

IMAP

DEALBOOK

2016



CONTACT

Sudhanshu Karandikar
sk@imap.com

IMAP, Inc.
Balmes, 114 5th floor
08008 Barcelona - Spain
www.imap.com
T: +34 936 026 710

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IMAP

DEALBOOK

2016

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Today IMAP provides clients with access to seasoned sector experts from more than 40 leading investment banking teams around the world.

Jurgis V Oniunas IMAP Chairman

As we go to print with the third edition of the Dealbook, IMAP continues to hold its position as one of the world's leading global M&A advisories for the mid-market. After a bumper year in 2015, M&A activity has slowed in early 2016 and further deal activity is looking subdued for the latter part of the year, due in part to uncertainty fueled by Brexit and U.S. elections in November.

Beneath the numbers, what makes IMAP unique is as pertinent now as it was back in 1973: providing our clients with M&A opportunities on a global scale. IMAP continued to strengthen its international foothold in the last 12 months, welcoming new partners in strategic locations – Poland, Colombia and India. IMAP is a dynamic and evolving organization, which at its core shares the same common values and principles, working together to forge lasting relationships with our clients and delivering differential value in all that we do.

Our investment in greater seamless cross-border collaboration and leveraging sector expertise has allowed us to unlock cross-border M&A opportunities for our clients through our relationships and reach. We are continually working toward a broader service platform by giving our clients the possibility to leverage private sector and public market solutions.

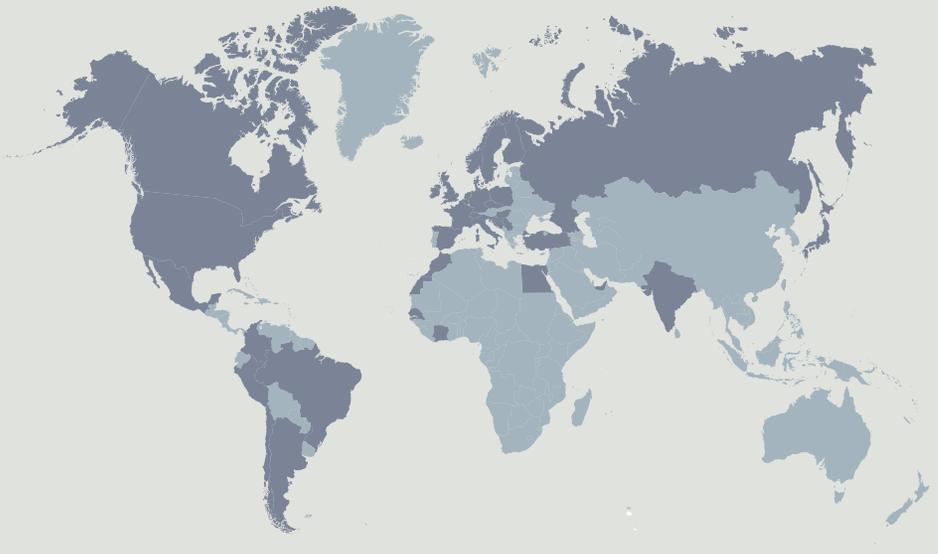
Today IMAP provides clients with access to seasoned sector experts from more than 40 leading investment banking teams around the world. Going forward, the IMAP organization will continue to strengthen by adapting to global changes and continually improving our service to clients. The IMAP organization has truly never been stronger.

IMAP HIGHLIGHTS 2015 - 2016:

- Consistent with IMAP's track record, cross-border deals comprised 32% of its yearly transactions.
- One of IMAP's largest public M&A deals in 2015 was closed by IMAP Chile who advised Empresas Públicas de Medellín E.S.P (EPM) in their acquisition of Aguas de Antofagasta S.A., a cross-border transaction valued at US\$965m. IMAP Mexico assisted IMAP Chile when presenting this acquisition opportunity to EPM.
- IMAP's highest value public M&A transaction of the 2015 year was closed in Europe. IMAP Italy represented the buyer Advent International-Bain Capital-Clessidra when it acquired a controlling interest in ICBPI for €2.15bn.
- In North America the number of deals in 2015 also rose with the keynote public deal in the region at an estimated US\$380m closed by IMAP Boston, which advised TR Manufacturing on its acquisition by Corning.
- IMAP ranked 9th in Europe by number of M&A deals under US\$200 million in H1 2016 (Thomson Reuters).
- The Japan External Trade Organization (JETRO) appointed IMAP Japan in December 2015 to run their inbound investment program. The initiative has both the governmental and operational support required to enable IMAP to bring foreign investors to Japan.
- One key event that took place in 2015 was CPhi Worldwide 2015, where Dr. Christoph Bieri from IMAP Switzerland was invited to speak as the M&A expert.
- IMAP Boston Founder and President John Ferrara, was named US M&A Dealmaker of the Year and the firm received a total of 8 awards, including being named the 2015 Boutique M&A Investment Bank of the Year at the M&A Atlas Awards.

About IMAP

IMAP HISTORY TIMELINE



- Argentina
- Belgium
- Bosnia and Herzegovina
- Brazil
- Canada
- Chile
- Colombia
- Croatia
- Czech Republic
- Denmark
- Egypt
- Finland
- France
- Germany
- Hungary
- India
- Ireland
- Italy
- Ivory Coast
- Japan
- Mexico
- Morocco
- Netherlands
- Norway
- Peru
- Poland
- Russia
- Senegal
- Serbia
- Slovenia
- Spain
- Sweden
- Switzerland
- Turkey
- United Arab Emirates
- United Kingdom
- United States

Global Reach

IMAP offers an exceptional combination of global breadth and local depth to the client transaction. IMAP is located in more than 35 countries throughout North and South America, Eastern and Western Europe, the Middle East, Africa and Asia. These firms share common values and principles, reinforced by rigorous standards and qualifications to ensure unmatched service, quality and unequalled results.

1973

Founding of IMAP by a group of US-based M&A Practitioners under the acronym NAMAC.

1993

Merger of two US-based M&A advisory organizations (INTERMAC and IMAP) into one.

1999

Presence in UK, France, Germany Spain and Italy.

2005

Merger of Central and Eastern European organizations (MACEE) into IMAP.

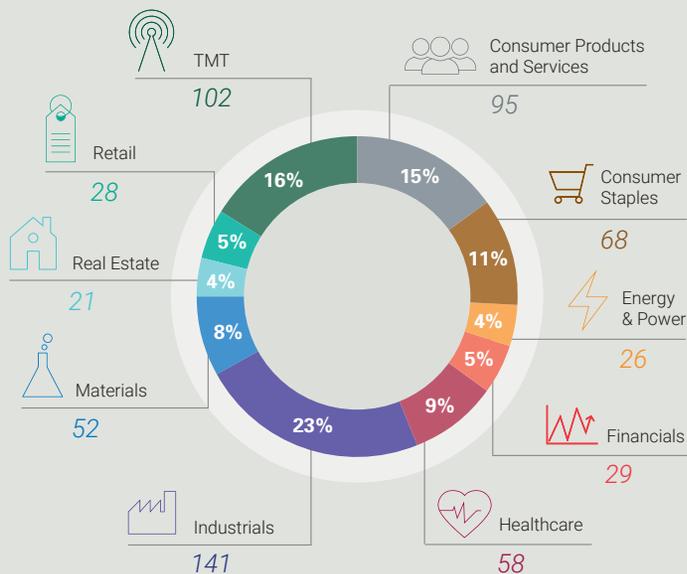
GLOBAL PERFORMANCE 2013 - 2015

**Undisclosed Values & Values
up to \$200 million**
(Based on number of transactions)

Rank	Financial Advisor
1	PwC
2	KPMG
3	Ernst & Young LLP
4	Deloitte
5	Rothschild
6	BDO
7	IMAP
8	Houlihan Lokey
9	M&A International
10	Lazard

Source: Thomson Reuters

DEALS BY SECTOR 2013 - 2015



2008

Consolidation of cross-border collaboration.

2010

IMAP adds more global locations.

2014

Presence in Peru, Norway and Brazil.

2015

IMAP coverage extends to Colombia, Morocco, Senegal and Ivory Coast.

2016

IMAP adds new offices in India and Spain.

Deals



Consumer Products & Services

Up to \$500M

- 1 PwC
- 2 KPMG
- 3 BDO
- 4 Ernst & Young
- 5 Deloitte
- 6 M&A International
- 7 IMAP**
- 8 Houlihan Lokey
- 9 Mizuho Financial Group
- 10 Rothschild



Consumer Staples

Up to \$500M

- 1 PwC
- 2 KPMG
- 3 Rothschild
- 4 Deloitte
- 5 Houlihan Lokey
- 6 IMAP**
- 7 Ernst & Young
- 8 Sumitomo Mitsui
- 9 Mizuho Financial Group
- 10 BDO



Industrials

Up to \$500M

- 1 PwC
- 2 KPMG
- 3 Ernst & Young
- 4 IMAP**
- 5 Deloitte
- 6 BDO
- 7 Rothschild
- 8 Lincoln International
- 9 Mizuho Financial Group
- 10 M&A International



Materials

Up to \$500M

- 1 PwC
- 2 Ernst & Young
- 3 KPMG
- 4 BDO
- 5 Deloitte
- 6 Lincoln International
- 7 IMAP**
- 8 Rothschild
- 9 Mizuho Financial Group
- 10 Houlihan Lokey



Energy & Power

Up to \$100M

- 1 PwC
- 2 KPMG
- 3 Ernst & Young
- 4 Simmons & Co
- 5 RBC Capital Markets
- 6 Deloitte
- 7 Evercore Partners

19 IMAP

- 20 Sumitomo Mitsui
- 21 Raymond James



Financials

Up to \$200M

- 1 PwC
- 2 KPMG
- 3 Ernst & Young
- 4 Rothschild
- 5 Deloitte
- 6 Houlihan Lokey
- 7 Lazard

8 IMAP

- 9 BDO
- 10 Goldman Sachs



Healthcare

Up to \$200M

- 1 PwC
- 2 Houlihan Lokey
- 3 KPMG
- 4 Deloitte
- 5 BDO
- 6 The Braff Group
- 7 Rothschild

8 IMAP

- 9 Ernst & Young
- 10 Jefferies



Real Estate

Up to \$100M

- 1 PwC
- 2 KPMG
- 3 Ernst & Young
- 4 Duff & Phelps
- 5 Industrial & Comm Bank China
- 6 Jones Lang LaSalle Inc
- 7 CBRE Holding SAS

21 IMAP

- 22 Nomura
- 23 DC Advisory



Retail

Up to \$200M

- 1 KPMG
- 2 PwC
- 3 Sumitomo Mitsui
- 4 Mizuho Financial Group
- 5 M&A International
- 6 Rothschild
- 7 Deloitte
- 8 Nomura
- 9 BDO

10 IMAP



TMT

Up to \$200M

- 1 PwC
- 2 KPMG
- 3 Ernst & Young
- 4 Deloitte
- 5 BDO

6 IMAP

- 7 M&A International
- 8 Houlihan Lokey
- 9 Sumitomo Mitsui
- 10 Mizuho Financial Group





Consumer Products & Services

Up to \$500M

Source: Thomson Reuters

- 1 PwC
- 2 KPMG
- 3 BDO
- 4 Ernst & Young
- 5 Deloitte
- 6 M&A International
- 7 IMAP**
- 8 Houlihan Lokey
- 9 Mizuho Financial Group
- 10 Rothschild



EDUCATIONAL SERVICES



L-BILG

SPV
CZECH REPUBLIC

Acquired 100% of the Company

Vysoka škola hotelova (The Institute of Hospitality Management)

Private University
CZECH REPUBLIC

Advised on Purchase of Company

Advised L-BILG on the acquisition of the entire share capital of Vysoka škola hotelova, a Praha-based college operator. Concurrently, L-BILG acquired Prvni soukromá hotelova škola.



L-BILG

SPV
CZECH REPUBLIC

Acquired 100% of the Company

Prvni soukromá hotelova škola

Private High School
CZECH REPUBLIC

Advised on Purchase of Company

Advised L-BILG on the acquisition of the entire share capital of Prvni soukromá hotelova škola spol sro, a Praha-based college operator. Concurrently, L-BILG acquired Vysoka škola hotelova.



Grupo ACP

Nonprofit organization that reinvests 100% of its profits to create social inclusion
PERU

Provided Capital Expansion Funding

Futura Schools

Futura Schools is a private school chain
PERU

Advised on the Placement of Equity

Advised Grupo ACP, a nonprofit organization that reinvests 100% of its profits to create social inclusion, on the placement of equity in a transaction with Futura Schools, a private school chain.



Südwestbank AG

Bank
GERMANY

Provided Acquisition Funding

Travel Adventures GmbH

Provider of language schools / trainings and hotel
GERMANY

Advised on the Placement of Debt

Advised Travel Adventures GmbH, a provider of language schools and training, on the placement of debt in a transaction with Südwestbank AG.

EMPLOYMENT SERVICES

MAINST
CAPITAL CORPORATION



Main Street Capital Corporation
Private equity group
UNITED STATES

Minority Recapitalization

HW Staffing Solutions
Temp & perm staffing services
UNITED STATES

Advised on Sale of Company

Advised HW Staffing Solutions in its recapitalization by Main Street Capital Corporation. Main Street's growth equity investment will fund future acquisitions and expansion into new geographies.

1C
ФИРМА "1С"



1C Company
Developer and distributor of mass market software
RUSSIA

Acquired Subsidiary of the Target Company

UCMS Group
Payroll, HR and Accounting
RUSSIA

Advised on Sale of Russian Subsidiary

Advised UCMS Group, a payroll, HR and accounting firm, in its sale of a subsidiary to 1C Company, a Moscow-based developer and distributor of mass market software.

HOME FURNISHINGS

PEP
PREMIUM EQUITY PARTNERS



Premium Equity Partners GmbH
Private equity company
GERMANY

Acquired 100% of Business Operations

WEKA Group
Production and distribution of garden houses
GERMANY

Advised on Sale of Company

Advised Weka on its sale to a German private equity firm. Weka is the German market leader in design and development, production and distribution of ready-to-mount wooden construction kits in the premium house and garden segment. The management team of WEKA remains invested and will continue to execute the successful development of the company.

Private Investor
Private investor
BELGIUM

Acquired Selected Assets of Seller Business Operations

Buytaert A. BVBA
Bathroom installation and renovation
BELGIUM

Advised on Sale of Company

Advised Buytaert A. BVBA, a plumbing, heating and air-conditioning contractor located in Belgium, on its sale to an undisclosed buyer.



HOME FURNISHINGS

OTHER CONSUMER PRODUCTS



Lagercrantz Group AB

Swedish listed technology group
SWEDEN

Acquired 100% of the Shares

Kondator AB

Developer & marketer of accessories for office workplaces
SWEDEN

Advised on Sale of Company

Advised Kondator AB on its sale to Lagercrantz Group AB. Kondator develops and markets accessories for offices and workplaces. The majority of sales are generated in Sweden, but Kondator's exports are increasing to the Nordic region and to the rest of Northern Europe.



Bunzl plc.

Multinational distribution and outsourcing company
UNITED KINGDOM

Acquired 100% of Business Operations

Espomega

Distributor of personal protective equipment
MEXICO

Advised on Sale of Company

Advised Espomega, a leading redistribution business supplying a variety of safety products, including gloves and protective clothing, throughout Mexico, on its sale to Bunzl. The acquisition expands Bunzl's safety business in Mexico.



Ferritico Peru (subsidiary of Acero Comercial Ecuatoriano)

Distributor of industrial machinery
ECUADOR

Acquired 100% of the Company

Sullair del Pacifico

Distributor of Sullair brand air compressors
PERU

Advised on Sale of Company

Advised Sullair del Pacifico, a distributor of Sullair brand air compressors based in Peru, on its sale to Ferritico Peru, a subsidiary of Acero Comercial Ecuatoriano based in Ecuador that distributes industrial machinery.



Champlain Capital Partners

Small and middle-market private equity fund
UNITED STATES

Acquired 100% of Business Operations

Master Cutlery, Inc.

Manufacturer of knives, swords and defense products
UNITED STATES

Advised on Sale of Company

Advised Master Cutlery, a prominent designer and manufacturer of crossbows, hunting knives, military & tactical gear and self-defense products on its acquisition by Champlain Capital, a private equity firm focused on small and middle market, niche businesses in manufacturing, consumer products, distribution and non-financial services.



SCOTT Sports SA
Manufacturer of bike
and sporting articles
SWITZERLAND

*Acquired 100% of Business
Operations*

**Bergamont
Fahrrad Vertrieb
GmbH including
their Swiss assets**
Full range provider of
branded bikes
GERMANY

**Advised on Sale of
Company**

Advised BMC Group on the sale of its AG Bergamont GmbH subsidiary to Scott Sports SA, including its international activities. BMC Group is specialized in racing-, mountain- and lifestyle bikes, just as Scott Sports SA is a producer of sports goods, with a focus on the business units bicycle, winter sports, motor sports and running. The successful brand Bergamont is ideally complementing this segment in particular in Germany, Austria and Switzerland.



