

AURELIUS GROWTH CAPITAL

Corporate Presentation



Profil (I)

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 („evergreen model“) that invests in medium-sized companies of all industries 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 Ticket (Sweet Spot)	EUR 5-15m	Equity Ticket (Sweet Spot)	up to 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 / Buy & Build Strategies

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



Corporate Teamwork



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



Poland and the UK

from




Revenue: circa € 33 Mio.
EBITDA Margin: positive

STRALFORS

is a 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

is a service provider for airplane manufacturers, airline interior decorators and major airlines.

December 2017
AURELIUS Growth Capital acquired



FRESH RESTAURANT & LIFESTYLE BAR

from



Revenue: circa. € 10 Mio.
EBITDA Margin: >10%

BOLERO

Restaurant chain operator focused on Mexican and Mediterranean cuisine as well as cocktails.

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**.

Contact



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