

# IMAP AWARDS

2020



IMAP

International M&A Partners





## IMAP AWARDS 2020

» Even the most resilient of people and teams have found the last year one of the most challenging in their careers to date. Despite the difficulties faced in the fallout of the COVID pandemic, we once again adapted our businesses, aligning our teams to the new circumstances and together tackling the obstacles in our path. The sheer grit of our IMAP dealmakers and teams across our global partnership shone through and IMAP closed 218 transactions in 2020, only a slight decrease from our all-time high the previous year.

To celebrate this success, and in recognition of the dedication, diligence, and expertise of our IMAP colleagues, I am pleased to announce the winners of our IMAP 2020 Awards for Excellence and share with you some of last year's key deals and more importantly, the dealmakers and teams behind them.

You will notice a new category, *Transactions above \$100mn*, introduced in response to the evolving deal landscape with a growing number of deals in this bracket. We have also resurrected the *Spirit of IMAP (previously known as Dan Denby) Award*, which recognizes the personal contribution made by IMAP Partners in fostering collaboration across the IMAP teams.

I'd like to congratulate all the nominees and thank you for your exceptional efforts and contributions. I look forward to celebrating the outstanding achievements of all our IMAP teams, in person, sometime very soon.

Jurgis V. Oniunas  
IMAP Chairman



# Winner



**JONATHAN DALTON**  
Key Capital (IMAP Ireland)

In 2020, Jonathan Dalton, Head of Corporate Finance at IMAP Ireland, was the lead partner on five sell-side transactions in the Financial Services sector, with an aggregate value of over €400 million. Jonathan has over 18 years of international corporate finance advisory, capital markets and institutional banking experience and has advised on c. €2 billion of corporate finance transactions.

Over the years, Jonathan and the team have worked hard to create a niche business in an attractive global market, securing the firm's leading position in Ireland advising companies in the technology-enabled services and financial services industries. Its proven reputation, built on trust and experience, is clearly reflected in the caliber of its clients, successful transactions, and relationships with the wider global buyer universe, including key European and North American private equity firms.

Delivering a premium outcome for clients is Jonathan and the team's key objective, focusing on quality, not quantity of deals. Furthermore, the firm's philosophy is to involve all levels of the team at every step of the process, resulting in the more junior members becoming experienced more quickly. This, in conjunction with Jonathan and other senior partners engagement on every single

transaction, assures clients superior service in terms of speed, de-risking, access to buyers, experience, and end results.

Several of the firm's 2020 deals were signed pre-COVID. However, given the complexity of Financial Services transactions, which almost always require split signing/completion and are subject to regulatory approval (one deal was subject to regulatory approval in four international jurisdictions), and market conditions due to the pandemic, Jonathan and the team's expertise in managing multiple parties and legal processes was crucial in keeping each deal on track to successful completion.

The team's largest financial services transaction in 2020, the sale of AA Ireland on behalf of the Carlyle Group, which successfully completed in just 7 weeks, demonstrated the team's ability to not only adapt to the challenging circumstances related to the pandemic, but also to capitalize, and adopt new methods and technologies to speed up and streamline processes. Another of the deals was taken on at the height of the pandemic, and unusually, without having met the client and by way of a previous client referral, an indicator of the team's credentials in the sector.

“

*"I am proud that the hard work that we as a team have put in over a series of years has paid off, building our reputation in the market and enabling us to work on this caliber of deals. I count my peers at IMAP as my friends and I'm thrilled to receive this from them on behalf of everyone at Key Capital in recognition of the quality of our clients, deals and results."*

**Jonathan Dalton**



Insurance broker and roadside assistance provider  
IRELAND

100% business operations sold to



Financial services focused private equity firm  
UNITED STATES

**IMAP**

ADVISED CARLYLE ON SALE

Represented global private equity firm, The Carlyle Group, on the sale of its majority holding in Irish insurance broker and roadside assistance provider, AA Ireland, to the U.S. private equity fund, Further Global.



Commercial insurance broker  
IRELAND

Majority business operations sold to



Leading independent insurance intermediary  
UNITED KINGDOM

**IMAP**

ADVISED THE OWNERS

Represented Irish Life, Ireland's leading life, investment and pension company, owned by Great-West Lifeco, on the sale of its subsidiary, IPSI, to FNZ. IPSI delivers a range of professional support and software services to the life insurance and pensions industry, servicing more than €30 billion in assets under administration.



