



TOP target search profiles September 2020

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### > 35m€: Mature medium-sized companies (new)

<b>Investor profile:</b>	Financial investor Europe
<b>Transaction type:</b>	Majority acquisitions: Special situations, carve-outs, turnaround, growth and profitable cases
<b>Investment size:</b>	€20m- €75m equity
<b>Revenues:</b>	€35m- €500m
<b>Country focus:</b>	Europe
<b>Investment Focus:</b>	Mature medium-sized companies Corporate subsidiaries and business units EBIT>Returns: negative up to high double-digit positive
<b>Customer industries:</b>	All industries

## FaMAS continues to search for ...

### ...Investors with strong sector focus...

#### > 5m€: Spice and flavor extracts

<b>Investor profile:</b>	Strategic investor
<b>Transaction type:</b>	Majority of shares in profitable cases
<b>Investment size:</b>	€5m- €60m equity
<b>Revenues:</b>	€5m- €200m
<b>Country focus:</b>	DACH; Europe
<b>Product portfolio:</b>	Development of natural spice and herb flavor extracts, natural colors, natural antioxidants and advanced hop products for the manufactured food, beverage, nutritional and pharmaceutical markets
<b>Customer industries:</b>	Food

#### > 15m€: LOW EBITDA cases in automotive sector

<b>Investor profile:</b>	Strategic investor Asia
<b>Transaction type:</b>	Majority of shares in LOW EBITDA cases, turnaround /insolvency cases
<b>Investment size:</b>	€2m- €10m equity
<b>Revenues:</b>	€15m- €100m
<b>Country focus:</b>	DACH; Europe
<b>Product portfolio:</b>	Oil/gas; petrochemical, rubber/plastic, metal
<b>Customer industries:</b>	Automotive



### > 5m€: Electronics products manufacturer

<b>Investor profile:</b>	Strategic investor Asia
<b>Transaction type:</b>	Majority of shares in profitable, turnaround and growth companies
<b>Investment size:</b>	€1m- €10m
<b>Revenues:</b>	€5m- €30m
<b>Country focus:</b>	DACH; Europe
<b>Product portfolio:</b>	Electronic products. Own products are a must have
<b>Customer industries:</b>	Railway, automotive, aerospace, mechanical, power industry

### > 5m€: Laboratory Consumables

<b>Investor profile:</b>	Strategic investor Asia
<b>Transaction type:</b>	Majority of shares in profitable, turnaround and growth companies
<b>Investment size:</b>	€1m- €7m
<b>Revenues:</b>	€5m- €30m
<b>Country focus:</b>	Europe, USA
<b>Product portfolio:</b>	Lab glass or instruments (liquid handling, lab glassware, lab plasticware, lab instruments), lab disposals, plastic lab equipment
<b>Customer industries:</b>	Laboratories

### > 5m€: Testing equipment producer and software testing services

<b>Investor profile:</b>	Strategic investor Asia
<b>Transaction type:</b>	Majority of shares in profitable, turnaround and growth companies
<b>Investment size:</b>	€10m- €100m
<b>Revenues:</b>	€5m- €100m
<b>Country focus:</b>	Europe
<b>Product portfolio:</b>	Manufacturing
<b>Customer industries:</b>	Producer of testing products as well as service provider for software testing technology

### > 5m€: Metal fittings and fasteners manufacturer

<b>Investor profile:</b>	Strategic investor Europe
<b>Transaction type:</b>	Majority of shares in profitable companies
<b>Investment size:</b>	€10m- €100m
<b>Revenues:</b>	€5m- €100m
<b>Country focus:</b>	Europe
<b>Product portfolio:</b>	Manufacturing
<b>Customer industries:</b>	Producer of screws and fastening technology

### 1-100m€: Semiconductor producer

<b>Investor profile:</b>	Strategic investor Asia
<b>Transaction type:</b>	Majority of shares in profitable, turnaround, growth companies
<b>Investment size:</b>	€20m- €100m
<b>Revenues:</b>	€1m- €100m, bigger is better
<b>Country focus:</b>	Europe
<b>Product portfolio:</b>	Manufacturing, Engineering and Distribution
<b>Customer industries:</b>	Semiconductor and electronics industry



### > 5m€: DIY-Store Products Wholesale trader

<b>Investor profile:</b>	Strategic investor Europe
<b>Transaction type:</b>	Majority/ profitable, turnaround, growth
<b>Investment size:</b>	€2m- €20m
<b>Revenues:</b>	€5m- €150m
<b>Country focus:</b>	Germany/Austria/ Switzerland
<b>Product portfolio:</b>	Trading Electronics; Energy; Glass; Metal; Paper; Petrochemical; Stone; Wood
<b>Customer industries:</b>	Wholesale trading with construction, home and garden related items, including other industries but not automotive

### > 20m€: Plastic injection moulding – only automotive sector

<b>Investor profile:</b>	Strategic investor Europe
<b>Transaction type:</b>	Majority/ profitable, turnaround, growth
<b>Investment size:</b>	€5m- €50m
<b>Revenues:</b>	€20m- €150m
<b>Country focus:</b>	Europe
<b>Product portfolio:</b>	Manufacturing
<b>Customer industries:</b>	Only injection moulding companies in automotive sector with OEM customers

### > 5m€: Rubber parts or railway products

<b>Investor profile:</b>	Strategic investor Asia
<b>Transaction type:</b>	Majority/ profitable, turnaround, growth
<b>Investment size:</b>	€1m- €10m
<b>Revenues:</b>	€5m- €50m
<b>Country focus:</b>	Germany/ Austria/Switzerland
<b>Product portfolio:</b>	Manufacturing
<b>Customer industries:</b>	Preferably automotive, railway sector, other will also be considered

