

# KRAHTZ CONSULTING GMBH

CORPORATE DEVELOPMENT - MERGERS & ACQUISITIONS

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## Business Overview

We provide high-end advice to foreign clients in Germany to plan and to execute M&A transactions and turnarounds. We are committed to deliver to clients creative and efficient solutions designed to achieve their business objectives.

- M&A Advisory Services: Initiation & Execution of M&A Transactions, Financing and Turnarounds/Restructurings
- Strategic Advisory Services: Strategic Planning/Options in connection with M&A Advisory Mandates
- Completed transactions: >180 transactions & projects, typical transaction value >20-250 Mio. €
- Client Structure: mid-sized companies, corporations, holding- & investment companies, family offices, private investors
- Internationality: 50% of the business with clients from Europe and/or North America

## Business Principles

- We provide objective advice free of conflicts of interest.
- We ensure absolute confidentiality (no disclosures, no publicity about recent clients and/or transactions).
- We pursue an integrated team approach, hands-on senior involvement, and first-class service.
- We compete for a mandate, if we can create value for the client.
- We assist our clients to sustaining and to improving profits and shareholder value.
- We provide customized efficient solutions to achieve the client's business objectives.

## Mergers & Acquisitions Advisory

- Acquisitions and divestitures of companies, shareholdings, business units or assets
- Sale of unprofitable companies or business units, and M&A Solutions for distressed situations
- Raising capital through private placements and financial restructuring

## Services in connection with M&A mandates

- Advice/Support in identifying and addressing strategic, financial or M&A plans/opportunities
- Company analysis and valuations, evaluating strategic alternatives and modeling of businesses and transactions
- Advice/Support to identify and to structure value creation opportunities to increase the worth of a divestiture
- Advice/Support on transaction design and core terms
- Advice/Support in preparing, organizing and executing the transaction (Project coordination/management)
- Advice/Support for Due Diligence/Data Room preparation, Information Memorandum and transaction documents
- Preparing client presentations, Advice/Support in delivering management presentations
- Advice/Support for fundraising to finance transactions
- Advice/Support in contract negotiations until signing/closing

## Strategic Advisory

- Strategic plans and options for M&A transactions, raising capital and turnaround situations
- Performance/value improvement and turnarounds/restructurings

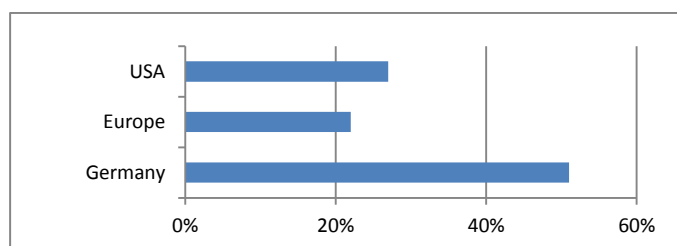
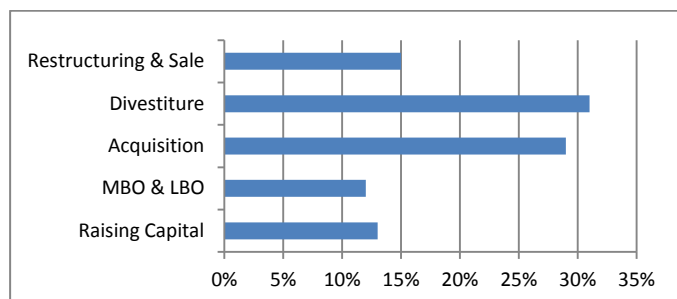
## Advisory Services for Special Situations

- Sale of non-core or unprofitable business activities/business units (integrated process)
- Exploring, evaluating and recommending financial and strategic alternatives
- Developing efficient restructuring and reorganization plans for unprofitable companies
- Restructuring and Sale of unprofitable companies or business units (integrated process)

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## Transaction Profile (Breakdown by number of transactions)



## Clients and Industries

- Mid-sized companies, family companies, entrepreneurs and family offices
- Subsidiaries and shareholdings of large companies/corporations or industrial holdings
- Investment companies, private equity funds and private investors

We have advised clients on transactions, financings and/or strategically in the following industries/sectors:

- Industrials: Auto Components, Office Equipment, Consumer Products ...
- Services: CRM, Facility Management, Healthcare, IT- & Telecom, Logistics ...
- Media & Telecom: Printing & Publishing, Electronic Media & Services ...
- Technology: Electronics, Healthcare, IT & Telecom, Software ...
- Retail & Distribution: Automobiles, Consumer Products, IT & Telecom ...

