

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

 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  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 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	 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	 BIEGLO HOLDING GmbH & Co. KG a.A. Restructuring of the BIEGLO Group    BELGRANO & CO CORPORATES • FINANCIALS • M&A Advisor to the Management Project GOLD ■ 2014 and 2015