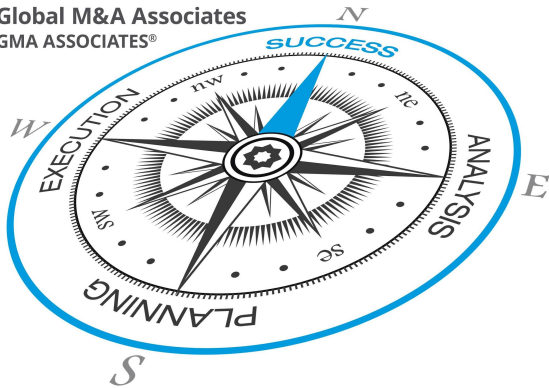


# Welcome to Global M&A Associates in Zurich

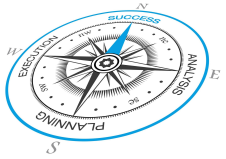


Global M&A Associates  
GMA ASSOCIATES®



Global M&A Associates LLC  
Leutschenbachstrasse 95  
8050 Zurich, Switzerland

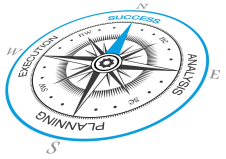
**Company Presentation, January 2025**



# 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 successfully and sustainably in negotiations 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, consistent working methods and the personal direct approach of owners, chairmen, CEOs and investors.**

## **1. Company sales and succession solutions at home and abroad**

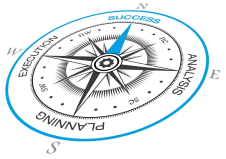
- By selectively choosing potential buyers and selecting the best possible negotiation strategy, we achieve maximum sales prices.

## **2. Company Acquisition**

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

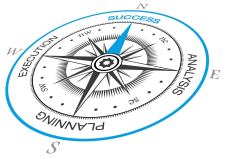
## **3. Development, financing and implementation of national and international growth strategies, sometimes combined with the sale or partial sale of companies**

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



## Sector focus and selected reference projects

- Energy transition, infrastructure and trade
- Construction and ancillary construction industry
- Building and event technology
- Software and hardware
- Services and internationalization
- Translation and financial services
- Medtech
- Biotech
- Patent infringement and litigation financing



# Energy transition, infrastructure and trade



## Landmark transaction in the Swiss market for electric mobility infrastructure

Global M&A Associates has exclusively advised the founders of **evpass SA** since its launch in 2016 and the Board of Directors of evpass SA and its management on corporate finance matters since evpass became legally independent in 2018.



For the trade sale to Shell in 2023, Global M&A Associates identified and selected potential strategic partners and conducted the corresponding negotiations on behalf of the Board of Directors of evpass SA.



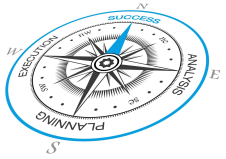
## Energy Pool Switzerland AG trades in electricity and offers solar contracting and other services in the energy sector

Global M&A Associates advised EKT as buyer in this transaction on an exclusive basis.



## The company is a family business operating throughout Switzerland in the B2B electrical wholesale sector

Global M&A Associates exclusively advised the owners and supported them in their search for a suitable succession solution.



# Construction and ancillary construction industry



## **Sale of company - timber construction company**

Management of the sale of a Swiss timber construction company with 100 employees and several locations. Ongoing mandate from Global M&A Associates, mandate management.



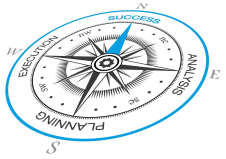
## **Acquisition mandate in the ancillary construction industry for strategic company acquisitions**

Global M&A Associates exclusively advised the Swiss subsidiary of a global group specializing in fire and water damage restoration on its inorganic growth plans in Switzerland and led the mandate.



## **Real Estate Developer**

Managing the succession of a real estate developer and architectural firm based in the Canton of Zurich. Global M&A Associates exclusively advised the owners.



# Building and event technology



**Kierzek AG is the leading company for electrical planning in the canton of Thurgau, Switzerland**

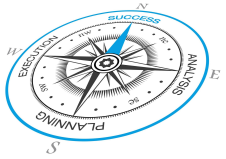


Global M&A Associates advised EKT as buyer in this transaction on an exclusive basis.



**Opera AG is a leading provider of event technology in lighting, image and sound in Switzerland**

Global M&A Associates exclusively advised the buyer on the acquisition and financing of this management buy-in.



