

7TH EUROPEAN

CORPORATE M&A

CONFERENCE

PROGRAM

May 7, 2019

Villa Kennedy, Frankfurt am Main, Germany

#corporateMA

DIGITIZE OR DIE

by **Panagiotis Siskos**,
Head of Content & Concepts, Convent GmbH

The M&A business cannot ignore the megatrend of digitalisation. Both for global players and SMEs it is important not to lose touch in the race for digital business models. The acquisition of innovation can be an adequate strategy. The plenary session of this year's European Corporate M&A Conference will focus on the opportunities and pitfalls of the acquisition and integration of start-ups and innovations.

In the afternoon sessions, we will take a closer look on industry-specific questions and crosscutting issues: How can traditional industries survive in times of digital transformation? What are the key considerations regarding transactions in pharma, manufacturing and TMT? Which particularities must be considered in order to manage SME transactions successfully? What defines good targeting, negotiating, due diligence and integrating?

For the seventh year in a row, the European Corporate M&A Conference will provide you a comprehensive M&A day with exchange and information on the highest level, also thanks to the support of our partners.

I wish you interesting discussions and stimulating talks!

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OVERVIEW

9.30 AM	WELCOME ADDRESS	KONRAD ADENAUER BALLROOM
9.35 AM	BIG PICTURE	KONRAD ADENAUER BALLROOM
10.00 AM	KEYNOTE	KONRAD ADENAUER BALLROOM
10.25 AM	PANEL I	KONRAD ADENAUER BALLROOM
11.45 AM	PANEL II	KONRAD ADENAUER BALLROOM
12.30 AM	LUNCH BREAK	KONRAD ADENAUER BALLROOM I, II
1.30 PM	FOCUS SESSION 1	KONRAD ADENAUER BALLROOM I, II
2.45 PM	FOCUS SESSION 2	KONRAD ADENAUER BALLROOM I, II
4.00 PM	FOCUS SESSION 3	KONRAD ADENAUER BALLROOM I
4.45 PM	GET-TOGETHER	GARDENFOYER

PROGRAM

8.30 AM	REGISTRATION
	I. PLENARY SESSION
9.30 AM	WELCOME ADDRESS Moderator of the day: Mark Schieritz Economics Correspondent, DIE ZEIT
9.35 AM	BIG PICTURE THE EURO AREA – PREPARED FOR THE FUTURE? Dr. Rolf Strauch Chief Economist and Member of the Management Board, European Stability Mechanism (ESM)
10.00 AM	KEYNOTE M&A INNOVATION DRIVER The acquisitive appetite is often driven by innovations. Why are innovations through acquisition such an excellent idea, and how can you integrate them into your organization? Arnd Zinnhardt Chief Financial Officer, Software AG
10.25 AM	PANEL I DIGITIZE OR DIE – HOW CAN M&As COVER THE NEED FOR INNOVATION AND FOSTER GROWTH? Innovation through acquisition can be a growth catalyst complementary to internal innovation. Digitalization has speeded up the need for detecting and incubating digital businesses to expand the revenue base. How can acquired innovations become integrated into existing structures and foster growth? Dr. Karl Michael Popp Senior Director M&A, Global Business Development and Ecosystem, SAP SE Timo Tauber Head of M&A, Viessmann Group Prof. Dr. Thorsten Feix Professor for Corporate Finance, Corporate Strategy and M&A, University of Applied Sciences Augsburg Moderator: Mark Schieritz Economics Correspondent, DIE ZEIT

11.15 AM **COFFEE BREAK**

11.45 AM **PANEL II**

VENTURE CAPITAL – HOW CAN YOU IMPLEMENT A VENTURE CAPITAL STRATEGY?

The data-driven transformation of business models favors venture capital activities and the development of corporate venture capital units in order to acquire and feed up digital start-ups. How can you build up capabilities to implement a venture capital strategy and to identify matching start-ups?

