the valuation methods commonly used and recognized in M&A practice at a fixed price.



Target Screening

For most companies, the identification of suitable target companies is a challenge, especially abroad. We support you in the structured identification of suitable target companies for a takeover or strategic investment within the framework of the development of a "target list" with a predefined scope and procure the information and data necessary for an assessment.



Team



Leander Zerbach
Managing Director

+40 years
M&A experience

Work Experience

 **DZ BANK**

 **WGZ BANK**
Die Initiativbank

Education




Marc Bollinger
Managing Director

+20 years
M&A experience

Work Experience

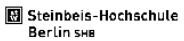
 **DZ BANK**



Education

UNIVERSITY OF WESTMINSTER

 **UNIVERSITAS Miguel Hernández**

 **Steinbeis-Hochschule Berlin**

SDA Bocconi
SCHOOL OF MANAGEMENT



Dr. Lars Junc
Partner

+10 years
M&A experience

Work Experience

 **DZ BANK**

 **WGZ BANK**
Die Initiativbank

Education

 **UNIVERSITÄT DUISBURG ESSEN**

 **MERCATOR SCHOOL OF MANAGEMENT**



Frank Eckertz
Associated Partner

+20 years
M&A experience

Work Experience

NEC

SAL. OPPENHEIM

Education

 **Frankfurt School**
of Finance & Management
German Excellence. Global Relevance.




Marc Thoma
Analyst

+2 years
M&A experience

Work Experience

caplantic



Education

Technology Arts Sciences TH Köln

 **MARITIM HOTELS**

 **IHK**



Maximilian Castenholz
Analyst

+1 year
M&A experience

Work Experience

caplantic

ampega.
Talanx Investment Group

Education

NOVA
NOVA SCHOOL OF BUSINESS & ECONOMICS

CBS | COLOGNE BUSINESS SCHOOL

Industry Advisory Board



André Barth
Construction, Smart Home

Founder and Managing shareholder DuoTherm Rolladen GmbH (Stella Group)



Dr. Helen Fürst
Packaging

Managing shareholder of Fürst Group
Lecturer at Hochschule der Bayerischen Wirtschaft (HDBW), Munich



Jürgen Heidel
Automotive

Former Managing Director of SWA Technologies
Member of the Advisory Board of Rico-Werk Eiserlo & Emmrich GmbH and Rico Druckluftanlagenbau GmbH



Markus Klöpfer
Logistics

Managing Director and owner of alpha logs GmbH



Paul Kraut
Consumer Goods, VC Capital

Shareholder of toy figurine producers in China and North Africa and Angel-VC-Investor of various start-ups
Former shareholder of toy manufacturers Tonies SE and Schleich



Alexander Mesdaghi
Textiles, Manufacturing

Former Managing Shareholder of Schmetz Capital Management GmbH
Member of the Board of the VDMA Industry Association Textile Care, Fabric and Leather Technologies



Dr. Michael Oltmanns
Law, Tax

Partner of Menold Bezler and Chairman of the Supervisory Board of Becker Mining Systems AG and HPC AG
Former Chairman of the Supervisory Board of KATHREIN SE, Pfeiffer Vacuum Technik AG, Scholz AG und Merkur Bank KGaA



Oliver Schulte
Healthcare, Renewables

Shareholder of GG United N.V. und Buurtzorg Asia
Board Director der NSECT Ningbo Shenggu Energy Conservation Technology Co., Ltd.
Former Managing Partner of Mannheimer Swartling, Shanghai



Dr. Uwe Tillmann
Food & Agri

Chairman of the Board of Stratmann Family Foundation
Former CEO of VION Food Group N.V.
Former Member of the Board of Bestmeat Company B.V.
Former Chairman of the Board of Melitta Group



Dr. Ulrich Viethen
Automotive, Med Tech

Former Managing Director of AMK Holding GmbH & Co. KG
Previously Managing Director Automotive of Johann Borgers GmbH & Co. KG and Group Vice President Siemens Medical Solutions
Member of the Board iwB e.V. of Techn. University Munich

International Track Record

Since 2014, we have advised on more than 50 successful M&A projects with companies and investors from 18 countries