IPSI, subsidiary of Irish Life, is a provider of TPA solutions and software to Life and Pensions companies  
IRELAND

100% business operations sold to



Platform-as-a-service provider to financial institutions  
UNITED KINGDOM

**IMAP**

ADVISED THE OWNERS

Represented Crotty Insurance Brokers on its majority sale to Global Risk Partners. Crotty Insurance is one of the leading independent commercial insurance brokers in Ireland. It offers tailor-made insurance services and solutions to a diverse corporate client base.



Provider of fund administration and regulatory services  
IRELAND

Received significant investment from



Growth equity investor focused on financial services & technology sectors  
UNITED STATES

**IMAP**

ADVISED COMPANY AND MANAGEMENT

Represented corporate pension administration and wealth management firm, APT, on sale to Irish Life, subsidiary of Great-West Lifeco.



Provider of pensions administration and wealth management advice  
IRELAND

100% business operations sold to



Insurance, pensions and investment management provider  
IRELAND

**IMAP**

ADVISED THE OWNERS

Represented the shareholders of international fund administration business, Centaur Fund Services, on their majority investment from U.S. private equity fund FTV Capital.



# Winners



**GILBERTO ESCOBEDO**  
Serficor (IMAP Mexico)



**DAVID BENCH**  
Capstone Partners (IMAP USA)

**FINANCIAL SERVICES**

**HOUSATONIC**

Growth-oriented private equity firm focused on investing in recurring services companies  
UNITED STATES

Acquired Majority Control of Business Operations

**Maxi**  
Money Services

International money transfers and bill payment services  
UNITED STATES

**IMAP**

ADVISED ON SALE OF COMPANY

## Housatonic Partners / Maxitransfers

Advised Investar Financial Corporation on the sale of a majority stake of Maxitransfers Corporation, a leading service provider of fast, secure, and reliable international money transfers, to Housatonic Partners, a growth-oriented private equity firm focused on investing in recurring services companies in the U.S.

Maxi is a money services business (MSB), providing primarily money transfers in the US-Latin American corridor since the early 2000's. It operates through a network of 2,800+ active agents in 44 U.S. states and over 40,000 payors in 17 Latin American countries. Maxi has experienced annual growth rates of over 25% in the last 5 years and has positioned itself in the top 5 MSBs in the LatAm corridor. Housatonic Partners is a private equity investment firm founded in 1994, with more than \$1.3 billion in capital under management.

“

*The dedication and joint efforts of Capstone Partners and Serficor were key to achieving the shareholders' goals in arranging this successful partnership.*

**Javier Larraza, Managing Director at Investar Financial**



**STEPHEN ALTMANN**  
Morrison Park Advisors (IMAP Canada)



**PEDRO QUERIO**  
FS Partners (IMAP Argentina)

**MATERIALS AND MINING**

**CERRADO**  
GOLD INC.

Gold exploration and mining company  
CANADA

Acquired Business Operations

**Minera DONNICOLÁS**

Gold mine  
ARGENTINA

**IMAP**

ADVISED ON SALE OF COMPANY

## Cerrado Gold / Minera Don Nicolás

Advised Minera Don Nicolás (MDN), an operating gold mine in Santa Cruz, Argentina on its sale to Cerrado Gold, a Canadian gold production and exploration company. Under the terms of agreement, Cerrado paid the selling shareholders a total consideration of \$45 million.

MDN is located 1,625 km south west of Buenos Aires, Argentina in the Deseado Massif region in Santa Cruz province. The Deseado Massif region is host to several multi-million ounce gold and silver deposits. The project currently supports 325 employees and consists of mining and processing facilities expected to produce 50,000 ounces of gold per year and numerous exploration concessions totaling over 2700 km<sup>2</sup>. The acquisition allows Cerrado to immediately become a gold producer, which will complement ongoing exploration work at their Monte do Carmo property in Brazil.

“

*We won the mandate, based on our combined expertise in the mining industry and doing transactions in Argentina. Together, our firms provided extensive qualifications and experience in these key areas.*

**Stephen Altmann**



## Winner



**TOMASZ REWERA**  
Trigon (IMAP Poland)



## Vitruvian / Azul Systems

Azul Systems, the leading Java runtime developer, signed an agreement with London-based growth equity firm Vitruvian Partners and New York-based Lead Edge Capital to make a majority investment of approximately \$340 million in the company. Trigon (IMAP Poland) advised Vitruvian on the transaction.

