



Corporate Presentation

December 2014

CBA is a Global M&A Advisory Firm with Unparalleled Experience and Network Access



We Connect Opportunities to Capital

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We are trusted partners
in advisory and services
in cross-border transactions

Statistics: Concluded M&A Deals in 2014



Q: How many deals were concluded worldwide in total in the first 6 months of 2014?

A: A total of 33.906 deals

Q: How many deals with a transaction volume between 50 and 100 Million € were recorded worldwide in the first two quarters of 2014?

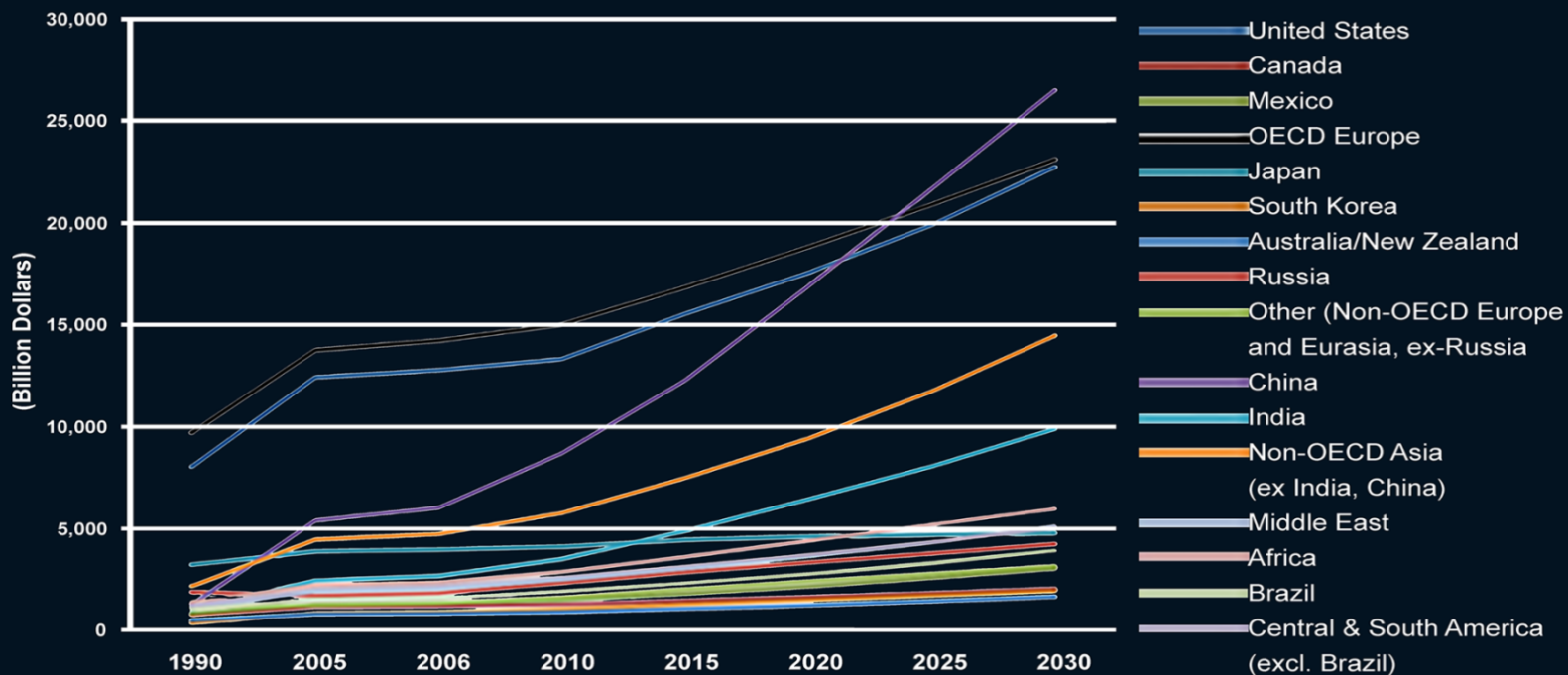
A: A total of 1.086 deals

Q: How many of all deals in 2014 were cross-border deals?