Dr. John Lange

Senior Vice President Venture Investing,
Axel Springer hy GmbH

Dr. Bernhard Mohr

Managing Director, Evonik Venture Capital GmbH

Robin Staszek

CFO, Hasso Plattner Ventures GP GmbH

Dr. Jörg Zätzsch

Partner, CMS Germany

12.30 PM **LUNCH BREAK**

II. FOCUS SESSIONS (PARALLEL)

1.30 PM **FOCUS SESSION 1**

1.1

KONRAD
ADENAUER
BALLROOM I

TECHNOLOGY & MEDIA – HOW CAN YOU TRANSFER BUSINESS MODELS INTO THE DIGITAL AGE?

What are the main drivers behind the vibrant M&A activities in the media, technology [and telecom] sector and how do they shape its future? How can established market players keep pace with technological innovation?

Markus Fleischer

Senior Manager M&A, A1 Digital International GmbH

Philipp Wachter

Founder and Managing Director, wdp GmbH

Dr. Marcus Wandrey

Senior Legal Counsel Corporate & M&A,
Axel Springer SE

Moderator: Eva Talmacsí

Partner, CMS United Kingdom

1.2

KONRAD
ADENAUER
BALLROOM II

GERMAN »MITTELSTAND« – HOW CAN YOU MANAGE SMALL AND MID-CAP TRANSACTIONS SUCCESSFULLY?

Known for its engineering and manufacturing prowess, the German »Mittelstand« is pursuing a global strategy through M&A. Small and mid-cap companies build up international networks and search for access to new markets. Which particularities must be considered in order to manage SME transactions successfully?

Tobias Rauss

Head of M&A, Corporate Development, Brose Group

Marco Brockhaus

CEO, Brockhaus Capital Management AG

Oliver Grigat

Head of Corporate Development,
Christian Bürkert GmbH & Co. KG

Moderator: Dr. Maximilian Grub

Partner, CMS Germany

2.15 PM

BREAK

2.45 PM

2.1

KONRAD
ADENAUER
BALLROOM I

FOCUS SESSION 2

MANUFACTURING AND ENGINEERING – HOW CAN TRADITIONAL INDUSTRIES PROSPER IN TIMES OF DIGITIZATION?

Facing the disruptions of existing business models in consideration of the industrial internet, companies need to become technology-driven. How can traditional industries survive and prosper in times of digital transformation?

Stephan Knuppertz

SVP Corporate Finance, M&A and Financial Services,
Heidelberger Druckmaschinen AG

Tobias Ramminger

Managing Director, Lincoln International AG

Dr. Volkmar Jäger

Director Corporate Strategic Planning and
Business Development, Freudenberg Group

Moderator: Dr. Markus Häuser

Partner, CMS Germany

2.2 POST-MERGER SUCCESS – HOW CAN YOU ENSURE THAT M&A INTEGRATIONS ARE VALUE- CREATING?

KONRAD
ADENAUER
BALLROOM II

Inorganic growth is driving the boardroom. To tap the full value of synergies a strategic roadmap for M&A integration must be considered from the beginning of any transaction. Which capabilities are needed to ensure that M&A integrations are successful and value-creating?

Bernhard Kraska

Director Mergers & Acquisitions, NORMA Group SE

Matthias Homann

Vice President Post-Merger-Integrations,
Global Sales Operations, SAP SE

John Otto Magee

Independent Management Consultant

Florian Jonda

Director Post Merger Integration, Mergers &
Acquisitions, ProSiebenSat.1 Media SE

Moderator: Prof. Dr. Thorsten Feix

Professor for Corporate Strategy, Corporate Finance
and M&A, University of Applied Science, Augsburg

3.30 PM

BREAK

4.00 PM

3.1 DEALMAKING BEST PRACTICES – WHAT DEFINES GOOD TARGET- ING, NEGOTIATING, DUE DILI- GENCE AND INTEGRATING?

KONRAD
ADENAUER
BALLROOM I

Dealmakers are admonished to enhance acquisition value and to negotiate pitfalls within the transaction processes from first strategic thoughts to the post merger integration. What defines good targeting, negotiating, due diligence and integrating?

