

ISSN 2835-9763
FINANCIALSERVICESREVIEW.COM

FINANCIAL SERVICES REVIEW

TECHNOLOGY EMPOWERING FINANCIAL SERVICES INDUSTRY EUROPE SPECIAL

MERGERS AND
ACQUISITIONS
CONSULTING
EDITION



AWARDED BY
FINANCIAL
SERVICES REVIEW



TECHNOLOGY EMPOWERING FINANCIAL SERVICES INDUSTRY

APRIL - 2023
ISSN 2835-9771

FINANCIAL SERVICES REVIEW

FINANCIALSERVICESREVIEW.COM
EUROPE SPECIAL

MERGERS AND
ACQUISITIONS
CONSULTING
EDITION

Marc Wallach,
Founding Partner

Dr. Thomas W. Schrepfer,
Founding Partner

GLOBAL M&A ASSOCIATES LLC

SYNERGISING FOR SUCCESS: MAXIMISING VALUE
IN MERGERS AND ACQUISITIONS

\$15



GLOBAL M&A ASSOCIATES LLC

SYNERGISING FOR SUCCESS: MAXIMISING VALUE IN MERGERS AND ACQUISITIONS

Mergers and acquisitions (M&A) offer companies opportunities for rapid growth, increased profitability and strategic advantages. However, few capitalise on these prospects. Achieving the intended business objectives from M&A deals requires approximating synergies to enable the seamless integration of distinct corporate cultures while addressing challenges like cultural differences, communication breakdowns and discrepancies in management style.

To help companies overcome these challenges, Global M&A Associates LLC devises tailored M&A, growth and financing schemes to obtain the most advantageous financing conditions, acquisitions, strategic collaborators or purchasers. It is a distinguished boutique firm offering a range of core competencies in acquisition, incorporation, MBO and MBI transactions. The firm also specialises in business and growth



**OUR ABILITY
TO QUICKLY
IDENTIFY STRATEGIC
SYNERGIES AND FACILITATE
COLLABORATION BETWEEN
DECISION-MAKERS FROM DIVERSE
CORPORATE CULTURES DISTINGUISHES US
FROM OTHERS**



Marc Wallach,
Founding Partner

Dr. Thomas W. Schrepfer,
Founding Partner



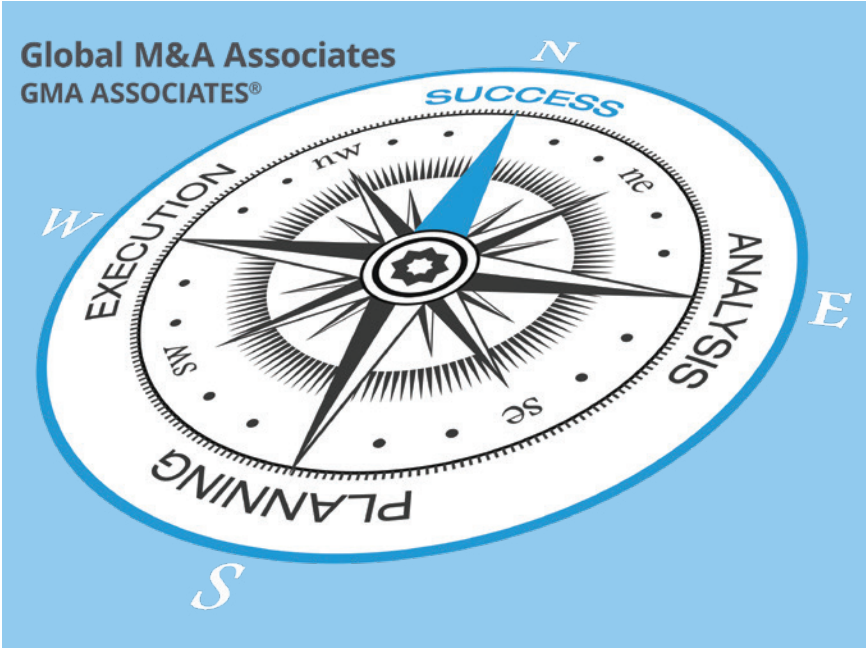
financing, strategic partnership procurement, succession planning, company sales, value optimisation and M&A strategy development.

“Our ability to identify strategic synergies and facilitate collaboration between decision-makers from diverse corporate cultures distinguishes us from others,” says Marc Wallach, founding partner at Global M&A Associates.