North America

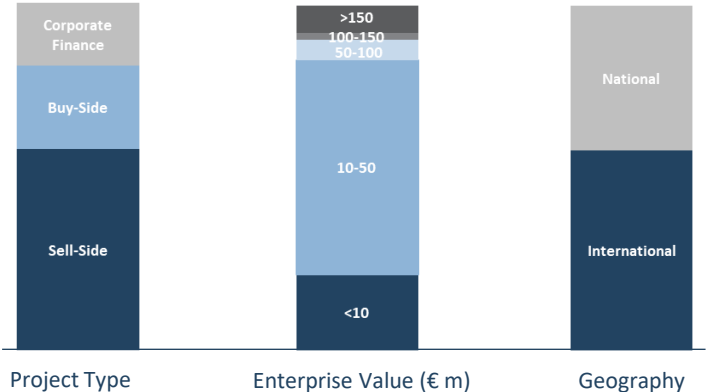


Europe

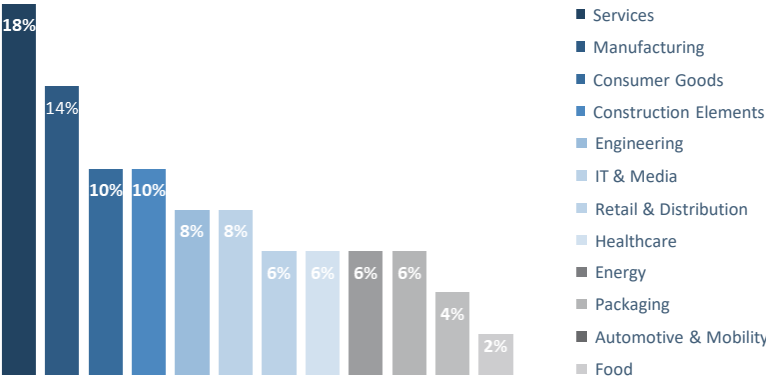


Asia

Breakdown of M&A projects by ...



Breakdown of M&A projects by industry sector



Global Network



Zerbach & Company is an independent member of Geneva Capital Group (www.gcg.com), an international network of more than 55 M&A partner firms.

Through our network partners, we have direct access to companies, investors as well as local expertise on all continents.

In 2021, GCG members completed a total of 175 transactions with a cumulative value of more than \$1 billion, spanning 17 countries and 27 different industries.

55+
M&A Partner Firms

4.300+
Transactions

USD 58 billion+
Cumulated Transaction Volume

30%
Cross-Border Deals

Selected Transactions

<p>Healthcare</p>  <p>Cannaveg Pharma GmbH</p> <p>Sell-Side</p>	<p>Industrials</p>   <p>Sell-Side</p>	<p>Engineering</p>  <p>Sell-Side</p>	<p>Industrials</p>   <p>Sell-Side</p>	<p>Services</p>  <p>Sell-Side</p>	<p>IT</p>   <p>Sell-Side</p>	<p>IT</p>   <p>Buy-Side</p>	<p>Engineering</p>   <p>Sell-Side</p>	<p>Healthcare</p>   <p>Buy-Side</p>	<p>Healthcare</p>  <p>Corp. Finance</p>
<p>Construction</p>  <p>Sell-Side</p>	<p>Consumer Goods</p>  <p>Sell-Side</p>	<p>Financial Services</p>  <p>Sell-Side</p>	<p>Industrials</p>   <p>Buy-Side</p>	<p>Financial Services</p>  <p>Sell-Side</p>	<p>Industrial Services</p>  <p>Buy-Side</p>	<p>Distribution</p>  <p>Sell-Side</p>	<p>Industrials</p>  <p>Sell-Side</p>	<p>Consumer Goods</p>  <p>Corp. Finance</p>	<p>Media</p>  <p>Sell-Side</p>
<p>Insurance</p>   <p>Sell-Side</p>	<p>Construction</p>  <p>Corp. Finance</p>	<p>Food Service</p>   <p>Target Search</p>	<p>Retail</p>   <p>Buy-Side</p>	<p>Construction</p>   <p>Sell-Side</p>	<p>Media</p>   <p>Buy-Side</p>	<p>Construction</p>  <p>Sell-Side</p>	<p>Technology</p>   <p>Buy-Side</p>	<p>Construction</p>    <p>Sell-Side</p>	<p>Technology</p>  <p>Corp. Finance</p>
<p>Packaging</p>  <p>Buy-Side</p>	<p>Services</p>   <p>Buy-Side</p>	<p>Renewables</p>   <p>Corp. Finance</p>	<p>Industrials</p>   <p>Buy-Side</p>	<p>Consumer Goods</p>   <p>Sell-Side</p>	<p>Industrial Services</p>   <p>Sell-Side</p>	<p>Financial Services</p>   <p>Sell-Side</p>	<p>Pharmaceuticals</p>   <p>Corp. Finance</p>	<p>Industrials</p>   <p>Sell-Side</p>	<p>Industrials</p>   <p>Sell-Side</p>

Personal References



Paul Kraut – Investor, former CEO and shareholder of Schleich and shareholder of Boxine (now Tonies SE)

„My relationship with the partners of Zerbach & Company goes back as far as 2004, when Leander Zerbach subsequently succeeded in bringing together four shareholders with very different interests and very successfully sold their stake in the world's leading toy figure manufacturer Schleich to HgCapital in a competitive bidding process. Since that time, I have worked very closely and trustfully with Leander Zerbach, Dr. Lars Junc and Marc Bollinger. They advise me in my various activities with own production sites in North Africa and China, as well as in the context of startups, such as Boxine (Tonies®), Fazua, Demecan, SpyraOne and Tigerbox.“



Patric Faßbender & Marcus Stahl – Managing Directors Tonies SE

„We got to know the Zerbach & Company team at the beginning of 2015. Through the mix of professional work, always open communication in connection with a very pleasant personal contact, Zerbach & Company has subsequently been able to contribute important pieces of the puzzle to make the extremely rapid growth of our Tonies® digital audio system conquerable.“