Dr. Florian Hofer

Director/Associate General Counsel, Daimler AG

Pankaj Khanna

Head of M&A, Siemens Mobility GmbH

Christoph Stancke

M&A Manager DACH, AniCura

Moderator: Alexander Rakosi

Partner, CMS Austria

4.45 PM

GET-TOGETHER



MARCO BROCKHAUS is the founder and CEO of Brockhaus Capital Management AG ("BCM"). As a technology holding, BCM focuses on long-term majority investments in technology driven and innovation led growth companies in the German-speaking region. With three consecutive private equity fund generations under the brand of Brockhaus Private Equity (BPE), Mr. Brockhaus has established around two decades of successful track record in this segment. Several of his former portfolio companies have evolved to be market leaders in their respective industries and created outstanding value for investors, such as well-known examples like Wirecard AG, which today is part of the German lead index "DAX" or 360 Treasury Systems AG, which was sold to Deutsche Börse in 2014. Throughout his career, Marco Brockhaus has held a number of supervisory and advisory board positions in the portfolio companies and has been involved in numerous start-up and family-run businesses. From 2011 to 2015 he was a member of the executive board of the Bundesverband Deutscher Kapitalbeteiligungsgesellschaften (BVK). Before founding BCM and BPE, Marco Brockhaus started his career at 3i and Rothschild.



PROF. DR. THORSTEN FEIX is Professor at the University of Applied Sciences Augsburg since 2012. His responsibilities and research interest are focused on M&A, Corporate Finance and Corporate Strategy. Additionally, he is program director and manager of the international Master-Program „International Business & Finance“. Besides he teaches M&A at Harvard University (US), Innovation Strategies at Geneva University (Switzerland) and Corporate Finance at Bucharest University (Romania). Before he rejoined the world of science and consulting he worked as inhouse-consultant for Daimler AG, and as Vice President of Corporate Development and Strategy for Bosch und Siemens Hausgeräte GmbH and later Knorr-Bremse AG. Within this timeframe he realized globally more than 70 transactions with his teams. Additionally, he is board member of the Bundesverband M&A since 2007. In early summer 2019 his new M&A-book „An end-to-end, digital M&A Process Design – The Challenges and Upsides of Digitalization and Business Model Innovation“ will be released on the market. Early 2019 also his M&A- and Strategy advisory boutique tfX-advisory was inaugurated, which initiates in 2019 an inter-

SPEAKERS

national M&A-Best Practice circle with leading international Blue Chip companies.

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MARKUS FLEISCHER Since 2018, Markus Fleischer is Senior Manager M&A at A1 Digital, a newly founded company for B2B digitalization and 100% subsidiary of Telekom Austria Group. He directs sourcing, valuing and negotiating of European acquisition targets in the Cloud, IoT, Analytics and Cyber Security space. Previously he gained experience as manager at Accenture Strategy and Kapsch in designing and implementing corporate business-technology strategies, new digital business models and digital transformation projects for large multinationals. In 2009 Fleischer graduated from university of applied science of Vienna and from 2014- 2016 he has undergone the MBA program at IESE Business School of Barcelona.



OLIVER GRIGAT Oliver Grigats top skills cover Merger & Aquisitions, Corporate Finance and Business Strategy. As Head of Corporate Development with Bürkert Fluid Control Systems, after his occupation as project manager, Grigat is accountable for the Corporate Strategy, Transaction Management and Post Merger Integration of the firm. Previously Grigat gained experience with a startup company in the energy sector as VP business development and as a strategy consultant with Accenture. In 2006 he graduated from Wiesbaden Business School with the Bachelor of Science in Insurance and Finance and completed the master degree Business Consulting at Wismar Business School and IE Business School of Madrid four years later.



DR. MAXIMILIAN GRUB is an experienced lawyer who has advised on a wide range of national and international M&A transactions. He also specialises in restructurings and complex corporate law structures. His clients, many of whom from the automotive, energy and private equity sectors, particularly appreciate his negotiating skills and creative legal advice. Maximilian joined CMS in 1995 after a stint with Fulbright & Jaworski in New York. In 1998/99, he spent a year with CMS in London and became a partner in 2000.



