



NERA DIGITAL HOLDING

*Thriving Sustainably -
Powered by Partnership*



EXECUTIVE SUMMARY

NERA DIGITAL HOLDING

Investment holding founded in 2022 by long-term experienced investment managers
Peter Schaberger & Dominik Lanz

Focused on SMEs in the DACH-region which require operational and digitalization support to reach full growth potential

TEAM

- »» **Management Team**
Strong PE footprint with a track record of +40 transactions mainly in the 'German Mittelstand'
- »» **Operational Team**
+16 years of experience with a strong focus on digital and commercial excellence
- »» **External Experts**
Exclusive network of experts and consultants with a wide range of experience in different sectors and business models



INVESTMENT RATIONALE

- »» **Investment focus**
Theme-driven strategy focused on secular growth trends and DIGITAL transformation within software/tech, value added services and digital consumer
- »» **Investment criteria**
 - Growing profitable business: 1.0-5.0 m€ EBITDA
 - Region: DACH
 - Deal Type: Majority ownership
 - Company Situation: Succession & Transformation
 - Strategic Focus: Digitalization and Buy & Build

VALUE CREATION APPROACH






















- »» **NERA-Framework**
Internal strategy tool for commercial analysis and development of operational measures
- »» **Operational resources**
Dedicated resources to support the operational business by project/interim management
- »» **Operating model**
Implementation of professional structures to enable growth with a shift from a founder-led to a management-led company

CURRENT PORTFOLIO

- »»  **GCS**
SAP Gold Partner, specializing in S/4HANA migrations in the food industry with own software products for consumption tax processing in SAP S/4HANA
- »» **BRANDCONSULT**
Full-service provider for occupational pension schemes with its own software platform "EasyPension" for the complete digitalization of HR and customer-side occupational pension processes.
- »»  **MOSKINTO**
Market leader for a 100% natural, over-the-counter, clinically tested, itch relief patches to effectively treat mosquito bites; available at more than 20k POS (Global)

TEAM NERA



Transaction Focus			Operation Focus	
 <p>Peter Schabberger Founding Partner</p> <p>+20 years of experience +25 transactions Focus on Succession and mid-cap buy-out</p> <p>    </p> <ul style="list-style-type: none"> Software/IT Technology/eCommerce Consumer Business Services Industrial 	 <p>Dominik Lanz Founding Partner</p> <p>+15 years of experience +15 transactions Focus on Carve-outs and transformation situations</p> <p>     </p> <ul style="list-style-type: none"> Technology/eCommerce Consumer Media Retail Industrial 	 <p>Philipp Schillinger Deals & Valuation</p> <p>+4 years of experience +20 due diligences covering IT-services, consumer staples and e-commerce</p> <p>    </p> <ul style="list-style-type: none"> Software/IT Technology/eCommerce Consumer Business Services 	 <p>Daniel Mels Operations & Value Creation</p> <p>+13 years of experience +7 years in value creation focused on digital business models</p> <p>     </p> <ul style="list-style-type: none"> Technology/eCommerce Consumer Media 	 <p>Rene Wieckhorst Operations & Value Creation</p> <p>+10 years of experience +100 due diligences covering IT-services, software, AdTech and e-commerce</p> <p>   </p> <ul style="list-style-type: none"> Software/IT Technology/eCommerce Media Consumer

We have diverse experience in various deal situations and operational improvements

Succession & Transformation

Operations

Digitalization

Marketing & Sales

M&A / Buy and Build

Financing

Industry Expertise

OUR INVESTMENT FOCUS

Our theme-based investing approach follows secular growth trends and creates cross-sector opportunities.

NERA'S INDUSTRY FOCUS

We focus on companies in industries that benefit from our year-long experience and expert network.

Software & Technology



E.g., B2B Software, tech-enabled business models, cybersecurity

Business Services

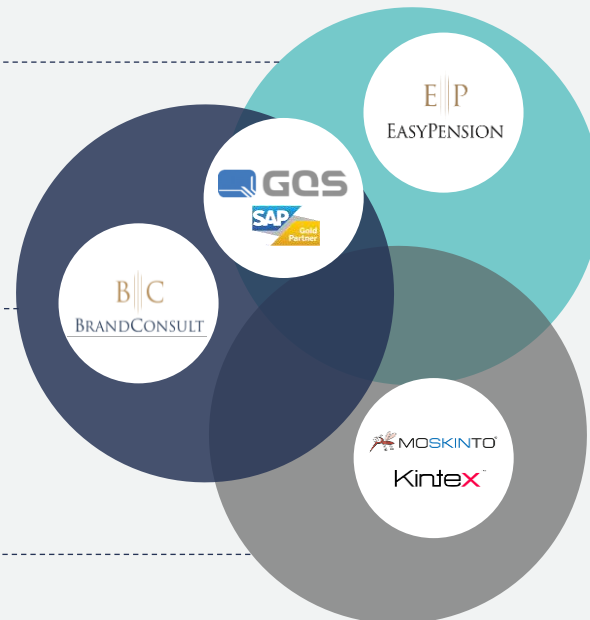


E.g., Value-Added Business Services; Mission-Critical - Business Services; IT-Services

Digital Consumer



E.g., B2C & D2C e-commerce; vertical specialized online distributors



NERA'S INVESTMENT THEMES

Our target companies match at least one of the following investment themes:

Sustainability & Quality of Life



We invest in companies with products and services benefitting from trends such as demographic change or increasing awareness for health and well-being

Digitalization



We invest in companies which benefit from our digitalization core competencies and year-long experience in digital value creation

Buy-and-Build



We invest in attractive buy-and-build platforms and support management teams with our know-how in identifying, accessing and executing add-on acquisitions