

# Christoph Pfeifer

## Management Advisory



Seasoned Finance Executive  
with  
Deep Financial Services  
Sector Knowledge  
and  
Private Equity Understanding.



## About myself

*„If there is any one secret of success, it lies in the ability to get the other person's point of view.“*

*(Henry Ford)*

More than 15 years I used to be the CFO of companies in the sector of technology-based financial services within a variety of constellations regarding shareholders and organisational structures.

On top of the various operational tasks my wealth of experience comprises numerous strategic subjects like M&A, restructurings, financing projects, growth management and finally the successful exit processes of private equity sponsors.

Today, I am supporting finance executives coping with their current challenges through independent qualified advice and by passing on my long-standing practitioner experience: as trustworthy though critical sparring partner, as self-responsible project manager or as forward looking bodies member.

Moreover, I am advising private equity firms on acquisitions in the financial services sector as industry expert.

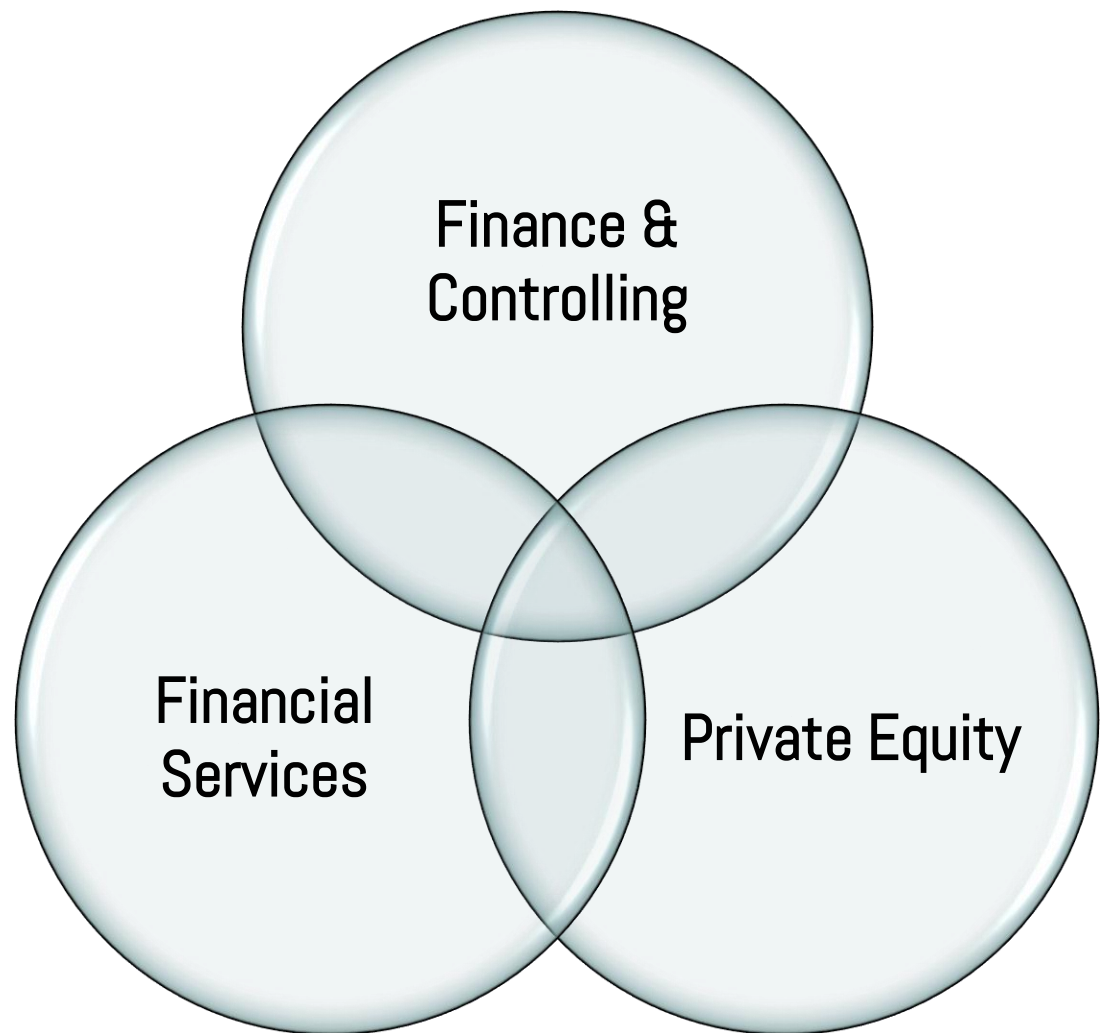
Besides my professional knowledge and skills my clients are profiting from my extensive network of business relationships, which prove valuable assets.

My way of working is based on clear principles. The success of my clients is my primary priority.