Focus sectors: Industrials (Auto Components, Office Equipment), Services, Technology (Healthcare, IT & Telecom, Software)

## Business Relations / Network

- Top-level business contacts in the German speaking countries
- Banks, Financial Service Provider, Investment Companies, Private Equity Funds, Family Offices and private Investors
- Experts for Industries, Management Consultants, Interim Manager and Executive Search Firms
- Experts for Insurances, Commercial Real Estate and Environment
- Law Firms, Tax Advisors, Accounting Firms

We cooperate with internationally well-known service firms, experts and capital providers to incorporate additional expertise, services and resources. This enables us to provide integrated solutions efficiently in accordance to the specific requirements of the client for example to execute international transactions or other complex assignments like turnarounds or restructurings and sale of distressed companies.

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## Expertise and Experience

- M&A transactions and raising capital (200 transactions with transaction values from 20 to 250 Mio. €)
- International Transactions (about 50% Europe/North America)
- Strategic Advisory on M&A Transactions, Financing, Performance/Value Creation and Turnarounds/Restructurings
- Restructuring and Sale of unprofitable companies or companies in distressed situations
- Complex mandates; integrated solutions in cooperation with additional experts for specific tasks (Restructuring & Sale)
- International Management experience on executive board level in various industries (IT, Telecom, Services, Software)

We have the skills, experience and contacts to provide the advice and support at highest quality. We achieved results above expectation in complex situations which required a special combination of expertise in

- Developing strategic alternatives
- Turnaround skills/restructuring support (“hands-on”) and
- M&A skills.

We provide comprehensive knowledge and contacts in IT, Telecommunication, Automotive, Services and Technology.

## Team

### *Managing Partner*

Hans J. Krahtz is the founder and Managing Director of Krahtz Consulting GmbH. Mr. Krahtz has long-standing experience in corporate strategy and M&A advisory services. He has personally completed many transactions in Germany, Europe and in the USA as well as several private placements, and a number of complex turnarounds in the German speaking countries. Mr. Krahtz knows the special needs and the time pressure of companies which are in a distressed situation. He has organized and managed the restructuring and repositioning of several companies to secure the existence and to create a foundation for the future. In several cases it was necessary and urgent to raise substantial amounts of equity and/or loans or to search a strategic investor to build a solid financial foundation for the further development.

Before he founded Krahtz Consulting GmbH he was 15 years in senior executive positions in the ITC Industry (Nixdorf Computer, Sperry Univac, Philips Group) where he was responsible for marketing, sales and strategic planning. He was involved in various acquisitions and joint ventures in Europe and in the USA. Mr. Krahtz started his business career in the apparel industry, changed in the plastic and metalworking industry, and afterwards in the ITC industry. Mr. Krahtz has a degree in industrial business management, and he has successfully completed Executive Management Programs in Europe and in the USA.



### *Managing and Operating Partner*

The advice and execution of each assignment takes place by Mr. Krahtz and partner with long-standing expertise in the execution of our services and international management experience in senior executive positions.

## Fee

We structure our fees to match each client’s specific strategic objectives. Our compensation is tied directly to the value we add. The fee is quoted in two parts. The retainer fee depends upon the complexity or geographic scope of the transaction. The success based completion fee depends upon the successful completion of the transaction or consulting project.

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## Contact

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## Legal Notice

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VAT/Umsatzsteuer-Identifikations-Nr.: DE 119266158  
Regulation Authority / Zuständige Behörde: Ordnungsamt Düsseldorf  
Authorization / Gewerbliche Erlaubnis nach § 14 und § 34c GewO

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