Azul Systems, the industry's only company exclusively focused on Java and the Java Virtual Machine (JVM), builds fully supported, certified standards-compliant Java runtime solutions that bring the power of Java to the enterprise, cloud, and embedded/IoT. Azul's customers include over 25% of the Fortune 500, 50% of Forbes Top 10 World's Most Valuable Brands, and 100% of the world's Top 10 financial trading companies.

“

*I'm honored to receive this award, it's always great when your efforts are recognized and appreciated. In this transaction, not only did we manage to find an investor for the company's future growth, we also solved a complex shareholder situation that had in fact been limiting their growth for some time.*

**Tomasz Rewera**

## Honorable Mentions



**ORIOLE HUGUET**  
Degroof Petercam (IMAP France)



**GORAN POPOVIĆ**  
IMAP South East Europe



**DAVID AMAR**  
Degroof Petercam (IMAP France)



**EDISA ZORLAK**  
IMAP South East Europe

## Florac / Salto Systems

Advised Florac Investissements on the acquisition of a minority stake in Salto Systems, in the context of a share capital increase of €125 million. Spain-based Salto Systems is a global leader in the development and manufacture of leading-edge electronic access control solutions, particularly in sectors where security is critical. Florac is an investment firm, chaired by Marie-Jeanne Meyer, historical shareholder of the Louis-Dreyfus Group, and managed by Léopold Meyer. Florac invests €20-150 million equity tickets alongside strategic partners, founders, or managers, in companies with strong growth prospects and based in Europe and the USA.

**Florac**

**SALTO**  
inspired access

## Tokić / Bartog

Advised Bartog, Slovenian car parts distributor, on sale to Croatian auto parts retailer, Tokić. Bartog has been operating for over 25 years and is the leading distributor of tires, car parts and lubricants in the Slovenian aftermarket, with an annual turnover of €60 million. Tokić is the largest selling chain of car parts in Croatia. Through its network comprising 100 outlet stores in Croatia, Bosnia and Herzegovina, it offers 200,000+ different articles across all product categories, representing over 230 brands of the world's largest car parts manufacturers.

**TOKIĆ**

**BARTOG**



## Winner



**ROBERTO SAMBUCO**  
Vitale&Co. (IMAP Italy)



**GIOVANNI MAUTONE**  
Vitale&Co. (IMAP Italy)

TECHNOLOGY

**ARDIAN**

PE investment firm operating in  
infrastructure sector  
ITALY

Acquired a Minority Stake in

**INWIT**

Manufacture and operation of  
infrastructure networks  
ITALY

**IMAP**

ADVISED ON PURCHASE OF COMPANY

## Ardian / INWIT

Vitale&Co. (IMAP Italy) advised Ardian on its acquisition of a minority stake in Infrastrutture Wireless Italiane S.p.A. ("INWIT"). INWIT is a provider of electronic communication infrastructure services. It engages in the hosting of equipment for radio transmission, telecommunications, and television and radio signal distribution.

The transaction consisted of the purchase by a consortium of institutional investors led by Ardian, of a 49% stake in a newly established holding company controlled by Telecom Italia S.p.A. ("TIM"), to which TIM has transferred a 30.2% stake in the share capital of INWIT. The value of the transaction for TIM is ~€1.4 billion. This investment demonstrates a commitment to contribute to long-term sustainable growth plans and value creation for INWIT stakeholders. Ardian's partnership with TIM and Vodafone, will support the ambitious growth plan for INWIT's essential technological infrastructure.

“

*The transaction required an in-depth knowledge of the Telco Infrastructure sector and sophisticated negotiation skills, which have allowed our client to take part in a fundamental project for the future development of the country.*

**Roberto Sambuco**

## Honorable Mentions



**CYRIL KAMMOUN**  
Degroof Petercam (IMAP France)



**MAURICIO SALDARRIAGA**  
Inverlink (IMAP Colombia)



**DAVID AMAR**  
Degroof Petercam (IMAP France)



**NICOLÁS GÓMEZ**  
Inverlink (IMAP Colombia)

## Biogroup / CMA Medina

Advised leading French laboratory and diagnostic testing company BIOGROUPE on the acquisition of CMA-Medina, the leading player in medical laboratory testing in Belgium. This was BIOGROUPE's first acquisition abroad and part of a strategy to become a leading European player through expansion into other countries. Degroof Petercam (IMAP France) is the leading advisor in the medical laboratory testing industry, with 12 transactions completed since January 2020.