Karl-Heinz Moll – former Board Member of WGZ BANK AG and DZ BANK AG

„As a long-standing Member of the Board at WGZ BANK AG and DZ BANK AG for many years, I was able to follow Mr. Zerbach's successful career over many years. It was therefore very regrettable that he left our cooperative banking network in 2014. In the years that followed, he and his colleagues successfully established Zerbach & Company and further expanded their broad network. In addition to their professional expertise, this is largely due to the people involved, who have repeatedly succeeded in winning over entrepreneurial personalities for themselves and their consulting expertise. This achievement deserves recognition and appreciation.“



Dr. Peter Sewing – Founder and Managing Director Obermark AG

„Zerbach & Company is one of the few advisory firms that consider the interests of all parties in their mandates. They work creatively to find solutions on how to increase the value of a transaction for all parties involved and then to share this value appropriately between their clients and the negotiating partners in order successfully execute a transaction. That's how you achieve deals that satisfy all stakeholders in the long run.“

Why Zerbach & Company?

Experience and team continuity

Almost 100 professional years of accumulated corporate finance experience of the team as well as more than 15 years of successful cooperation of the management in unchanged constellation.

Global Network

As part of a global network of M&A and corporate finance advisory firms, we have an investor network in Europe, North and South America, Asia and the Middle East.

Industry Advisory Board

We are supported by an Industry Advisory Board with long-term experience and extensive personal networks.



Mid-Cap Focus

We understand the needs of owner-managed, medium-sized companies as well as those of professional investors and multinational corporations and family-owned businesses.

Seniority and Quality

We guarantee senior management attention and team continuity throughout the project, thus ensuring superior quality.

High Professional Standards

High professional standards and state-of-the-art M&A process knowledge. Due to the access to leading databases and real-time financial information we have an optimal access to information for our advisory.



A

Case Studies



Cannaveg Pharma GmbH

Case Description:

Cannaveg, founded in 2019 by Joe Al Gummelt, is an independent wholesaler in the field of medical cannabis and exclusively imports medical cannabis according to the highest quality standards and GMP certification for distribution through selected pharmacies.

Accompanied by Zerbach & Company Corporate Finance GmbH, Cannaveg Pharma GmbH has added two southern German entrepreneurial families to its shareholder base in a financing round that will support the company's further growth in the long term. The capital raised will be used to expand the existing business in the field of medical cannabis as well as to expand activities in preparation for the upcoming legalization of cannabis for consumption purposes in Germany.

Services:

Sell-side M&A advisory (Minority) | Growth Capital

Company:

Cannaveg Pharma GmbH (Oldenburg)

Closing:

November 2022

Industry:

Healthcare

Website:

www.cannavegpharma.de





MEISER



Mandate:

In 1867, SORST was founded by Wilhelm Sorst in Hanover as a locksmith's shop. In 1901, the industrial production of perforated sheeting began, followed by the manufacture of steel cabinets made of expanded metal in 1919. As early as 1921, SORST became the leading manufacturer of expanded metal and perforated sheeting in Germany. After the company was split into two divisions in 1998, today's SORST Streckmetall GmbH was formed.

Since 2016, SORST has been the German market leader for expanded metal and one of the leading brands in Europe. In the same year, the US private equity fund EIH Capital Partners had acquired the company from Gibraltar Industries and had now reached the end of its investment period.

Zerbach & Company advised EIH Capital Partners in the successful execution of the portfolio sale.

Services:

Sell-Side M&A Advisory

Client:

EIH Capital Partners

Closing:

July 2022

Sector:

Metal processing

Käufer:

MEISER Group, Schmelz-Limbach

Website:

www.sorst.de





Mandate:

The hyCLEANER® as a specialist for the cleaning of outer shells has attracted a lot of attention with its robot systems in recent years not only in the solar industry but also in the field of cleaning facades and glass roofs.

In order to focus on series production, the company has been strengthened by an experienced team: Celina Pfeiffer, Josha Kneiber and Michael Pfeiffer have been on board since April 2022. Andreas Grochowiak, founder and developer of the technology, remains unchanged as managing director. Alfons Thihatmer will go into well-deserved retirement for reasons of age.

Accompanied by Zerbach & Company, TG hyLIFT GmbH from Gronau successfully implements the company succession.

Services:

Sell-Side M&A Advisory

Client:

TG hyLIFT GmbH

Closing:

March 2022

Sector:

Innovative cleaning systems

Buyer:

German Family Office

Website:

www.tg-hylift.com



Mandate:

Rasche is headquartered in Plettenberg, Germany, and is a leading manufacturer of forged parts by hot forming. Rasche generates revenues of approx. EUR 30 million and employs around 180 people. Automotive, fittings, aviation, forklift, agriculture and mechanical engineering belong to the key industries and main sources of revenue and growth.

Accompanied by Z&C, the shareholders of Rasche Umformtechnik GmbH & Co. KG were able to successfully implement the company succession. The buyer is the listed company Mutares SE & Co. KGaA.

