



ABOUT US

Kontivia is a long-term oriented, **down-to-earth investment boutique**. Together with Swiss entrepreneurial families and other private investors we invest in well-established small and medium sized companies in Switzerland and Southern Germany, sharing a common culture of values as well as a mutual entrepreneurial understanding of business.

Kontivia stands for **continuity** in connection with a new way (**via**). Kontivia's principles include securing continuity, sustaining proven practices and enabling growth. We develop our equity partnerships through a long-term, professional and disciplined mindset – with **solid entrepreneurial capital**.

SOLID CORE VALUES

Fairness and respect, down-to-earth, honesty, credibility, independence, competence, professionalism, responsible and trustful behavior.

CLEAR BUSINESS UNDERSTANDING

With passion we further enable entrepreneurial success stories.

ENTREPRENEURIAL TEAM

Kontivia's team members have a long and successful track record and broad experience from numerous majority and minority equity investments

SWISS ENTREPRENEURIAL FAMILIES AS INVESTOR BASIS

We are not a private equity company and do not invest through a fund structure.

LONG-TERM AND FLEXIBLE INVESTMENT HORIZON

We invest over a period of 7 to 10 years or longer – with a conservative use of financial leverage.

INVESTMENT PARTNERSHIPS

Inovu Group

Succession 2018/2019 (majority)
Sales approx. CHF 75m



Granita Group

Succession 2019/2020 (majority)
Sales approx. EUR 50m



Katadyn Group

Succession 2021 (majority)
Sales approx. CHF 65m



LONG-TERM INVESTMENT STRATEGY

Our focus lies on small and medium sized companies with a proven business model, leading market position and attractive growth perspective.

OUR INVESTMENT APPROACH

- Both majority as well as minority equity investments
- Partnering up with the management team to actively support the value creation process in terms of growth, operational excellence as well as strategic positioning
- Conservative use of financial leverage
- Attractive management participation
- Access to Kontivia's broad network
- Investor returns based on increase in equity value and dividend payments (optional)

INVESTMENT CRITERIA

- Company sales between CHF 25-150m for majority investments
- Company sales between CHF 50-500m for minority investments
- Geographic focus on Swiss and Southern Germany
- Industry agnostic investment approach
- No early-stage investments or restructuring cases
- Equity investment between CHF 20-50m

