

Goals / Philosophy	<ul style="list-style-type: none"> ▪ Independent, personal Top-Management Consulting in the European financial services market ▪ Implementation oriented strategies and their implementation ▪ Consulting on the crossing of Corporate Strategy and Corporate Finance Strategy „on the crossroad of Wallstreet and Mainstreet“ 			
Strategy Focus	Banks and Insurances	Real Estate	Corporate Finance/ Investmentbanking	
Consulting Targets	<ul style="list-style-type: none"> ▪ Corporate and Business Fields ▪ Marketing & Competition ▪ Target Groups ▪ Sales and Product Strategies ▪ Riskmanagement and –Recovery ▪ Risk valuation (Basel III, Solvency II) ▪ Asset and Portfolio Management 	<ul style="list-style-type: none"> ▪ Market Analyses ▪ Feasibility Studies ▪ User and Investor Concepts ▪ Operating and Marketing Concepts ▪ Corporate and Public Real Estate Strategies ▪ REIT concepts 	<ul style="list-style-type: none"> ▪ Corporate Strategy ▪ Corporate Valuation ▪ Corp. or Project Fin. Concepts ▪ Fund Concepts ▪ Structured Finance ▪ Equity, Mezz., Dept Placem. ▪ Pre IPO Strategies 	
References among others	<p>Banks</p> <ul style="list-style-type: none"> ▪ Aarealbank ▪ AHBR / Correal ▪ Bayern LB ▪ Credit Suisse ▪ Deutsche Bank ▪ Dresdnerbank ▪ Deutsche Hyp ▪ DZ- DG-Bank ▪ Helaba ▪ HypoVereinsbank ▪ SKs Bremen, Hann.,Köln ▪ WGZ-Bank ▪ WestLB/West-ImmO 	<p>Insurances/Build.Soc</p> <ul style="list-style-type: none"> • Allianz • AM Generali • ARAG • Athora • AXA Colonia • ERGO/ Victoria • LBS NRW, Bayern, Niedersachsen • Nürnberger Vers. • Provinzial Rheinl. • R+V • Schwäbisch Hall • Württembergische • Züricher 	<ul style="list-style-type: none"> ▪ Airbus /EADS ▪ Airports Munich, Frankfurt ▪ BGAG (UnionsTrust) ▪ Cities Essen, D'Dorf, Jena, Leipzig, Magdeburg ▪ Credit Suisse AM ▪ DG Anlage ▪ EON /Viterra ▪ EXPO 2000 ▪ IVG ▪ Länder Berlin, Brandenburg ▪ LHI-Leasing, VR Leasing, KGAL ▪ Stadtwerke Düsseldorf ▪ Treuhandanstalt, Treuhandliegenschaft ▪ Volkswagen 	<ul style="list-style-type: none"> • Apollo Management Internat. ▪ ARES Management International ▪ Corestate ▪ Credit Suisse ▪ GE Capital ▪ Isaria Wohnen / Lone Star ▪ Patron Capital ▪ Pricoa /Pramerica ▪ Pubility ▪ Rockpoint Germany ▪ Soros / Grove ▪ Shrager Hotels
Business-Orientation	←———— Fee based Consulting —————→		Retainer and Success Fee based Transaction Advise	

Success factors: Independence, Implementation / Execution, Experience