



turnpoint[®]

*mergers & acquisitions
corporate finance*

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Founded in 1985

Currently offices in Belgium (Brussels), UK (London), France (Paris) and Germany (Frankfurt)

Current staffing:

4 managing partners; supported by partners and experienced financial analysts and research

II Hallmarks of Turnpoint Group



Independence in business and ownership, fully owned by managing partners

Turnpoint specialises in M&A-transactions and acquisition finance.

Focus on middle market transactions (Euro 5-100+m)

Within the Turnpoint group international multi-lingual project teams have a proven track record in executing cross border assignments

III Corporate Financial Services

Turnpoint's approach



Helping clients realise their corporate development ambitions by ensuring highest standards in financial and strategic advice

Turnpoint aims to build lasting relationships with its clients in order to create a climate of recognition and trust, based on an in-depth knowledge of the business of its clients

Focus on mergers and acquisitions, financings and financial reconstructions. Frequently involved in international transactions both in Europe as well as extending to the US

Advising clients on Merger & Acquisition transactions

Advising Sellers on sale processes; a. o. expertise and experience in controlled auction processes

Advising buyers on acquisition processes; from research to executions

Advising management on MBO/MBI-transactions

Corporate finance assignments, e.g. raising acquisition finance, financial restructuring, and (pre) insolvency include.

European listed companies

European privately held large and medium sized companies

Venture Capitalists/MBO/MBI resp. management

Private Equity Funds

Receivers / Insolvency managers

Over the years Turnpoint's client portfolio holds approximately 60% repeat orders (‘House Clients’)

While Turnpoint has been active in most industries it has a particularly strong presence in following sectors:

Automotive Supplier Industry

Chemical / Health Industry

Machining Industry

Packaging Industry

Transport and Logistics Industry, including e-commerce related activity

References are given on a no-names basis only, the following pages include a selection of transaction. The purpose is to demonstrate the different type of assignments in which Turnpoint is active

VII Brief selection of transactions



a. advising the seller

(selection of transactions as from June 2007)

a multinational hot-runner engineering group was sold to American buyers

a specialised building products engineer and manufacturer was sold to a competitor in an adjacent product area

a Dutch quoted company selling a major tank terminal in a controlled auction process to a Texan buyer

a German international group active in the construction, renewal and maintenance of railtracks to a big Dutch construction group

a German IT- services company to the management(MBO)

a German automotive supplier in a niche to an automotive supplier

a leading Belgian instore marketing company to a French stock market listed marketing group

VII Brief selection of transactions



b. advising the buyer

(selection of transactions as from June 2007)

_____ a UK quoted company acquired in separate transactions 4 staffing companies in the Netherlands

_____ Several companies in the field of storage and (maritime) transportation were objects of a cross border trade buy

_____ a listed German plastic window profile producer acquired the east European window profile activities of a subsidiary of a big German family-owned company

_____ a German based private equity company acquired a big automotive niche player in the interior sector

_____ a German based automotive supplier holding acquired a big automotive niche player in the interior sector

_____ a listed American big global playing automotive-seating supplier acquired 2 big German competitors

VII Brief selection of transactions



c. advising management

(selection of transactions as from June 2007)

Restructuring of the financial position of a company active in sale and hire of specialised capital good prior to selling

On behalf of the management-team of a Dutch executive management and consultancy group additional debt was raised to leverage the international financial structure

On behalf of the German management of a listed automotive supplier a acquisition strategy was developed

On behalf of a big listed American chemical company an overall market research in Europe was carried out to buy there new compounding companies

Dr. W. J. Ostwald, Managing Partner

Dr.-Ing. Chemical Engineer, Technical University Darmstadt
Business Economist, Westfalen Academy Essen
Prior to joining Turnpoint as Managing Partner in 2003 he was Partner of M&A International GmbH, Kronberg (Mergers & Acquisitions, Corporate Finance). He spent 12 years in leading positions in operating divisions and staff in the chemical and mineral oil department with Texaco / DEA. Before moving to M&A International GmbH he worked from 1989-1998 in the general management as General Manager with the automotive supplier Keiper Recaro Group, Kaiserslautern.



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