



FACTS & FIGURES

Our expertise

- Founded in 2008
- Locations in Zug and Zurich
- 20 employees and specialized freelancers with proven expertise in the areas of direct investments, corporate finance, valuation and banking
- Altogether over 400 completed investments, M&A transactions, financing and other advisory projects
- Close relationships with debt and equity providers as well as lawyers and various industry specialists
- In addition to our industry-specific know-how, we also have access to a broad network of entrepreneurs, decision-makers and specialists within our four core industries and in numerous other sectors
- Wineus is owned by its partners and thus independent of all third-party interests

Our clients

- Entrepreneurs
- Investors
- Listed and private companies

Our two areas of services

- Wineus Capital
- Wineus Advisory

Our four core industries

- Healthcare
- Hospitality
- Industrial & IT
- Innovative products & services

Entrepreneurial finance

- From entrepreneurs to entrepreneurs
- Tailor-made solutions
- Success-based compensation models

ENTREPRENEURIAL FINANCE

Your success is our success

Our success-based compensation models underline our entrepreneurial mindset

Your needs define our services

We support you as an entrepreneur or company in all financial matters, in particular in the areas of direct investments in companies, mergers and acquisitions, capital market transactions and financing projects

We know your needs

Wineus is wholly owned by its management team. We think and act with an entrepreneurial mindset and in your best interest at all times

We offer you a broad network

Our clients benefit from our established extensive business network of entrepreneurs, family offices and decision-makers that Wineus has built up over many years

OUR TWO AREAS OF SERVICES

Wineus Capital

Our services

- Structuring, implementation and active management of private direct investments
- Implementation of solutions for growth financing and corporate succession projects
- Active support of strategic projects (e.g. buy-and-build growth strategies, strategic partnerships etc.)
- Controlling & reporting activities and other family office services

Our selling proposition

- Strong expertise in our four core industries Healthcare, Hospitality, Industrial & IT and Innovative products & services
- Active management of numerous corporate investments for various associated entrepreneurs and investors with a NAV of several hundred million CHF
- Extensive network of contacts to investors and access to interesting investment ideas

Wineus Advisory

Our services

- M&A lead advisory services for sell-side and buy-side projects
- Structuring of complex financing solutions of all kinds
- Capital market transaction advisory services
- Valuations and various other corporate finance services

Our selling proposition

- Successful completion of hundreds of M&A transactions, financing projects and other corporate finance mandates since the inception of Wineus in 2008
- Access to an extensive network of potential buyers and sellers, entrepreneurs and companies
- Excellent contacts to financing partners, broad network to various consultants and alternative sources of financing

