

P R E S S   R E L E A S E

## Sal. Oppenheim establishes private equity company for family businesses

*SALOMON OPPENHEIM GmbH – private equity partner for family enterprises*

*Cologne, 4 July 2006* – In founding SALOMON OPPENHEIM GmbH, the Cologne-based private bank, Sal. Oppenheim jr. & Cie. KGaA has extended the range of advisory and other services offered by its Private Banking division. Under the umbrella of the KGaA, the new company will, on behalf of the Oppenheim family, acquire minority stakes in successful family enterprises, starting from around €15 million each and with unlimited terms. With its new range of services, SALOMON OPPENHEIM intends to support successful enterprise-owning families, helping them to achieve better diversification of their total assets and to make it easier to source external liquidity, while also ensuring that the family remains the company's majority shareholder across the generations.

“Accepting SALOMON OPPENHEIM as a minority shareholder enables families to maintain the influence they have within their company while allowing them to allocate portions of their assets to other areas,” explained Christopher Freiherr von Oppenheim, personally liable partner at the Cologne-based bank with responsibility for Private Banking, and chairman of the Supervisory Board of the new company. “Moreover, including SALOMON OPPENHEIM in the shareholder structure can open up new prospects for both the families and their businesses.

Page 1 of 3

Sal. Oppenheim jr. & Cie.  
Kommanditgesellschaft auf  
Aktien

Unter Sachsenhausen 4  
50667 Köln

Postfach 10 27 43  
50467 Köln

Telefon (02 21) 1 45 - 01  
Telefax (02 21) 1 45 - 15 12

Amtsgericht Köln HRB  
20121  
[www.oppenheim.de](http://www.oppenheim.de)

Dr. Thomas Guth has been appointed executive director of SALOMON OPPENHEIM GmbH. Dr. Guth joins the Bank from the asset management and strategic industrial holding company, Dr. Schmidt AG & Co. KG, which he headed up for 20 years before being elected chairman of the Supervisory Board in April this year. The business studies graduate, who also has a PhD in industrial engineering, boasts comprehensive expertise in managing and monitoring industrial companies and many years' experience in supporting families in their investment decisions. "It is a particular honour for me to assume the management of SALOMON OPPENHEIM GmbH, as the company epitomises long-term partnership on the strength of its name alone," said Dr. Guth.

Alongside Dr. Guth, Sal. Oppenheim has appointed Ralf J. Baukloh and Rolf Enders as managing directors of the company. They are responsible for Corporate Development and Investment and Credit Risk Management/ Investments respectively.

Christopher Freiherr von Oppenheim also emphasised: "We see ourselves as a long-term partner, who, unlike traditional private equity companies and financial investors, is not seeking to make a short-term profit from the resale of company shares, but is instead dedicated to supporting small business owners in their long-term investment strategies. Sal. Oppenheim itself is a family enterprise which was established 217 years ago and can boast relatively low staff turnover. Our main objective, therefore, is, and will remain, to structure, preserve and increase assets over the generations."

### **Sal. Oppenheim jr. & Cie.**

With regulatory capital of €1.8 billion and total assets of €32 billion, the Cologne-based Bankhaus Sal. Oppenheim is Europe's biggest independent private bank. The bank has been in majority family ownership since its

formation in 1789. The focus of Sal. Oppenheim's activities lies on asset management and investment banking. The Asset Management division serves both private and institutional investors. Corporate Finance und Financial Markets represent the core competencies in Investment Banking.

Together with BHF-BANK, which it acquired at the beginning of 2005, Sal. Oppenheim manages assets totalling approximately €130 billion and employs around 3,100 staff in Germany and Europe.

- End -

(approx 3,110 characters)

**Contact:**

Sal. Oppenheim jr. & Cie. KGaA

Press and PR

Unter Sachsenhausen 4

50667 Cologne

Tel.: +49 (0) 2 21 1 45 - 19 55

E-mail: [presse@oppenheim.de](mailto:presse@oppenheim.de)