

## Increasing corporate value through Performance Management and Strategy / Mergers & Acquisitions and VM Conferences

VM \* Service Portfolio \* Implementation Approach \* References \* Team \* Conferences

Frankfurt, January 2026

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# AGENDA

Page

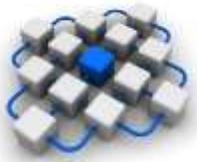


**A. VM OVERVIEW**

**02**

B. VM CONFERENCES

17



VM

VALUE MANAGEMENT

# Prof. Dr. Jochen Vogel

## CEO - Founder

### Short Profile

- TOP Management advisory, industrial manager, banker, university professor with extensive professional experience in various sectors
- Founder and managing director of the consulting company VM Value Management GmbH
- Founder and moderator of the VM Forum TOP Management Conferences
- Analysis and implementation of programs for sustainable improvement of results / commercial + operational excellence programs
- Concept and implementation of company acquisitions / fusions including capital procurement. / Financial Excellence
- Advisory Board / Senior Advisor, e.g. at Roland Berger, Frankfurter Gesellschaft für Handel, Industrie und Wissenschaft, Strothoff International School



### Professional Experience and Education

2013	VM Value Management GmbH, CEO
2009	Roland Berger Strategy Consultants, Senior advisor/VM Cooperation
2004	Proudfoot / Celerant Consulting, Managing Director, Head of D / A / CH, Performance Management
2000	Lehman Brothers, Director Investment banking, M&A, Corporate Finance
1997	ThyssenKrupp Materials & Services, Director Controlling / Strategy / M&A
1993	PWC (Coopers & Lybrand), Audit / Corporate Finance
2011	Professorship, FOM Hochschule – University of Management, Frankfurt
1997	Dr. rer. soc. oec.(doctorate), University of Economics, Vienna, Austria
1993	Diplom-Kaufmann (MBA), Gerhard-Mercator University Duisburg

### Selected Experiences

- Value enhancement projects in the areas of strategy, productivity improvement, and M&A in industrial enterprises, e.g. ThyssenKrupp, Posco, Tata, Erdemir, Hisar Celik, Siemens, ZTR- Zaporozhtransformator, Hyundai, SGB-SMIT, Ismet, Berco, Titan, RWE, INA, Apex tools, Belden, Emerson and private equity e.g. BC Partners, OEP, Permira, Quadriga, LindsayGoldberg, Triton
- Restructuring and sustained improvement in earnings through cost and sales effects for medium-sized and private equity-led industrial companies and groups, e.g. VDM, Papyrus, Viterra, Klöckner Pentaplast, Europipe, SGB-SMIT, ThyssenKrupp Facility, Siemens, Lanxess, GIZS / paydirekt. Sparda Banks
- Acquisition and target search through market pre-merger analysis, addressing and conducting M&A transactions in various industries, e.g. RWE, IGEPA, Posco, Tata, and JP Morgan / One Equity Partners
- Conception and implementation of accounting, controlling, operationally and strategically based on value-based management

Source: VM

# We implement Operational and Strategic Value Enhancement Programs in many Industries and advise on M&A activities

## Overview – VM – increasing enterprise values

### IMPLEMENTATION ADVISORY (since 2004)

#### Focused on increasing enterprise values by:

- **Implementation** and method-based **design** down to the working level (“shop floor”) for **sustainable profit improvement**
- **International VM core team** with long-time management experience & high potentials in industry, banking, consulting

**Occasions** are pressure on results, re-orientation, restructuring, Merger & Acquisition / sales, e.g. increase in sales, fixed cost reduction, Industry 4.0,/Metaverse Six Sigma, agile leadership

### RANGE OF SERVICES

#### International TOP Management Consulting for:

1. **Commercial** Excellence (strategy, sales, turnover)
2. **Operational** Excellence (productivity, added value, costs)
3. **Financial** Excellence (planning, business evaluation)
4. **Conferences** e.g. Value Management Forum
5. **Social** commitment - Board of trustees / advisory board tasks in intern. school, university, UN Global Sustainability Index, Business associations

### CLIENTS

- I. **Group subsidiaries**
- II. **Medium-sized companies**
- III. **Private Equity Companies**

**INDUSTRIES:** a) Steel / Metal, b) Mechanical / Plant Engineering, c) Chemical / Oil & Gas / Energy, d) Services / Trade / Sports, e) Automotive, f) Private Equity / Finance

