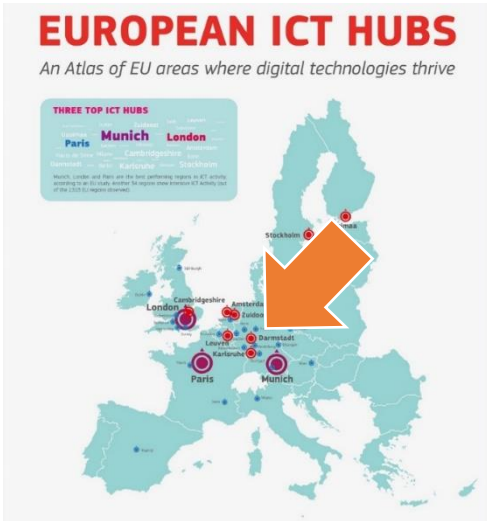




Company Presentation: **MAGILER** GmbH

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# >>> Company / Overview



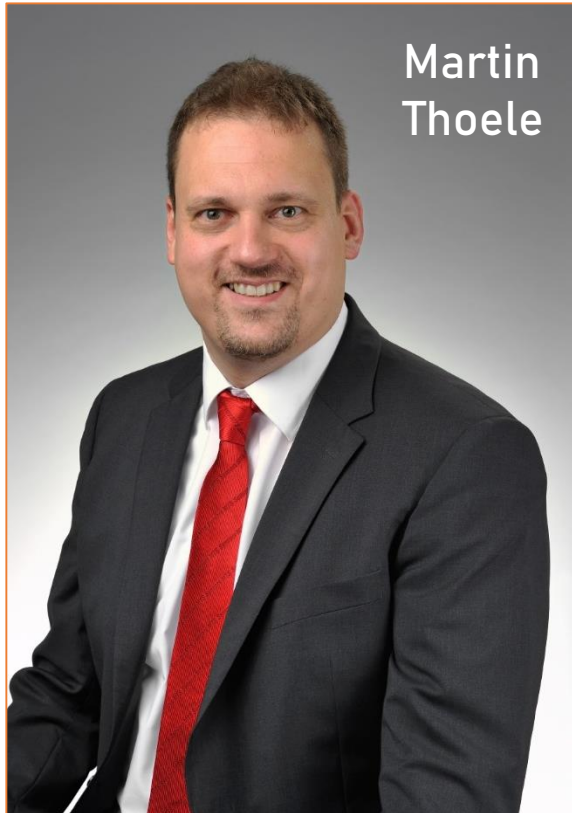
Darmstadt ranked first in the future index of the German city ranking in 2016, 2017 and 2018 by IW Consult / Wirtschaftswoche

Winner of the Bitkom competition “Digital City” in 2017

“... Darmstadt ... ranks number seven [out of the 1,303 European regions ranked] at EU's top 10 ICT Poles of excellence.” (European Commission, 2014)

- Foundation of „AAAgiler GmbH“ in Darmstadt (near Frankfurt) at the „heart of Europe“
- Location Darmstadt: Officially named „City of Science“ with 40,000 students (including the Technical University Darmstadt, ESOC (European Space Operations Centre)/ESA, FAIR (an international accelerator facility under construction for EUR 2.5 billion), three Fraunhofer research institutes as well as the Mittelstand 4.0 competence center
- Acquisition of two long existing businesses (a bookkeeping office and a wholesale trading business for industrial equipment) agreed for December / January
- Concept: Offering commercial services to international tech startups and companies; developing a network of customers, suppliers and service providers (including tax advisor, notary, technical consultant)

