INTERNATIONAL TMC INVESTMENT BANK WITH MORE THAN 100 DEDICATED PROFESSIONALS

- Top Player in TMC global midcap
- 100+ team, 25 senior partners
- 15+ senior advisors ex-corporate CEOs
- One of the largest TMC focused teams
- 400+ transactions with mid-cap/growth focus
- Award winning with 12 awards in the last 3 years

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FULL CORPORATE FINANCE EXPERTISE

AREAS OF EXPERTISE

STRATEGIC M&A
- bluefinity
- ProLeiT
- Corente
- GAMBIT

PE BUYOUTS
- freepik
- Avira
- jinit
- TestPlant
- FutuMaster
- Google
- Avira
- EMERAM
- The Carlyle Group

PRIVATE PLACEMENTS
- centau ark network
- Schneider Electric
- ORACLE
- BNP
- Google
- INVESTCORP TECHNOLOGY PARTNERS
- EMERAM
- The Carlyle Group
- CATHAYCAPITAL
- Futureshift

TECH INFRASTRUCTURE
- alliander
- imagine
- fortum
- STC
- meridiam
- Brookfield
- Infracapital
- THOMSON VIDEO NETWORKS

BUY-SIDES / ROLL-UPS
- oceanmasters
- harmony
- PATHON
- INFRACLASS
- fime
- Slightymad
- KAPO
- Panasonic

CARVE OUTS
- CGI
- kwikey
- endeavour
- TAIWAN INVESTMENT CORPORATION
- Secant Ventures
- ALLIANZ
- Rhenus
- CHEQUERS
- IN GROUPS
- SYNDIGO
THOROUGH INDUSTRY KNOWLEDGE
DRAKE STAR MUNICH FOCUS - DIGITAL, FINTECH & SOFTWARE

DIGITAL TRANSFORMATION

FINTECH

ENTERPRISE SOFTWARE

DIGITAL MEDIA

MOBILITY & SMART CITIES

CONSUMER & AGENCIES

MARTECH & AGENCIES

COMMUNICATIONS

INDUSTRIAL TECH

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INTERNATIONAL PARTNERS
WITH OVER 520+ YEARS EXPERIENCE COMBINED…

Munich Partner Team

RALF PHILIPP HOFMANN
Managing Partner & Member of the ExCom
Enterprise Software, Digital Transformation Services, Security, Digital Media

JULIAN OSTERTAG
Managing Partner & Member of the ExCom
Fintech, Enterprise Software, Digital Media

KAIS BAKER
Partner
IT Services, Software, Security, Information Services

GREGORY BEDROSIAN
Managing Partner & CEO
Digital Media, Consumer Tech, Communications

MILLEDGE HART
Chairman
Software, Media, Communications

MARTIAL CHAILLET
Chairman
Digital Media, Consumer Tech

LAWRENCE QUARTARO
Managing Partner & Chief Financial Officer & Member of the ExCom

JAMES TURINO
Managing Partner & Member of the ExCom
Communications, Enterprise Software, Digital Media

STEVEN DANA
Partner
Industrial Tech, Software

JEFF BAKER
Managing Partner
Enterprise Software, Digital Transformation Services, Security, Digital Media

MICHEL TARIDE
Partner
Mobility, Energy Transition, Travel

CHRISTOPHE MORVAN
Managing Partner
Software, IT Services, FinTech, Cyber Security, Communications

ROBERT ENNIS
Partner
Digital Media, Consumer Tech

ERIC WARD
Partner
Digital Media, MarTech, AdTech, Consumer Tech, Retail Tech

VITALY GOLOMB
Partner
Mobility, New Energy, AI, Software
INTERNATIONAL PARTNERS
WITH OVER 520+ YEARS EXPERIENCE COMBINED…

JIM HOLZER  
Managing Partner  
Enterprise Software,  
MarTech, IT, Business  
Services

MATTHEW JOHNSON  
Managing Partner  
Communications

NATHAN JOHNSON  
Managing Partner  
Communications

KASPER KRUSE  
Partner  
PETersen  
FinTech, Software

JUAN MEJIA  
Partner  
Retail Tech, Consumer Tech

MICHAEL METZGER  
Partner  
Digital Media, Gaming,  
FinTech

GABY SILVESTRIS  
Partner  
Enterprise Software, Digital  
Transformation Services,  
Security, Digital Media

LAWRENCE GIESEN  
Partner  
Ad-Tech, FinTech, Digital  
Media

RON RIVERA  
Partner  
Mobility, Software

BRUNO TOURME  
Managing Partner  
Software, Industrial Tech,  
Retail Tech

JACK DESSAY  
Partner  
Communications, Enterprise  
Software, Digital Media

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HIGHLY EXPERIENCED ADVISORS
A GLOBAL TEAM OF SENIOR EXECUTIVES

SENIOR ADVISORS – SECTOR

TREVOR BARRAN
SPAC & Proptech
COO Lionheart Capital Acquisition Corp II

JACQUES PAQUIN
IT Services
Ex- MD France at R.W. Baird

DOMINIQUE LEBEL
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Ex-LDA Jupiter
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Mobility & Fintech
Co-founder Canoo

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Mobility & Fintech
Co-founder Canoo

GIANNI CORIANI
Ex-CEO UniCredit
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Co-founder Canoo

GIANNI CORIANI
Ex-CEO UniCredit
Corporate Finance
Italy
WHY WORK AT DRAKE STAR
MUNICH OFFICE

“Drake Star offers me the opportunity to work in a young and dynamic team with a lot of responsibility and client interaction right from the start. The unique tech focus allows me to work in different industries (e.g. cybersecurity, WealthTech, HR), which I find very exciting and versatile.”