**REGIONS:** D / A / CH, Scandinavia, Benelux, France, Italy, UK, USA, Turkey, other EMEA, South Korea, China

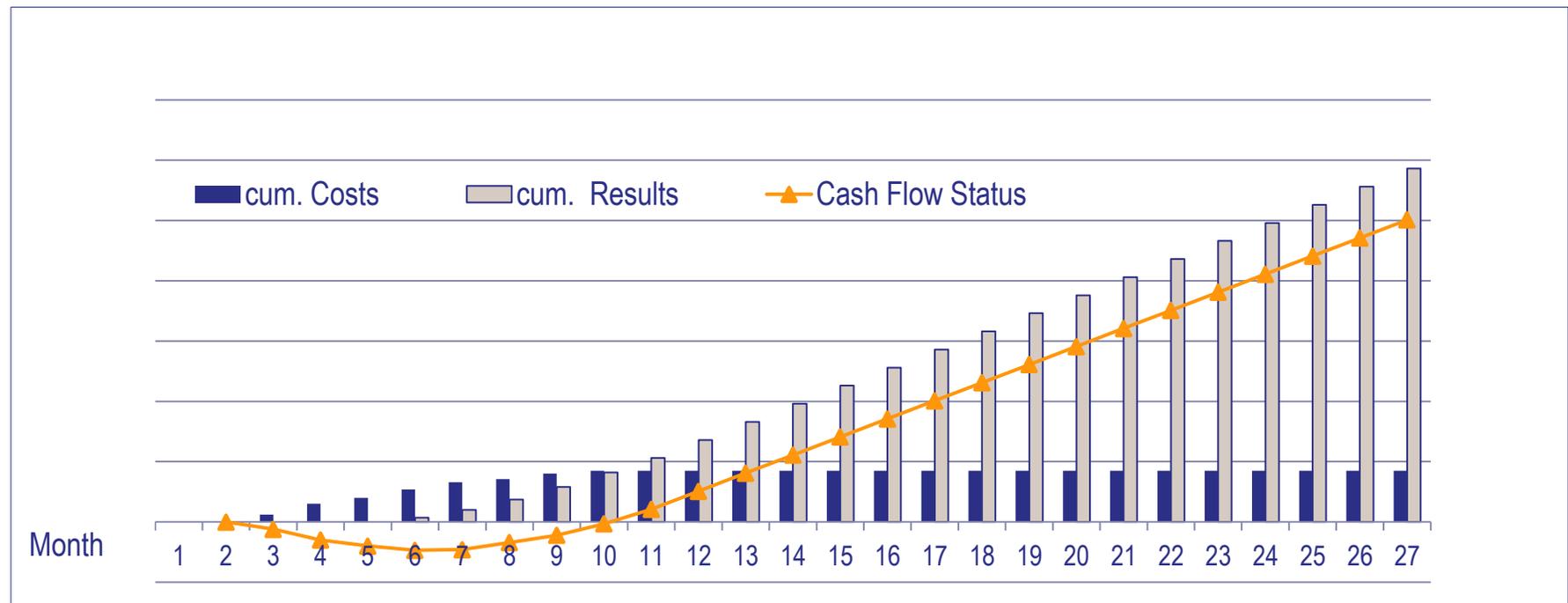
### REFERENCES BY INDUSTRIES

- a) thyssenkrupp, VDM, POSCO, Tata, Erdemir, Hisar
- b) Emerson, Siemens, Belden, SGB-SMIT, ZTR, ISMET, Hyundai, tk Industrial Solutions / Uhde, Belden, Tekfen
- c) CABB, Chemson, Akkök, Akkim, Lanxess, BASF, Degussa, Statoil, OMV, Total, Technip, RWE
- d) Optigroup, Papyrus, GIZS / paydirekt, tk Services, Eintracht Frankfurt, Strothoff International School
- e) KSM, Mahle, Nemak
- f) Sparda, VR Equity, GIZS/paydirekt, Triton, LindsayGoldberg, BC Partners, Permira, OEP / JPM

Source: VM

# Performance Management Results are measured operationally and financially, i.e. Consulting is “cash positive”

Example 10-month project: Benefits Case (project result / cash flow)



The cumulative **consulting costs** are already exceeded by the company’s profits by the end of the project. In year 1 after the project ends, the effect is typically three times as high, i.e. **ROIC<sup>1</sup> 3 to 1** in the first year.

Source: VM

<sup>1</sup>ROIC: Return on Investment for Consulting

# We have already implemented our recipe for success in many companies – Industry, trade, services and private equity

## VM Clients / References – 6 Core Industries

### a) Steel / Metals



### d) Services / Trade / Sports



### b) Mechanical / plant engineering



### e) Automotive



### c) Chemical / Oil & Gas / Energy



### f) Private Equity / Finance



Source: VM

# Our industrial advisors - TOP managers in Industry, M&A and Politics - support with their experience and contacts - incl. VM clients

## VM Industrial Advisory Council

### CEO



**Prof. Dr. J. Vogel**

### Project Support



**M. Dakdaki**

### Germany / EU



**E. Welteke**

- Multiple boards
- President Deutsche Bundesbank a.D.
- Banking / Services



**F. Krone**

- CEO Crownlake capital
- Ex CEO Lange Uhren
- Consumer Goods / Luxury



**F. Samuels**

- Ex Thyssenkrupp Manager
- Steel & Metals



**Dr. Martin Wienkenhöver**

- CEO Marwien capital
- Ex Exec board member Lanxess & CEO CABB
- Chemicals & Private Equity



**H. Smetan**

- Ex CEO Nemak Europe.
- Mechanical / Plant Engineering / Auto



**Prof. Dr. R. Jerrentrup**

- Dekan FOM University (Engineering)
- Ex Proudfoot / Mannesmann
- Chemicals / Engineering



**Dr. A. Stoltze**

- Senior Advisor
- Redevelopment, restructuring and Distressed M&A
- Automotive, Engineering

### France



**J. Baron**

- Former CEO Proudfoot Europe
- Consulting & Industry

### Turkey



**N. Ölcer**

- Multiple boards
- Former CEO Interbank / CFO Boyner
- Finance / Industry / Trade

Source: VM

# Our core team is a unique mix of experienced executives / consultants from Operations, Strategy and M&A – Industry / Services

## VM Core Team



D. Goenner



Dr. P. Schulz



A. Cox



I. Schneider



J. Martin



O. Studacher



M. Bisschop



F. Balereau



Dr. YouKun Gao



S. Kangas-Ikkala



Dr. M. Panda



J. Nikkola



J. Kraus



A. Tietz



S. Sagnak



A. Hund



I. Galjucenko



J. MacArthur



M. Ewald



S. Henkel



A. Acar

Source: VM

# Value Creation is achieved through Performance Management for Sales and Costs Improvement, and M&A for Portfolio Optimization

