



Introductory Presentation
DZ BANK Corporate Finance / M&A

Our self-understanding

We are the first choice for M&A in the German Mittelstand because we love what we do.

Rooted in the unique Cooperative Financial Group, we live genuine appreciation and provide space for personal development.

We crown the life's work of our clients with tailor-made solutions at the highest standards.



DZ BANK Group is the second largest banking group in Germany with one of the best credit ratings across Europe

| | | | | | |
|---|---|---|--|---|---|
|   | <p>€ 645bn Balance Sheet Total⁽¹⁾</p> <p>#2 Bank in Germany ⁽²⁾</p>  | <p>€ 3.189bn Pre-Tax Result⁽¹⁾</p>  | <p>6.2 % Leverage Ratio⁽¹⁾</p> <p>Stable risk situation</p>  | <p>15.5 % Tier 1 Capital Ratio</p> <p>Stable risk situation</p>  | <p>33,622 Employees</p>  |
|---|---|---|--|---|---|

Strong brands

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Ratings

| | | |
|---|---|------------|
|  | S&P ⁽³⁾ | A+ stable |
|  | Fitch Ratings ⁽³⁾ | AA- stable |
|  | Moody's | Aa2 stable |
|  | One of the best credit ratings across Europe ⁽⁴⁾ | |

Our M&A-advisory practice has a strong focus on the German owner-backed Mittelstand

DZ BANK

VR NachfolgeBeratung



Transaction volume: € 10 - 500m

Transaction volume: € 1 – 10m



Sell-side and Buy-side advisory, Valuations

Sell-side advisory, valuations



30 M&A advisors

25 regional M&A advisors



4 offices in Germany (Düsseldorf, Frankfurt, Stuttgart, Hamburg)

Nationwide network of 14 regional partners



International M&A partner network ADVIOR International



Our focus → Owner-backed SMEs
Our experience → More than 240 transactions



● DZ M&A locations

▲ Regional partner offices

We specialize in tailor-made M&A advisory services for entrepreneurial families and corporates



Sell-side advisory / succession situations

The strong sell-side advisory focus is on the structuring and management of external succession processes for entrepreneurial families



Buy-side advisory

We assist our clients in defining and realising their strategic goals for external growth



Spin-offs

We advise our clients on executing strategic reorganization processes including the disposal of non-core activities through spin-offs or carve-outs



Special situations

We offer comprehensive advice in a variety of special situations – from short-term liquidity requirements to the establishment of JVs

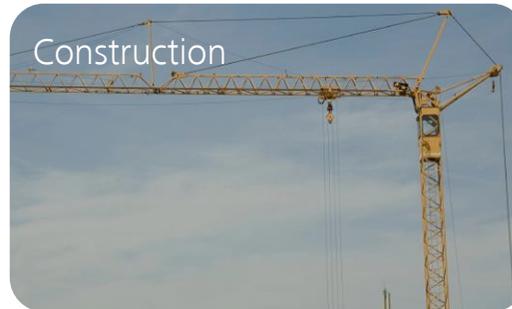


Company valuations

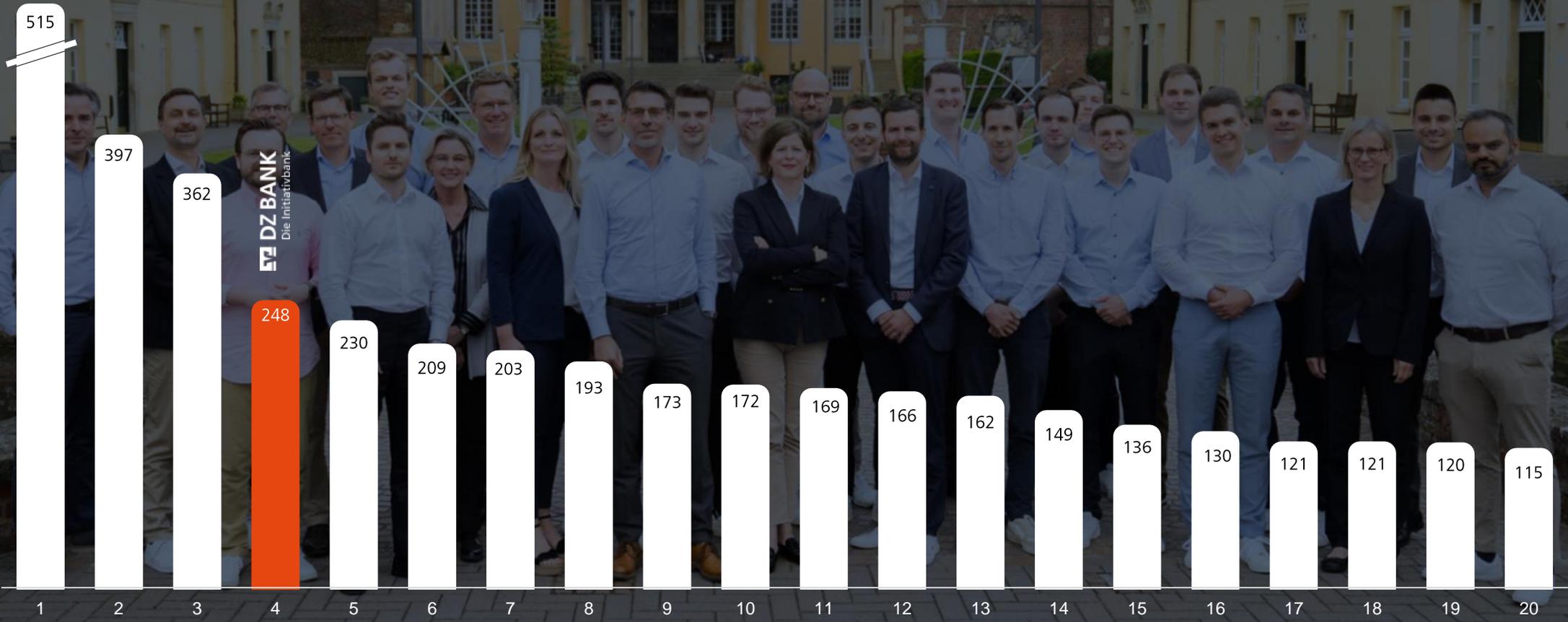
For specific occasions or as a starting point for further strategic considerations, we provide company valuations as well as fairness opinions



