



## 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.

### 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.

## TEAM WITH EXTENSIVE EXPERIENCE

### ENTREPRENEURIAL TEAM

- Kontivia's team members have a long and successful track record and broad experience from numerous majority and minority equity investments
- Examples include Sonova, Komax, Stadler Rail, sia Abrasives, Saia Burgess, Gebrüder Tobler, Home Instead, JLS Digital, basefit.ch, ASSEPRO

### CURRENT INVESTMENTS

#### INOVU Group

**brütsch** elektronik **jossi**

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

#### Granita Group

**HIPP** **WYMED** **PRECISION MECHANICS**  
Technology Group

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

## 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
- Minimum equity investment of CHF 15m

## CONVINCING

### INVESTMENT SOLUTIONS

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

### CONTACT

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