Value Management – Value Creation through 10 core competencies

## Performance Management (Operational / Commercial Excellence)

1. Product- and Market Strategy



2. Revenue Enhancement



3. Effective Organization



4. Process Improvement



5. Supply Chain Management



## Mergers & Acquisitions (Financial Excellence)

6. Pre-Deal Advisory



7. Commercial Due Diligence



8. Operational Due Diligence



9. Financial Due Diligence



10. Post-Merger Integration



# Great potential for optimization can be found in processes and leadership quality in five key work areas

## Value Enhancement through Performance Management (Operational / Commercial Excellence)



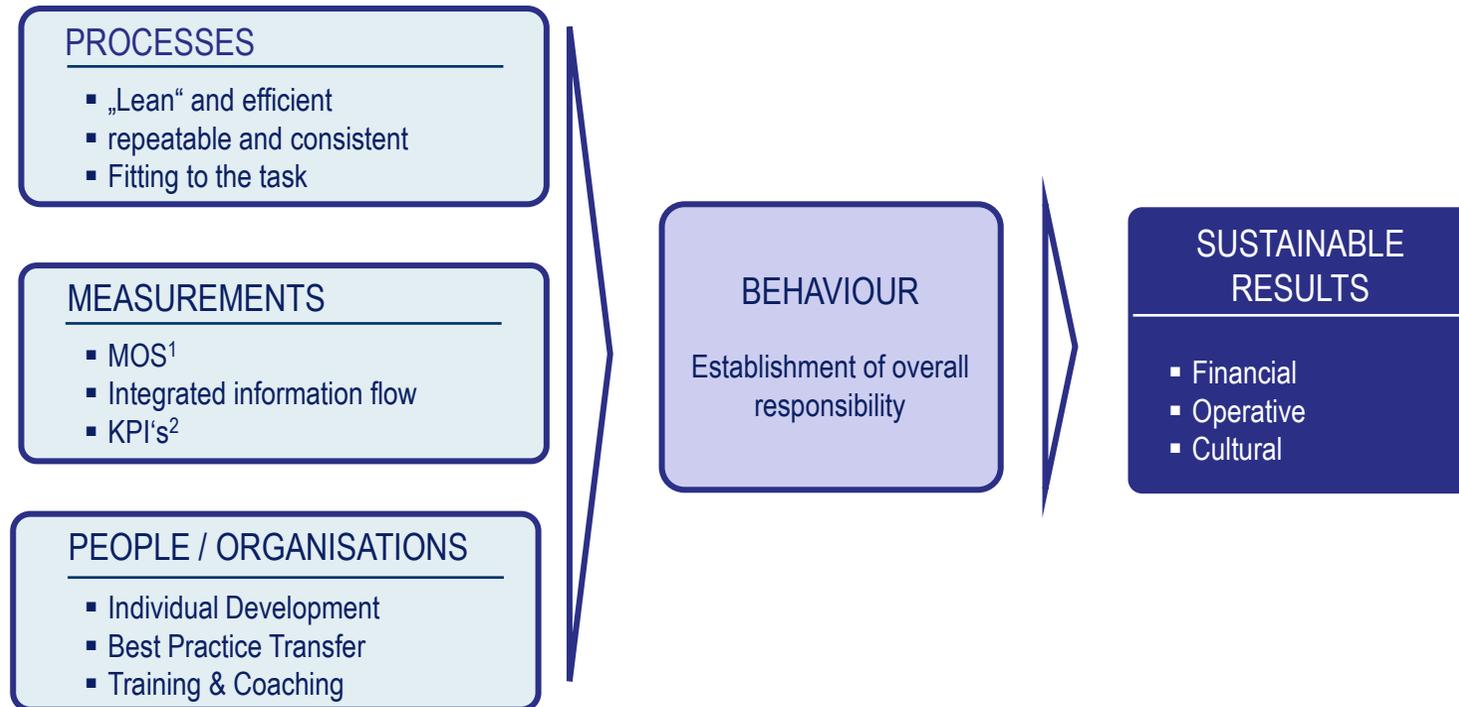
Source: VM

<sup>1</sup> PLM: Product-Lifecycle Management

<sup>2</sup> CRM: Customer Relationship Management

# Sustainable results of the implementation phase are only ensured by changed behavior of the managers down to the shop floor