Services:

Sell-Side M&A Advisory

Client:

Rasche Umformtechnik GmbH & Co. KG

Closing:

July 2021

Sector:

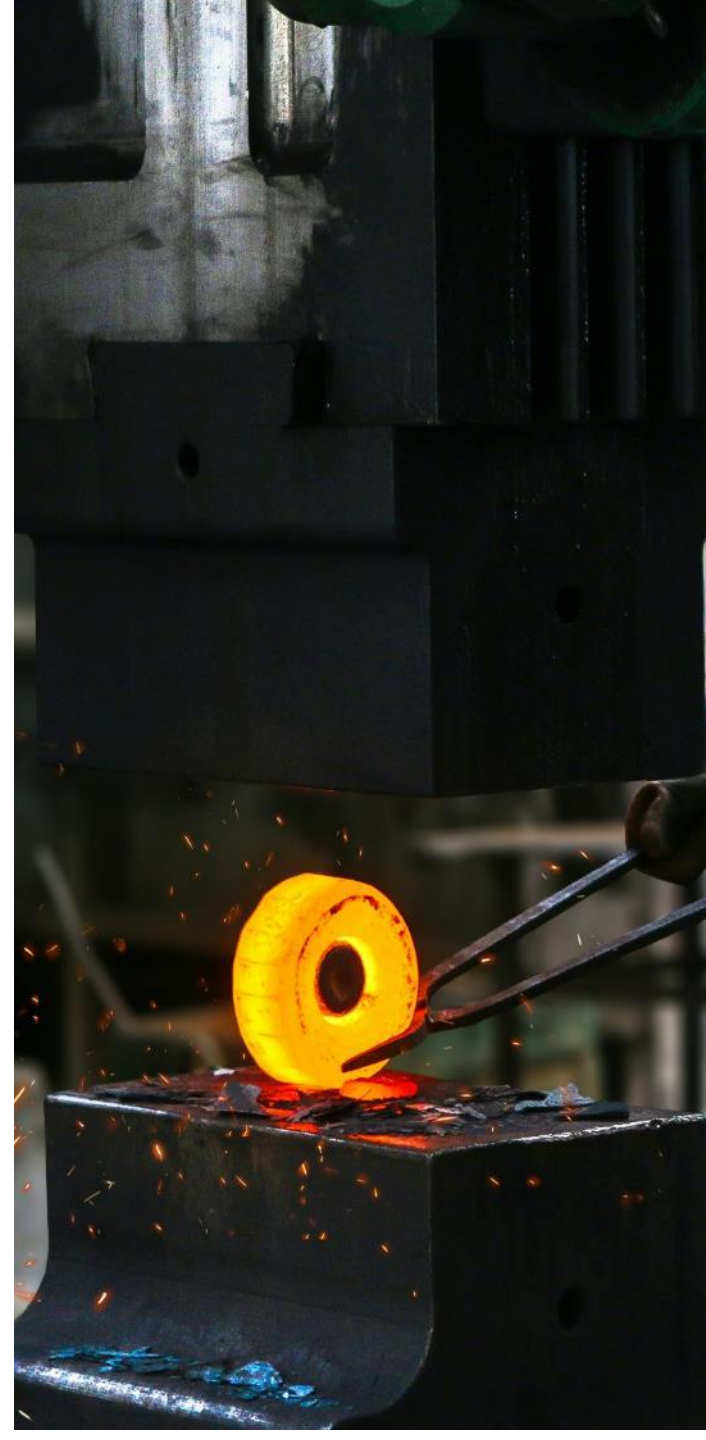
Hot Forming

Buyer:

Mutares SE & Co. KGaA

Website:

www.rasche.de





Mandate:

Nickut Catering, founded in 1995, is a catering service provider with strong regional roots and a wide range of services. As a caterer, Nickut Catering offers its customers the choice between direct hot catering or the flexible regeneration process "Cook & Chill". Nickut's delivery area currently focuses on south-west NRW. This allows for a quick response time without having to accept a loss of quality.

The owner of Nickut Catering commissioned Zerbach & Company as exclusive corporate finance advisor with the search for suitable partners to secure the sustainable development of the company as well as the jobs at the location.

Services:

Sell-Side M&A Advisory

Client:

Nickut Catering GmbH

Closing:

February 2021

Sector:

Catering

Buyer:

German Family Office

Website:

www.nickut-catering.de



Case Description:

LUNOVU designs, builds and sells complex laser systems, providing integrated solutions for customers in R&D and industry, in applications such as additive manufacturing, laser cladding or micro processing. LUNOVU's unique products are based on high performance hardware, proprietary control software and application specific process know-how.

Zerbach & Company advised the shareholders of LUNOVU GmbH in raising of growth capital through the admission of the S-UBG Group as a new minority shareholder.

Services:

Sell-side M&A advisory (Minority) | Growth Capital

Company:

LUNOVU GmbH (Herzogenrath)

Closing:

June 2020

Industry:

Additive Manufacturing

Buyer:

S-UBG AG (Aachen)

Website:

www.lunovu.com



Case Description:

DEMECAN, founded in 2017 by Dr. Adrian Fischer, Dr. Cornelius Maurer and Dr. Constantin von der Groeben, is the only German producer of medical cannabis, that covers all production steps - from cultivation, processing and storage to nationwide delivery to pharmacies.