### > 10m€: Automatization / Engineering company

<b>Investor profile:</b>	Strategic investor Eastern Europe
<b>Transaction type:</b>	Majority/ profitable, growth, distressed, turnaround companies
<b>Investment size:</b>	€1m- €3m
<b>Revenues:</b>	€10m- €30m
<b>Country focus:</b>	Germany
<b>Product portfolio:</b>	Automatization for industrial processes, feeding systems, especially in connection with forging, turning, metal casting
<b>Customer industries:</b>	Automotive

### ...Investors without sector focus...

#### > 10m€: Opportunistic targets with stable profitability

<b>Investor profile:</b>	Financial investor DACH
<b>Transaction type:</b>	Convincing business model with stable profitability Good profitability in long-term, can be temporarily distressed
<b>Investment size:</b>	€10m- €30m for minorities, incl. MBO, shareholder consolidation
<b>Revenues:</b>	€10m- €300m
<b>Country focus:</b>	DACH; Head office must be in Germany
<b>Product portfolio:</b>	any
<b>Customer industries:</b>	any



### > 10m€: Profitable companies with a large market potential in India

<b>Investor profile:</b>	Strategic investor India
<b>Transaction type:</b>	Minority/profitable
<b>Investment size:</b>	€1m- €7m
<b>Revenues:</b>	€10m- €50m
<b>Country focus:</b>	Germany /Austria / Switzerland
<b>Product portfolio:</b>	German profitable (>15% EBITDA) companies with large market potential for India. e.g. Automation, controllers, electronics, electric cars, battery management. Preferably minority investments, but majority also possible.
<b>Customer industries:</b>	Doesn't matter

### > 35m€: DACH transactions with transaction value at least 10m€

<b>Investor profile:</b>	Family Office with base in DACH
<b>Transaction type:</b>	Majority/growth; profitable; special situations; turnaround
<b>Investment size:</b>	€5m- €30m
<b>Revenues:</b>	€35m- €150m
<b>Country focus:</b>	Germany /Austria /Switzerland
<b>Product portfolio:</b>	DACH transactions with revenue of EUR 30-150 Mio and transaction value of EUR 5-50 Mio
<b>Customer industries:</b>	Doesn't matter

### > 5m€: Succession / Management-Buy-In opportunities

<b>Investor profile:</b>	MBI candidate
<b>Transaction type:</b>	Succession sale
<b>Investment size:</b>	€1m- €10m
<b>Revenues:</b>	€5m- €50m
<b>Country focus:</b>	Germany
<b>Product portfolio:</b>	Low Equity deals
<b>Customer industries:</b>	Opportunistic

### > 5m€: Small-cap Growth opportunities

<b>Investor profile:</b>	Private investor
<b>Transaction type:</b>	Majority/ profitable, turnaround, growth
<b>Investment size:</b>	€1m- €2m
<b>Revenues:</b>	€5m- €30m
<b>Country focus:</b>	Germany/Austria/ Switzerland
<b>Product portfolio:</b>	Companies associated with future growth opportunities in the Internet or Artificial Intelligence
<b>Customer industries:</b>	Doesn't matter

### > 10m€: Opportunistic profitable companies

<b>Investor profile:</b>	Company
<b>Transaction type:</b>	Majority/ profitable, growth
<b>Investment size:</b>	€1m- €5m
<b>Revenues:</b>	€10m- €50m
<b>Country focus:</b>	Germany
<b>Product portfolio:</b>	e.g. Precision machined components, precision gears and splined shafts, Aluminium and Zinc Die-Castings
<b>Customer industries:</b>	Aerospace; Automotive; Chemical; Electronics; Mechanical Engineering



### > 5m€: Succession / Management-Buy-In opportunities

<b>Investor profile:</b>	Financial investor
<b>Transaction type:</b>	Distressed, turnaround companies
<b>Investment size:</b>	€1m- €10m
<b>Revenues:</b>	€5m- €50m
<b>Country focus:</b>	Germany
<b>Product portfolio:</b>	Low Equity deals
<b>Customer industries:</b>	Opportunistic

### > 20m€: Any business with internationalization potential to China

<b>Investor profile:</b>	Private Equity Fund
<b>Transaction type:</b>	Majority, profitable, preferably growing companies no turnarounds
<b>Investment size:</b>	€20m - €60m
<b>Revenues:</b>	€20m - €100m
<b>Country focus:</b>	Germany
<b>Product portfolio:</b>	Companies which have production or market potential in China
<b>Customer industries:</b>	Opportunistic

### ...Financial/Minority Investors...

#### 20-50m€: Minority equity financing for profitable /growing companies

<b>Investor profile:</b>	Multi-Family Office
<b>Transaction type:</b>	Minority, profitable companies
<b>Investment size:</b>	€20m - €40m
<b>Revenues:</b>	€25m - €100m
<b>Country focus:</b>	Germany, Continental Western EU Countries
<b>Product portfolio:</b>	Opportunistic
<b>Customer industries:</b>	Opportunistic

#### 5-100m€: Private debt/mezzanine opportunities

<b>Target search name:</b>	<b>Private debt opportunities</b>
<b>Investor profile:</b>	Private Debt Fund
<b>Transaction type:</b>	Majority/ Profitable, Growth, Distressed, Turnaround
<b>Investment size:</b>	€5m- €40m
<b>Revenues:</b>	€5m- €100m
<b>Country focus:</b>	Germany/Austria/Switzerland
<b>Product portfolio:</b>	Doesn't matter
<b>Customer industries:</b>	All industries