




Date of report: 16/04/2018

Active VC-A leads - Blind report


Buy-Side Projects												
Project ID	Project description	Sector	Location	€Min	€Max	Fee Types	L/M	Status	Status Date	Doc	Start Date	
Water & Environment	European strategic acquirer is seeking water & environmental service businesses globally. Areas: environmental services, water utilities, water management, waste management, aftermarket solutions, water technology with mobility etc.	Environment and Climate Change, Waste and Water Management	Africa, Asie, Europe, North America, Oceania, South America			No Fee Agreement	Lead	Brainstorming	12/04/2018		12/04/2018	
Infrastructure	Leading European financial institution seeking suitable infrastructure projects globally. Heavy asset projects in Oil & Gas, Roads, Ports, Natural Resources, Hydro Power, Renewable Energy etc	Energy and Basic Resources, Chemicals, Construction & Building Materials, Environment and Climate Change	Africa, Asie, Europe, North America, Oceania, South America	20.0		No Fee Agreement	Lead	Brainstorming	09/04/2018		25/01/2018	
Funding Source	Our investor can provide unsecured debt for up to 70% of the value of the company and up to 100% if the acquiring company can provide some sort of corporate guarantee. UK-USA. Most sectors. Up to GBP150million (industrial companies, etc...) but sweet spot is €5m-€10m. Interest rate around 11%.	All Sectors	United Kingdom, United States	0.4	150.0	No Fee Agreement	Lead	Green light to pitch or make proposal	04/04/2018		04/04/2018	
Electrical Vehicle Components	Acquisition requirement 1: Industrial Converter in North America and Europe Acquisition requirement 2: Automobiles and Automotive Spare Parts in North America and Europe Acquisition requirement 3: Industrial Sensors, especially MEMS in North America and Europe		Europe, North America		850.0	No Fee Agreement	Lead	Deal broke	04/04/2018		01/06/2017	
Motors	Looking for new electrical and hybrid power vehicles motors and drivers, marine propulsion motors, serve motors and drivers for robots, special transformer(power and power electronic transformer) ,wind power turbines, high speed permanent magnet motor, magnet bearings.		Europe, North America	100.0	200.0	No Fee Agreement	Lead	Deal broke	04/04/2018		12/07/2017	
Call Center	Looking to acquire established European call centre businesses; Inbound focus;	Call Centres	Europe	0.5	20.0	No Fee Agreement	Lead	Brainstorming	23/03/2018		23/03/2018	
Chinese investors	Specific investment requests in the following sectors: Care home management, Property rental management Decontamination of polluted rivers and land, AI for healthcare, Advanced battery technology, Pre-fabricated construction materials and services, Advanced materials, Ground works construction technology, Medical devices, Food and health supplements					No Fee Agreement	Lead	Brainstorming	22/03/2018		22/03/2018	
TGC Stock 1180319 - FIG101	Equity investments from €100k to €10m into publicly traded SME.	All Sectors	Africa, Asie, Europe, North America, Oceania, South America	0.1	10.0	VC-A Exclusive, Shared	M'dt	Active	19/03/2018		19/03/2018	
Beauty care, cosmetics and wellness	Beauty care, Cosmetics and wellness products with a strong brand and revenue in excess of €25m	Health Care Providers, Pharmaceuticals & Cosmetics, Personal Products	Africa, Asie, Europe, North America, Oceania, South America	20.0		Shared	Lead	Green light to pitch or make proposal	16/03/2018		04/02/2018	
Fintechs and mobile wallets	Buyer is is interested in the Target Company's user base and access to MNOs.	Banking software / payment system, Online financial services, Mobile & Wireless Telecom Services	Africa, United Arab Emirates, Bahrain, Israel, Iraq, Jordan, Kuwait, Lebanon, Saudi Arabia, Syria, Turkey, Europe	4.0		Shared	Lead	Green light to pitch or make proposal	16/03/2018		04/02/2018	
Large Underperforming Targets	Looking for underperforming targets with an EBITDA > \$9m in the following sectors: business and financial services, healthcare, Interactive media, software, consumer products and industrial technology.	Industrial Goods, Health, Pharmaceuticals & Biotechnology, Business Services, Consumer Services, Financial Services, Software, Technology Hardware & Electronic Equipment	Andorra, Austria, Belgium, Switzerland, Cyprus, Germany, Denmark, Spain, Finland, France, United Kingdom, Greece, Ireland, Iceland, Italy, Luxembourg, Monaco, Malta, Netherlands,			Shared	Lead	Green light to pitch or make proposal	16/03/2018		04/02/2018	




