

# Newsletter 1 – 2019

## Points of Contact

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## Company Calendar

August 2019  
Summer Bash

October 2019  
Annual General Meeting

## Recent Developments

### BOES

In Q4 2018, Cross acquired the Boes Group as part of a family succession. Boes develops and constructs high-performance composite stamping tools and produces high-precision stamped, bent and drawn parts. The company supplies its products for safety and comfort functions in the automotive industry, e-mobility applications, for use in the electronics and medical industries as well as a number of industrial applications. For further information please visit <http://www.boes-group.de>.



In November 2018, punker won the prestigious Manufacturing Excellence (MX) Award for being the best SME in Germany. The company is the first enterprise from the state of Schleswig-Holstein to do so. This year's theme was "Create the Digital Change Together" and punker impressed with innovative product development, trend-setting IT, leadership culture and employee integration. Punker has been implementing smart & lean practices for a number of years and the company participated in this year's MX Awards to gauge where it stands in relation to the top industry players in Germany. 'Winning the MX Award – especially on our first attempt – is an honor for the entire punker team', said a pleased Dr. Henning Bähren, the company's Managing Director. For further information please visit <https://www.punker.com>.

## Selected Portfolio Highlights

### SWISS TOOLS®

Leading provider of high-precision, modular tool systems

- Swiss Tools continues to deliver product innovations, with the digital fine boring module launched in 2018 and the tool system for Swiss-type lathes in the pipeline for 2019
- Strategic partnership with new additional global distributor established

### punker

European market leader for high efficiency air flow components

- punker posted record sales in 2018, outperforming budget for the second year in a row
- Various synergies realized from increased cooperation between US and German entities
- Strong execution of the value creation plan created by Cross with improvement across all KPIs

### WDM

Market leading provider of spot-welded wire mesh solutions

- WDM achieved a new sales record in 2018, fueled by strong customer wins
- Strengthened team with finance director
- Focus on expansion into new product areas and geographies

## Market and Dealflow

- The DACH private equity market continues to blossom, as the region is garnering more and more attention from both local and international investment houses
- Despite increasingly fierce competition for quality assets, Cross consistently finds ways to play market niches and use alternative sourcing avenues, resulting in record deal flow in 2018
- Cross expects to present further co-investment opportunities to select partners over the coming year

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Cross is a private equity firm with the mission to support the sustainable development of mid-sized companies in Switzerland, Germany and Austria through equity capital, industrial expertise and an extensive relationship network – amongst others in the context of succession of family-owned businesses and corporate spin-offs. To date, the Cross team has successfully invested in approximately 30 companies in Switzerland, Germany and Austria.

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