



International Management and Engineering Services

Zurich - London - Singapore - Shanghai - Beijing

Company Profile



Overview



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IMES Management AG

**We promote and support the global success of your company.
We facilitate your entry into the Asian markets.**

- High quality service
- Exceptional expertise
(entrepreneurship, finance, management, operations, research & development)
- Access to experts on Asian business
- Your partner - from giving advice to setting up turnkey production facilities



IMES Management AG: The very beginning



How everything started

IMES founder Prof. Dr. Weidmann started in the banking business. As a member of the Executive Management Board of Swiss Banking Corporation (SBC), he was responsible for corporate finance in charge of domestic corporate clients.

In 1997, his clients - small and medium-size businesses - were hit by an economic downturn. The main reason was the globalisation process triggered, among others, by the growth of the WTO World Trade Organisation, which provided for a step-by-step reduction of tax barriers, but also by email which made communication faster and cheaper, and international commercial flights for people and goods offered at favourable prices. European companies were – mostly involuntarily - forced to shift labour-intensive work to Asia (in parallel, U.S. companies moved their production sites to Mexico).

成功

IMES Management AG: The very beginning



How everything started

IMES Management AG's business goal was to support these clients of the bank by establishing new production facilities in Asia.

Before 2000, the main motivation was cheap labour and therefore lower production costs; in the new millennium, the reason to go East is mainly to penetrate the new developing markets.



IMES Management AG: Our vision



Bridging the gap between Europe and Asia

We are the leading organisation in Europe to provide the following services in Asia:

- Turnkey production facilities (as your general contractor if desired)
- Supplier bases and markets
- Business partnerships

Experts in business consulting and OEM start-ups

We support you in Europe and Asia focusing on:

- Improving your operation to world-class level
- Restructuring, turnarounds and organizational structures
- Establishing OEM start-up companies from planning phase till mass production

Four good reasons to choose IMES

1 **Profound experience in setting up businesses**

- Capable to take over full responsibility for building and to operate new ventures
- Assembling comprehensive efficient teams including all relevant specialists

2 **Proven track record in turnarounds and restructuring**

- Worldwide consolidation and relocation of production facilities
- Implementation of all kinds of outsourcing and process improvement programmes

Four good reasons to choose IMES

3 Large local network and toolbox

- Comprehensive databases maintained by IMES (industrial parks, suppliers, labour & tax regulations, etc.)
- Local network allowing you to find appropriate local business partners, suppliers, certification agents, tenants, IT systems providers etc.

4 Carefree service

- One partner for you – covering every discipline
- From planning to troubleshooting
- Hands-on approach

Services

A grayscale background image showing the silhouettes of several people holding open umbrellas, suggesting a rainy day or a festival. The image is divided into four quadrants by white lines.

**Establishing
production plants in Asia**

Business consulting

Management

OEM start-up

Establishing production plants in Asia

Planning

- Evaluation of location
- Legal work for foundation
- Rental agreements
- Licensing processes
- Permits
- Funding, financial engineering
- Insurance
- Tax optimisation
- Marketing studies, evaluation sales channels
- Organisation structures

Factory set-up

- Physical construction
- Installation of systems (accounting, controlling, security, IT and ERP, etc.)
- Logistics
- Recruitment, hiring and training of local workforce
- Evaluation of top management
- Quality assurance, certifications (ISO, CE, etc.)
- Sales and marketing, partnerships

Establishing production plants in Asia

Sourcing

- Evaluation of strategic suppliers
- Negotiations
- Support in contract drafting
- Supplier improvement programmes

Business consulting

Strategies

- Portfolio assessment
- Technology transfers
- Make or buy
- Global organisation
- Due diligence

Improvement & Turnaround

- Process analysis, metrics
- Reengineering
- Lean production
- Value engineering, DFA
- Sourcing programmes

Restructuring

- Consolidation of sites, relocation
- Product pruning, down sizing
- Layoffs, severance payments
- Divesting assets