**Musti ja Mirri
Group Oy**
Pet accessory webshop
FINLAND

*Acquired 100% of Business
Operations*

**Peten Koiratarvike
Oy**
Pet accessory webshop
FINLAND

**Advised on Sale of
Company**

Advised Peten Koiratarvike Oy, a pet accessory webshop, on the sale of the company to Musti ja Mirri Group Oy.



GT Wire AB
Supplier of low-carbon
steel wire
SWEDEN

*Acquired 100% of the
Shares*

AbsoDry
Manufacturer of
dehumidifiers
SWEDEN

**Advised on Sale of
Company**

Advised on the sale of AbsoDry to GT Wire. AbsoDry offers a full range of dehumidification products for consumers' homes, holiday homes, caravans and boats. The owners realized that the company would benefit from being part of a larger organization in order to reach their full potential during the next couple of years.



Airopack
Dispensive packaging
NETHERLANDS

*Acquired Selected
Assets of Seller Business
Operations*

Proficos
Co-packer of cosmetic
products
BELGIUM

**Advised on Purchase of
Company**

Advised Proficos on selling its majority part of the activities to Airopack through its subsidiary, Airosolutions. Proficos is a full-service contract manufacturer of cosmetic products, based in Belgium. Proficos will continue to work with multiple globally leading personal care brand owners, such as Beiersdorf, Laboratoires Urgo, Omega Pharma, Lornamead, Evonik, Reckitt & Benckiser.



OTHER CONSUMER PRODUCTS



White Bridge Investments

Private equity fund
ITALY

Acquired Majority Control of Business Operations

Campus

Innovative functional foods ingredients market
ITALY

Advised on Purchase of Company

Advised White Bridge Investments SpA in the acquisition of a majority interest in Campus S.r.l., one of the fastest growing global innovative functional food ingredients companies. The deal has been financed by Banca Popolare di Milano (arranger) and Cariparma Crédit Agricole. The new shareholder will foster Campus' growth in international markets and enhance the organizational and commercial structure.



Champlain Capital Partners

Private equity
UNITED STATES

Acquired 100% of Business Operations

Stewart MacDonald Co.

Global e-tailer of luthier tools and guitar parts
UNITED STATES

Advised on Sale of Company

Advised Stewart MacDonald Co. on its sale to Champlain Capital Partners. Stewart MacDonald is the world's largest e-tailer of specialty tools and represents a new platform investment for Champlain, which plans to leverage the marketing and operational expertise of its principals to expand Stewart-MacDonald's iconic brands.



Undisclosed Buyer

Leading Hungarian postal services
HUNGARY

Acquired 100% of Business Operations

Milpress Kft.

Mail related printing services
HUNGARY

Advised on Sale of Company

Advised Milpress, a professional complex mailer service provider on behalf of partners that work with high-volume, regular email sendings in large quantities and invoice generators. Milpress Kft came to a strategic agreement with Magyar Posta Zrt as well as the EPDB Nyomtatási Központ Zrt, and partially sold its assets.



Prime Rate Kft.

Digital printing
HUNGARY

Acquired the Client Portfolio

Milpress Kft.

Mail related printing services
HUNGARY

Advised on Purchase of the Company's Client Portfolio

Advised Milpress on the sale of its client portfolio to Prime Rate Kft. Prime Rate offers full range printing services in Hungary and other countries in the region. Prime Rate's acquisition strengthens its presence within a niche printing sub-segment and increases its existing complex printing services through cross-selling.

PROFESSIONAL SERVICES



Bygghemma Finland Holding AB

Online building and
hardware store
SWEDEN

Acquired 100% of Shares

M & M Visions Oy

Online building and
hardware store
FINLAND

**Advised on Sale of
Company**

Advised the shareholders of M&M Visions Oy, the company operating Talotarvike.com, in the sale of the shares in the company to Bygghemma AB.



BISNODE

EU leading credit,
market & business info
provider
CZECH REPUBLIC

*Acquired 100% Shares of
Newly Spun-off Enterprise*

IS OCTOPUS, s.r.o.

CZ leading credit info
assessment system
CZECH REPUBLIC

**Spin Off & Sale of the New
Entity**

Advised IS Octopus, a leading credit information assessment system company on its sale of their newly spun off enterprise to Bisnode, a EU leading credit and business information provider.



Technicis Translation

A language service
provider
FRANCE

*Acquired 100% of Business
Operations*

Cogen SA

Language service
provider
BELGIUM

**Advised on Sale of
Company**

Advised Cogen SA, a Belgian translation company specialized in providing translation and multilingual publishing services to the manufacturing and medical industries on its sale to Technicis Translation. Technicis is the largest professional translation company in France and among the five largest in Europe.



IMP Group International Inc.

Aerospace, defence and
other businesses
CANADA

*Acquired 100% of Business
Operations*

Blue Ocean Contact Centers

High-tech business
process outsourcing
CANADA

**Advised on Sale of
Company**

Advised Blue Ocean Contact Centers on its sale to IMP Group International Inc. Blue Ocean provides customer service solutions for world-class companies who are leaders in technology, travel, retail, grocery, wellness, tourism and automotive industries. The transaction will enhance the customer contact center segment of IMP's Information Services Division.



PROFESSIONAL SERVICES



Lynx Equity Limited

Private equity
UNITED STATES

Acquired 100% of Business Operations

Intermountain Total Facility Services

Total facility services
UNITED STATES

Advised on Sale of Company

Advised Intermountain Total Facility Services, which is one of the largest facility maintenance companies in its region on its sale to Lynx Equity Limited. This acquisition brings Lynx's portfolio to forty-two companies.

Mid Europa Partners LLP

Leading PE fund
focused on growth markets
UNITED KINGDOM

Acquired 100% of Business Operations

Customer Management Center

Largest Turkish independent call center operator
TURKEY

Advised on Sale of Company

Advised ISS, a global leading facility services provider, on the sale of its call centre activities in Turkey to Mid Europa Partners, a leading buyout investor focused on the growth markets of Central and Eastern Europe and Turkey. This divestment is part of the execution of ISS's global strategy and alignment of its business platform.

Sevket Basev

Turkey based private investor
TURKEY

Acquired Investment Interest in Seller's Business

Multinet

Voucher card & payment solutions for corporations
TURKEY

Advised on Purchase of Company

Advised Sevket Basev, a Turkish-based private investor, to acquire an investment interest in the seller's business, Multinet, a company that provides voucher card & payment solutions for corporations.

Foresight Group

Private equity firm
UNITED KINGDOM

Acquired a Significant Minority Interest

Government Grants and Tax Consultants Ltd

R&D tax credit consulting
UNITED KINGDOM

Initiated the Transaction and Advised the Vendors

Advised the shareholders of Government Grants and Tax Consultants Ltd ("GGTC") in arranging a significant minority investment in GGTC and its wider Group from private equity investors, Foresight Group ("Foresight"). GGTC provides research and development tax credit support to UK-based SMEs. The investment will support the growth of the business and aid the development of other companies in the Group.



50% owner of LEG Zrt.

Multilingual document management services
HUNGARY

Acquired 25% of Business Operations

LEG Zrt.

Translation and interpretation services
HUNGARY

Advised on Purchase of 25% shares of the Company

Advised the majority owner of LEG Zrt. of buying a 25% stake from the other Company owner. LEG Zrt. provides a quality service in all areas of multilingual document management.



TMF Group B.V.

Financial, legal and HR admin services
NETHERLANDS

Acquired 100% of Business Operations

UCMS Group EMEA Ltd.

HR, payroll and accounting services in CEE
CYPRUS

Advised on Sale of Company

Advised on the sale of UCMS Group to TMF Group in an upfront, cash financed deal.



ABN AMRO Bank N.V.

Bank
NETHERLANDS

Provided Term Loan Facility

The Human Network Holding B.V.

Multi-disciplinary professional services firms
NETHERLANDS

Advised on Restructuring Financial Obligations

Advised The Human Network Holding B.V., a multi-disciplinary professional services firm, on restructuring financial obligations in a transaction with ABN AMRO Bank.



TRAVEL SERVICES



Marmedsa

Shipping and logistics company
SPAIN

*Acquired Majority Control
Of Business Operations*

Komet Turizm ve Denizcilik

International forwarding company
TURKEY

**Advised on Sale of
Company**

Advised Komet Turizm ve Denizcilik a leading Turkey-based international forwarding company on its sale to Marmedsa, the leading shipping and logistics company on the Iberian Peninsula.



Interamerican Investment Corporation

Multilateral organization
UNITED STATES

Provided Growth Funding

Mountain Lodges of Peru

Provides travel experiences and manages hotels
PERU

**Advised on the Placement
of Debt and Restructuring
of Financial Obligations**

Advised Mountain Lodges of Peru on the placement of debt and restructuring of financial obligations in a transaction with Interamerican Investment Corporation.



Travel Adventures GmbH

Provider of study language travels / schools
GERMANY

*Acquired 100% of Business
Operations*

iSt Internationale Sprach- und Studienreisen GmbH

Provider of study language travels
GERMANY

**Advised on sale of
Company**

Advised iSt Internationale Sprach- und Studienreisen GmbH, a Heidelberg-based language school operator, on the sale of the company to Travel Adventures GmbH.





Consumer Staples

Up to \$500M

Source: Thomson Reuters

- 1 PwC
- 2 KPMG
- 3 Rothschild
- 4 Deloitte
- 5 Houlihan Lokey
- 6 IMAP**
- 7 Ernst & Young
- 8 Sumitomo Mitsui
- 9 Mizuho Financial Group
- 10 BDO



AGRICULTURE AND LIVESTOCK

SEABOARD

ZALAGH HOLDING

Seaboard Corporation

Global agribusiness and transportation company
UNITED STATES

Acquired Minority Control of Business Operations

Zalagh Holding

Integrated player in the Moroccan poultry industry
MOROCCO

Advised on Sale of Company (Minority Stake)

Advised Zalagh Holding on its minority share sales to Seaboard Corporation. Zalagh is one of Morocco's leading turkey and chicken producers and processors. Zalagh also owns substantial feed manufacturing assets and a controlling interest in Graderco, a grain importing company that is an important customer of Seaboard Overseas.

AGROOS spol. s.r.o.
JAROMERICE a Rok.

AGRODRUZSTVO BLÍZKOVICE, druzstvo

Agricultural company
CZECH REPUBLIC

Acquired 100% of Business Operations

AGROOS, spol. s.r.o.
Agricultural company farming on 1,200 hectares
CZECH REPUBLIC

Advised on Sale of Company

Advised Agroos spol sro, a Jaromerice Nad Rokytinou-based farm supplies merchant wholesaler, on its sale to Agrodruzstvo Blizkovice Druzstvo, an agricultural company.

AGRODRUZSTVO BLÍZKOVICE, druzstvo

Agricultural company
CZECH REPUBLIC

Acquired 100% of Business Operations

S V P spol. s.r.o.
Agricultural company farming on 400 hectares
CZECH REPUBLIC

Advised on Sale of Company

Advised S V P spol sro, on its sale to Agrodruzstvo Blizkovice Druzstvo, a Jaromerice Nad Rokytinou-based farm supplies merchant wholesaler. Concurrently, Agrodruzstvo Blizkovice Druzstvo acquired Agroos spol sro, a Jaromerice Nad Rokytinou-based farm supplies merchant wholesaler.

Oriens

Pack-Snack

Danube SCA Sicar

Private equity firm
LUXEMBOURG

Acquired 100% of Business Operations

Pek-Snack Kft.

Bakery franchise
HUNGARY

Advised on Sale of Company

Advised Pek-Snack Group, a Hungary based company with a Croatian subsidiary on its sale to the private equity fund - Danube Sicar. The Group – with a turnover of €11.6 million – is one of the most advanced players in the business of manufacturing frozen bakery products. It develops and sells nearly 80 commercial and private label products.

FOOD AND BEVERAGE


PrimaMundo Group

Distributor of daily fresh fruits and vegetables
BELGIUM

Acquired 100% of Business Operations

Alva Verse Vruchten nv

Distributor of daily fresh fruits and vegetables
BELGIUM

Advised on Sale of Company

Advised the shareholders of ALVA Verse Vruchten, an importer and distributor of fresh fruit and vegetables, in the sale of their business to PrimaMundo Group. PrimaMundo is active in the same market achieving a turnover of €150 million.


Fuji Oleos America do Sul, Importacao, Servicos e Comercio de Produtos Alimenticios Ltda.

Operates as a subsidiary of Fuji Oil Co., Ltd.
BRAZIL

Acquired Majority Control of Business Operations

Harald Indústria e Comércio De Alimentos Ltda.

Chocolate manufacturer
BRAZIL

Advised on Purchase of Company

Advised Fuji Oleos America do Sul, Importacao, Servicos e Comercio de Produtos Alimenticios Ltda., on its purchase of the chocolate manufacturer Harald Indústria e Comércio De Alimentos Ltda.


Sentica Partners Oy

Investment company
FINLAND

Acquired 100% of Business Operations

People's Choice AB

Distributor of the Celsius beverage
SWEDEN

Advised on Sale of Company

Advised People's Choice AB on its sale to Sentica Partners Oy through Sentica's portfolio company Func Food. People's Choice is the exclusive distributor of popular Celsius functional beverage in Sweden. The Group targets combined sales of €50 million in 2015. The acquisition is partly financed by a Nordic high yield bond.


Swicorp

Private equity firm focusing on the MENA region
TUNISIA

Acquired Minority Control of Business Operations

Venezia Ice

Manufacture & distribution of ice cream & pastries
MOROCCO

Advised on Sale of Company (Minority Stake)

Represented Venezia Ice, a Moroccan-based manufacturer & distributor of ice cream & pastries, on the acquisition of minority control of the business operations by a private equity firm.



FOOD AND BEVERAGE



Callan Bacon Limited

Leading producer of bacon and pork products
IRELAND

Acquired 100% of Business Operations

Stirchley Bacon Limited

Leading producer of bacon and pork products
UNITED KINGDOM

Advised on Purchase of Company

Advised Callan Bacon Limited (mother company is M&M Walshe Holdings Ltd, a family-owned and managed group) on purchasing the Worcestershire-based Stirchley Bacon. The group is the largest producer of retail bacon in Ireland, with substantial sales in the UK. This transaction is another step in the company's strategic growth in new European markets.



Schietse nv

Distributor of cheese and meat
BELGIUM

Acquired Selected Assets of Seller's Business Operations

Kaasimport Temmerman

Distributor of cheese
BELGIUM

Advised on Sale of Company

Advised Kaasimport Temmerman, a dairy product wholesaler on its sale to Schietse NV, a line grocery wholesaler.



Private Investor

Private investor
BELGIUM

Acquired 100% of Business Operations

Les Moulins de Statte

Floor mill
BELGIUM

Advised on Sale of Company

Advised Moulins de Statte SA, a Huy-based flour mill operator, on the divestiture of the company to an undisclosed acquirer.



Gradiente

Private equity fund
ITALY

Acquired 100% of Business Operations

Buona Compagnia Gourmet

Italian company active in the fresh-food industry
ITALY

Advised on Sale of Company

Advised Assietta Private Equity Sgr S.p.A. in the divestment of 100% stake in Buona Compagnia Gourmet S.r.l., a leading Italian company active in the production of fresh potato gnocchi, spätzle, ready-to-eat sauces and other products of the Ligurian tradition.




Ardian France S.A.

Private equity fund
FRANCE

Acquired 100% of Business Operations

Irca

B2B sweet and salty products manufacturer
ITALY

Advised on Purchase of Company

Advised the private equity fund Ardian in the acquisition of a majority stake in Irca, one of the leading one-stop-shop for bakeries, pastry shops, industrial clients and Ho.Re. Ca. The transaction marks the fifth Italian investment which Ardian has made through its Mid-Cap funds.




Biscuits Bouvard

French biscuits producer and marketing
FRANCE

Acquired 100% of Business Operations

Euro Cakes S.p.A.

Sponge-based cakes manufacturer
ITALY

Advised on Purchase of Company

Advised the French group Biscuits Bouvard in the acquisition of 70% stake in Eurocakes S.p.A., a leading Italian company active in the production of sponge-based snacks. Altogether Biscuits Bouvard and Euro Cakes employ around 1,250 staff and achieve annual sales of about €260 million. Through the acquisition, Biscuits Bouvard will now earn 32% of its turnover outside France.




Clessidra

Private equity fund
ITALY

Acquired Majority Control of Business Operations

Acetum

Leader in the production of "Aceto Balsamico"
ITALY

Advised on Purchase of Company

Advised Clessidra in the acquisition of a majority interest in Acetum S.r.l., global leader in the production of Balsamic Vinegar of Modena. Clessidra typically invests between €30 million and €150 million in its portfolio companies.