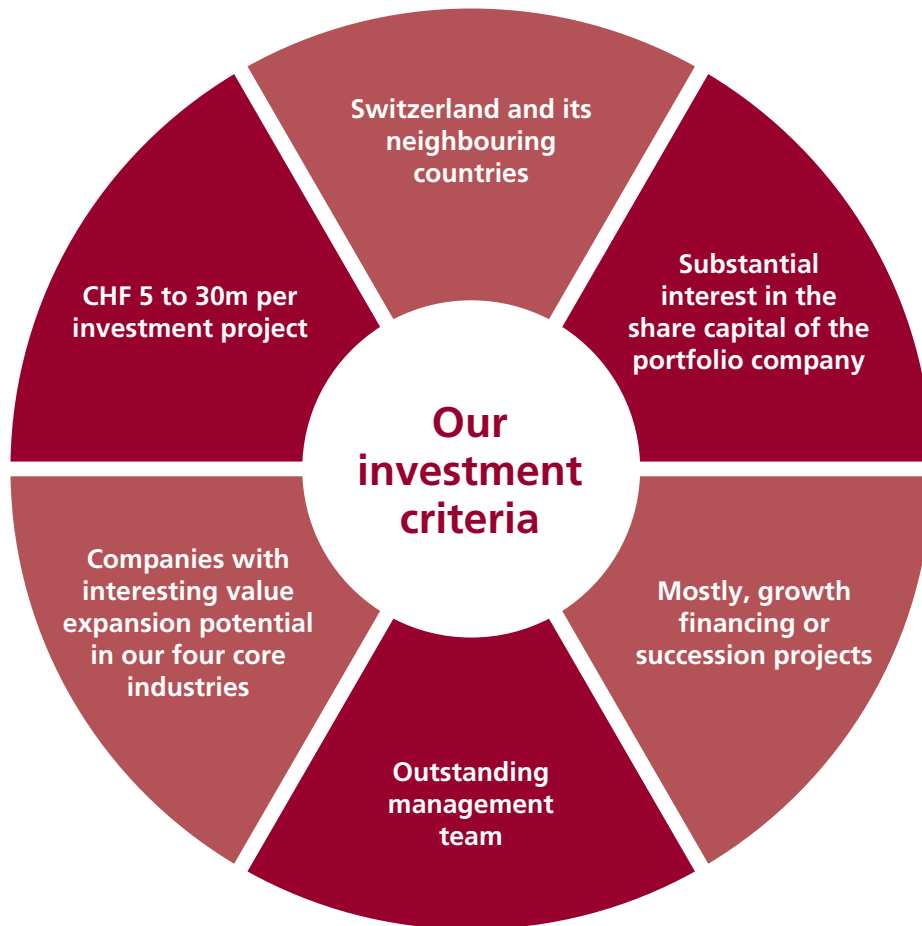
WINEUS CAPITAL

Our services

Management model	Active management of investment <ul style="list-style-type: none"> • Representation on the board of directors • Active support for strategic business development, financial planning etc. • Implementation of growth strategies (e.g. buy-and-build strategies) • Generation of investment opportunities 	Passive management of investment <ul style="list-style-type: none"> • Co-Investments • Increased focus on controlling/reporting 	Family office services <ul style="list-style-type: none"> • Ad-hoc analyses as well as advice on inquiries concerning industries, companies and key people etc. • Use of office infrastructure of Wineus as well as organizational services • Additional family office services are offered on demand
Structure	<ul style="list-style-type: none"> • A deal-by-deal investment structure with the following advantages: <ul style="list-style-type: none"> – Optimal matching of the investor's needs with those of the investment company – Flexible structuring according to the requirements of the investor and the company – No fixed fund criteria that must be adhered to (e.g. with regard to term, ticket size etc.) 		
Fee model	<ul style="list-style-type: none"> • Flexible fee model based on transaction, management and performance fee • Depending on the investor's preferences and the respective direct investment 		