											Norway, Poland, Portugal, North America	
SSV Turnaround	Looking for low or negative EBITDA companies in North America, West Europe and North Europe with room for improvement or turnaround. Automotive, Chemicals, Paper, Packaging & Printing, Distribution, Transportations & Logistics, Aerospace & Defense, Technology, Telecom & Business Services, Retail, E-Commerce, FMCG/Consumer, Media, Print & Entertainment, Energy, Oil & Gas, Healthcare Products & Services.	Energy and Basic Resources, Chemicals, Industrial Goods, Electrical / Electronic Equipment, Transport Equipment & Manufacturers, Personal & Household Goods, Food & Beverage Industry, Health, Pharmaceuticals & Biotechnology, Retail and Wholesale ("R&W"), Transports, Media - Communication, Consumer Services, Internet, IT Services, Telecommunication Services, Technology Hardware & Electronic Equipment, Environment and Climate Change	Andorra, Austria, Belgium, Switzerland, Germany, Spain, France, United Kingdom, Greece, Ireland, Iceland, Italy, Luxembourg, Netherlands, Norway, Poland, Portugal, Sweden, North America				Shared	Lead	Green light to pitch or make proposal	16/03/2018	16/03/2018	
Power engineering and electronic drive	Looking for companies involved in power engineering including hydropower plant subsystem, hydropower equipment, automation & control, power transformers and also electrodrives used in control applications like Motor controllers, Stators, Drives etc	Utilities, Industrial Components, Electrical Components & Equipments, Transport Equipment & Manufacturers, Engineering and Technical Services, Hydroelectricity	Africa, Asie, Europe, North America, Oceania, South America	5.0	250.0		No Fee Agreement	Lead	Brainstorming	16/03/2018	16/03/2018	
Spanish Search Fund	• A newly set up Spanish Search Fund; • Received backing from 20 HNWIs, Entrepreneurs, and Investment Firms; Sector agnostic.		Spain				No Fee Agreement	Lead	Brainstorming	12/03/2018	09/03/2018	
Private Equity Focussing on Distressed Situations	UK based private equity investor focussing principally on distressed situations; • Generalist investors but not interested in retail or construction.	Utilities	United Kingdom				No Fee Agreement	Lead	Brainstorming	09/03/2018	09/03/2018	
UK-Based Private Equity Group	ACQUIRER: • Specialises in acquiring owner-managed private businesses; Business activities focus on Management Consultancy, where the group partners with industry experts to help businesses reduce costs and improve efficiency.		United Kingdom				No Fee Agreement	Lead	Brainstorming	09/03/2018	09/03/2018	
Vertical Market Software	Vertical market software company active in one or two niches; Significant amount of recurring revenue; Single digit growth; Anywhere in Europe	Business Software	Europe	2.0			No Fee Agreement	Lead	Brainstorming	09/03/2018	07/02/2018	
Manufacturers of machinery	Looking for manufacturers of machinery like agricultural machinery, municipal vehicles, hydraulic systems, industrial glass, equipment for the production of wine and fruit juice	Transport Equipment & Manufacturers	Africa, Asie, Europe, North America, Oceania, South America	5.0	500.0		No Fee Agreement	Lead	Brainstorming	07/03/2018	06/03/2018	
Vertical Market Software Business	Seeking vertical market software businesses: Financial service, Agri Food & Supply Chain solutions, Communication & Media, Institutions, Rental management, Retailing, Facilities & Fleet management	Business Software	Africa, Asie, Europe, North America, Oceania, South America	4.0			No Fee Agreement	Lead	Brainstorming	05/03/2018	21/02/2018	
OTC Healthcare Brand	Established over the counter (OTC) healthcare brand; Key target market of the ageing population; Particularly interested in: o Cardiovascular; o Dermatology; o GI; o Gynaecology; o Neurology; o Metabolism; o Sleep.	Health, Pharmaceuticals & Biotechnology	Africa, Asie, Europe, North America, Oceania, South America	8.0	15.0		No Fee Agreement	Lead	Brainstorming	05/03/2018	14/02/2018	
Consumer and retail branded businesses	Looking to invest in or acquire small & medium sized branded businesses in consumer and retail. It could be a product or service, offline or online with healthy margins. Do not focus on financial services or media.	Retail and Wholesale ("R&W"), Consumer Services	Belgium, Germany, Finland, France, Luxembourg, Norway, Sweden	5.0			No Fee Agreement	Lead	Brainstorming	05/03/2018	05/03/2018	
Agri-products	Companies that manufacture and process vegetables, spices and herbs for making powder, sauces, pastes and purees.	Horticulture	Andorra, Spain, France, Greece, Croatia, Hungary, Italy, Malta, Serbia, North America	5.0	200.0		No Fee Agreement	Lead	Brainstorming	16/02/2018	21/06/2017	
B2B Fintech	B2B fintech companies servicing trading, risk management, compliance and regulations for banks, brokers, investment managers, asset management companies and wealth management firms.	Financial Software, IT Services	Africa, Asie, Europe, North America, Oceania, South America		200.0		No Fee Agreement	Lead	Brainstorming	16/02/2018	30/05/2017	
Medical devices	Medical devices companies: Orthopaedic, Minimal Invasive, Endoscopy	Medical Equipment, Medical Implants or Protheses Manufacturers, Medical Supplies	Africa, Asie, Europe, North America, Oceania, South America		300.0		No Fee Agreement	Lead	Brainstorming	16/02/2018	23/05/2017	
Tools & drives	Manufacturers of tools & drives for finishing and polishing metal surfaces and / or separation of materials		Africa, Asie, Europe, North America, Oceania, South America		400.0		No Fee Agreement	Lead	Brainstorming	16/02/2018	23/08/2017	
Frozen bakery	Companies making frozen bakery / bread products e.g. Bagels, Baguettes, Buns, Ciabatta, Foccacia, Glutenfree, Panini, Pretzels, Raw Dough, Rolls, Rye Bread, Sandwich Products, Speciality Bread, Stone Baked Bread.		Europe, United States		400.0		No Fee Agreement	Lead	Brainstorming	16/02/2018	27/04/2017	
Thermoplastic	Manufacturer of thermoplastic material based semi-finished or finished products used in machine parts, industrials, medical equipment (implants), moulding...	Composite Materials, Plastics Engineering , Plastic Packaging Manufacturers, Industrial Machinery	Africa, Asie, Europe, North America, Oceania, South America		250.0		No Fee Agreement	Lead	Brainstorming	16/02/2018	26/04/2017	

