



THE GLOBAL M&A CHEMICALS TEAM



Rescon AS
Mapei

Sale of a Norwegian chemical and concrete business to Mapei (Italy)

globalM&A

Saga Corporate Finance (Norway) advised the seller

The Flood Company
Akzo Nobel N.V.

Sale of the leading US producer of specialty coating and wood paint additive solutions for consumer, commercial and industrial applications

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Brown Gibbons Lang & Co. (US) advised the seller

Carbo Tech Berg-und Tunnelbausysteme GmbH
Minova International Ltd.

Sale of the subsidiaries of CTBT GmbH to JV-Partner Minova

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InterFinanz (Germany) advised the seller
Deutsche Montan Technologie/RAG

Colorant Chromatics
SPEF LBO (Natexis Private Equity)

Secondary buyout of the world leader in colorants and additives for fluoropolymers

globalM&A

M&A International (Belgium) and ZETRA (Switzerland) advised the seller

Diamines & Chemicals Ltd.
Alkyl Amines Chemicals Ltd.

Sale of an Indian chemicals company to Alkyl Amines Chemicals

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Meghraj (India) advised the seller

Druck Chemie
SNVB Germany and Quartus France

Sale of a European solvents specialist manufacturer to Private Equity firms SNVB (Germany) and Quartus (France)

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Financière de Courcelles (France) advised the seller

Kemira GrowHow
Spin-off and IPO

Spin-off and IPO of Kemira GrowHow

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Aventum Partners (Finland) advised the Ministry of Trade and Industry

Plasto
Institutional Investors

Refinancing of a French manufacturer of adhesives for automotive/medical sectors by VC Companies

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Financière de Courcelles (France) advised Plasto

Proquitec
Lord Corp.

Sale of a Brazilian chemicals manufacturer to Lord Corp. (US)

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Amati Negócios Internacionais (Brazil) advised the seller

SDS
Carlo Erba/Barclays Private Equity Italy

Sale of a French chemical products manufacturer to Carlo Erba

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Financière de Courcelles (France) advised the seller

Spokane Allergy Products
Hollister-Stier Laboratories LLC.

Acquisition of a US manufacturer of allergin products by Hollister-Stier Laboratories

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Meridian Capital LLC (US) advised the acquirer

Avecia Additives
Lubrizol Corporation

Acquisition by Lubrizol of a UK specialty chemical additives business

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M&A International (Belgium) advised the acquirer



Introducing Global M&A

Global M&A is a partnership of many of the world's most successful independent M&A advisory firms focused on the middle-market.

Within Global M&A, over 35 partner firms work together on an exclusive basis to deliver seamless advice to clients' local and cross-border deals in as many countries across Europe, North and South America and the Middle and Far East.

Global M&A's focus on deals with values of between €10m and €250m makes us the compelling solution for major groups, private equity investors and entrepreneurs seeking advice on middle-market deals with a cross-border dimension. We bring more local value to international deals and more international value to local deals than is possible for most other investment banking firms, which tend to be either global or local.

global

Chemicals: A Global Sector Team Working to Support the Chemicals Industry

The global chemicals industry is estimated to be USD\$558 billion and is one of the largest, most dynamic, and most critical in the world economy.

Important drivers of chemicals sector M&A activity include:

- A fragmented global market which presents significant opportunities for industry consolidation.
- Large chemicals conglomerates seeking to acquire companies in developing countries in order to participate in the rapid growth of these regions.
- Continued efforts by large chemicals conglomerates to divest non-core operations.
- Continuous discovery, innovation, and technological development.

The Global M&A Chemicals Sector Team comprises participants from various Global M&A countries, each possessing deep knowledge of the chemicals industry.

The team has a long record of completed transactions and has accumulated extensive personal contacts with leading public and private chemicals companies throughout the world.

Complementing our transaction experience is thorough and up-to-date knowledge of production, capacity, and key raw material inputs and pricing trends, as well as deep understanding of the primary end markets that drive overall chemicals demand.

Successful cross-border transactions are dependant upon your advisor's ability to manage multiple issues and dialogues across many different jurisdictions, while managers focus on day-to-day business operations. Global M&A provides a single point of contact with a seamlessly integrated international deal team which you can rely upon to complete your deals effectively, efficiently, and professionally.

THE GLOBAL M&A PARTNERSHIP



THE GLOBAL M&A CHEMICALS TEAM

Our partners have completed over 1,000 deals with an aggregate value exceeding €30bn since 2000, including:

- Company sales and divestment programmes
- Acquisitions
- Buy-outs, buy-ins and private equity transactions
- Fund-raising and IPOs

For further information on Global M&A, our partners and international reach, please visit www.globalma.com.

Sector Teams

Global M&A has gathered industry specialists from individual partner firms into integrated global sector teams, leveraging our deeply-embedded expertise gained locally and internationally across many years of deal-making.

Our sector teams work together to share knowledge, exploit contacts and create proprietary deal opportunities for acquisitive groups and investors, while giving potential vendors direct access to senior decision-makers on a focused short-list of potential acquirers around the world.

Clients benefit from:

- ~ Multinational teams of seasoned deal makers providing a seamless cross-border service
- ~ Centralised industry-relevant knowledge on:
 - Industry trends and issues affecting deals
 - Prevailing valuation and deal structures
 - Acquirer/investor strategies
 - Buyer's specific acquisition criteria
 - Access to decision makers at groups and investment houses around the world

Completed transactions and industry experience include the following segments of the Chemicals Industry:

- Basic and Intermediate Chemicals
- Specialty Chemicals
- Agricultural Chemicals
- Paints, Coatings, and Finishing Products
- Rubber and Plastics
- Petrochemicals
- Consumer Chemical Products
- Chemicals Distribution and Services

Contact:

Please visit the Chemicals sector team area of the Global M&A website at www.globalma.com.