Monviso

Gourmet and healthy/functional bakery products
ITALY

Acquired 100% of Business Operations

Biscotteria Tonon

Italian producer of biscuits and crackers
ITALY

Advised on Purchase of Company

Advised Monviso S.p.A., a company fully owned by the private equity fund PM & Partners, in the acquisition of Biscotteria Tonon, Italian company with an almost century-old tradition in the production of biscuits, pastry and crackers. The acquisition allows Monviso to widen its product portfolio and to create an Italian based group active in the premium bakery segment.



FOOD AND BEVERAGE



Charlier-Brabo Group N.V.

Distribution of food and non-food products
BELGIUM

Acquired 100% of Business Operations

Elvea

Tomato sauce producer
ITALY

Advised on Sale of Company

Advised the shareholders of Elvea S.p.A., active in the tomato sauce segment, with a leadership position with the brand Elvea in Benelux, in the disposal of 100% of Charlier-Brabo Group N.V.



Lucano 1894

Production of the famous "Amaro Lucano" brand
ITALY

Acquired 100% of Business Operations

"Limoncetta di Sorrento" trademark

Production of the famous "Limoncetta di Sorrento"
ITALY

Advised on Sale of Company

Advised Campari Group for the sale of Limoncetta di Sorrento brand and related assets to Lucano 1894 S.r.l. the owner of the Amaro Lucano brand. The business sold consists of the Limoncetta di Sorrento trademark, a lemon based liqueur brand, and 100% of the share capital of Alimenta S.r.l., owner of the plant for the production of the concentrate.



Aceites Borges Pont, S.A.U. (subsidiary of Borges International Group, S.L.U.)

Healthy and wholesome food company
SPAIN

Acquired Majority Control Of Business Operations

Ortalli SpA.

Production of vinegar-based products
ITALY

Advised on Sale of Company

Advised the shareholders of Ortalli S.p.A., Italian family business engaged in the production of Ortalli branded premium IGP Balsamic Vinegar of Modena, DOP Traditional Vinegar of Modena and vinegar-based condiments, for the sale of a majority stake in the company to the Spanish group Borges.



Diana Holding

Moroccan industrial holding company
MOROCCO

Acquired a Majority Stake in the Company

Societe Atlantic Sardine Anchovies Tantan («ASAT»)

Producer & exporter of canned sardines & mackerels
MOROCCO

Advised on Sale of a Majority Stake in the Company

Advised Societe Atlantic Sardine Anchovies Tantan, a subsidiary of El Jabri, on its sale to Diana Holding. The group up till now was investing in sectors such as agriculture, husbandry or soft drinks. Diana Holding will invest in the construction of a sardine-mackerel manufacturing unit in Agadir. Output from this plant will be exported mostly to Europe and USA.

HOUSEHOLD AND PERSONAL PRODUCTS



Undisclosed Buyer

Swiss consumer goods company

SWITZERLAND

Acquired the SIPURO brand

SIPURO brand of Reckitt Benckiser (Switzerland) AG

Multinational consumer goods company

SWITZERLAND

Advised on Sale of SIPURO brand

Advised the SIPURO brand of Reckitt Benckiser (Switzerland) AG, of its sale of the brand to an undisclosed buyer.

Private Investor

Private investor

BELGIUM

Acquired 100% of Business Operations

Velmar bvba

Exploitation of 2 clothing brands

BELGIUM

Advised on Sale of Company

Advised Velmar bvba on the sale of its operations to a private investor.

SODALIS
HOLDING DI PARTECIPAZIONE



Sodalis Group

Italian leader in the home & personal care market

ITALY

Acquired Majority Control of Business Operations

Novamex S.A.

Ecological cleaning and body hygiene products

FRANCE

Advised on Purchase of Company

Advised Sodalis Group in the acquisition of a 100% stake in Inventia S.A.S., holding of Novamex S.A., a French company leading in the production and marketing of home and personal care ecofriendly products under the brand "L'Arbre Vert".



OTHER CONSUMER STAPLES

HOKUETSU KISHU PAPER GROUP



Hokuetsu Kishu Paper Co Ltd

Paper manufacturer
JAPAN

Acquired Alpac pulp mill

Alpac Forest Products Inc

Pulp manufacturer
CANADA

Represented the Seller

Advised Alpac Forest Products Inc., on its sale to Hokuetsu Kishu Paper Co Ltd. The purchase includes Alberta-Pacific Forest Industries (Alpac) pulp and woodlands operations based in Boyle, Alberta together with Alpac Pulp Sales Inc. located in Vancouver, British Columbia. Alpac operates the newest pulp mill in North America producing 650,000 tonnes of hardwood and softwood pulp annually from its 6.5 million hectare forest management area.



Blumen

Horticulture seeds, and other garden products
ITALY

Acquired Selected Assets of Seller Business Operations

Fito, DueCi, Get Off

Garden care & pet care brands
UNITED KINGDOM

Represented the Buyer

Advised Blumen Group, Italian company majority-owned by the PE fund IGI SGR, in the acquisition of the brands Fito, DueCi and Get Off, owned by the German group Henkel. Fito and DueCi are leaders in the Italian garden care market, Get Off is leader in the UK pet care market.



Aditya Birla Private Equity

Private equity fund
INDIA

Provided Growth Funding

Creative Lifestyle Pvt. Ltd.

Branded apparel company
INDIA

Advised on Placement of Equity

Advised Creative Lifestyle Pvt. Ltd., the owner of women's apparel brands 109F, Fusion Beats, and O2xygen, on the placement of equity by Aditya Birla Private Equity, a Mumbai-based private equity fund.





Energy & Power

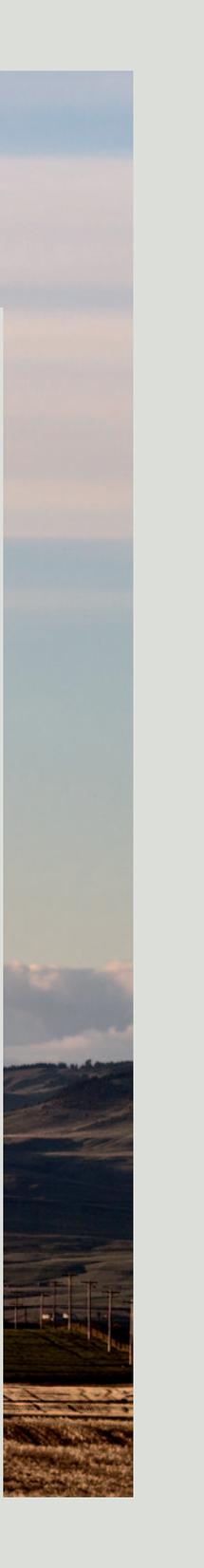
Up to \$100M

Source: Thomson Reuters

- 1 PwC
- 2 KPMG
- 3 Ernst & Young
- 4 Simmons & Co
- 5 RBC Capital Markets
- 6 Deloitte
- 7 Evercore Partners

19 IMAP

- 20 Sumitomo Mitsui
- 21 Raymond James





ALTERNATIVE ENERGY SOURCES



Antofagasta Minerals S.A.

Copper mining group
CHILE

Acquired 40% Interest in Seller's Project

Alto Maipo SpA.

531MW hydro power project
CHILE

Advised on Purchase of Company

Advised Antofagasta Minerals in its acquisition of a 40% stake in Alto Maipo SpA, a 531 MW hydro power project being developed by AES Gener in the central part of Chile.



Brookfield Renewable Energy Partners (BREP)

Renewable power platform with more than 10 KMW
CANADA

Acquired Majority Control Of Business Operations

ISAGEN S.A. E.S.P

Third largest energy generating company in Colombia
COLOMBIA

Advised on Sale of Company

Represented Ministerio de Hacienda y Crédito Público de Colombia in its sale to Brookfield Renewable Energy Partners (BREP) of 57.6% of the outstanding common shares of Isagen S.A. from the Colombian government. The transaction aligns with Brookfield's objective of building its global renewable energy business with high quality, predominantly hydro assets.

OIL AND GAS



London Oil & Gas Company



INDEPENDENT OIL & GAS PLC

London Oil & Gas Ltd.

Investor in oil and gas producing assets
UNITED KINGDOM

Provided Acquisition Funding

Independent Oil and Gas plc

Oil and gas exploration company
UNITED KINGDOM

Advised on the Placement of Debt

Advised London Oil & Gas Ltd on its £10m secured convertible loan facility with Independent Oil and Gas plc. London Oil and Gas has a clear strategy to acquire oil and gas producing assets in Europe, North America, the Caspian region and West Africa and is backed by a major global oil company and investment banks.

POWER



Undisclosed Buyers

Investment vehicles
PANAMA

Acquired Majority Control Of Business Operations

Pacific Power Generation

Development/operation of thermoelectric power plant
PANAMA

Advised on Sale of Company

Advised Pacific Power Generation, operator of a thermoelectric power plant and provider of power solutions to industrial and commercial sectors on its sale to private investors.



Sierra Gorda SCM

A new copper mine in Chile
CHILE

To contract power supply for 251 MW for 20 yrs. & the development of a new 500 MW power plant

Empresa Eléctrica Cochrane S.A.

Power generator
CHILE

Advised on a bidding process to Purchase long-term power supply & Development of a new power plant

Advised Sierra Gorda on the tendering of a 20-year power purchase agreement (PPA) for its Sierra Gorda greenfield mining project, including construction of a new coal-fired power plant. Empresa Eléctrica Cochrane S.A. (subsidiary of AES Gener S.A.) will supply in total 251 MW.



BW Rogers Co.

Value-added distributor of fluid power products
UNITED STATES

Acquired 100% of Business Operations

K-D Fluid Power Corp

Value-added distributor of fluid power products
UNITED STATES

Advised on Purchase of Company

Advised B.W. Rogers, a 20-year client, on its acquisition of K-D Fluid Power. Both are established distributors of Parker Hannifin (NYSE: PH) hydraulic and pneumatic products. IMAP's relationship with PH has been influential in launching the consolidation trend of its distributorships.



BHP Billiton

Mining group
AUSTRALIA

Secured long-term power based on the construction of a new combined cycle power plant

Kelar S.A.

Power generator
CHILE

Financial Advice on Bidding Process

Acted as financial advisor to BHP Billiton on the bidding process to secure long-term power based on the construction and operation of Kelar (517 MW) combined cycle power plant.



Fina Enerji Holding A.S.

Developer and constructor of energy projects
TURKEY

Acquired Majority Control of Business Operations

Polyak Enerji Üretim Madencilik San. Tic. A.S.

Company engaged in coal based energy generation
TURKEY

Advised on Purchase of Company

Acted as the exclusive financial and strategic advisor to Fina Enerji Holding in its acquisition of a 70% stake in Polyak Enerji Üretim Madencilik San. Tic. A.S., a company engaged in energy generation.



POWER



Tyson Creek
Power Corp

**BluEarth
Renewables**

Focused on commercial
scale renewable energy
development
CANADA

*Acquired 100% of Business
Operations*

**Tyson Creek
Power Corp**

Operates a
hydroelectric power
generation facility
CANADA

Advised on Sale

Advised Tyson Creek Power Corp, a hydroelectric power facility on its sale to BluEarth Renewables. Tyson has a peak capacity of 9.3 megawatts, and a long-term Electricity Purchase Agreement with BC Hydro for its energy production, extending to 2049. As an independent renewable power producer, BluEarth's goal is to build, own and operate wind, run-of-river hydroelectric and solar generation projects across North America.

WATER AND WASTE MANAGEMENT



**Number of
Institutional
Investors**

Institutional investors
UNITED KINGDOM

*Acquired One Fifty One plc
Shareholding in Augean plc*

Augean plc

Specialist waste
management company
UNITED KINGDOM

**Advised on Sale of Shares
in Subsidiary**

Advised One Fifty One plc on the disposal of its stake in Augean plc, a UK hazardous waste management company listed on the Alternative Investment Market. The sale represented an important step One Fifty One's strategy to divest of non-core assets and focus on its plastics and environmental service business in Ireland, the UK and China.



Veittransport A.S.

Transportation services
NORWAY

*Acquired 100% of Business
Operations*

**Mathisen
Renovasjon AS**

A national sanitation
company
NORWAY

**Advised on Purchase of
Company**

MECE Invest AS, which owns the transport companies Veittransport AS and Veikran AS, has acquired 100% of the shares in Mathisen Renovasjon AS. The acquisition strengthens the Veittransport Group's position within refuse collection and waste management.



Pure Technologies

Develops technologies
for water pipelines
CANADA

*Acquired 100% of Business
Infrastructure*

**Wachs Water
Services**

Water flow control
maintenance & support
UNITED STATES

Advised Company on Sale

Advised Wachs Valve and Hydrant Services, LLC ("Wachs Water Services") on its acquisition by Pure Technologies Ltd. Wachs Water Services is a leading provider of flow control maintenance and support, leak detection and related asset management services to the water sector in the United States.



Empresas Públicas de Medellín E.S.P.

Multi-utility provider of regulated services

COLOMBIA

Acquired 100% of Business Operations

Aguas de Antofagasta S.A.

Water company serving Antofagasta Region, Chile

CHILE

Advised on Purchase of Company

Advised Empresas Publicas de Medellin, a multi-utility provider of regulated services, on its cross-border acquisition of the water company Aguas de Antofagasta, based in Chile.





Financials

Up to \$200M

Source: Thomson Reuters

- 1 PwC
- 2 KPMG
- 3 Ernst & Young
- 4 Rothschild
- 5 Deloitte
- 6 Houlihan Lokey
- 7 Lazard
- 8 IMAP**
- 9 BDO
- 10 Goldman Sachs



BANKS



Private Investors

Private investors
COLOMBIA

Provided Additional Working Capital

Credivalores Crediservicios S.A.S.

Non-regulated financial entity
COLOMBIA

Advised on Securing Capital

Advised Credivalores Crediservicios S.A.S. in a transaction with private investors on providing additional working capital.

BROKERAGE



Rakuten Securities

Online brokerage firm
JAPAN

Acquired 100% of Business Operations

FXCM Japan Securities

Online retail FX brokerage firm
JAPAN

Advised on Sale of Subsidiary

Advised FXCM, the leading US-based global provider of online foreign exchange trading and related services, in the sale of 100% of its shares of FXCM Japan Securities to Rakuten Securities, a leading online securities firm in Japan, for US\$ 62 million.



Rakuten Securities

Online brokerage firm
JAPAN

Acquired 100% of Business Operations

FXCM Asia Limited

Online retail FX brokerage firm
CHINA

Advised on Sale of Subsidiary

Advised FXCM Asia Limited, an online retail FX brokerage firm, on its acquisition of Rakuten Securities, a Tokyo-based online brokerage firm.



3i Debt Management Limited

A leading debt management business
UNITED KINGDOM

Acquired 2 billion CLO Management Contracts from Invesco

7 European CLOs from Invesco

Investment management corporation
UNITED KINGDOM

Advised on the Acquisition of 2 billion CLO management contracts from Invesco

Advised 3i Debt Management on the acquisition of seven European Collateralised Loan Obligation ("CLO") management contracts from Invesco. The transaction builds on the company's strategy to grow its business and take advantage of attractive opportunities, in Europe and North America.

CREDIT INSTITUTIONS



Sterling Bancorp (NYSE: STL), through its principal subsidiary Sterling National Bank

Offers banking products and services
UNITED STATES

Acquired 100% of Business Operations

Damian Services Corporation

Provider of payroll funding and services
UNITED STATES

Advised on Sale of Company

Advised Damian Services Corporation, a payroll funding and services provider, on its sale to Sterling Bancorp (NYSE: STL), through its principal subsidiary Sterling National Bank.



Institutional Investors

Mutual funds and others
INDIA

Provided Growth Funding

Diwan Housing Finance Limited

Housing finance company
INDIA

Advised on Placement of Equity

Advised Diwan Housing Finance Limited ("DHFL") on the placement of equity with Institutional Investors, a Mumbai-based mutual fund.

DIVERSIFIED FINANCIALS



Capital Bank
Lender
UNITED STATES

Provided Acquisition Financing

Integrity Funding
Consumer finance
UNITED STATES

Advised on Placement of Debt

Advised Integrity Funding on the placement of debt.

INSURANCE



Intergea Group
Holding of Nobis Compagnia di Assicurazioni
ITALY

Acquired Majority Control of Business Operations

Filo diretto Assicurazioni SpA
Non-life insurance company
ITALY

Advised on Sale of Company

Advised the Filo diretto Group in the sale of a majority stake in Filo diretto Assicurazioni, non-life insurance company and leading provider in Italy of assistance services and insurance policies for Car, Travel and Tourism, Health and House and Family to Intergea Group.