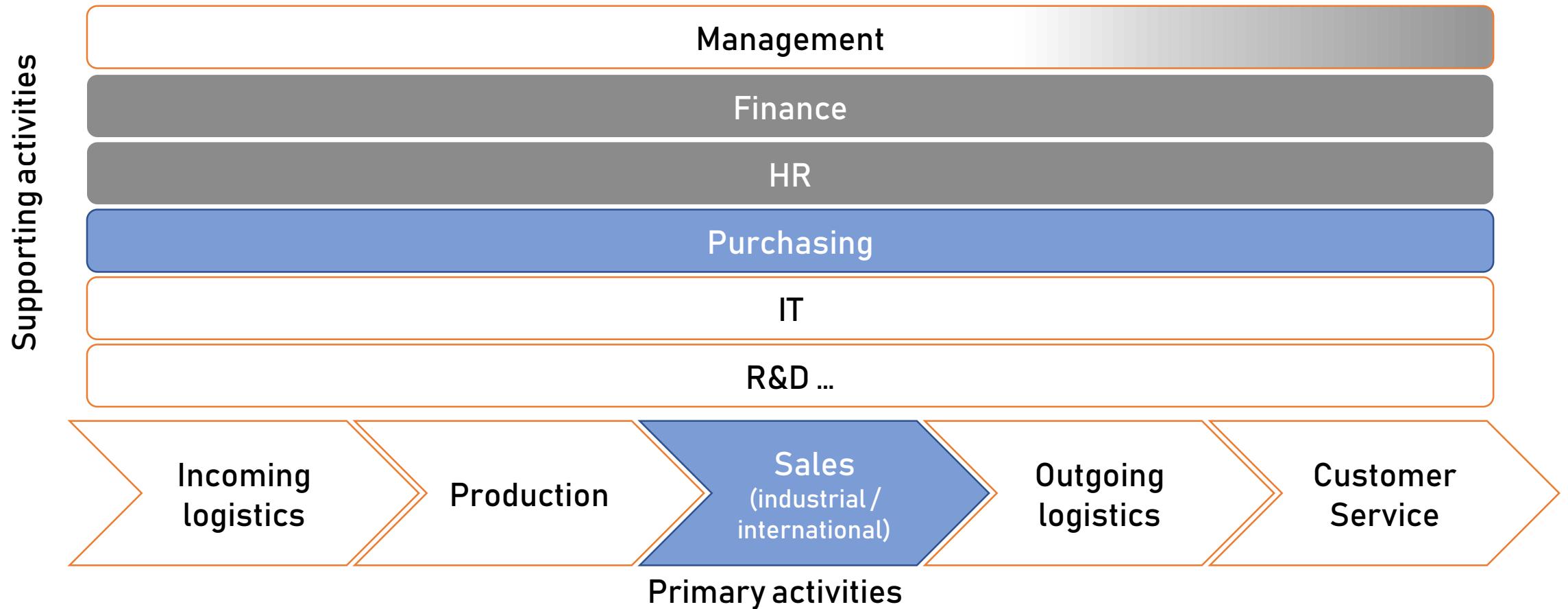
# >>> Profile



- 17 years of international management experience in Finance and Operations at leading DAX / NASDAQ listed companies as well as family owned companies (chemical industry, automotive supplier, luxury goods, sensors) as CFO, Head of Finance and Controlling, Head of Controlling and Manager Debt Capital Markets
- M.Sc. in Management from the Leipzig Graduate School of Management (HHL), furthermore studied business administration at the University of Cologne, Indian Institute of Management Ahmedabad (IIMA) and Nanyang Technological University (Singapore)
- One year part-time “Advanced Management Programme” at the Indian Institute of Management Bangalore (IIMB)
- Certified Accountant (CCI)
- Certified Bank Clerk (CCI)

# >>> Overview on Services offered

## Commercial services offered for international SMEs and Startups



# >>> Financial Services

## Finance

Accounting

Payroll

Credit  
Management

Funding

Controlling

Financial  
Management /  
CFO (part-  
time)

Operative

Strategic

Note: Acquisition of existing bookkeeping office in the area of Darmstadt / Frankfurt agreed for January 2019. Explicitly not offered is tax advisory; a co-operation with a tax advisor will be continued. In addition a new co-operation with a notary, who can deal in English and is legally required for setting up companies in Germany as well as for all real estate transactions, is planned.

# >>> Relevant Experience in Finance

- Accounting: German GAAP (HGB), US GAAP, IFRS, financial reporting, commercial / international due diligence
- Controlling: Credit management, planning / forecasting, cost accounting, price calculation, investment appraisals, KPIs
- Corporate Treasury: Funding, credit rating, creditor relations, risk management
- [Financial] Management: Covering the complete life cycle of a company (start-up phase, growth phase and finally consolidation phase), cost reductions/restructuring, continuous improvement processes, commercial project management, post merger integration