Medical Testing	Seeking manufacturers of Medical Testing, Analyzing, and Diagnostic Equipment which is typically used in 1) hospital clinical labs, 2) pharmaceutical or biotech R&D, 3) dairy processing/food safety markets and 4) reference labs	Medical Equipment	Europe, Canada, United States, Netherlands Antilles, Bolivia, Brazil, Bahamas, Belize, Chile, Colombia, Costa Rica, Cuba, Dominica, Dominican Republic, Ecuador, Honduras, Martinique, Nicaragua, Panamá, Peru, Puerto Rico, Paraguay, Uruguay, Venezuela	5.0	250.0	No Fee Agreement	Lead	Brainstorming	16/02/2018	17/08/2017
Software and services	Software & Services: (1) Internet Software & Services; (2) Application Software ; (3) Systems Software	Software, Internet, IT Services, Telecommunication Services	Africa, Asie, Europe, North America, Oceania, South America	5.0	100.0	No Fee Agreement	Lead	Brainstorming	16/02/2018	12/09/2017
Retail	Retail/online businesses with pressing funding requirements;	Retail and Wholesale ('R&W'), e-commerce B2B, e-commerce (B2C), e-services (B2C)	Europe	5.0	20.0	No Fee Agreement	Lead	Brainstorming	16/02/2018	12/09/2017
Mid-Market Investments US-Europe	Interested in companies across i) Financial Services (Insurance, Banks, AMCs), ii) Software & Services and iii) Business Services (mainly Business & Information Services, Consumer Services & Gaming, Highly-Engineered Services and Precision Manufacturing, Media-Related Content, Professional Services)	Media - Communication, Business Services, Consumer Services, Financial Services, Software, Internet, IT Services, Telecommunication Services	Europe, Canada, United States	10.0	50.0	No Fee Agreement	Lead	Brainstorming	16/02/2018	24/01/2018
Semiconductor	Manufacturers of semiconductor equipment mainly, die bonder and flip chip bonder.	Semiconductors	Africa, Asie, Europe, North America, Oceania, South America	4.0	200.0	No Fee Agreement	Lead	Brainstorming	16/02/2018	21/06/2017
Environmental services	Environmental services companies that provide industrial cleaning, waste management and waste minimisation services, response and standby services (response to oil, rail, HAZMAT, specialized & fire) and services focused on the oil and gas sector		Algeria, Egypt, Libya, Morocco, Tunisia, Europe	5.0	200.0	No Fee Agreement	Lead	Brainstorming	16/02/2018	13/06/2017
Distribution companies	Manufacturing, Distribution and Consumer Products companies with Revenues over \$100mm and EBITDA over \$12mm (both in U.S. Dollars).	Industrial Goods, Retail and Wholesale ('R&W')	Andorra, Austria, Belgium, Switzerland, Czech Republic, Germany, Spain, Finland, France, United Kingdom, Ireland, Iceland, Italy, Liechtenstein, Luxembourg, Monaco, Netherlands, Norway, Poland, Portugal, Sweden, Vatican, Canada, United States	40.0	100.0	No Fee Agreement	Lead	Brainstorming	16/02/2018	22/08/2017
Insurance Operations	Licensed Life or Non-life insurer	Asset Management	Algeria, Egypt, Morocco, Tunisia, Asie, Europe, Costa Rica, Cuba, Dominican Republic, Guadeloupe, Haiti, Jamaica, Cayman Islands	2.0	100.0	No Fee Agreement	Lead	Brainstorming	16/02/2018	05/08/2017
Health and Beauty	Buyer is backing a buy and build in the consumer branded sector in personal care, health and beauty Looking to acquire a portfolio of 15-20 brands over a 4 year period, individual brands have sales from £0.5m up to £20m	Specialist Care, Personal Products, Pharmaceuticals, Cosmetics & Perfumes, Drugs Retailers	Europe	5.0	100.0	No Fee Agreement	Lead	Brainstorming	16/02/2018	20/08/2017
Software investments	German PE firm focuses on investments in the European software space.	Software, Internet, IT Services	Austria, Belgium, Switzerland, Czech Republic, Germany, Denmark, Finland, France, United Kingdom, Northern Ireland, Hungary, Ireland, Iceland, Luxembourg, Netherlands, Norway, Poland, Sweden	1.0	500.0	No Fee Agreement	Lead	Brainstorming	16/02/2018	19/08/2017
Waste gas and water	Manufacturer of waste gas and waste water treatment systems (biofilter, wet scrubber, bio trickling filter, CO2 degassers, chemical storage tanks,...) seeking Add-On in the CleanTech space.	Clean Tech, Renewable Energy, Waste and Water Management	Africa, Asie, Europe, Canada, United States, South America	1.0	500.0	No Fee Agreement	Lead	Brainstorming	16/02/2018	19/08/2017
Smart Home	Seeking Add-on for leading German smart home manufacturer and distributor.	Household Goods, Home Improvement R&W, Specialised R&W, Technology Hardware & Electronic Equipment	Europe		500.0	No Fee Agreement	Lead	Brainstorming	16/02/2018	19/08/2017
Travel-Tech	Seeking Add-On in the Travel-Tech space	Software, Technology Hardware & Electronic Equipment	Africa, Asie, Europe, Canada, United States, South America		100.0	No Fee Agreement	Lead	Brainstorming	15/02/2018	17/05/2017
PBO Services	BPO companies in data capture and processing, financial accounts processing, claims processing and sales fulfillment	Business Process Outsourcing (BPO)	Africa, Asie, Europe, North America, Oceania, South America	3.0		No Fee Agreement	Lead	Brainstorming	15/02/2018	09/08/2017