Management

Interim Management

- In Europe or Asia
- Special experience in operations and factory set-ups

Project Management

- In Europe or in Asia
- For dedicated tasks based on our profile

Turnaround Management

- To return to profitability

Support OEM start-up companies

Finance & Legal

- Business plan
- Project planning
- Funding, financial engineering
- Legal set-up of company
- IP
- Legal contracts

R&D Programs

- Define product portfolio
- Product development roadmap
- Management of R&D projects
- R&D infrastructure and training
- Liaise with universities, institutes

Support OEM start-up companies

Operations, marketing & sales

- Marketing and sales plan
- Sales organization, distribution
- Set-up production incl. IT, security
- Sourcing, Logistics
- QA and certifications

Customer Benefits

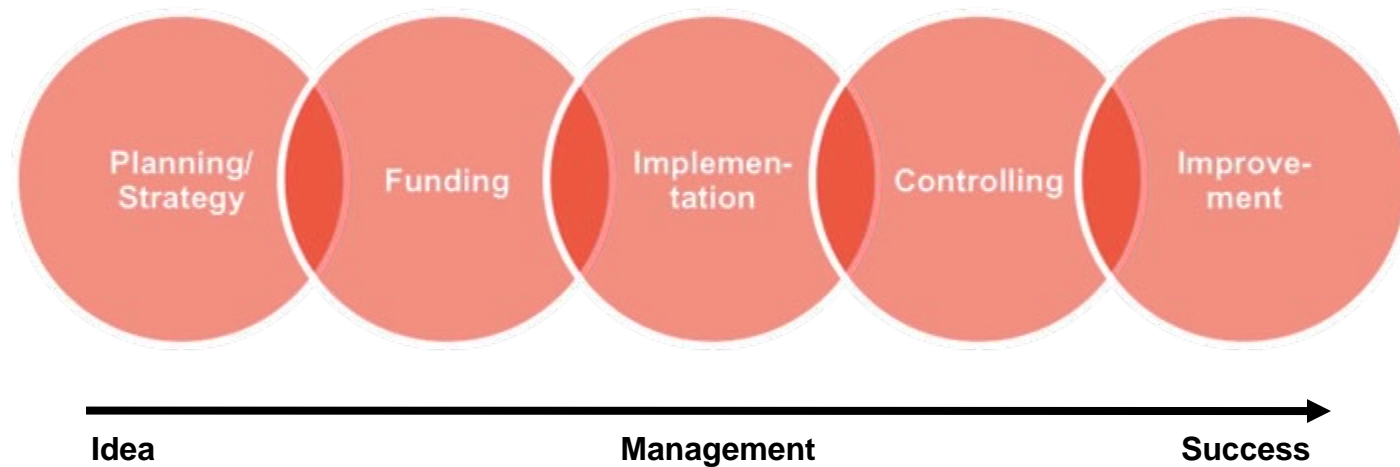


- Devote your time to your business
- IMES as a 'one-stop shop' - IMES as general contractor
- Comprehensive experience in operational businesses
- Valuable business contacts
- Reduced market entry time
- Reduced costs and investment
- Reduced business risks



Customer Benefits

IMES offers an integral set of management services



Projects: Our Customers



- Small and medium-size up to international holdings
- National and international companies
- High tech Industries, mechatronics, electronics, machinery
- European companies with subsidiaries in Asia
- Start-ups

Projects: Selected samples



- Set-up of a production plant for power supply assembly in South China
- Set-up and operation of 4 production plants for high-precision tooling and plastic moulding, high-tech electronics and mechatronics assembly in three Southeast Asian countries (contract manufacturing)
- Relocation of production of kitchen tools of a Swiss OEM company to key suppliers in South China and closing down of Swiss plant
- Relocation of semiconductor equipment from a OEM company in Switzerland to Singapore
- Establishing and monitoring improvement programme in a Singapore plant (subsidiary of Swiss OEM company) manufacturing and selling equipment for the aviation industry
- Evaluation of strategic suppliers in China for a German OEM company

Projects: Selected samples



- Restructuring the site of a Swiss OEM company and improving the operational excellence of a subsidiary plant in Eastern China
- Establishing production strategy for a Swiss OEM company selling building control systems
- Setting up several companies in Eastern Germany (Sachsen-Anhalt and Brandenburg) involved in plastic processing
- Establishing a start-up company in Switzerland developing new air conditioning systems

Set-up of a production plant for power supply assembly in South China

▶ OBJECTIVE

To set-up a production unit in the Shenzhen region and start mass production of a mobile adapter.

