

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

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

BELGRANO & CO Unternehmensberatung GmbH
Alter Wall 65
20457 Hamburg
Germany
Phone +49 40 86 60 14330
welcome@belgrano-co.com . www.belgrano-co.com

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



Pamplona Capital Management

has acquired a significant majority share of



Infina Group GmbH

BELGRANO & CO
CORPORATES • FINANCIALS • M&A

Advisor to the Acquirer

Project CIRCLE ■ July 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
CORPORATES • FINANCIALS • M&A

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
CORPORATES • FINANCIALS • M&A

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
CORPORATES • FINANCIALS • M&A

Advisor to the Acquirer

Project EXPANSION ■ February 2018



Prinzing Elektrotechnik GmbH

has acquired



Züblin 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
CORPORATES • FINANCIALS • M&A

Advisor to the Acquirer

Project HAWK ■ September 2017



DELMES & HEITMANN GmbH & Co. KG

have acquired



Sacher GmbH Glinder Baustoffhandel

BELGRANO & CO
CORPORATES • FINANCIALS • M&A

Advisor to the Acquirer

Project EXPANSION ■ March 2017



Funds advised by Quartum Kapital GmbH

have acquired



profi-con GmbH Contamination Control

BELGRANO & CO
CORPORATES • FINANCIALS • M&A

Advisor to the Seller

Project PLUTO ■ June 2016