



“Using local ties  
to make cross-border  
connections”

Dublin, Buenos Aires, 19<sup>th</sup> July 2018

**Global M&A Partners joins forces with Fenix Partners in Argentina.**

Fenix Partners, founded in 2002, is one of Argentina’s leading independent investment banking firms. In 2017, Fenix Partners completed 5 transactions for over USD500 million in value across several industries including Oil & Gas, Agribusiness and Building Materials.

Key Highlights about Argentina’s M&A:

- With a Gross Domestic Product (GDP) of more than US\$600 billion, Argentina is the third largest economy in Latin America.
- During the past year, the Argentine market experienced a surge in M&A activity.
- The vast majority of investors were foreign.
- The most active sectors, by number of transactions, were: Mining (20%), Energy (17%), Finance (12%) and Utilities (9%).
- In term of transaction amounts, the largest deals were in the mining, energy and telecommunications sectors (Telecom and Metrotel).

Global M&A Partners, the leading international group of independent M&A advisory firms specialising in mid-cap transactions, has the collective resources to offer in-depth expertise and contacts across a number of industries through its dedicated global sector teams.

The prime purpose is to provide cross-border support and opportunities to clients, servicing local and multinational enterprises with typical transaction range between €20m and €500m.

The wide-ranging expertise of the 200+ active dealmakers supported by 100+ analysts enables us to support clients with all their corporate finance requirements, including IPOs, Fundraisings, Project Finance and Privatizations.

We have a particularly strong track record in the following industries:

- Aerospace & Defence
- Branded consumer products
- Business Services
- Energy and Mining
- Food & Beverage
- Healthcare & Pharmaceuticals
- Industrials
- Maritime & Offshore
- Packaging
- Retail
- Technology & Media

Global M&A Partners is present in over 40 countries. In the Americas, it is represented by 7 other firms, including Toronto-based Crosbie & Company, US-based Brown Gibbons Lang and Meridian Capital, as well as Rion, covering Mexico and Central America, Condere in Sao Paulo, Macro Invest in Lima and Banmerchant in Santiago.

Global M&A Partners also has another 15 firms in Europe and 8 in the Asia-Pacific region, including China, India, Japan, Korea, Taiwan.

Since 2010, our Global M&A Partners advisors have closed over 1,500 transactions with an aggregate deal value in excess of €42 billion.

For further information about Global M&A Partners, please see <http://globalma.com/home>

Recent transactions in Argentina include:

<p>Exclusive role as sole strategic and financial advisor to</p>  <p>In the acquisition in Argentina of</p> 	<p>Exclusive role as sole strategic and financial advisor to</p>  <p>in the JV with</p>  <p><b>USD 380,000,000</b></p>	<p>Exclusive role as sole strategic and financial advisor to</p>  <p>in the sale to</p> 
<p>Exclusive role as sole strategic and financial advisor to</p>  <p>In the partial acquisition of</p>  	<p>Exclusive role as sole strategic and financial advisor to</p>  <p>in the sale of its Forestry Assets (Iviraretá S.A.) to</p> 	<p>Exclusive role as sole strategic and financial advisor to</p>  <p>In obtaining loan from</p>  <p><b>USD 8,000,000</b></p>

Global M&A Partners transactions in other countries include:

<p>Salaverry Port</p> <p><b>TRAMARSA</b> OPERAÇÕES MARÍTIMAS E PORTUÁRIAS</p> <p>Concession award to modernize the Salaverry Port with an estimated investment of US\$ 229 m</p> <p><b>GLOBAL M&amp;A PARTNERS</b> Macroinvest</p> <p>Advisor to the buyer</p>	<p><b>PROBIOTICA</b> MAKE YOURSELF EPIC</p> <p><b>supley</b></p> <p>Supley Laboratories acquired 100% of the outstanding shares of Probiotica from Valeant Pharmaceuticals</p> <p>Brazil Hungary United States of America</p> <p><b>GLOBAL M&amp;A PARTNERS</b></p> <p>Condere</p> <p>Advisor to the buyer</p>	<p><b>ELSA</b></p> <p><b>SCHÜTZ</b></p> <p>ELSA, the leading supplier of industrial packaging in Mexico, was acquired by the German Company Schütz.</p> <p>Germany Mexico</p> <p><b>GLOBAL M&amp;A PARTNERS</b></p> <p>Ri&amp;N</p> <p>Advisor to the seller</p>	<p><b>icestar</b></p> <p><b>AGRO</b> Merchants Group</p> <p>Sale of Chile based largest coldstorage company to US group Agro Merchants group</p> <p>United States of America Chile</p> <p><b>GLOBAL M&amp;A PARTNERS</b></p> <p>Banmerchant</p> <p>Advisor to the seller</p>
<p><b>INSTRUMAR</b> Measured advantage.</p> <p><b>DUKANE SEACOM</b> SEACOM COMPANY</p> <p>Instrumar Limited has sold its Emergency Locator Transmitter (ELT) Beacon Business to Dukane Seacom, a Heico Company</p> <p>United States of America Canada</p> <p><b>GLOBAL M&amp;A PARTNERS</b></p> <p>Crosbie &amp; Company Inc.</p> <p>Advisor to the seller</p>	<p><b>QUIKSERV</b> empowering people</p> <p><b>River Associates</b> INTEGRATED RISK MANAGEMENT</p> <p>Quikserv Corp. has been acquired by River Associates</p> <p><b>GLOBAL M&amp;A PARTNERS</b></p> <p>Brown Gibbons Lang &amp; Company</p> <p>Advisor to the seller</p>	<p><b>BDI</b> BLAST DEFLECTORS</p> <p><b>HANOVER PARTNERS, INC.</b></p> <p>Global leader in jet blast deflection and jet engine noise mitigation technology</p> <p><b>GLOBAL M&amp;A PARTNERS</b></p> <p>Meridian Capital LLC</p> <p>Advisor to the seller</p>	<p><b>EBC</b> ETHOS BEATHCHAPMAN</p> <p><b>WILL GROUP</b> Asia Pacific</p> <p>70% of EBC Australia and EBC Singapore acquired by Will Group Asia Pte Ltd</p> <p>Japan Australia Singapore</p> <p><b>GLOBAL M&amp;A PARTNERS</b></p> <p>MergeCo International</p> <p>Advisor to the seller</p>
<p><b>XTECH</b></p> <p><b>ACP</b></p> <p>Sale of one of the leading providers of IT solutions &amp; IT services in Austria to ACP.</p> <p><b>GLOBAL M&amp;A PARTNERS</b></p> <p>CD Invest Consult</p> <p>Advisor to the seller</p>	<p><b>airBaltic</b></p> <p>Ralf-Dieter Montag-Girmes</p> <p>Exclusive financial adviser to the Latvian flag carrier airBaltic in new capital attraction in amount of 131 mEUR</p> <p><b>GLOBAL M&amp;A PARTNERS</b></p> <p>Prudentia</p> <p>Advisor</p>	<p><b>Tocagen</b></p> <p><b>ApolloBio</b></p> <p>Tocagen and ApolloBio Enter License Agreement to Develop and Commercialize Toca 511 &amp; Toca FC in China Region</p> <p>China United States of America</p> <p><b>GLOBAL M&amp;A PARTNERS</b></p> <p>Hollyhigh International Capital</p> <p>Advisor to the buyer</p>	<p><b>NORDIC WATER UNIVERSE</b> COPENHAGEN</p> <p>NCF Has advised the project developing company in raising €298m in funding for building a leisure parc.</p> <p><b>GLOBAL M&amp;A PARTNERS</b></p> <p>Nordic Corporate Finance</p> <p>Advisor</p>
<p><b>kotisun</b></p> <p><b>CapMan</b> TESI VARMA</p> <p>Sale of a leading Finnish detached house focused heating and plumbing renovation and maintenance company</p> <p><b>GLOBAL M&amp;A PARTNERS</b></p> <p>Aventum Partners</p> <p>Advisor to the seller</p>	<p><b>IGE+XAO</b> GROUP</p> <p><b>Schneider Electric</b></p> <p>Financière de Courcelles advised Schneider Electric on its takeover bid for the IGE+XAO group</p> <p><b>GLOBAL M&amp;A PARTNERS</b></p> <p>Financière de Courcelles</p> <p>Advisor to the buyer</p>	<p><b>MFT</b> performance engine</p> <p><b>PRECISION</b></p> <p>Precision Camshafts Limited has acquired 76% of the shares in MFT Motoren und Fahrzeugtechnik GmbH</p> <p>India Germany</p> <p><b>GLOBAL M&amp;A PARTNERS</b></p> <p>InterFinanz</p> <p>Advisor to the buyer</p>	<p><b>RFG</b> British Foam Group</p> <p>Dutch-Belgian private investors</p> <p>Sale of a leading Romanian specialized food packaging producer to a Dutch-Belgian private investor consortium</p> <p>Romania Belgium Luxembourg Netherlands</p> <p><b>GLOBAL M&amp;A PARTNERS</b></p> <p>Invescom Corporate Finance</p> <p>Advisor to the seller</p>

## DEXIA

Value Base led the sale of the controlling interest in Dextra Israel Bank to a group of qualified investors for US\$ 101M

 **GLOBAL M&A**  
PARTNERS  
Value Base M&A

Advisor to the seller



On 30 March 2018, Sansei Technologies Inc. acquired 100% of the outstanding shares of Vekoma Rides B.V.

Japan  
Netherlands  
 **GLOBAL M&A**  
PARTNERS

JBR  
Advisor to the seller

GOLDEN BRIDGE | TEXCELL-NETCOM

Texcell-Netcom, a network integration provider in Korea, acquired Golden Bridge, a securities brokerage company in Korea

 **GLOBAL M&A**  
PARTNERS  
Locus Capital Partners

Advisor to the buyer



Saga Corporate Finance acted as Financial Advisor in the sale of Sperre Compressors to Norvestor Equity

 **GLOBAL M&A**  
PARTNERS  
Saga Corporate Finance

Advisor to the seller



ISADORA | AXCEL

Sale of IsaDora to Axcel

 **GLOBAL M&A**  
PARTNERS  
Valentum Partners

Advisor to the seller



SECURA  
INDUSTRIEBETEILIGUNGEN AG | PERUSA  
MUPRO

DIVESTITURE of fixing technology solutions provider Secura Industriebeteiligungen AG to Perusa Private Equity

Germany  
Switzerland  
 **GLOBAL M&A**  
PARTNERS

Zetra International  
Advisor to the seller

Edina | EESL

Sale of Edina Power Services to EnergyPro Assets Limited

India  
United Kingdom  
 **GLOBAL M&A**  
PARTNERS

Cooper Parry Corporate Finance  
Advisor to the seller

SimplyBiz

SimplyBiz provides comprehensive, market-leading Compliance and Business Support to Financial Services companies

 **GLOBAL M&A**  
PARTNERS  
Zeus Capital

Advisor