A: A total of 4,843 deals

SEARCH STRATEGY		Source: BvD-23.7.14		Alert me	Save	Print	Clear all steps
<input checked="" type="checkbox"/>	1. Current deal status: Completed - confirmed	806,842	806,842				
<input checked="" type="checkbox"/>	2. Time period: on and after 01/01/2014 and up to and including 30/06/2014 (completed-confirmed)	33,906	33,906				
<input checked="" type="checkbox"/>	3. Deal value (mil EUR): min=50 max=100 (including estimates)	42,097	1,086				
Boolean search 1 And 2 And 3		Refresh		TOTAL : 1,086			
		Step result	Search result				
<input checked="" type="checkbox"/>	1. Current deal status: Completed - confirmed	806,842	806,842				
<input checked="" type="checkbox"/>	2. Time period: 2014 - Until current date (completed-confirmed)	36,983	36,983				
<input checked="" type="checkbox"/>	3. Cross border deals: Africa, Balkan States, Baltic States, Eastern Europe, Far East and Central Asia, ... (acquiror); Africa, Balkan States, Baltic States, Eastern Europe, Far East and Central Asia, ... (target)	148,820	4,843				
Boolean search 1 And 2 And 3		Refresh		TOTAL : 4,843			

The Global Economy Will More than Double by 2030 According to the Centre for European Policy Studies.



What could this graphic mean for your business? How might it effect your business? Are you planning to take advantage of this fact? Will you be going there?

Benefit from trends! We can help you to reach this goal!

Five Reasons to Work with CBA

1. Global Presence

Currently 45 Associates in 27 Countries on 5 Continents.

2. Proof

Closing Rate: CBA's Associates have closed business transactions cross-border, or successfully assisted in them.

Transaction Size: International business transactions that succeed with the help of CBA's Associates have an average transaction size of over 25 Million Euros.

Experience: All Associated Advisers have been helping business buyers and sellers with cross-border transactions for at least 15 years, totalling over 500 years of experience.

3. Real People

in a truly connected network with experts from around the world. Not a faceless company: real people ready to help you with your cross-border business transactions, with the presence of CBA Associates where you want to go.



Excerpt from the
CBA Directory of Associates
published online on the CBA
web portal with all relevant
business and contact data.



Gundo Kahle
CBA Sao Paulo
Brazil



Dr. Edmund Wagner
CBA Wiesbaden
Germany



Frank K. Westermann
CBA Hamburg
Germany



Juergen Schlichting
CBA Luzern
Switzerland



Raluca Vasilescu
CBA Bucharest
Romania



Abhay Nevagi
CBA Pune
India

Five Reasons to Work with CBA (continued)

4. Key Competencies

Corporate Finance: Mergers & Acquisitions, MBO, MBI, OBO, LBO, Capital Raising, IPOs and Private Placements

Corporate Restructuring: Spin-offs, Divestments, JVs
Valuations and Investment Projects

Real Estate Restructuring Advisory: Raising Capital for
Investment Projects, Sale & Leaseback Operations



“Forward momentum
requires constant motion”

5. Very Competitive Pricing – Based on Success

We are not business brokers, nor are we the standard M&A intermediaries. That is, CBA does not charge for initial consultation provided. That is free. We are only charging for special transaction-related advice, for business evaluations, market research, special M&A services during business transactions, and other extra services required to close a transaction. We do charge one-time fees at cost for such services.

We are success-oriented for your benefit and for ours. You only pay us a success fee when your business transaction is successfully closed. For technology transfer mandates we charge a basic mandate fee, together with a success fee on results achieved.

How We Work

Specialisation We combine the experience of our associated consultants with the usage of specialised tools and the dissemination of knowledge through the CBA network.

Competence & Vision Our primary objective is to increase the value of our client's business by structuring each project according to its requirements.

Confidentiality We are bound by professional confidentiality and are committed to maintain the privacy of information provided by our clients.

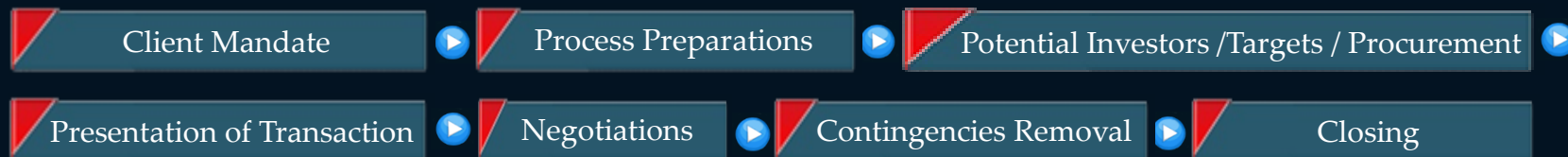
Cooperation We built the platform for optimal communication between partners, encouraging the utmost exchange of information within CBA's global network.

