

Groundbreaking partnership:

H&Z Group Joins Forces with Haselhorst Associates and Strengthens Expertise in Restructuring and Crisis

- New milestone on the way to becoming a European consulting champion
- Haselhorst is an experienced and results-orientated restructuring partner for companies

Munich/Starnberg, 16th October 2024

The H&Z Group is further expanding its position as a leading European consulting firm through an exclusive partnership with Haselhorst Associates. The management consultancy based in Starnberg near Munich has extensive experience in crisis management and corporate restructuring.

With its results- and success-oriented turnaround approaches for challenging CRO mandates, Haselhorst Associates has earned a reputation as a reliable partner. The alliance with H&Z, a leading consulting firm with strong expertise in management consulting, transformation processes, and sustainability, creates a powerful alliance.

H&Z's ambition to become the European champion for circular value chains seamlessly aligns with the future consulting approach that combines restructuring and management expertise to deliver sustainable solutions. In this way, the H&Z Group not only supports its clients in overcoming acute crises in the short and medium-term, but also strengthens the long-term competitiveness of its international clients

'The merger with Haselhorst Associates further strengthens our strategic consulting expertise. In addition to growth and positioning topics, we will be able to offer our clients and their financing partners the comprehensive reorganisation and restructuring expertise of an established consultancy firm in this segment,' says Michael Santo, Managing Director of the H&Z Group.

'We are very pleased to become part of the growing H&Z Group,' says Dr Arno Haselhorst and adds: 'In the interests of our clients, we will combine our shared entrepreneurial values and the implementation-centred consulting approaches of H&Z and Haselhorst Associates. Together, we will stand by our clients far beyond times of crisis and enable their long-term success with strategically sustainable concepts.'

The acquisition of Haselhorst Associates by the H&Z Group significantly strengthens and expands our position as one of the top 10 consultancies in Germany. With the addition of Haselhorst Associates, the team will be enriched by 6 partners and 35 highly qualified and experienced consultants. All existing partners will remain with the company and will be part of the H&Z Group in the future. The integration into the H&Z

Group will take place gradually to ensure seamless cooperation and the usual quality of service. Both companies will continue to operate under their existing brands, with the focus on bundling expertise and cooperation.

Haselhorst Associates was advised on the transaction by Hübner Schlösser & CIE (M&A) and Osborne Clarke (Legal). H&Z was advised by its own M&A team (Commercial), Latham & Watkins (Legal), and RSM Ebner Stolz (Finance & Tax).

About H&Z

H&Z's consulting specialisms include procurement, strategy, performance, sustainability, transformation, technology, and innovation – in these areas, the company is one of the leading consultancies in Europe. A key focus is circular value chains, striving for sustainable management from raw material extraction to recycling or disposal.

In 2024, H&Z received the 'Hidden Champion' award from the 'Wissenschaftliche Gesellschaft für Management und Beratung' (WGMB) – in the areas of transformation and procurement. In the same year, the company was also honoured by brandeins and Statista as 'Best Consultants' for its outstanding expertise in procurement and strategy and recognised as a 'Top Consultant' among management consultancies.

H&Z is headquartered in Munich and has additional offices in Cologne, Hamburg, Vienna, and London. This geographical presence emphasises the importance and success of H&Z in the consulting industry. Further information can be found at www.hz.group.

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