OTHER FINANCIALS



Groupe Chèque Déjeuner

No. 3 global provider of voucher and prepaid cards
FRANCE

Acquired 100% of Business Operations

Si Vale (Prestaciones Universales)

No. 1 Mexican provider of voucher and prepaid cards
MEXICO

Advised on Purchase of Company

Advised Group Chèque Déjeuner, third-largest player worldwide in its market, in its acquisition of Si Vale. The transaction enables the buyer to access the American continent, establishing Mexico as a hub to expand in other countries such as Colombia, Peru, Chile, United States and Canada.



CDHI Brasil Participações Ltda.

Subsidiary of Up Group BRAZIL

Acquired 100% of Business Operations

Planvale

Issuance of benefit cards and vouchers
BRAZIL

Advised on Purchase of Company

Advised Up Group of France of the acquisition of the entire share capital of Planinvesti Administracao e Servicos Ltda, a Sao Paulo-based provider of consumer lending services.



CDHI Brasil Participações Ltda.

Subsidiary of Up Group BRAZIL

Acquired 100% of Business Operations

Empório Card Ltda.

Issuance of benefit cards and vouchers
BRAZIL

Advised on Purchase of Company

Advised CDHI Brasil Participações Ltda., a subsidiary of Up Group, on its acquisition of Empório Card Ltda., a Brazilian-based provider of consumer lending services in prepaid vouchers and cards services in areas such as employee benefits, motivation and personal assistance services.



Up Groupe Invest Participações Ltda.

Subsidiary of Up Group BRAZIL

Acquired Majority Control of Business Operations

Policard

Issuance of benefit cards and vouchers
BRAZIL

Advised on Purchase of Company

Advised Up Groupe Ltda., the global service vouchers company to buy a majority control in Policard. Policard is one of the leaders in the market. With a strong presence in the Brazilian Northeast and Southeast regions. Up Group is now the fourth issuer in Brazil with 5% market share.



SGS

**First Financial
Loan Company**

Small consumer loans
UNITED STATES

Acquired 100% of Assets

**Texas Loan
Corporation**

Small consumer loans
UNITED STATES

**Advised on Purchase of
Company**

Advised First Financial Loan Company on the purchase of Texas Loan Corporation. The completed acquisition makes it the eleventh separately chartered community bank in the growing First Financial Bankshares' family of Texas banks.

**First Financial
Loan Company
LLC**

Small consumer loans
UNITED STATES

Acquired 100% of Assets

SGS Finance, Inc.

Small consumer loans
UNITED STATES

**Advised on Purchase of
Assets**

Advised First Financial Loan Company LLC on the acquisition of 100% of the assets of SGS Finance.

**First Financial
Loan Company
LLC**

Small consumer loans
UNITED STATES

Acquired 100% of Assets

AC Finance, Inc.

Small consumer loans
UNITED STATES

**Advised on Purchase of
Company**

Advised First Financial Loan Company LLC on the acquisition of 100% of the assets.

**First Financial
Loan Company
LLC**

Small consumer loans
UNITED STATES

Acquired 100% of Assets

L&G Finance Inc.

Small consumer loans
UNITED STATES

**Advised on Purchase of
Company**

Advised First Financial Loan Company LLC on the acquisition of 100% of the assets.



OTHER FINANCIALS



Sentral Financial LLC

Small consumer loans
UNITED STATES

Acquired 100% of Assets

RCL Finance, Inc.
Small consumer loans
UNITED STATES

Advised on Purchase of Company

Advised Sentral Financial on its purchase of RCL Finance, both consumer loan providers.



Advent International; Bain Capital; Clessidra

Leading private equity funds
UNITED KINGDOM

Acquired Majority Control of Business Operations

ICBPI
Leading Italian financial institution
ITALY

Advised on Purchase of Company

Advised Advent International private equity fund to buy a majority control in ICBPI which employs 1,900 people and operates brands such as Cartasi. The transaction gives them more exposure to the growing electronic payment market.



Banca di Asti

Italian regional bank
ITALY

Acquired Majority Control of Business Operations

Pitagora
Leading Italian consumer credit company
ITALY

Advised on Sale of Company

Advised Pitagora 1936 S.p.A., a company owned by Wise SGR (52%), Banca Popolare di Milano (24%) and Bonino 1934 (24%), in the disposal of a 65% controlling stake in Pitagora S.p.A to Banca di Asti. Pitagora S.p.A. is a consumer credit company, with a leadership position in Italy.



Private Equity Fund

Private equity fund
INDIA

Other

NCDEX
Commodity exchange
INDIA

Advised on Placement of Equity

Advised the investors of NCDEX on the placement of equity in a transaction with a private equity firm.



Allen & Caron

Dresner Corporate Services

Investor and public relations

UNITED STATES

Acquired Business Operations

Allen & Caron

Investor and public relations

UNITED STATES

Advised on Purchase of Company

Advised Dresner Corporate Services, a strategic communications firm specializing in investor and public relations, to acquire Allen & Caron, a strategic investor relations firm with offices in New York City and Irvine.



CIFIN

TransUnion LLC

Leading global credit bureau

UNITED STATES

Acquired 100 % of Business Operations

CIFIN

Leading credit bureau in Colombia

COLOMBIA

Advised on Purchase of Company

Advised TransUnion LLC a leading global risk and information solutions provider to businesses and consumers, to acquire a 71% ownership interest in CIFIN, one of two primary Colombian credit bureaus. This acquisition strengthens TransUnion's Latin America portfolio, where the company is already the market leader in five Central American countries and has a strong presence in Brazil, Chile and Mexico.



Atalaya Capital Management

Senior lender

UNITED STATES

Provided Growth Financing

IFO SPV

Consumer finance company

UNITED STATES

Advised on Placement of Debt

Advised IFO SPV on the placement of debt in a transaction with Atalaya Capital Management.





Healthcare

Up to \$200M

Source: Thomson Reuters

- 1 PwC
- 2 Houlihan Lokey
- 3 KPMG
- 4 Deloitte
- 5 BDO
- 6 The Braff Group
- 7 Rothschild
- 8 IMAP**
- 9 Ernst & Young
- 10 Jefferies



ANCILLARY SERVICES - IT, CONSULTING, STAFFING ETC.



Undisclosed Buyer

Private investor
UNITED STATES

Invested in Seller

Lutz Surgical Partners

Emergent/urgent care surgicalist group in Florida
UNITED STATES

Advised on Sale of Company

Advised Lutz Surgical Partners in its recapitalization by a confidential private equity partner, the terms of the deal were not disclosed. Lutz surgical Partners is a leading surgicalist practice in the Florida and Arizona markets. Lutz's surgeons provide specialized outsourced surgical services to hospitals through a unique staffing model, fundamentally delivering exclusive ER call coverage on a contract basis.

BIOTECH / PHARMA SERVICES (CRO, CMOs AND TOOLS)



Recipharm AB

Global pharmaceutical CDMO
SWEDEN

Has entered into a long-term supply agreement with, and acquired a manufacturing facility from

Alcon, a Novartis Division

Ophthalmic products manufacturing site
FRANCE

Advised the Seller in this Transaction

Advised Alcon, a Novartis Division, in a strategic collaboration with Swedish CDMO Recipharm AB. The resulting transaction combines a long term supply agreement for a range of ophthalmic products and the sale of the Alcon manufacturing site in Kayserberg, France, to Recipharm.

BIOTECHNOLOGY - PHARMACEUTICALS



Galderma S.A.

World-leading dermatology group
SWITZERLAND

Acquired 100% of the Shares

Spirig Pharma AG

European Dermatology Group
SWITZERLAND

Advised on Sale of Company

Advised Spirig Pharma on its sale to Galderma, a joint venture of Nestlé and L'Oréal. The deal is expected to significantly strengthen Galderma's position in the dermatology market in CH, DE, AT, CZ, and SK; expand global distribution for Spirig's skin care and dermatology products.



União Química

Leading Brazilian pharmaceutical company
BRAZIL

Acquired a manufacturing facility from the Seller

Novartis' Taboá da Serra plant

Global leading pharmaceutical company
BRAZIL

Advised on Sale of Assets

Advised Novartis in carving out its non-core solid manufacturing plant in Brazil from its commercial business and sell it along with a long term toll manufacturing agreement to the local lab União Química.



Tillotts Pharma, a subsidiary of Zeria Pharmaceutical Co. Ltd.

Pharma company focused on gastroenterology SWITZERLAND

Acquired global rights for Entocort outside the US

Global rights for Entocort outside the US, owned by AstraZeneca
Multinational pharmaceutical company
UNITED KINGDOM

Advised on Purchase of Asset

Advised Tillotts Pharma, a subsidiary of Zeria Pharmaceutical Co., to acquire global rights for Entocort from AstraZeneca, excluding the U.S., which will remain with AstraZeneca. Entocort is a locally-acting glucocorticosteroid, currently approved in more than 40 countries for the treatment of Crohn's disease.



Public sector banks in India

Banks
INDIA

Debt Restructuring

Shreya Life Science Limited
Pharma
INDIA

Advised on Restructuring of Debt

Advised Shreya Life Science Limited on the restructuring of debt in a transaction with public sector banks in India.



Mutual Funds

Mutual funds
INDIA

Other

Granules Limited
Pharmaceutical company
INDIA

Advised on Placement of Equity

Advised Investco Management LLC (Shareholder of Granules India) on the placement of equity in a transaction with Mutual Funds, a Mumbai-based financial asset management company.



Domes Pharma SA

Animal and human health pharmaceutical company
FRANCE

Acquired 100% of Business Operations

Laboratoires d'Etudes et de Recherches en Oligo Elements Therapie SAS

Dietary supplements, vitamins and trace elements
FRANCE

Advised on Purchase of Company

Advised Domes Pharma SA to acquire 100% shares of Laboratoire Léro, subsidiary of EG Labo. Laboratoire Léro developed its range of dietary supplements around the marine-derived omega-3 combination, vitamins and trace elements thereby proposing full products in the scope of the targeted action.



HEALTHCARE EQUIPMENT AND SUPPLIES

Spectris plc
Supplier of precision instrumentation and controls
UNITED KINGDOM

Acquired 100% of Business Operations

CAS Clean-Air-Service AG
Specialist for clean room measuring services
SWITZERLAND

Advised on Sale of Company

Advised CAS Clean-Air-Service AG a leading cleanroom-services company, providing measurement services, process qualification, calibration services and product sales, primarily to the pharmaceutical manufacturing market on its sale to Spectris Plc., a productivity-enhancing instrumentation and controls company.

MEDICAL DEVICES - EQUIPMENT AND DIAGNOSTICS

LifeLabs Inc
Medical laboratory testing services
CANADA

Acquired

BC Biomedical Laboratories Ltd
Medical laboratory testing services
CANADA

Advised on Sale of Company

Advised BC Biomedical on its sale to LifeLabs. Both companies provide patient diagnostic and lab testing services, as well as home care and long-term care visits. The two companies are merging to better serve BC patients and their health providers.

Silver Peak Partners
Private equity firm
UNITED STATES

Purchased 100% of Business Operations

Aamco Medical
Sales and distr. of durable medical equipment
UNITED STATES

Advised on Sale of Company

Advised Aamco Medical, a Lehi-based provider of medical equipment, on its acquisition by Silver Peak Partners. The deal is in line with Silver Peak's investment strategies for small companies.

Silver Peak Partners
Private equity firm
UNITED STATES

Acquired 100% of Business Operations

MedSource Incorporated
Sales and distr. of durable medical equipment
UNITED STATES

Advised on Sale of Company

Advised MedSource Inc, a distributor and seller of durable medical equipment, to Silver Peak Partners, a Private Equity firm.



WRIGHT & FILIPPIS

Lincare Holdings

Respiratory, infusion therapy & medical equip

UNITED STATES

Acquired Selected Assets of Seller's Business Operations

Wright & Filippis non clinical group

Prosthetics & orthotics
UNITED STATES

Advised on Sale of Company

Lead a sale process for Wright Filippis noncore Sleep Therapy, Respiratory and DME service lines. The transaction represents a significant step in the company's ultimate goal of refocusing on its core Prosthetics, Orthotics, Mobility and Accessibility businesses.



FENNO MEDICAL OY

Medioplast AB / Addtech AB

Medtech wholesales
SWEDEN

Acquired 100% of Business Operations

Fenno Medical Oy
Medtech wholesales
FINLAND

Advised on Sale of Company

Advised Fenno Medical Oy a leading medtech actor in the Finnish market, marketing a broad range of medical equipment and consumables from world-leading suppliers on its sale to Addtech Group. The acquisition entails strategic expansion in the Finnish market, boosting Medioplast's and thus Addtech Life Science's position as a leading Nordic medtech supplier. The acquisition will take effect immediately and is expected to have a marginally positive effect on Addtech's earnings per share during the current year.



G.W. Berg & Co Ab

Laboratory equipment, ind. weighing solutions
FINLAND

Acquired 100% of Business Operations

Labnet Oy
Reagents and laboratory equipment
FINLAND

Advised on Sale of Company

Advised Labnet Oy on its sale to G.W. Berg & Co Ab. Labnet concentrates on the import, export and distribution of Life Science reagents, consumables and instruments.



Pantheon Healthcare Group (controlled by Permira)

Services for hospitals and diagnostic centers
UNITED KINGDOM

Acquired Majority Control of Business Operations

Ingegneria Biomedica Santa Lucia

Biomedical equipment and systems
ITALY

Advised on Sale of Company

Advised Ingegneria Biomedica Santa Lucia, a key Italian-based provider of a large range of biomedical equipment service and clinical engineering, on its sale to Pantheon Healthcare Group. The combination created Europe's first integrated multi-vendor healthcare service platform.



MEDICAL DEVICES - EQUIPMENT AND DIAGNOSTICS

CooperSurgical, Inc.

Global medical device company
UNITED STATES

Acquired 100% of Equity

Research Instruments Limited

Supplier of IVF devices
UNITED KINGDOM

Advised on Purchase of Company

Advised Cooper Surgical on the acquisition of Research Instruments Limited, a specialist manufacturer and supplier of in-vitro fertilization (IVF) medical devices and systems.

CooperSurgical

Provider of women's healthcare solutions
UNITED STATES

Acquired 100% of Equity

The Pipette Company

Manufacturer of micro pipettes for the ART market
AUSTRALIA

Advised on Purchase of Company

Advised CooperSurgical a leading provider of women's health care solutions to acquire The Pipette Company (TPC), a manufacturer and distributor of micro pipettes for the ART market. TPC's line of high quality products will be integrated into CooperSurgical's world leading ART company ORIGIO.

OTHER HEALTHCARE

BENU Ceska Republika a.s.

Pharmacy chain, part of PHOENIX Intl.
CZECH REPUBLIC

Acquired 100% of Shares

VEROPHARM a.s.

Pharmacy chain
CZECH REPUBLIC

Advised on Sale of Company

Advised VEROPHARM, a pharmacy chain based in Czech Republic, on the sale of 100% of its shared to BENU Ceska Republika, another pharmacy chain part of PHOENIX Int.

Euromedic International

Diagnostic services
ITALY

Acquired 100% of Business Operations

Ve. Pa. Fin. S.r.l. (Ve.Di. Group)

Healthcare services
ITALY

Advised on Purchase of Company

Advised Euromedic International for the acquisition of 100% of the capital of Ve.Pa.Fin. (Ve.Di. group), a private accredited provider of healthcare services such as diagnostic imaging, laboratory analysis and medical examinations.



**El Pacifico
Peruano Suiza
Cia de Seguros y
Reaseguros**

Insurance company -
pathology lab
PERU

*Sale-purchase of Holding
Company and Sale-purchase
of Biopap*

**Precisa - Holding
of Biopap and
ACML**

Pathology lab biopap
and clinic lab ACML
PERU

**Advised on Sale of Holding
Company and Purchase of
Biopap**

Advised Precisa, a holding company of Biopap - Laboratorio Arias Stella (a pathology laboratory operator) on the sale-purchase of the holding company and sale-purchase of Biopap to El Pacifico Peruano Suiza Cia de Seguros y Reaseguros, a unit of Credicorp Ltd.



Undisclosed

Financial institution
EGYPT

Acquired 20.8% of Shares

Ibn Sina Pharma
Pharmaceutical
distribution company
EGYPT

**Advised on Sale of
Company**

Advised Ibn Sina Pharma, the Egyptian Pharmaceutical Distribution company- serving retail pharmacies, hospitals and all major healthcare units across the country on its sale.



**ESSILOR OPTICA
INTERNATIONAL
HOLDING S.L.**

Manufacturer of
ophthalmic lenses and
equipment
SPAIN

*Acquired Majority Control
of Business Operations*

OCUTEC S.A.C.
Manufacturer of
ophthalmic lenses
PERU

**Advised on Sale of
Company**

Advised Ocutec Laboratorio, a prescription laboratory in Peru on its sale to Essilor Optica, located in Spain- world leader in vision solutions, present in more than 100 countries. The transaction will enable Essilor to expand its product and brand portfolio in a country where there are more than 30 million inhabitants and strong demand for better vision.



Frutarom Ltd.

