



CoBe Capital specializes in the acquisition and operation of non-core and underperforming business units in the Americas and Europe from leading global corporations.



We understand the local culture and have a team on the ground. In our experience, having M&A and operations resources in-country, close to our portfolio businesses, is a key success factor for both acquisition and turnaround

> Europe: Localized Resources



# CoBe Capital is focused on Europe

As is abundantly clear to anyone doing business in Europe today, there are fundamentally different and unique challenges to successfully operating in continental Europe. Considerations around labor practice add complexity to divestitures, specifically those that are troubled and in need of turnaround. With the current macroeconomic headwinds across the continent, especially in Southern Europe, both North American and European corporations are considering their fix, close, sell options and looking to potentially retrench through an exit of these uniquely challenge geographies. Corporate sellers will want to choose a partner with local, on-the-ground resources who can navigate unforeseen roadblocks and not only take a transaction to the finish line, but create sustainable businesses.

CoBe Capital has become a leading European mid-market family office with an established position in complex, cross border buy-out transactions. While our team has grown steadily along with our investment activities, we retain the entrepreneurial spirit of our founder, Neal Cohen, and enjoy taking new approaches to challenged businesses.

We capitalize on the M&A team's extensive geographic and sector knowledge, entrepreneurial approach and collective experience gained from decades of international advisory and investing. Our mix of languages and nationalities ensures that we act as locals across Europe, critical for effective execution and management of the cross border divestiture transactions for which we are known. For management teams growing their businesses internationally, we provide real insight into the many different countries in which we operate. Our entrepreneurial approach ensures that our thinking aligns with that of the management teams we back, providing guidance and resources as required for the future development of their businesses. Our collective experience makes us particularly well-suited to deal with transaction complexity, which is often a feature of complex corporate carve-outs. Whatever the level of complexity, our investment approach remains consistent: to use our investment skills and capital to support motivated managers who can deliver transformational value creation in their businesses.



Dr. Henning Walf, Managing Director, is based in Cologne, Germany, and leads all transactions across Europe.

# Perspective from Dr. Walf



"Amidst all of the uncertainty in Europe, we see tremendous opportunity across the continent. CoBe Capital is well-suited to minimize transition costs, meet aggressive timelines and satisfy relevant contractual requirements for the corporate seller looking to provide a 'good home' for a non-core, under-performing business unit in Europe."

**DR. HENNING WALF**

Managing Director, Europe, CoBe Capital