Ceramic	Strategic acquirer interested in manufacturers of ceramics / ceramic ware	Construction Finishings, Building Materials & Fixtures, Durable Household Products, Kitchen Equipment	Europe	10.0		No Fee Agreement	Lead	Brainstorming	15/02/2018	22/09/2017
IT Integrators	Looking to acquire established IT integrators and SaaS companies with revenue range \$10-100M located in North America Europe, Asia/Pacific. Looking to acquire a European company in tender information space with revenue \$2-50M.	Internet, IT Consulting & System Integration		10.0	100.0	No Fee Agreement	Lead	Brainstorming	15/02/2018	27/06/2017
Diversified Motors	Diversified manufacturers of motors and controls		Africa, Asie, Europe, North America, Oceania, South America	20.0		No Fee Agreement	Lead	Brainstorming	15/02/2018	23/08/2017
HVAC	Building supplies and HVAC companies in Europe	Construction Finishings, Doors & Windows Manufacturers, Industrial Goods	Europe	10.0	200.0	No Fee Agreement	Lead	Brainstorming	15/02/2018	23/08/2017
Software companies	Focused on established, growing SaaS and software companies with an international expansion strategy.	Software	Andorra, Austria, Belgium, Switzerland, Germany, Denmark, Spain, Finland, France, United Kingdom, Greece, Ireland, Italy, Luxembourg, Malta, Netherlands, Norway, Poland, Portugal, Sweden	5.0		No Fee Agreement	Lead	Brainstorming	15/02/2018	30/01/2018
Healthcare Services & Technology	Look to invest in healthcare, healthcare services and healthcare technology with a min revenue of USD 20 MN and high growth potential	Health Care Providers, Medical Equipment and Supplies	Asie, Europe, North America	15.0	100.0	No Fee Agreement	Lead	Brainstorming	15/02/2018	13/12/2017
Spain M&A	Headquartered in Spain, this is a mid-market private equity investment company with ~ USD 900 million under management . Investment Criteria Seeking investment opportunities within Spain for a controlling position. It considers several sectors and the companies should have a min EBITDA of USD 7 MN and USD 25 Mn of revenue.	All Sectors, Oil & Gas, Commodity Chemicals, Containers, Glass Packaging Manufacturers, Metal Packaging Manufacturers, Paper Packaging Manufacturers, Plastic Packaging Manufacturers	Spain	15.0	100.0	No Fee Agreement	Lead	Brainstorming	15/02/2018	13/12/2017
Chinese Investors (GMT)	In partnership with a Chinese-Japanese firm we are looking for targets in the following sectors: Manufacturer of Laser Welding Equipment Business of Polyethylene Valve for Gas Pipe Photoresist Business Company of Pharmaceutical Preparations Transformer and Electronic Components Related Manufacturer German Coating Brand Frequency Converter Manufacturer European Agricultural Machinery Communication Business Target Material Spirits Manufacturer Aviation Lubricating Oil Manufacturer Magnesium Alloy Technology High Speed Machining Center Machine Tool Manufacturer OLED Industry Intelligent Video Analytics Technology Video & Audio Interaction Technology		Europe			Shared	Lead	Active	15/02/2018	29/11/2017
Payment Institution	Interested in acquiring a financial institution	Financial Services, Online financial services	Europe	1.0	10.0	No Fee Agreement	Lead	Active	28/08/2017	24/08/2017
Legal consulting	Legal, regulatory, financial and management (sector specialist) consulting firms.					No Fee Agreement	Lead	Preliminary contacts	23/08/2017	09/05/2017
Consumer segments	Food and Beverage, Retail and Restaurants, Beauty and Wellness, Fashion and Accessories, Consumer Products and Services, Consumer Health, and Media and Marketing Services, as well as real estate projects anchored by luxury retail.	Food & Beverage Industry, Food & Drink R&W, Home Improvement R&W, Electrical Product (retail), Consumer Electronics (retail), Books, Music and Entertainment Retail, Flowers & Plants (retail), Heating Equipment (retail), Home Appliance (retail), IT & Telecom Products (retail), Music Instruments (retail), Office Furniture (retail), Toys & Gifts (retail), Hotels Restaurants and Bars	Asie, Europe, Canada, United States, Netherlands Antilles, Argentina, Bolivia, Brazil, Bahamas, Belize, Chile, Colombia, Costa Rica, Cuba, Dominica, Dominican Republic, Ecuador, French Guyana, Guadeloupe, Guatemala, Guyana, Honduras, Haiti, Jamaica, Cayman Islands, Martinique, Nicaragua, Panamá, Peru, Puerto Rico, Paraguay, Salvador, Uruguay, Venezuela, British Virgin Islands, American Virgin Islands	5.0	500.0	No Fee Agreement	Lead	Brainstorming	17/08/2017	17/08/2017
Organic & Natural	Targets Food segment. Manufacturer or organic foods or meat free products (using pure vegetarian ingredients, products made from Tofu, Soy milk etc.). Europe except UK.	Food Complements, Dairy Products & Ice Creams, Delicatessen, Meat processing, Sea Food	Andorra, Albania, Armenia, Austria, Azerbaijan, Bosnia and Herzegovina, Belgium, Bulgaria, Belarus, Switzerland, Cyprus, Czech Republic, Germany, Denmark, Estonia, Spain, Finland, France, Georgia, Greece, Croatia, Hungary, Ireland, Iceland, Italy,	10.0	200.0	No Fee Agreement	Lead	Brainstorming	05/05/2017	02/05/2017