## Performance Implementation - Sustainable Results Model (Change Management)

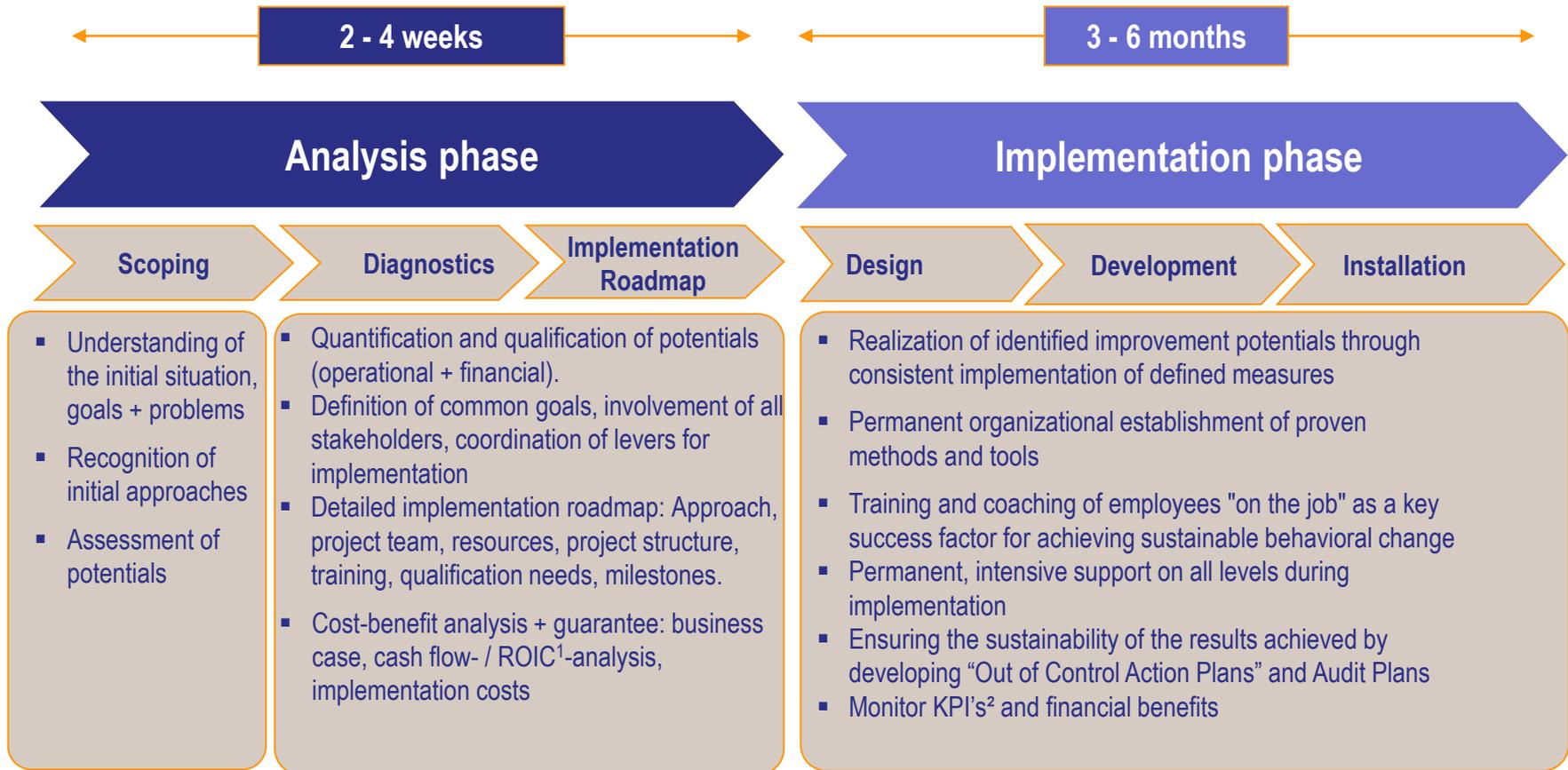


The **set-up phase** is mainly done by the consultants, but the organization needs to be involved from the very beginning to ensure that the following **implementation phase** is sustainable.

Source: VM  
<sup>1</sup> MOS: Management Operating System  
<sup>2</sup> KPI's: Key Performance Indicators

# Typically, a 2 – 4 week analysis already reveals operational and financial benefits and improvement potentials

Performance Management – Typical project phases



Source: VM

<sup>1</sup> ROIC: Return on Investment for Consulting

<sup>2</sup> KPI's: Key Performance Indicators

# Additional earnings of EUR 3.8 million p.a. and one-off effect of EUR 6 million in released working capital generated in 3 work modules

## Case example Supply Chain Management - 3 work modules

### Important targets

- Module 1: The order-to-cash cycle is to be reduced by 6 weeks (from 41).
- Module 2: Quality costs are to be reduced by EUR 1 million.
- Module 3: Additional sales potential is to be valued at 10% of current sales

### Important operations

- Introduction and execution of a daily "War Room" for 3 months.
- Detailed definition of the management operating system including KPI<sup>2</sup> tree, roles and responsibilities and improvement of leadership skills.
- Set-up and installation of a quality improvement program
- Prioritization, definition and pilot execution of a sales improvement program.

### Planned resources

- 4-5 consultants over 8 months, with an average of 2 consultants / month.
- Internal working group of about 10 people part-time.



Source: VM

<sup>1</sup> ROIC: Return on Invest for Consulting, i.e. annualized EBITDA / consulting costs

<sup>2</sup> KPI: Key Performance Indicator

# We provide successful M&A support for strategic plans, operational processes and financing - before and after the transaction

## Value Enhancement through Mergers & Acquisitions (Financial Excellence)



### 1. Pre-Deal Advisory

- Strategy Plan
- Integration and Synergy estimation
- 100-Day Plan



### 2. Commercial Due Diligence

- Commercial Analysis
- Market Analysis
- New Markets / Platforms



### 3. Operational Due Diligence

- Operational Analysis
- 100-Day Plan
- Value-Gap Performance Implementation



### 4. Financial Due Diligence

- 100-Day Cash Flow Generation
- Strategy Plan
- Market Analysis



### 5. Post-Merger Integration

- Operational Analysis
- Commercial Analysis
- Financial Analysis

Source: VM

# Commercial (market / strategy) due diligence by VM – A proven approach to assess opportunities and risks in a “red flag report”

## M&A Pre-deal advisory – Typical project phases



Source: VM

# VM Forum provides an ideal platform for the exchange of ideas and best practices, CEOs, CFOs, COO as well as politics and culture

## CURRENT TOPICS VM Forum - Agile Leadership, Digitization, Sustainability & Human Capital



### Key speakers were board members of

- ✓ thyssenkrupp/ TATA/ Klöckner
- ✓ Emerson Automation / Belden
- ✓ Deutsche Bahn / POSCO
- ✓ Optigroup / Papyrus-INAPA

- ✓ CABB Chemicals / Permira
- ✓ OXEA Chemicals / Advent
- ✓ SGB-SMIT / BC Partn., OEP
- ✓ VDM / Lindsay Goldberg, Triton

- ✓ Eintracht Frankfurt
- ✓ Borussia Dortmund
- ✓ Secretary of State, Minister of Economy, Party Chairman

Source: VM



A. VM OVERVIEW

02



**B. VM CONFERENCES**

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The VM Forum<sup>1</sup> series has been offering value enhancement topics from a TOP management perspective for 10 years - creative exchange!

VM Forum Series

Since 2011 a key component of Value Management events with business partners.

Entrepreneurs and C-level executives from business, politics and culture and students come together for creative discussions in a special atmosphere.

The focus is on the exchange among like-minded people.