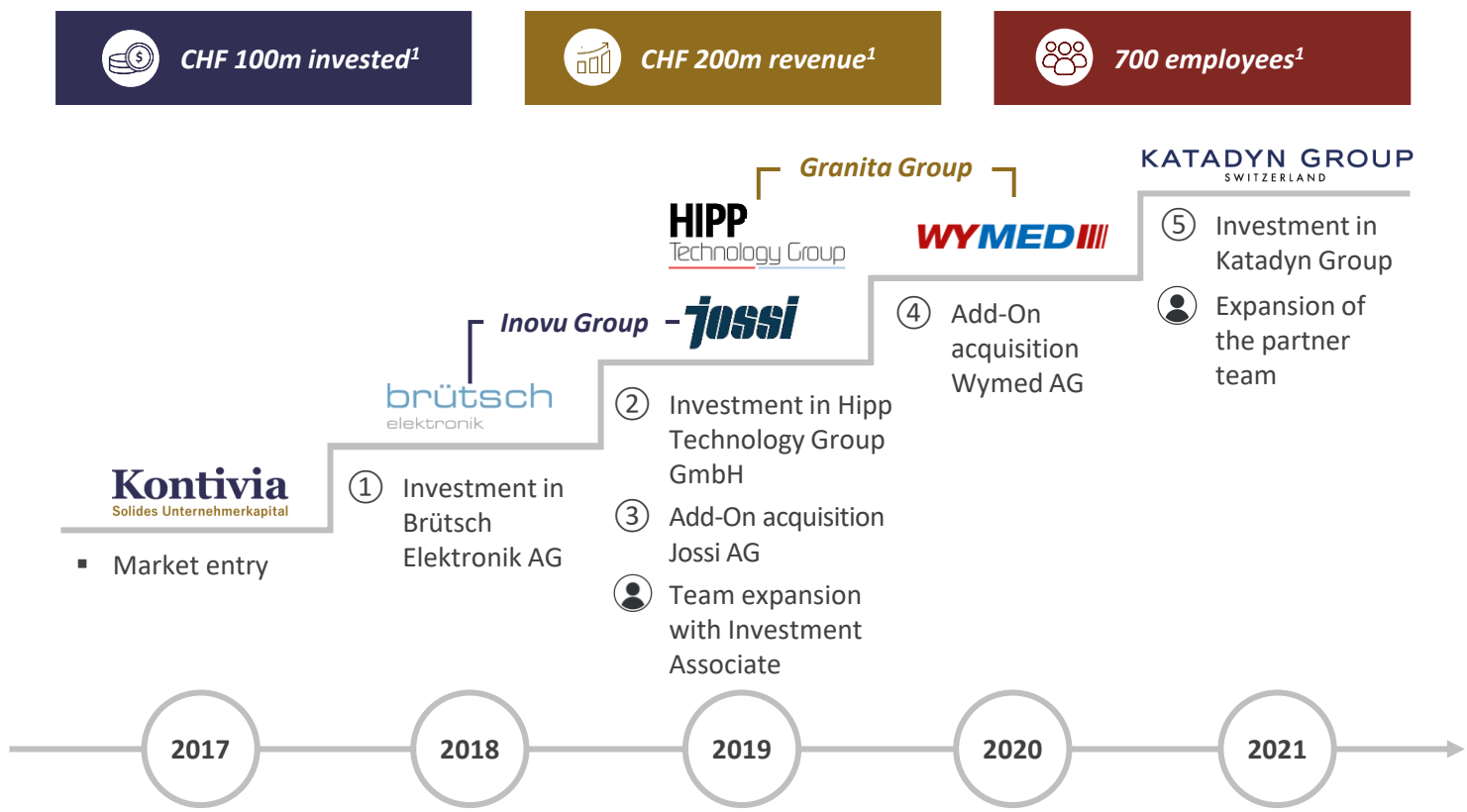
CONVINCING INVESTMENT SOLUTIONS

- Succession planning
- Growth financing
- Shareholder buyouts
- Spin-offs

CONTACT







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5 YEARS KONTIVIA – 5 SUCCESSION SOLUTIONS WITH FAMILY-OWNED COMPANIES



1: Investment partnerships combined.

OPERATIONAL TEAM

 <p>Dr. Alexander Krebs Chairman</p>	<ul style="list-style-type: none">▪ Founding partner / initiator▪ 30 years of experience in the investment industry▪ Investments: e.g. Stadler Rail, Sonova, Tobler, Komax, Lista, sia Abrasives, Saia Burgess, Home Instead, Inovu Gruppe , Granita Gruppe and Katadyn	 <p>Christof Högger Partner</p>	<ul style="list-style-type: none">▪ Founding partner▪ 10 years of experience in the investment industry▪ Investments: JLS Digital, ASSEPRO, Josef Martin, Inovu Gruppe, Granita Gruppe and Katadyn
 <p>Dr. Hansjörg Schnabel Senior Partner</p>	<ul style="list-style-type: none">▪ Joined Kontivia in 2021▪ Responsible for Southern Germany▪ 25 years of experience in the investment industry▪ Investments: AHT Cooling Systems, PMA, Z&J Technologies, Stromag, LMF, Karl Eugen Fischer, MEN Elektronik, Windstar Medical and Katadyn	 <p>Pascal Töngi Investment Associate</p>	<ul style="list-style-type: none">▪ Joined Kontivia in 2019▪ 2 years of experience in the investment industry as well as 3 years of experience in the M&A industry▪ Investments: Wymed (Granita Gruppe) and Katadyn
 <p>Marco Lang Partner</p>	<ul style="list-style-type: none">▪ Founding partner▪ 8 years of experience in the investment industry as well as 5 years of experience in the M&A industry▪ Investments: Home Instead, Basefit, Christ & Heiri, Inovu Gruppe, Granita Gruppe and Katadyn	 <p>Martina Erni Office Management</p>	<ul style="list-style-type: none">▪ Joined Kontivia in 2016▪ Administrative support▪ Longstanding administrative experience in the investment industry