## EPM / CaribeMar (Afinia)

Advised Empresas Públicas de Medellín (EPM) on the acquisition of the electric utility CaribeMar from Electrificadora del Caribe (Electricaribe). CaribeMar, to be renamed Afinia, will serve 1.5+ million customers and 6 million inhabitants in the northern region of Colombia. With this acquisition, EPM will become the largest energy distribution company in Colombia, with a market share of around 35%.

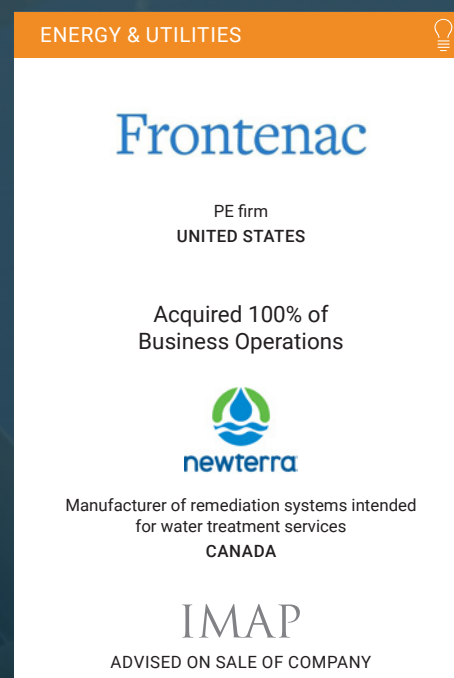




## Winner



**SAMRAT KARNIK**  
Capstone Partners (IMAP USA)

**Newterra / Frontenac**

Advised Newterra, a global modular water treatment company, on its sale to Frontenac. Newterra is a leading provider of modular treatment solutions for water, wastewater, and groundwater applications.

Samrat Karnik, Managing Director and Head of Capstone Partners' Sector Practice, shared: "We were privileged to advise Newterra along with its key shareholders XPV Water Partners and Angeleno Group on this transaction as Newterra represented a marquee investment for these investors. The transaction highlights the resiliency of the water sector as an investment opportunity and Capstone's ability to navigate some of the most treacherous market conditions and logistical issues to successfully consummate transactions."

“

*We were thrilled to complete a cross-border and cross-Atlantic transaction for a private equity owned company during the early days of COVID-19. This was an important transaction in the water sector for the Industrial Technology Group at Capstone and we want to thank the many across the organization who were instrumental in making this transaction successful.*

**Samrat Karnik**

## Honorable Mentions



**FRANCK CEDDAHA**  
Degroof Petercam (IMAP France)



**MICHAEL JANICKI**  
Capital West (IMAP Canada)



**DOUG IRWIN**  
Capital West (IMAP Canada)

**Groupe Gorgé / ECA**

Advised Groupe Gorgé, a high-tech industrial group specialized in 3D printing, drones and related systems, engineering and protection systems, on its acquisition of ECA, an innovative technology company recognized for its expertise in robotics, automation systems, simulation and industrial processes.

**Novacap / Bush Industries**

Advised ready-to-assemble furniture designer, manufacturer and distributor, Bush Industries, on its sale to PE firm, Novacap. With facilities in New York, Pennsylvania, California and China, Bush provides easy, fast and affordable furniture solutions to consumers through e-commerce, office superstores, and contract commercial markets.





## Winner



**PRAVEEN NAIR**  
IMAP India



**PUNEET SINGH KOCHAR**  
IMAP India



**DEBASHISH PANIGRAHI**  
IMAP India

<p>TECHNOLOGY</p> <p>Leading Indian company providing Electronic Manufacturing Services and RFID products INDIA</p> <p>Acquisition by way of Cash cum Stock Merger</p> <p>Leading provider of Electronic Manufacturing Services in India INDIA</p> <p>STRATEGIC &amp; FINANCIAL ADVISOR</p>	<p>TECHNOLOGY</p> <p>Leading Indian company providing Electronic Manufacturing Services and RFID products INDIA</p> <p>Private Equity Raise</p> <p>Private Equity Fund INDIA</p> <p>STRATEGIC &amp; FINANCIAL ADVISOR</p>
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## Syrma Technology / SGS Teknics

IMAP India advised Syrma Technology on both its cash cum stock merger with SGS Teknics and raising PE capital for the cash purchase of a part stake in SGS Teknics ahead of the merger. The combined business unit creates a platform with 4500+ employees, 110+ customers and 8 production facilities across India.

