

M&A Practice Group (MAPG)

October 28, 2011
Toronto

Topics for today

- M&A PG changes Hand
- Suggestion for new Chairman
- Review: what has been done until now
- Outlook: what's next to be tackled
- Discussion / Workshop / Appointments for candidacy

Topics for today

- **M&A in a World subject to irreversible change**
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The globalized world – the future:

- Cross-Border and intercontinental M&A
- “Arbitrage” of values & prices on global scale
- GGI is the perfect platform
- Your involvement and active role for more profit

G7

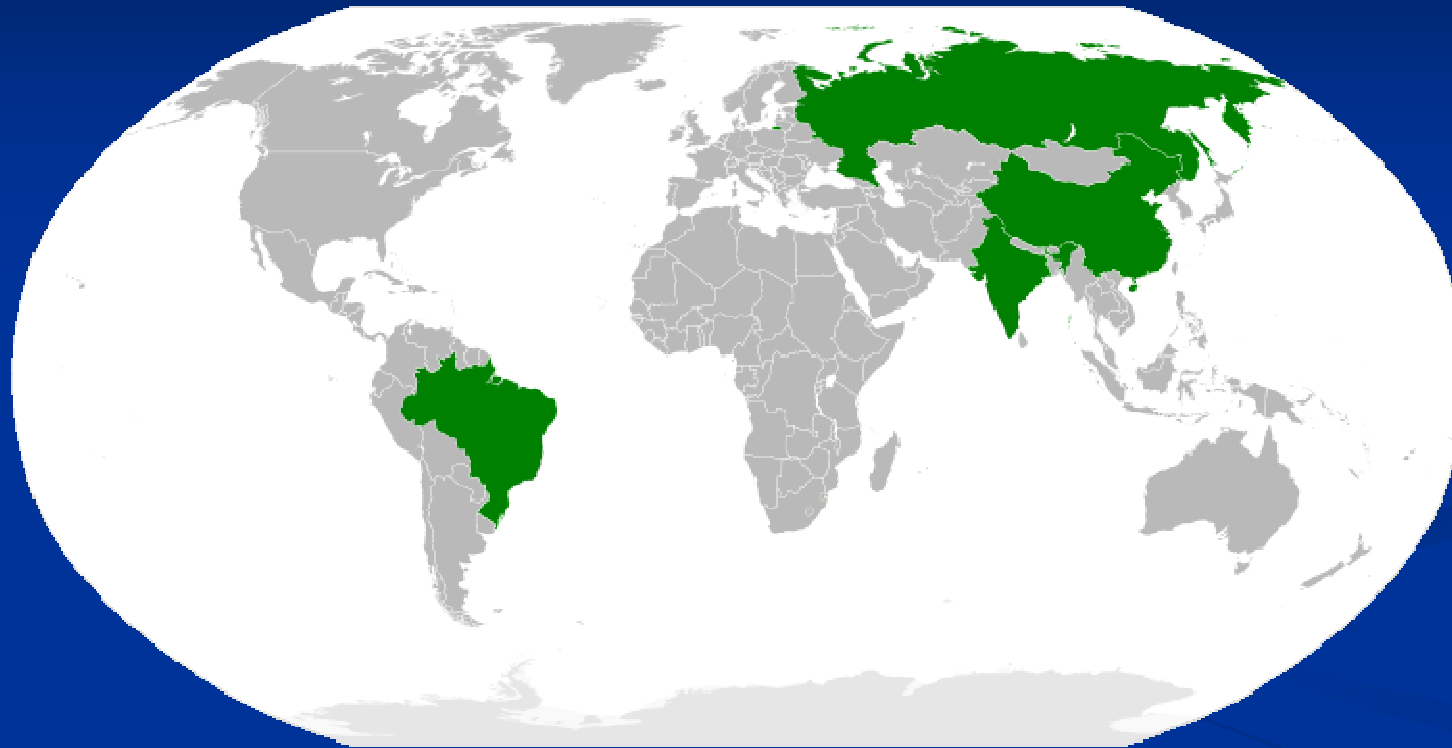
- Mature companies
- Change of generation
- Technology driven
- International focus
- Higher cost of production





