



Date of report: 17/09/2018

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
Staffing & HR Consulting	Looking to acquire staffing solution firms with revenue of USD 50m+ with special focus on engineering, scientific and education focused staffing firms. They're also looking to acquire HR consulting firms / HR outsourcing firms with revenue of USD 10m+ (not seeking back office services to HR industry or industrial / healthcare staffing)	Human Resources Services	Europe, North America	9m	43m	No Fee Agreement	Lead	Brainstorming	17/09/2018		17/09/2018
Agricultural Products	Manufacturers, formulators, distributors, importers, wholesalers and proprietary licence owners in livestock, crops and related businesses including: o Livestock nutrition and protection; o Crop nutrition and protection;	Agricultural Sector	Europe	3m	50m	No Fee Agreement	Lead	Brainstorming	17/09/2018		17/09/2018
Automotive Interiors and Castings	Manufacturers of automotive interior products, such as cargo management and trim solutions; Casting and extrusion businesses - aluminum focussed tooling for automotive powertrain and structural solutions; Potential for vertical synergies; from design through engineering to manufacturing; Revenue range from US\$15m-US\$220m, however open to smaller casting and extrusion opportunities; Any global location could be of potential interest.	Interior Parts	Africa, Asie, Europe, North America, Oceania, South America	9m	86m	No Fee Agreement	Lead	Brainstorming	31/07/2018		19/07/2018
Plastic Components Manufacturer	Precision plastics components manufacturer serving Tier 1/OEMs in automotive, medical or consumer industries; Must have plastic injection moulding operations, preferably with tooling capabilities; Strong engineering focus; Ideal revenue range from €25m-€65m, however open to smaller opportunities;	Plastics Engineering	Europe, United States	10m	100m	No Fee Agreement	Lead	Brainstorming	28/07/2018		22/05/2018
Airport Logistics	Looking for companies in the Airport Logistics business from touchdown to takeoff. Activities ranging from ground handling, cargo, refueling, executive services & lounges, offline services etc.	Airlines, Logistics Services	Africa, Asie, Europe, North America, Oceania, South America		250m	No Fee Agreement	Lead	Brainstorming	23/07/2018		03/05/2018
Retail	2 Buyers: BUYER 1: Retail/online businesses with pressing funding requirements; BUYER 2: Established retail or online businesses or consumer product brands; Either reselling branded products or retailing an established own brand;	Retail and Wholesale ('R&W'), e-commerce B2B, e-commerce (B2C), e-services (B2C)	Europe	5m	50m	No Fee Agreement	Lead	Brainstorming	23/07/2018		12/09/2017
Swedish Conglomerate	Ideal buyer of family companies: keen to retain management, current location and develop the business further; Sector Agnostic; Must generate high net margin; Strong continuing management; EBITDA in excess of £3m; Anywhere in Europe, with UK of particular interest.	All Sectors	Europe, United Kingdom	6m		No Fee Agreement	Lead	Brainstorming	09/07/2018		17/04/2018
Semiconductor	A- Manufacturers of semiconductor equipment mainly, die bonder and flip chip bonder. B- Silicon Carbide, IGBT, Power diodes. C- Analog integrated circuit and Mixed-signal (Analog/Digital) integrated circuit.	Semiconductors	Africa, Asie, Europe, North America, Oceania, South America	896k	179m	No Fee Agreement	Lead	Brainstorming	11/06/2018		21/06/2017
Pest control & crop science	Looking for insect control products in consumer, home, pet care, professional pest control, animal health etc. Also interested in botanical insecticide, health and crop science products.	Manufacturers of Fertilizers & Pesticides	Africa, Asie, Europe, North America, Oceania, South America	4m	162m	No Fee Agreement	Lead	Brainstorming	11/06/2018		28/03/2018
Wind turbines	Looking for companies manufacturing wind turbines, components, providing services to wind energy farms etc.	Wind Energy	Africa, Asie, Europe, North America, Oceania, South America	9m	213m	No Fee Agreement	Lead	Brainstorming	11/06/2018		22/03/2018

