

FAMILY BUSINESS CONSULTANCY FIRM OF THE YEAR IN GERMANY



Wintergerst Societät für Unternehmer-Beratung
GmbH & Co. KG

Christian Scharfenberger
Director

Tel: +49 711 699 855 0
info@wintergerst.com
www.wintergerst.com/en

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SOCIETÄT FÜR UNTERNEHMER-BERATUNG

Wintergerst provides top management consulting services for small- and medium-sized family-owned businesses in complex situations where an utmost degree of excellence in the fields of corporate finance/M&A/debt advisory and/or restructuring is required. Additional support is provided through the firm's competences in strategy and control.

Today, the partners of Wintergerst are experienced entrepreneurs with backgrounds in the consulting, auditing and manufacturing industries. They are backed by a team of highly motivated and experienced business advisers with their competencies in the areas of management and finance, in addition to a broad network of industry experts who are utilised to offer clients tailor-made solutions. The firm's core areas of expertise encompass the aforementioned corporate finance/M&A/debt advisory and restructuring. In addition, in order to comprehensively serve its clients, Wintergerst is a member of the International Corporate Finance Group (ICFG), a global network in sell- and buy-side corporate transactions, with 25 partner offices worldwide.

Director Christian Scharfenberger noted: "Wintergerst possesses extensive experience regarding the interests and challenges of shareholder families and how to maximise value for them. In-depth technical and operational knowledge, combined with a broad skillset in finance and banking, enables Wintergerst to deliver solutions to its clients that cover any aspect of their business. And in doing so, Wintergerst creates a high level of trust and long-lasting client relationships."

According to Mr Scharfenberger, some recent challenges that the firm has faced include finding adequate answers related to inflation and the war in Ukraine, with the associated negative effects on the economy as well as on the business models of clients. Through its broad experience and network of partners, Wintergerst continually seeks tailored solution for each of its clients – sometimes employing totally new approaches for the buyer universe, or through the postponement of transactions.

He added: "One of our significant successes in the past year entailed the safeguarding of succession for a family-owned company through an acquisition by an investment

company, wherein the longtime managing director stays and becomes co-owner through the transaction. Even before the initiation of the transaction process, Wintergerst had accompanied the company for several years and provided support to optimise internal structures and economic processes. The successful transaction highlights the broad business activities of Wintergerst: not only successful international M&A processes in difficult market situations, but also targeted transaction preparation through the improvement of structures and internal processes.

"Looking to the months ahead, we wish to further expand our existing business in the areas of corporate finance and restructuring. Through the expansion of our team, we will be able to increase the number of successful transactions for our clients – who are primarily composed of family-owned businesses and entrepreneurs from sectors such as engineering, automotive, software/IT as well as consumer goods/wholesale and retail."