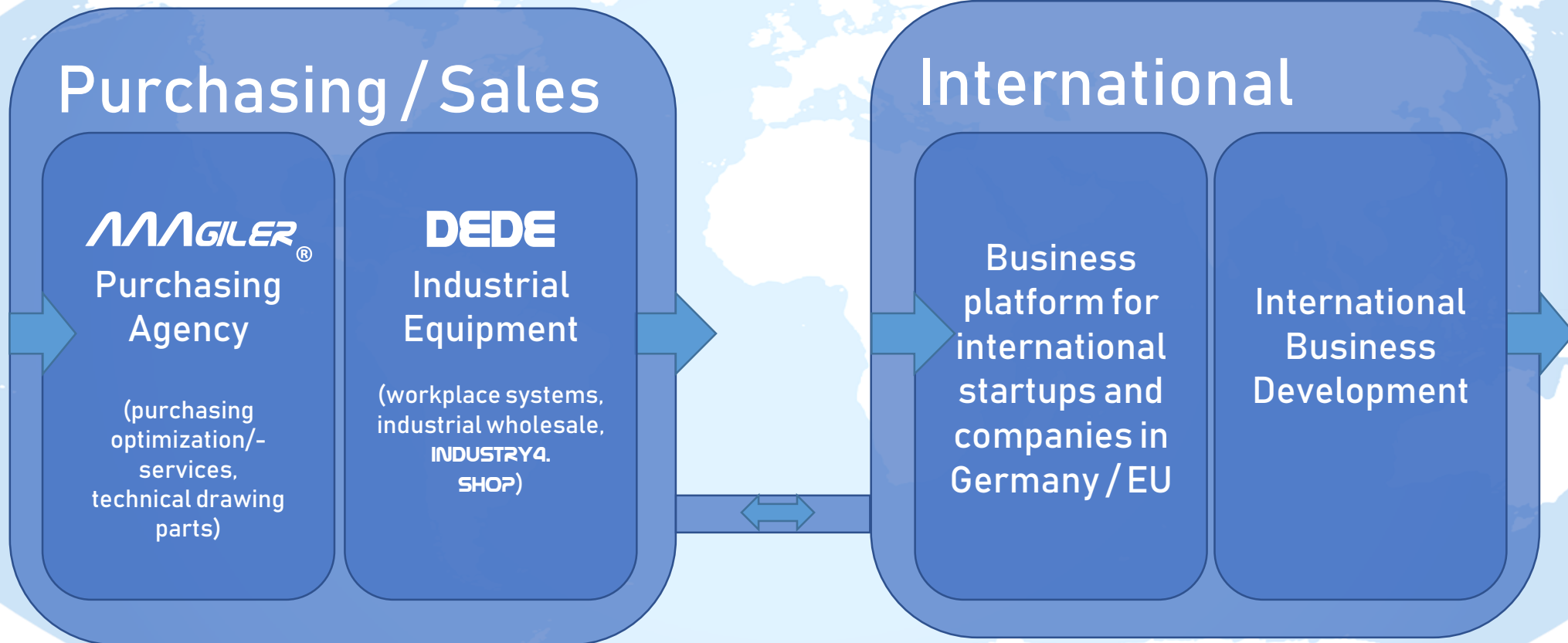
# »»» Finance – Your Benefits

## Focus on your core competencies and

- ... use your time for business development instead of trying to cope with the complex German bureaucratic procedures like company registration, VAT, payroll etc.
- ... improve your financial results with modern controlling and management methods
- ... optimize your liquidity with an efficient credit management and AR collection process
- ... reduce bank fees as well as credit margins and gain financial freedom from your banks

28 331      12 372      124 764  
369 491      4 033 850  
Start at monthly      5 063 675  
Can we do this?      R 35 414

# Trading / International Services



Note: „DEDE Industrial Equipment“ has been acquired effective date December 15, 2018  
Among its customers are leading industrial companies.



## ➤➤➤ Relevant Experience in Purchasing / Internationally

- 20 years of international experience, of this worked and studied more than six years in Asia (India, China, South East Asia) and Americas (Canada, Brazil)
- Established as CFO joint venture for automotive switches in India (with today 500 employees)
- Built up two supplier networks at international quality levels for German companies in India and Brazil
- Responsible for price negotiations with main/strategic suppliers in Germany

# >>> Purchasing / International – Your Benefits

## Purchase more cost effectively...

- ... by our purchasing driven approach (instead of sales driven)
- ... by benefitting from our wholesale prices
- ... by consolidate your numbers of suppliers („all from a single source“)
- ... by obtaining a second independent offer ensuring compliance and a more competitive pricing

## Profit from our intentional experience...

- ... by avoiding cultural cliffs / issues (having worked under Chinese, Indian and US American management directly)
- ... as well as risks from international business
- ... with a global perspective

# >>> Contact Details

## Thank you very much for your attention!



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„Triple A“ stands for the highest quality category and comes always first (in the alphabetical order).

Aiming to be faster and more dynamic than our competitors...

**MAGILER** >>>  
Your Business on Fast Forward.

The „NASA“ characters represent the spirit of the first moon landing and the focus on technical innovation

... is a registered trademark.