

Operational reorientation
and restructuring



Efficiency enhancement and
optimization of earnings



Best
practice
approaches



Interim-
management and
-placement



CFO services in
post-merger activities
at PE portfolio companies



Ensuring
all commercial
functions



Consulting and implementation
for medium sized enterprises



HAHNELT
CONSULTING

The increase in value

Recognizing and implementing optimization approaches is one of the key competences for the value enhancement and competitiveness of medium-sized enterprises.

In order to develop a clearly recognizable business success in just a few months, the more precise approach to numbers, facts and strategies is important – crucial here: the targeted, rapid implementation of all measures necessary.

With **our expertise** in finance, business processes and know-how from around 30 years of international professional experience at our top names in the medium-sized manufacturing sector, we implement your goals with you.

Often, a specific impulse is decided on for the pre-emptive and follow up; This is the case in the most recently supervised companies: the manufacturer of vacuum insulation – va-Q-tec AG (23 million euros) and the automotive supplier PRAE-TURBO GmbH (75 million euros); Both reported the best results in a short time.

Together, we work jointly for your success.



Michael Hahnelt
Master of Business Administration, MBA
HAHNELT CONSULTING
Proprietor

The specialization

Driven by the provision of efficient commercial structures, HAHNELT CONSULTING strengthens the competitiveness of its medium-sized clients – from the short-term individual measures to increasing efficiency as well as long-term interim projects, Eg the acceptance of a mandate as managing director or CFO.

Due to its great production affinity, HAHNELT CONSULTING is very familiar with the success factors of production companies. Many years of best practice experience ensure our clients focus on the essentials in their business issues.

Specialist and management functions as a board member and associate, as well as awards as a CFO Award for excellence, represent international professionalism in finance, accounting, controlling, material management, IT, supply chain and production planning.

HAHNELT CONSULTING supports projects in various branches of industry and penetrates deeply into every task. We support:

- complex enterprise integration after a purchase / merger (post-merger monitoring)
- financial investors (private equity, PE) and their portfolio companies in special cases; Covenant break, refinancing, operational restructuring
- companies in the search of suitable interim managers

The approach



Satisfied customers

AVEDON
CAPITAL PARTNERS

 Brandenburger

GEKA 

GRW
HOCHPRÄZISIONSKUGELLAGER

 **BOOSTER**
PRECISION COMPONENTS

 Gütermann

HALDER

PRAE-TURBO

SEEBACH 

va-Q-tec
CREATING ENERGY EFFICIENCY

ZOUK

Success Story – Voices of company owners | CEO

“After six months of intensive collaboration with the CFO interim manager Michael Hahnelt, we were able to write the best company result in the va-Q-tec company history in summer 2013.” – *Dr. Joachim Kuhn*

Successfully implemented measures

The highly dynamic company va-Q-tec had to adapt its business processes to its strong growth. Interim manager Michael Hahnelt took over all the functions of a CFO and expanded the department accordingly to meet the requirements of the company during the nine-month CFO mandate (12/2012 to 09/2013). The expansion of operational production management was followed by the timely realignment of the commercial functions of finance, controlling, purchasing, sales and preparation of work.

va-Q-tec – the Company

va-Q-tec AG is a young, medium-sized high-tech company and has been developing innovative insulation solutions based on energy-efficient, space-saving and environmentally friendly vacuum insulation panels (VIPs) since 2001 as a pioneer in the insulation sector. At the award ceremony of the Querdenker Awards on 25 November 2015 in the BMW Welt in Munich, the most creative companies from the worlds of business, media and culture have been honored. va-Q-tec AG has won in the “Innovation” category for its special insulation solutions and products. Founded in 2001, the company, headquartered in Würzburg, Germany, generated sales of around 23 million euros in 2015 with around 230 employees.



Dr. Joachim Kuhn
Chairman & Founder
va-Q-tec AG
CEO



Success story – Voices of company owners | CEO

“We were able to see the best company result in the history of the PRAE-TURBO company, after only twelve months of trustworthy and strong cooperation with the more experienced CFO interim manager Michael Hahnelt. Since the purchase by the private equity investor Halder, we have successfully restructured our business processes together”, Oliver Romano concludes, contenting and emphasizing “In addition to a pure business relationship, a personal relationship has also been established which I have always greatly appreciated the normal degree of loyalty.” – *Oliver Romano*

Successfully implemented measures

The rapidly growing company PRAE-TURBO (2003 = foundation, 2015 = EUR 67 million) had to adapt its business processes to the new environment. The Interim Manager Michael Hahnelt took over all the functions of a CFO and expanded the department accordingly to meet the requirements of the company and the PE partners during the 20-month CFO mandate (03/2015 to 10/2016). The ongoing realignment of the commercial functions of finance, cash management, controlling, cost accounting and production planning was followed by the expansion of operational production and supply management. The successes were supported by a new project management for efficiency improvements.

PRAE-TURBO – the company

PRAE-TURBO, based in Schwanewede, is an extremely innovative, efficient and well-known automotive supplier and, thanks to its comprehensive know-how, is one of the world’s top 3 suppliers in the field of compressor wheels for turbochargers. In modern production plants, 360 components are used to develop and produce complex components for this booming market.



Oliver Romano
Executive Partner
PRAE-TURBO GmbH
CEO





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