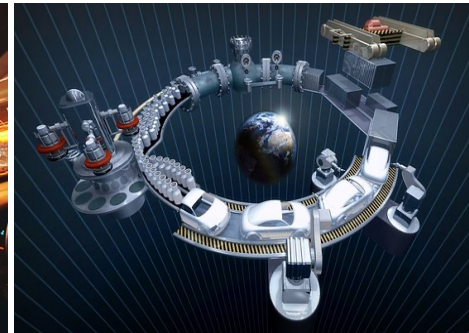




soest. introduction & M&A opportunities



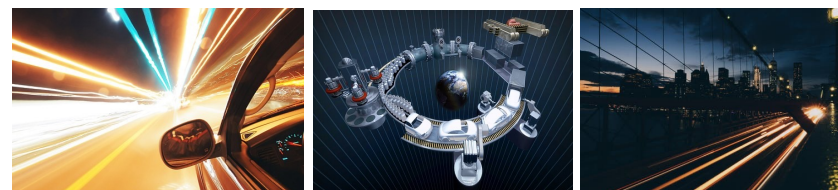
Sino-German mergers & acquisitions management



brief **soest.** introduction

soest. business consulting GmbH is a German-based company principally involved in the merger and acquisition (M&A) business. We are an independent company that was founded by a German manager who has been living and working in China. **soest.** is mainly engaged in the M&A business targeting small and medium enterprises (SMEs) throughout China and Europe.

Through our large partner and information network we support companies that are looking for cooperation but also offer it. Each transaction is accompanied by local industry experts from both sides who moderate possible cultural and linguistic differences during the whole process, starting with the first contact until closing. If desired, we also help with the implementation after the merger.



Sino-German mergers & acquisitions management



brief **soest.** introduction



Since 2015 with own company **soest.** independently with the focus on:

1. **mergers & acquisitions management China and Europe**
Automotive; Infrastructure; Energy; Health care; Special projects
2. advisory and consulting services
Senior Advisor at Roland Berger
3. sustainable management of major transactions and
creation of stable and trustworthy cooperations

soest.
business consulting GmbH

Salzdahlumer Straße 196
38126 Braunschweig
Germany

commercial register number HRB 207194

T +49 531 86688 299
M +49 160 90141122
info@soest-net.de
www.soest-net.de

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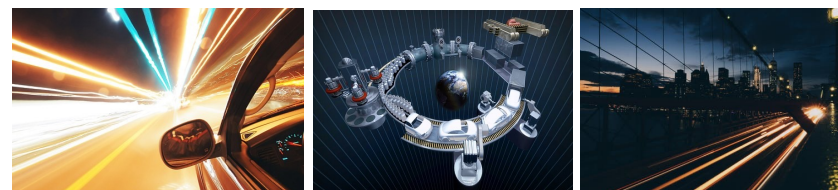
M&A portfolio and approach

Our M&A portfolio consists of European and Chinese companies. On one hand, we cooperate in China with a bank and private and public equity companies. On the other hand, we are also contacted by Chinese companies directly.

In Europe, we take advantage of the existing good and long-term relationships of all partners and executive advisers in a wide variety of industries.

Our approach is to work exclusively with the owners or the main people responsible for possible cooperations, participations or takeovers.

Only, when we as advisors, are absolutely sure that both parties fit together we do start the discussions and conclude the necessary confidentiality agreements and to receive the exclusivity mandate.



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Portfolio Overview general information

AUTOMOTIVE	OIL & GAS	HEALTH CARE	BREWERIES
Vehicle mobility company Engine production company Others on demand	2 Refineries in Europe with fuel station network Oil and gas fields in RF	European eye clinic Heart disease profilaxis Others on demand	3 Breweries in Germany - 500,000 – 2,200,000 hectoliter - share deals 49% - 100% - turnover up to Mio. € 50
	INFRASTRUCTURE	FURTHER PROJECTS	WINERIES
	Ports and terminals in Europe with different purposes and several industries	High performance engineering company metal forming center Two European banks (share and asset deal opportunities)	2 wineries in best German wine regions - Bottling up to 200,000 per year plus cask wine - Experienced exporters - valuable properties - turnover up to Mio. € 2
	WASTE TO ENERGY		