▶ IMPLEMENTATION

An IMES core team together with experts from Hong Kong managed the whole set-up from the green field to large mass production:

- Evaluation of location and site
- Legal set-up
- Renovation
- Setting up of assembly lines
- Hiring and training people
- Evaluation of suppliers
- Establishing all the necessary systems

At that time in China, industrial parks, local services, logistics, and suppliers were in the very early stages of development ...

▶ SUCCESS

In a poorly developed environment, series production started within a timeframe of 6 months, including ISO certification. Hundreds of staff were recruited and trained from scratch.

After a successful start, the company developed very quickly under the new ownership of Salcomp (Finland) www.salcomp.com. New factories opened in the Shenzhen region. Today it is the biggest market player for mobile adapters producing more than 20 million battery chargers per month (10,600 employees).



Projects: Selected samples



Set-up and operating of production plants for high-precision tooling and plastic moulding, high-tech electronics and mechatronics assembly

▶ OBJECTIVE

To set up 4 production plants in three countries in Southeast Asia to provide customers in the U.S. and Europe with components (contract manufacturing)

▶ IMPLEMENTATION

IMES evaluated locations in several Asia countries and created the legal set-up for:

- A tool and plastic factory and sourcing centre in Singapore
- Assembly factories in Batam (Indonesia) and Ho Chi Minh City (Vietnam).

IMES took the lead and assumed full profit-and-loss responsibility for the projects, starting from scratch to a fully operating, licensed and certified production facility. Simultaneously, marketing activities were launched in South Asia, in the U.S. and Europe. IMES assumed full profit-and-loss responsibility for operating factories in a start-up phase before handing them over to new ownership.

▶ SUCCESS

Parallel set-up and start of production in 4 factories in 3 countries within one year. Recruitment of professional local management teams at every site. Beside other customers three major OEM producers from the U.S. and Europe decided to start production of key components at these new sites.

IMES arranged 100 percent of the financing consisting of private equity and bank loans.

IMES took the lead and full profit-and-loss responsibility of the projects: Starting from scratch to a fully operating, licensed and certified production.



Projects: Selected samples



Set-up and operating of production plants for high-precision tooling and plastic moulding, high-tech electronics and mechatronics assembly



Panatec (Indonesia)



Ecotool (Singapore)



Anam (Vietnam)

Relocation of production of kitchen tools from Switzerland to South China and closing down of the original Swiss plant

▶ OBJECTIVE

To transfer production (tooling, injection moulding, stamping, assembly) of kitchen tools from a Swiss plant to South China.

▶ IMPLEMENTATION

In its function as a global operations manager, IMES was fully responsible for:

- Managing production in the Swiss factory
- Planning and executing the technology transfer (know-how transfer)
- Evaluation and developing strategic suppliers in South China
- Establishing new supply chain processes between suppliers in China and sales organisation in Europe

Manufacturing of products (including key assets) was transferred to four strategic suppliers in South China. Storage, shipping, and the distribution of goods to end customers was taken over by an international forwarder.

The production in Switzerland was shut down gradually and at the end production equipment was sold at a final auction.

▶ SUCCESS

Shut-down and technology transfer was realised within the targeted time of 18 months.

Challenge to maintain production in Switzerland during technology transfer and ramp-up time in China.

Managing a complex task without any delay or quality problems.

