

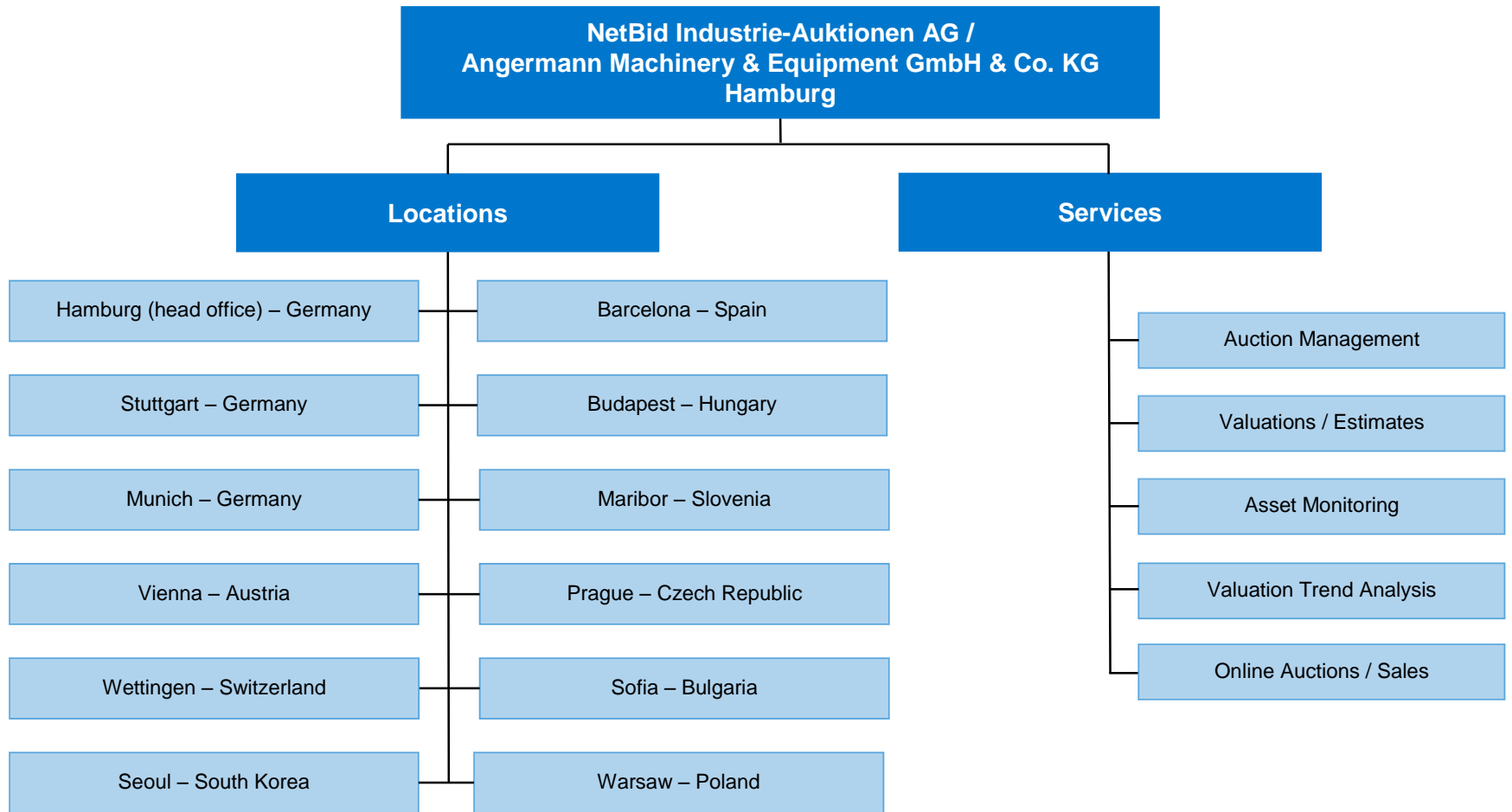


COMPANY PROFILE

Company Profile Keywords

- Internationally successful, locally active company, modern but rich in tradition
- Successful liquidation of more than 3,000 companies of various industries and the creation of numerous appraisals and estimates during the last 50 years
- More than 100 industrial auctions in Europe per year – especially in Germany, Austria, Switzerland, Spain, Poland, the Czech Republic, Hungary, Bulgaria and Slovenia
- Today www.netbid.com is one of Europe's leading internet platforms for the sale of used machinery and equipment
- Sworn and publicly appointed auctioneers and appraisers for machinery and industrial equipment
- Certified according to DIN EN ISO 9001:2015
- Database system for valuation trend analysis (volume per year approx. one billion euro)

