

# AURELIUS GROWTH CAPITAL

Corporate Presentation



### AURELIUS GROUP

AURELIUS Group is a pan-European asset manager with offices in Munich, London, Stockholm, and Madrid. Over the last ten years, AURELIUS has grown from a local turnaround investor to an international multi-asset manager investing in a wide range of sectors and across the capital structure.

**AURELIUS Equity Opportunities** is the listed investment arm with a focus on turnaround and special situations as well as mid-market transactions.

The non-profit **AURELIUS Refugee Initiative e.V.** is an extensive program that provides aid for refugees and helps them pursue a path to a better life.

### AURELIUS Growth Capital

- **AURELIUS Growth Capital** is a holding company with a long-term investment strategy that invests in medium-sized companies with good market positioning.
- As part of the AURELIUS group, AURELIUS Growth Capital focuses on **small and medium-sized succession solutions** as well as on the **transfer of business assets** of larger medium-sized companies and groups (spin-offs).
- In addition to capital for investment and growth, we support the management of the companies acquired **through extensive entrepreneurial experience** and help to implement growth initiatives and realise operational potential.
- AURELIUS Growth Capital is funded by entrepreneurial families in Germany, Austria and Switzerland. Contrasting with classic financial investors, AURELIUS Growth Capital's investment strategy is **sustainable and long-term**, and is not bound by the life of an investment fund.

# AURELIUS Growth Capital

Buy-out		Opportunity	
Revenue	EUR 5-50m	Revenue	EUR 10-35m
EBITDA Margin	>10%	EBITDA Margin	Temporarily negative
Enterprise Value	EUR 5-50m	Enterprise Value	EUR 0-20m
Equity Value (Sweet Spot)	EUR 10m	Equity Value (Sweet Spot)	EUR 5m
Geography	Germany, Austria, Switzerland	Geography	Pan-European

- Medium-sized succession solutions
- Organic Growth + "Buy & Build" + Growth financing
- Group Spin-Offs & Carve-Outs
- Increase in revenue and earnings through strategic and operational support

## Investment Cases

### Succession plan

- Securing the family's succession through owner's buy-out ("OBO") or taking over a company with existing management (management buy-outs / "MBO") or new management (management buy-in / "MBI").
- Through our extensive network we have access to a large number of experienced managers who can provide additional support to the existing management if necessary.



### SPIN-OFF / CARVE-OUT

- Acquisition of subsidiaries, business units of larger medium-sized companies or conglomerates. These spin-offs allow the management to fully develop and discover the potential of each company independently and free of internal group restrictions.
- Aurelius Growth Capital has extensive experience in the field of acquiring subsidiaries of well-known companies and for the transformation of these units into independent medium-sized companies (e.g. by setting up a stand-alone corporate structure while maintaining long-term delivery and service relationships with the former parent company).

### Growth Financing

- Deployment of different financing options as a means to achieve growth targets, all whilst maintaining independence from external investors (e.g. via equity injections).





### Growth Support

- **Organic Growth:** management support in market potential analyses as well as the development and implementation of strategies for market entry.
- **Internationalisation:** support for the internationalisation of the business, as well as market entry at the local level.
- **Acquisitions/add-ons:** add-on acquisitions form an integral part of the growth strategy and are increasingly important for the horizontal and/or vertical expansion of the business model. As a strong financial partner we help enable an expedited consolidation of the local market through our initiatives.

### SPARRING PARTNER FOR OPERATIONS

- Within the AURELIUS Group we have conducted a large number of transactions and developed portfolio companies in various industries, thus having direct access to **operational experts** in the fields of IT, organisation, finance, sales, HR, procurement and strategy.
- In the preparation and implementation of projects within the company we see ourselves not only as an investor, but also as entrepreneurially experienced, competent and as an independent **sparring partner** that comprehensively supports the management.



## RECENT TRANSACTIONS

July 2016  
AURELIUS Group  
acquired

**Strålfors**  
Poland and the UK

from


**postnord**

Revenue: circa € 33 Mio.  
EBITDA Margin: positive

### STRALFORS

Provider of communications  
solutions for e-commerce  
customers and B2C companies

August 2016  
AURELIUS Growth Capital  
acquired

  
Airplane-Equipment & Services

from

Managing Director/Founder

Revenue: circa. € 13 Mio.  
EBITDA Margin: positive

### Airplane-Equipment & Services

Service provider for airplane  
manufacturers, airline interior  
decorators and major airlines

## Benefits to Seller and Management

### FLEXIBILITY, EXPERTISE AND ENGAGEMENT

#### ENTREPRENEURS

To entrepreneurs who wish to sell either a part or the entirety of their holdings in a company, we offer **flexible and individually structured solutions** and participation models in order to maintain the value of the company and offer support to enable growth over many years.

#### MANAGEMENT

In the context of a **management buy-out** or **management buy-in** we offer the existing management the opportunity to actively participate in the future success of the business. Thus, we benefit from the management's **many years of experience** and expertise in return for our networking prowess and our financial strength.

#### THE BUSINESS

We offer our extensive experience as a solution in **complex situations**. We support the seller in the individual spin-off steps, allowing the management to concentrate their efforts on the day-to-day business. Throughout the transaction process we offer a high level of **security, speed and professionalism**.

**AURELIUS Wachstumskapital SE & Co. KG**



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