

WELCOME TO GLOBAL M&A ASSOCIATES IN ZURICH



COMPANY PRESENTATION

FOCUS

We are a Zurich-based service boutique specializing in national and international company sales, acquisitions and the scaling of business models.

- 1. Through our focus on transactions, our expertise and experience, we ensure that the following goals are achieved:**
 - Identify suitable buyers, investors, or takeover targets in a timely manner,
 - represent our clients' interests in negotiations in a sustainable and successful manner, and
 - to solve our clients' challenges conclusively.
- 2. This focused approach guarantees a high level of expertise in selecting the most suitable approach and negotiation strategy in each case. In addition, we have very good and established networks at home and abroad.**
- 3. This enables us to achieve optimum negotiation results and prices for our clients.**



CORE COMPETENCIES

Our successes are the result of careful buyer and investor analysis, a consistent approach to our work, and direct personal contact with owners, board chairmen, CEOs, and investors.

1. Sales and succession solutions at home and abroad

- By selectively choosing potential buyers and selecting the best possible negotiation strategy, we achieve maximum sales prices.

2. Company Acquisition

- Selecting, approaching and negotiating with the most strategically suitable takeover candidates until the deal is closed.

3. Development, financing and implementation of national and international growth strategies, sometimes combined with the sale or partial sale of companies

- This service also includes the search, selection and negotiation of/with national and international joint venture partners, acquisition targets, distribution partners and licensees.



CUSTOMERS, INDUSTRIES, AND CURRENT MANDATES

Our clients are generally headquartered in Switzerland or Germany. The buyers, investors, and joint venture partners come from the DACH region, Europe, North America, India, or Asia. In most cases, they are international corporations or international investor groups.

Since our founding in February 2017, we have been particularly active in the following industries:

- **Medtech and Biotech**
- **Software and Hardware**
- **Healthcare**
- **Electromobility and Energy Infrastructure**
- **Construction and building industry**
- **Building and Event Technology**
- **Translation and Financial Services**
- **Patent infringement (biotech) and Litigation financing**

- **We are currently advising clients in the fields of biotechnology, infrastructure for electromobility, the construction industry, and the sale of a leading education and networking platform in the Swiss healthcare sector.**

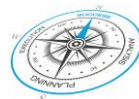
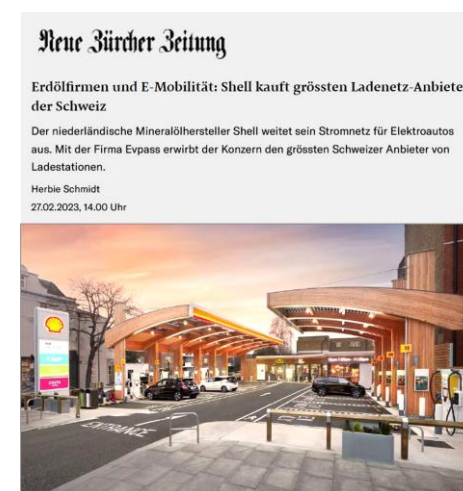


SELECTION OF CUSTOMERS, REFERENCE PROJECTS, AND COUNTERPARTIES WE ARE PERMITTED TO DISCUSS



NETWORK AND VISIBILITY

Our network comprises over 1,500 contacts worldwide with interested entrepreneurs, investors, and conglomerates who own and are seeking SME portfolios. We are in regular contact with approximately 150 of these contacts.



CUSTOMER FEEDBACK

Maximizing corporate value: Interview with François Randin.



«I would recommend GMA to every company that needs additional funds or is looking for an exit»

https://youtu.be/gmiAq0b_pol

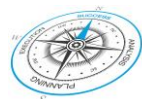
Interview with three customers – what they say about GMA: François Randin, Sandro Gerber, and Daniel Kielholz.