Strategic Alliances We promote the creation of both national and international institutional partnerships in order to find the best possible solution, in every operation, and for every client.



"Success comes from how to combine your talent"

M&A Methodology



After an initial and free consultation, the M&A transaction process initiates with the signing of a mandate with the following conditions and procedures:

- Exclusivity
- Information retrieval - interviews with client and company executives, checklists, analysis of documents
- Development of a blind profile, confidential business report and business plan
- Valuation (internationally accepted methodologies)
- Investors / Targets profiling (market studies and individual analysis)
- Investors / Targets qualification and assessment of acquisition/sale motivation
- Information of both clients and investors on every step of the process development
- Success fee

Information Disclosure Process

- Blind profile
- Non-disclosure agreement
- Confidential business report

Negotiation and transaction structuring

Buyer signing of LOI and structuring of buy / sale mandate

Due diligence

Financing

Signing of transaction

Financing approval

Deal closure

Knowledge

The major trap in international business transactions is lack of knowledge. CBA's database of knowledge means "Leading through Accumulated Experience".

By using CBA to reach your goals, you gain access to the entire database of M&A knowledge, and how to connect Business opportunities to capital.



"The world is now in your hands!"

The world of M&A and cross-border transactions has changed. In today's digital age, businesses can achieve awareness and distribution far easier than in the past, and strategic acquirers can identify them earlier. Today, structured data, intelligent matching algorithms and proprietary data sets span the globe, enabling buyers and investors to identify the right target within minutes and connect within a matter of hours.

At CBA genuine people are surveying and controlling the matching of digital information, reaching far beyond the traditional boundaries of sectors, geography and personal networks.

Business Transactions: Sellers & Buyers



For Sellers: Opening yourself up to selling your business across borders allows you access to a wealth of investors you would not be able to meet should you focus on your local market. CBA gives you quick and access to investors from around the world. Where will YOUR investor come from?



“Need to go cross borders if you want to grow”



For Buyers: When you begin to look outside your country for business investments, you open yourself to a diversity of new opportunities. International entrepreneurs and startups often have access to resources and talent that your home country won't. Whether you're looking for a biotech company, a green energy venture or a specific set of technology, you're more likely to find it through CBA's list of businesses during your time working with us.

The Extras CBA Provides

- Transparency
 - Case studies specific to your deal-in-question
 - Accurate information for the local market
 - An accurate representation of the other side of the deal (avoidance of “hype”)
 - A name, not a number, in our deal closure database (more on that later)
 - Evaluation of internal business units and liquidation advice
 - Strategic planning for future growth (for business buyers and investors)
 - One-on-one guidance for non-standard business transactions (e.g., technology transfers, “green” business transactions, Internet industry, LPOs, start-ups)
 - Business evaluations
 - Market studies
 - Consulting with experienced cross-border advisors
 - Access to a global network of experts
 - International legal and tax advisors
 - Business restructuring
 - Customised business plans
 - CBA’s exclusive deal closure database, updated daily, allowing access to over 30,000 buyers and investors
 - A long-term relationship with us
- Should there be something not included in this list, which is of vital importance to you and your business, please be so kind and let us know.

A Vital Help for Cross-Border Transactions: CBA has Unique Access to the Information of over 100 Million Active Companies from more than 200 Countries

	Active Companies	Inactive Companies	Unknown Status	Total
Total	104,081,493	19,852,136	2,919,510	126,853,139
of which are				
Headquarters/single locations	92,892,878	18,754,782	2,861,335	114,508,995
Branch locations	11,188,615	1,097,354	58,175	12,344,144
of which publicly quoted	62,611	770	67	63,448
of which industrial companies	62,772,220	8,696,350	771,723	72,240,293
Banks	22,477	9,181	1	31,659
Insurance companies	9,047	2,013	3	11,063
Very large companies	266,671	30,727	4,044	301,442
Large companies	1,201,776	133,546	28,452	1,363,774
Medium sized companies	7,081,806	754,227	100,889	7,936,922
Small companies	95,531,240	18,933,636	2,786,125	117,251,001
Number of companies with specific information				
Directors	63,178,274	14,037,707	2,539,637	79,755,618
Ownership	26,804,207	525,324	39,083	27,368,614
Shareholders	25,219,752	492,463	29,847	25,742,062
Subsidiaries	3,132,497	55,023	12,290	3,199,810
News	588,701	106,197	9,388	704,286
Overview information	2,019,639	176,743	32,677	2,229,059
Original documents	19,033,423	7,013,827	346,173	26,393,423
Company reports	15,274	248	13	15,535

