

An aerial photograph of Frankfurt am Main, Germany, showing a dense urban landscape. In the foreground, there are traditional European-style buildings with dark roofs and light-colored facades. In the background, a prominent skyline of modern skyscrapers rises against a cloudy sky. The Main River is visible on the left side of the image.

Novum Capital

The fast and reliable partner for
equity investments in medium-
sized companies

Frankfurt am Main, February 2023

Transaction volumes: 50 to 150 million euros;
larger transactions with co-investments from
investors in Novum's funds

EBITDA: From 5 million euros

Geographies: Focus on Germany, Austria, Switzerland;
add-on acquisitions for existing investments worldwide

Industries: Not limited to specific sectors

Novum-Capital-team: Currently 15 professionals

Assets under management: 300 million euros,
thereof

- ✓ 75 million euros Novum Fund I
(2017, fully realised)
- ✓ 150 million euros Novum Fund II
(2021, currently being invested)
- ✓ 75 million euros Media Fund
(2022, currently being invested)

**50 to 150
million euros
transaction
volumes**

We offer what company sellers are looking for

Flexibility

- Purchase of shares, assets, or loans; capital increases
- Control through majority or controlling minority shareholdings with partners and/or previous shareholders
- Longer-term perspective due to 10-year fund maturities
- Incentive schemes for management to participate in the company's success

Speed

- Entrepreneurially conducted, focused due diligence processes
- High quality network of consultants and experts
- Transactions often completed within 3 months of initial contact

Commitment

- Independent investment committee in Frankfurt am Main
- Reliable investment decisions
- Competitive purchase price offers

Transaction security

- Balanced sales contracts with reasonable guarantees and indemnities
- Long-standing business relationships with financing banks
- Depending on the situation, transactions can also be financed entirely with equity and thus concluded without external financing
- Experienced in the constructive involvement of works councils

Deals we love

- Attractive niches, strong market positions
- Succession arrangements, carve-outs, majorities, minorities
- Capital increases to finance growth
- EBITDA from 5 million euros
- Also possible: acquisitions of complex, opaque, unloved, or under-managed companies or corporate divisions





Here we are hesitant

- Venture capital, biotechnology, real estate
- High cyclicalities (e. g. machinery and plant construction)
- High customer concentration or individual contract risk
- No or low barriers to entry
- Business models without convincing customer benefits
- Loss-making companies

Examples of past deals



Motors.co.uk

Carve-out from eBay: UK's No. 2 online platform for used cars (6,000 car dealers, 400,000 listings)

Turnover: 60m euros (2022)

Industry: E-commerce



Gumtree.com

Carve-out from eBay: one of the leading classifieds sites in the UK

Turnover: 29m euros (2022)

Industry: E-commerce



MMC Studios

Growth strategy for Germany's largest film and TV studio operator, incl. several acquisitions

Turnover: 60m euros (2022)

Industry: Entertainment



Schluckwerder

Succession planning for the leading supplier of marzipan and nougat for the German food retail industry

Turnover: 106m euros (2021)

Industry: Confectionery



C.C. Umwelt

Reorganisation and multi-million investment in profitable realignment of MSW-slag recycler

Turnover: 82m euros (2021)

Industry: Slag reprocessing



Vulkatec Riebensahm

Succession planning involving a complex group of shareholders, followed by organic growth

Turnover: 25m euros (2019)

Industry: Roof greening



PsoriSol Hautklinik

Buy-and-build for ambulatory healthcare centres for Germany's largest acute-care dermatology clinic (part of German Hospital Plan)

Turnover: 13m euros (2019)

Industry: Healthcare

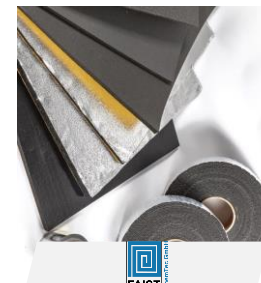


ES-Plastic

Restructuring of packaging manufacturer following carve-out from insolvent Swiss group

Turnover: 41m euros (2014)