BRIC

BRIC



Brazil, Russia, India and China

BRIC

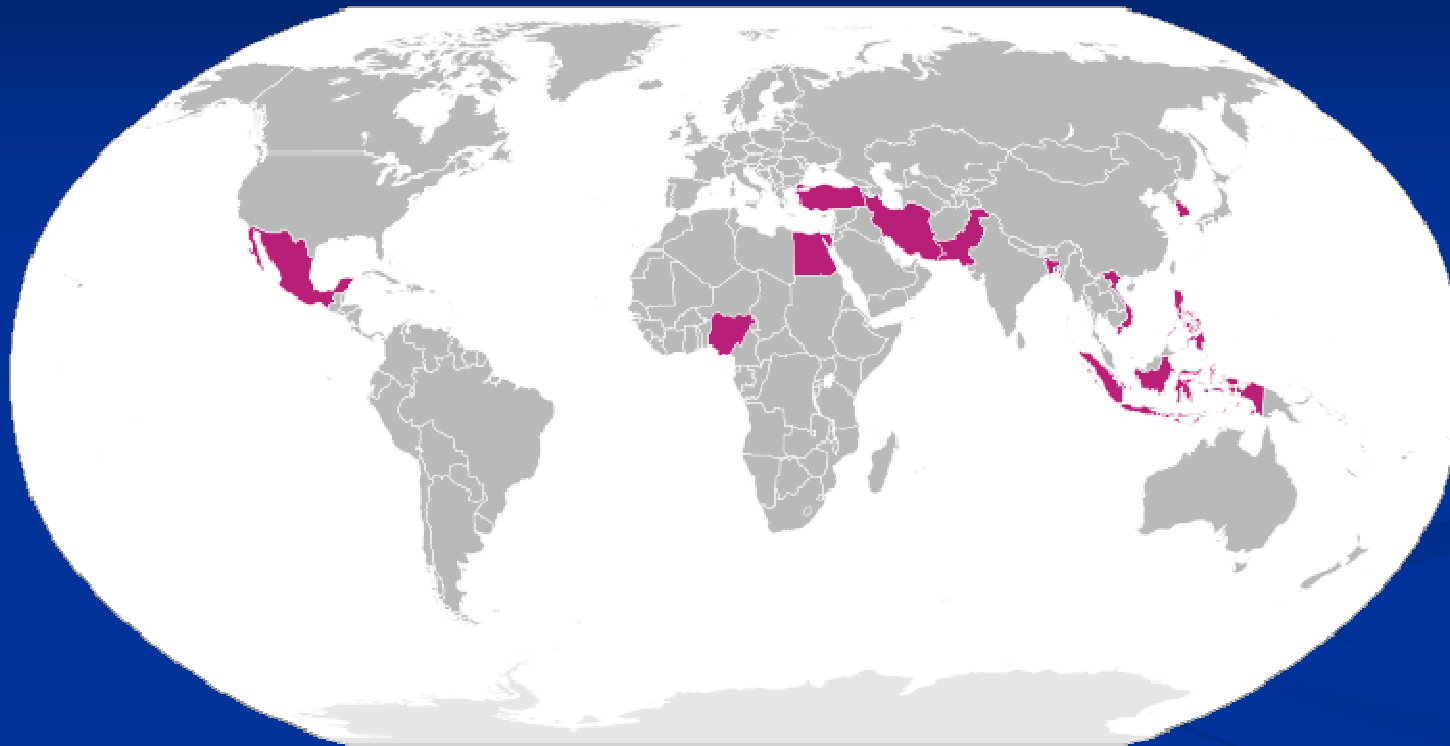
- Expanding economic interests worldwide (e.g. China in Africa)
- Acquisition of technology, i.e. know-how transfer (e.g. Russia in Europe)
- Need for geographic diversification
- Lower risk of failure as “Next 11”
- Strong economic growth





Next 11

Next 11



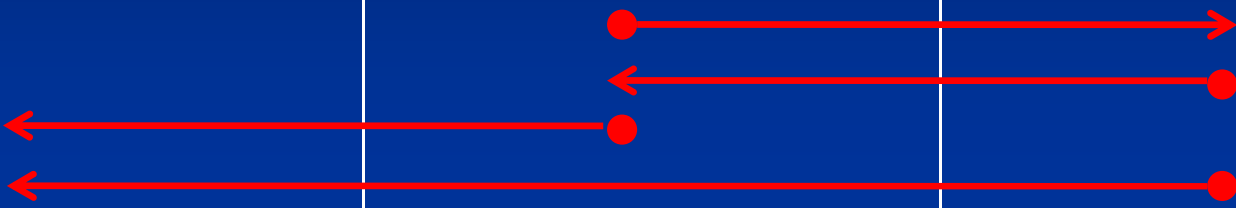
Bangladesh, Egypt, Indonesia, Iran, Mexico, Nigeria, Pakistan, the Philippines, South Korea, Turkey and Vietnam

Next 11

- The future „BRIC“?!
- Low cost producer
- Strong economic growth
- Higher risk of failure than BRIC