The consulting firm assists clients in preparing and implementing their financing and strategic growth projects to achieve optimal results. This is accomplished by validating, and, if necessary, sharpening the strategic orientation and the business model. Once Global M&A Associates ensures clients have met its high standards, it begins the targeted approach of selecting potential investors and financial partners. This process is repeated whenever clients reach important milestones. Whether during the start-up phase, growth financing, acquisitions or divestments, strategic partnerships or trade sales, Global M&A Associates collaborates with clients to ensure their projects are successful at every stage. Following this approach, it brings suitable companies, investors and buyers, achieving maximum added value.

In essence, the advisory firm empowers clients to succeed in their financing and strategic growth projects by offering expert guidance on best practices. As part of this commitment, it recommends that clients build sufficient reserves, even if it means undergoing additional dilution through a capital increase or reduced dividends. This approach allows them to tackle potential challenges and act from a position of strength in transaction-related negotiations. Global M&A Associates LLC also assists clients in analysing their standing according to market changes and competitors. Based on these findings, the firm emphasises the importance of rethinking one's position and anticipating potential scenarios for action.

Global M&A Associates was established upon principles of integrity, excellence and a mutual passion between the founders, Dr. Thomas W. Schrepfer and Marc Wallach, for providing exceptional services. The founders bring a wealth of expertise, stemming from their backgrounds as board members, CEOs, lawyers, financial consultants, bankers and their participation in numerous successful M&A transactions. This manifests in the firm's success in offering insightful counsel, enabling clients to convert their M&A strategies into practical, executable plans with tangible value.



In addition, Global M&A Associates’ longstanding involvement in the industry has helped it foster an extensive network of potential buyers, suitable investors, intriguing acquisition targets and prospective strategic partners. This asset ensures the triumph of a client’s financing endeavors. By accessing this network, it connects clients with opportunities, securing strategic partnerships and acquisitions on their behalf. This methodology distinguishes Global M&A Associates LLC and emphasises its dedication to delivering outcomes that surpass expectations.

“We prioritise a holistic approach that involves examining issues from the perspective of all involved parties, allowing us to provide comprehensive and sustainable solutions for our clients” says Dr. Schrepfer, founding partner at Global M&A Associates. The advisory firm is renowned for its collaborations with leading companies, and its partnership with Green Motion stands out as a case in point. Green Motion, a global player in the development and

manufacture of software and charging stations for electric vehicles, sought Global M&A Associates for guidance. Dr. Schrepfer provided exclusive advice to their main shareholders and management on corporate finance transactions and assisted them in increasing their capital. This support proved instrumental in enabling Green Motion to attract the attention of Eaton Corporation, a multinational energy management company, which culminated in their acquisition on March 22, 2021. This deal was a resounding success for Global M&A Associates and a testament to the value it provides, as well as its ability to foster beneficial partnerships for all stakeholders.

Another successful instance of collaboration for Global M&A Associates was when it played a role in the recent trade sale of evpass SA, a Swiss EV charging network operator, to Shell. Dr. Schrepfer functioned as a trusted advisor for evpass SA since their inception, providing corporate finance guidance to their board of directors and management. In the lead-up to the sale, the consulting firm

“
WE PRIORITISE A
HOLISTIC APPROACH
THAT INVOLVES
EXAMINING
ISSUES FROM THE
PERSPECTIVE OF
ALL INVOLVED
PARTIES, ALLOWING
US TO PROVIDE
COMPREHENSIVE
AND SUSTAINABLE
SOLUTIONS FOR OUR
CLIENTS
”

identified and selected potential strategic partners and led negotiations on behalf of evpass SA’s board of directors. The efficacy of its strategic advice was apparent, as Shell acquired evpass SA and consolidated their position in the EV charging solutions market.

Global M&A Associates’ diverse portfolio of expertise has propelled it to the helm of the M&A advisory landscape, earning it a reputation as a trusted and sought-after consultancy firm. Whether through acquisition, incorporation or strategic partnerships, it has a track record of delivering results that drive growth and value for businesses.

Providing expert guidance, Global M&A Associates reduces internal or external friction related to M&A transactions and boosts its success rate. Its emphasis on building strong relationships, fostering mutual trust and aligning cultural values is a driver in its continued success. As the business landscape evolves, the firm’s focus on innovation and dedication ensures that it will remain a key player in the world of M&A for years to come. **fs**



*The annual listing of 5 companies in Switzerland that are at the forefront of providing
Mergers and Acquisitions consulting/services and impacting the marketplace*