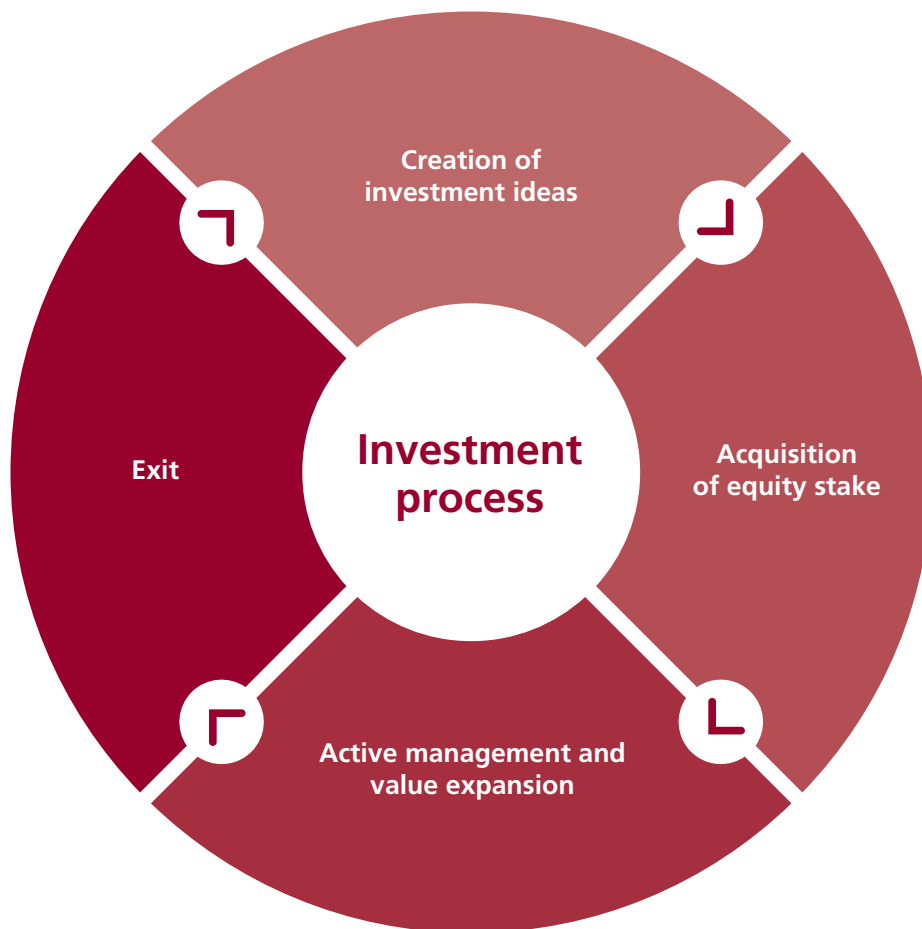
WINEUS CAPITAL

Investment focus



WINEUS CAPITAL

From the generation of investments to the exit



WINEUS ADVISORY

Our services

M&A lead advisory services for sell-side and buy-side projects, joint ventures, spin-offs and all other kinds of corporate transactions

Structuring of complex financing solutions of all kinds considering a variety of all sorts of financial instruments

Capital market transaction advisory services (equity and debt)

Value considerations, business planning, scenario analysis and other corporate finance services

WINEUS ADVISORY

Success factors



Experienced team with profound industry knowledge and extensive corporate finance expertise



Proven track record of over 400 completed transactions and financing projects



Key account approach for individual, tailor-made solutions according to customer needs



Support of all phases and aspects of the investment cycle from a single source



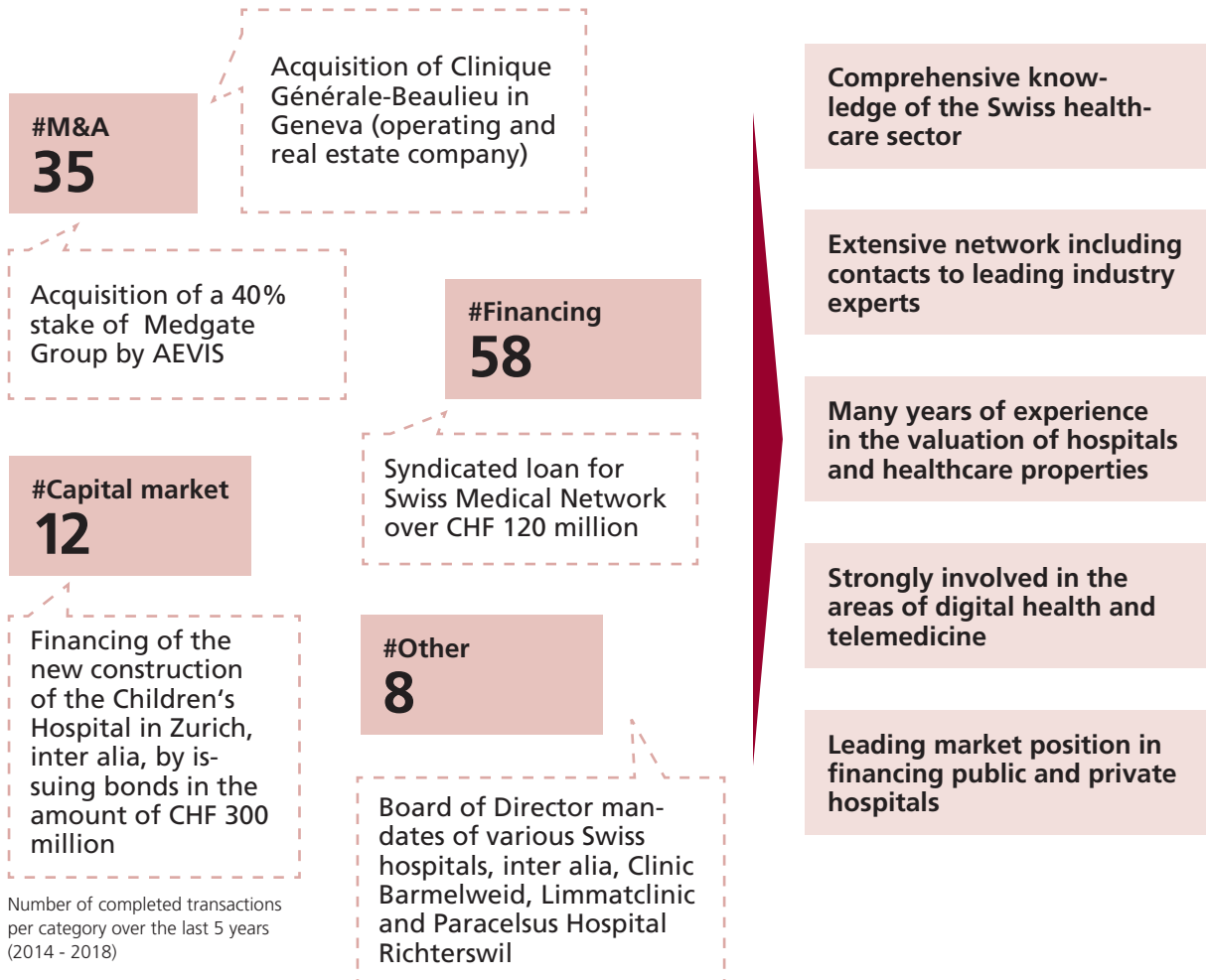
Entrepreneurial culture combined with independence to enable an exclusive focus on the client and the transaction itself



