



**We Understand Metals**  
**The Sector Specialist's Support**

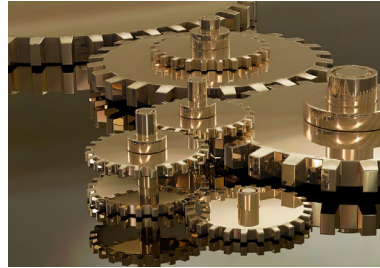
## VOSCO – Our mission is to raise your corporate strategy to a higher level.

We are highly specialized in the machine and plant building as well as the semi-finished metal products industry: the metal industry.

With our expertise we provide excellent value to our customers in corporate strategy, investments as well as mergers & acquisitions. Our individual teams with the most experienced sector specialists are customized for the challenges of your company.

Most of our specialists have served as senior management in major leading world wide acting metal companies. The CEO of VOSCO today also contributes to the industry as supervisory board member for reputed companies. Therefore our specialists understand the challenges of the international metal business and the solutions hereto. We are highly competent partners who advice your business strategy on equal basis.

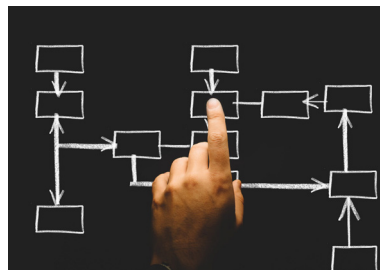
We are looking forward accelerating your success!



Due to **changing requirements** and **increasing challenges** in the metal industry ...



... our customers need **industry-specifically and experience-proven support** by individual teams ...



... in the fields of corporate **strategy, investments** as well as **merger & acquisition**

Our customers are often challenged with fast changing technological, market and stakeholders requirements. Sound strategic measures require methodologically founded and well experienced approaches. Our customers may not have sufficient management capacities or skills to provide solutions hereto by their own staff or would like to have a competent sparring partner to find the adequate solutions. VOSCO with its metal specialists provides professional and individual problem orientated teams for sustainable strategic solutions.

## Why – The metal industry in transition



**By recognizing trends in time, we help transforming the metal industry's challenges into opportunities for your business.**

The metal industry is in a transition with changing and demanding requirements. Influencing factors like demographic as well as political changes, digitalization, rising demand for flexibilization and globalization require strategic rethinking and repositioning. Some major trends in the metal industry have to be reflected hereto.

- Regional overcapacities and intensified competition
- Political interventions
- Demanding and fluctuating business situation
- Increased technological requirements and reduced order sizes

In consequence business forecasts are becoming more difficult.

Companies intensify their customer orientation and focus on customer needs. Most customers require specific technological product requirements with more comprehensive process documentation and optimized logistics. Whereas the companies have to observe working capital requirements in a dynamic production environment. In consequence adequate and smart investments may be required to match such market requirements.

VOSCO as comprehensive and full service consulting partner can serve as long-term support for these changes and counteract to the aforementioned challenges and requirements in advance.

## How – Individually configured teams lead to success



**Our success is based on highly competent teams exactly selected for our customers' issues & challenges.**

The VOSCO teams are individually and specially compiled for our customer needs. Our experts and our broad national and international network of additional specialists ensure a tailor-made and an optimized service for our customers. In an early comprehensive joint target definition with our senior management the right set up of the experts will be defined to ensure a tailor-made and most efficient solution service.

## How – Methodical approach within defined areas

### Methodology for Corporate Strategy Projects



With our 6-Phase methodology we assure a comprehensive and transparent project realisation for our customers.

### Special adjustment for M&A projects



Restructuring and consolidation or expansion through strategic alliances and mergers & acquisitions is continuing within the metal industry.

### Corporate Strategies incl. Investments

Our well established 6-Phase methodology based approach for corporate strategy and investment projects ensures a comprehensive, efficient and transparent project realization.

Product and market related portfolio optimisation and diversification require sector market expertise and knowledge about relevant market requirements. This shall be mirrored with our customers capabilities in a status analysis. In the concept phase alternative strategical solutions are displayed and possible partners/suppliers shall be identified. In the due diligence phase such alternative strategical solutions are economically verified and sensitized. The VOSCO expert team may also steer the project realization phase.

### M&A Projects

In cooperation with large M&A firms or with our own M&A boutique and partners with legal and audit expertise, VOSCO provides the specialized metal business sector expertise to optimize the acquisition, joint venture or divestment strategies of our customers. The VOSCO specialists may even support the post acquisition integration.

## What – Expert Know-how regarding Corporate Strategy



We support you in questions around **corporate strategy** in the context of

- Product and market related portfolio optimization and diversification
- Auditing of production and sales structures and facilities
- Expansion Consultancy with Due Diligence

Our teams of sector specialists provide comprehensive advisory services to support your corporate strategy successfully. The corporate strategies are verified and justified in regard of the technical and economical requirements and implications. Production and sales infrastructures and processes may be audited to identify improvement potentials. If required, possible alliances in regard of cooperation's, joint ventures or acquisitions will be evaluated, supported and realized. Even relevant legal issues can be addressed by our teams.

## What – Expert Know-how regarding Strategic Investments



We support you in questions around **Strategical Investments** in the context of

- Product and market related requirements
- Selection of adequate technological suppliers
- Project due diligence and project management

VOSCO expert teams provide comprehensive advisory services to evaluate and support your strategical investments. The strategical investments are verified and justified in regard of the market requirements, technical needs as well as technical and economical implications. Adequate possible technological suppliers are identified and audited if required. Our teams may support the suppliers selection and the project management with experts know how throughout the entire project phases until project start up.

Strategical investments are often complex and determine the sustainability of the companies business success. VOSCO with its experienced sector specialists can provide professional and competent support for your own specialists in leading functions to reduce your own complexity and risk.

## What – Expert Know-how regarding Mergers & Acquisitions

M&A- life cycle-  
management

Technical  
advisory



We accompany you with our comprehensive knowledge on the topic of **Mergers & Acquisitions**:

- Implementation of integration or separation processes, considering the entire life cycle of the M&A project
- Finding the optimal strategy and suitable business partners
- Careful due diligence of the project

The merger of two companies as well as the spin-off or sale of divisions is one of the largest challenges for a company and their workforce. The process complexity needs competent, hands on and well experienced teams. If such experienced teams are not available with adequate capacity in the own workforce, experienced business sector advisors can provide the required support along the entire M&A process.

VOSCO's comprehensive market and technological knowledge helps finding optimal strategies and/or suitable business partners.

The due diligence process is supported by hands on teams with deep knowledge and expertise.



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