

PESTLIN & Co.

Mergers & Acquisitions

Real Estate

Corporate Finance

Pestlin & Co. is a consultancy in the field of corporate transactions and corporate finance. We assist our clients with the sale and acquisition of companies or investments, as well as with mergers and complex finance questions. We focus in particular on traditional industries and especially the real estate sector. Our clients include listed corporations, banks, insurance companies, major private equity funds, local communities and companies with strong owner personalities.

Since 2006 we have successfully completed transactions for our clients worth over EUR 3 billion.

EXPERTISE

Independent and competent

Pestlin & Co. is a private independent company. We focus exclusively on the needs of our clients – free of any pressure from the capital markets or any interests of a bank. The wealth of experience offered by our team guarantees a high degree of professionalism and excellent access to national and international investors.

Mergers & Acquisitions

When advising on the sale or acquisition of companies and investments, we always offer a highly individualized approach. Our clients use us as a sparring partner for their strategic financial decisions and integrate us into their planning processes. We can nurture the development of your business with the right acquisitions, disinvestments and mergers. We identify target companies or investors,

make preparations, establish contacts, structure, value, present and negotiate in close cooperation with and on behalf of our clients. Our consulting services also include spin-offs and joint ventures, as well as the management and implementation of complex corporate transactions – on behalf of both the buyer and seller.

Real Estate

The Pestlin & Co. team combines many years of valuable experience in the sale and acquisition of major real estate companies and portfolios, and enjoys excellent contacts to national and international investors. Our special expertise in implementing complex real estate transactions, both as share deals and asset deals, is documented by our references and the trust which relevant market players have repeatedly placed in us. In addition to listed real estate

companies and renowned international financial investors, these include major public-sector housing companies and private owners. We prepare, structure and optimize both sale and purchase processes on behalf of our clients. A particular focus of our activities lies in supporting reputable banks and borrowers with the implementation of their strategies to free up capital.

Corporate Finance

Pestlin & Co. specializes in all questions of optimizing company capitalization. Thanks to its many years of experience in corporate finance, it enjoys outstanding access to reliable investors and lenders. We have great experience in structuring and negotiating on behalf of our clients. Due to our regular contacts with a variety of investors, we have first-hand knowledge of their investment criteria and strategies and are thus aware of the opportunities and risks for our clients at an early stage. We are well

acquainted with alternative finance possibilities offered on the capital market – from silent participations to profit participation certificates, equity-like loans and other modern forms of mezzanine finance. We focus on selecting suitable financial institutes, creating competition and optimizing conditions for our clients.

PARTNERS

Experienced and well coordinated

The partners of Pestlin & Co. combine over 40 years of experience in the field of corporate finance and M&A. The team evolved from the management boards of the former M&A and real estate transaction subsidiaries of the renowned Hamburg-based private bankers Joh. Berenberg and Gossler & Co. KG. The team also derives its know-how from many years of responsibility in the transaction business of auditing companies and major industrial corporations.



Rüdiger Pestlin

Rüdiger Pestlin graduated in business administration and has been in investment banking and corporate finance for almost 20 years: for several years he led the Corporate Finance division of KPMG Treuhand, before joining the management board of two subsidiaries of Berenberg Bank in 1997 and becoming a partner in 2000. Together with his former management board colleagues Mark Bechtold and Rolf Brass, he founded Pestlin Et Co. in late 2005.

His motto: "Not only the figures have to be right, we have meet the needs of all involved," is based on his experience with numerous transactions in classic M&A business and the real estate segment.

Mark Bechtold

Mark Bechtold graduated in business administration and has been active in corporate finance, M&As and real estate transaction consulting for some ten years now. Following his studies, he worked for several years in the field of auditing and tax consulting as well as for several companies in the real estate sector. In 2002 Mark Bechtold joined Berenberg Bank, Hamburg, and was responsible as a management board member for M&A transactions and the

Real Estate division. Mark Bechtold accompanied numerous major-name real estate and corporate transactions.

His guiding principle can be summarized as follows: "As consultants, we first have to understand the logic of a transaction – before we then take it to the market".