VM  
VALUE MANAGEMENT

Source: VM

<sup>1</sup>VM Forum: = Value Management Forum

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# TOP managers from 6 focus industries as well as science, culture, politics share their experiences at the VM Forum

## VM Forum– TOP Management Speakers – CEO / CFO

a) Metal / Steel	b) Mechanical / Plant Engineering	c) Chemicals / Oil & Gas / Energy	Science, culture, politics
<ul style="list-style-type: none"> <li>Fr. Andrea Bauer, <b>CFO</b>, <b>VDM Metals / Lindsay Goldberg</b></li> <li>Dr. Henrik Adam, <b>CEO</b>, <b>Tata Steel</b></li> <li>Dirk Wallesch, <b>CFO</b>, <b>Deutsche Edelstahlwerke</b></li> <li>Dr. Edwin Basson, <b>CEO</b>, <b>World Steel</b></li> <li>DaeRyong Ha, <b>President</b>, <b>POSCO EUROPE</b></li> </ul>	<ul style="list-style-type: none"> <li>Holger Ketterer, <b>CEO</b>, <b>SGB-SMIT Transformers /One Equity Partners</b></li> <li>Jochen Fischer, <b>CFO</b>, <b>SGB-SMIT Transformers /BC Partners</b></li> <li>Prof. Stephan Reimelt, <b>CEO</b>, <b>GE EU</b></li> <li>Jerry Brown, <b>Senior Vice President</b>, <b>Emerson Automation</b></li> <li>Roel van Doren, <b>President Europe</b>, <b>Emerson</b></li> <li>Patrick Deruytter, <b>Vice President</b>, <b>Belden Automation</b></li> </ul>	<ul style="list-style-type: none"> <li>Fr. Dr. Judith Hartmann, <b>CFO</b>, <b>Bertelsmann / ENGIE S.E.</b></li> <li>Dr. Martin Wienkenhöver, <b>CEO</b>, <b>CABB Chemicals / Permira</b></li> <li>Dr. Reinhard Gradl, <b>Chairman</b>, <b>Oxea Chemicals / Advent</b></li> <li>Jörg Wuttke, <b>Chairman</b>, <b>BASF China / EU Chamber of Commerce</b></li> <li>Veysi Küçük, <b>CEO</b>, <b>Gizem Frit / Akkök Holding</b></li> </ul>	<ul style="list-style-type: none"> <li>Fr. Nicola Beer, <b>Kultusministerin Hessen / Vizepräsidentin EU Parlament</b></li> <li>Fr. Sylvia von Metzler, <b>Vorsitzende</b>, <b>Metzler Stiftung</b></li> <li>Dr. Michael Meister, <b>Staatssekretär</b>, <b>Bundesfinanzministerium</b>,</li> <li>Dr. Norbert Walter-Borjans, <b>Bundsvorsitzender der SPD</b></li> <li>Rudolf Scharping, <b>Bundesminister</b></li> <li>Ernst Welteke, <b>Bank AR</b>, <b>Bundesbankpräsident a. D.</b></li> <li>Fr. Lencke Wischhusen, <b>Vorsitzende Junge Unternehmer /Bundes-FDP</b></li> <li>Prof. Dr. Dres. h.c. Bertram Schefold, <b>Professor</b>, <b>Goethe Universität</b></li> <li>Thorsten Schäfer-Gümbel, <b>CEO</b>, <b>GIZ / Ministerpräsident Hessen (Kand.)</b></li> <li>Dr. jur. Johannes Graf von und zu Eltz, <b>Stadtdekan Frankfurt am Main</b></li> <li>Fr. Jane Uhlig, <b>GF</b>, <b>Zukunftsrat</b></li> <li>Prof. Dr. h.c. Burkard Schliessmann, <b>Konzertpianist</b></li> </ul>
d) Services / Trading / Sport	e) Automotive	f) Private Equity / Finance	
<ul style="list-style-type: none"> <li>Hans Strothoff, <b>CEO</b>, <b>MHK Musterhausküchen</b></li> <li>Alex Doll, <b>CFO</b>, <b>Deutsche Bahn</b></li> <li>Ralf Hempel, <b>CEO</b>, <b>WISAG</b></li> <li>Frank Weithase, <b>CEO</b>, <b>Papyrus D</b></li> <li>Prof. Dr. Wuermeling, <b>Bundesbank</b></li> <li>Carsten Cramer, <b>GF</b>, <b>Borussia Dortmund</b></li> <li>Ingo Schiller, <b>CFO</b>, <b>Hertha Berlin</b></li> <li>Axel Hellmann, <b>CEO</b>, <b>Eintracht Frankfurt</b></li> </ul>	<ul style="list-style-type: none"> <li>Franz Friedrich Butz, <b>CEO</b>, <b>KSM Castings / CITIC</b></li> <li>Jens Michael Wegmann, <b>CEO</b>, <b>Thyssenkrupp Industrial Solutions</b></li> </ul>	<ul style="list-style-type: none"> <li>Fr. Belgin Rudack, <b>CEO</b>, <b>KfW IPEX</b></li> <li>Stefan Zuschke, <b>GF</b>, <b>BC Partners</b></li> <li>Florian Rentsch, <b>CEO</b>, <b>Sparda Ver., eh. Wirtschaftsminister Hessen</b></li> <li>Ralf Huep, <b>GF</b>, <b>Advent International</b></li> <li>Peter Wirtz, <b>Geschäftsführer</b>, <b>3i</b></li> <li>Axel Hefer, <b>Partner</b>, <b>OEP / JP Morg.</b></li> <li>Friedrich von Metzler, <b>Metzler Bank</b></li> <li>J. Müller, <b>CFO EMEA</b>, <b>Deutsche Ba.</b></li> <li>Dr. Thomas Ludwig, <b>Managing Partner</b>, <b>Lindsay Goldberg</b></li> </ul>	

Quelle: VM  
orange = VM Kunde

# VM Forum speakers are TOP managers of large corporations, midsize companies, private equity- incl. VM customers from 6 main industries

## Companies of VM Speakers – 6 Core Industries

### a) Metals / Steel



### b) Engineering



### c) O&G / Chemicals / Energy



### d) Services / Trade / Sport



### e) Automotive



### f) Private Equity / Finance



VM

VALUE MANAGEMENT

# VM Forum topics: value-added excellence in our 3 consulting areas - Commercial, Operational and Financial

VM Forum– Value creation topics in Strategy, Productivity, Finance

## Commercial Excellence

Strategy, distribution, turnover

1. "Value increase after the **crisis**?"\*
6. "**Value Creation** in Church, Conlomerates and Private Equity"
8. "**Emotional values** - long-term success"
10. "**Growth Ideas** for Germany"
12. "**Global Cities** - Opportunities and Challenges"
15. "**Digital Transformation** - How will we work tomorrow?"
16. "Education **4.0** – Value Creation for Germany?"
30. „**Post-Coronomics** – *Business Transition*“

