

# BridgeLink M&A and Corporate Finance

BridgeLink is an international service company providing comprehensive advisory solutions in M&A and Corporate Finance. We are located in Basel (Headquarters), Hamburg, Antwerp, Tel Aviv , Bahrain, Philadelphia and Buenos Aires.

Our main activities are

- Mergers & Acquisitions
- Acquisition Financing
- Post-sales and mergers integration services

## M&A Transaction Services Buy-Side

# Always for the best outcome



Our partners are highly qualified professionals with in-depth industry expertise.

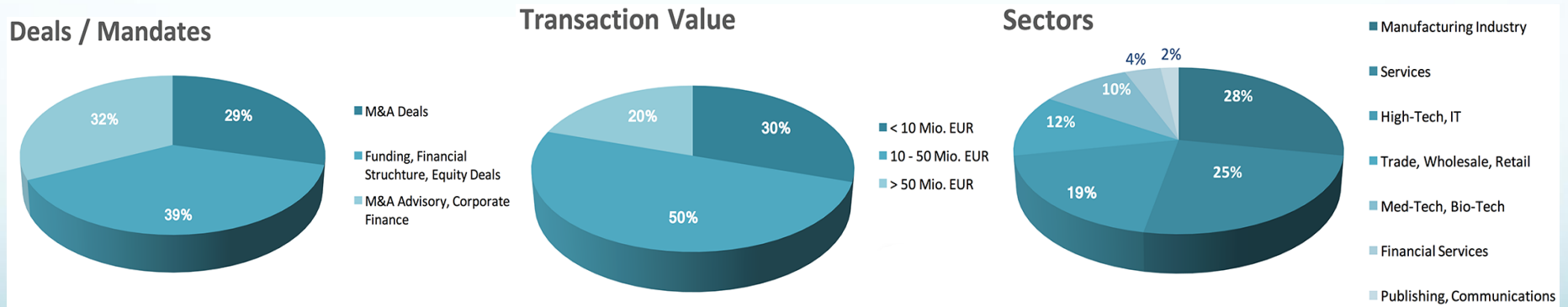
We have a strong network of investors and as well as international legal and tax experts.

Our professionals have hands-on leadership experience in the business world.

We develop customized solutions.  
Always for the best outcome

BridgeLink Corporate Finance Advisory was founded in 1996. After 180 international sales financing and acquisition mandates, we maintain business relationships with Corporations and Investors around the world.

BridgeLink is a powerful partner to entrepreneurs, managers and financial institutions. BridgeLink engages in financial and entrepreneurial projects within several sectors, taking on a key role within clearly defined goals.



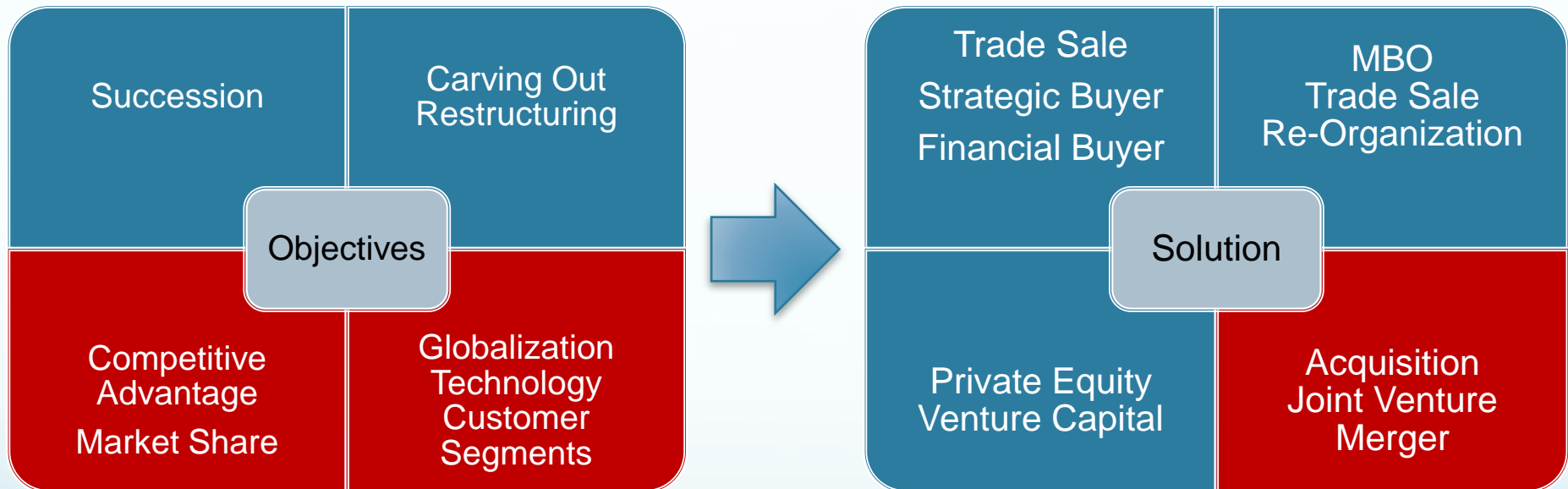
BridgeLink helps clients to define goals and to answer the questions which are critical to the strategic, financial and organisational success



