

## Peter Brechtelsbauer

Wendelsweg 34, 60599 Frankfurt, Germany. Email: [peter.bre@hotmail.com](mailto:peter.bre@hotmail.com) Phone: +4915155055211

## Peter Brechtelsbauer

Date of Birth: 11<sup>th</sup> October 1961

Nationality: German

Marital status: Married



### Profile

Business Unit Head, Group Chief Executive Officer, Chief Executive Officer, Chief Technical Officer, Managing Director, Board Member & Chairman, Non-Executive Board Member of international companies in plant construction, mechanical engineering, environmental industries, infrastructure & construction Industries, curtain wall and steel industries, international investments, and private equity firms (M&A incl Carve Out).

Broad knowledge in development and implementation of growth strategies in the international markets of Europe, US, UAE, GCC, Asia and Africa. As well as enhancing the development of distribution structures, restructuring value chains, project management, new business development and key account management. With a deep knowledge of Restructuring and Change management, EPC and MEP contracting, plant construction, construction industries, B2B, O&G industry, Environmental Industry and sales of mechanical engineered products.

Successfully enhanced change management through clear analyses, rapid implementation, and consistent concentration on the essentials.

Achieving a sustainable sales and growth target by generating profitability with the expansion and control of sales, scaling and optimization of the production, effective cooperation with all departments involved (team building) and intercultural competence in the markets in Europe, USA, Middle East, Asia and Africa. Communication interface to the owners and investors.

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## **07/2019 till 04/2022 Donges Group Frankfurt Germany**

The Donges Group is a leading full-range supplier of bridge and steel construction, building material supply as well as roof and façade systems (One Stop Shop Solution) in Europe, Asia, US and Middle East. The company combines the brands Donges Steel Tec, Kalzip GmbH, Nordec OY, FDT and Permasteelisa Spain and employs around 1500 people in 35 countries with 11 production sites. [www.donges-group.com](http://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 Board of Directors of Nordec in Finland
- Management of > 1500 employees in 5 branches with direct reporting to the shareholder Mutares in Munich
- Restructuring and integration of entities into the Donges Group.
- worldwide expanding of the 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
- Significant revenue increase from 200 Mio. EUR to 450 Mio. EUR
- Restructuring & scaling of all 11 production facilities in Europe
- Acquisition of Normek and Ruuki in Finland with successful merging of Ruukki & Normek into Nordec OY in Finland
- M&A Process and sale of Norsilk in France and at the same time Acquisition of Permasteelisa Spain & Portugal
- Successful IPO & Listing of Nordec OY at NASDAQ Finland

## **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](http://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
- Re-Structuring of entire Group within the region
- Development of a five-year Budget plan for the MENAT Region based on a detailed market analysis
- Expansion of Engineering & Sales Department
- 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 to > 150 Mio Euro in 2018 and 250 Mio in 2019
- execution of Revenue of 1,6 bn /1,4 bn US Dollar in KSA and Qatar
- significant reduction of company outstanding's to less than 90 days
- establishment of new Sponsor Ship Agreements in UAE and Qatar
- M&A Process with the entire Group and transfer to Grandland China

**01/2016 - 05/2017**

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

Nijhuis Water is a worldwide leading water treatment company 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 & Waste to Energy LLC Dubai office, MD of Nijhuis Water & Waste to Energy Dubai
- 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 in one year
- Assignment of new Agents in GCC Countries, Africa & Iran
- Buildup of the Sales- & Service Department in Middle East

**07/2015 - 01/2016**

### **CEO & Owner of BRE\_Consult (Freelance)**

- 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 investors for Water, Solar & Wind Energy
- Market Studies for Private Equity Firms within Middle East and Africa.
- Market studies for Engineering, water & wastewater projects
- Supporting M&A 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. The Waagner Biro LLC has four divisions Steel manufacturing, Infrastructure EPC & MEP contracting, Maritime Engineering, Service and Maintenance and sustainable Energy (Water & Wastewater Treatment/Recycling, Waste2Energy) [www.waagner-biro.com](http://www.waagner-biro.com)

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## **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 of a leaner organization
- Establishment of business partners and Agencies in GCC
- Relocation and optimization of the steel-workshop and yard in Dubai
- 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
- preparation of M&A & sale 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

### **General Manager/MD Middle East, Africa and Asia**

- Development of a professional team in water and wastewater throughout the Middle East and ASIA with the aim of expansion and establishment of the Business Unit Water
- Integration of the of the Water Business into the Automation & Drives unit during the first 6 months
- (End of 2011 Siemens was sold to the Water Unit to US Filter)
- Restructuring of the Sales Department & establishment of a Key Accounts in MENAT
- Implementing new incentive program for Sales and Reps within ME

**09/1991 – 11/2010**

## **Huber Technology SE, Berching Germany**

Huber is the market leader in plant - machine & steel 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](http://www.huber.de)

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**11/2006 – 11/2010**

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

Restructuring and expansion of activities in Engineering and EPC contracting for water-, 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 and Business Development
- Establishment of new branches & offices in Kuwait, Egypt, KSA, Syria, Morocco, Lebanon, Tunisia, Algeria, Libya and Oman & Iran
- Oil and gas 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; Increase of 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 Business Unit Director Industry Huber SE and Managing Director Huber Petro Technology for Oil & Gas**

**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 and Development of Saturation Pump for DAF system

### **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 (FS & BS) - EUR Engineer

**1987 – 1988**

### **Fachoberschule, Weißenburg Germany**

Degree: Highschool - A Level

### **Personal Dossier:**

- Language Purview: English and German and Arabic (Basic)
- Date of birth: 11th October 1961 Germany