DR. MARKUS HÄUSER Technology law expert Markus Häuser advises international technology and media companies as well as companies from various other industry sectors, e.g., finance, insurance and healthcare, on digital business and technology transactions, such as outsourcing and IT projects and complex development cooperations. His practice furthermore focuses

on the legal issues surrounding data analytics, cloud services, smart data, mobile services and e-payment systems. Markus' special legal expertise is also regularly sought by industrial companies in the context of Industry 4.0, machine-to-machine (M2M) communication and Internet of Things (IoT) questions. Markus joined CMS in 2001 and was made partner in 2008. He was a Max-Planck-Institute for Foreign and International Intellectual Property Law scholar and also worked as a research assistant at the institute. Markus regularly publishes on technology and media law topics and is much in demand as an expert speaker at congresses and seminars.



DR. FLORIAN HOFER is Associate General Counsel of Daimler AG. He is responsible for the worldwide legal support and coordination of the Daimler Group's M&A activities. The department is also responsible for the legal structuring of strategic cooperation and industrialization projects. Dr. Florian Hofer studied law at the Universities of Konstanz and Edinburgh. Before joining Daimler, Mr. Hofer worked as a lawyer in a major international law firm.



MATTHIAS HOMANN born 1968, is Vice President Global Sales Operations Post-Merger-Integrations at SAP SE. Mr. Homann has 8 years of professional experience in Post-Merger-Integration projects at SAP focusing on sales strategy and sales operations for acquisitions varying from small-tuck-ins to integration of major software companies.



DR. VOLKMAR JÄGER joined Freudenberg as a Director in the Corporate Strategic Planning and Business Development department in 2016 where he mainly focuses on M&A transactions for the different Freudenberg divisions. Before, he worked nine years with the also family owned German automotive supplier and filtration specialist MANN+HUMMEL where he served besides his responsibilities for M&A also as Head of Taxes and Customs. Volkmar started his career at the Transaction Advisory Services department of EY, where he worked seven years in the valuation service line. He holds a diploma in business administration of the university of Mannheim, a Certificated Public Accountant (CPA) certificate and received a doctorate degree for his thesis about enterprise valuation from the university of Nuremberg.



FLORIAN JONDA is a Director Post Merger Integration M&A at ProSiebenSat.1 Media SE. Since joining the company in 2015, Florian is responsible for M&A-related integration and carve-out activities within the ProSiebenSat.1 Group. Florian started his career at Accenture and has worked for several years in the areas of strategy, M&A and restructuring. He holds a diploma in Business Informatics from the University of Applied Sciences in Furtwangen and received a joint MBA degree from the Kellogg School of Management and WHU - Otto Beisheim School of Management.



PANKAJ KHANNA has managed the M&A activities of Siemens Mobility (> 8 billion euros revenues) since 2012. Together with his team he handles global acquisitions, divestments, JVs, minority holdings and venture capital investments from strategy through the transaction phase and all the way up to post-closing management. He started his professional career in management consulting before he took over various operative commercial management (CFO) positions in the industry and infrastructure business of the Siemens Group. Khanna studied economics and business administration on a scholarship from the Studienstiftung des deutschen Volkes (German National Academic Foundation) in Germany and in the UK and earned an M.B.A. in the USA.



STEPHAN KNUPPERTZ is heading the Corporate Finance & Financial Services activities of Heidelberger Druckmaschinen AG – a leading provider for and driver of digital transformation within the global Print Media Industry. He joined Heidelberg in 1998 and has served as General Manager of the worldwide Vendor Finance organisation before taking over responsibility for managing Heidelberg's Corporate Finance activities, including ECM, DCM, Banking and M&A.



BERNHARD KRASKA is Director Mergers & Acquisitions at NORMA Group SE, a MDAX listed global market and technology leader in Engineered Joining Technology solutions. Having joined NORMA in 2016, Bernhard is focusing on putting the inorganic growth strategy of NORMA into practice. Bernhard's main responsibilities encompass sourcing, advising on and executing international and complex M&A acquisition processes in all segments of NORMA Group. After having completed his Master studies in Accounting and Finance at University of St. Gallen, Bernhard Kraska worked for various years at renowned companies like PwC M&A and Roche, before he joined NORMA GROUP SE in 2016.



