

HERITAS CAPITAL ADVISORS





Turning Heritage to Succession

HERITAS Capital Advisors
provides

M&A
and
MANAGEMENT CONSULTING
services to

small and medium sized businesses,
multinational companies
and private equity.



INTRODUCTION



The **founders** of HERITAS Capital Advisors have **several decades of local and international experience**. We have advised on hundreds of deals in Hungary, as well as other countries such as the United Kingdom, Germany, Austria, Romania, Sweden, Switzerland, Croatia, Serbia, Slovenia and Slovakia. We have gained transactional experience in industries ranging from telecom, construction and real estate, healthcare, logistics, finance and banking, as well as manufacturing, services and state-owned companies, local municipalities. We have a **network of industry and product specialists with market reputation** whom we work with on a case by case basis.



Miklós FEKETE

Has gained more than 23 years of professional experience with PricewaterhouseCoopers. As an advisory partner he has managed hundreds of corporate transactions, ranging from buy and sell-side mandates, business valuations to financial due diligence. He is a chartered accountant, a financial expert and speaks fluent English and Hungarian.

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Ernő BOBEK

Has 12 years of corporate experience with Siemens, where as a member of the board, he was leading the telecommunication division in Hungary. Since 2005 he is an independent interim manager and a financial advisor. He holds a business and a legal degree, speaks fluent Hungarian, English and German.

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APPROACH



We take every client and assignment on an **individual** basis. We strongly believe that there are no off-the-shelf solutions. We always take a **specific** approach based on the following **principles**:

- ◆ We discover shareholders' underlying **motives** when starting a new co-operation.
- ◆ We are focused on legal succession and **maximization of shareholder value**.
- ◆ We look at business **strategy**, and how does it meet customer expectations.
- ◆ We always consider both operational **efficiency** and corporate **culture**.
- ◆ Whilst we develop **quick wins**, we always make recommendations to achieve **long-term business success**.
- ◆ We do not only advise, but also take **responsibility in executing** those recommended actions.
- ◆ We are extremely keen on **integrity, confidentiality** and compliance issues.
- ◆ We only take on projects if we believe we have the right level of skills and **experience to deliver**.
- ◆ What is **promised** is what gets **done**, never mind formal agreements.
- ◆ We strive for **long-term and close relationships** with our business partners, whether they are a customer or a supplier to us.





M&A ADVISORY

- Due diligence, business valuation, deal advisory
- Preparing a business for sale
- Investor search
- Full scale project management of mergers and acquisitions

MANAGEMENT CONSULTING

- Post-deal merger integrations
- Strategic and management consulting
- Restructuring and turnaround management
- Interim management, shareholder representation

FINANCE RAISE & INVESTMENT ADVISORY

- Finance raise, debt advisory
- Deal finance
- Financial advisory
- Business planning, feasibility studies

BUSINESS ADVISORY

- Implementation of management reporting systems
- Financial, accounting and controlling advisory
- Improvement of commercial contract terms
- Asset management, risk management

REAL ESTATE ADVISORY

- Real estate development advisory
- Real estate transactions
- Real estate management



REFERENCES



We have references in the following key service areas:

- Financial due diligence
- Corporate valuations
- Mergers and acquisitions, both sell-side and buy-side
- Strategy advisory
- Management consulting
- Operational and organisational management
- Interim management
- Financial advisory
- Finance raising
- Construction's project management
- Real Estate development and facility management
- Feasibility studies and business plans
- Corporate business development
- Restructuring

SIEMENS



pwc



JUNGHEINRICH





Lined area for notes, consisting of 20 horizontal lines.



HERITAS

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