Accompanied by Zerbach & Company Corporate Finance GmbH, the family office PHK Enterprise has acquired a minority stake in DEMECAN and supported the company with seven-digit growth capital.

PHK Enterprise became part of the existing circle of investors, which includes the DEMECAN founders, the investor network Btov Partners and the family office of Bernhard Schadeberg, the owner of the Krombacher brewery.

Services:

Buy-side M&A advisory | Growth Capital

Company:

DEMECAN Holding GmbH (Berlin)

Closing:

May 2020

Industry:

Healthcare

Website:

www.demecan.com



Case Description:

Buurtzorg is a pioneering healthcare organization established in 2006 with a nurse-led model of holistic care that revolutionized community care in the Netherlands. Client satisfaction rates are the highest of any health care organization. Buurtzorg scaled very quickly across the Netherlands from 1 to 850 teams, in just 10 years.

To accelerate the expansion of its minority subsidiary in Germany, the company intends to accelerate its organic and inorganic growth in the coming years in order to become the leading outpatient care service in Germany, following the revolutionary Dutch model.

In this context Zerbach & Company raised equity capital from a German family office which became a permanently committed shareholder to support the future of Buurtzorg Germany.

Services:

Capital raise | Sell-side M&A advisory

Client:

Buurtzorg Deutschland Nachbarschaftspflege gGmbH

Closing:

February 2020

Industry:

Healthcare

Investor:

German Family Office (confidential)

Website:

www.buurtzorg-deutschland.de



Case Description:

MBE, founded in 1979, is a manufacturer and wholesaler of fastening elements (both permanent and detachable) for (rear-ventilated) facades including necessary tools and accessories.

Z&C's mandate was to sell 100% of the shares to a long-term oriented buyer in order to regulate the company's succession and to secure jobs at the Menden site.

Due to a swift and effective project management and the structured as well as competitive bidding process by Z&C the transaction has been completed within less than 5 months including a comprehensive preparation.

Services:

Sell-side M&A Advisory

Client:

MBE Moderne Befestigungselemente GmbH (Menden)

Closing:

February 2020

Industry:

Construction

Buyer:

SFS Group AG (Switzerland), listed on the SIX Swiss Exchange in Zurich

Website:

www.mbe-gmbh.de





Mandate:

The Germania Group, consisting of Germania Inkasso Dienst GmbH & Co. KG and Eurania AG, was founded in 1985 as a collection agency by Herrmann Lehner in Deggendorf, Bavaria, and is today a leading service provider in the field of debt collection and receivables management for B2B customers in Germany.

Z&C was exclusively mandated to advise on the overall sale of the group of companies as part of the succession plan.

With AEM Unternehmerkapital GmbH, the contract was awarded to a partner who will continue to secure and operationally manage the successful development of the company in the future.

Services:

Sell-Side M&A Advisory

Client:

Germania Inkasso-Dienst GmbH & Co. KG

Eurania AG

Closing:

May 2019

Sector:

Financial Services (B2B Collection Services)

Buyer:

AEM Unternehmerkapital GmbH, Munich

Website:

www.germania-inkasso.de





Case Description:

Boxine GmbH, founded in 2014, produces the Toniebox, an audio system for children. The Toniebox is a cloth-covered cube with an integrated speaker for small children to play audio books and music, which has become a great success in Germany. The box works by means of a figure that has to be placed on top of the box in order to play the corresponding audio play.

In 2015 Z&C assisted the Kraut family office in the acquisition of a 25+% stake in Boxine GmbH. Until the launch of the Tonies and in the following years 2016-2018, Z&C provided various corporate finance services and supported the development of the internal organisational structures of the rapidly growing start-up. In 2019, Z&C then advised the Kraut family office as a minority shareholder in the sale process to a consortium of investors from Armira (lead investor), as well as the family offices of the founders of Hexal and Zalando, among others.

Services:

Buy-side M&A Advisory (minority) | Corporate Finance Advisory | Sell-side M&A Advisory (minority)

Client:

Boxine GmbH (Düsseldorf)

Closing | Period:

March 2015 (Buy-side) | 2016 – 2018 (Corporate Finance Advisory) | September 2019 (Sell-side)

Industry:

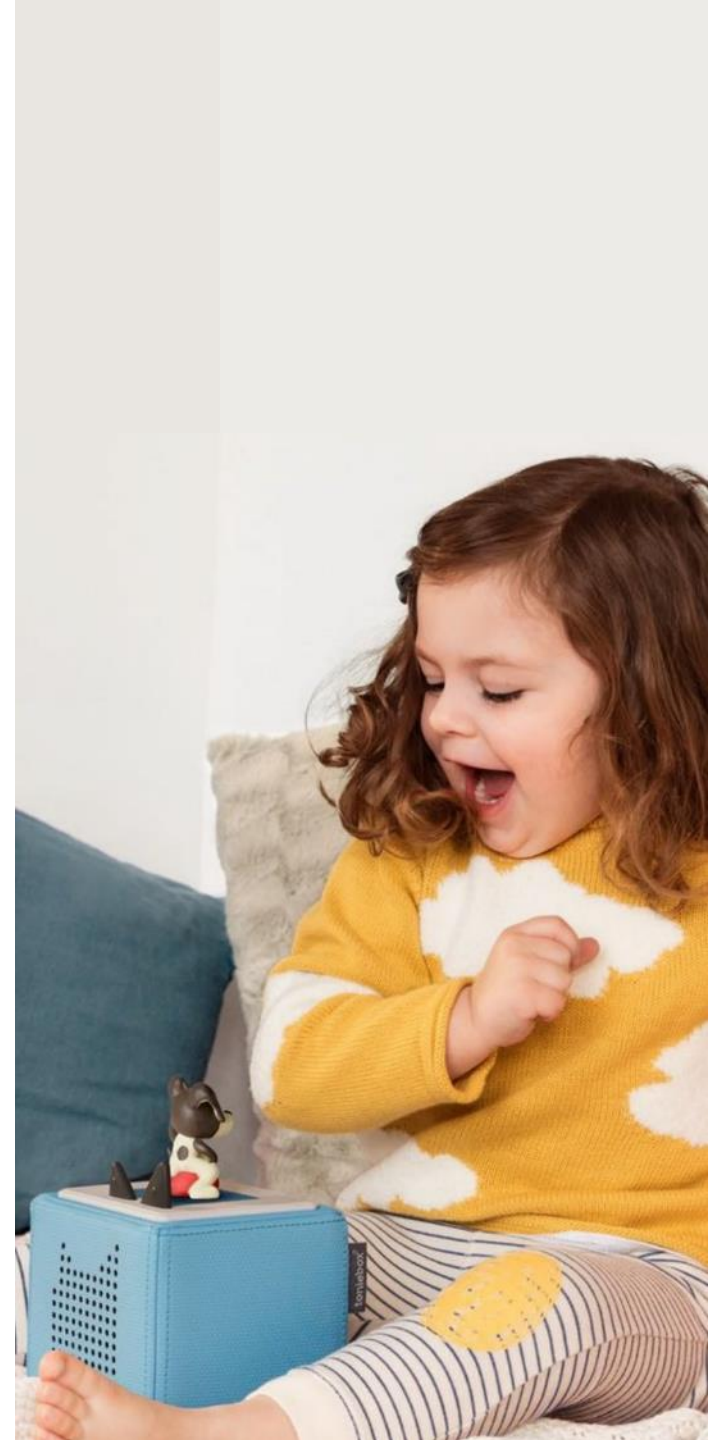
Consumer Products (Toys) / Digital Audio

Buyer:

Paul Kraut Family Office (Buy-side) | Armira Beteiligungen GmbH & Co. KG (Sell-side)

Website:

www.tonies.de



Case Description:

Founded in 1985 as a debt collection agency and credit agency, BID Group is today one of the largest providers of receivables management and debt collection services in Germany.

Z&C was exclusively mandated to advise the sale of BID Group as part of a succession plan to a long-term oriented investor.

With Obermark Group, an investor was selected who will continue to support and secure the successful development of the BID Group in the future permanently and with no exit strategy.

Services:

Sell-side M&A Advisory

Client:

BID Group, including BID Bayerischer Inkasso Dienst GmbH, ProCash Collections GmbH, Profaktura Auslandsinkasso GmbH and Bürgel Coburg Heinz Bittermann e.K. (Coburg)

Closing:

May 2018

Industry:

Financial Services (Debt Collection, Debt Purchase)

Buyer:

Obermark Value S.a.r.l. (Luxemburg)

Website:

www.bid-coburg.de





Case Description:

Leipold + Döhle GmbH is an importer and distributor of personal protective equipment (PPE) products based in Eschwege. The company sells its products mainly to hardware stores and technical retailers.

In order to ensure a long-term and sustainable succession Z&C was engaged to advise on the sale of up to 100% of the shares with the intention to ensure the succession to a suitable long-term orientated investor.

Services:

Sell-side M&A Advisory

Client:

Leipold + Döhle GmbH (Eschwege)

Closing:

January 2018

Industry:

Personal Protective Equipment (PPE)

Buyer:

ASUP GmbH, a portfolio company of Maxburg Capital Partners (Munich)

Website:

www.leipold-doehle.com



FRISCHLEDER

Case Description:

The Cologne-based insurance broker Frischleder is a leading specialist in the brokerage of insurance solutions for the real estate industry. In this context, the company arranges optimal insurance cover for investors from the purchase of the land, through project development, to the coverage of the completed property.

As part of the regulation of the company succession, the shareholders of Frischleder mandated Z&C as exclusive corporate finance advisor to search for suitable investors in order to secure jobs at the Cologne location in the long term.

Within a competitive transaction process, MRH Trowe, an international insurance company, has been selected by the shareholders.

Services:

Sell-side M&A Advisory

Client:

Frischleder Versicherungsmakler GmbH (Cologne)

Closing:

December 2017

Industry:

Financial Services (Insurance)

Buyer:

MRH Trowe Group (Frankfurt a.M.)