# Soft- and hardware



## **From SME to global technology leader and consequent trade sale to a global corporation**

Since its foundation as a start-up, **Green Motion SA** has developed into one of the world's leading developers of hardware and software for the control and management of charging station networks for electromobility. Today, Green Motion is part of the EATON Group.



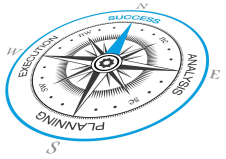
Global M&A Associates has exclusively advised the main shareholders and management of Green Motion on corporate finance transactions, provided strategic and financing support over many years, completed three capital increases and led the trade sale to Eaton Corporation in 2021. EATON is listed on the New York Stock Exchange (NYSE).



## **ABO Storage Distribution was a leading Swiss provider of Data Centric Solutions**

Global M&A Associates exclusively advised the managing director on the acquisition and financing of this management buy-out.





# Service and internationalization



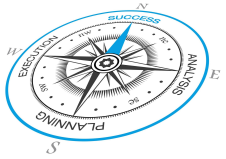
## Company sale - Executive search firm

Successful sale of a majority stake in Ganci Partners to Chaberton Partners for further internationalization.

This strategic move creates one of the three leading executive search companies in Switzerland and the number 1 in French-speaking Switzerland. The portfolio also includes the leading executive assessment center Novelia. This transaction lays the foundations for strong growth in the core European markets.

Photo: Vincenzo Ganci, founder and CEO of Ganci Partners and Christian Vasino, founder and CEO of Chaberton Partners.

Global M&A Associates LLC exclusively advised Ganci Partners in the search for a suitable strategic partner, conducted the due diligence and successfully concluded the contract negotiations.



## Services and financial services



**YUKKALab was the technology leader for financial market sentiment analysis in 2016**

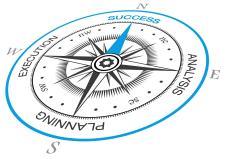
Global M&A Associates assisted the Berlin-based company with market development in Switzerland, strategic growth and financing issues as well as the capital increase.



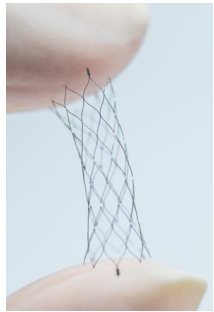
**Founded in 1975, Translingua AG is the Swiss market leader for quality translations**

Global M&A Associates provided exclusive support for this succession solution in 2020.

# Medtech



We have advised and supported several companies in the field of medical technology. From manufacturers of simple everyday aids to implant manufacturers and software providers.



We are regularly contacted by medical technology companies that have developed products, are on the market and are looking for support in growing or selling their business.



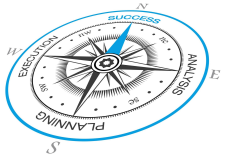
The search for suitable investors, joint venture partners and strategic buyers is part of our customized services.

## How to grow internationally



<https://youtu.be/ETtOy0KXJt8>

# Biotech

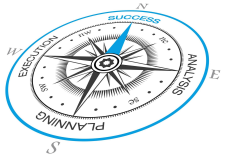


**Lindis Biotech GmbH is a Munich-based biotechnology company that develops and markets antibodies for the treatment of cancer**

To open the Asian market, the company has entered a strategic partnership with a Chinese company. In addition to license rights, the companies have mutually acquired stakes and founded a joint venture. In addition, the marketing and legal enforcement of the company's IP portfolio was financed.

These transactions were carried out by Global M&A Associates in cooperation with our partner company IMI Consulting GmbH as co-advisor on an exclusive basis.

We are currently engaged to search for strategic partners in Europe and the USA for two oncological indications of an active ingredient of Lindis Biotech GmbH.



# Patent infringement and litigation financing



## Lindis Biotech wins patent dispute over cancer drug against Amgen

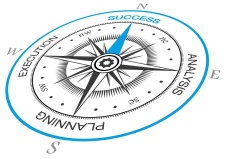
The case is Lindis Biotech GmbH v. Amgen Inc, U.S. District Court for the District of Delaware, No. 1:22-cv-00035.

The jury's verdict holds Amgen liable for infringing Lindis Biotech's patents. Amgen actively encouraged healthcare providers to administer Amgen's leukemia drug Blincyto in a manner that directly infringed two of Lindis Biotech's US patents.