Rolf Brass

Rolf Brass is a graduate of business administration and holds an MBA. He has been advising in the field of M&A/ corporate finance for over ten years. Rolf Brass gained his MBA in Sydney, was an advisor for Mövenpick and worked for eight years in the Financial Controlling division of TUI AG and the former LTU Group. He was responsible for a number of corporate transactions, many of them cross-border and in the field of renewable energy sources. Before founding Pestlin Et Co. with his two partners,

he was also a management board member of the two Berenberg Bank subsidiaries responsible for M&As and real estate. Rolf Brass holds a seat on the supervisory board of a company specializing in outsourcing which is based in Bangalore, India.

"Whether buying or selling: the effects of a transaction must be shown precisely in balance sheet and financial planning before going to the notary," advises Rolf Brass.

References

- Advising the owner, on the initiative of the lending bank, on the sale of 9,200 residential unit
- Advising seven closed funds with the legal status of an "OHG" (German partnership) on the sale of their real estate comprising approx. 1,600 units in Berlin-Karow
- Advising 15 closed funds with the legal status of an OHG on the sale of real estate comprising around 2,000 units in Potsdam ("Kirchsteigfeld")
- Advising **Berliner Verkehrsbetriebe AöR** on the sale of their administration complex with approx. 65,000 sqm
- Advising **Aareal Estate AG**, Wiesbaden, on the sale of real estate from two closed funds managed by the company
- Advising **DKB Immobilien AG**, Berlin, on the sale of a real estate portfolio in East Germany
- Advising **WBM Wohnungsbaugesellschaft Berlin-Mitte mbH**, Berlin, on the sale of 1,400 units
- Advising **HANSAINVEST** Hanseatische Investment-GmbH, Hamburg, a member of the SIGNAL IDUNA Group, on the sale of 1,000 residential and commercial units at several German locations
- Advising **STADT UND LAND Wohnbauten-Gesellschaft mbH**, Berlin, on the sale of the "High-Deck-Siedlung" with 2,050 units
- Advising **ArchstoneSmith** on the purchase of DeWAG Deutsche WohnAnlage GmbH, Stuttgart, with approx. 6,700 units
- Advising **Cerberus Capital Management L.P.** on the sale of approx. 8,000 residential and commercial units
- Advising a mid-size company with the implementation of its growth strategy in the field of regenerative energy sources
- Advising **Vivacon AG** on the sale of 2,400 residential units to a Scandinavian investor
- Advising **Pirelli Re** on the sale of two real estate companies with approx. 2,100 units
- Advising **Westgrund AG** on the sale of around 1,300 units

Contact

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How to find us...

...by train (2 min. on foot)

- take the train to Hauptbahnhof
- walk Steintorwall towards Kunsthalle
- at the Kunsthalle/Ernst-Merck-Strasse turn left into Georgsplatz
- take the first street on the left, Kurze Mühren

...by car / A1

- from the A1 onto the A255 in the direction of Centrum
- at the Hamburg-Veddel exit leave the A255 and take the B4
- follow the B4 over Elbbrücken and bear left along Amsinckstrasse
- at Deichtorhallen (left hand side) leave Amsinckstrasse and turn right into Klosterwall, following the signs for Hauptbahnhof
- straight ahead passing the Hauptbahnhof (right hand side)
- at Kunsthalle/Ernst-Merck-Strasse turn left into Georgsplatz
- take the first street on the left, Kurze Mühren

...by car / A7

- take the Hamburg Stellingen exit and follow the B4/B5 Kieler Strasse toward Centrum
- straight ahead via Eimsbütteler Marktplatz, Fruchtallee, Schäferskampsal-lee, Schröderstiftstrasse and An der Verbindungsbahn
- bear half-right into Edmund-Siemers-Allee and then straight ahead onto Alsterglaxis
- turn right into Neuer Jungfernstieg and then left, straight after the un-derpass across Lombardsbrücke and straight ahead via Glockengiesserwall
- turn right into Georgsplatz
- take the first street on the left, Kurze Mühren

...by plane (20–30 min. by taxi)

- take the Airport Express to Hauptbahnhof
- take Steintorwall towards Kunsthalle
- at the Kunsthalle/Ernst-Merck-Strasse turn left into Georgsplatz
- take the first street on the left, Kurze Mühren