			Liechtenstein, Lithuania, Luxembourg, Latvia, Monaco, Moldova, Montenegro, Macedonia, Malta, Netherlands, Norway, Poland, Portugal, Romania, Serbia, Russia, Sweden, Slovenia, Slovakia, San Marino, Serbia, Ukraine, Vatican								
Plastic Packaging	Add-ons for a specialty packaging and dispensing provider with innovative, industry-compliant packaging solutions for health and wellness, specialty food, household and industrial, personal care...	Containers, Plastic Packaging Manufacturers	Asie, Europe, Canada, United States, South America	4.0	100.0	No Fee Agreement	Lead	Brainstorming	18/04/2017	27/03/2017	
Packaging & Paper	International Packaging and Paper Group Looking for M&A Targets.	Paper Packaging Manufacturers, Paper Industries	Africa, Asie, Europe, North America	5.0	1000.0	No Fee Agreement	Lead	Brainstorming	18/04/2017	27/03/2017	
Spain & Portugal	European private equity fund looking for suitable opportunities in Spain and Portugal	Energy and Basic Resources, Construction & Building Materials, Industrial Goods, Automobile Manufacturers, Food & Beverage Industry, Health, Pharmaceuticals & Biotechnology, Temperature Controlled Transport, Business Services, Professional Services, Consumer Services, Technology Hardware & Electronic Equipment	Spain, Portugal	10.0	300.0	No Fee Agreement	Lead	Brainstorming	14/03/2017	14/03/2017	
Debt, Gaming, Health	Targets from \$2 million to \$100 million, gaming, debt management, health care. No Startups.	Health, Pharmaceuticals & Biotechnology, Financial Services, Online Gaming	Asie, Europe, North America, South America	2.0	100.0	No Fee Agreement	Lead			19/08/2017	
Enterprise B2B Vertical Software	Seeking vertical enterprise software companies globally. BFSI, Agri Food & Supply Chain solutions, Communication & Media, Retailing, Facilities management, etc.					No Fee Agreement	Lead			21/03/2018	
Adhesives, sealants	Adhesives, sealants, coatings, acoustic materials, thermal materials, composites, structural materials, novel fibers, novel resins, novel additives, fire performance of materials	Industrial Components, Containers, Packaging & Paper Industries		5.0	100.0	No Fee Agreement	Lead			10/08/2017	

