

Market Place.

Marwah und Partner GmbH Elisabethstrasse 26, 1010 Wien, Austria



MUP 2016 Summer Cruise

Marwah und Partner (MUP) invited some of our friends & family to a lunch and cruise on Austrian Lake Traunsee. Despite changeable weather, everyone had fun at this Annual MUP Summer Event!

MUP appoints Senior Associate, Nordic Region, M&A and Private Equity.



Erkki Toljamo

Erkki Toljamo is a Finnish professional with extensive contacts and relationships in the region. He has proven expertise in identifying and appraising investment opportunities, setting up teams and closing investment rounds. He has worked on various deals with MUP for over 15 years. We are delighted to welcome him aboard!

MUP - - - and Indian Dance!

Vienna: Natya Mandir News – a magazine promoting Indian dance culture in Austria – launched its online news edition. MUP, which supports the organization, attended the launch party. “We are happy to help promote Indian culture in Austria”, said MUP-Partner and Austro-Indian Business Council Director Mag. Michael Klinger, MBA and congratulated Radha Anjali, founder and head of the Natya Mandir Association for Classical Indian Dance. Dr. Anjali is Austria’s most distinguished dancer in the classical Indian dance style Bharatanatyam. She made her debut in 1983 in Chennai at the Mylapore Fine Arts Auditorium, followed by many successful solo performances in Austria and around the world. Dr. Anjali teaches Bharatanatyam at the University of Vienna and in her school Natya Mandir. She founded Natya Mandir and



Dr. Radha Anjali with our chairman/CEO Raj Marwah

created numerous choreographies and dance productions. In her projects, she says, she is enthusiastically attempting to find a synthesis between tradition and contemporary dance forms.

Loyal MUP support associates celebrate 15 years of working with us!



MARTHA MOOSBRUGGER, 'Cyber' Secretary

"It's an honour to be mentioned in MUP's Marketplace news-letter. These last 15 years of working with your company have also been full of excitement and positive change in my life. (I got married and had 2 kids during this time!) MUP has meant, and still does, arranging for one partner or the other of you to get you to remote countries, and sometimes finding you in these places when something was urgent from Vienna.

It has meant dealing with visitors from all nations to our beautiful city, speaking many languages, and also: learning some new financial terminology! Thank you, Raj and Mike - - I couldn't ask for better bosses!" -- **Martha**

NIKOLAUS TETSIS, 'Transport Executive'

"First of all, thank you for giving me such a fancy title! But more than that, thank you for thinking of me in your magazine. These last fifteen years of driving you and your guests (arriving and departing Austria) also meant longer trips like to Budapest and Bratislava and, more than once -- the private jet terminal at Schwechat!

I can think of few other customers who have shown me so much trust, or given me so much support when necessary! I hope to work with you for another 15 years! Good Luck!" -- **Nikki**



Global Deal Book Highlights

current quarter

Wal-Mart: seriously beefing up on e-commerce

BENTONVILLE - Wall Mart Inc buys web-retailer Jet.com Inc. business of the world's largest retailer. The deal is also seen as a reaction to the threat that the increasing success of Amazon.com and others represents to Walmart.

"We're looking for ways to lower prices, broaden our assortment and offer the simplest, easiest shopping experience because that's what our customers want," said Doug McMillon, president and CEO, Wal-Mart Stores, Inc. "We believe the acquisition of Jet accelerates our progress across these priorities. We'll enable the Jet brand to be even more successful in a shorter period of time. Our customers will win. It's another jolt of entrepreneurial spirit being injected into Walmart." (source: Walmart)

Uber to Didi:

Surrendering China!

