

We, Michael Pies and Stephan Götschel, both seasoned CROs/CTOs, have combined our extensive experience and networks with Anocha Taejiw, Director of Project and Liquidity Management, to establish turn2value.

Our Expertise:

We take on responsibility in turnaround situations, driving value creation for stakeholders:

- **C-Level leadership:** We assume executive roles such as CRO, CTO, or (interim) CFO, including board positions as managing directors or board members.
- **Value creation:** We define and rigorously implement measures at the executive level to increase earnings and value
- **Execution, restructuring and liquidity management:** We ensure stringent project and cash control (PMO/ cash office)
- **Insolvency risk management:** As experts in operational leadership in distressed situations, we manage insolvency situations on board level, including mandates for self-administration proceedings

We support management teams and European corporations with over €200m in annual turnover or more than 750 employees. Our typical stakeholders include shareholders (corporates, family owners, financial investors) and financiers (banks, debt funds, CIC's).

Our sector focus: Industry, IT, Real Estate, Wholesale. Based in Frankfurt/ M, Germany we operate primarily in the DACH region.

Our Approach:

We are not a typical management consultancy.
We stand for:

- **Responsibility:** We take on mandates at the 1st or 2nd management level, including board positions when needed, to ensure effective execution
- **Experienced professionals:** Our team consists of well-established experts with extensive market experience in managing complex situations and diverse stakeholder interests
- **Tailored teams:** We provide small, well-coordinated teams as needed, often collaborating with management consultancies and network partners
- **Independence:** We operate independently and neutrally, always in alignment with our clients' interests

Recent project examples* (further references available upon request):

- **CTO / Managing Director** and Head of PMO at an international capital goods manufacturer (€800m turnover, 2,000 employees): plant closures, cost optimization, liquidity and business planning, refinancing, M&A
- **CRO / board member** of a listed real estate company: reorganization of corporate financing with bondholder involvement.
- **CRO / Chief Representative** and Head of PMO at a wholesale group for consumer goods: (€700m turnover): cost reduction >40%, digitalization, and sustainable sales level achievement.
- **COO, CFO, CTO / board member** of a power components manufacturer: (family business, €400m turnover, 2,800 employees) debt reduction, carve-out/M&A, plant closures and relocations, quality improvement, IT system optimization, refinancing.

*) some projects executed before foundation of turn2value

Contacts



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