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

EATON Powering Business Worldwide

Translingua

EKT Energie. Daten. Zukunft.

AEW Ihre Energie.

Shell

Opera

YUKKALAB DIE STIMMUNGSERKENNER

FMV

LINDIS BIOTECH

GANCI PARTNERS PART OF CHABERTON PARTNERS

green motion™

energiepool schweiz

evpass™

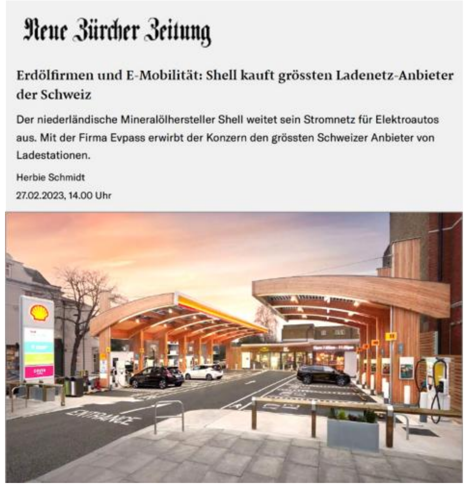
KIERZEK AG

CROSINVEST

中鼎集团 ZHONGDING GROUP

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.



SECA | FRZ Flughafenregion Zürich | Dealsuite PROFESSIONAL M&A NETWORK | Universität St.Gallen | Schweizerische Management Gesellschaft LEADERSHIP EXCELLENCE | Langcliffe International

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

1

- Analysis of the initial situation and determination of the marketing price or investment volume.
- Creation of the sales story, company presentation, and teaser for anonymous pitches.
- Creation of a long list of potential buyers from our and your network, as well as a list of obvious potential strategic buyers.

2

- Start by targeting potential buyers and network partners of GMA using the teaser.
- The company presentation will be made available to interested parties after signing the confidentiality agreement.
- Preliminary discussions and initial negotiations involving the sellers.

3

- Attract several selected potential buyers and/or investors.
- Obtaining a written letter of intent.
- In-depth negotiations and planning of due diligence.

4

- Conducting and completing the due diligence review.
- Preparation of the purchase/investme nt agreement.
- Completion of the transaction and sale of the company or admission of the investor.