BEIJING - Uber Technologies Inc. will sell its China business to rival Didi Chuxing. This will bring the long-lasting price war in China to end and might pave the way to an IPO for Uber. According to previous reports, Uber has lost \$2 bn in China. Didi is buying Uber's Chinese brand, assets and data. Uber Technologies and Uber China's other shareholders, will receive a 20% stake in the new, combined company. After the deal Didi's market value is now at \$35 billion. Uber's was at \$68 million. Despite problems in other markets outside the US and Canada, Uber seems on track for a read for an IPO now (sources: various)

TIAA buys EverBank

NEW YORK, JACKSONVILLE – TIAA, a leading financial services provider, announced today an agreement to acquire EverBank, a nationwide consumer and commercial bank with \$27.4 billion in total assets. This acquisition significantly expands TIAA's banking and lending products and complements the company's full suite of retirement, investment and advisory services. EverBank stockholders will receive \$19.50 per share in cash, or an approximate total of \$2.5 billion. (Source: TIAA)

Morgan Stanley to dump Woolly's petrol stations

NEW YORK - Morgan Stanley's involvement with Woolworth dates back many years: Now it has been reported that they have been mandated to sell Woolworths' Petrol stations. Interested parties may be Caltex, Vitol or even BP. The size of the deal may go as high as \$1.5 billion. (source: various)

China in Brazil: looking for more gold - than just medals!

RIO DE JANEIRO - State Grid Corp. of China, the world's largest electricity provider wants to buy a controlling stake in CPFL Energia SA (CPFE3.SA), Brazil's largest power distributor. For that they have set aside 5.85 billion reals (\$1.8 billion). The lion share is supposed to be bought from the private Brazilian group Camargo Correa SA, which currently holds 23%. State Grid's offer is at 25 reals, other shareholders can outbid this or sell to the Chinese company on equal terms. The deal still needs to be approved by antitrust regulators. (source: various)

The Race for Biogen

FRANKFURT - According to several newspaper reports, there seems to be a real race for the US biotech group Biogen. Several industry players are supposed to have expressed strong interest – amongst them giants Merck of Germany and Allergan, which is headquartered in Dublin, Ireland. No official confirmation has been made so far, but Biogen (Market cap \$ 68 bill) shares are up by 20% versus last month. (sources: various)

Growth: Philippines beat China!

According to Fortune Magazine, the Philippines might have been Asia's fastest-growing economy in the second quarter of 2016. Data from India is still missing, but the 7% annual expansion in April-June announced by the government surely outperformed China's 6.7%. The Philippines already hit 6.8% in the first quarter, and were supposed to continue grow at a slightly lower rate according to a Reuters poll. India, which grew at 7.9% in January-March, will report April-June data on Aug. 31. It appears that campaign spending ahead of the May 9 presidential vote won by Rodrigo Duterte has helped. The Government expects that the economy will hit the 6-7% growth target for all of 2016.

Marwah und Partner GmbH (MUP) was originally founded in 1999 in Vienna, Austria, as an advisory company to leverage Mr. Marwah's worldwide network, and to provide a vehicle for his private investments. After Mr. Marwah closed some successful and quite large M&A transactions, we have recently focused Marwah und Partner GmbH on smaller transactions providing advisory services for companies with unique technologies seeking global expansion. At Marwah und Partner GmbH we take an active role in each client or investment, and provide access to world class international marketing and management expertise. Marwah und Partner GmbH has several European investments/clients and is currently exploring opportunities worldwide, seeking key private or state owned companies that are looking for capital and know-how to expand into international markets.

MUP Chairman/CEO Raj Marwah also has more than 21 years of worldwide advertising and marketing experience, working globally for multinational accounts in Sydney, Hong Kong, Toronto, Auckland, Dubai, Vienna, Bangkok, and New York. Raj was Chairman/CEO in New Zealand and Canada producing outstanding results. For the last 15 years Raj has executed major mergers and acquisitions in Europe and Asia on behalf of multinational clients based out of Hong Kong, Germany, and the USA.



MUP Partner Mag. Michael Klinger, MBA, is an experienced senior manager having served as CFO for several US corporations, most recently was the Financial Officer on the Management Board of a large Gas Distribution Company in Central Europe, and has also been the Regional (Europe) Vice President for Western Union International. Austrian-born Michael brings his hands-on corporate experience towards enhancing our ability to deliver the highest quality corporate services to clients, and to companies in which Marwah und Partner GmbH (MUP), occasionally, invests.

MUP (US) Vice President Donald Lemon has spent most of his 35 year professional career (MUP associate since 2000) in financial management and legal services based in China, Hong Kong, and Southeast Asia. A licensed US lawyer, Don is fluent in Vietnamese, a country where he worked for more than a decade.

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