Flavours and natural
fine ingredients
specialist
ISRAEL

*Acquired 100% of Business
Operations*

**Extrakt Chemie Dr.
Bruno Stellmach
GmbH & Co. KG**

Manufacturer of
specialty ingredient
extracts
GERMANY

**Advised on Sale of
Company**

Advised Extrakt Chemie, a market leader in Germany, manufacturer of specialty ingredients, primarily for pharma, natural medications, nutritional supplements, on its sale to Frutarom Ltd. For Frutarom the acquisition is a further step in strengthening its position as a leading global manufacturer of specialty fine ingredients.



PATIENT SERVICES (HMOS, HOSPITALS, SR. FACILITIES)



Seniority Chile

Developer and operator of senior housing projects
CHILE

Signed a long-term lease agreement for the development and operation of a Senior Housing project

Inmobiliaria Isla Hope SpA

Group of local real estate investors
CHILE

Advised on the selection process of a qualified developer and operator for a Senior Housing project

Advised Inmobiliaria Isla Hope SpA on the selection process for a long term lease of a real estate property for the development and financing of a senior residence project. The contract was awarded to Seniority Chile S.A.

Elements Behavioral Health

Provides behavioral health care programs
UNITED STATES

Acquired 100% of Business Operations

Park Bench Group

A drug & alcohol treatment center
UNITED STATES

Advised on Sale of Company

Advised Park Bench Group, a progressive addiction treatment center specializing in therapies for drug and alcohol abuse, on its acquisition by Elements Behavioral Health. Elements is a family of behavioral health care programs that offers comprehensive, innovative treatment for substance abuse, sexual addiction, trauma, eating disorders and other mental health disorders.

HSBC and Private Investors

Debt and equity investors
UNITED KINGDOM

Provided Growth Funding

Fortius Clinic

Orthopaedic diagnostic & treatment clinic
UNITED KINGDOM

Advised on the Placement of Debt and Equity

Advised the Fortius Clinic on the fundraising to set up a second orthopaedic diagnostic and treatment clinic. Equity and debt was raised from a group of private individuals as well as several senior orthopaedic consultants who will be joining the existing Fortius team. The fundraising was supported by additional debt obtained from HSBC.

Banco Davivienda Bank

COLOMBIA

Provided Term Loan Facility

Centro Hospitalario Serena del Mar Hospital

COLOMBIA

Advised on the Placement of Debt

Advised as the exclusive financial advisor for Centro Hospitalario Serena del Mar in the financial structuring and securing of debt resources for \$60 million with two local Banks, IIC and IFC. The resources will be used for the development of the first phase of a high complexity hospital, consisting of the construction of a 5 story building with 151 hospital beds including intensive care, acute care, oncology and outpatient services.



**First Financial Bancorp.
(NasdaqGS:FFBC)**

Provides commercial banking and other banking, and banking-related services

UNITED STATES

Finance the Purchase and Improvement of commercial real estate

Project Apple

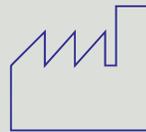
Short-term inpatient geri-psych focused hospital

UNITED STATES

Advised on the Placement of Debt

Advised Project Apple on the placement of debt in a transaction with First Financial Bancorp (NasdaqGS:FFBC).





Industrials

Up to \$500M

Source: Thomson Reuters

- 1 PwC
- 2 KPMG
- 3 Ernst & Young
- 4 IMAP**
- 5 Deloitte
- 6 BDO
- 7 Rothschild
- 8 Lincoln International
- 9 Mizuho Financial Group
- 10 M&A International





AEROSPACE AND DEFENSE

 H-D ADVANCED MANUFACTURING

 Precision Aero

H-D Advanced Manufacturing

Manufactures severe duty, high-precision products

UNITED STATES

Acquired 100% of Business Operations

Precision Aero Corporation

Manufactures machined aircraft components

UNITED STATES

Advised on Sale of Company

Advised Precision Aero Corporation, manufacturer of machined aircraft components, on its sale of 100% of business operations to H-D Advanced Manufacturing, manufacturer of severe duty, high-precision products in aerospace and defense.

 GEE

 navAero
CREATING
INTELLIGENCE

Global Eagle Entertainment

Provider of aircraft connectivity systems

UNITED STATES

Acquired 100% of Business Operations

NavAero AB

Avionics integration and EFB solutions

SWEDEN

Advised on Purchase of Company

Advised NavAero during the process and identified the buyer, Global Eagle Entertainment Inc (Global).

 MAFELEC

 comtronic
VERBINDUNGSTECHNIK

Mafelec SAS

Manufacturer of electric and electronic equipment

FRANCE

Acquired 100% of Business Operations

Comtronic GmbH

Manufacturer of optical & electronic aeronautic desk panels

GERMANY

Advised on Purchase of Company

Advised the buyer Mafelec SAS, a Lyon-based manufacturer of electric and electronic equipment on the acquisition of the business operations of Comtronic GmbH, a manufacturer of optical and electronic aeronautic desk panels.

 KB

 TESLA JIHLAVA

Komercni banka a.s.

A leading merchant bank in the Czech Republic

CZECH REPUBLIC

Provided entire Refinancing of the Project

TESLA Jihlava a.s.

Leading mechatronic composite parts provider

CZECH REPUBLIC

Advised on Restructuring of Debt and Debt Refinancing

Advised on restructuring of debt and debt refinancing.

AUTOMOBILES AND COMPONENTS

JPMORGAN CHASE & CO.



JP Morgan Chase

Senior, secured, asset backed lending group
UNITED STATES

Provided Acquisition Funding

Northern Stamping

Metal stamping company
UNITED STATES

Advised on the Placement of Debt

Advised HDS, on the sale of the company to Bear Diversified Inc. HDS offers core competencies in metal stamping and fabrication, welding (both resistance and robotic), drilling, tapping, staking, powder coat painting, electro-mechanical assembly, and warehousing and distribution. It completed the acquisition of 100% of the stock of London, Kentucky-based Highlands Diversified Services, Inc. (HDS).



UPPÅKRA

Eket Industrier AB

Manufacturer of precision components
SWEDEN

Acquired 100% of Business Operations

Uppåkra Mekaniska AB

Manufacturer of precision components
SWEDEN

Advised on Sale of Company

Advised on the sale of Uppåkra Mekaniska AB, a Skillingaryd-based manufacturer of metal cutting machine tools to Eket Industrier AB, a manufacturer of metal cutting machine tools.



Inducore AB

Swedish industrial group
SWEDEN

Acquired 100% of the Shares

Axipto AB

Subcontractor mainly to heavy truck industry
SWEDEN

Advised on Sale of Company

Advised the seller, Axipto AB, a subcontractor mainly to the heavy truck industry of 100% of its shares to Inducore AB, a Swedish industrial group.



Undisclosed Investors

Mutual funds
INDIA

Provided Growth Funding

TVS Motors

A leading two wheeler vehicle manufacturing company
INDIA

Advised on Placement of Equity

Advised the shareholder of TVS Motors, a leading two wheeler vehicle manufacturing company on placement of equity in a transaction with Mutual Funds, a Mumbai-based financial asset management company.



AUTOMOBILES AND COMPONENTS



Harsha Engineers Limited

Industrial and auto bearing component manufacturer
INDIA

Acquired 100% of Business Operations

Undisclosed
Industrial bearing component manufacturer
ROMANIA

Advised on Purchase of Company

Advised Harsha Engineers Limited, an industrial and auto bearing component manufacturer on the purchase of an undisclosed Romanian-based manufacturer.

Bradford Coatings LLC

Coatings manufacturer
UNITED STATES

Acquired 100% of Assets

Bradford Industries Inc.
Coatings manufacturer
UNITED STATES

Advised on Sale of Company

Advised Bradford Industries Inc., a coatings manufacturer, on its sale to Bradford Coatings

BUILDING / CONSTRUCTION AND ENGINEERING



Yellow Dot, Inc.

Private equity
UNITED STATES

Acquired 100% of Business Assets

Yellow Dot, LLC
HVAC installer & servicer
UNITED STATES

Advised on Sale of Company

Advised Yellow Dot Heating and Air Conditioning in its sale to a family office. Yellow Dot Heating and Air Conditioning is a leading provider of HVAC installation and services to the residential and commercial markets in North Carolina.



SIG plc

Distributor of insulation and ventilation products
UNITED KINGDOM

Acquired 100% of the Business

Multijoint
Distributor of insulation and ventilation products
SWITZERLAND

Advised on Sale of Company

Advised Multijoint, a distributor of insulation and ventilation products, on its sale to SIG.



Trive Capital

Middle market private equity
UNITED STATES

Acquired Majority Control of Business Operations

Amteck, LLC

Design/build electrical services provider
UNITED STATES

Advised on Sale of Company

Advised Amteck LLC, a Lexington-based provider of construction and electrical engineering services, in a leveraged buyout transaction in which Trive Capital LLC acquired an undisclosed majority interest.



Undisclosed Buyer

Private investor
CZECH REPUBLIC

Acquired 100% of Business Operations

ContiMade, spol. s.r.o.

Modular construction containers manufacturer
CZECH REPUBLIC

Advised on Sale of Company

Advised on the sale of ContiMade spol sro, a Kanovice-based commercial building constructor, which was divested to an undisclosed acquirer.



Daiwa House

Leading home builder and real estate company
JAPAN

Acquired Strategic Minority Ownership

VBHC

Affordable housing developer
INDIA

Advised on Investment in Company

Advised Daiwa House Industry Co Ltd of Japan, a leading home builder and real estate company, on acquisition of an undisclosed minority stake in VBHC Value Homes Pvt Ltd, a Bangalore-based housing constructor, in a privately negotiated transaction.



OBOS Prosjekt AS

Project and construction management services
NORWAY

Acquired Majority Control of Business Operations

Stema Rådgivning AS

Project and construction management services
NORWAY

Advised on Investment in Company

Represented the seller in a transaction where Obos Prosjekt AS, a unit of Obos Bbl, agreed to acquire a 60% interest in Stema Radgivning AS, an Oslo-based provider of technical consulting services, from Stema Radgivning Holding AS.



BUILDING / CONSTRUCTION AND ENGINEERING



Lagans Byggnads AB



ERSTAD & LEKVEN

COFELY AXIMA

VANDEWALLE

Lagans Byggnads AB

A project development and construction company
SWEDEN

Acquired Selected Assets of Seller's Business Operations

TbyggN i Värnamo AB

A project development and construction group
SWEDEN

Advised on Sale of Company

Lagans Byggnads AB, a residential remodeler acquired certain assets of TbyggN i Värnamo AB, a Värnamo-based project development and construction company, ultimately owned by TbyggN Holding AB.

ÅF Advansia AS

Engineering and consulting company
NORWAY

Acquired 100% of Business Operations

Erstad & Lekven Oslo AS

Engineering and consulting company
NORWAY

Advised on Purchase of Company

Advised AF Advansia AS, a unit of AF AB, on the acquisition of the entire share capital of Erstad & Lekven Oslo AS, an Oslo-based provider of technical consulting services.

Cofely Axima nv

HVAC
BELGIUM

Acquired 100% of Business Operations

Vandewalle NV

HVAC
BELGIUM

Advised on Sale of Company

Cofely Axima SA, a unit of Engie SA, acquired Vandewalle NV, a Jabbeke-based manufacturer of air-conditioning equipment. Advised Vandewalle on the sale of the company.

Private Investor

Private investor
BELGIUM

Acquired 100% of Business Operations

Gebroeders Van Breedam bvba

Construction and installation of skylight modules
BELGIUM

Advised on Sale of Company

Advised Gebroeders Van Breedam bvba, a company involved in the construction and installation of skylight modules, on its sale to an undisclosed buyer.



NCN

Construction company
FRANCE

Acquired 100% of Business Operations

CERP

Building constructor
FRANCE

Advised on Purchase of Company

Advised Nord Constructions Nouvelles SAS, a construction company, on the acquisition of CERP - Societe de Construction Entretien Rehabilitation du Patrimoine SASU, a Corneilles En Parisis-based commercial building constructor.



EMC Limited

EPC company in T&D sector
INDIA

Acquired Strategic Interest in Seller's Business

McNally Bharat Engineering Co. Ltd.

EPC company
INDIA

Advised on Purchase of Company

Advised EMC, a service provider to power transmission and distribution firms, on its acquisition of McNally Bharat Engineering Co. Ltd., a provider of engineering and turnkey solutions.



Piramal Enterprise

NBFC
INDIA

Provided Term Loan Facility

NCL Limited

Cement manufacturer
INDIA

Advised on Restructuring and Placement of Debt

Advised NCL Limited, a Hyderabad-based cement manufacturer, on restructuring and placement of debt.



Piramal Enterprise

NBFC
INDIA

Provided Term Loan Facility

Sanghi Industries Limited

Cement
INDIA

Advised Restructuring and Placement of Debt

Advised Sanghi Industries Limited, a cement company based in Mumbai on the restructuring and placement of debt.



BUILDING / CONSTRUCTION AND ENGINEERING



LIC

Life insurance corporation of India
INDIA

Provided Term Loan Facility

J K Cement Ltd.

Cement
INDIA

Advised on Placement of Debt

Advised J K Cement Ltd. A cement company based in Kanpur, on placement of debt.



IPO investors

Institutional and retail investors
INDIA

Provided Growth Funding

Power Mech Projects Ltd.

EPC company
INDIA

Advised on Placement of Equity

Advised Power Mech Projects Ltd. an EPC company based in Hyderabad, on placement of equity.



IPO investors

Institutional and retail investors participating in IPO
INDIA

Provided Growth Funding

Pennar Engineered Building Systems Ltd.

EPC company
INDIA

Advised on the Placement of Equity

Advised Pennar Engineered Building Systems Ltd. an EPC company based in Hyderabad, on the placement of equity.

 SUMITOMO FORESTRY CO., LTD.



Sumitomo Forestry America, Inc.

Residential land development and construction
UNITED STATES

Acquired 60% Interest in Seller's Business

Dan Ryan Builders Group

Residential land development and construction
UNITED STATES

Advised on Purchase of Company

Advised Sumitomo Forestry America Inc, a unit of Sumitomo Forestry Co Ltd, on the purchase of a 60% interest in DRB Enterprises LLC, a Frederick-based housing construction company.




Instalco Sverige AB

Technical installation company
SWEDEN

Acquired 100% of Business Operations

Romerike Elektro AS

Electrical installation company
NORWAY

Advised on Sale of Company

Instalco Sverige AB of Sweden, a unit of Instalco Holding AB, acquired the entire share capital of Romerike Elektro AS, a Klofta-based electrical contractor.




Instalco Sverige AB

Technical installation company
SWEDEN

Acquired 100% of Business Operations

AR Elektro Prosjekt AS

Electrical installation company
NORWAY

Advised on Sale of Company

Advised AR Elektro Prosjekt AS, a Klofta-based electrical contractor, on the sale of the company to Instalco Sverige AB of Sweden, a unit of Instalco Holding AB, which acquired the entire share capital of AR Elektro Prosjekt AS.




APK Group

External, internal and telecom construction
BELGIUM

Acquired 100% of Business Operations

Group Ageres - ATN - AS

External, internal and telecom construction
BELGIUM

Advised on Sale of Company

Algemene Participatie Kerkhofs NV acquired Ageres NV, a Malle-based commercial building constructor.. Advised Ageres on the sale of the company.



Sweco PM Oy

Project management & engineering in building construction
FINLAND

Acquired 100% of Business Operations

Altenia Oy

Project management & engineering in building construction
FINLAND

Advised on Sale of Company

Advised Altenia Oy, a project management and engineering firm, on its sale of the company to Sweco PM Oy, a unit of Sweco AB, a Vaasa-based provider of financial investment services.



MACHINERY



Keller AG
Minimal windows
manufacturer
LUXEMBOURG

**Acquired 100% of Business
Operations**

**Hofstädter Faipari
Kft.**
Wood and wood-
aluminium windows
manufacturer
HUNGARY

**Advised on Purchase of
Company**

Advised the Luxembourgian minimal window manufacturer Keller AG. The company acquired 100% of the wood and wood-aluminium division of Hungarian Hofstädter Group. This acquisition enables Keller AG to broaden its presence in CEE as well as ensure a faster and more flexible delivery service of its products into the region.



ALPROSYS
SONDERMASCHINENBAU

**Pannonbau -
Linartech Kft.**
Automotive industry
supplier
HUNGARY

**Acquired Majority Control
of Business Operations**

Alprosyt Kft.
Custom-made
machinery production
for automotive
HUNGARY

**Advised on Sale of
Company**

Advised Alprosyt Group, a leading player in the domestic market for individual machines, production lines and manufacturing cells. With nearly €10 million turnover, the Group's customer base includes local subsidiaries of leading global car producers, electronic OEMs and Tier 1 companies, but primarily automotive suppliers. The investor further carries out export business activities as a subcontractor in Germany, Austria and the Netherlands.