## Focus

*“My special expertise is combining my long-term operative practice as CFO, my intimate knowledge about the sector of technology-based financial services and my experience of successful cooperation with international private equity firms.”*





## Services

*„The type of cooperation with my clients is determined by their specific needs.*

*My spectrum ranges from specific project support to overarching tasks within Corporate Governance.”*

### **Mergers & Acquisitions**

- Industry Advice
- Due diligence support (commercial, financial)
- Exit preparations (business plan, VDD support, data room preparations)
- Post merger integrations

### **Financial Project Management**

- (Re-) Financing projects
- Setup investor reportings
- Finance department diagnosis
- Optimizing financial, controlling and risk management processes
- Restructurings

### **Sparring / Coaching**

- Qualified support of CFO's or management teams
- Sounding board or devils advocate regarding new plans and important decisions
- Trustful discussions on organisational or staffing questions

### **Mediation**

- Independent, expert mediation between management team and investor in critical situations

### **Operating Partner**

- Experienced industry advice with strong financial focus

### **Advisory / Supervisory Board Member**

- Sector-experienced investor representation in governance bodies



## Recent Projects & Engagements

*„My assignments are mirroring deep industry knowledge and broad professional competences.“*

### Transaction and Industry Advisory

- Industry advisor to the private equity purchasers of a leading German payment service business (2016/2017)
- Financial advisor (subcontracted through a big 4 audit & advisory firm) to the seller of a leading German payment service business (2016/2018)
- Industry advisor to the private equity purchasers of a German mid-cap debt collection business (2017)
- Industry advisor (subcontracted through a leading strategic advisory firm) to the private equity purchasers of a German mid-cap debt collection business (2018)
- Advisory of a private equity firm on a carve-out transaction regarding the setup of a finance organisation from scratch as well as the definition of finance-related transitional service agreements (2018/2019)
- Industry advisor to a private equity firm on an intended public-to-private transaction in the Italian credit bureau and debt collection market (2019)
- Industry advisor to a private equity bidder of a fast-growing German payment service business (2019)
- Industry advisor to a private equity bidder of a Polish payment services business (2020)
- Industry advisor to the private equity purchaser of a Danish-based debt collection business (2020)

### CFO and Portfolio Advisory

- Diagnosis of the finance organisation of a newly acquired portfolio company of a private equity firm (2017)
- Diagnosis of the finance organisation of a newly acquired portfolio company of a private equity firm (2018)
- Coaching of the CFO of a private equity portfolio company (2018/2019)

### Advisory Board Memberships

- NIBC Bank Deutschland AG, Frankfurt am Main
- atriga GmbH, Langen



## CFO Track Record

*„ As a longtime CFO, among others in the private equity context, I speak the language of my clients.*

*I am contributing professional expertise, a wealth of experience, as well as an extensive network of valuable contacts to my engagements. “*

### **More than 20 years of experience in the financial services sector**

- Card and e-commerce payments
- BAFin-regulated payment business (payment institution, e-money institution)
- Loyalty programs and marketing services
- Credit risk management
- Debt collection
- Portfolio valuation and purchasing

### **More than 5 years of successful cooperation with Private Equity firms**

- CFO in portfolio companies of 3 renowned international PE firms
- Successful execution of a buy and build strategy
- Completion of a downsizing strategy in conjunction with financial turn-around
- 2 successful exit processes

### **More than 20 M&A transactions**

- 15 buy side transactions
- 7 sell side transactions

### **Structured, corporate & leveraged finance projects**

- Closing and managing a LBO financing with leverage > 7x EBITDA
- Successful refinancing of >100m € corporate loans
- Setting-up a platform for revolving asset-backed NPL-portfolio financing
- Issuing a 365m € publicly traded high-yield bond
- Managing a „difficult“ banking consortium to become a supportive partner

### **Management of turn-around, change and growth situations**

- Financial turn-around after comprehensive restructuring through focussing the organisation, realisation of synergies and cultural change
- Several successful post merger integrations
- Carve-out of a business from group structures, followed by implementation of new stand-alone strategy achieving sustainable and profitable growth



# Vita

*„On all my professional stations it was important to me, to interpret the CFO role consequently business-oriented, to support growth and to foster innovation.”*

## Personal

- Born 1964
- Married, 4 children

## Diploma in Business Mathematics

- Philips-Universität Marburg
- European School of Management and Technology Schloss Gracht (Post Graduate Studies)

## Deutsche Bank AG (1992-1999; Banking)

- Product and project manager chipcards
- Vice President Point-of-sale- & e-commerce

## easycash GmbH Group<sup>1)</sup> (2000-2009; Card Payment Services)

- Authorised Officer/ Head of Finance, Control & HR
- Managing Director / Group CFO

## Ingenico S.A. Group (2009-2012; Card Payment Terminals & Services)

- Managing Director / German Sub-group CFO
- Approved Director of Payment Institution acc. §8 ZAG (German Payment Services Law)

## GFKL Financial Services AG<sup>2)</sup> (2012-2015; Debt Collection & Purchasing)

- Executive Board Member / Group CFO & Labour Director

## Christoph Pfeifer Management Advisory (from 2016)

- Self-employed executive advisor

1) Portfolio company of Warburg Pincus (11/2006-11/2009)

2) Portfolio company of Advent International (12/2009-6/2015) and Permira (from 7/2015)



## Guidelines

*„My way of work is guided by three basic principles:*

*Professionalism,  
Loyalty and Passion“*

### **Professionalism**

I am aiming to achieve for my clients pragmatic results through practical advice supported by close cooperation and open dialogue. My work is done not before successfully implemented. Professionalism is evident not only in a business-oriented attitude and artisanal quality of services, but also in dealing with conflicts or when reaching personal limits.

### **Loyalty**

It is important to me, without affecting the independence of my advisory capacity, to build a trustful and fair working relationship to my clients and their employees. This creates sustainable identification with the client. I am convinced that loyalty being understood that way, leads to higher quality results.

### **Passion**

Outstanding achievements are the results of a special motivation. I do not consider my work as contractually owed duty. Rather, I enjoy the demanding tasks of Finance Executives – especially in private equity constellations – and feel enthusiastic about the dynamically changing industry of technology-based financial services. This is what motivates me continuously and enables me getting involved persistently for the goals of my clients.



# Contact



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