



Presentation DZ BANK  
Corporate Finance / M&A

## Our self-image










We are the **first port of call** for M&A in the German **SME** sector because we **love** what we do.













**Rooted** in the **unique Genossenschaftliche FinanzGruppe (Cooperative Financial Network)**, we live **genuine appreciation** and provide space for **personal development**.

We **crown** our customers' **life's work** with **customised solutions** at the **highest level**.





# The DZ BANK Group is the second largest banking group in Germany's banking landscape with the best credit rating across Europe

 	<p>€ 653 billion Balance sheet total <sup>(1)</sup></p> <p>#2 Bank in Germany <sup>(2)</sup></p> 	<p>€ 1.954 billion pre-tax result <sup>(1)</sup></p> 	<p>6.0 % Leverage Ratio <sup>(1)</sup></p> <p>Stable risk situation</p> 	<p>15.6 % Hard Core capital ratio (Tier 1)</p> <p>Stable risk situation</p> 	<p>33.524 Employees</p> 
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## DZ BANK Group Strong brands

## DZ BANK Ratings

	S&P <sup>(3)</sup> A+ stable
	Fitch Ratings <sup>(3)</sup> AA- stable
	Moody's Aa2 stable
	One of the best best credit rating across Europe <sup>(4)</sup>

# Specialising in Mergers & Acquisitions (M&A), in particular for succession management, we advise companies in the German SME sector

**DZ BANK**

**VR NachfolgeBeratung**



Transaction volume: € 10 - 500 million

Transaction volume: € 1 - 10 million



Purchase, sale, valuation

Sale, valuation



30 M&A specialists

Nationwide network of 25 experts



4 locations in Düsseldorf, Frankfurt, Stuttgart, Hamburg

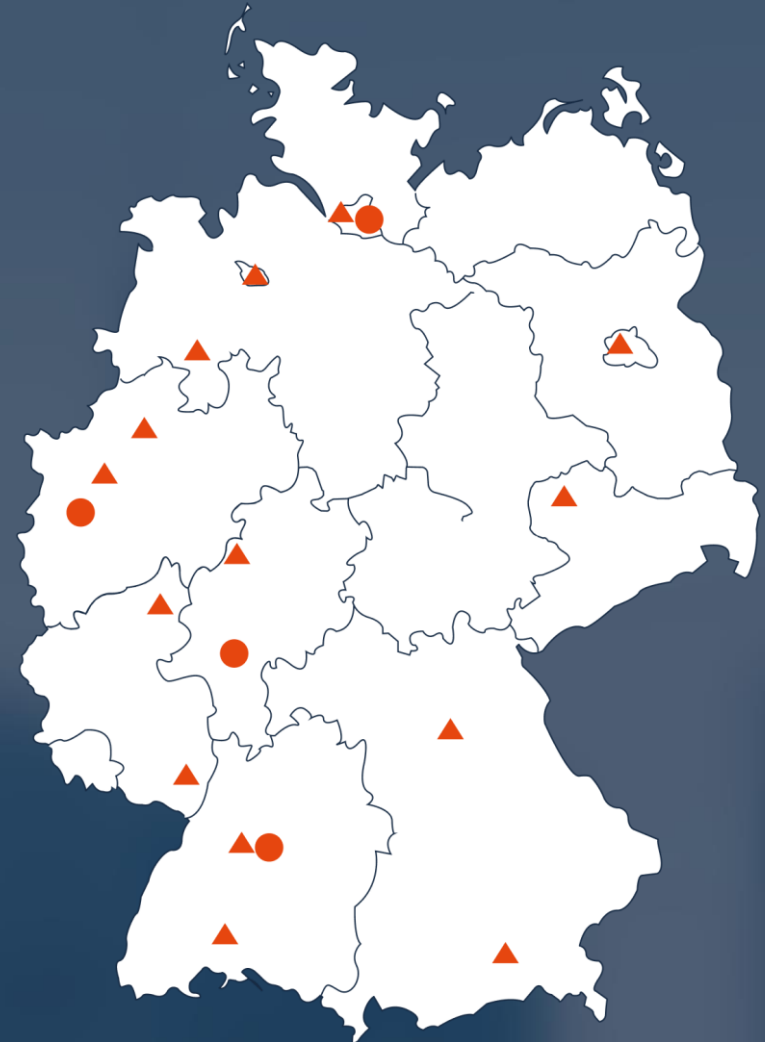
Nationwide network with → 14 regional partners