**Wolf-Heiztechnik
GmbH**
Manufactures and
supplies HVAC
equipment
GERMANY

**Acquired 100% of Business
Operations**

Pro-klima d.o.o.
HVAC equipment
producer
CROATIA

**Advised on Sale of
Company**

Advised on the sale of Pro-klima d.o.o., a HVAC equipment producer, to Wolf-Heiztechnik GmbH, a Mainburg-based company that manufactures and supplies HVAC equipment.



**Xi'an ShaanGu
Power Co., Ltd.**
Industrial blower
and turbine systems
manufacturer
CHINA

Acquired 75% of Shares

EKOL spol. s r.o.
Power generation OEM
- steam turbines up to
70MW
CZECH REPUBLIC

**Advised on Sale of
Company**

Xi'an Shaangu Power Co Ltd of China, a unit of Chinese state-owned Xian Industrial Assets Operation Co Ltd's Shaanxi Blower (Group) Co Ltd subsidiary, acquired a 75% interest in Ekol spol sro, a Brno-based manufacturer and wholesaler of steam turbines.



**Active Capital
Company Fund
Manager B.V**
Private equity
NETHERLANDS

Acquired

**Amphitec BV,
Amphitec
Service BV,
Amphitec Rental
BV, Amphitec
Equipment BV**
Manufacturer of
industrial vacuum
equipment
NETHERLANDS

**Advised on Sale of
Company**

Advised Amphitec, and industrial vacuum equipment provider, on its sale of a majority stake holding to Active Capital Company, a Private Equity firm.



**Pfaudler-Werke
GmbH**
Process solutions
company
GERMANY

*Acquired 100% of Shares in
Target Company*

**Julius Montz
GmbH**
Manufacturer of
distillation equipment
GERMANY

**Advised on Sale of
Company**

Advised Julius Montz, a Hilden-based manufacturer of industrial machinery, on its sale to Pfaudler Inc of the US, a unit of Deutsche Beteiligungs AG. The ultimate acquiring parent company is Deutsche Beteiligungs AG, located in Frankfurt, Germany, is private equity firm focusing on investing in companies in the mid market segment with annual sales of €50 million to €500 million, mainly in the industrial sector.



Jungheinrich AG
Intralogistics service
and solution provider
GERMANY

*Acquired 100% of Business
Operations*

**MIAS
Maschinenbau,
Industrieanlagen &
Service GmbH**
Intralogistics equipment
manufacturer
GERMANY

**Advised on Sale of
Company**

Advised the seller, MIAS Maschinenbau Industrieanlagen & Service GmbH, a Munich-based manufacturer of conveyor and conveying equipment on the sale of its business operations to Jungheinrich AG, located in Hamburg, Germany, a manufacturer of industrial trucks.



**Serendipity
Innovations AB**
PE investing in technical
services companies
SWEDEN

*Acquired 70% of the
Company*

Metus d.o.o.
Installation,
modernization & repair
of elevators
CROATIA

**Advised on Sale of
Company**

Advised Metus doo on the sale of the company. Serendipity Innovations AB of Sweden acquired a 70% interest in Metus doo, a Zagreb-based manufacturer of elevators.



OTHER INDUSTRIALS


HYDRAULIK NORD



Hydraulik Nord GmbH

Holding company
GERMANY

Acquired 100% of Business Operations

KMF Kemptener Maschinenfabrik GmbH

Manufacturer of hydraulic cylinders
GERMANY

Advised on Sale of Company

Hydraulik Nord GmbH acquired the entire share capital of KMF Kemptener Maschinenfabrik GmbH, a Kempten-based manufacturer of fluid power cylinders and actuators, from Otto Nussbaum.



NES Investments II BV

Private equity firm
NETHERLANDS

Acquired Majority Control of Business Operations

Adesso Valve BV

Valve manufacturer
NETHERLANDS

Advised on Sale of Company

Advised Nostro Futuro BV on their sale of a majority of the shares of Adesso Valve BV, a valve manufacturer specialised in subsea valves for the offshore, to NES II BV, a Dutch private equity firm.

CORNING



Corning Incorporated

Provides end-end fiber & copper product solutions

UNITED STATES

Acquired 100% of Business Operations

TR Manufacturing

Manufactures fiber optic & copper cable
UNITED STATES

Advised on Sale of Company

Advised TR Manufacturing, a leading provider of fiber-optic and copper cable, component interconnects and electro-mechanical assemblies, on its acquisition by Corning, a global provider of connectivity solutions for every part of the communications network. TR provides its products to customers in a wide range of technology industries.

 Top Side Offshore Technology
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tr@topside.com



Top Side Industries Group B.V.

Participation of Écart Invest
NETHERLANDS

Acquired 100% of the Shares

Rolloos Holding B.V.

Measurement and control equipment
NETHERLANDS

Advised on Sale of Company

Advised Rolloos Holding B.V. on its sale of 100% of its shares to Top Side Industries Group B.V., a private equity firm. Rolloos is a measurement and control equipment company.



Blue Point Capital Partners, LP

Private equity
UNITED STATES

Acquired 100% of Business Operations

Russell Food Equipment Ltd

Food service equipment distribution
CANADA

Advised on Sale of Company

Advised Russell Food Equipment Ltd, food service equipment distribution on its sale to Blue Point Capital Partners, LP, a Seattle-based private equity firm.



KIESELMANN FLUID PROCESS GROUP

Producer of process components and process plants
GERMANY

Acquired Total Assets of Seller's Business Operations

Wilhelm Guth Ventiltechnik GmbH & Co. KG

Production of stainless steel valves for F&B industry
GERMANY

Advised on Sale of the Company's Assets

Advised Wilhelm Guth Ventiltechnik GmbH & Co. KG on the sale of the company assets. KIESELMANN GmbH acquired the bankrupt Wilhelm Guth Ventiltechnik GmbH & Co KG, a Landau-based manufacturer of metal valves and pipe fittings.



Ideal Standard Yapi Malzemeleri

JV formed by Ideal Standard and Ece Holding
TURKEY

Acquired Selected Assets of Seller's Business Operations

Ece Holding

Turkey based holding active in sanitary ware
TURKEY

Advised on Sale of Company

Partly represented the seller, Ece Holding, a Turkey-based holding active in sanitary ware in the acquisition of selected assets of of the seller's business operations, Ideal Standard Yapi Malzemeleri, a JV formed by Ideal Standard and Ece Holding involed in home improvement retailing.



Thyssenkrupp AG

Industrial group
GERMANY

Acquired 100% of Business Operations

Ib Andresen Industri Magyarország Kft.,

Steel service center
HUNGARY

Advised on Sale of Company's Subsidiary

Advised the subsidiary of Danish Group IAI Holding AS, Ib Andresen Kft. The company is focusing on the activity of a steel service center ("SSC"). According to the seller, the company's domestic growth opportunities were significantly limited and the owners did not see the possibility of the company's stable and long-term profitability. With this transaction, ThyssenKrupp's Ferroglobus Zrt. further strengthens its domestic presence and, plans on operating with a close to 200,000 ton capacity.



OTHER INDUSTRIALS



Revoseal Europe GmbH

Manufacturers of seals
GERMANY

Acquired Assets of the Seller's Business Operations

Jungtec GmbH & Co. KG

Developer and manufacturer of seals
GERMANY

Advised on Sale of Company

Advised on the sale of Jungtec GmbH & Co KG, a Pulheim-based manufacturer of seals to revoseal Europe GmbH, who acquired the assets of the seller's business operations.

Hengst SE & Co. KG

Manufacturer of automotive filters
GERMANY

Acquired 100% of Business Operations

Nordic Air Filtration AS

Manufacturer of industrial filters
DENMARK

Advised on Purchase of Company

Advised the buyer Hengst SE & Co. KG, a Munster-based manufacturer of automotive filters, on its 100% acquisition of the business operations of Nordic Air Filtration AS, a manufacturer of industrial filters based in Nakskov, Denmark.

Addtech Group AB

Technology trading group
SWEDEN

Acquired 100% of Business Operations

Sammet Dampers Oy

A leading industrial damper developer
FINLAND

Advised on Sale of Company

Advised on the sale of Sammet Dampers Oy, a leading industrial damper developer to Addtech Group AB, a technology trading group.

ITAB Shop Concept AB

One of Europe's largest suppliers of shop fitting
SWEDEN

Acquired 100% of the Shares

MB Shop Design AB

Develops and produces shop fitting concepts
SWEDEN

Advised on Sale of Company

Advised on the sale of MB Shop Design AB, a developer and producer of shop fitting concepts, to ITAB Shop Concept AB, one of Europe's largest suppliers of shop fittings. With this completed transaction, MB Shop Design can offer existing customers a broader product portfolio and reach new customers through ITAB Shop Concept's distribution channels.

TRANSPORTATION AND INFRASTRUCTURE

**IDEX Corporation**

Listed industrial company - fire & safety specialist

UNITED STATES

Acquired 100% of Business Operations

AWG Fittings Group

Leading manufacturer of fire protection systems

GERMANY

Advised on Sale of Company

Lukas Hydraulik GmbH, a unit of IDEX Corp, definitively agreed to acquire AWG Fittings GmbH, a Giengen-based manufacturer of hoses and belting, from Paragon Partners GmbH. The acquisition is part of the growth strategy of IDEX. The AWG transaction, coupled with the recent acquisition of Akron Brass in the US, further supports the global supply of their customers with best in class life safety and fire suppression solutions.

MILLSTEIN & CO.

**Millstein & Co.**

Private equity
UNITED STATES

Acquired 100% of Business Operations

Metal Powder Products

Producer of powder metal components

UNITED STATES

Advised on Sale of Subsidiary

Advised on the sale of Metal Powder Products Co, a Westfield-based manufacturer of powder metallurgy to Millstein & Co LP, a private equity firm, located in Washington, D.C.

**Bank of America**

Bank
UNITED STATES

Provided Revolving Credit Facility

American Micro Products

Precision machining company serving the transport industry

UNITED STATES

Advised on the Placement of Debt

Advised on the Refinance of American Micro Products, Inc.

**AGRO Merchants Group**

Refrigerated warehousing and distribution

UNITED STATES

Acquired 100% of the Shares

ADB Cool Company

Refrigerated warehousing and distribution

NETHERLANDS

Advised on Sale of Company

Advised ADB Cool Company, a family business which operates coldstores and with a specialization in fruits. It was acquired by AGRO Merchants Group, a US-based company focused on providing global innovative cold chain solutions.



TRANSPORTATION AND INFRASTRUCTURE



Zongshen Industrial Group, Ltd

Leading motorcycle and engine manufacturer
CHINA

Entered strategic partnership and Acquired minority interest

Harbour Air Ltd

Scheduled service, tour and charter airline
CANADA

Advised on Sale of Company

Zongshen Tianchen General Aviation Co of China, a unit of Zongshen Industrial Group CoLtd, acquired a 49% stake in Harbour Air Ltd, a Richmond-based provider of passenger airline services, in a privately negotiated transaction. Advised on the sale of the company.



Famous Holdings Pte Ltd (subsidiary of Singapore Post Ltd)

Provider of freight forwarding services
SINGAPORE

Acquired 80% Stake in

Rotterdam Harbour Holding B.V.

Provider of consolidation and forwarding services
NETHERLANDS

Advised on Sale of Company

Advised Rotterdam Harbour Holding B.V., A Rotterdam-based provider of port and harbour services on its sale of an 80% stake to Famous Holdings Pte Ltd, a subsidiary of Singapore Post Ltd, a provider of freight forwarding services.



Bertani Trasporti

Logistics player in the automotive industry
ITALY

Acquired 100% of Business Operations

F.Illi Elia

Logistic player in cars and commercial vehicles
ITALY

Advised on Purchase of Company

Advised Bertani Trasporti, leading group in the vehicle (cars, motorcycles and commercial vehicles) storage and transportation services and controlled by the Bertani's family, completed the acquisition of a 100% stake in F.Illi Elia S.p.A., a group based in Moncalieri (Turin) and operating in the same industry, thus consolidating its leading position in the sector.



Rajasthan Ventures

Private equity fund
INDIA

Provided Growth Funding

Leeway Logistics Ltd.

3PL service provider
INDIA

Advised on Placement of Equity

Advised Leeway Logistics Limited on placement of equity.



Undisclosed Buyer

Holding company
CHINA

Acquired 100% of Shares

Krauth Technology GmbH

Provider of ticketing solutions
GERMANY

Advised on Sale of Company

.....
Dutech Holdings Limited of China acquired the entire share capital of krauth technology GmbH, an Eberbach-based manufacturer of commercial and service industry machinery.

Syndicate Led by IDB

IDB, Bancolombia, Corpbanca, FDN
UNITED STATES

Provided Term Loan Facility

Perimetral Oriental de Bogotá

Infrastructure
COLOMBIA

Advised on the Placement of Debt

.....
Represented the borrower and advised on the placement of debt in an SPV for the development of a 153 km road in Bogotá.

Adventura Prevozi d.o.o.

Bus transportation
SLOVENIA

Acquired 97.31% Shares

Avrigo d.o.o.

Bus transportation
SLOVENIA

Advised on Sale of Company

.....
Adventura Prevozi Holding doo agreed to acquire a 97.31% interest in Avrigo dd, a Nova Gorica-based provider of charter bus services, from Zavarovalnica Triglav dd. Advised the seller Avrigo in the transaction.





Materials

Up to \$500M

Source: Thomson Reuters

- 1 PwC
- 2 Ernst & Young
- 3 KPMG
- 4 BDO
- 5 Deloitte
- 6 Lincoln International
- 7 IMAP**
- 8 Rothschild
- 9 Mizuho Financial Group
- 10 Houlihan Lokey



CHEMICALS

Lubar & Co.



Lubar & Co.
Family office
UNITED STATES

Acquired 100% of Business Operations

ChemDesign Products, Inc.
Provides chemical toll processing
UNITED STATES

Advised on Sale of Company

Advised ChemDesign Products Inc., a provider of custom toll manufacturing services to the global chemical industry, on its sale to Lubar & Co. in a secondary buyout transaction.



Lotorp
Industrial group
SWEDEN

Acquired 100% of Business Operations

Candor Sweden
Chemical and metal supplier
SWEDEN

Advised on Sale of Company

Advised the owners of Candor in the sales process to Bolagsgruppen Lotorp, an industrial group that acquires and develops medium sized businesses with a long term view on the investments.



Blackford Capital LLC / Amtech, LLC
Midwest based private equity firm
UNITED STATES

Acquired Majority Control of Business Operations

McClarin Plastics, Inc.
Designer & manufacturer of thermoformed plastic
UNITED STATES

Advised on Sale of Company

Advised McClarin Plastics, a designer and manufacturer of thermoformed plastic, on its sale to Blackford Capital LLC / Amtech.



Mutual Funds
Mutual funds
INDIA

Equity Placement

Shareholders Oriental Carbon and Chemicals Limited
Specialty chemicals
INDIA

Advised on Placement of Equity

Advised the Shareholders Oriental Carbon and Chemicals Limited on the placement of equity in a transaction with Mutual Funds, a Mumbai-based financial asset management company.

CONSTRUCTION MATERIALS



Pohjanmaan Rakennuspelti Oy

Sheet metal and glass works

FINLAND

Acquired 100% of Shares

Scan-Mikael Oy

Manufactures and designs glass wall systems

FINLAND

Advised on Sale of Company

Advised Scan-Mikael, a manufacturer and designer of glass wall systems, on the sale of a 100% of its shares to Pohjanmaan Rakennuspelti, a sheet metal and glass works company.



Mohawk Industries

World's largest flooring manufacturer

UNITED STATES

Acquired 100% of Business Operations

Cerámica San Lorenzo (North American operation)

Ceramic tile manufacturer

MEXICO

Advised on Sale of Company

Advised Cerámica San Lorenzo, Mexico based subsidiary of Etex, ceramic tile manufacturer company- on its sale to Dal-Tile, a division of the world's largest flooring manufacturer Mohawk Industries. The acquisition will support Dal-Tile's growth in Mexico and strengthen its position, especially in the American West and Southwest.

CONTAINERS AND PACKAGING



RPC GROUP PLC

Leading supplier of rigid plastic packaging

UNITED KINGDOM

Acquired Majority Control of Business Operations

Helioplast d.o.o.

Leading producer of rigid plastic packaging in SEE

BOSNIA AND HERZEGOVINA

Advised on Sale of Company

Advised Helioplast doo, manufacturer and wholesaler of plastic containers, in its sale of a majority interest to UK-based RPC Group PLC. The acquisition offers RPC market entry to Bosnia and Herzegovina, strengthening its sales and manufacturing position in southeast Europe.



Gilde Equity Management Benelux

Private equity

NETHERLANDS

Acquired Majority Control of Business Operations

pack2pack Halsteren B.V.