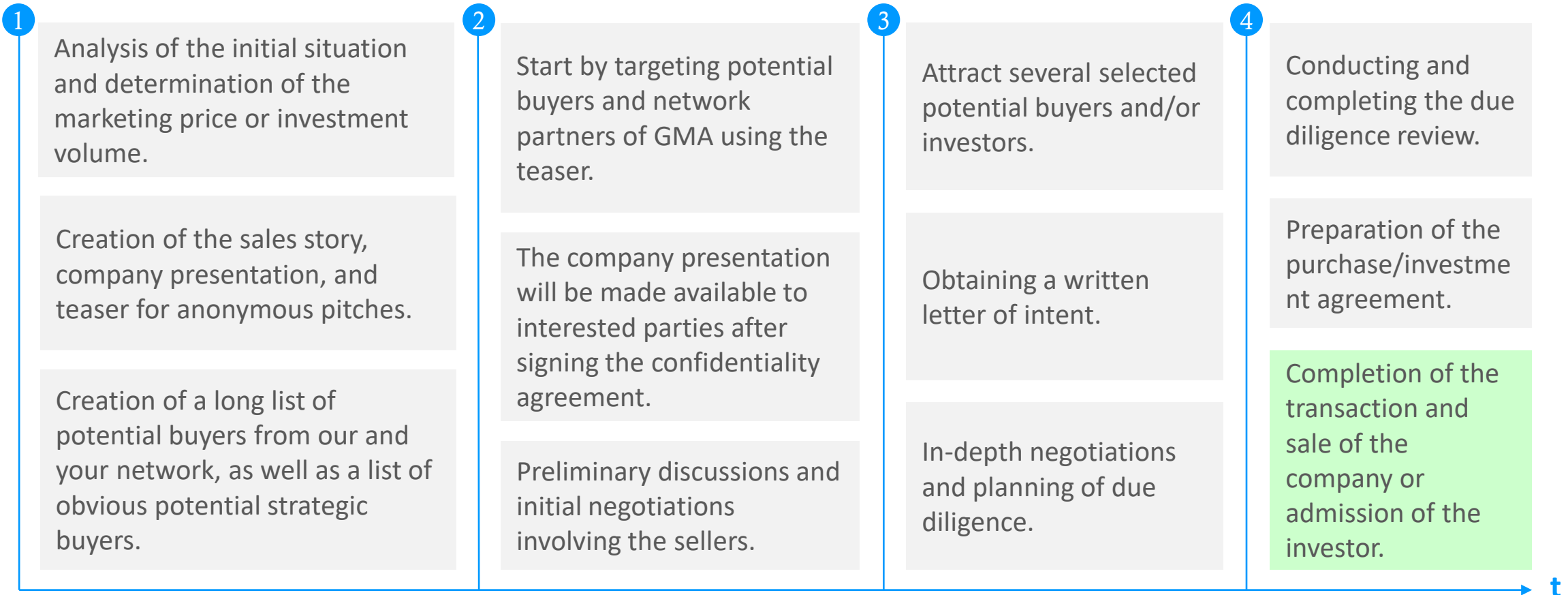
«The ability to respond to each project individually, fast, short processes, many years of experience, and vision...»

<https://youtu.be/6aHRWXV2qZ8>

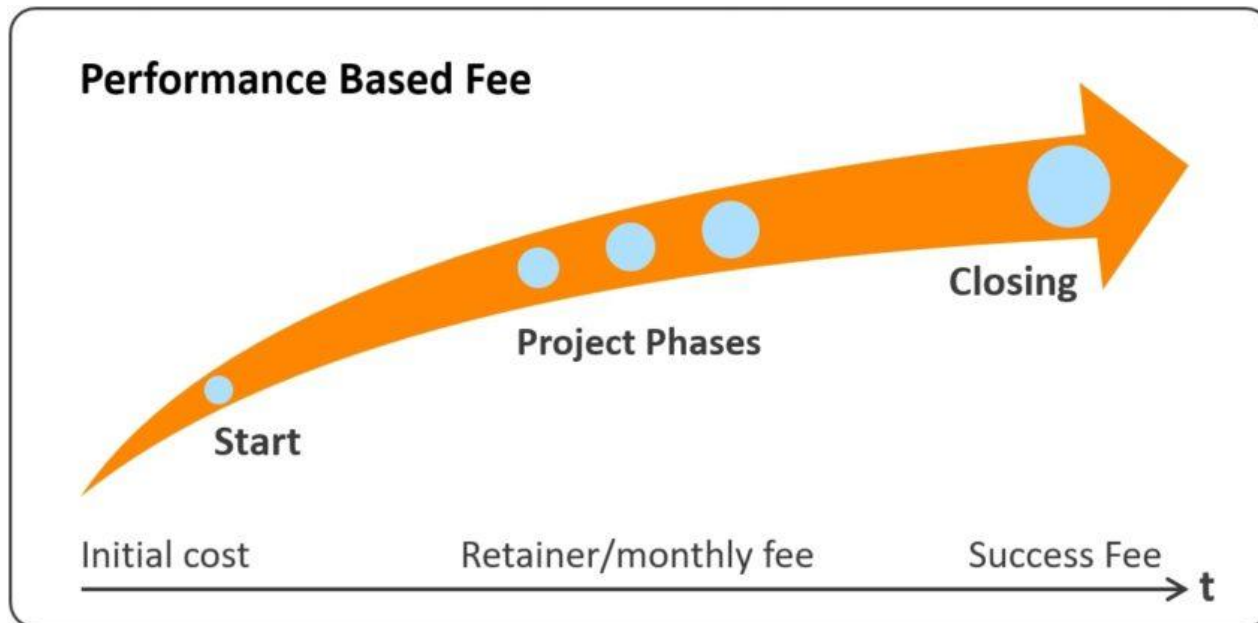
Further videos can be found on our homepage. www.gma-associates.com