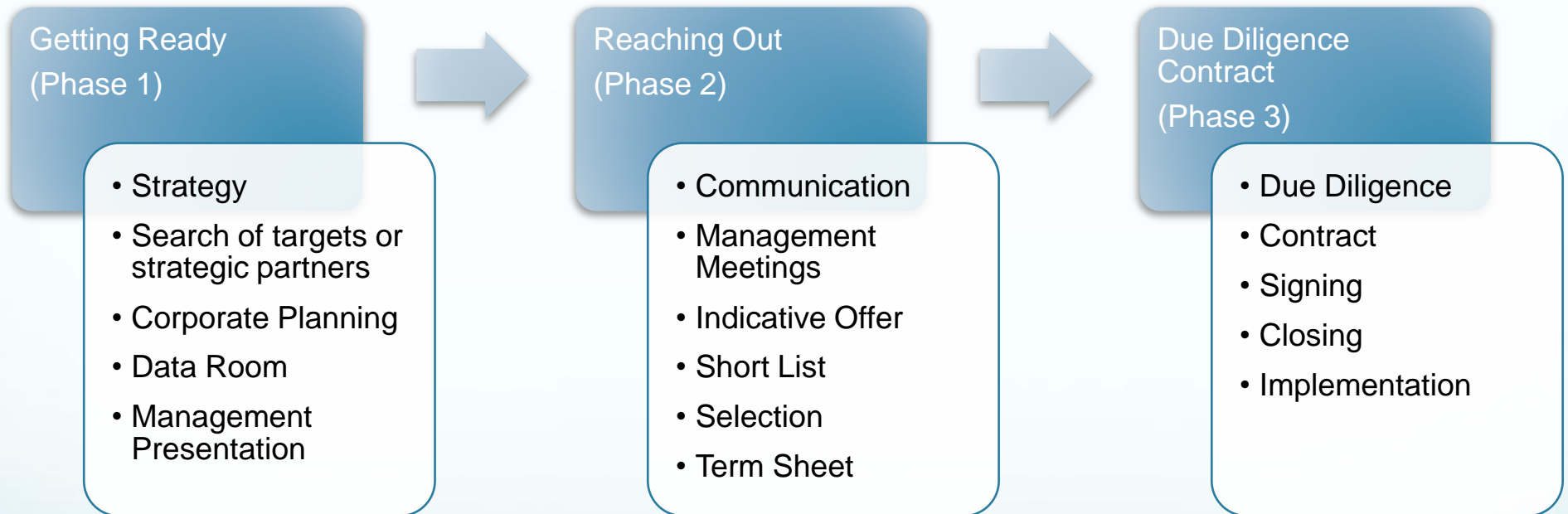
- Acquisition, merger or joint-venture?
- Partner search
- Strategic rationale of transaction
- Detailed analysis of the target company
- Valuation, price, terms
- Support with negotiations
- Post-merger integration (optional)



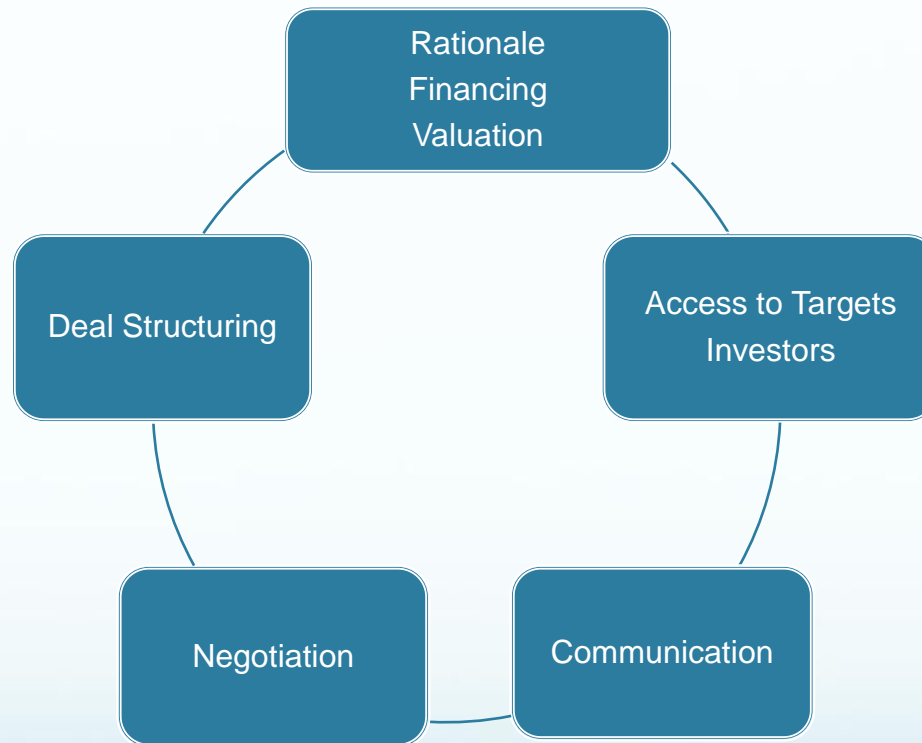
## Acquisition: Optimal Solutions – Best Outcome



