

**Short memorandum available on request - Please mail to
m.hartkopf@hartkopf-ub.de and indicate the reference number!**

Reference		Industry / Trade	Business Activities	Offer of Share Capital	Turn-over/ Sales	Profit/ EBIT	Asking Price 100 %
Cty	Nr.			- EURO million -			
AM = Americas; EU = State of European Union; EUR = rest of Europe; A = Austria; B = Belgium; CH = Switzerland; D= Germany; RU = Russia etc.							
A. COMPANIES							
DK-	150110	Civil Engineering	Civil engineering, motorways, railway sliding, pile foundations	100%	300	18	
DK-	160103	Civil Engineering	Civil engineering	100 %	200	10	
CH-	160203	Temp agency	Temp agency with 5 branches and 250 temps qualified for different branches	100%	20	2	
EU-	100309	Bridges & tunnels	Patented low cost bridges and tunnels and of concrete, licence for China, India and Russia	licence			
EU-	150302	Private railway company	Private railway operator serving mainly one European country	> 51%			
SE-	150303	Construction company	Construction and civil engineering in Sweden	100%	150	5	
F-	170302	Winery in the Luberon area	Winery with 107 ha land, whereof 28 ha vineyards, 851 m ² castle, direct marketing	100%			15.9
F-	170303	Winery in the Banderol area	Winery with 500 ha land, whereof 50 ha vineyards, private hunting grounds, weak results	100%			56
D-	170308	E-business platform	Platform for the automation of processes across all industries, EUR 300 m transactions p.a.	25-100%	2.5	1.2	
EU-	110408	Confectionary	Chocolate, pralines and other confectionary with renowned brand in Eastern EU	100%	11	0.5	
D-	160402	Natural stone tiles	Innovative manufacturing of ultra-thin natural stone tiles & facades, EUR 20 m investment	Start up			
F-	170402	Winery in the Medoc area	Winery with 4 chateaux, 185 ha land, whereof 85 ha vineyards, 1.2 m bottles p.a. 20% Ebitda	100%			100
F-	170403	Winery in the Provence	Winery with 170 ha land whereof 45 ha vineyards and 5 ha olive plantations	100%			26
F-	170404	Winery in the Rhone valley	Winery with 150 ha vineyards, 0.450 m bottles p.a.	100%	2.7		11
E-	170407	Concrete brick machines	Engineering company for turnkey plants for the manufacturing of concrete bricks & elements	51-100%	12	0.5	12
EU-	170412	Fire extinguishers	Portable and other fire extinguishers & other fire fighting equipment, strong exports, capex plan	51-100%	25	3.5	
PL-	170413	parts	industry	100%	20	2.5	
EUR-	150606	Beverages	Production & sales of alcoholic beverages, mineral water, soft drinks and fruit juices	100%	20	2.5	
D-	160600	Pile foundations	Niche civil engineering, specialized on pile foundations	51-100%	50	0.5	
F-	160601	Marina at the Mediterranean	Marina inclusive modernization and extension up to 800 berths on the Mediterranean Sea.	50-100%			7.6
F-	160602	Automated boathouse	Automated boathouse project in Mediterranean marina with 400 parking spaces	25-100%			7
D-	60727	Change management	International coaching for the implementation of efficiency improvement and profit growth	51-100%			1.5
CN-	130715	Concrete precast build.parts	Greenfield concrete precast parts factory for building elements in China	25-50 %			25
F-	140706	Quarry for limestone blocks	Quarry for limestone blocks used for architectural facades	100%			0.7
D-	160700	Patented drug	Patented drug against arteriosclerotic plaques & vascular constrictions, shares and/or licence	Licence			
D-	160711	Intern. M & A advisory	International advisory services for M & A and Corporate Finance	51-100%			
D-	80815	Automotive precision parts	Leading manufacturer of high-precision parts for the international automotive industry	75.1%	50	2.7	16

