

# - Curriculum Vitae -

Joachim Häcker

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Nationality: German  
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## PROFESSIONAL CAREER

March 10 – To date *Professor for Finance and banking* München University  
Jul. 04 – To date *Lecturer* University of Louisville, US  
Sept 07 - To date *Lecturer* St. Gallen Business School  
Jul. 06 – To date *Advisory board member* SHL Telemedizin  
Oct. 07 – To date *Director* DICF and EIFD

Apr. 00 – Oct. 03 Rothschild London, Frankfurt  
*Vice President. Financial advisor to (amongst others):*

- *RSGV in 2002:*  
*Purchase of LBS West and WPS for €550m / €140m*
- *Groupe Jean Claude Darmon (GJCD) in 2001:*  
*Merger of Ufa Sports, GJCD and Sport + for €1.1bn*
- *EDS in 2001:*  
*Purchase of Systematics for \$570m*

*Responsible for leading the team through the Corporate Finance process of origination, valuation, indicative offer, due diligence and final negotiations*

Sep. 98 – Mar. 00 Sal. Oppenheim Cologne, Frankfurt  
*Associate, Corporate Finance*

Jan. 96 – Sept. 97 PricewaterhouseCoopers Frankfurt  
*Consultant, Financial Institutions Group*

## EDUCATION

Aug. 98 *PhD in Law (Dr. iur.)* University of Tübingen  
Dec. 95 *PhD in Finance (Dr. rer. pol.)* University of Tübingen  
Nov. 93 *Diploma (MBA equivalent)* University of Tübingen

Oct. 92 - Jul. 93 *Tutor in Mathematics and Statistics* University of Tübingen  
Aug. 91 – Jul. 92 *Visiting MBA student* UNC Kenan-Flagler Business School, US  
Oct. 90 - Jul. 91 *Tutor in Mathematics and Statistics* University of Tübingen  
Jul. 88 - Sep. 89 *Military service in Intelligence Unit* German Army

## LANGUAGES AND INTERESTS

Languages: *German (native), English (fluent), French (good), Spanish (good), Italian (basic), Russian (basic)*

Member of Bertelsmann Foundation: *Focus on German/Israeli Young Leadership*

Piano Concerts: *Composition and Performance*

Ironman: *8 times Finisher*

# Prof. Dr. Dr. Joachim Häcker

## - Closed Transactions -

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2009: Creation of a Valuation model for Danzer Group. Advised the CFO of Danzer Group on the consummation of the process.

2008: Fairness opinion for Joachim Herz (transaction value of ca. € 4bn).

2008: Fairness opinion for an international service company with sales of ca. € 1 bn.

2007: Solving successor issues including a valuation on METAX group (METAX Technischer Service GmbH as well as METAX Kupplungs- und Dichtungstechnik GmbH).

2007: Scrutinizing insolvency fraud on behalf of insolvency manager RA Rolf Friedrich.

2004 – 2006: Advising H.P.I. Holding on various Corporate Finance activities including preparation for IPO.

August 2003: Creation of DWP Bank – the first cross-sector merger between co-operative banks and savings banks in Germany. Bws bank (cooperative sector) and WPS Bank (savings banks) merged to DWP Bank. Advisor to RSGV, shareholder of WPS Bank.

January 2003: Eurohypo AG has acquired for a total consideration of €592 million Real Estate Investment Banking London & Commercial Real Estate Finance Germany from Deutsche Bank and Real Estate Investment Banking USA from Dresdner Bank. Acted as advisor to Eurohypo.

September 2002: Sparkassen- und Giroverband Hessen-Thüringen (SGVHT) and Helaba, Landesbank Hessen-Thüringen developed a „Verbundkonzept“ for Sparkassen Finanzgruppe Hessen-Thüringen. Advised the CEO of Helaba and the President of SGVHT.

June 2002: Advising Rheinischer Sparkassen- und Giroverband to increase their share of LBS, Bausparkasse der Sparkassen, up to 50%. Seller was WestLB, Westdeutsche Landesbank.

December 2001: Sportfive: Creation of a world leader in Sports Rights Management for €1,1bn: Merger of UFA Sports, Groupe Jean-Claude Darmon, and Sport+ ... a fully owned subsidiary of CANAL+.

April 2001: EDS acquisition of Systematic AG for \$570 million. Acted as financial advisor to Systematics.