Website:

www.mrh-trowe.com



Case Description:

Cofresco, a subsidiary of the Melitta Group, is Europe's leading manufacturer of branded products for household films and papers.

As part of the "Melitta 2020" strategy program, the Melitta Group intended to selectively strengthen its existing business units with the help of targeted acquisitions.

Z&C's assignment was to develop an acquisition strategy and to identify potential target companies for Cofresco throughout Europe to strengthen the Foodservice business unit. These companies would meet the jointly defined acquisition criteria and thus complement Cofresco's existing business in this area.

Services:

Acquisition Strategy / Target Search

Period:

May – August 2017

Client:

Melitta Zentralgesellschaft mbH & Co. KG (Minden)

Industry:

Packaging / Foodservice

Website:

www.melitta.de / www.cofresco.de



Case Description:

DuoTherm Rolladen GmbH develops, manufactures and markets customised roller shutter systems, external venetian blinds and window facade awnings.

In order to ensure a long-term and sustainable succession Z&C was engaged to advise on the sale of up to 100% of the shares to a suitable investor.

Due to a swift and effective project management by Z&C the transaction has been closed within 5 month including a comprehensive preparation.

Services:

Sell-side M&A Advisory

Client:

DuoTherm Rolladen GmbH (Nettersheim)

Closing:

January 2017

Industry:

Construction

Buyer:

BPE Unternehmensbeteiligungen GmbH (Hamburg)

Website:

www.duoTherm-rolladen.de



**Case Description:**

Schmetz, founded in 1851 produces and distributes domestic sewing needles with nearly 700 employees. The company, which is one of the two world market leaders in industrial sewing and tufting needles, has production sites in Germany, Suisse and India as well as global sales offices.

Zerbach & Company was consulted for the sale of a majority stake to an long-term orientated financial investor with the intention to ensure the succession in parallel to secure further growth of Schmetz.

In conclusion, the shareholders decided to collaborate with Groz-Beckert, a strategic investor. Groz-Beckert is the world's leading provider of industrial machine needles, precision parts and fine tools for textiles and employs more than 7,800 people.

Services:

Sell-side M&A Advisory

Client:

Schmetz Capital Management GmbH, Family Office der Familie Schmetz (Herzogenrath)

Closing:

January 2017

Industry:

Industrials & Textiles

Buyer:

Groz-Beckert KG (Albstadt)

Website:

www.schmetz.com



Case Description:

Founded in 1950 today Bahama designs and manufactures a great variety of high-quality large-size parasols and sun sails. The Products are used in the hotel industry (such as the Burj al Arab in Dubai), gastronomy, communal gardening, landscaping and on cruise ships as well as cruise yachts.

The assignment was the sale of up to 100% of the shares to ensure a sustainable succession in parallel with the protection of the company's growth and the preservation of nearly 100 jobs. At the same time, the existing shareholder structure which consists of several families was reorganised to solve present conflicts.

With Volker Schröder, former CFO of Kienbaum Group, Z&C managed to find an internationally experienced MBI candidate, that further expands the Company as new owner in the long-term.

Services:

Management Buy-in

Client:

Bahama GmbH (Reichshof)

Closing:

August 2016

Industry:

