

MERGER, ACQUISITION AND DISPOSAL SERVICES - PART OF A STRONGER EMS NETWORK

ELECTRONICS DESIGN & MANUFACTURE ASSET TRANSFERS - CASH GENERATION AND 'STORM PROOF' GROUP CONSOLIDATION DURING REDUCED DEMAND PERIOD

MHM Information and Consultancy Services are designed to help the CEM, Brand Name, Design House, OEM or ODM optimise Global Electronics Design and Manufacture resources. Often this means helping dispose of or acquire manufacturing or design facilities, for the OEM with an optimised supply agreement, or helping the CEM acquire Blue Chip design or production facilities in one of the World's developing markets.



Low Cost Base Plant MHM helped its CEM client acquire

Divest High Cost, Acquire Low Cost, Facilities

By identification of the best design or manufacture asset buyer, and optimisation of contract conditions, MHM will add \$M value to the asset disposal. An MHM project will achieve this by:

- Increasing the number of manufacturing or design partner prospects for divestment
 - Ensure the CEM is aware of all partner prospects, combinations and deal possibilities before proceeding
 - Divest/partner under best circumstances (+ best contract conditions)
 - Researching lesser known, but high quality, prospects, increasing 'bidding' competition
 - Optimise return from asset sale
 - Ensuring asset disposal opportunity is conveyed globally to all relevant CEMs, VCs, ODMs, OEMs and relevant others (Taiwan, USA, China, Europe,...)

Alternatively MHM can add \$M to selective supply chain additions.

- Providing a range of options
 - Add 5-10 options into the 2-3 you are already aware of
 - Options with load, in low-cost-bases
 - Design, service/repair and installation additions (Inc. ODM, VC and others)

Reconciling Optimum Electronics Design and Manufacture Resources With Asset Disposal Cash Proceeds Maximisation

MHM projects are designed to reduce short term costs by increasing the value received for the design or manufacturing assets. In addition MHM projects reduce medium term manufacturing costs by enhancing performance characteristics.

Cost Reduction & Cash Creation Services

Hence MHM will help the CEM maximise divestment proceeds while, if required, simultaneously enhancing manufacturing service provision in the lower cost bases or in higher value added services.

MHM is well connected, it publishes a yearly subscription Information Service 'Continuous Contract Electronics Design and Manufacture Information Service' (Most Global CEMs and many OEMs already subscribing) .

- MHM identifies top future Telecom System designers in design outsourcing project
- MHM identifies optimum supply chain management company for top Telecom System supplier

DIVESTMENT/ACQUISITION PROCESS OVERVIEW

Resources MHM will Utilise - Developed Over 14 Years Specifically for “Design & Manufacturing Options” Consultancy

- Partner Search resources developed over 14 years.
- For “Manufacturing and Design Partner” consultancy.
- 6-Person dedicated team, 50 years of experience.

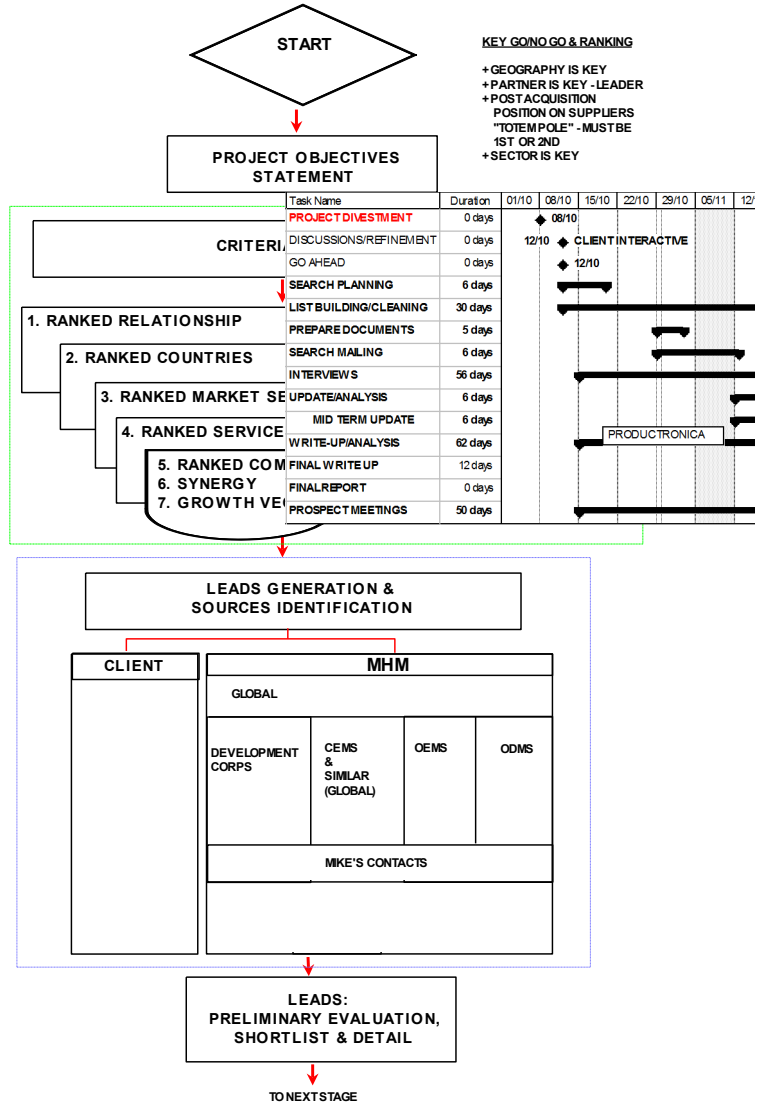
MHM’s Extensive Contact Network - Operating Globally

