



## TOP target search profiles December 2023

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## TOP target search profiles December 2023:

### > 30m-150m €: Food, Beverage, Agribusiness (new)

<b>Investor profile:</b>		UK Investor
<b>Transaction type:</b>		Profitable
<b>Investment size:</b>		€20m- €60m (4m EBITDA)
<b>Revenues:</b>		€30m- €150m
<b>Country focus:</b>		EU
<b>Investment Focus:</b>		Primary production in the food business, such as mushroom farms, food farms, also food logistics, food processing and manufacturing
<b>Customer industries:</b>		BtoB

## FaMAS continues to search for ...

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

### > 3m-20m €: PC Hardware producers and distributors

<b>Investor profile:</b>	USA /Switzerland Investor
<b>Transaction type:</b>	Profitable
<b>Investment size:</b>	€1m- €20m
<b>Revenues:</b>	€3m- €15m
<b>Country focus:</b>	EU
<b>Investment Focus:</b>	Niche PC hardware producers and distributors for medical and industrial sector, also rugged tablets.
<b>Customer industries:</b>	BtoB

### > 10m-200m €: Automation Software developer

<b>Investor profile:</b>	DACH Investor
<b>Transaction type:</b>	Profitable
<b>Investment size:</b>	€2m- €50m
<b>Revenues:</b>	€2m- €50m
<b>Country focus:</b>	EU
<b>Investment Focus:</b>	Industrial automation software for e.g. the food, energy, life science, pharma, process industry and automotive sector. Also Start-Ups
<b>Customer industries:</b>	BtoB



### > 10m-200m €: Trading companies HVAC

<b>Investor profile:</b>	European Investor
<b>Transaction type:</b>	Profitable and non-profitable
<b>Investment size:</b>	€5m- €100m
<b>Revenues:</b>	€10m- €200m
<b>Country focus:</b>	Europe
<b>Investment Focus:</b>	Trading companies in the field of sanitary wholesale, heating, ventilation, cooling, PV systems, building materials wholesalers, tool wholesalers, glass fibre dealers or wholesalers of similar product groups
<b>Customer industries:</b>	BtoB

### > 5m-150m €: Geothermal, heat pump, hot water solutions

<b>Investor profile:</b>	European Investor
<b>Transaction type:</b>	Profitable companies
<b>Investment size:</b>	€5m- €100m
<b>Revenues:</b>	€5m- €150m
<b>Country focus:</b>	Europe
<b>Investment Focus:</b>	Geothermal solution and infrastructure, heat pumps, hot water solutions
<b>Customer industries:</b>	BtoB and BtoC

### > 50m-200m €: Austrian companies with loss carry forward

<b>Investor profile:</b>	European Investor
<b>Transaction type:</b>	Companies with loss carry forward
<b>Investment size:</b>	€5m- €50m
<b>Revenues:</b>	€50m- €200m
<b>Country focus:</b>	Austria
<b>Investment Focus:</b>	Industry agnostic
<b>Customer industries:</b>	Doesn't matter

### > 5-20m €: Assembly companies of metal or electronic parts

<b>Investor profile:</b>	DACH Investor
<b>Transaction type:</b>	Profitable, Distressed, Turnaround
<b>Investment size:</b>	€1m- €20m
<b>Revenues:</b>	€5m- €20m
<b>Country focus:</b>	Southern Europe e.g. Portugal, CEE Countries (e.g. Slovakia, Rumania), Turkey, Tunesia, Baltics.
<b>Investment Focus:</b>	Series assembly skills related with metal or electronic parts
<b>Customer industries:</b>	Industrial (no consumer products)



### > 5-500m €: Construction Chemicals producer and distributor

<b>Investor profile:</b>	DACH Investor
<b>Transaction type:</b>	ONLY Profitable
<b>Investment size:</b>	€3m- €100m
<b>Revenues:</b>	€5m- €500m
<b>Country focus:</b>	DACH
<b>Investment Focus:</b>	Construction chemistry such as epoxy resins, insulating materials, floor coatings
<b>Customer industries:</b>	Construction companies

### > 10-50m €: Companies with digitization potential

<b>Investor profile:</b>	DACH Investor
<b>Transaction type:</b>	Profitable
<b>Investment size:</b>	€5m- €20m
<b>Revenues:</b>	€10m- €50m
<b>Country focus:</b>	DACH
<b>Investment Focus:</b>	Companies that have potential to generate growth through digitization, such as logistics, chemical, injection moulding, engineering, and metal processing companies.
<b>Customer industries:</b>	BtoB

