

 PERUSA

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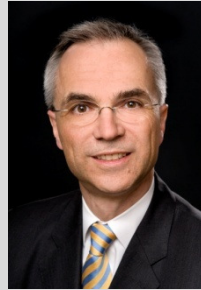
**Company Presentation**

 PERUSA



## Team

**Dr Christian  
Hollenberg**



- Over 20 years of experience as investor and entrepreneur in medium-sized companies
- Since 1997 as a General Partner for institutional investors – last position as co-founder of Orlando Management
- pertinent experience in operative, turn-around, and restructuring management as well as investment banking (J.P. Morgan)
- Law degree, MBA Harvard Business School

**Dr Christopher  
Höfener**



- operating manager for companies in challenging situations since 2003, experience in restructuring and crisis management of medium-sized companies
- previous career at McKinsey & Company in Munich, Dusseldorf and Chicago
- Diploma in Mathematics and Physics, doctorate at the Technical University of Darmstadt

**Dr Hanno  
Schmidt-Gothan**



- operating manager of medium-sized companies undergoing change processes since 2005
- previous career at McKinsey & Company in Dusseldorf and Atlanta as well as at Accenture
- MBA Sloan School (MIT), MS Chemical Engineering (MIT), BS Chemistry (U. of GA)

## Overview PERUSA

### **Independent**

Perusa is a group of personally, professionally, and financially independent entrepreneurs. The Funds we advise are not listed on any stock exchange and can act independently without worrying about quarterly reports and analysts.

### **Financially strong**

The Funds advised by Perusa has access to over € 350 million of equity capital, which can be increased anytime and at short notice through co-investments from the Funds limited partners.

### **Pragmatic**

We are located in the center of Munich and work in a pragmatic and expedient manner with no committees in either London or New York. Contact with portfolio companies is therefore often much more personable and intensive than with foreign based competitors.

### **Reliable**

With a term of up to 14 years, the Funds we advise rank among the longest-term investors in the market. As entrepreneurs, we also always invest our own capital and as such, are actively involved in our projects.

## Investment Focus

Most business regularly go through phases of change. This is when the Funds advised by Perusa are the right partners. With our long standing experience and significant capital, we are able to find suitable solutions.

### **Expansion**

You want to grow your business and need fresh capital and management know-how? We can support the earnings potential of expanding businesses. Please contact us.

### **Crisis or Turnaround**

Are you coping with difficult times and poor earnings? Are you in the middle of a crisis, up to and including pending insolvency? We can help you obtain the necessary institutional funding for a work out.

### **External Growth through Acquisition**

You want to grow your business by actively acquiring another company? We can help you complete such a project.

### **Succession Planning**

Is succession going to be an issue in your company? We can provide both money and management support in order to achieve a successful transition.

### **Opening up new Markets**

Do you want to open up new markets here or in other EU countries? We are happy to assist with capital and expertise.

### **Spin-offs**

Do you want to spin off a business division from a larger organization and possibly become an independent entrepreneur in the process? The Funds advised by us can provide you with fresh capital and additional management.

## Which Companies fit the Funds?

### Situation at Time of Acquisition

The Funds advised by us acquire individual business divisions or group companies as well as companies without management.

### Revenue Range

Our target companies generate revenues between approx. € 30 million and € 1 billion.

### Target Types

Business units or corporate spin-offs, especially "bundles" of heterogeneous businesses.

### Geographic Focus

The fund we advise invests in companies with existing product and market history, and which have their headquarters in the European Union.

### Products and Services

Companies with a product or service offering of their own.

### Sector Focus

We are open to any sector with very few exceptions such as biotechnology or basic construction industry.

## Investments

### What we do

- We do invest even in small companies with approx. € 30 million in revenues
- We will invest in situations of poor earnings or underperformance
- We will invest in situations of crisis or turnaround – up to and including pending insolvency
- We will buy companies that have no management

### What we do not do

- We will normally not make any minority investments
- We do not invest in **start-ups**
- We are in no rush to sell our investments because our Funds have terms of 14 years, the longest of any private capital in the market
- We are tacit and will never talk about our potential investments
- We do not reject an investment if management refuses to buy into the deal

## Current portfolio of Perusa Partners Fund 1, LP (1/4)



### **KAMMANN MASCHINENBAU GmbH / Bad Oeynhausen (Germany)**

KAMMANN MASCHINENBAU GmbH is a leading manufacturer of high performance direct printing machines for glass containers, plastic hollowware, and for web material. KAMMANN operates world wide, and its reputation is based on more than 50 years of successfully serving the packaging industry with innovative machines 'Made in Germany'.



### **trovicor GmbH / Munich (Germany)**

Munich based trovicor group offers turnkey solutions enabling law enforcement agencies and governmental organizations to conduct Lawful Interception of any kind of communication network. The business holds a leading position in the world market and serves exclusively governmental clients.

## Current portfolio of Perusa Partners Fund 1, LP (2/4)



### **Buderus Feinguss GmbH / Moers & Hirzenhain (Germany) and BFG CZ s.r.o. / Libavske Udoli (Czech Republic)**

Buderus Feinguss GmbH (BFG) produces complex premium precision cast parts, made of various alloys with innovative design. They are mainly used for the automotive industry, aerospace engineering, machine building and appliances in the field of renewable energy.



### **gb Implantat-Technologie GmbH / Essen (Germany)**

gb Implantat-Technologie GmbH (gbIT) produces medical cast parts, especially implants for hips, knees and shoulders. They are made of special alloys and can remain in the human body for 20 years and more without failure.

## Current portfolio of Perusa Partners Fund 1, LP (3/4)



### **Karlie Heimtierbedarf GmbH / Bad Wuennenberg-Haaren (Germany)**

Karlie Heimtierbedarf GmbH is a leading European producer and wholesale dealer of non-food pet articles.



### **KLS Alben + Rahmen GmbH / Kaarst (Germany)**

KLS Alben + Rahmen GmbH designs and distributes trendy decoration and leisure articles to leading German retail chains. Founded in 1979, KLS today offers a wide product range of picture frames, photo albums, canvases and other decoration articles at attractive prices.



### **Flamingo N.V. / Herentals (Belgium)**

Flamingo Group was founded in Belgium in 1972 and has developed into a leading international company in the domestic pet sector. The company has strong sales in Belgium, Netherlands, France and Germany and maintains contacts with wholesalers and retail chains in more than 50 countries.

## Current portfolio of Perusa Partners Fund 1, LP (4/4)



### **GRV LUTHE Kampfmittelbeseitigung GmbH / Ludwigsfelde (Germany)**

GRV Luthe Kampfmittelbeseitigung GmbH, Ludwigsfelde, specializes in the search, clearance and disposal of conventional explosive ordnance. The company also designs, constructs, operates, and sells equipment for the environmentally safe destruction and disposal of ammunition.



### **Dynasafe International AB / Karlskoga (Sweden)**

The Swedish company Dynasafe International AB offers a comprehensive range of explosion containment and munitions destruction equipment as well as off gas treatment systems to customers all over the world. Over the last years, Dynasafe has become a global technology leader in the sector.



### **BACTEC International Limited / Rochester (UK)**

BACTEC is a global Explosive Ordnance Disposal and Mine Action company. The company has operated in over 48 countries deploying state of the art custom-made technology for the survey, investigation, clearance and disposal of modern and historical munitions both on land and under water.