



TOP target search profiles October 2022

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TOP target search profiles October 2022:

> 3m €: MBI projects automation and digitization (new)

Investor profile:	Swiss investor
Transaction type:	Majority investments
Investment size:	€1m- €10m
Revenues:	€3m- €30m
Country focus:	DACH
Investment Focus:	Automation and Digitization industry Telecom Technology Strategy, Managed Services, Network Sharing and Infrastructure.
Customer industries:	Preference in Telecom, mechanical engineering but also other industries

> 15m-200m €: GIL Investments UK

Investor profile:	UK investor of 3 shareholders with a group revenue of 500m €
Transaction type:	Majority investments
Investment size:	€1m- €15m
Revenues:	€15m- €200m
Country focus:	Germany but also Europe
Investment Focus:	Distressed and profitable companies, carve-outs, low-equity cases
Customer industries:	Preference in manufacturing, B2B businesses, otherwise any industry

FaMAS continues to search for ...

...our clients with strong sector focus...

> 20m€: HVAC Operations, Maintenance and Repair Services

Investor profile:	International strategic investor
Transaction type:	Majority investments up to 100 % only profitable
Investment size:	€20m- €500m
Revenues:	€20m- €500m
Country focus:	Europe
Investment Focus:	HVAC Equipment, Repair and preventive maintenance, HVAC predictive and diagnostic service, Monitoring
Customer industries:	All industries



> 15m€: Industry 4.0 companies

Investor profile:	Financial Investor DACH /Singapore
Transaction type:	Majority investments up to 75 % only profitable
Investment size:	€1m- €50m
Revenues:	€15m- €100m
Country focus:	Worldwide
Investment Focus:	Industry 4.0, engineering companies, semiconductors; electric generators
Customer industries:	Preference with synergies to the Asian market (production or clients)

> 5m-50m €: IT service provider

Investor profile:	DACH Investor
Transaction type:	Majority investments
Investment size:	€5m- €50m
Revenues:	€5m- €50m
Country focus:	DACH
Investment Focus:	IT Services for e.g., infrastructure, network, cloud services
Customer industries:	All industries

> 5m €: EMS service provider

Investor profile:	Strategic investor Europe
Transaction type:	Majority investments
Investment size:	€1m- €15m
Revenues:	€5m- €20m
Country focus:	Focus is on DACH
Investment Focus:	Distressed and profitable EMS companies
Customer industries:	All industries

> 10m €: Bulk logistic provider

Investor profile:	Strategic Investor international
Transaction type:	Majority in profitable companies
Investment size:	€5m- €100m
Revenues:	€10- €100m
Country focus:	Europe
Investment Focus:	Rail logistics only Cargo, Dry Bulk and International Bulk logistics, Vessel operators, Rail operators, also personnel agencies for rail operators. Forwarding companies, shipping companies (25-1000 headcounts). Agricultural trading (grains, oil, seeds), silos, rail silos, combustion products (waste, abrasive sector), fuel Management, oil trading, biomass industrial, NO: pellets, wood chips
Customer industries:	All industries



> 20m €: Profitable producing companies & also hinge producers

Investor profile:	Strategic Investor Eastern Europe
Transaction type:	Majority
Investment size:	€1m- €40m
Revenues:	€20m- €100m, for hinge producer > €5m
Country focus:	DACH
Investment Focus:	Profitable
Customer industries:	All industries

> 10m €: Internet service providers

Investor profile:	Strategic investor Europe
Transaction type:	Majority investments / Profitability doesn't matter
Investment size:	€2m- €50m
Revenues:	€1m- €50m
Country focus:	Focus is on DACH, but Europe could also be of interest
Investment Focus:	The company seeks for internet service providers, domain managers, registry and webhosting companies
Customer industries:	All industries

> 10m €: Aluminium forging companies

Investor profile:	Strategic investor Europe
Transaction type:	Minority and Majority investments / Profitability doesn't matter
Investment size:	€10m- €20m
Revenues:	€10m- €25m or 50-250 employees
Country focus:	Europe
Investment Focus:	Cold and warm forging, metal casting, turning
Customer industries:	Preferred automotive supplier