DR. JOHN LANGE is Senior Vice President at Axel Springer hy, the consulting arm of Axel Springer specialized in digital transformation. As one of the most experienced experts for corporate venture investing in Germany, he advises companies and investors on the development and implementation of investment strategies in the digital environment and is a sought-after speaker on this topic. Between 2005 and 2017, he was Managing Director and CFO of Axel Springer Digital GmbH, the holding company for digital investments and in this role co-responsible for the successful development of the digital investment portfolio. Axel Springer's digital investments have been the key driver of the successful transformation and profitable growth of the company which generates more than 80% of its operating result with digital activities. Previously, he supported the international growth of Intershop, the pioneer in e-commerce software, with a successful IPO and a dual-listing on Nasdaq. John holds a degree in business administration and a doctorate in innovation controlling.



JOHN OTTO MAGEE is an American who has lived and worked in Germany for three decades. John helps Americans and Germans to understand each other. From 1999 until 2002 as a consultant within Siemens, and from 2003 until 2008 as an independent, John supported the post-merger integration of Westinghouse Power Corp., at that time the largest acquisition in Siemens history. In 2009 Cornelsen Verlag Berlin published John's book – Verstehen sich Deutsche und Amerikaner? (Von den kommunikativen Hürden im transatlantischen Business). Since 2003 John has been helping cross-border combinations write their story of successful integration, whether DAX30 companies, German Mittelstand or US Fortune25 companies. From 1995 until 1999 John advised the Leadership of the CDU/CSU Parliamentary Group in the Bundestag on core issues of German-American relations. John Magee is an historian by training. He received his B.A. from Georgetown University in Washington, DC and his M.A. from Die Freie Universität in Berlin. John resides in Bonn.



DR. BERNHARD MOHR joined Evonik in 2012 to set up the Corporate Venturing activities of Evonik. He has more than 20 years of professional experience in the chemical and venture capital industry. Prior to joining Evonik, he was working for BASF where he held international positions in venture capital, strategic marketing, corporate development, controlling and research & development. He holds master degrees in chemistry from the Universities of Stuttgart/Germany

and Cincinnati/USA and earned his doctoral degree at the Max-Planck-Institute for Polymer Research in Mainz/Germany. He completed postgraduate assignments in Japan, the US, and France, working with Nobel laureates Robert H. Grubbs and Jean-Pierre Sauvage. Bernhard Mohr is active in various industry and board supervisory committees.



DR. KARL MICHAEL POPP is Senior Director M&A in the Global Business Development and Ecosystem Team in the Office of the CEO of SAP SE. In this area, he works on inorganic growth projects of SAP SE, such as due diligence and integration of technology companies as well as strategic partnerships. In his career, he has completed more than 30 acquisitions and corresponding merger integrations worldwide and worked with over 50 companies on partnerships. He is the author of several books and a speaker on software due diligence, post merger integration, digitization of M&A processes as well as business models and platform business models in the software industry. Dr. Popp is a long-standing member of the German M&A Association (Bundesverband M&A) as well as a former board member of the Gesellschaft für Post Merger Integration (now part of the Bundesverband M&A) and works in the program committee of the European Workshop on Merger Integration and of the Think Tank Denkfabrik Wirtschaft. He studied economics and received his doctorate in information systems from the University of Bamberg.



ALEXANDER RAKOSI is a partner at CMS Austria and on the transactions team in the Vienna office. He advises leading corporations and financial institutions in the fields of M&A, private equity and restructuring. He also does banking and regulatory work, both domestically and internationally. After studying law in Vienna and at the University of Michigan Law School where he obtained his LL.M., Alexander Rakosi worked at Sullivan & Cromwell in New York for several years in the areas of M&A, private equity and corporate finance. Alexander Rakosi has also been admitted to the bar in England and Wales and in New York.



