



Gramax Capital AG

Company Presentation

September 2018

Overview



Focus

Gramax is an investor focused on small and medium sized companies in special situations headquartered in Europe – Gramax is targeting majority investments being agnostic to sectors and industries

Independent

Gramax was founded by Alexander Schwarz and Achim Pfeffer in 2011 and has offices in Germany and Switzerland – the decision process is short and pragmatic – even for larger transactions, when additional funding of backing partners is required

Experienced

The partners of Gramax have extensive experience in structuring and executing of transactions as well as operational restructuring – they support the portfolio companies hands-on and in close cooperation with the operational management teams

Committed

In accordance with their entrepreneurial approach, the partners usually (co-) invest their own capital and as such, are highly committed to all projects and follow a mid- to long-term investment strategy

Investment Focus



Situations

Companies in a transformational phase or special situations with potential for growth, restructuring or optimization

Size

Targeting companies with a revenue between € 20 and € 250 million and transactions with a value of up to € 50 million – majority investments as well as debt financing

Sectors

Basically open to all sectors, but mainly targeting on consumer goods, manufacturers, industrial services, financial services as well as education

Main Regional Focus

- Central Europe** Germany, Austria and Switzerland
- Europe** Italy, France, Benelux, Iberian Peninsula



Investment Situations



□ *Spin-offs
and
Carve-outs*

Companies, business units or non-core group assets, which can not be maintained under the current group structure due to a lack of strategic fit, business performance, management capacity and/or financial resources. Backing management teams in buy-in or buy-out situation

□ *Crisis
or
Turnaround*

Companies facing a crisis or risk of insolvency, underperforming businesses with low earnings and the need for restructuring and optimization as well as additional institutional financial funding

□ *Buy-and-
Build*

Companies with a clear growth strategy in a consolidating market environment, who want to grow their business through acquisitions and need an active accompany and financial resources to execute such strategies

□ *Succession*

Supporting transformational processes in the shareholder and management structure within the scope of planned buy-in or buy-out transactions

Team



Achim Pfeffer



Managing Partner

Achim, after finishing his exams to become a lawyer and business economist, has gained valuable insights in several industries during his career: from large-cap companies like KPMG, Telenor or Shell to small and medium-sized enterprises doing business in the service, industrial or trade sector. The common denominators of all his engagements have been mergers & acquisitions, investment management as well as change management.

Alexander Schwarz



Managing Partner

Alexander completed his studies of business administration and started his private equity career in 1994. Before founding Gramax he was a partner at Afinum, a Munich based Private Equity fund and later a member of the management team at Alno AG. In addition to his investment experience he acted at senior management level in mid-sized and public listed companies, responsible for corporate development and turnarounds.

Christoph Lipp








Investment Manager

Christoph graduated with a MBA and Masters degree in general management from European Business School. During his studies, he worked for Deutsche Bank and Booz&Company. He gained first entrepreneurial experience in the consumer goods industry and subsequently started to work as an freelancer IT consultant. Prior to joining Gramax, he held a finance position in one of the largest German digital agencies.

References – extract since 2001



Previous transactions and engagements of our partners during and before GRAMAX

	Company	Industry	Country
	assona	Financial Services	D
	FFS	Packaging Material	IT
	Greenwheels (prev. Shell Drive)	Logistics / Transportation	D / NL
	Haesler	Business Services / HVAC	CH
	Ibisacam	Education	AUT

	Company	Industry	Country
	JDC	Financial Services	D
	SBW Haus des Lernens	Education	CH
	SIGG	Consumer Goods	CH
	Unicorn	Logistics	D

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