

DE MICCO & FRIENDS

Investments, Consulting & Transactions



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„... make ideas happen“



MORE THAN AN INVESTOR

As one of the few consulting and transaction companies, De Micco & Friends itself is involved as an investor. In addition to financing its own projects the group invests as a lead or co-investor in the area of transactions.

OWN INVESTMENTS

De Micco & Friends invests via their subsidiary company De Micco Capital in so-called "Late-Stage Phases" and in capital market transactions such as share placements of stock market listed companies in the area of capital increases, private placements and block transactions. Typically the transactions are managed and implemented by the group itself.

Investments are made primarily in small and medium stock market listed companies. Innovative private companies at certain stages of their growth, e.g. in the preparation for a planned IPO, are also financed.

FINANCING SUPPORT

In addition to their own investments, De Micco & Friends support private and stock market listed companies by financing through third parties and co-investors. In these cases, the group focuses on financing in the area of transactions.

The Equity Promotion Package has been developed by De Micco & Friends for the raising of capital. It is a service package that is aimed specifically at and used by young and innovative mid-sized companies that want to finance their next growth phase.

THE EQUITY PROMOTION PACKAGE

Even the best story doesn't interest anyone, if it is not told well. This is where our financing concept steps in. With the EQUITY PROMOTION PACKAGE, you, as a capital seeker receive a professional service package, which includes a professional examination of the project and (optionally) analysis of your business plan. Additionally, your total equity portfolio will be prepared according to the relevant capital market. Carefully chosen investors will be selected to invest in your business.

With over 10 years' experience as an investor and consultant, De Micco & Friends know what is important to investors. Take advantage of this experience, knowledge and the international capital market network of a powerful group.

MORE THAN A CONSULTANT

Traditional consultancies offer consulting concepts for the optimization of organization structures or business processes. De Micco & Friends focuses on practical transactions.

THE CLASSIC CONSULTING

Some consultants specialize in the improvement of cost structures, accounting, technology, human resources or the optimization of sales and marketing structures in companies. For all areas of the company and for all internal company processes, there are consultancy experts.

At the end of all consulting services, the customer receives a new or modified "strategy paper", which he can then implement into the business or have it implemented through a third party. At the end of the analysis process, measures or transactions are detailed, which will be implemented by the Company or by a third party.

THE OTHER APPROACH TO CONSULTING

De Micco & Friends consulting is quite different. The focus of all consulting projects is not any new strategy or method. Here the central focus always creates a specific, desired, and actionable transaction. We do not ask what is possible, theoretical objectives can be achieved through various strategies. It is more about what strategy and tactic must be developed to implement a concrete, entrepreneurial goal.

De Micco & Friends consulting goes one important step further. We not only develop a new or modified strategy, but also deliver or coordinate, on this basis, the concept and the practical implementation for our clients.

In essence each project will be completed with a practical transaction. Instead of a lot of paper, a real and measurable added value is created.

PARTNER OF INSTITUTIONAL INVESTORS

Because of the high goal orientation of the concepts, institutional investors like investment banks, private equity or investment fund companies, use the long-standing entrepreneurial experience of De Micco & Friends.

Experienced professionals are available for the evaluation of new potential investments, restructuring or portfolio adjustment measures, capital market transactions and merger & acquisitions transactions.

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OPPORTUNITY FOR SMART INVESTORS

Profitable investments need not be risky. The timing of the investment is as important as the innovation itself. The trick is to invest in the right place at the right time. De Micco & Friends offer institutional as well as private investors, for individual projects, the opportunity to participate in the successful concept.

OFFERS FOR CO-INVESTMENTS

De Micco & Friends offer institutional and private investors the opportunity to participate in the success of the investment concepts of various projects. It invests only in proven mid-term placed "late-phase projects" or in highly profitable projects in the area of capital market transactions with short-term exit strategies. As a rule, long-term engagements are not considered. The accomplished returns lie between 30 and several hundred percent.

LATE-STAGE INVESTMENTS

De Micco & Friends Capital engages in capital growth financing of stock market listed and private companies that have already passed the critical startup phase of their development. This is the opposite of traditional private equity investors who invest with a high-risk factor in the early phases of a company.

Transactions are only undertaken in accordance with the investment philosophy of the group. This means that De Micco & Friends with its own experts are actively engaged in the process and the implementation of the transaction. This will minimize the risks and secures already high returns for the investment. Through this investment philosophy, no total failure has occurred in the last 10 years.

EXCEPTIONAL PROJECTS WITH HIGH YIELDS

The research and investment team of De Micco & Friends is always searching for interesting projects that fit into the described investment focus of the group. In this way a continual flow of new investment opportunities that can achieve interesting short or mid-term profits are identified.



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INVESTMENT BANKING AT ITS BEST

The group is represented in the major financial centers worldwide through their senior partner network in Zurich, Frankfurt, London and New York. Unlike traditional investment banks, De Micco & Friends is not just engaged as an investor and transaction expert, but also engaged in an entrepreneurial manner. The projects are supported by the international network of senior partners, which consists of experienced industry and capital market experts.