Number of countries covered: 219
Total number of companies: 126,853,139 (status 12.6.14), with

- Financial strength indicators
- Country profiles and outlook from the EIU
- Directors and contacts
- Original filings/images
- Stock data for listed companies
- Detailed corporate structures
- Market research
- Business and company-related news
- M&A deals and rumors

CBA has Unique Access to Information on All Major M&A Deals Closed in the Last 20 Years Worldwide

Example deal size 0,5 – 1 bn € - excerpt from list of latest recorded M&A transactions

Country	Target Company	Acquiring Company	Country	Acquiror Business Description
GB	Aire	Techstars Ltd.	US	Startup, mentor accelerator & VC
RS	ALAS - Rakovac AD	Teko Mining GmbH	AT	Chemical products wholesaler
ID	Cabara	Bin Awas General Services	AE	Employment agency services
IN	Clearsharp Technology Pvt.Ltd.	Y Combinator LLC	US	New Business incubator & VC inv..
GB	Clausematch Ltd.	Techstars Ltd.	US	Startup, mentor accelerator & VC
MY	Eason Far East SDN BHD	Eason Paint PCL	TH	Paint and coating manufacturer
BG	Grand Bankso Lakshari Prop.	Mr. John William Bennett	FB	Individual
GB	Insecto PLC	Zentar Securities Ltd.	VG	Non-classifiable establishment
BM	Wing Lee Holdings Ltd.	Welltrade Group Ltd.	VG	Investment holding company
IN	Telecanor Global Ltd.	Mrs. Praturi Vijay Lakshmi	IN	Individual
SE	Newshubby	Mr. Russel Glenister	GB	Individual

Example deal size 50 - 100m € excerpt from list of latest recorded M&A transactions

Country	Target Company	Acquiring Company	Country	Acquiror Business Description
DE	Allianz SE	Nippon Life Insurance Co.	JP	Asset management & life insurance serv.
BR	VLI SA	Mitsui Co., Ltd.	JP	Automobile industry and iron ore mining
KY	Trausohn Holdings Co. Ltd.	Stryker Corporation	US	Orthopaedic reconstructive products mnfrs.
NL	Harvest-Vinccler Holding BV	Pertamina (Persero), PT	ID	Oil and gas drilling and exploration serv.
PL	GTS Poland sp zoo	Deutsche Telekom AG	DE	Telecommunications service provider
US	Progressive Finance Holdings	Aaron's Inc.	US	Consumer electronics and furniture rentals
MX	Office Depot de México SA	Grupo Gigante SAB DE CV	MX	Office supplies retailer, restaurant operator
NG	Enterprise Bank Ltd.	Asset Management Co.	NG	Asset management services
KR	Seoul Metro Line Nine Corp.	Shinan BNP Paribas A M	KR	Asset management services
CL	Empresa Eléctrica Guacolda	AES Gener SA	CL	Elect. distrib. & fossil fuel power generation
BR	Brasil Telecom Cabos Subm.	BTG Pactual ys Empresa	BR	Investment services

The complete listings of closed deals contain over 60 fields of deal related data, with all financials (including EBITDA multiples)

Strong Relationships

It is all about the people. We keep emphasising the benefits CBA can bring to your cross-border business transactions; the truth is that these benefits aren't inherent in our company. These benefits are the direct result of our relationship structure that we build among buyers, sellers and associates. We call it the CBA Relationship Triangle.



How Could You Benefit from Access to...

- Investors in over 50 countries?
- A database of over 30,000 buyers worldwide?
- A transaction database, updated daily with data on all open and closed deals, where we can trace potential buyers or sellers in your area of business?
- Access to the CBA database of projects and business opportunities from around the world?
- International associates with expertise ranging from local law to business negotiation?