The jury awarded Lindis Biotech a compensation of USD 50.3 million for Blincyto sales in the US in the period up to June 2024. As Amgen willfully infringed the patents, the court has the option of further increasing the damages up to USD 150.9 million

We congratulate Lindis Biotech, its CEO Dr. Horst Lindhofer, Saul Ewing Arnstein & Lehr LLP, its lead litigator Robert C. Gill as well as our business partner and co-advisor Mariana Brea-Krueger for their excellent work and this success.

Global M&A Associates LLC acted as co-advisor in securing litigation funding for the lawsuit against Amgen.



# Client Feedback

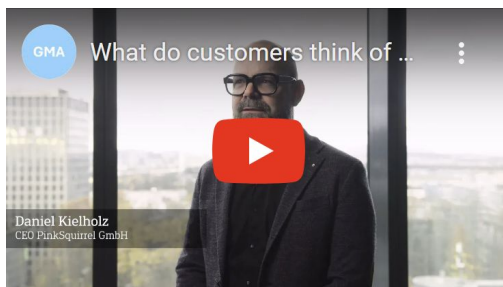
## Maximizing corporate value: Interview with François Randin



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

[https://youtu.be/gmiAq0b\\_pol](https://youtu.be/gmiAq0b_pol)

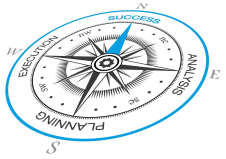
## Interview with three customers - what they say about GMA: François Randin, Sandro Gerber and Daniel Kielholz



***«The ability to respond individually to a project, fast and short processes, many years of experience and foresight ...»***

<https://youtu.be/Neki9kvSXP0>

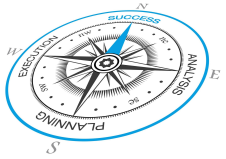
Further videos are available on our website <https://www.gma-associates.com/en/>



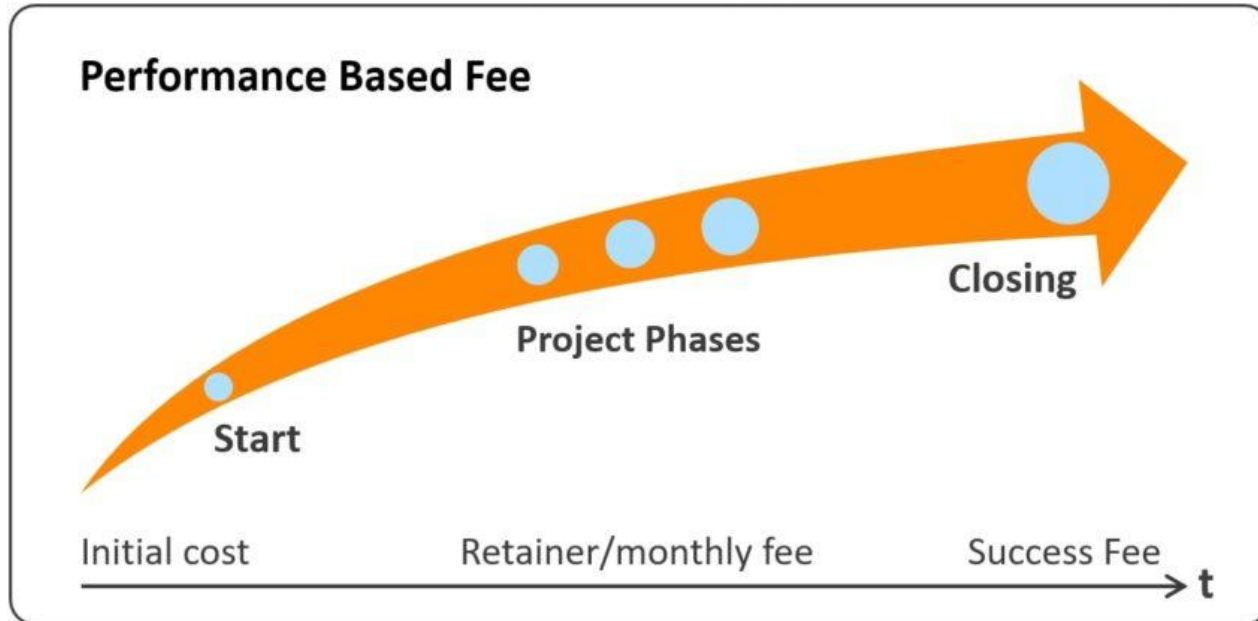
# Network

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





# Fees Structure



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.



# Contact



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