



**Interview with Christoph D. Kauter, Founder & Managing Partner of Beyond Capital Partners, and Paul Jörg Feldhoff, Founder & Chairman of Feldhoff & Cie.**

In July 2026, Beyond Capital Partners acquired a majority stake in Feldhoff & Cie. Holding GmbH, the leading communications consultancy group for the real estate industry in the DACH region. The partners' joint strategic objective is to further strengthen Feldhoff & Cie.'s market-leading position by pursuing a targeted organic growth strategy, complemented by the selective acquisition of relevant competitors and providers of complementary services, while accelerating the company's expansion.

**Mr. Feldhoff, how did the initial contact with Beyond Capital Partners come about, and how long did the process take from the first discussions to signing and closing?**

PJF: I have known Christoph Kauter for more than 18 years. Over that time, we have regularly exchanged ideas about my group of companies on a personal and friendly basis. We first discussed a potential partnership in June 2025. What followed were months of focused, entrepreneurially minded discussions, and the process took just over a year to complete.

**Why was now the right time to bring a growth partner on board?**

PJF: It was the right time to start this conversation because we see numerous acquisition opportunities. At the same time, we wanted an experienced partner with proven M&A expertise to help us make the most of these opportunities, particularly when it comes to integrating newly acquired businesses. The acquisitions we have made so far have been a valuable learning experience for me and my team.

**Mr. Kauter, what convinced you that Feldhoff & Cie. was the right investment opportunity?**

CDK: Feldhoff & Cie. combines everything we look for in a partnership: a clear market leadership position, a strong brand that is deeply rooted in its industry, and an entrepreneur with a genuine vision for the future. Over the many years I have known Paul Feldhoff, I have seen how consistently he and his team have built the group. That long-standing trust was an important foundation. What ultimately convinced us, however, was the combination of a resilient business model, an excellent network across the real estate industry and a clear, achievable growth plan.

**How does Feldhoff & Cie. fit into Beyond Capital Partners' investment strategy and existing portfolio?**

CDK: The investment reflects our strategy in its purest form. We partner with owner-managed Mittelstand companies that are leaders in their niche and want to take the next step in their development. Feldhoff & Cie. operates in a fragmented market with many smaller providers, which

offers an ideal starting point for a buy-and-build strategy. At the same time, the company benefits from our long-standing experience and from the network we have built across our portfolio as well as into adjacent industries.

**Where do you see the greatest potential for value creation over the coming years?**

CDK: We see three main levers. First, organic growth: expanding the service offering and deepening relationships with existing clients. Second, targeted acquisitions of competitors and providers of complementary services that strengthen the platform both geographically and in terms of expertise. Third, professionalizing structures and processes so that newly acquired businesses can be integrated quickly and successfully. This is where we can contribute most as a partner, because successful integration is what turns a series of acquisitions into a genuinely stronger company.

**What does your joint growth strategy look like in practical terms, and what is your long-term vision for the company?**

PJF: Our growth strategy encompasses both organic growth and growth through acquisitions. We aim to more than double our revenue and more than triple our earnings. Together with Beyond Capital Partners, we will enter new markets and segments, accelerate our expansion and build on our position as a market leader.

**What makes this transaction particularly attractive from an investor's perspective in today's market environment?**

CDK: In a market environment where PE firms like Beyond, with a dedicated strategic value creation implementation, are outpacing the 'old' leverage-only approach, the quality of the business and the strength of the management team matter more than ever. Feldhoff & Cie. stands out on both counts. The real estate industry is undergoing significant change, and the need for professional communication, strategic advice and high-quality industry events is growing accordingly. A market leader with deep industry relationships is ideally positioned to benefit from this development, and the fragmented competitive landscape offers attractive opportunities for consolidation.

**Beyond financial growth, what will define success for this partnership in three to five years?**

PJF: In addition to achieving significant revenue growth, our group's influence within the industry will have increased substantially over the next three to five years. By then, we will have built a unique corporate platform within the German-speaking market.