

Case Study

Succession & Growth



Ringelstein & Partner has managed its clients' assets in the tradition of classic value investors since 1995. One of their primary investment objectives is capital preservation, which is achieved using fundamental, quantitative analysis models. Through in-depth market observation, risk management, careful selection and common sense, they identify promising investments with low volatility. In terms of AUM, Ringelstein & Partner is one of the most profitable independent asset management firms in Germany.

Background

Frank Ringelstein founded his company in 1995. While he directs customer service and asset management almost entirely alone, two long-time employees nearing retirement support him, primarily in administration. The small team is faced with ever-increasing demands, including regulatory requirements, which are growing difficult to cope with alone. So Frank Ringelstein is now seeking an orderly succession. He does not want to retire from the company immediately, however, but rather to remain involved for some time.

Partnership with Cinerius

To prepare for everything that will be required of them, R & P partners with CFP AG, which acquires 100 percent of the shares. Mr. Ringelstein's commitment is based on a performance-based compensation model, specifying his service to his clients and their assets for at least three more years. Together, a second managing director is found in Tobias Kroll, who works closely with Frank Ringelstein to drive the company's continuing growth. In addition, the team is being doubled by new colleagues and a larger office is rented. By harmonizing terms and conditions with the fund management company in cooperation with another partner company, earnings were increased by 15 percent per year. Comprehensive digitalization projects, external marketing of their managed funds, a new web presence and the expansion of their social media presence are planned.

"There were many reasons to join Cinerius. Certainly, the succession model, which exactly matched my entrepreneurial and personal plans, was important to me. But no less decisive was that the unique style of our wealth management was welcome as a contribution to the diversity of the group and that we were given the necessary flexibility to reorganize our management in the coming years." – Frank Ringelstein, Founder and Managing Director of Ringelstein & Partner Vermögensbetreuung GmbH

For more information about R & P, visit www.ringelsteinpartner.de.



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