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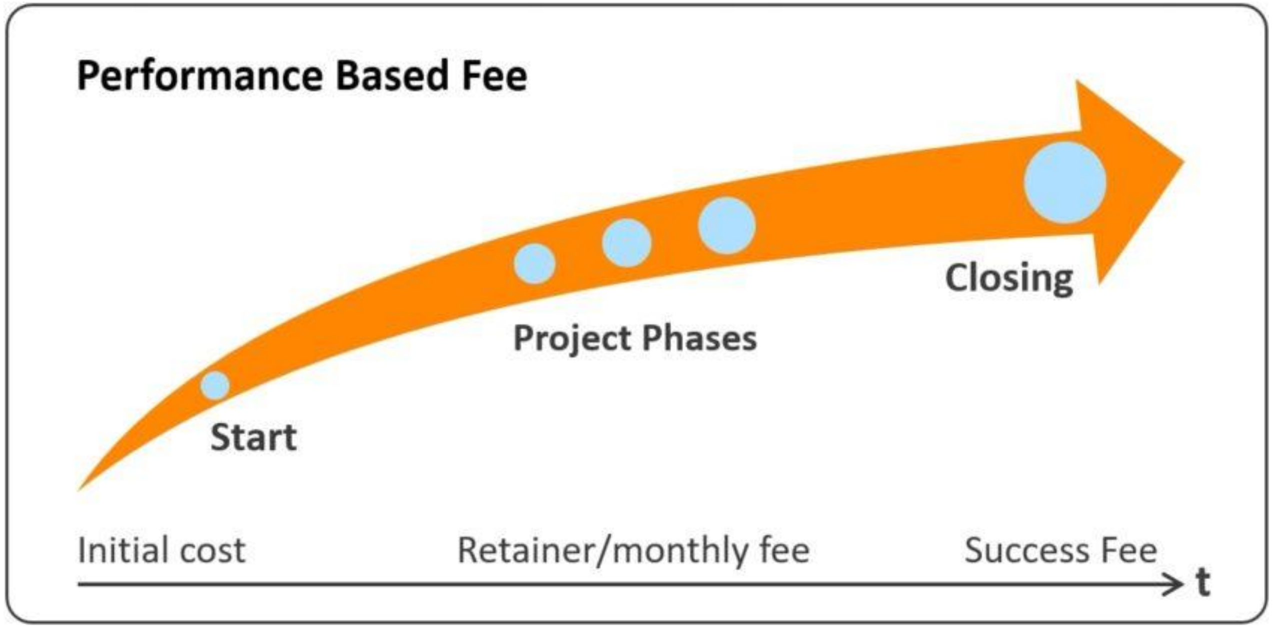
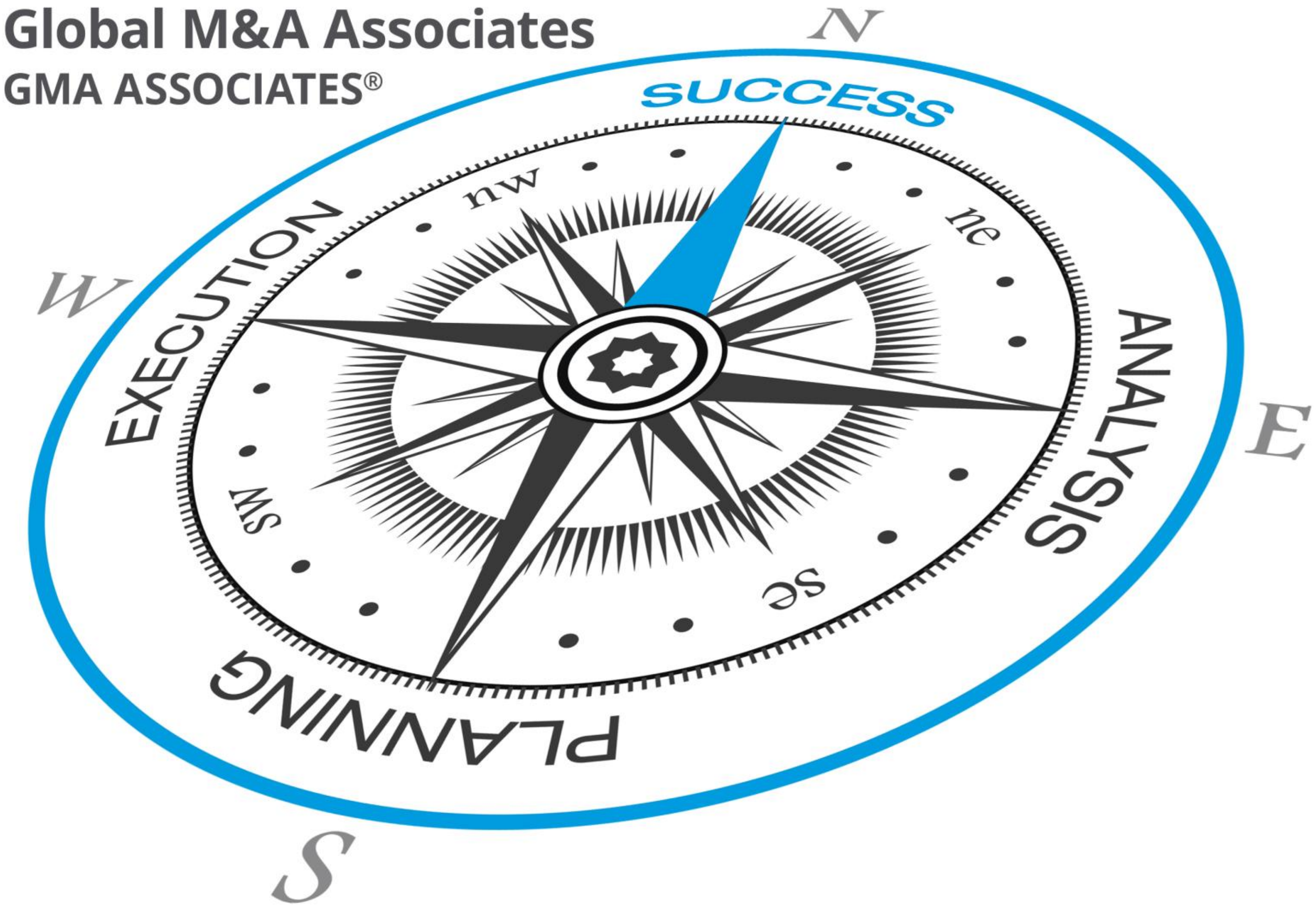
PRICING MODEL



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®



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