Christoph Pfeifer
Management Advisory

Seasoned Finance Executive

with

Considerable Financial Services Sector Expertise

and

Successful Private Equity Track Record.

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.

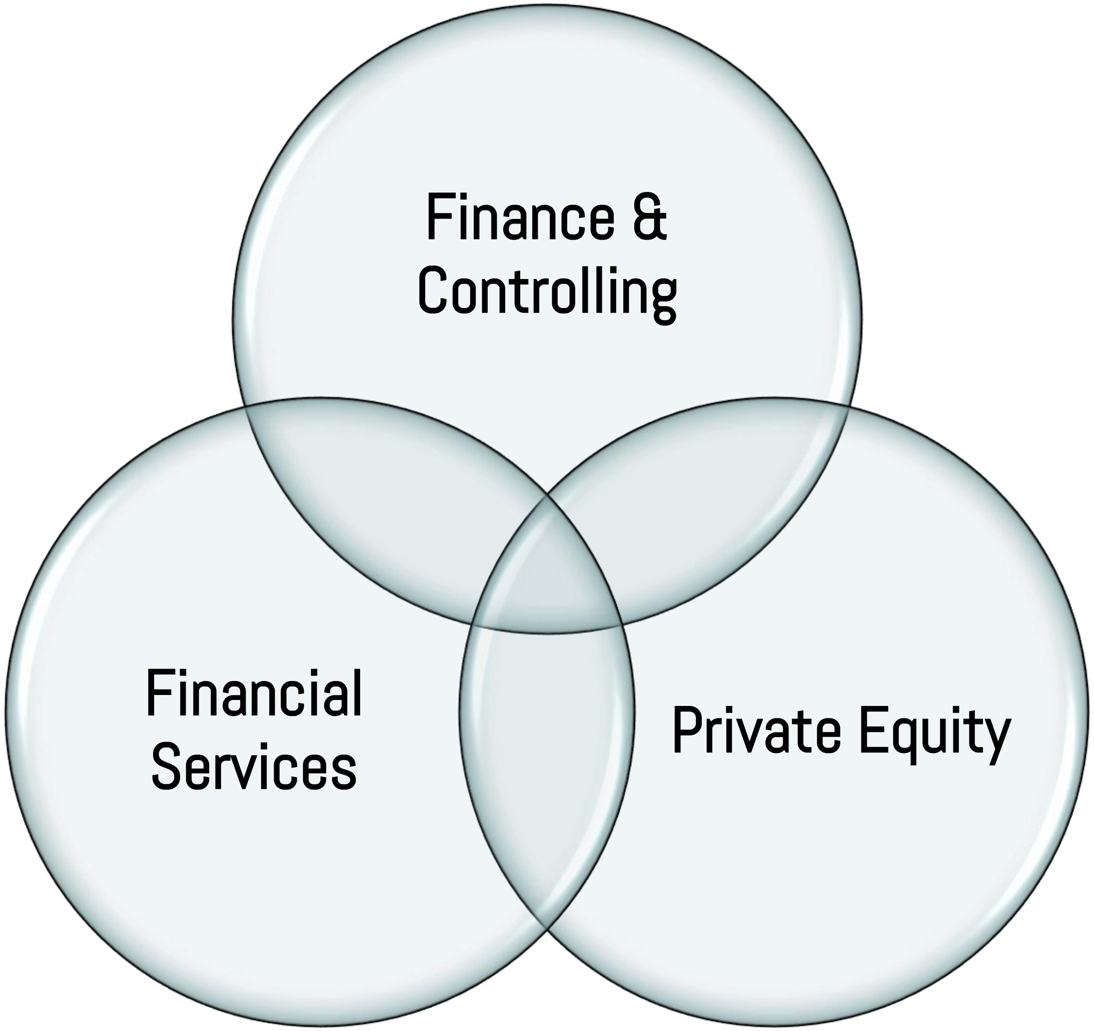
Moreover, I am advising private equity firms on acquisitions in the financial services sector as industry expert.

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 PE 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 PE purchasers of a German mid-cap debt collection business (2017)
- Industry advisor (subcontracted through a leading strategic advisory firm) to the PE purchasers of a German mid-cap debt collection business (2018)
- Advisory of a PE 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 PE firm on an intended public-to-private transaction in the Italian credit bureau and debt collection market (2019)
- Industry advisor to a PE bidder of a fast-growing German payment service business (2019)
- Industry advisor to a PE bidder of a Polish payment services business (2020)
- Industry advisor to the PE purchaser of a Danish-based debt collection business (2020)
- Development of a buy & build strategy for a PE owned German debt collection business (2020)
- Industry advisor to a PE bidder of a Swedish payment services business (2020)

CFO and Portfolio Advisory

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

Advisory Board Memberships

- atriga GmbH, Langen (since 3/2017)
- Anker Kassensysteme/POS Holding GmbH, Bielefeld (since 9/2020)
- NIBC Bank Deutschland AG, Frankfurt am Main (10/2016 – 4/2020)

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 reknowned 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[1] (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[2] (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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