

Zerbach & Company



Company Presentation Zerbach & Company
2023

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Why Zerbach & Company?

Zerbach & Company Overview

Mid-Cap Focus

We are an independent, internationally active M&A and corporate finance advisory firm with a focus on medium-sized companies. Our clients are owner-managed companies, international family businesses and financial investors focused on medium-sized companies as well as family offices.

Long-term Continuity and Experience

Almost 100 professional years of accumulated corporate finance experience within the team. Unchanged constellation of the senior team for over 15 years. We are professional, dedicated, discreet and responsible.

Transaction Sizes

We are specialists for company sales, company succession as well as company acquisitions with enterprise values between € 5 million and € 200 million.

Power of Execution and International Track Record

Since 2014, we have successfully completed a large number of cross-border transactions with companies and investors from 18 countries. More than 50% of our projects had an international dimension.

Global Network of M&A Partners and Investors

Our databases include more than 3,500 private equity investors and family offices as well as more than 800,000 companies from Germany and internationally. As a member of the Geneva Capital Group, we have direct access to investors and buyers worldwide.

Exclusivity

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

Industry Advisory Board

We are supported by our advisory board of 10 experienced industry experts and entrepreneurs.

95+

years of combined
Corporate Finance
experience



 Geneva
Capital
Group

60+

international M&A
partner firms

55+

successful
transactions since
2014



62%

Sell-side and company
succession mandates

56%

International
transactions



Our Advisory Services



Sell-Side M&A Advisory | Company Succession

We support you in the implementation of company sales, sales of minority or majority stakes and 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 company acquisitions, from the development of an acquisition strategy, the identification and approach of potential target companies to the successful completion of the transaction.



Debt Advisory

We provide you with full support in implementing a structured process for raising the optimal financing instruments, for example in the context of financing a company acquisition or a leveraged buy-out (LBO).



Corporate Finance

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



Our 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.



Zerbach & Company Team




Leander Zerbach
Managing Director




Marc Bollinger
Managing Director



Dr. Lars Junc
Partner



Frank Eckertz
Associated Partner



Marc Thoma
Analyst



Maximilian Castenholz
Analyst

+40 years
M&A experience

+20 years
M&A experience

+10 years
M&A experience

+20 years
M&A experience

+2 years
M&A experience

+1 years
M&A experience

Professional
experience

Professional
experience

Professional
experience

Professional
experience

Professional
experience

Professional
experience



Education

Education

Education

Education

Education

Education



Industry Advisory Board



André Barth
Construction, Smart Home

Founder and Managing Director of DuoTherm Rolladen GmbH (part of Stella Group)



Dr. Helen Fürst
Packaging

Managing Partner of Fürst Group
President of the German Association of the Plastics Processing Industry (GKV)



Jürgen Heidel
Automotive

Former Managing Director of SWA Technologies (Brückner Group)
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 manufacturers in China and North Africa as well as angel investor in various start-ups
Former shareholder of the toy manufacturers Boxine GmbH (now Tonies SE) and Schleich GmbH



Alexander Mesdaghi
Textiles, Manufacturing

Former shareholder and managing director of industrial needle manufacturer Schmetz
Member of the Board of the VDMA Textile Care, Fabric and Leather Technologies Association



Dr. Michael Oltmanns
Law, Tax

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



Oliver Schulte
Healthcare, Renewables

Managing Partner of GG United N.V.
Board Director of NSECT Ningbo Shenggu Energy Conservation Technology Co.
Formerly Managing Partner of Mannheimer Swartling, Shanghai



Dr. Uwe Tillmann
Food & Agri

Chairman of the Advisory Board of the Stratmann Family Foundation
Formerly CEO of VION Food Group N.V.
Formerly member of the Management Board of Bestmeat Company B.V.
Former Chairman of the Advisory Board of Melitta Group



Dr. Ulrich Viethen
Automotive, Med Tech

Managing Director of MURR Elektronik GmbH
Previously Managing Director of AMK Holding and GF Automotive of J. Borgers GmbH & Co. KG
Group Vice President Siemens Medical Solutions
Member of the Board of iwB e.V. of TU Munich

International and cross-industry track record

Since 2014, we have supported more than 55 successfully completed M&A projects with companies and investors from 18 countries