International network ADVIOR International



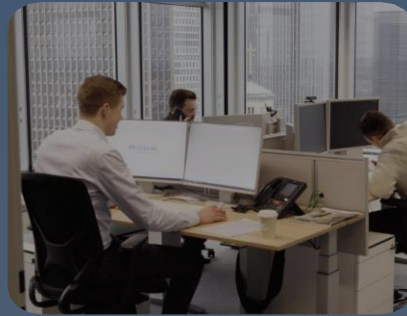
Our focus → Owner-managed SMEs  
Our experience → More than 250 transactions



● Own locations

▲ Locations of our regional partners

# Together we define your goals and support you in your project with our extensive expertise



## Company sale & Succession management

We support you in the comprehensive sale of your company, from preparation to completion, including due diligence.



## Company acquisition

We help you to define and realise your acquisition targets and accompany you through to the successful completion of the transaction.



## Spin-off of business units

We take over the management of your business units that are not (or no longer) part of your core business, whether through spin-offs or carve-outs.



## Special situations

We offer comprehensive advice in a variety of special situations, from short-term liquidity requirements to taking on a partnership.



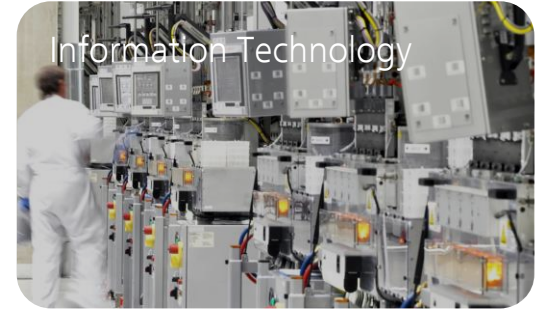
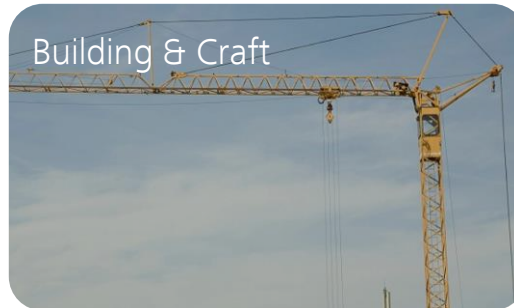
## Corporate evaluation

We support you in determining the value of your company using various standard market methods.





# We are specialised in selected industries, which are covered by our experienced industry experts





Having successfully completed more than 240 transactions since 2005, we are a leading M&A advisor for the German Mittelstand



With an experienced team at four locations, we ensure a regional presence and proximity to our customers



Hamburg



Frankfurt  
am Main



Düsseldorf









Stuttgart







# We are the exclusive German member of ADVIOR International to use and grow with the international network of the association