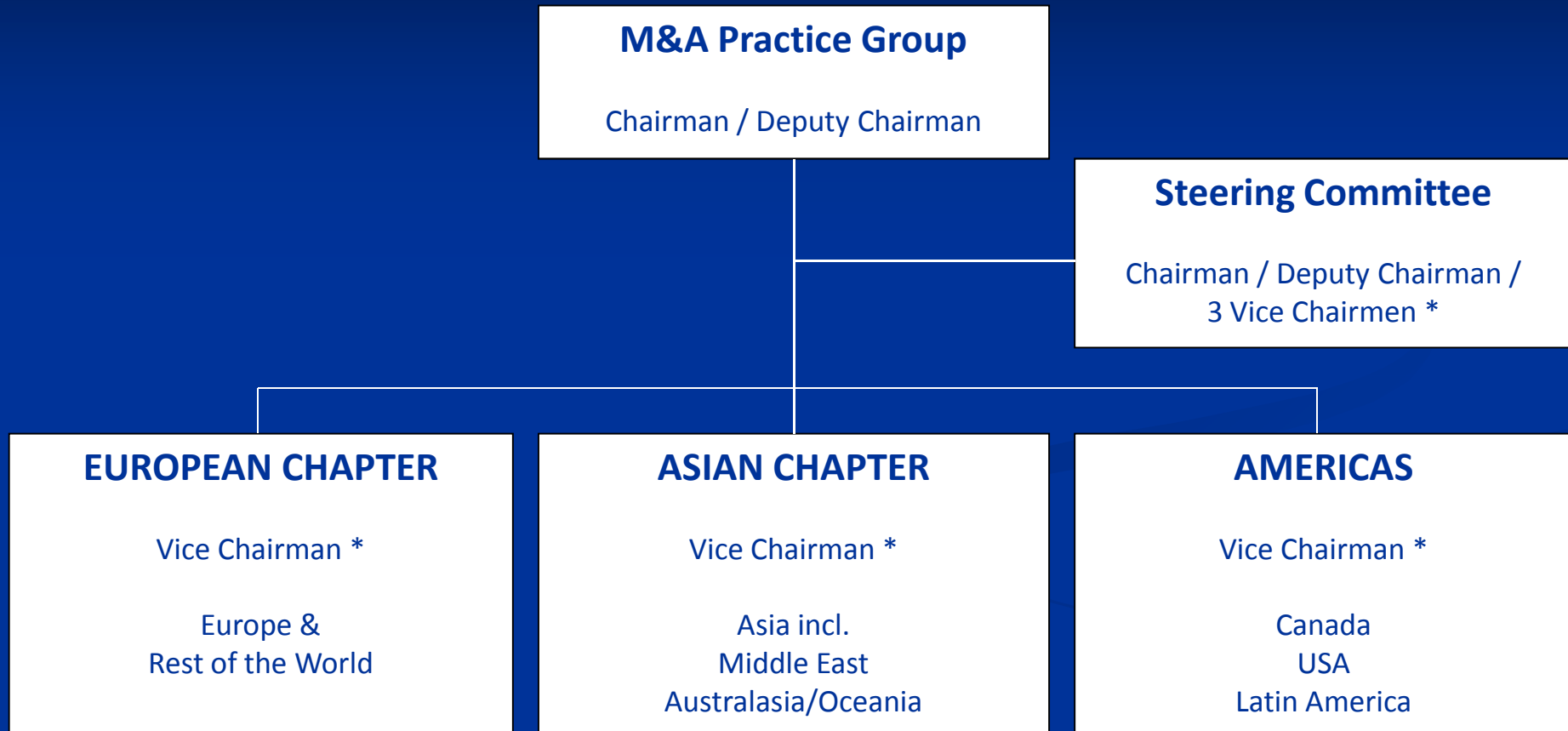
M&A Drivers

Next 11	BRIC	G7
		
<ul style="list-style-type: none"> ■ The future „BRIC“?! ■ Low cost producer ■ Strong economic growth ■ Higher risk of failure than BRIC 	<ul style="list-style-type: none"> ■ Expanding economic interests worldwide (e.g. China in Africa) ■ Acquisition of technology, i.e. know-how transfer (e.g. Russia in Europe) ■ Need for geographic diversification ■ Lower risk of failure as “Next 11” ■ Strong economic growth 	<ul style="list-style-type: none"> ■ Mature companies ■ Change of generation ■ Technology driven ■ International focus ■ Higher cost of production

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Chart of Organization (DRAFT)



Note: all definitions in singular & masculine are also valid for plural & feminine

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Done!

- new leadership in MAPG since Spring 2010
- created structure on global & regional level
- elected/appointed officers in MAPG for Americas & Europe
- designed ready-to-go Blueprint for a web-based platform for target-matching = “Web-based Blackboard” (WBB)
- Sketched a plan on how to set up the “M&A Intelligence Pool”

WBB

- target-matching criteria as per SIC
- real-time monitoring on demand/supply side
- pricing of WBB-service based on key criteria (e.g., sales, EBIT)
- full discretion & confidentiality

M&A Intelligence Pool

- Know-how support to MAPG-members from MAPG-members
- Cooperation on project-basis against payment of professional fees
- further elaboration needed within MAPG – this has to grow on a “learning by doing” approach

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What's next?

- increase activity level in M&A practice group
- exploit & use the WBB – earliest as per Spring 2011
- create the “M&A Intelligence Pool”

Why?

- to create wealth for our clients
- to generate more and extraordinary revenues for our firms



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Thank you for your participation!



Walser & Partner AG