

Market Place.

Marwah und Partner GmbH Elisabethstrasse 26, 1010 Wien, Austria

Marwah und Partner invest 12% in Spero Academics – a global revolution in STEM education!



Mr. Donald Lemon (SPERO Academics CEO) and Mag. Michael Klinger (MUP partner) shown here signing MUP's Exclusive International Representation as well as Private Equity contracts of affiliation and partnerships last month in Texas.

For the last 9 years straight, STEM has been the fastest growing sector in education worldwide. Now, a new SPERO-funded after-school student enrichment program (The CORE™) is ready for worldwide launch. SPERO Academics and CORE™, using revolutionary new and proven student-driven learning methods for Science, Technology, Engineering and Mathematics..

For-profit CORE™ franchisees and licensees will now be able to finally help 'after-school students' worldwide to more fully participate in Science, Technology, Engineering and Mathematics (STEM) projects that are, for the first time, totally student driven. CORE™- installed student enrichment centers --- known as Teknasium™ --- now already working out of their

'proof-of-concept' facility in Rockwall County, have already proved over a full year of operation that the concept is now ready for installation anywhere in the world. It has been shown that student's retention of science, technology, engineering or math learning by using CORE™ methods (whereby the student is in charge of his own drive for knowledge in the project room – i.e., being free to choose his or her own three team mates, and their own projects and even choosing the timing when or even if to approach the trained 'facilitators' for advice) is much higher than 'older' STEM 'instruction methods'.

MUP has already started fielding queries from regions as diverse as Australia, China, India, Europe, Brazil, Mexico and Canada.

MUP visited the first CORE™ Teknasium™ in Rockwall !



MUP welcomes Prof. Martin Maltais, Ph.D., M.A., B.Ed.

Martin Maltais joins the Marwah und Partner Advisory Board!



Vienna/Quebec Martin Maltais is professor of finances and policy of education and head of the School Manager Program at Université du Québec à Rimouski (UQAR) in Canada. His research focuses on University, School and research finances and policy. He's involved in the Interuniversity Research Center on Science and Technology.

In this perspective, Dr. Maltais has already proved invaluable on the latest Marwah und Partner GmbH investment in STEM education. Martin is also an associate in Strategeum, a consulting firm that specializes in strategic analysis and consulting, campaign organizing, business development, planning and operations management as well as problem fixing.

Further he acts as a member of the Scientific Committee at INO. INO offers a complete range of integrated services in the fields of optics/photonics to clients of all descriptions in every field of industrial activity. It also possesses a variety of technologies and innovative processes based on a strong IP portfolio. These assets could represent unique business opportunities for companies wishing to commercialize them.

Finally, Martin is an expert on African issues, (a new and recent area of interest for MUP) and acts as a member of the Canadian Council on Africa.

Global Deal Book Highlights

current quarter

ROSNEFT goes INDIA!

Probably be the largest FDI from Russia to India ever.

In early 2017 a consortium led by Rosneft will take over 49% Essar Oil in an all-cash deal valued for a total of USD 13 bn. Rosnefts - its majority owner is the Russian state (its largest minority owner with 19.75% is BP) - will be part of a consortium with Trafigura of Amsterdam and United Capital Partners of Moscow. Essar Oil is India's second biggest private oil firm. A large stake of the funds will be financed by Russian majority state owned VTB Bank. The deal was carefully structured to avoid troubles with western sanctions against Russia over its role on the Krimea peninsula. All three partners will hold equal stakes - at least for the time being. The deal was finalized after Indian Prime Minister Narendra Modi and Russian President Vladimir Putin met at a summit in the western state of Goa on 15 October. The consortium will pay some USD \$10.9 billion for Essar's assets and another \$2 billion for the acquisition of the Vadinar port in the state of Gujarat and VTB Bank will lend Essar another USD 3.9 billion to restructure its debt (sources various).

Verizon to Yahoo: Been hacked? – Get me a billion off!

NEW YORK, NY; SUNNYVALE, CA: It has been all over the place: First Yahoo had to commit that already in 2014 it became victim of an attack during which 500 million user names and passwords were hacked. Now we have to learn that Yahoo has received a secret court order to scan emails for terrorist information. No wonder that Verizon's CEO Tim Armstrong seems to be reevaluating the deal. His options seem to be a complete pull-out or a hefty discount (USD 1 billion off the USD 4.8 billion originally offered). He obviously feels that the value of Yahoo has been diminished by those recent news. Also there are fears that liabilities may have to be settled associated with the hack. Originally Armstrong intended to join Yahoo with AOL, another USD 4.4 billion acquisition from only one and a half years ago, by the hips to create a customer base of 1 billion and a serious competitor for Google and Facebook in the battle for advertising money (sources: various).

DOW/Dupont: EU-review continues

BRUSSELS: Starting with October, the European Union resumed its anti-trust review of the intended merger of US-Corporations Dow Chemical and DuPont. Originally the European Commission had been notified on 22 June and

then asked for missing information which was supplied in September. There seem to be substantial worries the combination of the two companies may reduce competition in crop protection, seeds and a range of petrochemicals. While a break-up into 3 separate organizations was part of the plan that the two giants announced last December, the intended merger would at first result in one huge company with over USD 120 billion market capitalization. Having received additional information from both DuPont and Dow Chemicals, the European Commission now set a new date of 6 February to complete its investigations. (sources: various)

How to Run a Billion-Dollar Fund While Fighting a \$5 Billion Lawsuit

Former Autonomy CEO Mike Lynch is running a hands-on fund while he battles HP in court.

Source: <http://www.bloomberg.com/news/articles/2016-10-06/how-to-run-a-1-billion-fund-while-fighting-a-5-billion-lawsuit>

Marwah und Partner GmbH remains especially gratified that Dr. Lynch and his team twice got on a private plane and flew to us in to Vienna to have serious negotiations with a global Euro-



pean company that we had put up to his team for acquisition consideration. While, for various and possibly unrelated reasons, the deal did not finally go through, we came away impressed by Invoke Capital's approach to projects, and our team learnt a lot from the exercise...

More MUP News

In the meantime, we have just successfully concluded another M&A deal that is due for announcement by client in a few weeks! We are tremendously excited by the challenges and the opportunity ahead!

You win some ... and then you win some!

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.

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