

Curriculum vitae

Name: Kocybik, Martin Thomas

Nationality: German

Date of birth: 4 January 1980

Place of birth: Gelsenkirchen, Germany

Marital status: Married

Email: martin.kocybik@rub.de



Professional experience:

Since 10/2011 Baker Tilly Roelfs AG Wirtschaftsprüfungsgesellschaft, Düsseldorf, Germany
Promotion to Senior Manager Mergers & Acquisitions in January 2013.

- Selected project / transaction experience:
 - Advisor to Siemens AG on its disposal of Siemens Gusstechnik GmbH (iron foundry activities) to the owner of Franken Guss Kitzingen GmbH & Co. KG; foundry/mechanical engineering 2013
 - Advisor to the owner of tecops personal GmbH on the disposal of his shares to Allgeier SE; IT/business services 2012
 - Advisor to the owner of plastic-design GmbH on the sale of a majority share to Nanogate AG; automotive 2012
- Coordination of buy- and sell-side due diligence projects as well as preparation of company valuations (Discounted Cash-flow, CCA/CTA-Multiple Valuation)

10/2005 - 9/2011 Ernst & Young Corporate Finance Beratung GmbH, Düsseldorf, Germany
Since Oct. 2009 Manager Mergers & Acquisitions Advisory, authorized representative ("Prokurist"), project-, and team-manager.

- Selected project / transaction experience:
 - Advisor to the shareholders of a leading German staffing service provider (Top 10) on its disposal of a minority share to a private equity investor; staffing/business services 2010
 - Advisor to TNT Post on its sale of TNT Post Direktwerbung (advertising leaflet distribution) to its Management Team; media/logistics 2009/2010
 - Advisor to German Rösler Tyre Group on its acquisition of a tyre retread facility in Australia from Rio Tinto; automotive 2009
 - Advisor to the shareholders of a leading German medical laboratory service provider to prepare the disposal process; health care 2009
 - Advisor to Dutch/German Brinkhof Group International on its sale of all operational entities to Findos Investor; staffing/business services 2007
 - Advisor to British Luxfer Group on its sale of Zitzmann Druckguss GmbH to Norway TMG International; automotive 2006

- Advisor to shareholders of Boetronic GmbH on its sale to Tuja Zeitarbeit; staffing/business services 2006
- Advisor to BASF in its sale/carve-out of a special plastics operation; chemicals 2005/2006
- Advisor in several buy- and sell-side projects in the industries chemicals, paper / packaging, retail, plastics, staffing services, and engineering
- External in-house M&A project manager for TNT Post Germany (June 2007 to June 2008)
 - Execution of more than 20 buy-side transactions (majorities, asset deals, and minorities) in the German addressed and unaddressed mail market
 - Execution of more than 15 strategic alliances
 - Coordination of M&A projects, management of Head Office's approval processes, due diligence coordination, implementation of capital measures, and valuations

7/2003 - 10/2003 Internship strategic controlling / M&A at ThyssenKrupp Services AG, Düsseldorf, Germany.

- Preparation of M&A project documentations / data gathering
- Support of segment-oriented risk reporting
- Business performance analysis and performance reporting

Selected publications:

- "Wert- und Risikomanagement durch Kaufpreismechanismen in Unternehmenskaufverträgen; Betrachtung rechtlicher Mechanismen aus wirtschaftlicher Perspektive" with B. Rehbein, A. Gildemeister and A. Metzner, in: M&A Review 11/2013
- "Phase neuer Unsicherheit – Aussichten deutlich eingetrübt; Aktuelle M&A Marktentwicklung 2011 und Ausblick" with A. Rautenberg, in: GoingPublic 1/2012
- Co-Author of several studies on the German temporary staffing market, published by Baker Tilly Roelfs and Ernst & Young

Further qualifications:

- Experience with several Research-Databases, e.g. Factiva, OneSource, Bloomberg, MARKUS, AMADEUS, Thomson ONE Banker, LexisNexis, mergermarket
- MS-Office, esp. Word, Excel, Access and Powerpoint as well as Lotus Notes
- German (native), English (fluent), French (basic)

Education:

10/2000 - 4/2005 Economics and Business Administration ("Wirtschaftswissenschaft") at university of Bochum ("Ruhr-Universität Bochum"), Bochum, Germany
 Degree: Graduate degree ("Diplom-Ökonom", equivalent to Master degree)
 Majors: Controlling, International Accounting, Advanced Microeconomics, and Inter-industry Economic Policy

2/2003 - 5/2003 Diploma thesis: "Concepts of post-acquisition performance analysis from an internal and external accounting perspective"

1986 - 1999 Basic, primary, and secondary school
 Degree: General qualification for university entrance ("allgemeine Hochschulreife", equivalent to A-levels)

Student jobs / civil service:

11/2001 - 6/2005 Student assistant to the Professor for Business Administration, esp. Controlling ("Lehrstuhl für Betriebswirtschaftslehre, insb. Controlling") Prof. Dr. Dirrigl at Ruhr-Universität Bochum.

7/1999 - 6/2000 Civil service in the administration of a children's home.

Düsseldorf, 30 December 2013

Martin T. Kocybik