Industrial tinplate packaging

NETHERLANDS

Advised on Sale of Company

Advised Greif international B.V. on the carve out of their European tinplate packaging subsidiary pack2pack Halsteren B.V. to Dutch private equity group Gilde and management.



CONTAINERS AND PACKAGING



pelgrims

Private Investor

Private investor
BELGIUM

Acquired Majority Control of Business Operations

Pelgrims Verpakkingen

Producer of packaging material
BELGIUM

Advised on Sale of Company

Advised Pegrim's Verpakkingen on the sale of the company to a private investor.



Groupe JBT



KAONA
PLASTIC

Groupe JBT

Production of plastic components
FRANCE

Acquired 100% of Business Operations

Kaona

Injection moulding of plastic parts
HUNGARY

Advised on Purchase of Company

Advised Groupe JBT, a producer of plastic components on its acquisition of Kaona, a Hungary-based manufacturer of plastics pipes and pipe fittings.



IKEA



Eson
Pac
First class packaging

Inter IKEA Investments AB

Invests in non-listed Swedish companies
SWEDEN

Acquired Majority Control of Business Operations

Eson Pac Group

Complete packaging solutions provider
SWEDEN

Advised on Sale of Company

Advised Eson Pac Group, a developer and producer of complete packaging solutions, on its sale to Inter IKEA Investments AB.



MITSUI & CO.



sarten
sartenturkey

Mitsui & Co.

One of the largest conglomerates in Japan
JAPAN

Acquired Minority Shares

Sarten Ambalaj

Leading metal packaging products manufacturer
TURKEY

Advised on Sale of Company

Advised Sarten Ambalaj, an integrated packaging manufacturer in Turkey, to sale its minority (15%) shares to Mitsui & Co., Ltd. Mitsui has identified Turkey as a priority country in its new medium-term management Plan, and equity participation into Sarten will enhance Mitsui's effort to benefit from the economic growth of Turkey and its neighboring countries.



**Barton Creek
Equity Partners**

Private equity firm
UNITED STATES

Invetsed in Seller

FlexXray LLC

B2B outsourced Xray
services to food
industry
UNITED STATES

**Advised on Sale of
Company**

Advised FlexXray LLC in an investment by Barton Creek Equity Partners, the terms of which were not disclosed.



AI Pack d.o.o.

Manufacturing of
high-quality packaging
solutions
SERBIA

*Acquired 100% of Business
Operations*

**Uniprint Knauer
GmbH & Co KG**

Manufacturing of
printed lids and labels
GERMANY

**Advised on Sale of
Company**

Advised Uniprint Knauer GmbH & Co KG, a German aluminium lid producer, on its sale to AI Pack d.o.o, manufacturer and supplier of lacquered and laminated aluminum foils, lids, aluminum containers, and plastic packaging products headquartered in Subotica, Serbia. The acquisition will enhance growth in AI Pack's priority segments, and provide an excellent opportunity to accelerate the profitable growth of the group as whole.



**Multi-Color
Corporation**

Global company
providing label
solutions
UNITED STATES

*Acquired 100% of Business
Operations*

Cashin Print

Specialist printer for the
pharmaceutical industry
IRELAND

**Advised on Sale of
Company**

Advised Cashin Print, Ireland based company which offers a full range of print services including concept and design, personalised printing, digital print and traditional litho print, on its sale to Multi-Color Corporation (MCC), one of the largest label companies in the world. MCC states it intends to support growth, both in Ireland and the rest of Europe, and that this acquisition broadens its healthcare customer base and printed product range.



PO.MO. S.r.l.

Private company
ITALY

*Acquired Majority Control
of Business Operations*

**Casoni
Fabbricazione
Liquori S.p.A.**

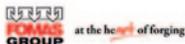
Spirits private label and
co-packing
ITALY

**Advised on Sale of
Company**

Advised to Davide Campari-Milano S.p.A. in the divestment of 100% stake in Casoni Fabbricazione Liquori S.p.A., a leading Italian company in the segment of private label and co-packing activities in the Spirits business. Buyer is PO.MO. S.r.l., an Italy-based investment vehicle.



METALS AND MINING



Fomas Spa through the subsidiary Fomas Inc.

Production of forgings and seamless rolled rings
ITALY

Acquired 100% of Business Operations

Ajax Rolled Ring & Machine

Production of forgings and seamless rolled rings
UNITED STATES

Advised on Purchase of Company

Advised Fomas, leading manufacturer of forgings and seamless rolled rings, in the acquisition of 100% of Ajax Rolled Rings & Machine LLC, another player of the same sector based in South Carolina, US.



Scorpio Mining Corp.

Silver producer
CANADA

Acquired 100% of Business Operations

U.S. Silver & Gold Inc.

Silver producer
CANADA

Advised on Merger

Advised the special committee of Scorpio Mining Corp as its exclusive advisor in the business combination with U.S. Silver & Gold to complete a merger of equals creating a junior silver producer with production facilities in the USA and Mexico. The pro-forma market capitalization was valued at \$67 million.



Gjuteriteknik LM Abrahamsson AB

Zink foundry business with surface treatment
SWEDEN

Acquired 100% of Business Operations

KH Metallgjuteri AB

One of the leading zink foundries in the Nordics
SWEDEN

Advised on Sale of Company

Advised KH Metallgjuteri in their sale to Gjuteriteknik LM Abrahamsson AB. KH is engaged in manufacturing and finishing of die casted parts in zinc to the electronics-, hydraulics-, furniture- and heavy vehicle industries.



Minemakers Limited

Exploration, evaluation & dev. of mineral deposits
AUSTRALIA

Acquired 100% of a near-term rock phosphate project

Project Baobab

Eocene-era phosphate rock deposit (1,553km2 conc.)
SENEGAL

Advisor on the disposal of a rock phosphate project in Senegal

Advised Project Baobab (an affiliate of Agrifos Partners LLC) on the disposal of a rock phosphate project in Senegal acquired by Minemakers Limited. The Reverse Triangular Merger involving the amalgamation of Baobab Fertilizer Africa, a wholly owned subsidiary of Baobab Partners and the parent company of Baobab Mining and Chemicals Corporation SA, and Minemakers Baobab Mauritius, a wholly owned subsidiary of Minemakers.

PAPER AND FOREST PRODUCTS



Northern Stamping
Metal stampings for
automotive industry
UNITED STATES

Acquired 100% of Business

**Highlands
Diversified
Services, Inc.**
Metal stampings for
telecom industry
UNITED STATES

**Advised on Sale of
Company**

Advised Highlands
Diversified Services Inc., a
provider of metal stampings
and complex assemblies
to the satellite television,
automotive, and aerospace
industries, on its sale to
Bear Diversified Inc., parent
company of Northern
Stamping Inc.



Godts NV
Sand quarry operator
BELGIUM

*Acquired 100% of Business
Operations*

**Zandgroeve
Bouillon bvba**
Owner and operator of
2 sand quarries
BELGIUM

**Advised on Sale of
Company**

Advised Zandgroeve
Bouillon bvba, a
construction sand and
gravel mine operator in
Belgium, on its sale to Godts
NV, a provider of financial
investment services, also
a longstanding operator of
several sand quarries.



Calucem d.o.o.
Manufacturer of
calcium aluminates
cements
CROATIA

*Acquired 100% of Business
Operations*

Kitapci Madencilik
Mining company
engaged in emery
exploration
TURKEY

**Advised on Sale of
Company**

Advised Kitapci Madencilik,
leading mining company
active in emery mine
production in Turkey, on its
sale to Calucem, the Croatia-
based calcium aluminate
cement producer.



Deutsche Bank
Bank
NETHERLANDS

*Provided Additional
Working Capital*

**Koninklijke
Boogaerdt B.V.**
Timber trading
NETHERLANDS

**Advised on the Placement
of Debt**

Advised Koninklijke
Boogaerdt B.V., a timber
trading company on the
placement of debt in a
transaction with Deutsche
Bank.





Real Estate

Up to \$100M

Source: Thomson Reuters

- 1 PwC
- 2 KPMG
- 3 Ernst & Young
- 4 Duff & Phelps
- 5 Industrial & Comm Bank China
- 6 Jones Lang LaSalle Inc
- 7 CBRE Holding SAS

21 IMAP

- 22 Nomura
- 23 DC Advisory



NON RESIDENTIAL

OTHER REAL ESTATE

COMMERZBANK 

CHAMP  Ventures

 Familienheim
Rhein-Neckar e.G.

BMT Tax Depreciation
QUANTITY SURVEYORS

Undisclosed Buyer
Foundation
GERMANY

Acquired 100% of Business Operations

GE9e Development Darmstadt GmbH
Property company
GERMANY

Advised on Sale of Company

GE9e Development Darmstadt GmbH, a Darmstadt-based provider of land subdivision services, divested the company to an undisclosed acquiror.

Commerzbank AG
Bank
GERMANY

Providing Acquisition Funding

Undisclosed Investee
Commercial company
GERMANY

Advised on the Placement of Debt

Advised an undisclosed investee on the placement of debt.

Champ Ventures & Yorkway Equity Partners
Private equity groups
AUSTRALIA

Acquired 70% of the Company

BMT Tax Depreciation Ltd
Quantity surveyors
AUSTRALIA

Advised on Sale of Company

Advised BMT Tax Depreciation Ltd, a quantity surveying company, on the sale of a 70% stake in the company to Champ Ventures & Yorkway Equity Partners, a Sydney-based private equity group.

Familienheim Rhein-Neckar e.G.
Housing corporation
GERMANY

Acquired 100% of Business Operations

von Hauff Unternehmensgruppe
Housing administration
GERMANY

Advised on Sale of Company

Familienheim Rhein-Neckar eG acquired Von Hauff Immobilien Holding GmbH, a Neubiberg-based provider of land subdivision services.

REAL ESTATE MANAGEMENT AND DEVELOPMENT

RESIDENTIAL



Private investors

Real estate
BELGIUM

*Acquired 100% of Business
Operations*

Donum Design

Property company
BELGIUM

**Advised on Sale of
Company**

Donum Design BVBA, an Antwerp-based provider of interior design services, divested the company to an undisclosed acquiror.



Canadian Imperial Bank of Commerce

One of Canada's
chartered banks
CANADA

*Advised on Obtaining and
Structuring a 10 year, non
recourse loan*

Vancouver Airport Property Management Inc

Acquires building and
leasehold interests
CANADA

**Advised on Obtaining and
Structuring Financing**

Advised Vancouver Airport Authority on obtaining and structuring financing.



CP Holdings

Hotel operator
UNITED KINGDOM

*Public Purchase offer all
registered ordinary Shares
of the target Company*

Danubius Hotels Group

Hotel operator
HUNGARY

Financial Advisory

Advised CP Holdings a UK based hotel operator on the public purchase offer all registered ordinary shares of the target company, Danubius Hotels Group, a Budapest-based hotel operator.





Retail

Up to \$200M

Source: Thomson Reuters

- 1 KPMG
- 2 PwC
- 3 Sumitomo Mitsui
- 4 Mizuho Financial Group
- 5 M&A International
- 6 Rothschild
- 7 Deloitte
- 8 Nomura
- 9 BDO

10 IMAP



APPAREL RETAILING

 LEVANT CAPITAL



Levant Capital

Middle East based private equity firm
UNITED ARAB EMIRATES

Acquired Majority Control of Business Operations

Panço

Turkey based manufacturer of children's wear
TURKEY

Advised on Sale of Company

Advised Panço, Turkey based manufacturer of children's wear, in its majority stake sale to Levant Capital, a Middle East based Private Equity firm.



Mitsui Matsushima

Coal mining and trading firm
JAPAN

Acquired 100% of Business Operations

Hanabishi-sewing

Suits maker
JAPAN

Advised on Sale of Portfolio Company

Advised Phoenix Capital on the sale of its portfolio company, Hanabishi-sewing, a suit maker which was acquired by Mitsui Matsushima.

AUTOMOTIVE RETAILING

Schakel Autogroep



Schakel Utrecht B.V.

Automotive retailer
NETHERLANDS

Acquired 100% of Business Operations

Van Bunningen Woerden B.V.

Automotive retailer
NETHERLANDS

Advised on Purchase of Company

Advised Schakel Utrecht BV, a unit of Schakel Autogroep BV, on the acquisition of the entire share capital of Van Bunningen Woerden BV, an Alphen Aan Den Rijn-based new car dealer.



Harley-Davidson Inc.

Global producer of motorcycles
UNITED STATES

Acquired 100% of Business Operations

Fred Deeley Imports Ltd.

Canadian distributor of Harley Davidson products
CANADA

Advised on Sale of Company

Advised Fred Deeley Imports Ltd, a Concord-based motorcycle dealer, on its sale to Harley-Davidson Inc of the US.

DISCOUNT AND DEPARTMENT STORE RETAILING

FOOD AND BEVERAGE RETAILING

HOME IMPROVEMENT RETAILING

Adelis Equity



SADEM

Car dealership
FRANCE

**Acquired 100% of Business
Operations**

GMS Groep

Car dealership
BELGIUM

**Advised on Sale of
Company**

Advised GMS (General Mobility Services NV), a motor vehicle dealer on the sale of the company to holding company SAAEM, located in Seynod, France.



Adelis Equity Partners Fund I

International PEG with
€400 million fund
SWEDEN

**Acquired a Majority Stake
of the Company**

Puuilo Oy

DIY discount retailer
with 15 stores and
online
FINLAND

**Advised on Purchase of
Company**

Advised the acquiror, Adelis Equity Partners Fund I AB of Sweden, a unit of Adelis Equity Partners AB, on its acquisition of an undisclosed majority interest in Puuilo Oy, a Vantaa-based hardware retailer, from Sentica Partners Oy and the company's management team, in a secondary buyout transaction. Terms were not disclosed. Originally, Sentica Partners acquired majority interest in Puuilo.



Private investor

Private investor
BELGIUM

**Acquired 100% of Business
Operations**

Zest Fresh Juice Bars

Chain of smoothies
and juices bars with 11
locations
BELGIUM

**Advised on Sale of
Company**

Advised Coral Moon bvba (Zest Fresh Juice Bars) on the sale of the company to a private investor.

Market Dome Zrt.

Investment firm
HUNGARY

**Acquired Commercial
Rights**

Dyras Kft.

Household equipment
distributor
HUNGARY

**Advised on Purchase of the
Target's Commercial Rights**

Advised Market Dome Zrt, an investment services company, on acquiring the commercial rights of Dyras Kft, a Budapest-based wholesaler of household appliances.



OTHER RETAILING



ABC MOKKA

Miko NV

Belgian coffee roaster in the out-of-home market
BELGIUM

Acquired 70% of Business Operations

ABC Mokka ApS

A leading Danish provider of vending machines
DENMARK

Advised on Purchase of Company

Advised Miko NV on its acquisition of a 70% stake in ABC Mokka ApS' business operations. The acquisition is in line with Miko's long-term strategy to set up coffee service organizations through subsidiaries in a growing number of countries.



Lloyds Pharmacy Group

Subsidiary of the listed German entity, Celesio AG
IRELAND

Acquired 100% of Business Operations

Medicare Pharmacy Group

Pharmacy
IRELAND

Advised on Sale of Company

Advised Medicare Pharmacy Group, a chain of retail pharmacies in Ireland, on the 100% disposal of business operations to Lloyds Pharmacy Group, a subsidiary of listed German entity Celesio AG.



Petco Holdings, Inc.

Specialty retailer of pet supplies
UNITED STATES

Acquired 100% of Business Operations

Doctors Foster and Smith

Omni channel pet retailer and pharmacy
UNITED STATES

Advised on Sale of Company

Advised Doctors Foster and Smith, an omni channel pet retailer and pharmacy, on its sale to Petco Holdings.



PNC Riverarch Capital

Private equity group
UNITED STATES

Acquired Majority Control of Business Operations

Feeders Supply Company, Inc.

16 store independent pet specialty retail chain
UNITED STATES

Advised on Sale of Company

Advised Feeders Supply Co Inc., a Louisville-based pet store operator, on its sale to PNC Riverarch Capital, a unit of PNC Financial Services Group Inc., in a leveraged buyout transaction.





TMT

Up to \$200M

Source: Thomson Reuters

- 1 PwC
- 2 KPMG
- 3 Ernst & Young
- 4 Deloitte
- 5 BDO
- 6 IMAP**
- 7 M&A International
- 8 Houlihan Lokey
- 9 Sumitomo Mitsui
- 10 Mizuho Financial Group



HIGH TECHNOLOGY

COMPUTERS AND PERIPHERALS



Advanced Printer Company International Limited

Manufacturer and seller of specialized dot matrix
CHINA

Acquired Selected Assets of Seller Business Operations

Olivetti Banking & Postal Line of Business

MFP printers and scanners for banking & postal
ITALY

Advised on Sale of Company

Advised on the sale of Olivetti's Banking & Postal line of business specializing in MFP printers and scanners to Advanced Printer Company, a Chinese manufacturer of specialized dot matrix.