Anton Donauer
Associate

“After my graduation and several internships in investment banking and private equity, I was in talks with several companies. From the first discussions, I knew that I would like to work for Drake Star. The focus on technology, the global presence and the amazing team spirit impressed me from the beginning. My first impression has not changed in the two years that I have been at Drake Star.”

Pablo Lundershausen
Analyst
SELECTED DEALS EXECUTED IN THE LAST 2 YEARS

**LANDMARK DEALS**

- **SALE TO tink**
  - Largest FinTech exit in Germany in the past 10 years with double digit revenue multiple

- **SALE TO Parcel2GO.com**
  - Sale of UK’s largest parcel delivery marketplace to leading global PE

- **SALE TO cadence**
  - Sale of leading simulation software provider to Cadence Design Systems (Market Cap >$40bn)

- **PRIVATE PLACEMENT**
  - $230m growth equity financing from a consortium of global technology leaders

- **SALE TO freepik.com**
  - Largest digital media transaction in Spain

- **SALE TO ProLeiT**
  - Sale of largest founder-owned industrial automation player in Germany with +700 employees

- **SALE TO Avira**
  - Sale of largest German cyber security SW provider to leading global PE for $180m

- **SALE TO ubitricity**
  - Sale of leading EV charging powerhouse to Shell, enabling Shell to expand its leading market position

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DEALS 2021 YTD

OUTSTANDING DEAL-MAKING

30 DEALS ALREADY CLOSED IN 2021

The Luxury Closet
PRIVATE PLACEMENT

drmarket
	IMT INVESTMENTS

 Parcel360
 MAJORITY SALE

XYVID
SALE TO

IETY

Op surgur
SALE TO

Sunstone Partners and portfolio company of

Cloudbakers
INVESTMENT & MERGER WITH

Qwinnx
SALE TO

EyeEm

Financysystems
COMBINATION WITH

FINANZ CHEF24
PRIVATE PLACEMENT

Sourced
SALE TO

Lightstream
SALE TO

The Mobility House
PRIVATE PLACEMENT

Ponooc
SALE OF

Hiretech
SALE TO

ECNTRA
SALE TO

CloudNexa
SALE TO

Last Mile Solutions
PRIVATE PLACEMENT

Equifax
SALE TO

Zynga

IN
GLOBAL

EW
EUROWAG
PRIVATE PLACEMENT

Thrive
SALE TO

Avira
ACQUISITION OF

Sunstone Partners
ACQUISITION OF

Domino
PRIVATE PLACEMENT

FreeWire
SALE TO

ubitricity
SALE TO

Elivar
PRIVATE PLACEMENT

EVE
STRATEGIC INVESTMENT

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BLUE CHIP PRIVATE EQUITY NETWORK

PE’S IN OUR TRANSACTIONS

Allianz® Arena

“Worked with Drake Star on transactions as a client, investor, acquirer or as a qualified confirmed bidder on projects.

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ACTIVE MINDSET LEADER IN TECHNOLOGY INDUSTRY
DEDICATED INDUSTRY EXPERTISE

PANEL DISCUSSIONS AND SYMPOSIUMS
Global panel on Software and IT Services
M&A at McDermott Will & Emery’s Conference

Drake Star Partners’ CEO Gregory Bedrosian interviewed by BBC

MuMac (Munich M&A Conference)
FinTech M&A Panel

RESEARCH AND NEWSLETTERS
Global InsurTech Report
The Rise of WealthTech
Global AI Report
IT Automation Software

AWARDS AND EVENTS
M&A ADVISOR AWARDS
M&A ATLAS AWARDS

1) Will be released in October 2021
WHY DRAKE STAR PARTNERS

Work in the **number one M&A firm** with the most completed transactions in H1 2021 in EU*

Work on the edge of exciting technology fields such as software, cyber security, AI, FinTech, IOT

Work in strong collaboration with international Drake Star offices on **cross-border transactions**

Be part of a small team & shape the future of a **fast-growing** international investment bank

**Work in the heart of Munich** – Ludwigpalais close to English Garden and Marienplatz

Earn a **competitive salary**

Work in **close collaboration with the managing partners and interact directly with clients**

*M&A & Private Placement, <$500m, TMT Sector Europe*
GLOBAL PRESENCE

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