## Operational Excellence

Productivity, added value, costs

3. "**Entrepreneurship** and Education in Germany“
7. "Challenge 2020 - **Creative entrepreneurs**"
9. "Europe and Turkey - **Best Practices for CEOs**"
17. / 18. "**Operational Certainty** – The Trillion Dollar Opportunity through Industry 4.0“
20. „Goldgrube **Digitization**“
22. "**Value Creation** through Operational Excellence“
27. "How to become an **agile Leader**?"
34. / 35. "Gold-Mine **Smart Factory / Metaverse**"

## Financial Excellence

Planning, company valuation

2. "**Euro Crisis**"
4. "**Chief Financial Officer** in the crisis?"
13. "PE Dinner "**Maximising Value**"  
VM Panels - „**Private Equity & SME's**“  
VM Panels – „**Succession** in ownership and leadership“  
VM Panels - „**International M&A with China**“
25. "**Strategy and M&A** for Deutsche Bahn?"
28. "How to run **Germany**?"

Source: VM

\* Topics numbered according to sequence of events of VM Forum

# Benefits for VM business partners - the VM Forum is THE platform for the exchange between business, politics and society

## VM Forum– Leadership and transformation

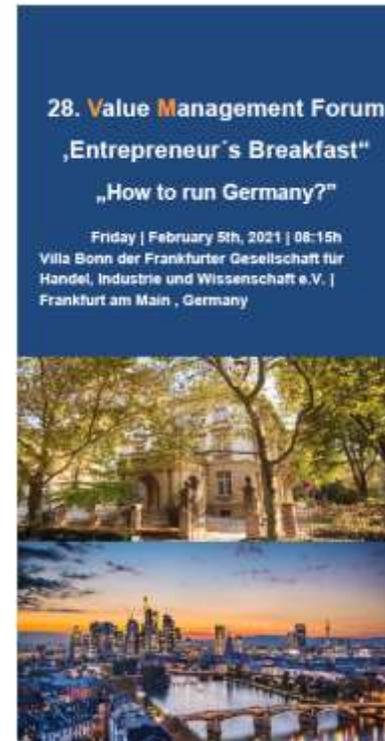
Future of economy and politics

Perspective of party leaders and CEO's

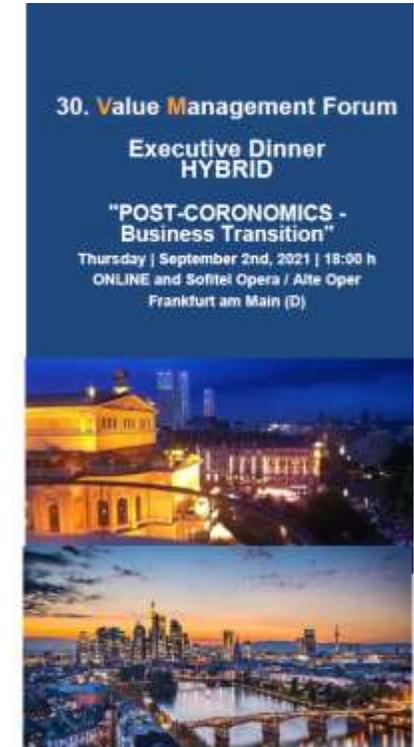
Sustainable transformation of the economy

### Renowned speakers, including

- Dr. Norbert Walter Borjans, Federal Chairman of **SPD**
- Dr. Judith Hartmann, CFO, **Bertelsmann und Engie SE**
- Dr. Andreas Ritzenhoff, Candidate for chair of **CDU**
- Matthias Schinzel, CEO **Emerson D / A / CH**
- Nicola Beer, Vice chair, **European Parliament**



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# Deutsche Bahn's Chief Financial Officer (CFO) discussed leadership principles with CEOs of family-run companies

## VM Forum- Market Leadership and Agility

Future of German entrepreneurship

Perspective of CEOs

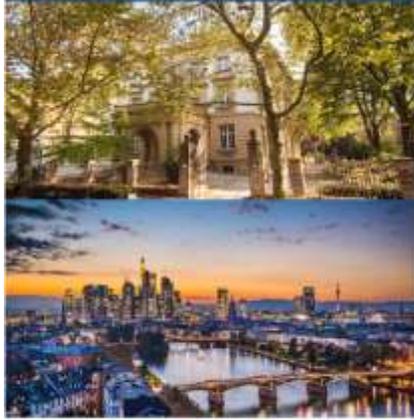
Ways and challenges of mobility

Renowned speakers, including

- Alexander Doll, CFO, **Deutsche Bahn AG**
- Lencke Wischhusen, Vorsitzende **Junge Unternehmer / Bundesvorstand FDP**
- Frank Weithase, CEO, **Papyrus Deutschland / Optigroup / Triton private equity**
- Torsten Hannusch, Owner / CEO, **GIG Facility-Service**

24. Value Management Forum  
„Entrepreneur's Breakfast“  
„Quo Vadis Market Leaders?“

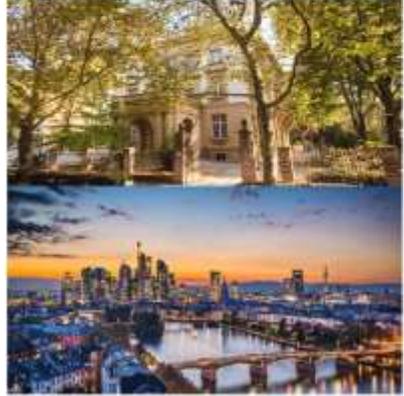
Friday | September 27th, 2019 | 08:15 h  
Villa Bonn der Frankfurter Gesellschaft für  
Handel, Industrie und Wissenschaft e.V. |  
Frankfurt am Main



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25. Value Management Forum  
„Entrepreneur's Breakfast“  
„Strategy for Deutsche Bahn?“