Industry: Packaging



FAIST ChemTec

Carve-out of the anti-drumming division of an insolvent automotive supplier within 6 weeks

Turnover: 139m euros (2012)

Industry: Automotive

Other cars have nice seats, too

MOTORS.CO.UK (part of portfolio since 2021)

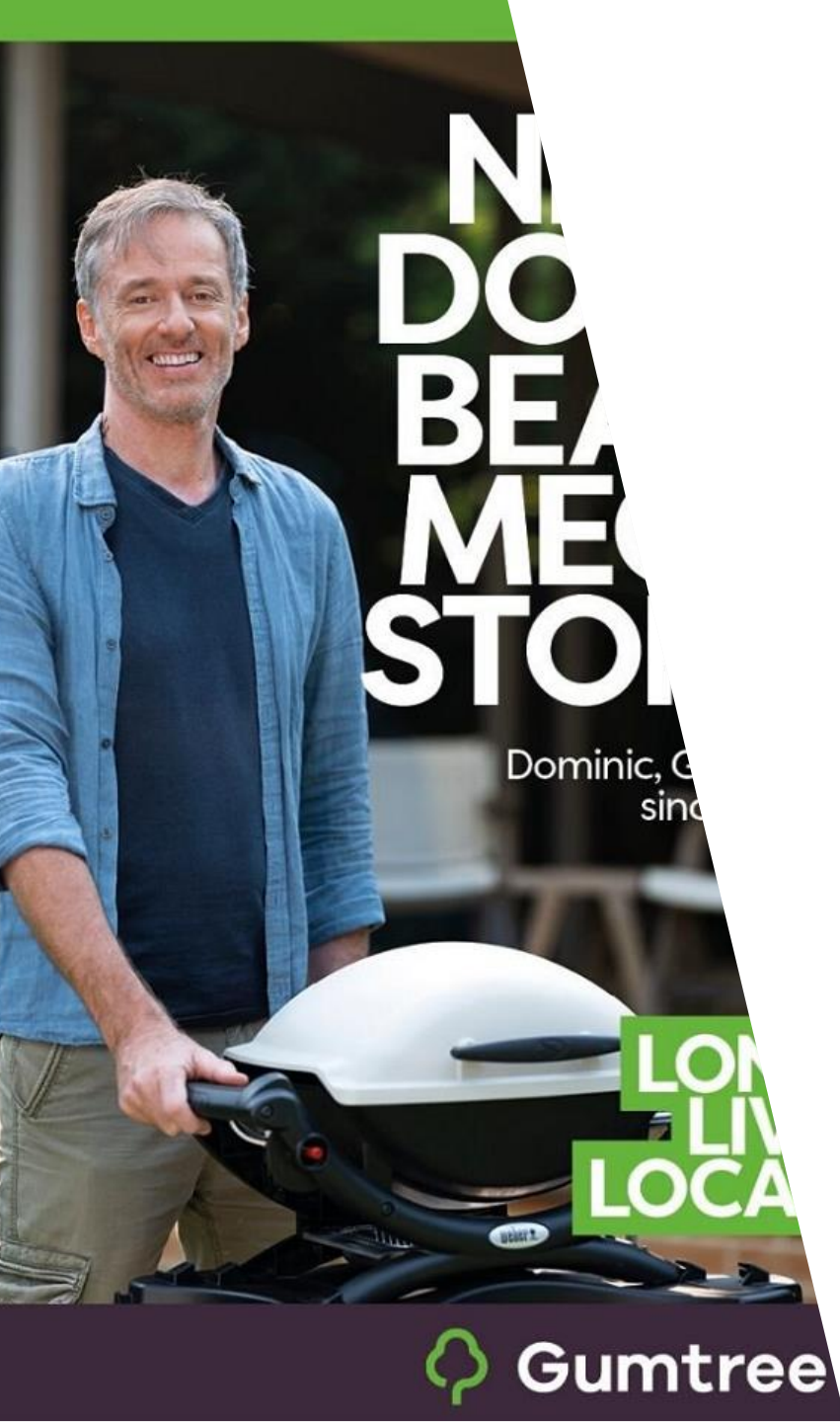
60 million euros in sales, 181 employees (2022)