Management team



An experienced team with complementary skills and experience

- The company is led by Senior Partners with combined more than one hundred years of professional business experiences
- A team with comprehensive and multifunctional skills and experiences
- High professional standards in project work
- Strong emphasis on bottom-line results during project implementation
- Independent of third parties
- Highly efficient
- Driven by implementation and results
- Technical and commercial background

Management team



Prof. Dr. Urs A. Weidmann
CEO

- Project management & general set-up
- Funding
- Legal (licenses, permits)
- Contracting
- Government contacts
- IP



Hans Strasser
COO

- Operations
- Management of product development
- Sourcing and Logistics
- Restructuring
- Technology transfer
- QA and certifications



Thomas Hegg
CFO

- Finance controlling
- Business planning
- Legal
- Tax
- Human resources
- Funding
- Subsidies



Dr. Reto Holzner
CSO

- Research & development
- Technical know-how transfer and relocation of R&D to Asia
- Evaluation and training of R&D teams
- International scientific-industrial networking

Management team



Prof. Dr. Urs A. Weidmann | CEO

Professor for Energy Economics, University of Baku, Azerbaijan
PhD, Doctor of Science (Technology), ETH Zurich
Scientist at the Energy Research Institute of Switzerland
M.S. in Electrical Engineering, ETH Zurich;
International Banking Education (National Westminster Banking Group NatWest, London)

Professional experience

Credit Suisse AG | Zurich, Switzerland
Head of Financial Engineering

UBS AG | Basel, Switzerland
Member of the Executive Management Board
'Corporate Finance, Domestic Corporate Clients'
Global Investment Banking: 'M&A', 'Venture Capital' and 'Project Finance' activities

IMES Management AG | Cham, Switzerland
CEO and Member of the Board

Management team



Hans Strasser | COO

M.S. in Mechanical Engineering, ETH Zurich

Professional experience

ABB (Switzerland) AG | Baden, Switzerland
Head of 'Industrial Production Systems' Division

Rockwell-Automation (Switzerland) AG | Aarau, Switzerland
Head of 'Production' Division

ABB Daimler-Benz Transportation (Switzerland) AG | Zurich, Switzerland
Development and Production Manager (Power Converters, Propulsion & Train Control Systems)

DaimlerChrysler Rail Systems AG | Berlin (Germany) / Zurich (Switzerland)
President of worldwide 'Propulsion and Locomotives' divisions with factories in all continents

DaimlerChrysler Rail Systems (Switzerland) AG | Zurich, Switzerland
Member of the Executive Board and Member of the Board

IMES Management AG | Cham, Switzerland
COO

Management team



Thomas Hegg | CFO

lic. oec. HSG, University of St. Gallen
M.S. in Economics, University of St. Gallen

Professional experience

Abegglen & Partners | Zurich, Switzerland
Consultant

Buehler | Uzwil, Switzerland
Controller, Financial Manager, and member of the management team for joint ventures in China

Daetwyler Cables+Systems AG | Altdorf, Switzerland
Head of Finance & Controlling and member of the management team

SAP Switzerland | Regensdorf, Biel, Switzerland
CFO, Head of Finance & Administration, and member of the management team

Panta Rhei AG | Kreuzlingen, Switzerland
Director, Management of international investment projects

Nebiker AG | Sissach, Switzerland
Member of the Board

Hoffmann Neopac AG | Thun, Switzerland
Member of the Board

IMES Management AG | Cham, Switzerland
CFO

Management team



Dr. Reto Holzner | CSO

PhD, Physics Department, University of Zurich
M.S. in Physics, ETH Zurich; Dipl. Phys. ETH

Professional experience

Otago University | Dunedin, New Zealand

Post Doc Research Position at Physics Department:
Nonlinear Dynamics and Laser Physics

University of Zurich | Zurich, Switzerland

Associate Professor at Physics Department:
Nonlinear Dynamics and Laser Physics

Contraves Space AG | Zurich, Switzerland

Project manager for laser-based communication links
between geostationary satellites

Huber + Suhner AG | Pfaeffikon, Switzerland

R&D Senior Scientist: Communication systems based
microwave and laser components

Spectraseis Technology AG | Zurich, Switzerland

CSO Chief Scientific Officer: Hydrocarbon detection
based on low frequency seismic array measure-
ments

IMES Management AG | Cham, Switzerland

CSO



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