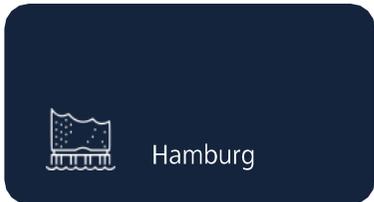
Our experienced industry experts cover a broad range of relevant sectors



We are one of the leading M&A advisors for the German Mittelstand



Our four teams ensure a regional presence and proximity to our clients



(1) Headquartered at DZ BANK Munich

We are the exclusive German member of ADVIOR International and further benefit from the global reach of our banking group

Approx. 250

M&A advisors



1,455

successful transactions since 2004



€ 252bn

advised volume since 2004



991

Sell-side mandates since 2004



479

Cross-border mandates since 2004



40

Countries involved in transactions



ADVIOR International

Network with 14 active members in Europe, USA and India



DZ BANK

Major foreign locations in London, New York, Singapore and Hong Kong

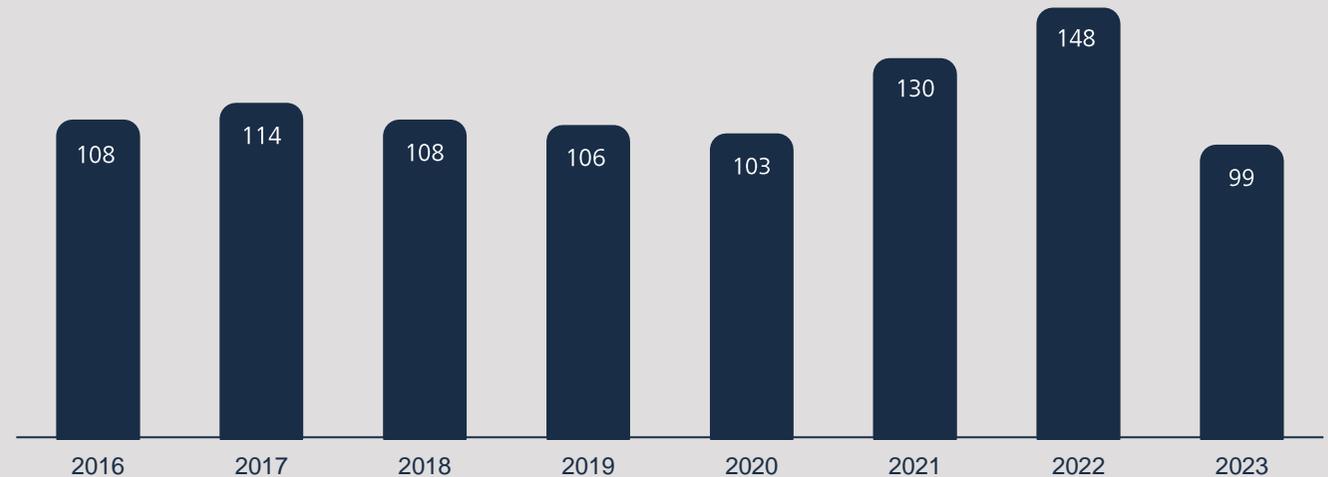


Bilateral M&A partners

Various co-operations with Asian partners in Japan and China as well as South East Asia

Number of transactions in the ADVIOR International network

Since 2016



Our track record shows a particular focus on German Mittelstand succession advisory

