



CONSULTING. IMPLEMENTING. Z AS A SERVICE.

BUSINESS EXCELLENCE FOR PRIVATE EQUITY COMPANIES

The challenges in the private equity business continue to increase

The large liquidity reserves worldwide, the low interest rate level (negative interest rates) as well as the limited amount of “targets” are leading to sharply rising valuations of takeover candidates.

These valuations are partly completely disconnected from the financial performance of the company and are driven by supply and demand.

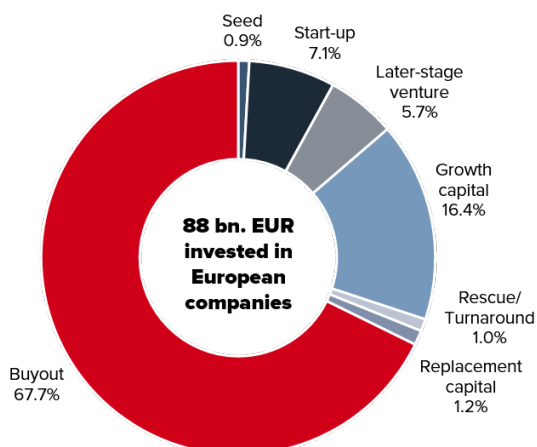
Nevertheless, investment volumes in the private equity sector remain substantial.

This development makes the private equity business even more challenging:

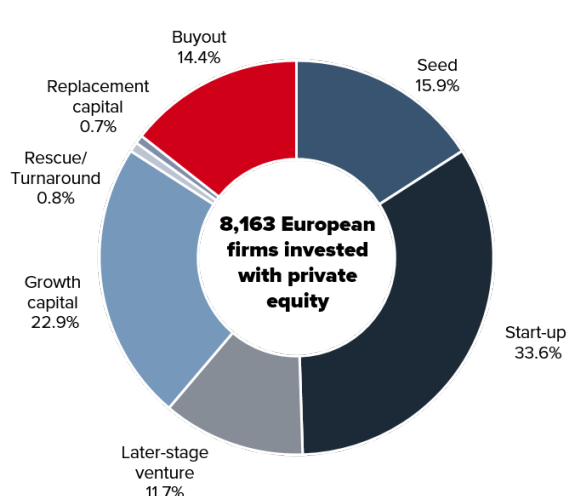
- Increasing competition with limited supply
- Increasing investment risks
- Decreasing/stagnating returns

The private equity companies are challenged to analyse companies even more deeply in the due diligence phase, and to realise profitable growth for a successful exit after the takeover.

**Investments in % (amount)
in 2020**



**Investments in % (nr.)
companies in 2020**



(Source: investeurope.eu)

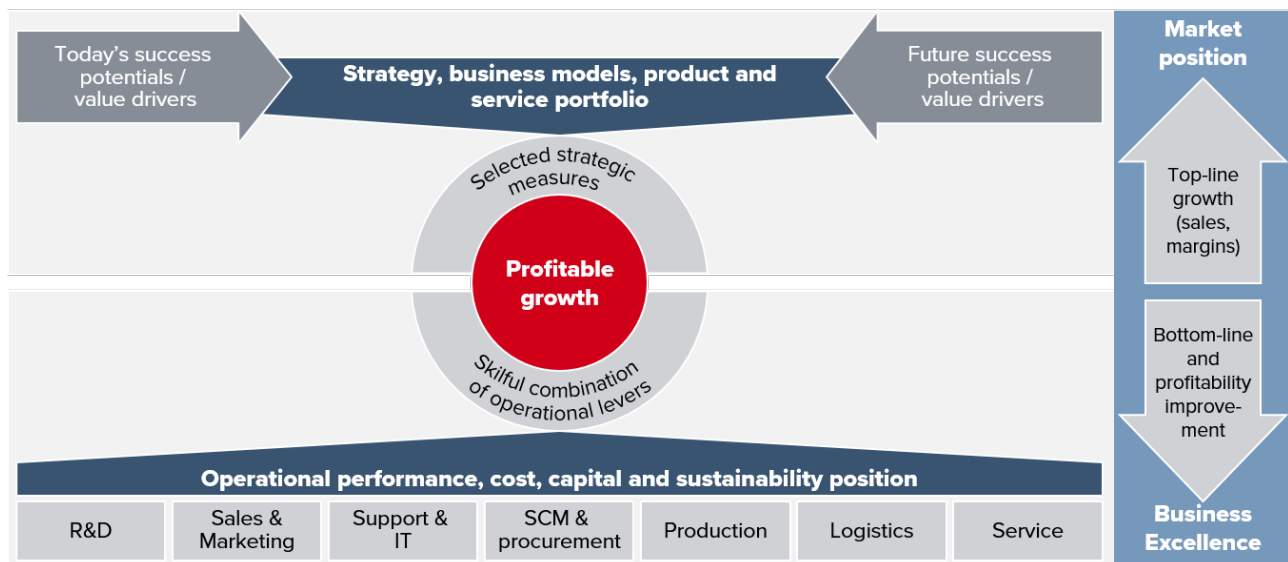
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MANAGEMENT
CONSULTANTS**