The Expert Alliance

A Global Network of Professionals in Partnership with CBA

The establishment of the CBA Expert Alliance had one clear aim: To be independent from legal and tax advice provided by third parties, thereby avoiding conflict of interest.

Let's face it: Consultants cannot give you legal and tax advice or act as trustees and escrow agents. But we don't want to send our business partners on a wild goose chase for decent assistance. Thus, the establishment of the CBA Expert Alliance.

When working with CBA, the advice you receive as a buyer or seller is not polluted by any possible conflict of interest. In addition, because we provide consulting on only one end of the transaction (your end), you can be assured not to receive biased advice nor pressure toward quickly closing a deal. When you work with us, you can rest assured that we have your - and only your - best interests in mind.



Statistics:

Our associates
exist wherever
our clients do:

107 unique locations
in 52 countries

Strong market
positions in:
Western Europe
Central Europe
The U.S.

Growing market
positions in:
Asia & The Middle East
Central & South America
South Africa

The Consultants Group

A Global Network of Specialised CBA Consultants

Special deals in multiple industries need people with specific skills and experience to successfully accompany cross-border transactions over and above the ordinary.

That is why CBA partnered with consultants from a great variety of backgrounds, to help CBA and its Associates with their extremely professional knowledge during the closing and due diligence processes in a cross-border transaction.

Again, this has one clear aim: The independency form external consultants that are not part of the CBA family. Consultants associated with CBA are practicing under CBA's rules and regulations of confidentiality and business ethics within a sworn team of professionals, for the benefit of their clients.



CBA Consultants can only join CBA on invitation.

They are selected by profession and location to eventually complete CBA's global network of specialised consultants.

CBA Consultants have the benefit of being part of a superb global network, which opens doors to clients that were closed before.

More so, this global network gives them access to Associates that frequently require their services to successfully close transactions.

How to get started?

Go to the CBA Web Portal!

Follow this link to learn the four ways to use it!



The screenshot shows the CBA Web Portal homepage. At the top left is the CBA logo with the tagline 'Global Network of Business Advisers'. To the right are 'Log in', 'Register', 'Password', and 'Username' buttons. Below this is a navigation menu with links: Home, Focus, Services, Business Opportunities, Advisers, Network, Contact, and Careers. A search bar labeled 'Search Entire Site Content' is on the right. The main content area features a heading 'Ensure a Smooth and Safe Cross Border Transaction' followed by a paragraph about assistance. Below this is a section titled 'You Have Four Ways to Use This Site!' with four numbered cards: 1. CBA Services (pointing at a business diagram), 2. CBA Business Opportunities (holding a business model), 3. CBA Advisers (holding a gear), and 4. CBA Global Network (pointing at a world map). Each card has a brief description and a 'Read More...' link. At the bottom, a blue button labeled 'START HERE' is next to the text '...and to Connect Opportunities to Capital'. The Windows taskbar is visible at the very bottom.

CBA
Cross Border Associates
Global Network of Business Advisers

Log in Register Password Username

Home Focus Services Business Opportunities Advisers Network Contact Careers

Search Entire Site Content

Ensure a Smooth and Safe Cross Border Transaction

Get assistance on how to sell or buy a business, or to administrate and successfully close any kind of business opportunity in the new global market.

You Have Four Ways to Use This Site!

1 CBA Services

Whether selling or buying, you have unique goals and demands. To even get close to achieving these goals and fulfilling these demands, you need **credible answers**....

[Read More...](#)

2 CBA Business Opportunities

Our goal is to abet business transactions. Our **Transaction Helper 24/7** is a powerful business tool - in just 3 simple steps you could **find the ideal opportunity for you**...

[Read More...](#)

3 CBA Advisers

Our directory gives you quick access to finding an adviser. Search by country or expertise to find an expert to guide you through your cross-border transaction.

[Read More...](#)

4 CBA Global Network

Cross-Border Transactions are better with our global presence: our CBA advisers in 50 countries are crossing borders for you to take care of your globalisation plans.

[Read More...](#)

...and to Connect Opportunities to Capital

START HERE

A Network of Relationships

A Global Marketplace of Transactions





**We take
your business
beyond borders
so that it can grow**

Our associates are professional business advisors with a wide range of knowledge and expertise in cross-border tasks, and they already work where you want to go.

C|BA
Cross Border Associates
Global Network of Business Advisors

Thank You for Your Attention

Let us talk
if you want to join
our global network



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CEO, CBA International

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