



## ABOUT US

**Kontivia** is a long-term oriented, **down-to-earth investment boutique**. Together with Swiss entrepreneur families and other private investors we invest in well-established small and medium sized companies in Switzerland and in Southern Germany.

Kontivia stands for **continuity** in connection with a new way (**via**). Kontivia's principles include securing continuity, sustaining proven practices and enabling new growth. Through an entrepreneurial, professional and disciplined mind-set we develop long-term equity partnerships.

### SOLID CORE VALUES

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

### CLEAR BUSINESS UNDERSTANDING

With passion we further enable entrepreneurial success stories.

### SWISS ENTREPRENEUR 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.

## TEAM WITH A LONG TRACK RECORD

### ENTREPRENEURIAL TEAM

- The team members of Kontivia have a long and successful track record and a broad experience from numerous majority and minority equity investments. Some of these include: Brüttsch Elektronik, Sonova (former Phonak), Stadler Rail, Komax, sia Abrasives, Saia Burgess, Tobler, Home Instead, basefit.ch.

### ADVISORY BOARD / INV. COMMITTEE

- The members of our advisory board and investment committee are entrepreneurs, professional board members and CEOs of leading Swiss companies.
- Their expertise, experience and network form a substantial value in the selection and development of new investments.

## LONG-TERM INVESTMENT STRATEGY

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

### OUR INVESTMENT APPROACH

- Majority / minority equity investments;
- Active partnership with the management team in the value creation process (growth, operational excellence, strategic positioning);
- Conservative use of financial leverage;
- Attractive management participation;
- Access to broad Kontivia-network;
- Investor returns based on increase in equity value and dividend payments (optional).

### INVESTMENT CRITERIA

- Company sales between CHF 15 - 150m (majority investments) and CHF 50 - 500m (minority investments);
- Focus on Swiss and Southern German companies;
- Opportunistic scope of industries excluding specific sectors such as pharma, biotech and social media;
- No early stage or restructuring cases;
- Strong management team;
- Minimum equity investment of CHF 10m.

### INVESTMENT SOLUTIONS

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

## CONTACT

Dr. Alexander Krebs, Chairman & Partner | Marco Lang, Partner | Christof Högger, Partner | Martina Erni, Office Management  
Kontivia AG, Uraniastrasse 40, 8001 Zürich, +41 44 215 11 90, info@kontivia.com, www.kontivia.com