Sell-Side Projects											
Project ID	Project description	Sector	Location	€	Fee Types	L/M	Status	Status Date	Doc	Start Date	
Tube	Manufacturer of tubular solutions for the automotive industry (ERW precision tubes). Spin-off from a top steel manufacturer. Succession. The owner of the company is looking to divest the business and looking to establish himself in other country and seeking for Minority to 100% stake sale.		India	10.0	Shared	Lead	Green light to pitch or make proposal	07/04/2018		30/06/2017	
Canada 1180404-RE101	5-star Canadian hotel for sale. 98 rooms + 31 suites. CAD\$115m.			73.0	Shared	Lead	Green light to pitch or make proposal	04/04/2018		04/04/2018	
NYFO 1180404-RE100	FO with \$12B of AuM is looking to recapitalize or sell real estate assets in New York. Trophy/Class A assets, prime locations, office and hotel properties. From \$100m to \$1B. Cap rate is 4%. Expected ROI is 12-15%. Only pre-qualified buyers with EOI.	Real Estate	New York	100.0	VC-A Exclusive, Shared	Lead	Green light to pitch or make proposal	04/04/2018		04/04/2018	
TRADING: Sesame	6000 MT of Sesame from Uganda, ready to be exported. \$1450/MT FOB Mombasa-Kenya or FOB Dar es Salaam \$1465/MT + commission. Negotiable.		Uganda		Shared	Lead	Green light to pitch or make proposal	22/03/2018		22/03/2018	
Baywatch 377180315 - HSP102	Seafront 25-year old palace for sale for €220 million in Monaco. Needs refurbishment. Can be transformed into a Hotel. More information under NDA executed directly with investor.				Shared	Lead	Deal closed	19/03/2018		15/03/2018	
1701129872_Syd Electronic measurement	Measurement, control and laboratory technology company. Profitable electronic Measurement, control and laboratory technology company with global footprint; serving various customers; seeking for an investor to accelerate further growth;			11.0	No Fee Agreement	Lead	Brainstorming	19/03/2018		19/03/2018	
1711240000_Negret Aviation wet-lease	Succession Sale of profitable and growing aviation company with focus on wet lease; customers are in the international aviation sector;			90.0	Shared	Lead	Brainstorming	19/03/2018		19/03/2018	
Q118/A2/103 UK	UK heritage tableware company for sale. 150 years old. GBP15m			17.0	Shared	Lead	Brainstorming	19/03/2018		19/03/2018	