Both companies have a considerable track record of growth and the combined business is expected to emerge as the largest EMS provider for the Industrial sector in India. PE fund Global Environment Fund enabled Syrma to acquire a strategic stake in SGS Teknics ahead of the merger process. Established in 2005, Syrma provides turnkey electronics contract manufacturing and innovative products in RFID and magnetics, achieving revenues of \$55 million in FY 2019-20.

“

*This transaction leapfrogged Syrma into one of the largest electronic manufacturing services (EMS) companies in the country, paving the way for significant value creation for all stakeholders.*

**Praveen Nair**

## Honorable Mentions



**IKUO YASUDA**  
Pinnacle (IMAP Japan)



**PAUL JANSON**  
Capstone Partners (IMAP USA)



**TOMOYUKI IZUMI**  
Pinnacle (IMAP Japan)

## Primix / Tsukushima Kikai

Advised PRIMIX Corporation, a leading manufacturer and engineer of industrial mixing machinery, such as emulsifying, pulverizing, dispersing, and kneading equipment, on the sale of 100% of its shares to Tsukushima Kikai, a leading machinery company specializing in water environment, industrial plant engineering, and incineration technology.

## Mill Point Capital / Knight Enterprises

Advised Knight Enterprises, a provider of communications infrastructure services, on its transaction with investment firm Mill Point Capital. Florida-based Knight serves many of the largest Tier I and Tier II service providers in the Cable and Telecommunications industries and considers itself to be one of the largest communication infrastructure service providers in the Southeastern U.S.





## Winner



**HENNING GRAW**  
IMAP Germany



**CARSTEN BIEL**  
IMAP Germany

**MATERIALS & CHEMICALS**

**Bettels**  
SEIT 1879

Family-owned company active in the fields of waste disposal/raw materials, transport logistics  
GERMANY

Acquired industrial park and lead recycling division of

**HMG Recylex Group**

Leading European recycling company for waste containing lead and zinc  
GERMANY

**IMAP**  
ADVISED ON SALE OF COMPANY

**MATERIALS & CHEMICALS**

**JGI ZN**  
ZINC NACIONAL

Joint Venture between Jean Goldschmidt International S.A. and Zinc Nacional S.A.  
GERMANY

Acquired Zinc Recycling Division of

**HMG Recylex Group**

Leading European recycling company for waste containing lead and zinc  
GERMANY

**IMAP**  
ADVISED ON SALE OF COMPANY

## Harz-Metall

IMAP Germany successfully advised Harz-Metall on the sale of its industrial park and two recycling divisions in the course of insolvency proceedings under self-administration. Harz-Metall, founded as a lead silver smelter in 1527, is one of the leading European recycling companies for waste containing lead and zinc and until now, operated one of the largest industrial parks in Lower Saxony, Germany.

Harz-Metall's lead recycling division and industrial park asset were sold to the Bettels Group, a family-owned company active in the waste disposal, raw materials, transport logistics and infrastructure construction business areas. Harz-Metall also sold its zinc recycling division to a Belgian-Mexican joint venture, consisting of Jean Goldschmidt International in Brussels, Belgium, and Zinc Nacional in Monterrey, Mexico.

“

*A real IMAP cross-border deal and with Jean Goldschmidt, Zinc Nacional and the Bettels group, Harz-Metall will be supported by long-term oriented owners with the right combination of commercial and technical expertise.*

**Henning Graw**

## Honorable Mentions



**REMCO SCHOUTEN**  
IMAP Netherlands



**GÁBOR SZENDRŐI**  
CMBP (IMAP Hungary)



**REMCO VAN GULIJK**  
IMAP Netherlands



**TAMÁS ÜNNEP**  
CMBP (IMAP Hungary)

## Plain Vanilla / Begra Group

Advised the shareholder of Begra Group, a supplier of warehouse racking solutions, on the sale of a majority stake to investment firm Plain Vanilla. Begra Group annually equips over 15,000 warehouses of various sizes with new and used warehouse racking and related materials. Its clients include supermarket chains, manufacturing companies and logistics service providers.