TOBIAS RAMMINGER is Managing Director at Lincoln International in Frankfurt and responsible for the German speaking industrials sector since October 2018. Prior to that he was Head of M&A and Strategic Projects at Schaeffler Group, a MDAX-listed global automotive and industrials supplier. At Schaeffler Tobias has been responsible for the implementation of the Group's global M&A strategy and the execution of various projects and portfolio measures focusing on industrial automation and e-mobility.

He started his career in management consulting and investment banking at Rothschild. Tobias holds a Diploma in Business Administration from Leipzig Graduate School of Management (HHL) and a Master of Laws from Saarland University.



TOBIAS RAUSS is Head of M&A at Brose Group, a global automotive supplier. He previously held similar positions at Knorr-Bremse AG and Carl-Zeiss AG. Tobias has 15 years of experience in the areas of M&A, Corporate Venturing, Corporate Development, PMI and Corporate Finance. He started his career in the M&A division of BayernLB and in the Advisory Services of BDO AG. Tobias studied law at the Universities of Tübingen, Vienna and Freiburg. He completed his legal clerkship at the OLG Düsseldorf and obtained an MBA at Sydney Graduate School of Management, Sydney, Australia.



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MARK SCHIERITZ is the Economics Correspondent of the German weekly newspaper DIE ZEIT. He is based in Berlin and covers national and international economic affairs and has written extensively about the global economic architecture, monetary and fiscal policy and regulatory issues. Before joining DIE ZEIT, he was Finance Editor at the Financial Times Deutschland in Frankfurt. Mark Schieritz has won numerous awards for his reporting and frequently appears as a commentator in national radio and television programmes. He holds a degree from the London School of Economics, taught macro-economics at the Hochschule für Technik und Wirtschaft in Berlin. He has written two books and occasionally contributes to academic journals.



CHRISTOPH STANCKE is a senior M&A manager at AniCura based in Stockholm, actively building and expanding a leading European platform for veterinary care by acquisitions. Before, he was Senior Manager M&A at Otto Group based in Hamburg with a special focus on multi-channel retail, retail media and new ventures. Christoph also worked as a M&A lawyer for Baker & McKenzie in Frankfurt and Chicago. He successfully co-founded Markthalle Neun, a contemporary urban market place for regional food entrepreneurs based in Berlin. Altogether, Christoph combines more than 12 years of international experience in M&A, PE, VC and new business development, from a strategic, financial and legal perspective.



ROBIN STASZEK has been CFO of Hasso Plattner Ventures since January 2018. He is responsible for internal and external reporting as well as financial analysis and structuring of investments. Previously, he held a similar position in the area of indirect and direct venture capital & private equity investments in the family office of the Plattner family. After graduating as MSc. in intl. Finance he gathered several years of experience as a financial analyst with various major German companies.



DR. ROLF STRAUCH is Chief Economist and Management Board Member in charge of Economics, Policy Strategy, and Banking of the European Stability Mechanism (ESM) and the European Financial Stability Facility (EFSF), which he joined in July 2010. He is responsible for economic and financial analysis and policies, strategic orientation, and the country monitoring work that the ESM and EFSF undertake. He represents the ESM and EFSF in European fora, negotiates with Member States, and handles relations with credit rating agencies. Prior to this, Mr Strauch worked at the European Central Bank from 2000–2010 in the Directorate General Economics on fiscal, monetary, and structural policies. He also served previously as an economist at the Deutsche Bundesbank and as a researcher at both the University of Mannheim and the University of Bonn. Mr Strauch holds a Ph.D. in Economics from the University of Bonn. He is the author of numerous articles and economic publications.



EVA TALMACSI is a partner at CMS UK based in London and admitted to the bar in England & Wales and New York. Eva advises clients including private equity and venture capital funds, corporates, financial institutions, investment banks on a broad range of M&A and corporate finance matters in the UK, Europe and beyond. She has over 20 years of experience in leading, managing and supervising complex and often high-profile cross-border private and public company mergers & acquisitions, privatizations, private equity and venture capital investments, joint ventures, restructurings, general corporate and commercial matters, as well as equity capital markets transactions in the UK, US and Europe. She obtained an LL.M. degree at Columbia University School of Law, New York. Before joining CMS Eva had practiced law at Clifford Chance (four years as a partner). She is a member of the CMS TMC Sector Leadership Group.