**Short memorandum available on request - Please mail to
m.hartkopf@hartkopf-ub.de and indicate the reference number!**

Reference		Industry / Trade	Business Activities	Offer of Share Capital	Turn-over/ Sales	Profit/ EBIT	Asking Price 100 %
Cty	Nr.			- EURO million -			
D-	130804	High grade steel pipes	Manufacturing of welded high grade steel pipes, up to 168 mm outer diameter	25-100%	15	1	
MA-	150806	Marina & hotel development	1.200 ha with 6 km sandy beach for turnkey marina, lux. resort with hotels, golf etc. developm	10-75%			500
EU-	160807	speakers	Head phones & audio speakers, production in China, international distribution	100%	80	4.0	
D-	60908	Pile foundations	Niche civil engineering, specialized on pile foundations	51-100 %	10	1	4
D-	150909	Automotive turned parts	Toll manufacturer for turned parts used in the automotive industry	70-100%	11	5	27
D-	160900	Rapid diabetes test strip	New rapid test strip for the detection of diabetes type 2 risks looks for mezzanine capital or	Licence			
D-	151005	Cable braiding machines	Manufacturer of innovative cable braiding machines	>51 %			3
EU-	161005	Comm. vehicles exhausters	Exhausters & emission systems for trucks, buses, ships, trains etc.	100%	100	2.5	
F-	131112	Alcoholic beverages	Distillery for fruit and plant spirits, brandies, liqueurs, etc, renowned brands	51-100 %	20		
EU-	131115	Luxurious bathroom fittings	Luxurious bathroom fittings manufacturer, own foundry, global distribution	100%	4	0.25	3
A-	151105	Carbon fibre sailing masts	Carving out project of an experienced manufacturer of automotive & aerospace carbon parts	50-100 %			
E-	161102	Mineral water	5 mineral water bottling plants supplying the Spanish retail market	100%	20	1.5	
D-	161108	Chinese translation agency	Chinese translation agency with sworn interpreters, 40 employees in Germany & China	51-100%	0.5	0.1	0.5
EUR-	141200	Automotive fluid pipes	Manufacturer of fluid pipe systems for the international automotive industry	100%	20	1	
D-	151204	Efficient power train system	Innov. electronically & sensor controlled power train systems, 20 % savings, EUR 15 m capex	Start-up			
D-	151205	Turned precision parts	Turned precision parts and component assembly, incl. Electronic control	100%	7	0.5	
EU-	161206	Private bank East Europe	Fully licensed private bank with 50 branches in Eastern EU country, EUR 1 bn total assets	100%	35	10,0	
B. REAL ESTATE							
D-	170108	Wismar	Refurbished 4 star castle hotel, 40 rooms, own lake on 17 ha freehold land	100%			8.5
F-	170110	4 star golf hotel Riviera	New 4/5 star golf hotel Côte d'Azur, 60 keys, 100 golf apartments, 140 ha, 18 holes, no operat.	100%			60
D-	170111	Plot for logistics near Berlin	14,000 m ² building land near motorway A11, 25km from Berlin centre, suitable for logistics	100%			5.364
CH-	170114	Logistic property near Basle	36,750 m ² logistic & office area (each 50%) property near Basle City, 5.52% gross yield	100%			63
MA-	170118	5 star hotel Marrakesh	5 star hotel, 200 keys, 28,000 m ² plus 18,000 m ² GIA shopping centre with car park, 5 % gr. y.	100%			130
A-	170120	Resident. developm. Vienna	150,000 m ² rentable residential area on 32,000 m ² land to be turnkey developed in phases	10-100%			400
D-	170121	Office development Munich	65,000 m ² GFA office development in outskirts of Munich, close to motorway exit, 6 % gr.yield	20-100%			240
A-	170122	4 star hotel Vienna centre	4 star hotel in Vienna centre, 200 keys, 18,000 m ² GFA, with or without operator, 6% gr. yield	100%			39/43
D-	110207	Moat castle near Dusseldorf	Moat castle west of Dusseldorf, 18,000 m ² land & park, manor and office & café buildings	100%			3.45

