

Goals / Philosophy	▪ 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	▪ 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 ▪ Re-Insurance & run off concepts life insurance	▪ Market Analyses ▪ Feasibility Studies ▪ User and Investor Concepts ▪ Operating and Marketing Concepts ▪ Corporate and Public Real Estate Strategies ▪ REIT concepts ▪ Structuring & Acquisition equity & mezz.	▪ Corporate Strategy ▪ Corporate Valuation ▪ Corp. or Project Fin. Concepts ▪ Fund Concepts ▪ Structured Finance ▪ Equity, Mezz., Dept Placem. ▪ Pre IPO Strategies ▪ Pension Risk Transfers	
References among others	Banks ▪ Aarealbank ▪ AHBR / Correal ▪ Bayern LB ▪ Credit Suisse ▪ Deutsche Bank ▪ Dresdnerbank ▪ Deutsche Hyp ▪ DZ- DG-Bank ▪ Helaba ▪ HypoVereinsbank ▪ OLB ▪ SKs Bremen, Hann.,Köln ▪ WGZ-Bank ▪ WestLB/West-Immo	Insurances/Build.Soc • Allianz • ARAG • Athene / Athora • AXA Colonia • ERGO/ Victoria • Generali / Volksfürsg. • LBS NRW, Bayern, Niedersachsen • Nürnberger Vers. • Provinzial Rheinl. • R+V • Schwäbisch Hall • Württembergische • Züricher / Dt. Herold	▪ Airbus /EADS ▪ Airports Munich, Frankfurt ▪ BGAG (UnionsTrust Holding) ▪ Cities Essen, D’Dorf, Jena, Leipzig, Magdeburg ▪ Credit Suisse AM ▪ DG Anlage ▪ EON /Viterra ▪ EXPO 2000 ▪ IVG ▪ Länder Berlin, Brandenburg ▪ LHI-Leasing, VRLeasing, KGAL ▪ Stadtwerke Düsseldorf ▪ Treuhandanstalt, Treuhandliegenschaft ▪ Volkswagen	• Apollo Global Management Internat. ▪ ARES Management International ▪ Corestate ▪ Credit Suisse ▪ GE Capital ▪ Isaria Wohnen / Lone Star ▪ Patron Capital ▪ Pricoa /Pramerica ▪ Publity ▪ Rockpoint Germany ▪ Soros / Grove ▪ Shrager Hotels
Business-Orientation	Fee based Consulting		Retainer and Success Fee based Transaction Advise	
Success factors: Independence, Implementation / Execution, Experience				