INVESTMENTS IN TRANSACTIONS

The main focus is to build investments and advisory mandates, which accompany practical capital market transactions. Especially stock market listed companies that are in complex transactions, such as capital increases, share replacements and also strategic acquisitions, dependent on a good experienced partner. De Micco & Friends offer through their international network of partners, a wealth of experience and expertise, and the required placement power.

CAPITAL MARKET TRANSACTIONS

- Initial Public Offerings (IPO)
- Reverse Merger
- Capital Increases
- Share Replacements (block trades)
- Mergers & Acquisitions

OWN PRODUCTS & PROJECTS

De Micco & Friends has developed its own products in which investors will have additional opportunities for co-investments or to engage in an active working relationship. Accordingly, for example with "SELFIBA" a fund was generated that, through its special business model, created exceptionally high returns in the real estate industry. For the current engagements of our group, please refer to our website: www.demicco.ch.



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THE SENIOR PARTNER NETWORK

One of the greatest strengths of the group is situated in the experience and expertise of De Micco & Friends Senior Partners, who implement the successful concepts worldwide.

EXPERIENCED ENTREPRENEURS

Similar to the models of international accounting and law companies, De Micco & Friends presents a senior partner model that offers skilled and experienced capital market experts the opportunity to join the group as a partner.

The senior partners of De Micco & Friends are without exception, industry and capital market professionals with extraordinary expertise. The partners are involved with the regional representatives of the group and each individual brings a range of practical experiences as well as their own exceptional network. As a result of close cooperation between the partners and affiliates, very large, complex and bilateral projects can be successfully implemented.

A FAST GROWING GROUP

Each regional representative of the De Micco & Friends group works independently as a local unit. At the same time all the senior partners use the expertise of the international business networks of the group.

This gives you, as a customer, the advantage of participating in the dynamics and flexibility of a smaller company, as well as using the strengths of an international group.



MERGER & ACQUISITIONS

When it comes to buying a company, to merge or sell it, not only technical or financial factors are important for a success. These transactions demand business experience and communication skills.

GROWTH THROUGH ACQUISITIONS

Especially for stock market listed companies that can fall-back to various financial instruments of the capital markets, the growth through acquisitions accounts for a fundamental factor in their growth strategies. De Micco & Friends assists companies that want to buy, from structuring the purchase criteria on the selection and active acquisition of suitable candidates, to the structuring of the deals themselves. Experienced entrepreneurs support and stand by the company at every phase of the acquisition with the goal of achieving an optimal outcome of the negotiations.

SALES AND MERGERS

In some cases, it may make sense to sell the company, or to merge with a strong partner. De Micco & Friends supports you with a special service package that prepares you and your company perfectly for a sale or merger. As a transaction oriented consulting company, the desired result, is of course the main focus point.

THE "EQUITY VALUE PACKAGE" FOR SELLERS OF BUSINESSES OR SHARE HOLDINGS

One component of the equity value services package is, not only to work for a realistic evaluation of your company, but also to develop the necessary facts and arguments, so that your company's assessment can be implemented by negotiating partners. Your negotiating position with potential buyers and investors will improve immensely.

The following results are obtained:

- Recording, inventory of your business
- Identifying the strengths and possible weaknesses
- Collection of all sales relevant data and facts in preparation for a potential transaction
- Creating a powerful communications, accurate detailed facts sheets and a sales presentation that is focused on relevant facts for all potential buyers or investors, particularly the existing strengths and advantages
- Definition of a realistic, market area evaluation as a negotiation basis with potential buyers or investors
- Market and synergy analysis that concentrates on identifying potential buyers or investor groups
- Active (anonymous) acquisition of potential buyers or investors
- Presentation, introduction of concrete negotiations, LOI, due diligence and final sale (closing)

For more information please ask for our brochure Equity Value Package, Mergers & Acquisitions.

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THE BENEFITS

Especially in turbulent times it is helpful to work with reliable and experienced partners. With De Micco & Friends, you as a company and investor, have a strong and flexible partner who thinks and acts entrepreneurially.

FOR INVESTORS

Interesting offers. The group acquires ongoing profitable and proven investments in the area of transactions with low risks and high returns.

Low Risk. There will be no purely speculative investments implemented because the group is in every case entrepreneurial or acting with a mandate.

High returns. Due to the transaction oriented concept, above average returns are earned.

Optimal exit. All exit strategies are implemented short or mid-term. No long-term investments will be engaged.

FOR COMPANIES

Real goal orientation. De Micco & Friends is transaction oriented. Long term analysis processes will be dismissed. The focus of every mandate always depends on the implementation of a particular transaction.

Entrepreneurial expertise. All senior partners of the group bring along practical experience and a high level of entrepreneurial expertise from numerous capital market transactions.

Compensation on success basis. De Micco & Friends only calculates in exceptional cases on a daily basis. For administrative or conceptual tasks, flat fees will be agreed upon. The group participates only in the case of a successfully completed transaction.

For more information, current projects and news, please refer to the website: www.demicco.ch.



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