MHM conduct a manufacturing acquisition/divestment project every three months.

Its Global ‘Contact Network’ is unparalleled, 25,000 company database used each month.

Recent experience is given overleaf.

PROCESS OVERVIEW



RESULTS WITH MHM

In addition to the regular on-going advice contained in MHM's '*Continuous Electronics Design and Manufacture Information Service*', including the Email/Telephone enquiry line, MHM regularly conducts various customised projects.

Please follow links to [Acquisition](#), [Disposals](#) and [Supply Agreements](#).



MHM INFORMATION & CONSULTANCY SERVICES

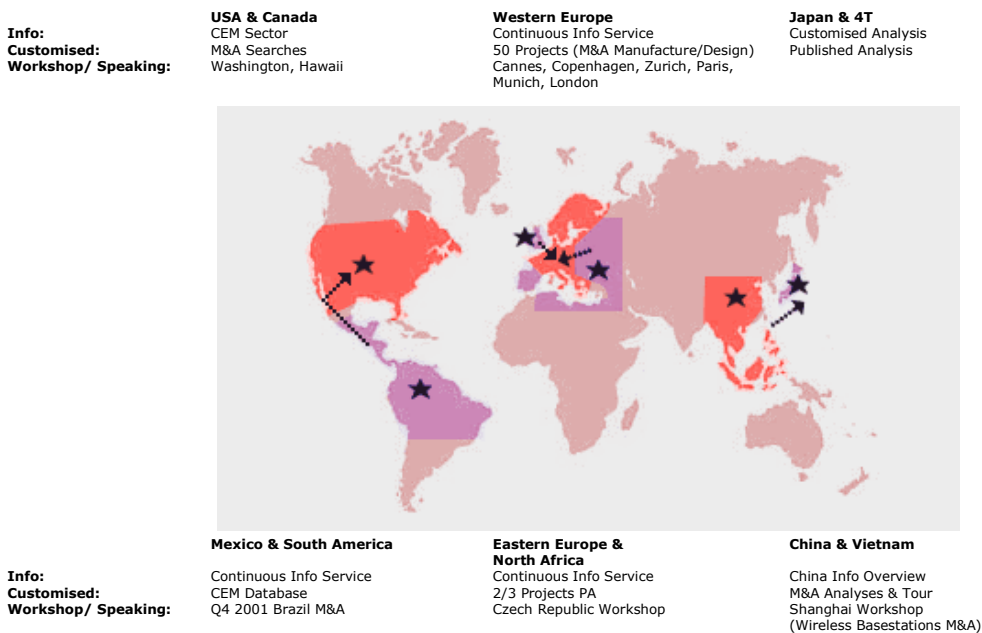
CLIENT BASE

MHM Information and Consultancy Clients include many well known names in Global Electronics System Supply Design and Manufacture, below a cross-section is given.

Brand Names and OEMs

- | | | | |
|----------------|-------------|--------------|-------------------|
| ▪ IBM | ▪ ABB | ▪ Siemens | ▪ Motorola |
| ▪ Landis & Gyr | ▪ Delta Q | ▪ Ascom | ▪ Alcatel-Lucent |
| ▪ Ericsson | ▪ Honeywell | ▪ Bosch | ▪ Hewlett Packard |
| ▪ Ferranti | ▪ NEC | ▪ Brother | ▪ Lexmark |
| ▪ Sagem | ▪ Pulse | ▪ Mitsubishi | ▪ Philips |
| ▪ Raytheon | ▪ Time | ▪ Pace | ▪ Toshiba |

GLOBAL ELECTRONICS DESIGN & MANUFACTURE RESOURCE DEVELOPMENT - USING MHM EXPERIENCE



Supply Chain Facilitators

- | | | | |
|-----------------|---------------|---------------|------------|
| ▪ Celestica | ▪ Moduslink | ▪ Sanmina-SCI | ▪ Kimball |
| ▪ Kimball | ▪ Flextronics | ▪ Solectron | ▪ Litton |
| ▪ Incap | ▪ TT | ▪ Scanfil | ▪ Raytheon |
| ▪ Jabil Circuit | ▪ AWS | ▪ C-Mac | ▪ Trend |

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