<p>approx. 250 M&amp;A Advisor</p> 	<p>1.455 successful Transactions since 2004</p> 	<p>€ 252 billion advised volume since 2004</p> 	<p>991 Sell - Side Mandates since 2004</p> 	<p>479 Cross-Border Mandates since 2004</p> 	<p>40 Countries involved in transactions</p> 
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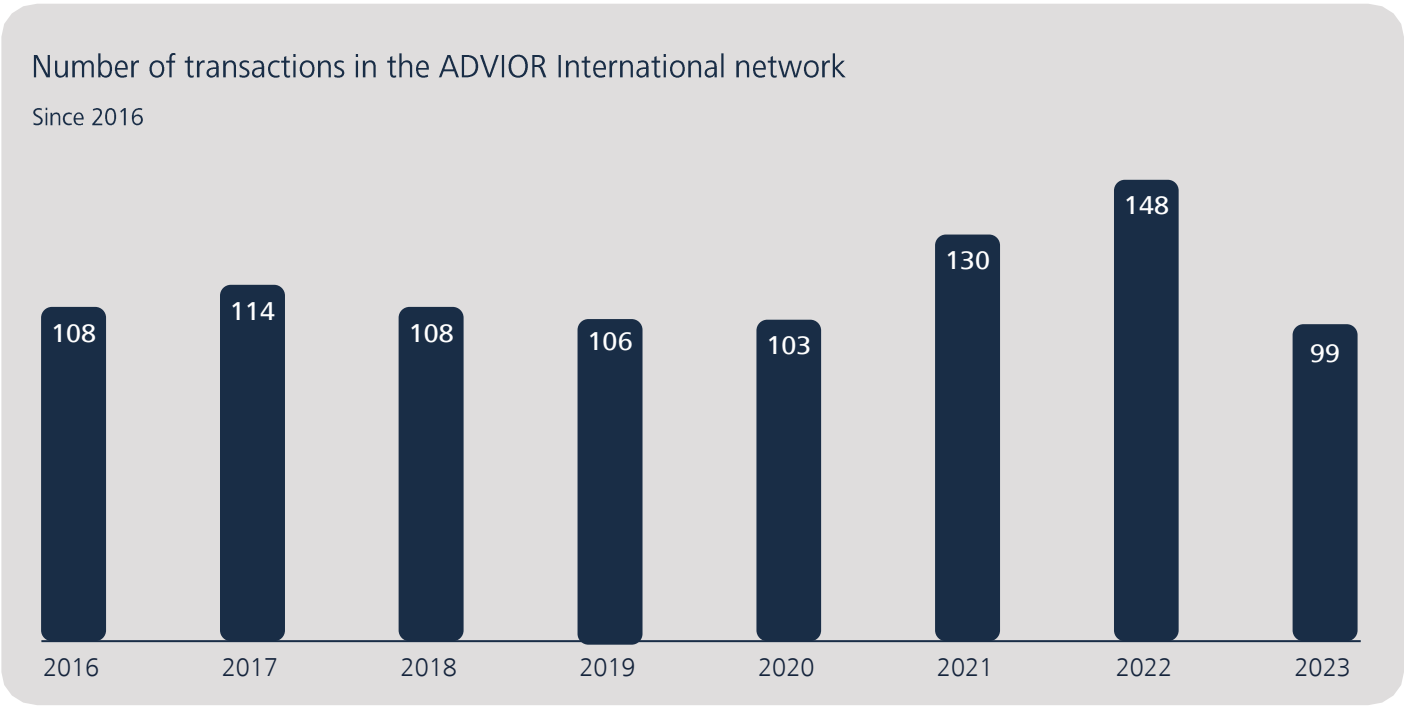
**ADVIOR International**  
Network with 14 active members in Europe, USA and India



**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, among others



# We have successfully advised on numerous sell-side transactions, particularly in the context of succession situations, in recent years