> 2m -100m €: Gravel pit and demolition companies

Investor profile:	Industrial investor Europe
Transaction type:	Majority investment in profitable or distressed companies
Investment size:	€5m- €50m
Revenues:	€2m- €100m
Country focus:	DACH
Investment Focus:	Gravel pits or demolition companies, concrete, prefab parts, drywall construction parts, including gravel sites, ready-mix concrete, rubble
Customer industries:	Construction sector



> 10m €: Health-care devices and sensor technologies

Investor profile:	Strategic investor Europe
Transaction type:	Majority investment in profitable or distressed companies
Investment size:	€1m- €20m in Equity
Revenues:	€10m- €100m
Country focus:	DACH
Investment Focus:	Health Care (digital health, med-tech, health care devices), and electronic manufacturer (sensors, automation)
Customer industries:	Health care sector

> 5m €: Stamping, forging and metal processing

Investor profile:	Strategic Investor Europe
Transaction type:	Majority investment in distressed and profitable cases
Investment size:	€2m- €10m in equity
Revenues:	€5m- €30m, ideally €5m-10m
Country focus:	Poland, Baltics other LCC in CEE but also D,A,CH with relocation potential
Investment Focus:	Any stamping, forging, company metal processing, preferably in Eastern Europe but also DACH region, preferably with own products.
Customer industries:	All industries except automotive

> 5m €: Electronics products manufacturer

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

> 5m-100m €: Testing equipment producer and software testing services

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

> 5m-100m €: Metal fittings and fasteners manufacturer

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



>1-100m €: Semiconductor producer

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

> 5m-150m €: DIY-Store Products Wholesale trader

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

> 5m€: Rubber parts or railway products

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

> 10m€: Automatization / Engineering company

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

...Our Financial investors without specific sector focus...

> 20m€: Profitable manufacturing companies

Investor profile:	Financial Investor DACH
Transaction type:	Majority investments
Investment size:	€10m- €60m
Revenues:	€20m- €200m
Country focus:	DACH
Investment Focus:	Profitable companies with EBITDA margin >10 %
Customer industries:	Preference in manufacturing



>20m€: Distressed & insolvency cases in the production sector

Investor profile:	Financial investor Europe
Transaction type:	Majority investments
Investment size:	€2m- €50m
Revenues:	€20m- €50m
Country focus:	Focus is on Europe
Investment Focus:	Distressed cases in the production sector that include real estate.
Customer industries:	All industries

> 3m€: MBI/MBO projects

Investor profile:	Private investor Europe
Transaction type:	Majority, minority
Investment size:	€1m- €5m
Revenues:	€3m- €15m
Country focus:	DACH
Investment Focus:	Profitable MBI/MBO projects
Customer industries:	All industries

> 10m€: Distressed & turnaround cases, carve & outs

Investor profile:	Financial investor UK
Transaction type:	Majority investments / Profitability doesn't matter
Investment size:	€3m- €15m
Revenues:	€10m- €100m
Country focus:	Focus is on Europe
Investment Focus:	Distressed, Turnaround Cases, Carve-Outs
Customer industries:	All industries

> 5m€: DACH Transaction with stable business model

Investor profile:	Financial investor DACH
Transaction type:	Majority and minority investments in profitable company
Investment size:	€10m- €50m
Revenues:	€5m- €50m
Country focus:	DACH
Investment Focus:	Stable, profitable companies; succession sales, no high-tech or complicated business models
Customer industries:	All industries

> 10m€: Growth Financing, succession sales, MBI/MBO projects

Investor profile:	Financial investor Europe
Transaction type:	Majority, minority and equity financing projects. Only profitable companies
Investment size:	€5m- €30m in Equity
Revenues:	€10m- €150m
Country focus:	DACH
Investment Focus:	Profitable companies with good management team and market position seeking for equity solutions. No restructuring cases.
Customer industries:	All industries



> 35m€: Mature medium-sized companies

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

> 10m€: Opportunistic targets with stable profitability

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

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

Investor profile:	Strategic investor India
Transaction type:	Minority/profitable
Investment size:	€1m- €7m
Revenues:	€10m- €50m
Country focus:	Germany /Austria / Switzerland
Product portfolio:	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.
Customer industries:	Doesn't matter

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

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



> 10m€: Opportunistic profitable companies

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

...Financial/Minority Investors...

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

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

5-100m€: Private debt/mezzanine opportunities

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