Broad network of potential buyers and sellers as well as financing partners

WINEUS ADVISORY

Case study healthcare industry



SELECTED PROJECTS

of Wineus Capital and Wineus Advisory

Healthcare



SWISS MEDICAL
NETWORK



Hospitality



GÄRTNEREI



Industrial & IT



Innovative products & services



WINEUS MANAGEMENT TEAM



DR. YVES CHERIDITO, CFA

Managing Partner / CEO and member of the Board of Directors

CEO of Wineus AG since 2008 and member of the Board of Directors and investor in various Swiss companies. Formerly for nine years with a Big 4 audit company in Switzerland and Australia in various positions in the area of company valuations and transactions (most recently as Head of the Valuation team in Switzerland)

Extensive experience in M&A, many years of experience in OpCo / PropCo transactions, expert in valuation issues and private equity



THOMAS ABEGG

Partner and Chairman of the Board of Directors

Chairman of the Board of Directors since Wineus AG was founded in 2008. Before taking the step into self-employment at the end of the 1990s, he held a leading position in the mortgage department of a major Swiss bank for several years

Co-owner and board member of various Swiss companies and expert for all real estate matters



XAVIER ALONSO

Partner

With Wineus AG since 2008. Formerly for four years with a Big 4 audit company in the areas of valuations, transactions and audit

Broad experience in M&A, financing and capital market projects as well as complex structuring issues

His core areas include healthcare, real estate and hospitality

WINEUS MANAGEMENT TEAM



REMO KELLER, CFA

Executive Director

With Wineus AG since 2009. Previously active in M&A / real estate consulting at a leading international consulting firm

Special focus and extensive expertise in the generation, structuring, execution and active management of direct investments in various industries. Broad experience in M&A and financing projects

Board of Director mandates and investor in companies from different industries



DANIEL REY, CFA

Executive Director

With Wineus AG since 2010. Previously worked in the M&A department of a large consulting firm and in the investment banking division of a major Swiss bank

As project manager he has carried out various M&A transactions, financing and other corporate finance projects

Extensive experience in healthcare, public and private hospitals and industrial companies. Member of the Board of Directors of a Swiss hospital



ROMAN HERMANN, CFA

Head of Zug office

Joined Wineus AG in 2015. As Head of Zug office, he carries out both advisory and capital projects

Before, he was Head of Business Development at the Executive Board level of Swissport International for four years. Prior to that, he worked as M&A project manager at a leading electrical engineering group. He started his career with a leading audit company in Switzerland, where he was most recently responsible for the valuation team

Board member of several Swiss companies



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