Company Structure



Overview Angermann Group

REAL ESTATE ADVISORS	MERGERS & ACQUISITIONS	BUSINESS CONSULTANTS	MACHINERY	FINANCE
<ul style="list-style-type: none"> ▪ Investment ▪ Real estate sales ▪ Industrial facilities ▪ Retail space leasing ▪ Office space leasing ▪ Corporate real estate ▪ Valuation ▪ Site analysis ▪ Utilisation concepts ▪ Auction management ▪ Bidding process ▪ Property management 	<ul style="list-style-type: none"> ▪ Sales processes <ul style="list-style-type: none"> ▪ Succession planning ▪ Group spin offs ▪ Exits of affiliated companies ▪ Acquisition processes <ul style="list-style-type: none"> ▪ Strategic expansion (internationalisation, acquisition of market share) ▪ Diversification ▪ Raising equity capital <ul style="list-style-type: none"> ▪ Equity / mezzanine capital brokering ▪ Special corporate finance services <ul style="list-style-type: none"> ▪ Balance sheet structuring, refinancing ▪ Verification of business plans ▪ Due diligence ▪ Assessments of purchase offers ▪ Fairness opinion 	<ul style="list-style-type: none"> ▪ Restructuring <ul style="list-style-type: none"> ▪ Company review ▪ Rehabilitation concept ▪ Sales processes <ul style="list-style-type: none"> ▪ Distressed M&A ▪ Crisis management ▪ Insolvency ▪ Yield increase <ul style="list-style-type: none"> ▪ Quick Check ▪ Controlling ▪ Company strategy <ul style="list-style-type: none"> ▪ Company succession ▪ Strategy development ▪ Equity growth plus ▪ Real estate consulting <ul style="list-style-type: none"> ▪ Portfolio analysis ▪ Asset management ▪ Strategic acquisition / sale 	<ul style="list-style-type: none"> ▪ Evaluation of machinery and equipment by <ul style="list-style-type: none"> ▪ Liquidation value ▪ Going concern value ▪ Fair market value ▪ Valuation trend analysis ▪ Auction of machinery and equipment ▪ International marketing of machinery parks and individual industrial facilities ▪ Online auctions (www.netbid.com) ▪ Asset Monitoring 	<p>Nord Leasing GmbH</p> <ul style="list-style-type: none"> ▪ Generation of liquidity through asset-based financial transaction ▪ Alternative financing option ▪ Sale & lease back / sale & rent back (repurchase) of used machinery ▪ Financing independent of bank ▪ Strengthening of liquidity <hr style="border-top: 1px dashed #ccc;"/> <p style="text-align: center;">Deutsche Einkaufsfinanzierer GmbH</p> <ul style="list-style-type: none"> ▪ Alternative source of finance for the German "Mittelstand" ▪ Financing of purchase of goods and products ▪ Pre-financing of working capital ▪ Financing independent of bank ▪ Strengthening of liquidity
<p>Angermann Real Estate Advisory AG Angermann Investment Advisory AG Angermann Valuation & Advisory</p> <p>Berlin Frankfurt Hamburg Hanover Stockholm Stuttgart another 40 locations worldwide</p>	<p>Oaklins Angermann AG</p> <p>Hamburg Frankfurt Stuttgart another 64 locations worldwide</p>	<p>Angermann Consult GmbH</p> <p>Hamburg</p>	<p>Angermann Machinery & Equipment GmbH & Co. KG / NetBid Industrie-Auktionen AG</p> <p>Hamburg Munich Stuttgart Barcelona Budapest Maribor Prague Seoul Sofia Vienna Warsaw Wettingen</p>	<p>Nord Leasing GmbH Deutsche Einkaufsfinanzierer GmbH</p> <p>Hamburg Stuttgart Munich</p>

References in Slovenia



Marca 2015 smo prodali Alpos metalurgija v stečaju kot celoto



Od marca 2015 prodajamo opremo in stroje podjetja, ki jih ne potrebujejo.



Marca 2015 smo prodali letalo družbe Linxair v stečaju v ZDA

**Orka PE
Gosad**

Februarja 2016 smo prodali PE Gosad v stečaju kot celoto



Junija 2016 smo prodali nepremičnine in premičnine podjetja v 10 različnih držav



Septembra 2016 smo prodali stroje in opremo Pomurke v stečaju v 15 različnih držav



Od avgusta 2017 prodajamo stroje in opremo podjetja, ki jih ne potrebujejo.



