

# BELGRANO & CO

CORPORATES ♦ FINANCIALS ♦ M&A

## Overview

BELGRANO & CO is an integrated corporate finance consulting firm based in Hamburg. We assist entrepreneurs and mid-sized companies in defining and successfully pursuing their strategic objectives. Our advisory concept combines all four conventional types of consulting services such as strategy and financial consulting, transaction advisory and PMI. Main focus is the preparation and successful implementation of buy-side and sell-side transactions.

## Consulting services

Strategy consulting	Financial consulting	Transaction advisory	Post-merger integration
<ul style="list-style-type: none"><li>• Review and development of the business model</li><li>• Development of superior growth strategies</li><li>• Competition analysis and market studies</li><li>• Preparation of target lists</li></ul>	<ul style="list-style-type: none"><li>• Business plan drafting</li><li>• Preparation of financial information (based on monthly and annual financial statements)</li><li>• Professional bank reporting documents</li><li>• Moderating bank negotiations</li><li>• Financial communication for all aspects of financial transactions</li><li>• Tapping public funding in Germany and EU</li></ul>	<ul style="list-style-type: none"><li>• Company valuations and fairness opinions</li><li>• Target identification</li><li>• Buy-side advisory</li><li>• Minority and majority stakes</li><li>• Market tests</li><li>• Sell-side advisory</li><li>• Corporate succession</li><li>• Asset disposal in restructuring and receivership situations</li><li>• Sales out of insolvency (fire sales)</li></ul>	<ul style="list-style-type: none"><li>• Definition of integration aims</li><li>• Supporting the organic process of integration</li><li>• Selection of the ideal leadership team</li><li>• Alignment of employee behavior</li><li>• Interlinkage of operational business activities</li></ul>

## Service approach

- Tailored and customized solutions
- Long-term experience in cross-border project management
- Highest quality standards
- Objectivity and independence
- Passion paired with high social skills
- High value-add for costumers

## Why BELGRANO & CO?

- BELGRANO & CO combines long-lasting experience in strategy consulting as well as in international M&A advisory
- Our scope of consultancy services
  - begins earlier (strategy consulting) and
  - ends later (post-merger integration) than traditional corporate finance advisories
- Consequently, we offer integrated and comprehensive advisory service to our clients.

## Team



**Andreas-E. Pabsch**  
Managing Partner



**Henrik Sabban**  
Consultant



**Friederike Claus**  
Consultant

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## Selected transactions




  
**Vitronet GmbH.**  
 has acquired the enterprises of  
  
**Sandmann Group**  
**BELGRANO & CO**  
 CORPORATES • FINANCIALS • M&A  
**Advisor to the Acquirer**  
 Project ALICE ■ August 2019


  
**PARQUES REUNIDOS  
SERVICIOS CENTRALES S.A.**  
 has acquired  
  
**Vogelpark Walsrode GmbH**  
**BELGRANO & CO**  
 CORPORATES • FINANCIALS • M&A  
**Advisor to the Seller**  
 Project WILDLIFE ■ January 2019


  
**EUROPA SERVICE Autovermietung AG**  
 has acquired  
  
**STAR CAR GmbH Kraftfahrzeugvermietung**  
**BELGRANO & CO**  
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**Advisor to the Seller**  
 Project MERKUR ■ December 2018


  
**Maschinenfabrik Lauffer GmbH & Co. KG**  
 has acquired  
 the „metal powder press technology FMP 12“  
 from  
  
**Fette Compacting GmbH**  
**BELGRANO & CO**  
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**Advisor to the Seller**  
 Project FERRUM ■ November 2018


  
**CONET Technologies AG**  
 has acquired  
**babel**  
**Babel GmbH**  
**BELGRANO & CO**  
 CORPORATES • FINANCIALS • M&A  
**Advisor to the Acquirer**  
 Project Green ■ November 2018


  
**Fette Compacting International GmbH**  
 has acquired  
  
**EuroPharma Machinery Ltd.**  
**BELGRANO & CO**  
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**Advisor to the Acquirer**  
 Project EXPANSION ■ February 2018


  
**Prinzing Elektrotechnik GmbH**  
 has acquired  
  
**Zublin AG**  
**BELGRANO & CO**  
 CORPORATES • FINANCIALS • M&A  
**Advisor to the Acquirer**  
 Project MIKADO ■ February 2018


  
**H.I.G. Capital**  
 has acquired the majority of  
  
**Beinbauer Group**  
**BELGRANO & CO**  
 CORPORATES • FINANCIALS • M&A  
**Advisor to the Acquirer**  
 Project SHAPE ■ January 2018


  
**H.I.G. Capital**  
 has acquired a significant majority share of  
  
**CONET Technologies AG**  
**BELGRANO & CO**  
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**Advisor to the Acquirer**  
 Project HAWK ■ September 2017


  
**DELMES & HEITMANN GmbH & Co. KG**  
 have acquired  
  
**Sacher GmbH Glinder Baustoffhandel**  
**BELGRANO & CO**  
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**Advisor to the Acquirer**  
 Project EXPANSION ■ March 2017


  
**Funds advised by Quartum Kapital GmbH**  
 have acquired  
  
**profi-con GmbH Contamination Control**  
**BELGRANO & CO**  
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**Advisor to the Seller**  
 Project PLUTO ■ June 2016


  
**Gottfried Friedrichs KG (GmbH & Co.)**  
 has acquired selected assets from  
  
**Stührk Delikatessen Import GmbH & Co. KG**  
**BELGRANO & CO**  
 CORPORATES • FINANCIALS • M&A  
**Advisor to the Acquirer**  
 Project WIN ■ April 2016