Fundraising Projects												
Project ID	Project description	Sector	Location	€Min	€Max	Fee Types	L/M	Status	Status Date	Doc	Start Date	
OIL&GAS 971180216-SP03	Company in oil and gas sector headquartered in Dubai looking to refinance a \$50 million debt at 7 years, with 2 years of moratory with a European Bank. Normal situation. Brokering only	Oil & Gas	United Arab Emirates, Spain, United Kingdom	50.0	50.0	Shared	Lead	Mandate negotiation	08/04/2018		16/02/2018	
Q118/A3/049 Polish Mineral Water	Polish mineral water business with all star management team and proven track record seeks USD 20m	Bottled Mineral Water	Poland	17.0		Shared	Lead	Brainstorming	19/03/2018		19/03/2018	
Oil Wells Kansas	Looking to raise \$15m to put 64 oil wells in operation in Kansas	Oil & Gas	Kansas	15.0	15.0	Shared	Lead	Preliminary target/ investor contacts	12/03/2018		12/03/2018	
Ferro-Alloy	Looking to expand a 1.5 million credit facility to €6.5 million for a ferro-allow trading company in Switzerland	Steel, Trading	Switzerland	1.5	6.5	Shared	M'dt	Active	12/03/2018		01/02/2017	
€20M Mezzanine	Looking for €20m mezzanine debt to complete the LBO of a utility company in Poland.	Utilities	Poland	20.0	35.0	VC-A Exclusive, Shared	Lead	Pitch made or proposal sent	09/03/2018		09/03/2018	
ImCoSys	Client does not want to pay fees and does not want to work with VC-A.	Software, Internet	Switzerland				Lead	Lost	19/02/2018		24/11/2017	
FUND 34171129-TGC	Setup a direct lending fund in Spain	All Sectors	Spain	5.0	25.0	No Fee Agreement	Lead	Mandate negotiation	19/02/2018		29/11/2017	
Phosfan	Phosfan wants to enter the European Market					No Fee Agreement	Lead	Timing wrong	15/02/2018		27/07/2017	
VC-A M&A Suite	Fundraising for VC-A	Business and Management Consultancy, Asset Management	Africa, Asie, Europe, North America, Oceania, South America	0.4	1.0	VC-A Exclusive, No Fee Agreement	M'dt	Active	15/02/2018		01/08/2017	
MP 41180213-VC	VC investing in tech startups looking for funding	All Sectors, Software, Internet	Switzerland	1.0	50.0	Shared	M'dt	Active	15/02/2018		13/02/2018	
Alondra Fund	Looking to raise €50m+ for a UCITS managed fund investing in listed companies worldwide	Financial Services	Europe, Spain, North America	1.0	50.0	VC-A Exclusive, Success Fees	Lead	Follow up to pitch or proposal	29/01/2018		25/07/2017	
TGC Guaranty 1170915-FIG100	Credit guarantees for companies - from €5M to €100M	All Sectors	Asie, Europe, North America	5.0	100.0	VC-A Exclusive, Shared	M'dt	Active	03/11/2017		21/09/2017	
Hakisa	Help community management platform (smart home/ silver economy) raise funding and/or identify clients the like of Hager.	e-commerce B2B, e-commerce (B2C), e-services (B2C), Social Networking, Peer to Peer	Germany, France			No Fee Agreement	Lead	Exploring other options	18/04/2017		25/12/2016	
BANI	50MW solar plant in the Dominican Republic	Solar Producer / Generator	Dominican Republic	5.0	80.0	VC-A Exclusive, Shared	M'dt	Active	21/03/2017		21/03/2015	
DICO	Dico is raising SEK 40-50m to efficiently scale up and expand the Dico brand and services.						Lead				24/11/2017	