Decembra 2017 smo prodali stroje, opremo, blagovno znamko ter nepremičnine družbe Aero v stečaju v 8 različnih držav

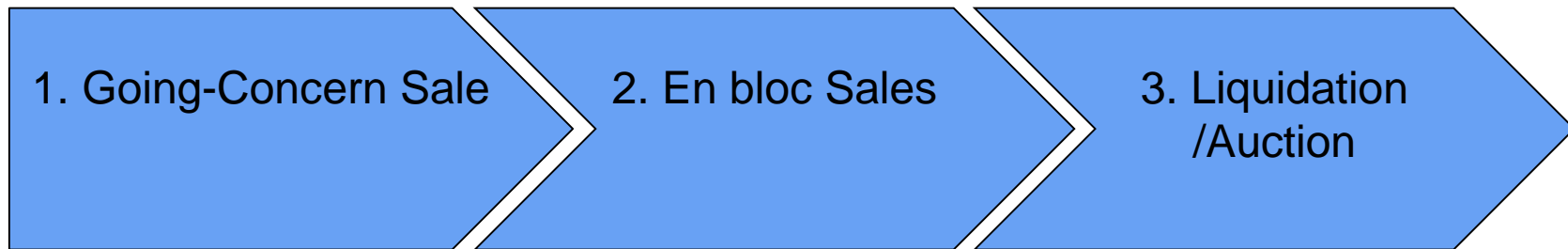


Decembra 2017 smo prodali teptalce in snežne topove družbe SCP v stečaju



Od maja 2016 prodajamo stroje in opremo podjetja, ki jih ne potrebujejo. Prodali smo že več kot 200 strojev v 20 različnih držav

Remarketing options (three step strategy)



- 1. Going concern sales** on site (asset deal) on bloc sale of property, office building, machinery & equipment (Revitalization of company, Highest proceeds, chances are limited)
- 2. Liquidation sales machinery en bloc** Individual sale of property and machinery Potential additional interest for alternative use of property Chances for (foreign) investors to export the entire machinery to a third location; “ready to start“
- 3. Liquidation sales of individual lots** Online auction, quick clearance of property, chances for individual bidders of different interest

Accompanying risks at remarketing

1. **Administrative risks** – sometimes the administrative procedures of the project prolonge the remarketing activities to unapropriate time for selling (the market is full, window of opportunitie is closed, the interesting parties find simular items somewhere else,...)
2. **Location risks** – sometimes the technology transfer is very challanging because of the location of the items (present technology is not in use in Europe, only on other continents,...)
3. **Natural risks** – sometimes during the remarketing process happen unexpected situations (natural catastrophie, demonstration, market brake down, economy colapses,...)
4. **Market risks** – sometimes the time for remarketing just isnt right. The market is full, there is no demand for our items, our product was substituted,....

Case studies

Going concern – ALPOS

in 2014 we signed the contract for remarketing of Alpos metalurgy in insolvency. We found the investor who take over the whole company. They continue the tradition of Alpos steel pipes production. This was the first online insolvency auction in Slovenia.



En bloc sales – AERO

In 2017 we signed the contract for remarketing of Aero Sempeter. In december 2017 we succsesfully sold real estates and all the machines separatly. The buyers were from 8 different countries. We got more than 2.000 bids for all items.



Liquidation sales of individual lots – POMURKA

In 2016 we signed the contract for remarketing of machines and equipment of Pomurka Murska Sobota. In September 2016 we successfully sold over 150 lots, and in second round in 2017 another 39 lots (canned meat production). In 2018 we sold the slaughtering line (over 30 lots), that was exempt from previous sales procedures. We got more than 700 bids for all items, and the buyers came from 15 different countries.



Opportunities coming out of remarketing

- **New working places** – from 2014 on Slovenian market, over 100 new jobs were open on our remarketing projects
- **Fresh start** – new industry and new owners with fresh capital coming to locations, where going concern wasn't possible
- **Creating working capital** – with sale of redundant machinery and equipment, the company can generate fresh capital for further investments
- **Rational updating of machinery park** – with good used machines the company can save a lot of money (in comparison to buy new machines) and still update their machinery park
- **Restructuring the process** – with rational choice of keeping the profit departments of the company and selling out the departments that are making loss, the company can navigate their success and future.

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