



CLAUS ERIK MADSEN
Managing Director



A NEUMANN & ASSOCIATES, LLC
Postal Box 500
84 First Ave
Atlantic Highlands
New Jersey
07716

FOCUS

- Valuations: An independent 3rd party “fair-market appraisal” for many different purposes; no obligation to sell – updates within 24 months
- M&A Advisory: From valuation to marketing to due diligence to closing, we help business owners sell their business while maintaining complete confidentiality and maximizing financial return using a proven process honed over 30 years and hundreds of deals

EDUCATION

- MBA, Fordham University, New York, NYC, 1989
- BA Economics, Copenhagen Business Schools, 1982
- Executive Management Program, IMD
- Executive Program, Stanford University

EXPERIENCE

- Turnaround of struggling start-up and sale to market leader
- Oversaw Greater China sub-region and directed restructuring of \$300M Hong Kong operation, and developed new strategic direction
- Entered the Mexican market through an acquisition and grew business into a \$100M operation with 15,000 employees
- Formulated and executed strategic plans to reestablish a profitable operation in Argentina coming out of a severe recession
- Expanded the Latin American business into Uruguay and Chile through organic and acquisitive growth
- Full-time father for 2 years coaching intramural football (soccer) tournament for the International School
- Defined and led internationalization strategies for Asian & European distributor network and subsidiaries in the USA

**MEMBERSHIPS
and LICENSES**

- Member of various Chambers of Commerce in Florida
- Licensed under Florida Real Estate Laws

ACTIVITIES

- Supporting Second Harvest charitable organization through labor at distribution center
- Loves a good game of tennis
- Enjoys yoga and meditation for a kinder world