North America

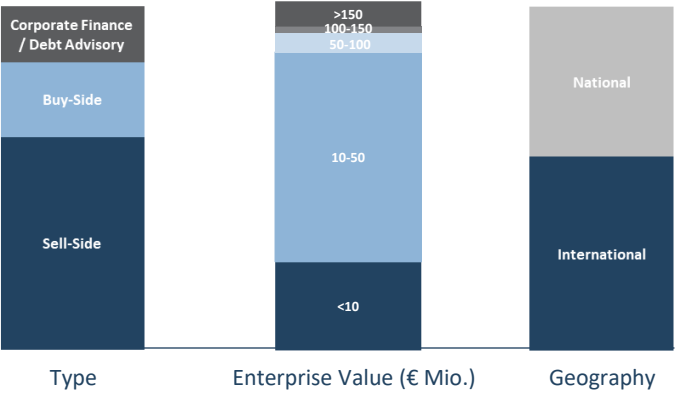


Europe

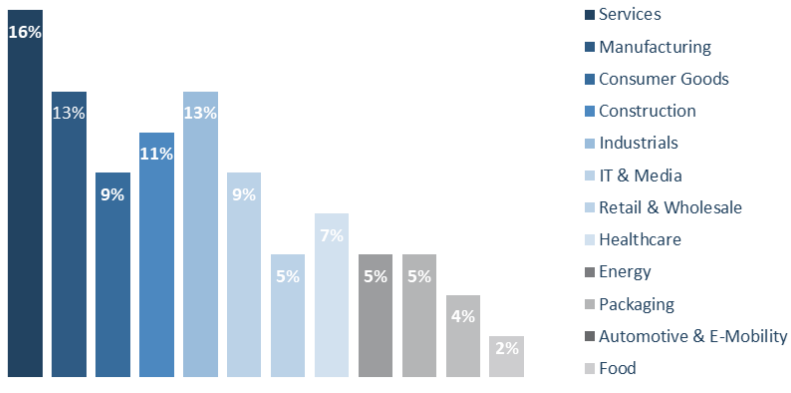


Asia

Breakdown of M&A projects by...



Breakdown of M&A projects by industry sector



Global Network



Zerbach & Company is an independent member of the Geneva Capital Group (www.gcg.com), an international network of more than 60 M&A partner firms.

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

In 2022, GCG members completed a total of 200 transactions with a cumulative value of more than US\$4.0 billion, spanning 17 countries and 30 different industries.



64
M&A
Partner Firms

5.000+
Transactions

US\$ 77 bn
Cumulative Value

30%
Cross-Border
Deals

Selected Transactions

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

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 - Shareholders Tonies SE (formerly Boxine GmbH).

"We got to know the Zerbach & Company team at the beginning of 2015. Through the mix of professional work, always open communication in conjunction with a very pleasant personal approach, Zerbach & Company has subsequently been able to contribute important pieces of the puzzle to make the extremely rapid growth of our tonies® audio figures conquerable."



Karl-Heinz Moll - former member of the Management Board of WGZ BANK AG and DZ BANK AG

"As a long-standing member of the Board of Managing Directors of WGZ BANK and DZ BANK, I was able to accompany Mr. Zerbach's successful professional 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 team successfully positioned themselves and built up a broad network. In addition to their professional expertise, this was largely due to the people involved, who time and again succeeded in winning over entrepreneurial personalities for themselves and their advisory skills. This achievement deserves recognition and appreciation."



Dr. Peter Sewing - Founder and Managing Director of the Obermark Group

"Zerbach & Company is one of the few consulting firms that considers 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 fairly between their clients and the negotiating parties. That's how you succeed in deals that all parties are satisfied with, even in the long run."

Why Zerbach & Company?

Seniority and Discretion

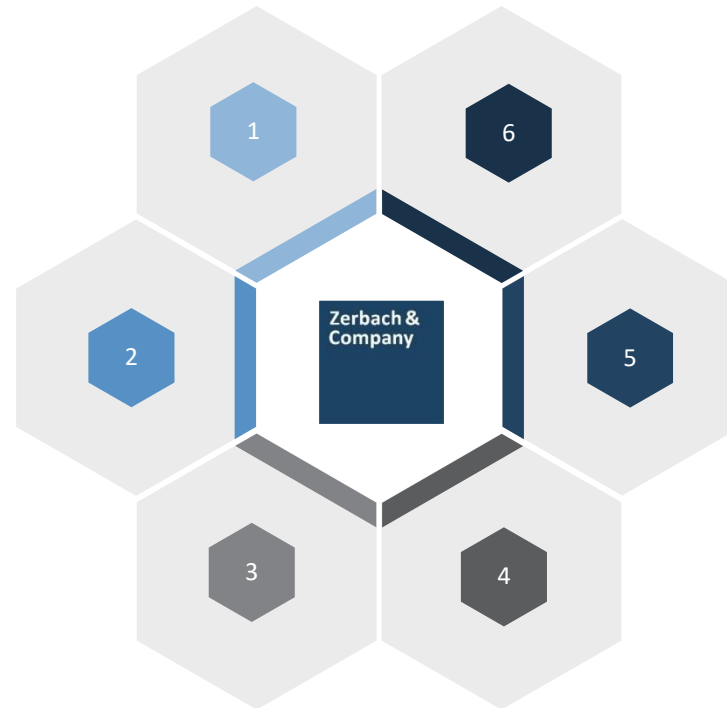
We guarantee our client senior management attention throughout. We are professional, committed, discreet and responsible.

Worldwide Network

Our databases include more than 3,500 financial investors and family offices as well as more than 800,000 domestic and international companies. As a member of the Geneva Capital Group, we have direct access to investors and buyers worldwide.

Industry Advisory Board

Our advisory board of experienced entrepreneurs and industry experts support the team on industry-related and strategic issues, bringing the members' extensive networks and contacts to bear.



Experience and Continuity

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

Mid-Cap Focus

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

Highest Professional Standards

The highest level of process and methodological expertise as well as state-of-the-art information sources form the basis of our advisory services through the availability of industry-leading financial information services and transaction databases.



Contact



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