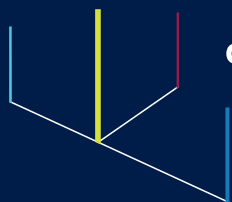




con | PAIR



connecting PAIRs.  
Conpair connects.

Conpair connects.

MERCK FINCK & CO  
PRIVATBANKIERS



Creative Commitment for  
Real Challenges



**Prof. Dr. Michael Nelles**  
Chief Executive Officer of Conpair AG

As the founder of Conpair, Prof. Dr. Nelles stimulated its growth from the first day in operation. After seven years of chairing the supervisory board and being an active partner, he became CEO of the Conpair AG in 2007, and since then focuses on the strategic development of Conpair AG.

He is professor in ordinary of business studies. As a full professor he used to teach „Corporate Finance and Banking“ at the Bergische Universität Wuppertal.



**Ginette Oebel**  
Board of Directors of Conpair AG

Ginette Oebel has been working with Conpair since its founding. Prior to her appointment as managing director of Conpair Corporate Finance GmbH, she was held responsible for the area of mergers & acquisitions. From 1998 to 2000 she worked with HSBC Trinkaus & Burkhardt in the fixed income team.

## Conpair – 10 years of individual problem solving

Conpair is closely bound to the German Mittelstand. For more than 10 years, we advice and support small and medium companies regarding financing and M&A activities. We do speak the language of the Mittelstand and stand for creative solutions and a close and fair cooperation. Long-term customer relationships and our transaction numbers reflect our success. During the last couple of years, we accompanied transactions with an accumulated volume of around one billion Euros.

## About us

The Conpair AG was founded in 2000 by Prof. Dr. Michael Nelles. Beside the founder and the second Managing Director, Ginette Oebel, there are two traditional private banks – National-Bank AG and Bankhaus Merck Finck & Co. – which complement the shareholder structure. The shareholder structure is fully completed by some regional entrepreneurs that have a long-term relationship with Conpair.

## Conpair – entrepreneurial, proactive, measurable

Our way of thinking and our approaches are entrepreneurial. Efficiency is the most important factor of success. We act proactively and find intelligent solutions to supply your company with the optimal financial resources. The results are value-increasing concepts whose immediate success is measurable, as it can be displayed in figures and facts.

Conpair – entrepreneurial,  
proactive, measurable

**Our approach is entrepreneurial**

With great passion and high dedication we accompany our clients in partnership and on an appreciative and results-oriented basis.

**Our characteristic is being proactive**

The creative and dynamic teams of Conpair constantly surprise with intelligent problem solutions, due to a visionary thinking and acting without losing the consciousness of risk.

**Our success is measurable**

With a maximum of transparency, our teams design and realize sustainable concepts in short time horizons that bring measurable success.

structured FINANCE



**Bank-independent financing, alternative fund-raising,  
optimisation of the capital structure**

Flexibility in corporate financing is one of the major challenges nowadays. Thus, we develop innovative financing means that cope with the dynamic change and the economic know-how-progression. We optimize your corporate financing with a range of alternative financing options supplementing the traditional bank loan.

corporate FINANCE



**Equity solutions, support with company acquisitions,  
support with the sale of company shares**

For more than 10 years, Conpair stands for intelligent approaches to business and industry financing, which guarantee growth and continuity, or provide restructuring. At historic turning points of the development of businesses and large corporations, we are the trustworthy partner who can give safety for important future decisions.

professional MONITORING



**Transparency, know-how, communication with bank partners**

During the last couple of years, the professional monitoring became one of the key topics for the German Mittelstand. The key issue is to meet the demand for financial communications, deriving from banks, investment companies and other financial institutions. Only the continuing recording of company data produces a usable data structure that allows for an individual assessment of the financial situation of the capital seeker and the resultant financial concept.



Capital – the center of economic activity. Up to a certain business size, it is – as a measure of success – highly correlated with the use of time and energy alongside the management. Once a business exceeds revenues of € 5 million, the capital sources are increasingly significant for future growth opportunities and capital management becomes more complex. Thus, the balance of debt and equity, the management of leasing, securities and transactions as well as the communication between investors and company management require various skills, objectivity and experience, but also creativity when it comes to developing individual concepts. This is the focus of Conpair.

A Team of Specialists  
for the Success of the  
Mittelstand

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