Aerospace & Defense	Looking for aerospace & defence companies in sub-sectors such as advanced manufacturing, MRO and OEM distribution, defense electronics, government IT services, cyber security, cargo/ logistics/ training services and space.	Aerospace & Defence	Africa, Asie, Europe, North America, Oceania, South America	8m		No Fee Agreement	Lead	Brainstorming	11/06/2018	22/03/2018
Renewable Energy	Investor wants to build the projects. From Greenfield to Ready-to-Build. Solar +5MW, Wind +10MW and Hydro up to 50MW.	Hydroelectricity, Solar Energy, Wind Energy	Indonesia, Japan, Philippines, Thailand, Vietnam, Canada, Mexico, United States, Australia, Argentina, Colombia, Costa Rica, Guatemala, Honduras, Nicaragua, Panamá, Peru, Paraguay, Uruguay	5m		Shared	Lead	Brainstorming	05/06/2018	05/06/2018
Parcels delivery	The firm is looking for companies that develop software applications around the management or delivery of parcels in e-commerce industry.	Logistics Services, Transportation Services, Management Software, e-commerce B2B		17m		No Fee Agreement	Lead	Brainstorming	09/05/2018	08/05/2018
Waste and recycling	The firm is looking for companies in the waste management and recycling business. They're not looking for water treatment or equipment manufacturers.	Waste & Disposal Services	Europe, North America	4m		No Fee Agreement	Lead	Brainstorming	09/05/2018	08/05/2018
SME Corporate Bonds	Funding from €2m up through the issuance of Corporate Bonds. Interest rate = Euribor + 6.8%. Quarterly dividend payments. Term up to 5 years. DD fee + brokering fee. For BB rated companies with turnover > €10m, EBITDA > €1m and Own Funds > €1.6m	All Sectors	Spain, Portugal	2m		VC-A Exclusive, Success Fees	Lead	Brainstorming	04/05/2018	04/05/2018
SME 120	Confirming. Suppliers credit. Up to 120 days. 9% interest rate + DD fees. From €100k up.	All Sectors	Europe	100k		VC-A Exclusive, Success Fees	Lead	Green light to pitch or make proposal	04/05/2018	04/05/2018
SME 60	Confirming. Supplier credit @ 60 days. From €100k up to 3% of turnover. Interest rate ca. 5%. Revenue > €1million.	All Sectors	Belgium, Germany, Spain, Italy, Netherlands	100k		VC-A Exclusive, Success Fees	Lead	Green light to pitch or make proposal	04/05/2018	04/05/2018
Family businesses	High Margin £3m Plus EBITDA Businesses. Family companies: keen to retain management, current location and develop the business further.	All Sectors	Europe	10m	400m	No Fee Agreement	Lead	Brainstorming	03/05/2018	25/01/2018
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	20m		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	350k	150m	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		850m	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	100m	200m	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	500k	20m	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	100k	10m	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	20m		Shared	Lead	Green light to pitch or make proposal		16/03/2018	04/02/2018
Fintechs and mobile wallets	Buyer 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	4m		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, Germany, Spain, Finland, France, United Kingdom, Greece, Ireland, Iceland, Italy, Luxembourg, Monaco, Malta, Netherlands, Norway, Poland, Portugal, North America			Shared	Lead	Green light to pitch or make proposal		16/03/2018	04/02/2018
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	5m	250m	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 HNWI's, 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	2m		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	5m	500m	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	4m		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	8m	15m	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	5m		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	5m	200m	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		200m	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 Prostheses Manufacturers, Medical Supplies	Africa, Asie, Europe, North America, Oceania, South America		300m	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		400m	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, Focaccia, Glutenfree, Panini, Pretzels, Raw Dough, Rolls, Rye Bread, Sandwich Products, Speciality Bread, Stone Baked Bread.		Europe, United States		400m	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		250m	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	5m	250m	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	5m	100m	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	10m	50m	No Fee Agreement	Lead	Brainstorming	16/02/2018	24/01/2018
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	5m	200m	No Fee Agreement	Lead	Brainstorming	16/02/2018	13/06/2017
Distribution	Manufacturing, Distribution and Consumer Products companies with Revenues	Industrial Goods, Retail and Wholesale ('R&W')	Andorra, Austria, Belgium,	40m	100m	No Fee	Lead	Brainstorming	16/02/2018	22/08/2017

