

STANDARDS YOU CAN TRUST

AS TIMBERLAND CAPITAL MANAGEMENT GMBH CELEBRATES ITS 25TH ANNIVERSARY SINCE FIRST LAUNCHING IN GERMANY, SUNDAY CIRCLE TRACES THE TIMBERLAND FINANCE'S STELLAR TRACK RECORD ESTABLISHING ITSELF AS A LEADER IN FINANCIAL SERVICES ACROSS EUROPE IN IT'S AREA OF BUSINESS.

It's been 25 years since Timberland Capital Management GmbH was set up. Since then, the German investment services company has become synonymous with trust and high-level performance. A number of entities all forming part of the Timberland family ("Timberland Finance") have been established over the years not only in Germany and Luxembourg, but also in Malta.

First set up in 1992, Timberland Capital Management GmbH was licensed by the German regulator in 1998. It was then that the company expanded its service offering from accounts management to providing advisory and management services pursuing a dividend strategy, as conceived by the economist Prof Benjamin Graham, who is best known for mentoring US business magnate Warren Buffet.

Timberland Capital Management GmbH successfully soared through the complicated financial services landscape in Germany of

the time, which saw many asset managers closing down due to a new regulatory framework that introduced the need to obtain licenses from the German financial services regulator. As the number of asset managers in Germany plummeted from 7,000 to around 900, Timberland Capital Management GmbH grew and a number of entities were established. This included a Luxembourg-based investment fund established in 1999/2000, which was distributed in Germany, Luxembourg and Austria.

Timberland Finance continued its successful growth path in 2008/2009 with the offering of a new investment concept that included investment products authorised for public retail offering in Germany. This spurred further internationalization, with distribution extended to other EU-countries. Currently, Timberland Finance is a market leader in this niche area. A master plan for further



Dirk Koester



Thomas Kraemer



internationalization was drafted in 2014. It was at this point that Timberland Invest Ltd and Timberland Fund Management Ltd were approved by the Maltese Financial Services Authority to provide investment services from Malta.

Currently Timberland Finance is engaged in the offering of securitisation products for several years and which products are authorised for public offering to retail investors into more than 15 EU/EEA countries. The distribution of these securitisation products is now actively starting with Germany, Austria and Slovakia while Switzerland is under way. There is also the intention of initiating operations in the Czech Republic and Poland, which are the next targets as part of middle Europe. These measures come as a successful follow-up to Timberland Finance's presence in Austria with the new securitisation product. This initiative which proved to be a great opportunity, especially through a real quick market entry and a highly profitable business.

All this, of course, would not be possible without the high-level team that makes up Timberland Finance, headed by the Board of Directors, including managing directors Thomas Kraemer and Dirk Koester from Germany. Mr Kraemer's and Mr Koester's reputation speaks for itself with over two decades of successful operations in several European jurisdictions. Mr Kraemer has worked in consultancy and finance since 1992 and Mr Koester since the late 1980ies. Both are well known for successfully combining all relevant sectors of the financial market to achieve the maximum benefit for their clients. Guided by an almost British sense of fair play, they consistently aim to achieve the best possible results on a case by case basis - for them, it is not a case of finding a solution, but finding the best solution.

Mr Kraemer has been a member of the Board of Directors of Timberland Capital Management GmbH since the beginning, 25 years ago; he set up the first retail investment fund of Timberland Finance in 1999 and was responsible for the day-by-day management of the fund's portfolio assisted by a specialised investment committee team. Mr Kraemer and Mr Koester are board members of Timberland Invest Ltd and Timberland Fund



Thomas Kraemer and Colin Micallef

Management Ltd. They also serve as investment advisors of Timberland Invest Ltd and as investment committee members in Timberland Fund Management Ltd, thus bringing their investment expertise also to the Maltese entities forming part of Timberland Finance.

When it comes to financial services, commitment and high-quality are the name of the game. These two qualities and Timberland Finance's track record are evidence of all this. This track record is being built upon by the Malta office, which is run by Mr Colin Micallef and a team of professionals that boast the excellent standard that Timberland Finance is known for. The Malta team is ever-present to assist potential clients and to discuss individual needs. ☑



Timberland Invest Ltd.
 Aragon House, St. George's Park,
 St. Julian's STJ 3140, Malta
Tel: +356 2090 8100 **Fax:** +356 2090 8150
Email: info@timberland-malta.com
timberland-malta.com 