MAXIMIZING CHANCES, LOWERING RISKS

Business excellence along the private equity phases ensures sustainable success

In this challenging environment it is therefore essential to minimize investment risks while being able to guarantee the profitable development of the portfolio companies. This way, a maximum increase in the value of the portfolio companies is achieved.



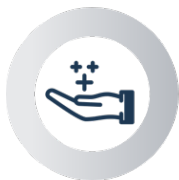
Private equity companies are required to meet ambitious expectations and goals in each phase

In the “entry” phase, the course for a successful exit is already set. In the phase “value creation”, the performance of the company and value are to be increased with minimal capex. And last but not least, the “exit” phase is about finding the right timing and the right buyer.



Entry (Buy)

- Identification of business opportunities and risks
- Evaluation of business potential in the areas revenue, margins, cost, committed/invested capital
- Robust basis for pricing and business case calculation



Value creation (Build & improve)

- Improved sales, margins, costs and capital utilisation with moderate investments
- Continuous profitable growth
- Continuous increase in company value



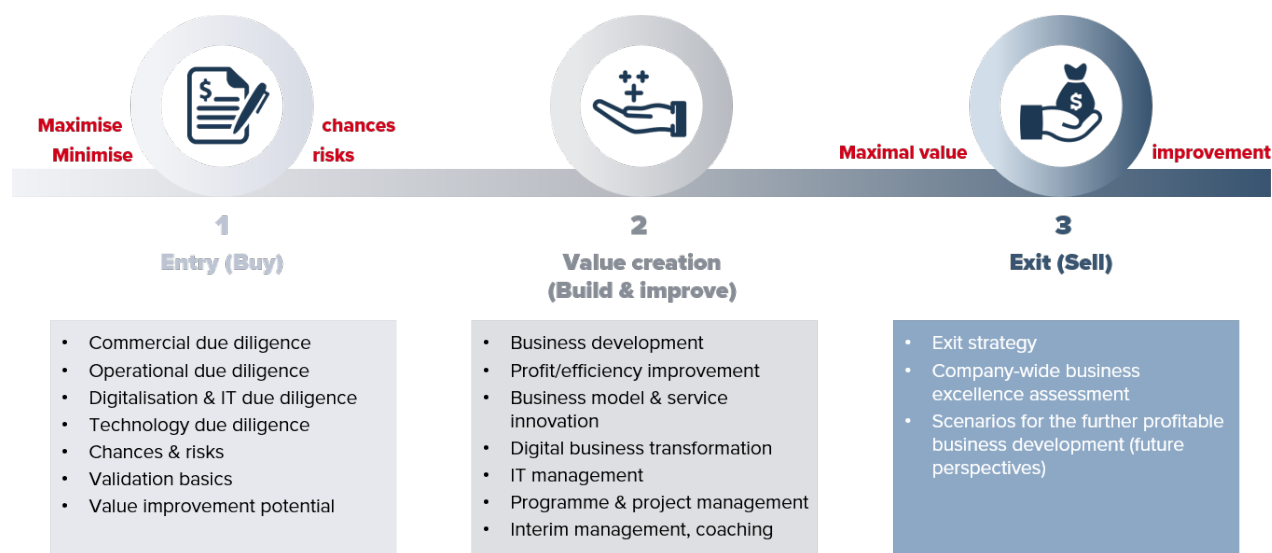
Exit (Sell)