General Comment

This list is not exhaustive. The list contains only leads pre-selected by VC-A Partners.

To become a VC-A Partner, VC-A Agents can submit a formal request to compliance@vc-alternative.com with a copy of their curriculum vitae.

They will then be taken through our compliance and on-boarding process to be promoted to Associate Director and start operating under the VC-A brand. Only Associate Directors can become VC-A Partners.

LEGEND		⬆
Status		
✓ Brainstorming	Opportunity sent by a VC-A Member for consideration. Usuallyly no fee sharing agreement in place. Can be used for marketing purposes.	
✓ Green light to pitch or make	Agreement with opportunity owner to start looking for counter-part. A fee sharing agreement has generally been	

proposal

✓ Active

verbally agreed.
The project is on-going.



Fee types

- ✓ No Fee Agreement
- ✓ Success Fees
- ✓ Success Fees > Shared
- ✓ Exclusivity
- ✓ Exclusivity > VC-A Exclusive
- Fee sharing with project owner / broker need to be discussed
- Project leader has got an exclusive agreement with the owner of the project
- Project leader is happy to his agreed fees with VC-A Members and other brokers
- Broker has got an exclusive agreement with the owner of the project
- The exclusivity agreement has been executed under the VC-A brand

REMINDER

VC-A Members are rewarded based on their contribution to the development of VC-A Network. Each project is negotiated individually but as a starting point, Members shall get 10% of VC-A success fees for an introduction, 25% of the success fees if they actively contribute to the closing, 50% of the profit if they join VC-A team and up to 80% of the total fees if they manage and deliver their project under the VC-A brand. Active Members take precedence over non-active Members to join VC-A teams and/or be invited to take part in a transaction. Non-active Members shall ultimately be deleted from VC-A database.

Value Creation – Alternative (VC-A) is a Strategy and Investment Advisory firm. We help companies develop their business through acquisitions, organic growth and digitalization. We accompany our clients throughout the entire life cycle of their corporate development programme: strategy definition, target search, due-diligence, negotiation, transformation map, change management and digitalization.

We are a worldwide network of more than 1,000 seasoned professionals with more than 45,000 contacts and have collectively advised M&A and fundraising projects worth nearly US\$100B.

We support complex strategic and operational business decisions with deep analysis and robust processes.

Our methodology is a combination of desk research, interviews and application of our internal know how.