Friday | October 11th, 2019 | 08:45 h  
Villa Bonn der Frankfurter Gesellschaft für  
Handel, Industrie und Wissenschaft e.V. |  
Frankfurt am Main



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# VM Forum is the ideal platform for exchange of ideas and best practices because of the CEOs, CFOs und COOs

VM Forum– Industrie 4.0, Bildung 4.0, Technologie, Private Equity

**20. Value Management Forum Executive Dinner**

*"Operational Certainty – The Trillion Dollar Opportunity through Industry 4.0"*

Thursday | March 15<sup>th</sup> 2018 | 6 pm  
Übersee-Club | Hamburg



**16. Value Management Forum**

*Bildung 4.0: "Was braucht Deutschland zur Wertschaffung?"*

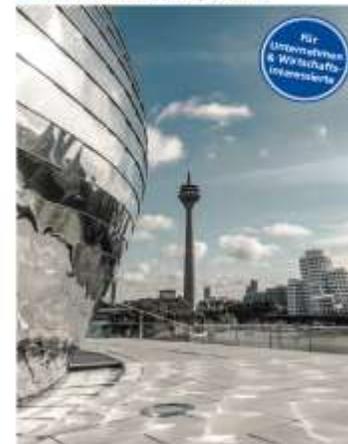
Donnerstag | 14. September 2017 |  
18:00 Uhr  
FOM Hochschule | Frankfurt



Einladung zum 14. Value Management Forum

**»Team Spirit in Technologie & Fußball«**

Freitag | 16. September 2016 | 12:00 Uhr |  
Industrie-Club e.V. Düsseldorf | Düsseldorf



**13. Value Management Forum Private Equity Dinner**

*"Maximising Value"*

Donnerstag | 15. September 2016 |  
18:00 Uhr  
Schlosshotel Kronberg | Frankfurt



Key speakers were board members of

- ✓ Advent International
- ✓ Emerson

- ✓ Thyssenkrupp
- ✓ Borussia Dortmund

- ✓ 3i
- ✓ Hertha BSC

# VM is an international management consultancy - CEOs and CFOs share best practices at the VM Forum Series

## VM Forum - Growth ideas and sustainability

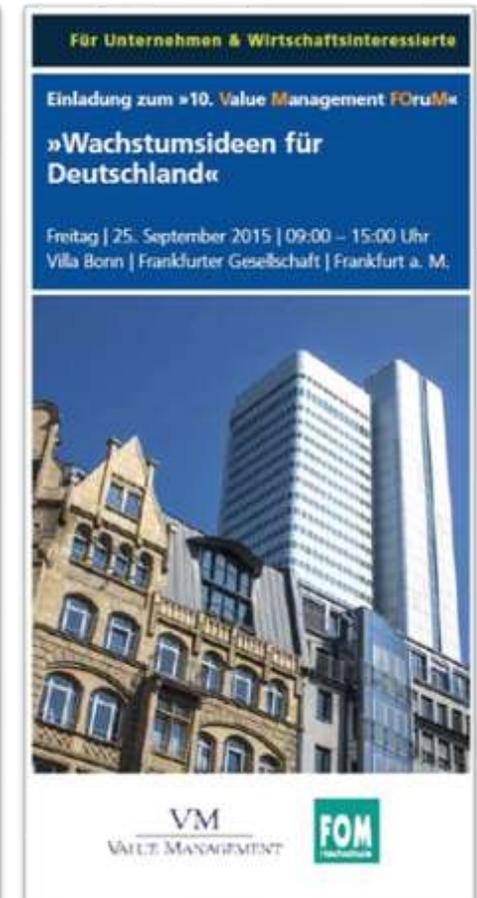
At the forum, **leading heads and decision-makers** from business, science and politics present their current **ideas, challenges and experiences**. They will also **discuss** their points of view with executives from industry and private equity as well as ambitious students. **Inspiring conversations** and motivating **"networking"** thus take place casually in the stately atmosphere of the **Villa Bonn**.

Value Management GmbH often organizes the **Value Management Forum in cooperation with the FOM Hochschule für Oekonomie und Management**.

### Renowned speakers, including

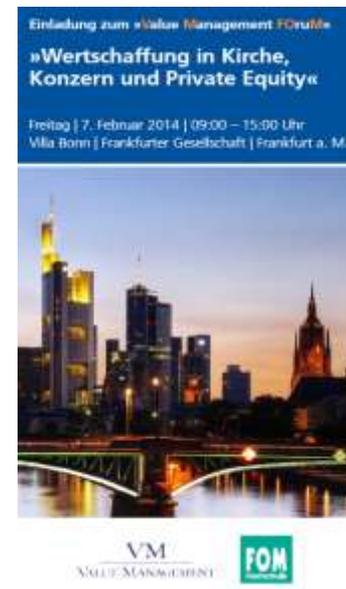
- Nicola Beer, Kultusministerin Hessen / Vizepräsidentin EU Parlament
- Carsten Maschmeyer, CEO, **Maschmeyer Group**
- Florian Rentsch, **Wirtschaftsminister Hessen**
- Franz Friedrich Butz, CEO, **KSM Castings Group**

Source: VM



# VM customers exchange views on current management challenges such as emotional values and crisis

## VM Forum - Europe vs. Turkey: Emotional Values, Private Equity, CFO



### Key speakers were board members of

- ✓ Akkök Holding
- ✓ Eintracht Frankfurt
- ✓ One Equity Partners / JP Morgan

- ✓ Morgan Stanley Bank
- ✓ WISAG Facility
- ✓ BC Partners

- ✓ Tata Steel Europe
- ✓ SGB-SMIT Gruppe (BC-Partners)

Source: VM

# VM organizes and moderates top management conferences - e.g. Private Equity and SMEs for Germany's largest financial conference

## VM Panels - Private Equity & SME



"Within the scope of the Frankfurt International Investors Day (FIID) in the Congress Centre of Messe Frankfurt, VM has developed two of the numerous forums. They are moderated by **Prof. Dr. Jochen Vogel**. Take the opportunity to learn more about **opportunities, risks and trends** for the coming investment year in discussions about topics such as "**Private Equity**" and "**Operational Excellence**". We will discuss with **BC Partners, Bridgepoint, Quadriga, Standard & Poor's, Deutsche Bank and SMEs.**"