The UK's No. 2 online platform for used cars, with 6,000 registered car dealers and almost 400,000 listings

Carve-out by publicly listed, international online marketplace specialist Adevinta

Adevinta made this sale to fulfil an agreement with the UK Competition and Markets Authority regarding its acquisition of the eBay Classifieds Group, which includes the German classifieds sites eBay Kleinanzeigen and mobile.de





Where millions of sellers can find equally as many buyers

GUMTREE.COM (part of portfolio since 2021)

29 million euros in sales, 110 employees (2022)

Gumtree is one of the leading classifieds sites in the UK. It brings together millions of buyers and sellers, and facilitates thousands of successful transactions every day.

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Where Oscar winners go to make great films

MMC STUDIOS COLOGNE (invested since 2019)

60 million euros in sales, 184 employees (2022)

One of the top 3 European film and TV studio operators (“Coloneum” in Cologne-Ossendorf)

Acquired from a private equity fund at an auction run by PwC in a swift manner under the terms set out in the initial letter of intent

Merger with outside broadcasting and eSports specialist Crosscast; high growth investments



Because sweet delights are always tasty

SCHLUCKWERDER, ERASMI, AND CARSTENS (2018-2021)

106 million euros in sales, 551 employees (2021)

Leading manufacturer of marzipan, nougat, and chocolate specialties for the German retail industry

Succession plan for the family-owned business, which also includes traditional Lübeck marzipan manufacturers Erasmi and Carstens

New management team (CEO, COO, and CFO) concurrently with the closing of the transaction

Sold to Ireland-based Valeo Foods (1.2 billion euros annual turnover, 4,500 employees) in January 2021



Where waste slag is suddenly worth its weight in gold

C.C. UMWELT (invested from 2017 to 2021)

82 million euros in sales, 121 employees (2021)

Leading full-service provider for the disposal and recycling of incinerator bottom ash and flue gas cleaning mass (filter dust)

Successful turnaround after takeover of the non-transparent and financially constrained group from 6 non-profit and family foundations set up by the company's founder

Sold to Blue Phoenix Group in February 2021, which, with this acquisition, will become a leading pan-European player in IBA processing



Because protecting the environment is a lasting trend

VULKATEC RIEBENSAHM (invested from 2015 to 2020)

25 million euros in sales, 80 employees (2019)

Leading manufacturer of volcanic planting substrates for roof greening and tree rehabilitation

Succession planning for a family business with complex shareholder structure

Profitable 50 percent growth in revenues and workforce during the investment period; sold to Bauder in March 2020, Germany's leading manufacturer of flat roof systems (732 million euros in sales, 1,200 employees)



Where skin is successfully treated

PSORISOL HAUTKLINIK (invested from 2018 to 2019)

13 million euros in sales, 140 employees (2019)

Germany's largest acute-care, inpatient dermatology clinic with 150 beds and more than 4,000 inpatients per year

Included in the official hospital plan of the Free State of Bavaria in accordance with Section 108 of Book V of the German Code of Social Law

Authorised to set up ambulatory healthcare centres (Medizinische Versorgungszentren)





Because good food needs great packaging

ES-PLASTIC (invested from 2012 to 2014)

41 million euros in sales, 241 employees (2014)

Market leader in polypropylene MAP-trays
for ready meals and fresh meat

Carve-out from insolvent Swiss corporation

Successfully restructured and regained
the trust of customers such as Tönnies,
Wiesenhof, Kaufland, and Edeka

ES-Plastic today belongs to the
French Proplast Packaging Group

Silently successful in loud areas

FAIST CHEMTEC (2010 to 2012)

