



TOP target search profiles June 2024

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TOP target search profiles June 2024:

> 25m-150m €: Producer of machined metal parts (new)

Investor profile:	DACH investor
Transaction type:	Profitable
Investment size:	€10m- €100m
Revenues:	€25m- €150m
Country focus:	Europe
Investment Focus:	Manufacturers of machined metal parts for light and commercial vehicles, agricultural and construction machinery, rail vehicles, industrial equipment, and related industries. Also advanced surface treatments and coatings, such as high-performance anti-corrosion and wear-resistant coatings
Customer Industries	Commercial vehicles, agriculture and construction, railway, industrial equipment

> 10m-50m €: Companies with internalization potential to CEE

Investor profile:	CEE based investor
Transaction type:	Profitable + Special situation +
Investment size:	€5m- €30m
Revenues:	€10m- €50m
Country focus:	DACH
Investment Focus:	Companies with high labour costs with outsourcing options to a low-cost CEE country. For example, companies with an element of technology-shortfall, e.g. but not limited to software, automatisisation, but also cosmetics, food, supply chain production/ horticulture/ hormone system clinics. Also open for companies with new methodologies and technologies, e.g. IT companies
Customer industries	Agnostic

> 30m-150m €: Food, Beverage, Agribusiness

Investor profile:	UK Investor
Transaction type:	Profitable
Investment size:	€20m- €60m (4m EBITDA)
Revenues:	€30m- €150m
Country focus:	DACH, Europe will be considered opportunistically
Investment Focus:	Spices, sauces, herbs, food processing, ingredients, dietary supplements, pet food and supplements, convenience food, among others
Customer industries	BtoB



FaMAS continues to search for ...

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

> 20m-150m €: Sweets producer

Investor profile:	European Investor
Transaction type:	Profitable
Investment size:	€5m- €100m
Revenues:	€20m- €500m
Country focus:	EU
Investment Focus:	Branded chocolate and other sweets products, including confectionery products, Chocolate, sweet packaged food industries. ice cream, gummies, sweet snacking, sugar related products. Fruit and nut bars – MIN 20 mio. Frozen bakery or sweets if it is not branded it needs to be bigger than 20 Mio. Gummy manufacturers in Europe that do white label and maybe not branded.
Customer industries:	Food, BtoB, BtoC

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

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

> 10m-200m €: Automation Software developer

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



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

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

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

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

> 10m €: Metal processing companies

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

> 3m €: MBI projects automation and digitization

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



> 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

> 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



> 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

> 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-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€: 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



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

> 20m-200m €: Companies with > 5m € EBITDA

Investor profile:	DACH investor
Transaction type:	Profitable
Investment size:	€35m- €100m (min € 5m EBITDA)
Revenues:	€20m- €200m
Country focus:	DACH
Investment Focus:	Investments in the DACH region, industry-agnostic (excluding automotive), with a focus on Medical, Healthcare, and IT. They seek platforms starting from € 5M EBITDA and currently support 17 companies seeking add-ons, e.g. in the asset light logistics, electronic and LED sector. The add-ons can be located all over Europe with a lower EBITDA
Customer industries:	Agnostic

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

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

> 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, add on for their portfolio company in injection moulding
Customer industries:	Preference in manufacturing, B2B businesses, otherwise any industry

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

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



> 10m-50m €: Carve-Outs

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

>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

> 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€: 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