companies	over \$100mm and EBITDA over \$12mm (both in U.S. Dollars).		Switzerland, Czech Republic, Germany, Spain, Finland, France, United Kingdom, Ireland, Iceland, Italy, Liechtenstein, Luxembourg, Monaco, Netherlands, Norway, Poland, Portugal, Sweden, Vatican, Canada, United States				Agreement				
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	2m	100m	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	5m	100m	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	1m	500m	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	1m	500m	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		500m	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		100m	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	3m		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	10m		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		10m	100m	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	20m		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	10m	200m	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,	5m		No Fee Agreement	Lead	Brainstorming	15/02/2018	30/01/2018	

			Greece, Ireland, Italy, Luxembourg, Malta, Netherlands, Norway, Poland, Portugal, Sweden								
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	Asia, Europe, North America	15m	100m	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	15m	100m	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	1m	10m	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	Asia, 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	5m	500m	No Fee Agreement	Lead	Brainstorming	17/08/2017	17/08/2017	
Organic & Natural	Targets Food segment. Manufacturer of 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, Liechtenstein, Lithuania, Luxembourg, Latvia, Monaco, Moldova,	10m	200m	No Fee Agreement	Lead	Brainstorming	05/05/2017	02/05/2017	

			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	4m	100m	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	5m	1b	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	10m	300m	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	2m	100m	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		5m	100m	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	
Lastik	Opportunity to buy a 33% stake in the largest tyre manufacturer in Iran. With production capacity of 135,000 tons p.a., "Lastik" has over 20% market share of the overall Iranian market and more than 35% of domestic production.	Wheels & Tyres	Iran	100m	No Fee Agreement	Lead	Brainstorming	17/09/2018		17/09/2018	
LuxuryRE	Luxury real estate for sale in the heart of Dubai. 1 to 6 bedroom apartments or villas with prices ranging from AED 800k to AED 39 Million.	Real Estate	United Arab Emirates, India	2m	VC-A Exclusive, Shared	M'dt	Active	12/09/2018		05/09/2018	
Evolving Logistics	Land Freight Transportation and Logistics. Sale of 100% of a family owned provider of land transportation, logistic and warehousing services in the North of Italy. Revenue = €18m. EBITDA= 13%. 180 staff.	Transportation & Logistics Services	Italy	20k	Shared	M'dt	Active	25/07/2018		25/07/2018	
Macchina	Car dealership group based in Italy for sale. Revenue= €128M, EBITDA = €23M. Family owned.	Automotive Services	Italy	30k	No Fee Agreement	Lead	Brainstorming	23/07/2018		18/07/2018	
Smart Insulation	Plants in India and USA. Industrial Insulation Company with IoT and low cost offshore manufacturing for sale. Revenue == USD17M - EBITDA==16%	Industrial Construction	India	8m	No Fee Agreement	Lead	Green light to pitch or make proposal	23/07/2018		18/05/2018	
TRADING: Food (various)	Oil - Refined, Corn Oil - Crude, Soybean Oil - Refined, Soybean Oil - Crude, Coconut Oil Refined, Coconut Oil Crude, Rapessed Oil - Refined, Rapeseed Oil - Crude, Rapeseed Oil - Crude Degummed, Palm Cooking Oil Cp8, Palm Cooking Oil Cp10, Palm Oil - Refined, Palm Oil - Crude, Palm Acid Oil, Red Olein, Palm Kernel Oil - Crude, Olive Oil (Bulk), Peanut Oil, Vegetable Ghee And Fats, Vegetable Ghee/Vanaspati, Vegetable Ghee, Vegetable Fats, Dough Fats, Frying Shortening, Margarine, Palm Fatty Acid Distillate, Animal Meal, Palm Kernel Seed, Palm Kernel Meal, Palm Kernel Expeller, Palm Kernel Cake, Bagasse Pulp, Bagasse Animal Fooder,	Agricultural Sector	Africa, Asie, Europe, North America, Oceania,		Shared	Lead	Green light to pitch or make proposal	23/07/2018		07/05/2018	