TIMO TAUBER has 13 years of experience in M&A and has been Head of M&A of Viessmann Group since 2016. The Viessmann Group is one of the leading international providers of climate solutions. Founded in 1917, the family business employs approximately 12,000 people around the world and generates EUR 2.5bn in annual group revenue. As Head of M&A at Viessmann Group Mr. Tauber is responsible for the overall M&A Strategy, Deal Sourcing and Execution of Buy-Side and Sell-Side M&A projects as well as the operational deal monitoring after the acquisition process. Prior to joining Viessmann Group, Mr. Tauber worked for 5 years in Private Equity for Brockhaus Private Equity and for 5 years as an M&A Advisor for Rödl & Partner advising on small and midcap transactions in the DACH region. Since 2013 Mr. Tauber is a lecturer at Frankfurt School of Finance.



PHILIPP WACHTER Founder and Managing Director of wdp GmbH / Wachter Digital Partners, one of Germany's leading digital strategy consulting firms. Philipp Wachter has more than 15 years' experience in digital strategy and operational implementation. He has been successfully providing consulting services and serving clients since 2009. His main expertise is in management auditing and coaching, organizational development, new business segments, growth and change strategies. Prior to founding wdp, Philipp Wachter worked as Online Diversification Manager for Verlagsgruppe Georg von Holtzbrinck, where he was in charge of key internet projects for the magazine segment. When Verlagsgruppe Handelsblatt was acquired by the group, he took over as Managing Director Online Operations and Portfolio for economy one. From 1999 to 2006, Philipp Wachter played a significant role in developing OnVista into a sustainably profitable media business. He was responsible for product management, sales and marketing for portals onvista.de and onmeda.de, as well as new business development. He also gained substantial experience in project and change management, amongst others at Roland Berger Management Consultants. Philipp Wachter holds a BA Hons. in European Business Administration from the University of Middlesex and an MBA from Reutlingen University.



DR. MARCUS WANDREY is a senior legal counsel at German media company Axel Springer SE. He graduated from the University of Regensburg and holds a PhD from LMU Munich. Prior to joining Axel Springer in 2013, he was a lawyer at Freshfields Bruckhaus Deringer LLP specializing in M&A,

private equity, joint ventures and IPOs. Marcus advises Axel Springer group companies on M&A transactions in Germany and abroad, with a particular focus on classifieds media. Digital classifieds portals, encompassing jobs, real estate and other segments, are a strategic priority and main growth driver of Axel Springer. Marcus is also a member of the Board of Directors of Axel Springer's subsidiary DanCenter A/S, a vacation rental company offering holiday homes throughout Scandinavia and Northern Germany.



DR. JÖRG ZÄTZSCH is a partner at CMS Germany in Berlin and advises in particular start-ups and emerging growth companies – from start-up to exit. He also represents venture capital as well as private equity funds and strategic investors that finance such businesses. His focus is on M&A transactions, financing rounds, corporate law and Employee Participation Schemes often in an international context. Jörg has special technology, digital and life sciences expertise. In particular his advise on exits comes highly recommended. He joined CMS in 1999 and became a partner in 2004 and heads the CMS "Venture Capital Excellence Cluster".



ARND ZINNHARDT has been a member of the Management Board of Software AG since May 2002 and is responsible for the following departments: Finance, Controlling, Taxes, Treasury, Business Operations, Investor Relations, Mergers & Acquisitions and Global Purchasing. Arnd Zinnhardt began his career in 1988 at Ernst & Young. In 1992, he successfully took his tax adviser examinations. He qualified as a certified public accountant (CPA) in 1994. In 1998 Arnd Zinnhardt joined BDO AG in Frankfurt, where he became a partner. Arnd Zinnhardt holds a degree in business administration from the University of Cologne.