## Nefab / Szkaliczki

Advised Szkaliczki & Partners Plastic Processing on its sale to Nefab. Szkaliczki, based in Hungary, is a dominant player in the field of logistics tray manufacturing, supplying the Automotive and Electronics industries. Nefab, based in Sweden, is a global provider of sustainable packaging solutions and logistics optimization services.





This year we have introduced the Spirit of IMAP (previously known as Dan Denby) Award, recognizing two IMAP members who epitomize collaborative spirit and whose personal contribution has played a key role in strengthening the bonds between the IMAP teams.



## Winners



**JACOB VOORHEES**  
Capstone Partners (IMAP USA)

Since joining IMAP five years ago, Jacob has been instrumental in molding and cultivating the relationship between Capstone Partners and the IMAP organization. His personal contribution has been fundamental in enabling the integration into one seamless global team and he epitomizes collaborative spirit. Recognized by his IMAP colleagues for his commitment and dedication, he continues to play a key role in shaping IMAP's culture and future moving forward.

“

*The camaraderie between IMAP members is one of the reasons Capstone Partners joined, and it's been an honor to get to know everyone across the teams. I enjoy being able to be a value-add resource from an industry specialist perspective, help other partners, and try to be the best partner we can. Importantly, this is reciprocated, and we also receive the same level of support from our IMAP partners, which is why IMAP is uniquely different and a true collaboration compared to other loosely affiliated networks.*

**Jacob Voorhees**



**DR. BURKHARD WEBER**  
IMAP Germany

Burkhard embodies the very nature of the IMAP partnership; described by his IMAP colleagues as someone not only willing to participate, help and support others, but always going out of his way to go that extra mile when most needed. Continuously searching for new ways in which to collaborate and create deal opportunities, he has been recognized for his contribution and commitment to getting the best outcome, both for his clients and his IMAP counterparts.

“

*I'm honored to receive this award and hope I can lead by example in terms of fostering cross-border collaboration. International cooperation is part of our daily life and we are working together with many of our international IMAP partners on deals and opportunities as we speak. Being international is in IMAP's DNA and with a large global team across 43 countries, we are able to successfully pursue cross-border transaction opportunities for the benefit of our clients.*

**Dr. Burkhard Weber**

## Honorable Mentions

**Stephen Altmann** - Morrison Park Advisors (IMAP Canada)

**David Amar** - Degroof Petercam (IMAP France)

**Fernando Cabos** - Albia Capital (IMAP Spain)

**Aitor Cayero** - Albia Capital (IMAP Spain)

**Kaushal Chandak** - IMAP India

**Raffaele Ciccarelli** - Vitale&Co. (IMAP Italy)

**Jonathan Dalton** - Key Capital (IMAP Ireland)

**Per Demuth** - IMAP Sweden

**Gilberto Escobedo** - Serficor (IMAP Mexico)

**Olivia Ferris** - Capstone Partners (IMAP USA)

**Patricio Giglio** - South Andes Capital (IMAP Chile)

**Christoph Gluschke** - IMAP Germany

**Jay Kotadia** - IMAP India

**David Michaels** - Capstone Partners (IMAP USA)

**Gabriel Millán** - Serficor (IMAP Mexico)

**Daniela Polar** - SUMMA Asesores (IMAP Peru)

**IMAP Redbaenk Team** (Czech Republic)

**Harri Roos** - Carner Corporate Finance Oy (IMAP Finland)

**Valentina Salari** - Vitale&Co. (IMAP Italy)

**Remco Schouten** - IMAP Netherlands

**Vera Sinjutina** - IMAP Germany

**Axel Fuhri Snethlage** - IMAP Netherlands

**Bernard Toupas** - Degroof Petercam (IMAP France)

**Peter Van Raemdonck** - Degroof Petercam (IMAP Belgium)

“

*Went the extra mile to build the IMAP network and make cross-border deals happen.*

“

*Behavior embodies the high standard for the IMAP partnership.*

“

*Approach is always supportive and collaborative.*

“

*Great and trustful dialogue and exchange of Ideas*



## ABOUT IMAP

### INTERNATIONAL MERGERS & ACQUISITION PARTNERS

Consistently ranked among the Top 10 middle market M&A advisors worldwide

450+

TEAM OF IMAP  
PROFESSIONALS  
WORLDWIDE



#### ENTREPRENEURIAL SPIRIT

- IMAP is a partner-driven, client-focused and independent M&A advisory.
- Senior experience and hands on involvement in deals – 230 Senior Transaction/Transaction Advisors.
- Worldwide IMAP team comprising 450+ professionals.