Source: VM / Euro Finance Week

### Renowned speakers, e.g.

- Hans Haderer, **BC Partners**
- Uwe Kolb, **Bridgepoint**
- Dr. Andreas Fendel, **Quadriga**
- Mr. Klös-Hein, **EEW Group**
- Dr. Mark Währisch, **Standard & Poor's**
- Mr. Wittershagen, **Deutsche Bank**
- Prof. Dr. Jochen Vogel, **VM**

Successful dialogue format

TOP Management attendance

Once a year

800 participants

# VM Moderation at Frankfurt Global Business Week : Focus China – opportunities and risks for German companies

## VM Panels - International M&A with China



### Märkte im Umbruch - Chancen und Herausforderungen für die deutsche Wirtschaft: Fokus China

"For the sixth time, the FRANKFURT GLOBAL BUSINESS WEEK bundles specialist conferences on topics that determine the **future viability** of business locations and companies. The FRANKFURT GLOBAL BUSINESS WEEK is an initiative for the networking of regional, national and international economic sectors, which enables the exchange and dialogue of current issues and brings together decision-makers from **industry, politics** and **administration**."

#### International experts, e.g.

- Bernd Meist, Bank of China
- Dr. Reinhard Gradl, Advent International
- Dr. Martin Wienkenhöver, VM / CABB
- Yaojun Xu, China International Investment Promotion Agency
- Norbert Noisser, Hesse Ministry for Economics, Transportation, Urban and Regional Development.

#### International Focus: China

#### TOP Management attendance

#### VM Moderation: Prof. Dr. Jochen Vogel

# VM in the press: Best Practices for value enhancement and cross-sector know-how from industry & private equity

## VM Press Releases Goldmine Factory 4.0, Strategy and Implementation

### Goldmine and job machine: Factory 4.0!?\*

Hamburg - 20th VM FORuM "Goldmine Digitalization " - In Germany we need Factory 4.0 - less accidents at work, higher energy efficiency and lower costs through improved maintenance are the most serious advantages. German industrial companies are currently building this factory in the USA. What does this mean for the German economy? Are German companies prepared for this with a digitalization strategy? At the 20th VM Forum Executive Dinner, executives from the chemical industry, oil&gas, steel, automotive, logistics, etc. discussed this topic with the speakers Patrick Deruytter, Vice President Northern Europe, Emerson Automation Solutions, and Prof. Dr. Jochen Vogel, CEO, VM: "Most major German companies have been working on a digitalization strategy for two years now, but only a few have started to implement it, i.e. significant improvements in results through the use and networking of digital technology".

### Gut feeling is a random - strategy, implementation and adaptation bring added value \*\*

Kronberg - In **cooperation** with the law firm **White & Case**, the **13th Value Management Forum**, with 40 invited guests, took place for the second time as part of a **private equity dinner in the Schlosshotel Kronberg**. In his opening remarks Prof. Dr. Jochen Vogel, CEO VM Consulting, explained how Private Equity investors can contribute to increasing the value of companies and what **influence the political framework conditions have** on this goal. **Ralf Huep**, Managing Partner at **Advent International GmbH** (EUR 18 billion in managed capital), and **Peter Wirtz**, Managing Director at **3i Germany** (EUR 4.5 billion in managed capital), emphasized the importance of **industrial competence** and industry-based know-how. "Worldwide, private equity firms have over USD 460 billion, which should be invested in equity in the next 2 to 3 years."

Source: VM

\* Press release from March 20, 2018

\*\* Press release from September 22, 2016

# Commonalities of Industrie 4.0 and Fintec or even technology and team spirit were identified

## VM Press Releases Industry 4.0 vs FinTec, Technology & Team Spirit

### Re-Invention of Industry 4.0 / Financial Sector - Rhein-Main-area wants to be No 1 for FinTechs \*

Frankfurt – 15th VM FORuM “Digital Transformation - How will we work tomorrow?” – Prof. Dr. Jochen Vogel, founder of the event series, Managing Director of VM and professor at FOM University, welcomed Dr. Michael Meister, State Secretary and deputy to the Federal Minister of Finance, and almost 100 guests. Prof. Vogel explained that business models, customer experiences and processes are currently drastically changing. **Industry 4.0** and **FinTech** developments lead to the “**Re-Invention**” of industrial and financial companies. “With the IT competence and the presence of international banks, the **Rhein-Main region** wants to become the no. 1 for FinTechs“, emphasized Dr. Michael Meister. Politicians need to support new opportunities and not take decisions on **competition**. On the other hand they need to **regulate** smartly to reduce financial **risks** and support changes to the **labour market**.

### Industry & football: Using Team Spirit to enter the international playground\*\*

Düsseldorf – 14. VM FORuM – Prof. Dr. Jochen Vogel, founder of this event series and Professor at FOM University, and Martin Topp, Managing Director of the FOM University in Düsseldorf, invited more than 40 guests for a Business-lunch in the “**Industrie-Club**” close to the “Kö” (Königsallee). In his opening remarks Prof. Dr. Jochen Vogel, who together with his VM-team, consults companies in steel, oil & gas / chemistry, technology, consumer goods / sports in Europe and Asia, mentioned that **value-based management** is independent from industry sector or region. Value creating Technology- and Football-Companies are **attractive for customers, employees and suppliers**. Hands-on case studies were presented by high-level speakers Andrea Bauer, CFO VDM Metals GmbH, Jens Michael Wegmann, CEO ThyssenKrupp Industrial Solutions, as well as Ingo Schiller, CFO Hertha BSC Berlin and Carsten Cramer, Marketing Director Borussia Dortmund representing “Bundesliga Football”.

Source: VM

\* Press release from March 7, 2017

\*\* Press release from September 19, 2016



**CREATIVITY**

**EXECUTION**

**RESULTS**

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