September 2000: Richard Fritz-Gruppe has been acquired by a group of Investors advised by QCL 1. Beteiligungs GmbH & Co. KG. Acted as financial advisor to the sellers on the structuring and execution of this transaction.

January 2000: Georgsmarienhütte Holding GmbH has acquired 100% of the shares of AEK InterForm-GmbH (belonging to Ruhrkohle AG). Acted as advisor to the seller on the structuring and execution of this transaction.

January 2000: TTL Information Technology AG has acquired 1st Data Solution Vertriebs-GmbH. Acted as advisor to the board of TTL on the preparation, structuring and execution of this transaction, assisted by Beiten Burkhardt Mittl&Wegener solicitors.

January 2000: Walter Klein GmbH & Co. KG has acquired 51% of the shares of Erbslöh AG. Acted as advisors to J.& A. Erbslöh Familiengesellschaft (GbR) and the board of Erbslöh AG on the structuring and execution of this transaction.

December 1999: Bayer has sold 100% of the shares of Troponwerke GmbH & Co. KG to Investmentfonds being advised by Advent International, Global Private Equity. Acted as advisor to Bayer on the preparation, structuring and execution of this transaction.

July 1999: Management Buy-out of IBS Brocke-Group. Equity Investors: QCM Partners Limited, The Vendors, The Management. Initiated this transaction and assisted IBS Brocke-Group in all phases of the project.

November 1998: Privatisation of GEHAG Gemeinnützige Heimstätten-AG by sale of 74,98% of the share capital held by the Federal State of Berlin and by DAWAG Deutsche Angestellten-Wohnungsbau-Aktiengesellschaft to a consortium of RSE, Grundbesitz und Beteiligungs-AG, Hamburgische Landesbank –Girozentrale.

October 1998: The Federal Republic of Germany has sold Autobahn Tank & Rast AG to the consortium Allianz Capital Partners GmbH, Investment Pools advised by Apax Partners & Co., LSG Lufthansa Service Holding AG. Acted as advisor to the Federal Republic of Germany on the structuring and execution of the privatisation, assisted by Boesebeck Droste, solicitors.

# Prof. Dr. Dr. Joachim Häcker

## - Literature -

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### **Books**

- (13) Prexl, S., Bloss M., Ernst D., Haas, Ch., Häcker, J., Röck, B. (2010): Financial Modeling, Schäffer-Poeschel Verlag, Stuttgart.
- (12) Diehlmann, J., Häcker, J. (2010): Automotive Business - Navigating the next decade of auto industry transformation, Oldenbourg Publishers, Munich.
- (11) Diehlmann, J., Häcker, J. (2010): Die Automobilhersteller im Jahre 2020, Oldenbourg Publishers, Munich.
- (10) Wöhe, G., Bilstein, J., Ernst, D., Häcker, J. (2009): Grundzüge der Unternehmensfinanzierung, Verlag Vahlen, Publishers, Munich, 10th edition.
- (9) Bloss, M., Ernst, D., Häcker, J., Eil, N. (2009): Von der Wall Street zur Main Street – Die Weltwirtschaft nach der Finanzkrise, Oldenbourg Publishers, Munich.
- (8) Bloss, M., Ernst, D., Häcker, J., Eil, N. (2009): Währungsderivate, Oldenbourg Publishers, Munich.
- (7) Bloss, M., Ernst, D., Häcker, J., Eil, N. (2008): Von der Subprime Krise zur Finanzkrise, Oldenbourg Publishers, Munich.
- (6) Häcker, J., Turad, N., Reichwein, B. (2008): Telemedizin – Markt, Strategien, Unternehmensbewertung, Oldenbourg Publishers, Munich.
- (5) Bloss, M., Ernst, D., Häcker, J. (2007): Derivatives, An authoritative guide to derivatives for financial intermediaries and investors, Oldenbourg Publishers, Munich. This book has been published in
- English
  - German
  - Chinese
- (4) Ernst, D.; Häcker, J. (2007): Applied International Corporate Finance, Vahlen Publishers, Munich.
- (3) Ernst, D.; Häcker, J. (2002): Realloptionen im Investment Banking: Mergers & Acquisitions, Initial Public Offering, Venture Capital, Schäffer-Poeschel Publishers, Stuttgart.
- (2) Häcker, J. (1998): Internet Banking, Gestaltungsformen – Rechtsfragen – Sicherheitsaspekte, Gabler Publishers, Wiesbaden.
- (1) Häcker, J. (1996): Die Transformation des russischen Bankensystems, Peter Lang Publishers, Frankfurt.