- Correctly timed sale of the company
- Realisation of maximum enterprise value

ACHIEVE SUBSTANTIAL INCREASE IN VALUE

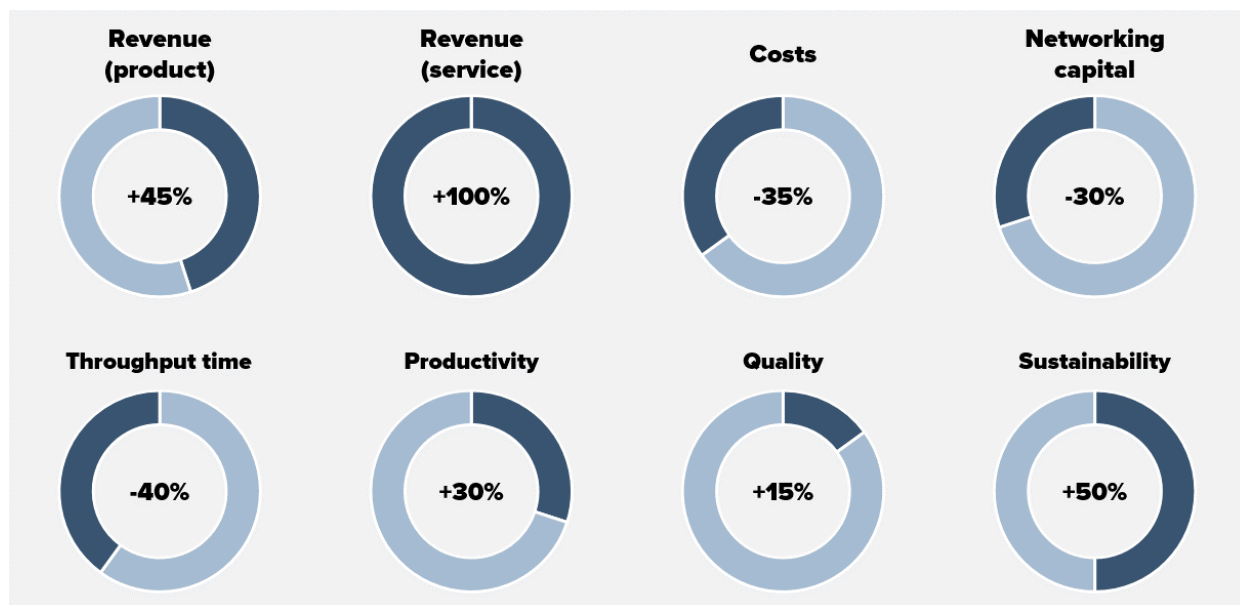
We support you from “entry” through “value creation” to a successful “exit”

With our experience in the profitable development of companies we support private equity companies in achieving their ambitious goals in each private equity phase and thus make a sustainable contribution to the companys success.



Together we realise substantial potential

With you as a private equity firm and your portfolio companies we realise substantial potential in the areas of revenue, margins, cost, invested/committed capital as well as sustainability. This way, we achieve profitable growth and the resulted increase in the value of the portfolio companies.



WITH ZELLWEGER MANAGEMENT CONSULTANTS TO PROFITABLE GROWTH

Zellweger Management Consultants generate substantial value

Our goal is for you to reach your goals. We lead your companies to profitable growth and are at your side as a trustworthy partner from the first consultation to the completed implementation.



Performance

We make you strong.

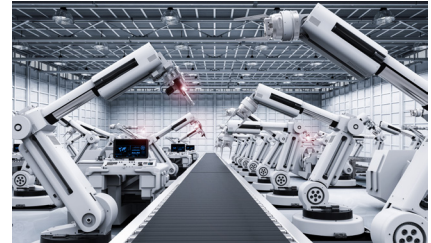
Increase efficiency & performance.



Growth

We boost your growth.

Achieve profitable business development.



Innovation

We strengthen your innovation.

Create space for new ideas.

Our main focus lies on digital business transformation, supply chain & operations management and the service business development – always with the aim to achieve the best for your business.

Consulting

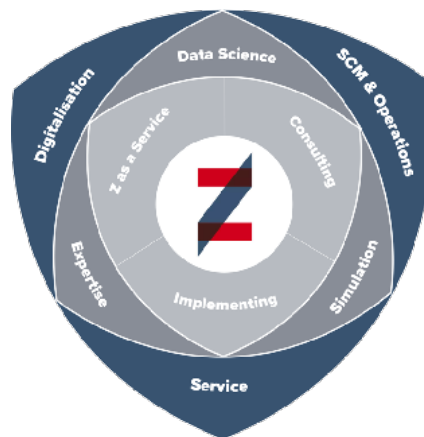
Strategies, Best practice concepts and solutions.

Implementing

Implement and train until goals are achieved.

Z as a Service

Permanent takeover of specific tasks.



Digitalisation

- Digital Business
- Digital Value Chain & Processes
- Data Analytics & Digital Technology
- IT Management

SCM & Operations

- Planning
- Procurement
- Production
- Logistics

Service

- Service Innovation
- Service Sales
- Service Execution

International clients have trusted us for over 20 years

International medium-sized companies cooperate with us as partner for sustainable profitable business development. Our clients also include private equity firms and their portfolio companies in particular.

Industry

- Discrete manufacturing
- Process manufacturing
- Service providers & trading

FMCG

- Manufacturing
- Retail & wholesale
- Logistics & transport

Private equity

- Private equity
- Banks
- Investors & Family offices

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