## Deal Process



## BridgeLink provides comprehensive services



## BridgeLink is international



BridgeLink is present and well connected in Western Europe, Israel, Middle East and the Americas

### Expertise in

- Technology, Markets
- Strategy
- Finance
- Investor Relations and Communication,
- Law, Tax
- Due Diligence
- Negotiation, Contract



## Paul-André Wenger, MSc in Management

Paul Wenger has international management experience having founded, developed and led industrial High Tech companies. In that capacity, he also gained ample experience buying and selling companies, as well as managing strategic alliances with large European, American and Japanese players.

Paul studied international Management and has a Masters degree from the London Business School. He is a founding partner of BridgeLink.

His areas of special expertise are:

- Growth Financing
- MBO
- M&A



## Gabriele E. Krause, MSc in Management

Gabriele Krause has worked as a business consultant for over 15 years. She is a Partner of BridgeLink AG, based in Hamburg, Germany.

Gabriele Krause studied Architecture, Planning and Design Management (MBA) in Germany, the US and England. Before earning a degree in International Management at London Business School (MSc in Management), she has worked on real estate development, regional and economic development projects in Germany, the US, and Asia.

Her special competencies are in:

- M&A
- Strategy and Marketing
- Project Development / Project Management



## Diego H. Zbar, Ind. Eng

Diego Zbar has over 20 years of international business experience in the med tech, metal and textile industries. He held senior management positions in manufacturing and international marketing. Diego successfully developed international enterprises and managed turnarounds.

Diego holds an Industrial Engineering degree from the University of Buenos Aires (UBA) in Argentina. He has worked in South America, the USA, India and Europe. Today, he lives in Buenos Aires.

His special areas of expertise are:

- Business Development
- Manufacturing / Operations
- Turnaround Management



## Marco Arrigoni, grad. operations engineer

Marco Arrigoni was in industry leadership for over 35 years, most recently as CEO of an international, publicly traded company. In addition to his multicultural leadership skills, he has extensive experience in strategy, restructuring and M & A transactions.

Marco has a direct, in-depth contact with the real economy. His work is based on business knowledge, analytical methodology and practical relevance.

His strengths are:

- Corporate Development
- M & A
- Consistent and targeted negotiation



## René Bollier, M.A. HSG, Associate Partner

René Bollier has 25 years of experience in leading, restructuring and internationalizing industrial companies in the role of CEO and CRO, in mechanical engineering, in the steel industry, in the aerospace industry and for manufacturers of durable consumer goods.

As an executive, he led small and large companies with 40 to 3400 employees to success.

René worked for 12 years for western companies in Asia and Eastern Europe. He completed his business studies at the University of St. Gallen.

His competences are

- Entrepreneur and family succession
- Pre-sales optimization
- Corporate Development





## Elco van Grotenhuis, MSc, MBA

Elco van Grotenhuis has many years of international business experience with such companies as Procter & Gamble, Huhtamäki, Ziegler, Sunbeam and the European Plastic Group. At the latter, he was CEO of Allibert Home and integrated the acquisition of Rubbermaid Europe. In between, he also founded and successfully sold a packaging company in the US.

Elco holds a master's degree in Industrial Design Engineering from the University of Delft and a MBA from the EM-Lyon Business School.

His main areas of expertise are:

- Mergers & Acquisitions
- Pre-sale optimisation and/or post-merger integration
- Change management



## Alon Adler, Dr. Sc., Associate Partner

Alon Adler has a long and successful track record as CEO of High-Tech Companies. He has global experience in large transactions with Fortune 500 Companies, especially in the Automotive and the Media Industry.

Alon studied Electronic Engineering and Economics at the TU Munich and Industrial Engineering at the Technion Israel Institute of Technology, where he completed his doctorate degree.

His special areas of expertise are

- Technology
- Strategic Partnership
- Growth Financing



BridgeLink AG (Headquarters)  
Centralbahnstr. 7  
CH-4002 Basel  
[www.bridgelink.ch](http://www.bridgelink.ch)  
+41 61 206 90 90

BridgeLink GmbH  
Gabriele Krause  
Am Sandtorkai 66  
D-20457 Hamburg  
+49 40 2981 3388

BridgeLink SRL  
Diego Zbar  
Parera 36, 1014ABB  
Buenos Aires, Argentina  
+54 9 11 5010 3332

### BridgeLink Associate Offices

Antwerp, Belgium  
Tel Aviv, Israel

### Regional Support

Philadelphia  
Bahrain