

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

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Selected transactions

JWI JACOB WAITZ
INDUSTRIE GMBH

Jacob Waitz Industrie GmbH

has acquired 100% shares in

WÄRTSILÄ

Wärtsilä JOVYATLAS GmbH

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■

H.I.G.
CAPITAL
H.I.G. Capital

has acquired a majority share of

Lagardère SPORTS

Lagardère Sports

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Project MOONEYE ■ April 2020

Norvestor
Norvestor Equity AS

has acquired

MONTIGROUP
Surface Preparation Technologies
MONTI Group

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Project MOUNTAIN ■ December 2019

H.I.G.
CAPITAL
H.I.G. Capital

has acquired

MEYRA **Netti**
BY ALU REHAB

Meyra Group und Alu Rehab

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Project APOLLON ■ December 2019

H.I.G.
CAPITAL
H.I.G. Capital

has acquired

PLIXXENT.

PLIXXENT Holding GmbH

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Project ORION ■ November 2019

vitronet

vitronet GmbH

has acquired the enterprises of

SANDMANN

Sandmann Group

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Project ALICE ■ August 2019

PAMPLONA
CAPITAL MANAGEMENT
Pamplona Capital Management

has acquired a significant majority share of

infiana

Infiana Group GmbH

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Project CIRCLE ■ July 2019

Parques Reunidos
PARQUES REUNIDOS
SERVICIOS CENTRALES S.A.

has acquired

WELT VOGEL PARK

Vogelpark Walsrode GmbH

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Project WILDLIFE ■ January 2019

EUROPA SERVICE
Autovermietung AG

has acquired

STARCAR
Autovermietung

STAR CAR GmbH Kraftfahrzeugvermietung

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Project MERKUR ■ December 2018

LAUFFER
PRESSEN

Maschinenfabrik Laufer GmbH & Co. KG

has acquired the „metal powder press technology FMP12“ from

FETTE COMPACTING
be efficient

Fette Compacting GmbH

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Project FERRUM ■ November 2018

CONET
CONET Technologies AG

has acquired

babel

Babel GmbH

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Project GREEN ■ November 2018

FETTE COMPACTING
be efficient

Fette Compacting International GmbH

has acquired

EuroPharma

EuroPharma Machinery Ltd.

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Project EXPANSION ■ February 2018