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|--|--|--|---|--|---|
| <p>2024</p> <p>PHS MEDICAL</p> <p>Sale of 100% of the shares to</p> <p>DELTA MED Solutions for Health</p> <p>a portfolio company of</p> <p>WHITE BRIDGE</p> | <p>2024</p> <p>NEUE ZÄHNE</p> <p>Sale of 100% of the shares to</p> <p>MINLAY</p> <p>a portfolio company of</p> <p>ADAGIA PARTNERS</p> | <p>2024</p> <p>-LEARNING HELLING UND STORCH</p> <p>Sale of 100% of the shares to</p> <p>EDUCATION PARTNERS</p> <p>a portfolio company of</p> <p>ODEWALD KMU</p> | <p>2023</p> <p>BIOTRONIK excellence for life</p> <p>Sale of selected assets of Micro Energy Technologies</p> <p>KEMET a YAGEO company</p> | <p>2023</p> <p>DAH Gruppe</p> <p>Sale of 100% of the shares to</p> <p>igneo Infrastructure Partners</p> | <p>2023</p> <p>IKH Industriekeramik Hochrhein GmbH</p> <p>Sale of 80% of the shares to</p> <p>murol TEKNOLOJI</p> |
| <p>2023</p> <p>B. LOTZ KUNSTSTOFF-VERARBEITUNG WILHELM-BAUING</p> <p>Succession solution through the sale of the main assets to</p> <p>safe.pack</p> | <p>2023</p> <p>PRO IT</p> <p>Sale of 100% of the shares to</p> <p>intech</p> <p>A portfolio company of</p> <p>Deutsche Beteiligungs AG</p> | <p>2023</p> <p>Lomapharm</p> <p>Sale of 100% of the shares to</p> <p>Bionorica</p> | <p>2023</p> <p>MODERSOHN Stainless Steel</p> <p>Sale of 100% of the shares to</p> <p>Leviat A CRH COMPANY</p> | <p>2023</p> <p>LEO Lebendige Werte. Optimales.</p> <p>Sale of 100% of the shares in</p> <p>Hp Holzwerke Pfarrkirchen to DEBA</p> | <p>2022</p> <p>MAYER Feintechnik</p> <p>Sale of 100% of the shares to</p> <p>ANDRA TECH GROUP</p> |
| <p>2022</p> <p>SCHMIDT+BARTL</p> <p>Succession solution through the sale of a significant stake to</p> <p>VR Equitypartner</p> <p>UNTERNEHMENS-GUT ASSET MANAGEMENT UHNH</p> | <p>2022</p> <p>PlasmidFactory</p> <p>Transaction with</p> <p>ArchiMed</p> | <p>2022</p> <p>frittenwerk POMMESBRUNFABRIK KMS Holding</p> <p>Sale of 100% of the shares to</p> <p>valora</p> | <p>2022</p> <p>Arnold und Gladisch</p> <p>Sale of 100% of the shares to</p> <p>BKW</p> | <p>2021</p> <p>HÜBERS</p> <p>Succession solution through the sale of the majority of the shares to</p> <p>HANNOVER Finanz Ihr Eigenkapital-Partner</p> | <p>2021</p> <p>ZOLLIKOFER IDEEEN HOLZ ENERGIE</p> <p>Contribution of all companies to a newly founded joint venture with</p> <p>Koehler GROUP</p> |

We have also successfully advised on numerous buy-side, MBO / MBI & Finance advisory deals

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|--|---|--|--|---|---|
| <p>2024</p>  <p>Acquisition of the majority stake in</p>  | <p>2024</p>  <p>Acquisition of 100% of the shares in</p>  | <p>2022</p>  <p>Acquisition of a significant minority in</p>  | <p>2022</p>  <p>Increase in shares in</p>  | <p>2022</p>  <p>Acquisition of 100% of the shares in</p>  | <p>2022</p>  <p>Acquisition of the majority stake in</p>  |
| <p>2020</p>  <p>Acquisition of 100% of the shares in</p>  <p>from</p>  | <p>2019</p>  <p>Acquisition of material assets of the</p>  <p>from</p>  | <p>2017</p>  <p>Acquisition of the majority stake in</p>  | <p>2017</p>  <p>Acquisition of 100% of the shares in</p>  <p>from</p>  | <p>2017</p> <p>valmet automotive</p> <p>Acquisition of the German automotive engineering division of</p>  | <p>2017</p>  <p>Acquisition of 100% of the shares in</p>  <p>and related assets of</p>  |
| <p>2015</p> <p>Winkelmann Group</p> <p>Acquisition of 100% of the shares in</p>  | <p>2014</p>  <p>Acquisition of 100% of the shares in</p>  | <p>2014</p>  <p>Acquisition of the majority stake in</p>  | <p>2014</p>  <p>Acquisition of the majority stake in</p>  | <p>2014</p> <p>Alliance Healthcare</p> <p>Increase from 80% to 100% of the shares in</p>  | <p>2013</p>  <p>Repurchase of the majority stake in</p>  |

We are an experienced and reliable partner to our clients

Extensive corporate finance expertise

Our clients are advised by a highly qualified team with extensive proven track record



Network of affiliated institutions and cooperation partners

Our clients are supported by a strong financial group and benefit from its financing power and extensive network of contacts



Focus on medium-sized companies

We understand the specific needs and values of both buyers and sellers in M&A transactions with strategic and financial investors



National and international network

We provide our clients with access to a broad spectrum of national and international investors and target companies



Specialisation in key industries

We have teams of specialists who dispose of deep industry knowledge



Cooperative values

As part of the cooperative network, we embrace its values: independence, integrity, and unwavering loyalty to our clients



Please feel free to contact us



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