E-COMMERCE / B2B



Global Three
UK-based investment holding company
UNITED KINGDOM

Acquired Investment Interest in Seller's Business

Sadeceon.com
Turkey-based web-based platform connecting service
TURKEY

Advised on Sale of Company

Advised Sadeceon.com a web-based platform connecting service providers with customers in various sectors. Global Three Ltd., the UK based investment holding company.

ELECTRONICS



Management and Private investors
Management
FRANCE

Acquired 100% of Business Operations

EMKA ELECTRONIQUE
Professionnal electronic EMS & ODM
FRANCE

Advised on Sale of Company

Advised Emka Electronique, a manufacturer of printed circuit assemblies, located in Paris on its sale to private investors and management.



Jorudan
Internet application and software developer
JAPAN

Formed Joint Venture

Remunera
Electronic meal voucher system provider
ISRAEL

Advised on formation of JV

Advised Remunera, a leading electronic meal benefits service provider in Israel, on establishment of JV with Jorudan, Japan-based software/ systems developer. The JV will provide an electronic meal voucher system for corporate clients and restaurants in Japan.

INTERNET SOFTWARE AND SERVICES



The Abraaj Group

Middle East based private equity firm
UNITED ARAB EMIRATES

Acquired Minority of Business Operations**Hepsiburada**

Market leader in online shopping in Turkey
TURKEY

Advised on Purchase of Company

Advised The Abraaj Group, a Middle East based Private Equity firm, on its purchase of a minority stake in Hepsiburada, the market leader in online shopping in Turkey.



Shirlaws Capital

Private equity firm
UNITED KINGDOM

Provided Growth Funding**GameSparks Limited**

Backend as a service (BaaS) for game designers
UNITED KINGDOM

Advised on the Placement of Equity

Advised GameSparks Limited on a Series A equity funding round. The company offers a cloud-based development platform for games developers enabling them to build all their games server-side.


Netmarble Turkey / MV Holding / Gedik Yatirim

A group of investment companies
TURKEY

Acquired Investment Interest in Seller's Business**Startershub**

Web-based platform providing services for startups
TURKEY

Advised on Purchase of Company

Advised Netmarble Turkey / MV Holding / Gedik Yatirim, a group of investment companies, on the purchase of Startershub, a web-based platform that provides services for start-ups.

IT CONSULTING AND SERVICES



Campbell Scientific

Manufacturer of dataloggers, data acquisition
UNITED STATES

Acquired 100% of Business Operations**Corobor Systems**

Meteorological software publisher and integrator
FRANCE

Represented the Seller

Advised the owner of Corobor Systems, a Meteorological Software Publisher and Integrator based in Paris in selling the shares to Campbell Scientific, a leading measurement and control products provider based in Utah (USA). With this deal Corobor Systems will be able to address new territories (mainly north America).



HIGH TECHNOLOGY

IT CONSULTING AND SERVICES



TeliaSonera AB

Telecommunication operator and IT service provider
SWEDEN

Acquired 100% of the Shares

ict-verstas Oy
Virtualization and cloud integration services
FINLAND

Advised on Sale of Company

Advised ict-verstas Oy, providing managed services to business customers on its sale to TeliaSonera AB, the dominant telephone company and mobile network operator in Sweden and Finland.



Dustin Group AB

IT products and solutions reseller
SWEDEN

Acquired 100% of the Shares

Resolute ISMS Oy
Supplier of network solutions
FINLAND

Advised on Sale of Company

Advised Resolute ISMS Oy one of Finland's leading suppliers of network solutions on its sale to Dustin Group AB. Dustin Group is one of the leading Nordic resellers of IT products and additional services to companies, the public sector and private individuals.



Comparex AG

Consulting and cloud-based professional services
GERMANY

Acquired Majority Control of Business Operations

Dataserv Information Technologies
Provider of IT optimization and security solutions
TURKEY

Advised on Sale of Company

Advised Dataserv Information Technologies, a company specializing in the fields of IT Security and Optimization, on its majority stake sale to Comparex AG, one of the world's leading global IT companies.



Pauwels Consulting NV
ICT consultancy
BELGIUM

Acquired 100% of the Business

Pyramid BVBA
ICT consultancy
BELGIUM

Advised on Sale of Company

Advised Pyramid BVBA a Belgian IT service provider with a range of prominent customers in Belgium, on its sale to Pauwels Consulting NV the Belgian consulting firm with offices in Belgium, France, Germany and Switzerland. With this acquisition, Pauwels Consulting is strengthening its position as IT service provider on the Belgian market.

OTHER HIGH TECHNOLOGY

SOFTWARE

**Undisclosed**

Family office
GERMANY

Provided Growth Funding**saascom GmbH**

Provider of software
solutions
GERMANY

**Advised on the Placement
of Debt**

Advised saascom GmbH, a provider of software solutions on the placement of debt in a transaction with an undisclosed buyer.

**Bayern LB**

Bayern LB is one of the largest finance institutions in Germany
GERMANY

**Provided Working Capital
Facility****Via optronics
GmbH**

Leading provider of optical bonding solutions
GERMANY

**Advised on the Placement
of Debt**

Advised on the placement of debt in a transaction with Bayern LB, one of the largest finance institutions in Germany, and Via optronics GmbH, a leading provider of optical bonding solutions.

**ePassi Payments Oy**

Mobile employee benefit tech & service provider
FINLAND

**Acquired Majority Control
of Business Operations****Min Friskvård
Sverige AB**

Mobile employee benefit tech & service provider
SWEDEN

**Advised on Purchase of
Company**

Advised ePassi Payments Oy, the largest mobile payment system provider for employee benefits in the Nordic countries, to acquire a majority of the shares in Swedish firm Min Friskvård Sverige AB. Min Friskvård Sverige is one of Sweden's biggest payment system providers for personnel benefits. Due to the acquisition, ePassi will be able to serve both Finnish and Swedish companies better as payment methods for employee benefits can be concentrated with one supplier.

**Active Network**

Leader in activity and participant management
UNITED STATES

**Acquired 100% of Business
Operations****IPICO Inc.**

Global provider of race timing technology
CANADA

**Advised on Sale of
Company**

Acted as exclusive financial advisor to the shareholder of IPICO Sports on its sale to ACTIVE Network. The integration of IPICO will expand on ACTIVE's real-time, on-site capabilities and provide a comprehensive solution that includes timing, data, analytics, and insights that are needed by Timing Managers and Event Organizers to make business decisions, increase participation, and drive growth of their events.



HIGH TECHNOLOGY

SOFTWARE



CSID - SEPTEO

Attorney and notary solutions provider (software)

FRANCE

Acquired 100% of Business Operations

Office & Communications

Notary solutions provider (software)
BELGIUM

Advised on Sale of Company

Advised on the sale of a notary solutions software provider in Belgium to CSID - SEPTEO, a French-based software provider.

FIDUCIAL INFORMATIQUE

Multi sector IT services for SME

FRANCE

Acquired Selected Assets of Seller Business Operations

I'CAR SYSTEMS R2-R3 OPERATIONS

Automotive dealer and repairer mgt software
FRANCE

Advised on Sale of Company

Advised the company I'CAR SYSTEMS, a software publisher owned by the PEG, ARGOS SODITIC, in the sale of its R2/R3 operations (dedicated to car repairers and repair workshops) to FIDUCIAL INFORMATIQUE, a leading software publisher for SME's.

Waud Capital Partners

Private equity firm
UNITED STATES

Recapitalization with Seller

CyberGrants, Inc.

Develops & markets SaaS platform for corporations
UNITED STATES

Advised Client on Recapitalization

CyberGrants, Inc. ("CyberGrants") has been advised on a significant growth equity investment from Waud Capital Partners, LLC. Capstone Partners acted as financial advisor to CyberGrants on this transaction, the terms of which were not disclosed. Founded in 1999, CyberGrants is the leading provider of software-as-a-service (SaaS) solutions supporting employee engagement, grant management and corporate social responsibility.

CJ Games

Online development unit of CJ E&M
KOREA, DEMOCRATIC PEOPLE'S REPUBLIC OF

Acquired Majority Control of Business Operations

SHR Group

Online game publishing company
TURKEY

Advised on Sale of Company

Advised SHR Group, the regional broadcast right holder of popular games, to sell its 50% shares to CJ Games, a subsidiary of CJ Group, one of the largest holding companies in South Korea.



CJ Games

Online development unit of CJ E&M
KOREA, DEMOCRATIC PEOPLE'S REPUBLIC OF

Acquired Majority Control of Business Operations

Joy Game

Online game publishing company.
TURKEY

Advised on Sale of Company

Advised Joy Game, top multiplayer online game and entertainment company according to number of active members, to sell its 50% stake to CJ Games, a subsidiary of CJ Group, one of the largest holding companies in South Korea. Upon completion of this transaction CJ Games became the sole owner of Joygame.



Vitec Software Group AB

Industry-specific business systems
SWEDEN

Acquired 100% of Business Operations

Norwegian Insurance Computer Environment AS

Industry-specific software for insurance companies
NORWAY

Advised on Purchase of Company

Advised Vitec Software Group AB, a software company that offers industry specific business applications on the Nordic market, to acquire 100% of the Norwegian software company Nice AS, whose product is an industry-specific software for insurance companies in Norway, Denmark and Sweden.



Management Buy Out Team

Machine vision and video surveillance
BELGIUM

Acquired 100% of Business Operations

Euresys

Machine vision and video surveillance
BELGIUM

Advised on Sale of Company

Advised Euresys one of the leading providers of video acquisition and image processing components for machine vision on a management buy out process. Euresys has been acquired by a new holding company controlled by the existing management team. The acquisition includes the company's headquarters in Liège (Belgium) as well as the offices in Singapore and San Juan Capistrano (CA, USA).



Undisclosed Buyer

Financial holding
FRANCE

Acquired Investment Interest in Seller's Business

QUALIAC

ERP software publisher
FRANCE

Other

Advised QUALIAC, an ERP software provider, on selling an investment interest.



HIGH TECHNOLOGY

MEDIA AND ENTERTAINMENT

SOFTWARE



Undisclosed Buyer

Undisclosed buyer
UNITED STATES

*Acquired Investment
Interest in Seller's Business*

Project Covenant

Web software for
contract generation
CANADA

**Advised on Recapitalization
of Company**

Advised on recapitalization
of Project Covenant.

Medtech

Leading Moroccan
operator in the IT sector
MOROCCO

Acquired Minority Stake

S2M

Leading Moroccan
operator in the
epayment sector
MOROCCO

**Advised on Sale of a
Minority stake in the
Company**

Advised S2M the leading
electronic money solution
provider in Morocco,
listed on the Casablanca
Stock Exchange on its
minority stake (32%) sale
to MedTech, Morocco's
leading IT business system
integrator. Through its
acquisitions and continued
focus on R&D, MedTech
aims to become a major
player in the rapidly growing
Fintech industry in Africa.

Danlaw Inc

Automotive software
and engineering
services
UNITED STATES

*Acquired 100% of Business
Operations*

Rapita Systems Ltd

Embedded software
testing tools
UNITED KINGDOM

**Advised on Sale of
Company**

Advised Rapita Systems
Ltd., the leading provider
of real-time verification
solutions for aerospace
and automotive embedded
systems, on its sale to
Danlaw Inc., a global
connected vehicle,
automotive electronics and
embedded engineering
enterprise. With the
integration of Rapita
products, Danlaw has
strengthened its portfolio of
embedded software tools to
include on-target testing.

Newton Media a.s.

Media monitoring
and media analysis
company
CZECH REPUBLIC

Acquired 51% of the Shares

MCA Grupa d.o.o.

Media monitoring
and media analysis
company
SLOVENIA

**Advised on Sale of
Company**

Advised Pristop Skupina
d.o.o., headquartered
in Ljubljana on sale of
its 51% share in MCA
Grupa to Newton Media
a.s., the leading media
monitoring provider in CEE,
headquartered in Prague.

ADVERTISING AND MARKETING



R2i Services

Facility services
FRANCE

Acquired 100% of the capital of

PEOPLE COCCINELLE

Modeling agency
FRANCE

Advised on Sale of Company

Advised People Coccinelle a modeling agency, on the sale of its capital to R2i Services, a facility services provider based in France.



GSP Marketing Technologies, Inc.

Retail branding and marketing
UNITED STATES

Acquired Business Operations

Great Big Pictures, Inc.

Delivers printing, propping and visual fixturing
UNITED STATES

Advised on Purchase of Company

Advised GSP Marketing Technologies, a retail services provider located in Clearwater, to purchase all of the assets of the Madison, Wisconsin-based, large-format graphics production lab, Great Big Pictures (GBP), resulting in a strategic merger of two leaders in retail marketing and store-level execution.

CABLE



Institutional Investors

Mutual funds and others
INDIA

Provided Growth Funding

Siti Cable Network Ltd.

MSO and cable TV operator
INDIA

Advised on Placement of Equity

Advised Siti Cable Network Ltd on the placement of equity in a transaction with Institutional Investors.

OTHER MEDIA AND ENTERTAINMENT



Otavamedia Oy / Otava Group

Publishing and media corporation
FINLAND

Acquired 100% of the Shares

MCI Press Py

Content marketing agency
FINLAND

Advised on Sale of Company

Advised MCI Press Oy constructing one of Finland's leading multichannel content marketing companies, on its sale to Otavamedia Oy. The new MCI Press Oy's offering consists of versatile multichannel content marketing services such as print, newsletter, video, webcast and social media services.



MEDIA AND ENTERTAINMENT

PUBLISHING



Mlada Fronta

Leading Czech print and web publishing house
CZECH REPUBLIC

Acquired 100% of Business Operations

Finance Media a.s.

Finance oriented web portals publisher
CZECH REPUBLIC

Advised on Sale of Company

Advised Finance Media a.s., an internet portal operator on its sale to Mlada Fronta a.s., the best-selling Czech broadsheet newspaper. Mlada's services include publishing books, magazines, newspapers and other miscellaneous publishing. Mlada was founded in 1945.



Sequedge Investment Inc.

Japan-based boutique investment firm
JAPAN

Acquired a majority shareholding as a means of restructuring

Jitsugyo no Nihon Sha, Ltd.

One of the oldest Japanese publishing company
JAPAN

Provided Restructuring Advisory Service

Sequedge Investment Inc acquired an undisclosed minority stake in Jitsugyo no Nihon Sha Ltd, a Chuo-Ku, Tokyo-based publisher of books and magazines, in a privately negotiated transaction. IMAP advised Jitsugyo no Nihon Sha, Ltd.

TELECOMMUNICATIONS

TELECOMMUNICATIONS EQUIPMENT



EckStream B.V.

Holding company
NETHERLANDS

Acquired 100% of the Shares

Micro Elektronische Producten B.V.

Supplier of voice communication systems
NETHERLANDS

Advised on Purchase of Company

Advised EckStream B.V. On the purchase of Micro Elektronische Producten B.V., a supplier of voice communication systems.

Magnet Networks

Leading telecommunications provider to Irish SMEs
IRELAND

Acquired the Retail Business Division of

Imagine Communications Group

Telecommunications provider to Irish SMEs
IRELAND

Advised on Purchase of Company

Advised Magnet Networks, offering a range of broadband, wi-fi, voice and cloud telephony solutions along with cyber security and managed services, on its purchase of the Irish retail business division of Imagine Communications Group. Magnet becomes the third largest provider of business telecoms in Ireland, doubling its customer base to 11,000 SMEs and corporates following the transaction.

TELECOMMUNICATIONS SERVICES

WIRELESS


Site Service Holding AS

Management holding company
NORWAY

Facilitated MBO and Credit Facilities

Site Service AS

Build and maintain mobile and telecom network
NORWAY

Advised on the Placement of Debt and Equity

Advised Site Service AS, a company involved in the build and maintenance of mobile and telecom network in Norway, on the placement of debt and equity.


QUANTUM CAPITAL PARTNERS

Vulture fund
GERMANY

Acquired 100% of Business Operations

Undisclosed Seller

Professional telephony, information systems
FRANCE

Advised on Sale of Company

Advised on the sale of an undisclosed company to Quantum Capital Partners, a German vulture fund.


QUANTUM CAPITAL PARTNERS

Vulture fund
GERMANY

Acquired 100% of Business Operations

EERT

Professional telephony, information systems
FRANCE

Advised on Sale of Company

Quantum Capital Partners AG of Germany acquired Eiffage Energie Reseaux & Telecom SASU and Eiffage Energie Communications Reseaux & Securite SA, providers of telecommunications services, from Eiffage Energie SASU, in a leveraged buyout transaction.


NetByNet

Broadband internet provider
RUSSIA

Acquired 100% of Business Operations

Advantage Telecom

Broadband internet provider
RUSSIA

Advised on Sale of Company

Advised the shareholders of Advantage Telecom, the leading broadband operator in Dmitrov city (Moscow region), during the sale to NetByNet, the fixed broadband business of Megafon, a top-3 Russian telecom company.

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