### **Articles**

- (20) Häcker, J. (2005): The process of Mergers & Acquisitions - Financial issues, legal aspects, the consummation of the process, in: Trends im Rechnungswesen, ed. by Brecht, Ulrich, Gabler Publishers, pp. 219 – 235.

- (19) Dombret, Andreas; Gossow, Philipp; Häcker, Joachim (2004): Valuation of Banks – both Art and Science, in: Handbuch Wertmanagement in Banken und Versicherungen, ed. by Fischer, Matthias, Gabler Publishing, pp. 87 – 103.
- (18) Raffel, A.; Häcker, J. (Kooperation) (2003): Wert-Arbitrage: Kapitalmarktbewertung und Going Private, in: Bewertung von Unternehmen, Strategie – Markt – Risiko, ed. by Börsig, Clemens, Coenenberg, Adolf Gustav, im Rahmen der Kongressdokumentation zum 56. Deutschen Betriebswirtschaftler-Tag 2002, Schäffer-Poeschel Publishers, Stuttgart, S. 263 – 273.
- (17) Dombret, A., Häcker, J. (Zusammenarbeit) (2002): Mergers & Acquisitions (M&A), in: Börsenlexikon, ed. by Gerke, Wolfgang, Gabler Publishers, Wiesbaden, pp. 530 – 541.
- (16) Häcker, J.; Riffner, S. (2001): New Economy – Quo vadis (3), in: Finanz-Betrieb, Nr. 3, S. 345 – 348.
- (15) Häcker, J. (2000): New Economy – Quo vadis (2), in: Finanz-Betrieb, Nr. 12, S. 812 – 815.
- (14) Häcker, J. (2000): Strategische Handlungsoptionen für Multimediaagenturen, in: M&A-Review, Nr. 9, S. 314 – 321.
- (13) Häcker, J. (2000): New Economy – Quo vadis (1), in: Finanz-Betrieb, Nr. 7-8, S. 527 – 532.
- (12) Häcker, J. (2000): Bewertung von Start-Up-Unternehmen im Bereich E-Commerce, in: M&A-Review, Nr. 3, S. 111 – 115.
- (11) Häcker, J. (2000): Der Kunde als Recheneinheit, in: Finance, Nr. 2, S. 48-50.
- (10) Häcker, J. (2000): Faire Unternehmensbewertung ist von der Phase des Lebenszyklus abhängig, in: Business 2.0, Nr. 11, S. 148.
- (9) Ragotzky, S., Häcker, J. (1999): Reduzierung der Informationsrisiken beim Unternehmenskauf, in: M&A-Review, Nr. 10, S. 421 – 427.
- (8) Häcker, J. (1999): Zeitmanagement, in: Marketing- und Management Handbuch für Rechtsanwälte, ed. by Hartung, W., Römermann, V., Klett Publishers, Munich, S. 727 – 735.
- (7) Häcker, J. (1999): Le rôle des conseillers en fusions-acquisitions sur le marché allemand en 1998, in: Fusions & Acquisitions, Février 1999, S. 22 – 24.
- (6) Häcker, J.; Rieg, S. (1999): Internet oder Telefon als Vertriebsmedium, in: Betriebswirtschaftliche Blätter, Nr. 10, S. 473 – 475.
- (5) Rieg, S.; Häcker, J. (1998): Internet Trading: Handel mit Zukunft, in: Die Bank, Nr. 10, S. 602 – 604.
- (4) Fuß, A.; Häcker, J. (1998): Ein positiver Impuls für den Aktienmarkt, in: Bank Magazin, Nr. 1, S. 55 – 57.

(3) Ernst, D., Häcker, J. (1997): Russische Banken – Krise oder Aufschwung?, in: OSTinvest, Nr. 7, S. 12 – 14.

(2) Ernst, D., Häcker, J. (1997): Banken-Reformen senken Kreditrisiko, in: Ost-West-Contact, Nr. 4, S. 60 – 62.

(1) Ernst, D., Häcker, J. (1997): Die Rolle der russischen Zentralbank bei der Systemtransformation und ihre geldpolitischen Konzeptionen, in: Osteuropa-Wirtschaft, 42. Jhg., Nr. 2, S. 169 – 180.