

Peter Brechtelsbauer

Asbacher Weg 1, 91166 Rittersbach Germany. Email: peter.bre@hotmail.com Phone: +4915155055211

Peter Brechtelsbauer

Nationality: German
Marital status: Married



Profile

Managing Director, CEO, CSO, Sales Managing Director, COO, Board Member, Chairman of the Board, and Interim Manager of international companies in the fields of construction supply and construction industry, aluminium-steel processing, facade construction, machinery and plant engineering, infrastructure, energy industry, environmental technology, engineering, and the manufacturing & distribution of high-quality industrial products, as well as the development of buying and selling strategies (M&A and post-merger situations).

Development and implementation of growth strategies in international markets in Europe & Africa, the Middle East, APAC, India, and the USA.

Establishment of sales and service structures, restructuring along the entire value chain, project management, product management, acquisition of new customers, and key account management.

In-depth knowledge of international M&A, post-merger situations, construction industry, construction supply industry, turnaround management, change management, B2B and B2C, as well as sales and service of complex industrial products.

Successful change management through clear analyses, rapid implementation, and consistent focus on the essentials. Achievement of sustainable revenue and growth targets by generating profitability through the expansion and control of sales and service, scaling and optimization of production, effective collaboration with all involved departments (team-building), and intercultural competence in the markets of Europe, India, the Middle East, Asia, and Africa. Communication interface with the holding company, advisory board, or owners and investors.

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04/2023 till date

Interim Managing Director & COO

Technical Managing Director with commercial and technical responsibility, including the management of regional offices within the DACH region (Germany, Austria, and Switzerland) in a leading energy company specialized in constructing facilities for energy and information transmission. Expertise in the areas of new overhead line construction, engineering, service, maintenance, and retrofit projects for electricity network operators, Deutsche Bahn AG (German Railways), industrial clients, as well as public entities.

08/2022 till date

Freelance – Consultancy

Independent Advisor for international companies to enter foreign markets (especially EMEA, UAE and Asia)

Support Private Equity and large Cooperation to decide on new investments and/or selling companies

Advising companies and Cooperation's on synergy opportunities with relevant companies operating in the industry in different countries or regions.

07/2019 till 05/2022

Donges Group Frankfurt Germany

The Donges Group is a leading full-service provider for steel construction as well as roof and facade systems (One Stop Shop Solution) in Europe, Asia, the USA, and the Middle East. The company combines the brands Donges SteelTec Darmstadt Germany, Kalzip GmbH Germany, Nordec OY Finland, FDT Mannheim Germany and Permasteelisa Spain and employs around 1500 people in 35 countries with 11 production sites. www.donges-group.com

Group CEO, MD and Chairman of Supervisory Board of the Group

- Group CEO of Donges Group & MD of all worldwide entities.
- Supervisory Board at Norsilk France, Permasteelisa Spain and Nordec in Finland
- Management of > 1500 employees in 6 branches with direct reporting to the shareholder Mutares in Munich
- restructuring and integration of all companies into the Donges Group.
- development of Sales & BDM as well as the service departments within the group
- responsible for add on and exit strategies and potential IPO's of the entire group

Results:

- Short term EBITDA increase from (-7,28 Mio) to 1,5 Mio in 2019, 17,9 Mio. EUR in 2020 and 21,9 Mio. EUR in 2021 and > 25 Mio EUR in 2022
- Significant revenue increase from 200 Mio. EUR to 450 Mio. EUR
- Restructuring & scaling of all 11 production facilities in Europe and India
- Acquisition of Ruuki in Finland with merging into Nordec OY in Finland
- sale of Norsilk in France and at the same time Acquisition of Permasteelisa Spain
- IPO & Listing of Nordec OY at NASDAQ Finland with later on sale of the entire unit

05/2017 - 07/2019

Permasteelisa Group Middle East, Africa and Asia; Dubai/UAE

Permasteelisa Group is a worldwide leading Contractor in the Engineering, of architectural envelopes and interior systems (Fit out Business).

Present in four continents in US, Hong Kong, EMEA and Middle East & Africa, with a network of around 50 companies in 30 countries and 10 production plants, the Group generates a total turnover of around 1.6 billion euro a year. www.permasteelisagroup.com

Group Chief Executive Officer MENAT

- Restructuring and change management of the loss-making regional company and return to profitability
- Board of Director and Chairman in PGQ in Doha / Qatar and PG Saudi
- Full P&L responsibility & Management of > 900 employees
- Development of a five-year Budget plan for the MENAT Region
- Development of Sales-, Business Development-, and Services structure in ME and Asia
- Responsible for the Group **Engineering in US** with 150 Engineers in UAE

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Results:

- Loss reduction by 70% within the first year and break even in 2019
- Sales increase from approx.. 150 Mio Euro in 2018 to 250 Mio in 2019
- Revenue execution of 1,6 bn /1,4 bn US Dollar in KSA and Qatar
- significant reduction of company outstanding's to less than 90 days
- Restructuring & scaling of all production facilities within Middle East
- establishment of new Sponsor Ship Agreements in UAE and Qatar

01/2016 - 05/2017

Nijhuis Water Middle East, Africa and Asia; Dubai/UAE

Nijhuis Water is a worldwide leading company in plant construction based in Netherland and specialized in industrial water treatment & waste management

Regional CEO MENA, Africa, Iran and India

- Full P& L Responsibility and Direct Report to Group GEO / owner
- Establishment of Nijhuis Water LLC Dubai office
- Development of a five-year's Budget plan for the Middle East, Asia, and Indian Subcontinent, based on a detailed market analysis

results:

- Sales from increase from 0 to 15 Mio Euro within the Region the first year
- Assignment of new Agents in GCC Countries, Iran, India and UAE
- Market penetration in plant construction in the O&G industry in the Middle East
- Buildup Sales- & Service Department and subsidiaries in Middle East

07/2015 - 01/2016

Interim/Freelance: BRE_Conult

- Detailed market studies for sustainable Energy projects for international PE Firms from UK & US, mediator for projects in GCC and Asia and US.
- Market studies for plant construction industries for Water, Solar & Wind Energy
- Market Studies for the plant construction for the Water Industries ME and Africa.
- Market studies for PE Firms in Middle East
- Supporting M&A activities from Europe and US to enter the ME/Asia market

11/2011 – 07/2015

Waagner Biro LLC Middle East, Africa, and Asia; Dubai/UAE

Waagner Biro is an international market leader in architectural steel and glass construction & Green Buildings. The 165 years old traditional Austrian company is active in the business areas of steel and glass technology, bridge construction, stage equipment, with more than 1,300 employees at 17 locations in Europe, the Middle East and Asia.

However, Waagner Biro LLC Dubai has 5 business areas: steel and metal processing, infrastructure, plant construction and O&M for O&G, maritime engineering and service and maintenance for plant construction in water industries. www.waagner-biro.com

Group Chief Executive Officer – MENAT

Restructuring of the loss-making regional company and return to profitability. Supervisory Board member of Waagner Biro in Doha / Qatar and the Waagner Biro Abu Dhabi LLC

- Full P&L Responsibility and direct report Shareholder
- Management of around > 900 Employee's in MENA Region
- Re-Structuring, Relocation and optimization of the steel-workshop and yard in Dubai
- Establishment of Sales- and Service subsidiaries and Agencies in GCC, Africa and Asia
- Know-how transfer into Indonesia, Philippines, UK, and Austria

Results:

- turnaround within the first year; Increase in Sales up to 40% up to 400 Mio AED and growth of the profit level from (-1.2%) to 6.5%,
- significant reduction of company outstanding's to less than 60 days
- significant reduction of outstanding account of 180 Mio AED
- sales preparation (M&A) to private Austrian Investor

11/2010 – 11/2011

Siemens Water, Abu Dhabi/UAE

Siemens is since 1973 in the United Arab Emirates (UAE) Siemens has approximately 2,430 employees from more than 73 countries

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General Manager/MD Middle East, Africa and Asia

- Development of a professional Sales- Service team in plant construction for the water industry throughout the Middle East and ASIA with the aim of expansion and establishment of the Siemens Business Unit Water within entire Far East and Asia
- Integration of the of the Water Business into the Automation & Drives (End of 2011 Siemens was sold to the Water Unit to US Filter)
- Introduction of an incentive program for the sales and service team
- Restructuring of the tender department and the key account for sales and service

09/1991 – 11/2010

Huber Technology SE, Berching Germany

Huber is the market leader in plant construction and EPC contracting for water and wastewater facilities & Waste2Energy. The company develops and manufactures products, delivers system solutions for municipalities and industry. With more than 35,000 installed systems, Huber is one of the major international companies in the industry. The Huber Group has more than 20 subsidiaries and representative offices in around 60 countries with more than 1200 employees actively. www.huber.de

11/2006 – 11/2010

Managing Director, ME and North Africa of Huber Technology, Sharjah/UAE

Restructuring and expansion of activities in plant construction for water and wastewater, sludge management, Waste2Energy and DESAL throughout the Middle East, Africa and Asia. P & L responsibility for the offices in the Middle East, Africa, and Asia.

Management of 90 employees direct reporting to the Owners

- establishment of professional team of 90 Engineers from 14 nations
- Further development of Sales, Business Development and Service department in ME
- Establishment of new sales and service subsidiaries & offices (agents) in Kuwait, Egypt, KSA, Syria, Morocco, Lebanon, Tunisia, Algeria, Libya, and Oman& Iran
- Further development of the O&G plant construction business with O&G registration for sales and service in the UAE, Saudi Arabia, Kuwait, and Iran (SPC, Petro China, Saudi Aramco, EDNOC, ADGAS, KOC and KNPC & NOIC)

Results:

- Increase in sales from 55 million AED to >240 million AED the EBITDA from 1.5% to 7.0%
- > 80% market shares in plant construction in ME
- extraction of a major O&G project for KNPC- Kuwait for 260 Mio Euro
- Establishment as a leading EPC contractor

10/1992 – 10/2006

Global BU Director Industry Huber SE and MD Huber Petro Technology for O&G

09/1991 – 10/1992

Environmental Engineer in R&D

- influence of Polymer in relation to sludge treatment
- waste2Energy market development
- different chemicals increasing efficiency of water treatment in DAF's
- sea water intake, reduction of algae with DAF treatment
- Development of the Dissolved Air flotation and Disc filter

Education:

1988 – 1991

College LGA, Nuremberg Germany - Environmental Engineering

- subject: water and wastewater- waste2Energy, Sustainable Energy and alternative Energy – Solar and Wind Energy, waste management
- Certificate: Environmental Engineer - EUR Engineer

1987 – 1988

Fachoberschule, Weißenburg Germany

Personal Dossier:

Degree: Highschool - A Level

Language Purview: English and German and Arabic (Basic)

Date of birth: 11th October 1961 Germany