**Short memorandum available on request - Please mail to
m.hartkopf@hartkopf-ub.de and indicate the reference number!**

Reference		Industry / Trade	Business Activities	Offer of Share Capital	Turn-over/ Sales	Profit/ EBIT	Asking Price 100 %
Cty	Nr.			- EURO million -			
GB-	170202	Resident. developm. London	60,000 m ² mix use development project on 2.53 ha land in London EC1 /WC1	100%			150
GB-	170204	Retail outlet England	3,400 m ² retail outlet in major English city, EUR 1.3 m annual rent, long-term rent agreement	100%	1.3		
F-	170205	Chem. & industrial park	Intern. corporation offers parts of its industrial areas in Lorraine for industrial tenants	Lease			
F-	150305	3 star hotel Côte d'Azur	3 star hotel with 24 rooms and restaurant, located close to Monaco	100%	0.65		6
CH-	170301	Underground car park devel.	Development of a 350 car spaces garage in the centre of a Swiss major city, 5 % gross yield	100%			60
GB-	170304	Hotel development London	Plot for the development of a hotel with 15,000 m ² GIA on 1,600 m ² land, directly at Hyde Park	100%			170
F-	170307	Castle hotel group France	6 caste hotels with 280 keys, from the Loire to the Rhine, owned by a company	100%			35
P-	170405	Beach developm. Portugal	300,000 m ² freehold land with 1 km sandy beach south of Lisbon for touristic development	100%			
L-	170411	Office building Luxembourg	13,000 m ² office area in the centre of Luxembourg, top tenants, 6 % gross yield	100%			50
D-	140506	Building plot Winterberg	1,394 m ² building plot in the centre of 59955 Winterberg, also usable for multi-family houses	100%			0.2
D-	170501	Cologne	Residential complex with 42 freehold flats, totally rented to a private clinic, 7.5 % gross yield	100%	0.4		5.3
A-	170502	Shopping centres Austria	2 retail centres, 30,000 m ² rented area, one in major city, the other in South Styria, 6 % yield	100%	3.47		59
F-	150612	3 star hotel in Paris-Orly	3 star hotel, 100 rooms, 25,000 m ² freehold land, 5,600 m ² built area, 300 m ² meeting rooms	100%			13
D-	160604	Comm. building Rhine city	17,000 m ² rentable area in major city, 4 star hotel, office & parking building, 6.4 % gross yield	100%			25
GB-	160705	Residential develop. London	3,260 m ² (43 units) residential developm. on corner property in London W14, turnkey GBP42m	100%			49
MA-	150806	Mediterr. hotel development	1.200 ha Mediterranean beach, 7 km sea shore, for luxurious resort development	> 51%			150
A-	160904	5 star health hotel	5 star hotel in a castle with medical diagnostic centre, to be extended, 6 % net yield	100%			25
A-	160906	Logistic property Vienna	36,000 m ² logistic buildings on 105,000 m ² freehold land, near Schwechat airport, 4.8 % yield	100%			20.58
D-	160908	Apartment centre of Munich	300 m ² apartment in an art nouveau house at superb address, necess. refurbishment included	100%			5,40
A-	160909	Rental houses devel. Vienna	Experienced developer builds rental houses in Vienna and offers risk guarantees	100%			
MC-	151000	5 star hotel Monaco	8,000 m ² 5 star hotel with casino license plus commercial area in the centre of Monte Carlo	100%			2,000
A-	161000	Logist. property near Vienna	33,000 m ² rented logistic property in Wiener Neustadt, 5.87 % gross yield	100%	0.88		15
I-	161002	5 star hotel in Rome	Traditional 5 star hotel in the heart of Rome, > 100 rooms, excellent gastronomy	100%			
CH-	161003	5 star hotel in Lugano	5 star hotel on the banks of Lake Lugano, refurbished, 85 rooms & suites, spa & pool	100%			
A-	161008	Residential property Vienna	1,900 m ² living area, built in 2016, located in top location of 1020 Vienna, 4.3 % gross yield	100%	0.3		
GB-	161009	Store develop. Manchester	36,000 m ² store development project in Manchester, 20 years rent agreem, 5.1 % gross yield	100%			99
E-	131116	5 star hotel in Barcelona	5 star hotel with 100 rooms in the heart of Barcelona, with or without management agreement	100 %			150
GB-	141107	5 star hotel London centre	250 rooms 5 star hotel in the heart of London	100%			350
D-	161109	Office building in major city	9,500 m ² office building, major city Eastern Germany, rented to public authority, 5 % gr. yield	100%			15.3
E-	161203	Tour. develop. near Gibraltar	650,000 m ² land for hotel & villa developm. at sandy beach within eyeshot of the Gibraltar rock	100%			57