### > 5m -20m €: CNC, Welding, Forging companies in CEE countries

<b>Investor profile:</b>	Industrial investor Germany
<b>Transaction type:</b>	Majority investment in profitable or distressed companies
<b>Investment size:</b>	€5m- €20m
<b>Revenues:</b>	€5m- €20m
<b>Country focus:</b>	Eastern Europe
<b>Investment Focus:</b>	CNC, Welding, Forging, Metal processing, preferable sheet metal
<b>Customer industries:</b>	Agricultural sector, construction machines, industrial sector, automotive only less than 50 %

### > 5m-500m €: Dry mortar producers and retailers

<b>Investor profile:</b>	European Investor
<b>Transaction type:</b>	Majority investments
<b>Investment size:</b>	€3m- €100m
<b>Revenues:</b>	€5m- €500m
<b>Country focus:</b>	Germany, Austria, Denmark
<b>Investment Focus:</b>	Dry mortar production or retail, incl. the mineral aggregates
<b>Customer industries:</b>	Construction industry



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

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

### > 10m €: Metal processing companies

<b>Investor profile:</b>	International investor
<b>Transaction type:</b>	Majority investments, also turnaround investments
<b>Investment size:</b>	€1m- €10m
<b>Revenues:</b>	€10m- €30m
<b>Country focus:</b>	DACH
<b>Investment Focus:</b>	Metal processing, e.g., aluminum die-casting, welding, CNC processing
<b>Customer industries:</b>	All industries, also Automotive

### > 3m €: MBI projects automation and digitization

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

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

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



### > 15m€: Industry 4.0 companies

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

### > 5m-50m €: IT service provider

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

### > 5m €: EMS service provider

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

### > 10m €: Bulk logistic provider

<b>Investor profile:</b>	Strategic Investor international
<b>Transaction type:</b>	Majority in profitable companies
<b>Investment size:</b>	€5m- €100m
<b>Revenues:</b>	€10- €100m
<b>Country focus:</b>	Europe
<b>Investment Focus:</b>	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
<b>Customer industries:</b>	All industries



### > 10m €: Internet service providers

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

### > 10m €: Aluminium forging companies

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

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

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

### > 5m-100m €: 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-150m €: 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





### > 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

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

### > 7m-30m €: Companies that require restructuring

<b>Investor profile:</b>	Investor USA
<b>Transaction type:</b>	Minority, Majority investments, Debt purchases, Carve-outs
<b>Investment size:</b>	€1m- €10m
<b>Revenues:</b>	€7m- €30m
<b>Country focus:</b>	Europe
<b>Investment Focus:</b>	Companies that face some level of under-performance and require various degrees of restructuring; insolvencies
<b>Customer industries:</b>	Niche Industrial, Aerospace & Defense, Metals & Alloys, Chemicals

### > 15m-200m €: GIL Investments UK

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

### > 5m-50m €: Managed companies with internationalization potential

<b>Investor profile:</b>	Non-European Investor
<b>Transaction type:</b>	Profitable companies
<b>Investment size:</b>	€1m- €5m
<b>Revenues:</b>	€5m- €50m
<b>Country focus:</b>	DACH
<b>Investment Focus:</b>	Production, Food, Cooling technology with own management
<b>Customer industries:</b>	BtoB and BtoC



### > 10m-50m €: Carve-Outs

<b>Investor profile:</b>	Investor DACH
<b>Transaction type:</b>	Carve-outs
<b>Investment size:</b>	€1m- €5m
<b>Revenues:</b>	€10m- €50m
<b>Country focus:</b>	DACH
<b>Investment Focus:</b>	Industrial production companies with optimization potential, also distressed; mainly carve-outs from the metal, plastics, automotive and general industrials sectors; Turnaround, Distressed, Special Situations
<b>Customer industries:</b>	Aerospace & Defense; Consumer & Retail; Hospitality, Travel & Entertainment, Industrials & Manufacturing, Internet & Media; Technology & Software; Telecommunications

### > 20m€: Profitable manufacturing companies

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

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

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

### > 3m€: MBI/MBO projects

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



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

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

### > 5m€: DACH Transaction with stable business model

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

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

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

### > 35m€: Mature medium-sized companies

<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



### > 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

### > 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

### ...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