47

YEARS OF M&A  
EXPERIENCE IN THE  
MIDDLE MARKET



#### MIDDLE MARKET FOCUS

- Sell-side advisory for primarily privately held companies and spin-offs from large groups.
- Strategic acquisitions for international corporates.
- "Sweet –spot" Transaction Values \$20 – 250 million.
- Strong PE and Family Office Coverage.

60+

OFFICES IN 43  
COUNTRIES



#### GLOBAL REACH

- Proven cross-border advisory practice.
- Global sector & project teams across 15 sector groups.
- Leveraging local knowledge and corporate access in all relevant international markets.

\$12.5bn

CLOSED DEAL  
VALUE 2020



#### EXECUTION EXPERIENCE

- IMAP has closed over 2,100 transactions valued at \$90 billion in the last 10 years.

### GLOBAL PERFORMANCE 2020

218

M&A TRANSACTIONS

\$12.5bn

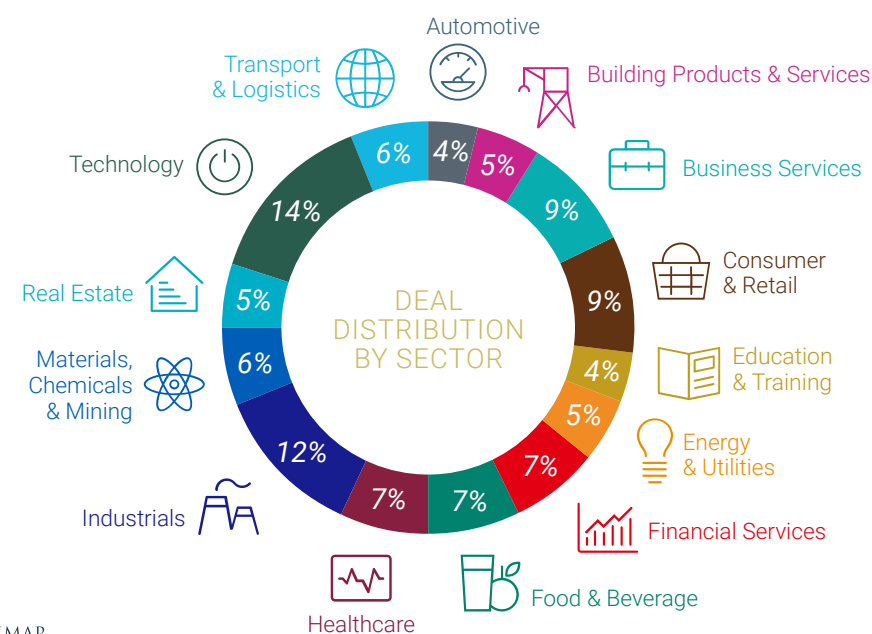
TRANSACTION VALUE

30%

CROSS-BORDER DEALS

6th

IN THE WORLD



#### GLOBAL PERFORMANCE

- 1 PwC
- 2 KPMG
- 3 Deloitte
- 4 Houlihan Lokey
- 5 Rothschild
- 6 **IMAP**
- 7 EY
- 8 Oaklins
- 9 Goldman Sachs
- 10 Lazard

Ranking based on number of transactions closed in 2020. Undisclosed values and values up to \$500 million.  
Source: Refinitiv and IMAP internal data.