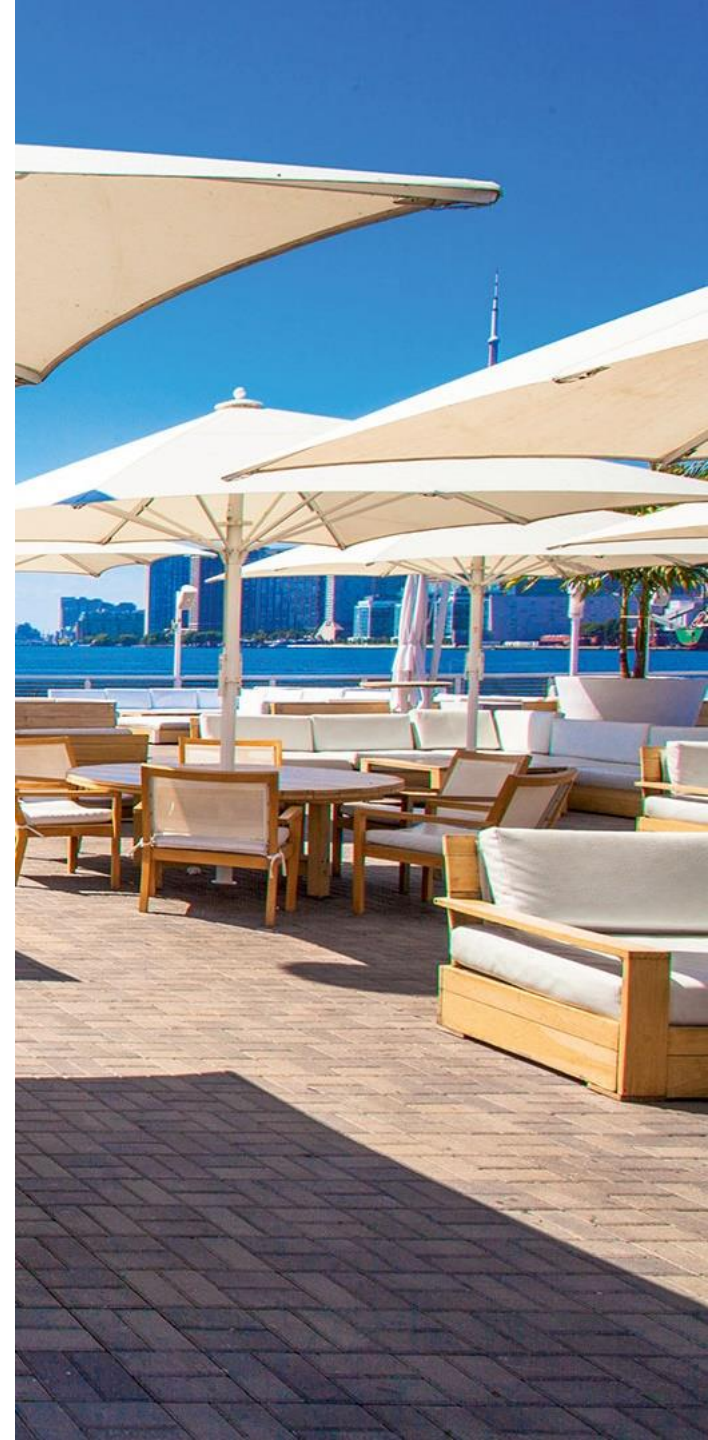
Textile Constructions

Buyer:

Volker Schröder (Private Investor)

Website:

www.bahama.de



Case Description:

The W.u.H. Fernholz GmbH & Co. KG has been producing plastic packaging and films for the dairy and food industry since 1963. In addition to the main plant in Meinerzhagen, there has been a second plant in Schkopau near Halle an der Saale since 2009. In Meinerzhagen, packaging is manufactured using thermoforming and injection moulding processes, as well as films made of PS (polystyrene), PP (polypropylene) and PET (polyethylene terephthalate). The Schkopau plant specialises in the production of PP and PS film, especially for the dairy industry. With around 220 employees, Fernholz processes 2,000 tons of plastic granulate every month, which corresponds to approximately 2.5 billion packaging units per year.

Z&C's assignment was to support and implement a family-internal shareholder restructuring in the context of an owner buy-out.

Services:

Owners Buy-out

Client:

W. u. H. Fernholz GmbH & Co. KG (Meinerzhagen)

Closing:

March 2016

Industry:

Packaging

Buyer:

Uwe Fernholz

Website:

www.fernholz-verpackungen.de



Case Description:

Thiendorfer Fräsdienst GmbH & Co. KG is specialised in the reconstruction of asphalt surfaces, the company uses state-of-the-art milling technology to rework surfaces and builds complete road pavements to the latest standards in road engineering.

The assignment was the sale of up to 100% of the shares in Thiendorfer Fräsdienst GmbH & Co. KG and P+S Pflaster- und Straßenbau GmbH, to ensure a long-term perspective regarding the company succession and for about 100 employees.

The buyer was a subsidiary of L. Possehl & Co. mbH, the Management Holding of the Possehl Foundation securing a long-term perspective for the company.

Services:

Sell-side M&A Advisory

Client:

Thiendorfer Fräsdienst GmbH & Co. KG (Thiendorf)

Closing:

October 2015

Industry:

Construction (Road milling)

Buyer:

Possehl Spezialbau GmbH (Lübeck)

Website:

www.thiendorfer.de



Case Description:

Emsländer Baustoffwerke, founded in 1899, produces and sells premium construction products according to state-of-the-art technological specifications.

Rationale for the transaction was to develop an acquisition strategy for the owner family to diversify the family wealth allocation and to acquire businesses operating in others than their current industry segments.

In the course of the execution of this strategy, Z&C advised on the acquisition of 100% of the shares in Fischer Fertigungstechnik GmbH & Co. KG, Gütersloh.

Services:

Buy-side M&A Advisory

Client:

Emsländer Baustoffwerke GmbH & Co. KG (Haren / Ems)

Closing:

June 2014

Industry:

Metal Forming

Target Company:

Fischer Fertigungstechnik GmbH & Co. KG (Gütersloh)

Website:

www.fischer-fertigungstechnik.de



Case Description:

Founded in 1935 by Friedrich Schleich in Schwäbisch Gmünd, Schleich is now one of the largest toy manufacturers in Germany and the leading international supplier of realistic animal figures.

The company now offers six different theme worlds with more than 600 designed and high-quality individual figures. Production takes place both at the company's headquarters in Schwäbisch Gmünd and in other production facilities abroad.

After Leander Zerbach had already advised the owner family on the sale of Schleich to HgCapital in 2006, Z&C was mandated to advise the former Schleich CEO and minority shareholder in the secondary buy-out by Ardian.

Services:

Sell-side M&A Advisory

Client:

Schleich GmbH (Schwäbisch-Gmünd)

Closing:

May 2014

Industry:

Consumer Products (Toys)

Buyer:

Ardian SAS (Paris)

Website:

www.schleich-s.de



Zerbach &
Company

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