WORKING METHOD: GMA 4-PHASE MODEL



PRICING MODEL

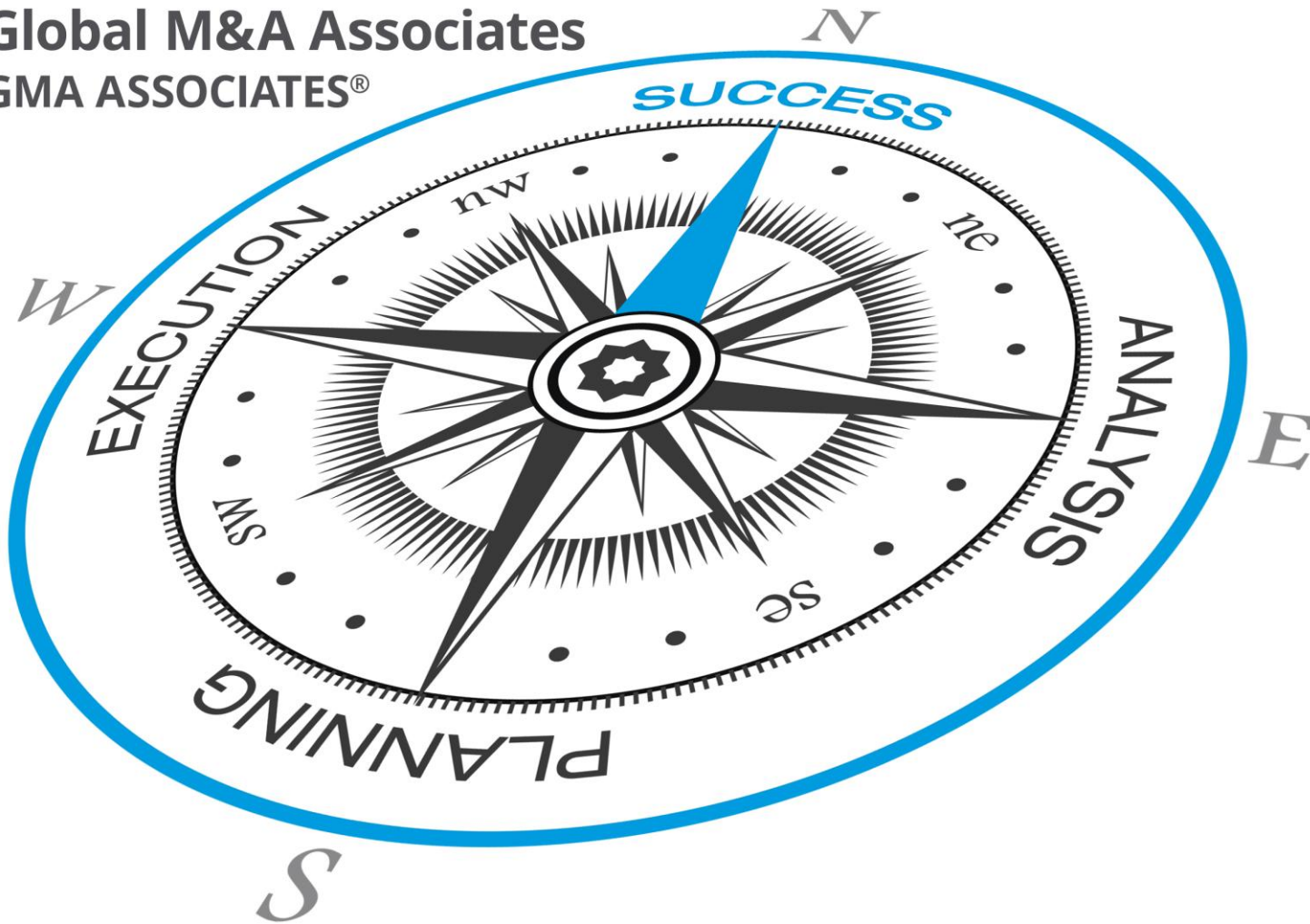


The predominant part of our compensation depends on successful completion of the envisaged transaction.

The combination of fixed and performance-based fees highlights our mutual commitment to do whatever it takes to achieve our shared goal.



Global M&A Associates
GMA ASSOCIATES®



www.gma-associates.com

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