### GLOBAL REACH

Our cross-border experience extends across Europe, the Americas, Asia and Africa

450+

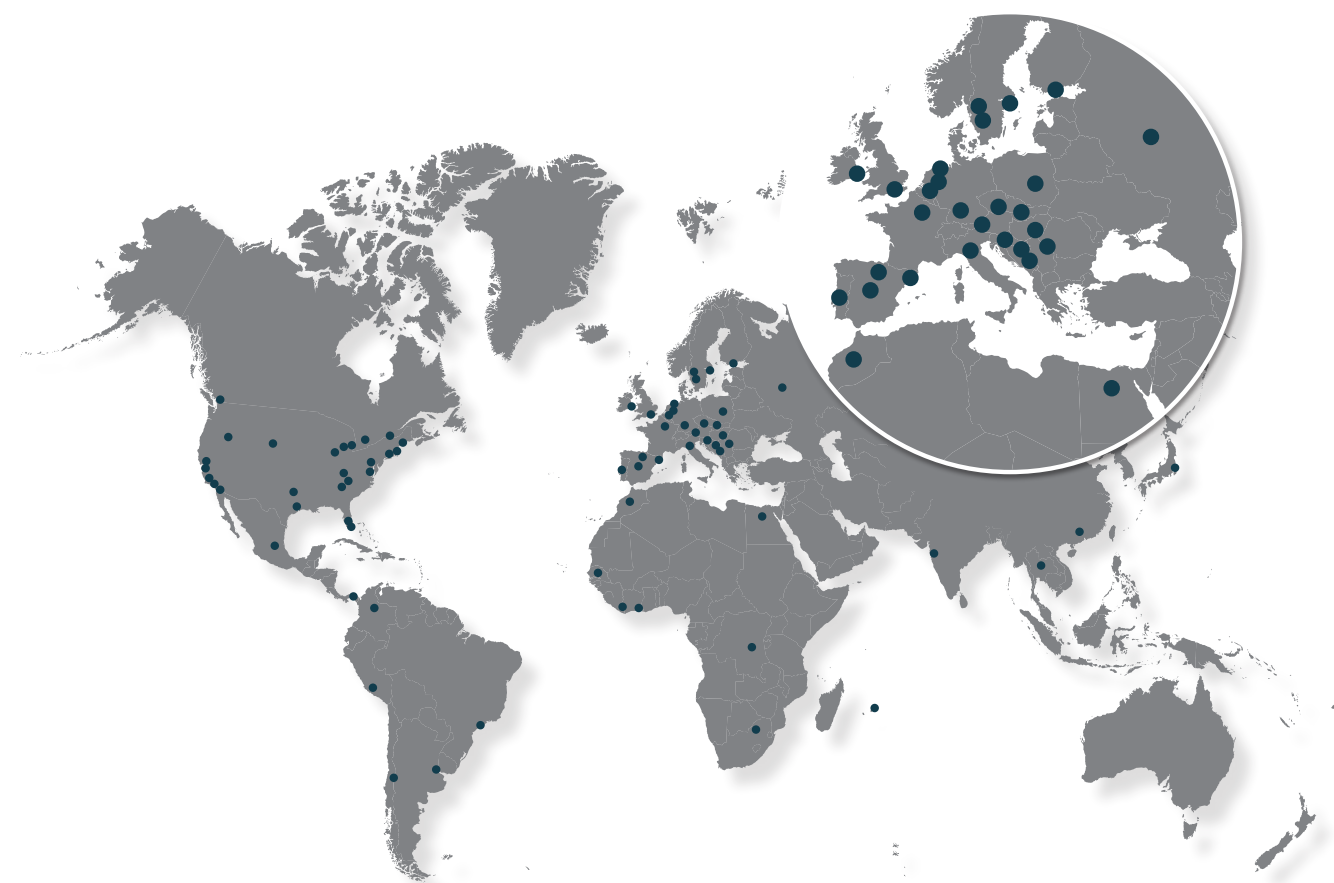
PROFESSIONALS  
WORLDWIDE

43

COUNTRIES

60+

OFFICES



#### North America

##### U.S.A.

Boston  
Burlington  
Chicago  
Dallas  
Denver  
Detroit  
Greenville  
Houston  
Los Angeles  
Naples

New York  
Philadelphia  
Richmond  
San Diego  
San Francisco  
St Louis  
Tampa  
Washington DC

##### Canada

Toronto  
Vancouver

#### Latin America

Argentina  
Brazil  
Chile  
Colombia  
Mexico  
Peru  
Panama

Ivory Coast  
Mauritius  
Morocco  
Nigeria  
Senegal  
South Africa

#### Africa

Congo  
Egypt  
Ghana

#### Europe

Belgium  
Bosnia & Herzegovina  
Croatia  
Czech Republic  
Finland  
France  
Germany  
Hungary  
Ireland  
Italy  
Netherlands  
Poland

Portugal  
Russia  
Serbia  
Slovakia  
Slovenia  
Spain  
Sweden  
United Kingdom





IMAP  
International M&A Partners