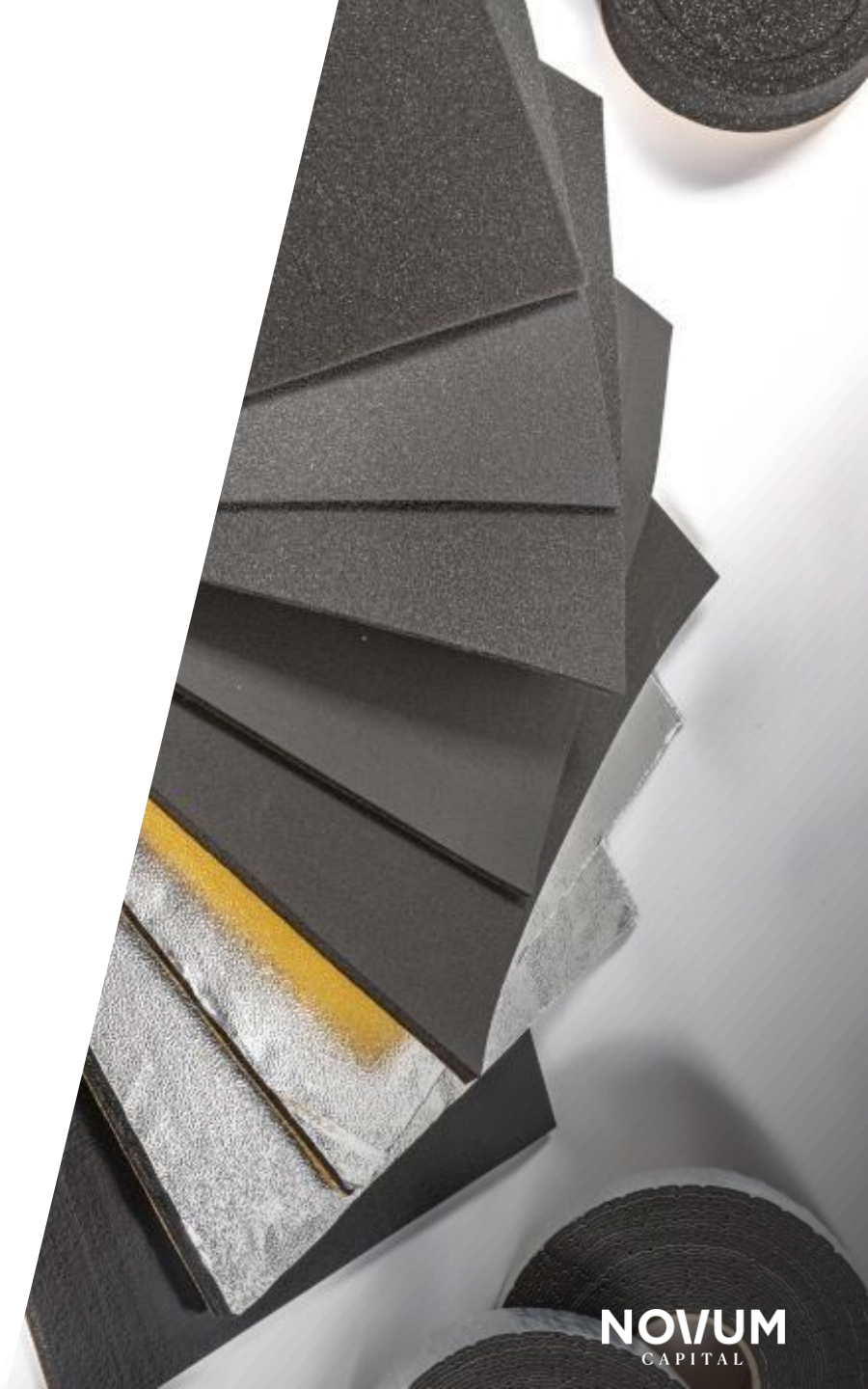
139 million euros in sales, 731 employees (2012)

Manufacturer of anti-drumming sheets for the attenuation of loud noises in cars, machines, or household appliances (“white goods”)

Carve-out of the anti-drumming division of insolvent automotive supplier AKsys

Share/asset deal within 6 weeks

Today, FAIST ChemTec is part of the Swiss building materials group Sika



One team of dealmakers: feel free to contact us

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+ OPERATING PARTNERS ~30 partners (co-investors, advisory board members, CEOs) for ~10 industries



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Smart money with drive.

Let's get it on.

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