<p>2024</p> <p><b>e-LEARNING</b> HELLING UND STORCH</p> <p>Sale of 100% of the shares in</p> <p><b>EDUCATION PARTNERS</b></p> <p>a portfolio company of <b>ODEWALD KMU</b></p>	<p>2023</p> <p><b>BIOTRONIK</b> excellence for life</p> <p>Sale of selected Assets of Micro Energy Technologies</p> <p><b>KEMET</b> a YAGEO company</p>	<p>2023</p> <p><b>DAH Gruppe</b></p> <p>Sale of 100% of the shares in</p> <p><b>igneo</b> Infrastructure Partners</p>	<p>2023</p> <p><b>IKH</b> Industriekeramik Hochrhein GmbH</p> <p>Sale of 80% of the shares in</p> <p><b>muro1</b> TEKNOLOJI</p>	<p>2023</p> <p><b>B. LOTZ</b> KUNSTSTOFF-VERARBEITUNG UND ZUSATZGERÄTE</p> <p>Succession planning through the sale of the main assets to</p> <p><b>safe.pack</b></p>	<p>2023</p> <p><b>PROIT</b></p> <p>Sale of 100% of the shares in</p> <p><b>intech</b></p> <p>A portfolio company of the <b>Deutsche Beteiligungsges. AG</b></p>
<p>2023</p> <p><b>Lomapharm</b></p> <p>Sale of 100% of the shares in</p> <p><b>Bionorica</b></p>	<p>2023</p> <p><b>MODERSOHN</b> Stainless Steel</p> <p>Sale of 100% of the shares in</p> <p><b>Leviat</b> A CRH COMPANY</p>	<p>2023</p> <p><b>LEO</b> Leidenschaft für Qualität</p> <p>Sale of 100% of the shares in</p> <p><b>HP</b> Holzwerke Plankirchen on <b>DEBA</b></p>	<p>2022</p> <p><b>MAYER</b> Feinteknik</p> <p>Sale of 100% of the shares in</p> <p><b>AIDRA</b> TECH GROUP</p>	<p>2022</p> <p><b>SCHMIDT+BARTL</b></p> <p>Succession planning through the sale of the significant shares in</p> <p><b>VR Equitypartner</b></p> <p><b>UNTERNEHMENSGUT</b> ASSET MANAGEMENT GROUP</p>	<p>2022</p> <p><b>PlasmidFactory</b></p> <p>Transaction with</p> <p><b>ArchiMed</b></p>
<p>2022</p> <p><b>frittenwerk</b> POHMESMANNWERKTUR KMS Holding</p> <p>Sale of 100% of the shares in</p> <p><b>valora</b></p>	<p>2022</p> <p><b>Arnold und Gladisch</b></p> <p>Sale of 100% of the shares in</p> <p><b>BKW</b></p>	<p>2022</p> <p><b>HÜBERS</b></p> <p>Succession solution through the sale of the majority of the shares in</p> <p><b>HANNOVER Finanz</b> Ihr Eigenkapital-Partner</p>	<p>2021</p> <p><b>ZOLLIKOFRER</b> IDEEEN   HOLZ   ENERGIE</p> <p>Contribution of all companies to a newly founded Joint venture with</p> <p><b>Koehler</b> GROUP</p>	<p>2021</p> <p><b>krömker</b></p> <p>Sale of 100% of the shares in</p> <p><b>THE INDUSTRIAL GROUP</b></p>	<p>2021</p> <p><b>ELPLAN</b> INGENIEURE</p> <p>Sale of 85% of the shares in</p> <p><b>AUCTUS</b></p>

# We have also successfully advised on many transactions in the field of buy-side, MBO / MBI & Finance Advisory

<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 of</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 interests 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 interests in</p> 	<p>2017</p>  <p>Acquisition of 100% of the shares in</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 interests in</p> 	<p>2014</p>  <p>Acquisition of the Majority interests in</p> 	<p>2014</p> <p>Alliance Healthcare</p> <p>Increase of 80% to 100% of the shares in</p> 	<p>2013</p>  <p>Repurchase of the Majority interests in</p> 

## With us, you have an experienced and reliable partner by your side

### Many years of corporate finance expertise

You will be advised by a highly qualified team with proven expertise (over 240 successfully completed reference transactions since 2005)



### Interconnected grid and cooperation partners

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



### Consistent focus on medium-sized companies

We know the specific needs & values of buy & sell clients



### National and international network

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



### Specialisation in key industries

We have teams of specialists who know your industry requirements



### Co-operative value system

As part of the association, we live the cooperative values: independence, honesty and absolute loyalty to our customers





## Please feel free to contact us



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