

29 September 2021

Boost for M&A business in Asia: Michael Niederberger moves to LBBW

LBBW has attracted an experienced industry practitioner to build up its international mergers and acquisitions (M&A) business. Michael Niederberger, previously Head of Corporate Finance Asia at ING Bank N.V., will lead and build the M&A business in the Asia Pacific region as LBBW's 'Head of M&A Asia/Pacific'. He will be based in LBBW's Singapore office.

In a professional career spanning over 20 years, including 17 years advising clients in Asia at several international banks, such as The Royal Bank of Scotland and JPMorgan Chase & Co., the American brings a deep network of client relationships and investment banking expertise to the role at LBBW. Throughout his career, the 44 year-old has worked with clients across industries and is particularly experienced in the Renewable Energy, Technology and Telecommunications sectors.

“As one of the largest banks in Germany, we have broad access to the upper mid-sized market and mid-sized corporations in the DACH region. On this basis, we also intend to grow the M&A business and develop our position,” explains Karl Manfred Lochner, the member of LBBW's Board of Managing Directors responsible for corporate banking. “Michael Niederberger is the ideal team member to make our M&A consulting business more

international and to strategically expand it into Asia in particular.”

“This region is a key growth market for us. Our customer access and international network are an excellent foundation on which to grow alongside our customers abroad, and especially to acquire business here,” explains Jens Rübberdt, Regional Head Asia/Pacific at LBBW.

About LBBW

With total assets of EUR 304bn and 10,000 employees (as of 30 June 2021), LBBW is one of Germany’s leading financial institutions. Core activities include its corporate customer business, especially with small and medium-sized enterprises, and its business with retail customers and savings banks. It also engages in real-estate and project financing in selected markets, as well as its customer-oriented capital market business with banks, savings banks and institutional investors. LBBW’s corporate banking business provides support to clients in the international markets, providing innovative and complex financing and advisory solutions. To this end, LBBW has 17 international offices in 16 countries worldwide.

In Germany, LBBW has a track record in M&A advisory of more than 120 transactions in recent years. It now intends to build on this track record with an ambitious growth strategy both in its home market and in selected international markets. The key areas of M&A expertise in the Bank’s experienced team are succession planning, MBO and MBI, involved in transactions on the sell-side as well as the buy-side, whereby the Bank specializes in transactions of EUR 20m to EUR 200m.