	Bio Diesel And Bio Fuels, Palm Methyl Ester (Bio Diesel And Bio Fuels), Refined Sunflower Oil, Crude Sunflower Oil, Crude Degummed Soybean Oil, Refined Corn Oil, Crude Corn Oil.		South America								
PAN PAN 34180616-IND100	For sale: Spanish industrial bakery producing more than 14 million kg of bread, of which 80% is pre-baked.	Bakery Products	Spain	20k	Shared	M'dt	Active	25/06/2018		16/06/2018	
PrelPO 34170915 - EX	Airbnb, Lyft, Palantir Technologies, SpaceX, ZocDoc, Hyperloop, Spotify from \$100k investment up		Seoul Teugbyeolsi, Bermuda	100k	Shared	M'dt	Active	14/06/2018	OTC or through our Trading Platform	17/09/2017	
Monaco 377180416-RE102	Central building for sale in the center of Monaco. 3500 m2. 3 levels of office space currently rented. 4 appartments. 3 duplex. 1 triplex. €135m not negotiable.			135m	Shared	Lead	Green light to pitch or make proposal	06/06/2018		16/04/2018	
Monaco 377180606-RE103	Empty building for sale. Can be transformed into a hotel. Floors R-4 to R + 11. Total area: 5,909.57 m2 (+ 3,494.05 m2 of basement). Seafront in Monaco. Ask price is €220m.	Hotels	Monaco	220m	Shared	Lead	Green light to pitch or make proposal	06/06/2018		06/06/2018	
Wind Italy	41 x 60 kW Wind Farms for sale in Italy. Selling price is €15,785m	CleanTech - Wind	Italy	16m	Shared	Lead	Green light to pitch or make proposal	04/06/2018		04/06/2018	
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	10m	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.			73m	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;			11m	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;			90m	Shared	Lead	Brainstorming	19/03/2018		19/03/2018	
Q118/A2/103 UK Tableware	UK heritage tableware company for sale. 150 years old. GBP15m			17m	Shared	Lead	Brainstorming	19/03/2018		19/03/2018	
Q118/SS/101 Steel pipes for Oil & Gas	STEEL PIPES FOR OIL & GAS Buyout of assets of a leading global manufacturer of steel pipes for the oil & gas industry. Consortium requires strategic partner who can generate sales of steel pipes to O&G industry on upturn of market - EUR150m			150m	Shared	Lead	Brainstorming	19/03/2018		19/03/2018	
Q118/A2/081 US coffee shop chain	USA coffee shop chain, profitable, strong cashflow, 15+ units across New York City, bakery, chocolate factory, seeks buyer for 100% of the company - US\$55m			45m	Shared	Lead	Brainstorming	19/03/2018		19/03/2018	
Q118/JM/071 Irish Whisky	Irish Whisky Business available for acquisition - £10m			12m	Shared	Lead	Brainstorming	19/03/2018		19/03/2018	
Q118/MJ/045 Interior Design and Furniture	Major celebrity Business in Interior Design and Furniture £25-£30m			35m	Shared	Lead	Brainstorming	19/03/2018		19/03/2018	
Q118/MJ/011 Sport Agency	Major SPORTS AGENCY £85m. One of Europe's largest sports agencies, with hundreds of footballers and clients from other sports. Owners have decided now is the time to look at full or partial sale. Likely to be attractive to an Asian investor as they see massive growth in the Asian marketplace.				Shared	Lead	Brainstorming	19/03/2018			

Q118/MJ/002 Accountancy Firm	Major Accountancy Firm - £450m+ Major UK accountancy firm will consider sale. Full strategy document available. They have international exposure. High profitability and chance to introduce a range of new and profitable services.					Shared	Lead	Brainstorming	19/03/2018		19/03/2018
Insurance Co - Israel	Leading insurance company in the Middle East and Israel for sale.			650m		Shared	Lead	Green light to pitch or make proposal	16/03/2018		15/07/2017
TRADING: \$62m of Queensland Sapphires	Gems Queensland Sapphires at the offer price of \$62M.			62m		Shared	Lead	Green light to pitch or make proposal	16/03/2018		16/03/2018
TRADING: Nigerian oil	All grades available for export from Nigeria. At least 950K BBLs. Spot					Shared	Lead	Green light to pitch or make proposal	16/03/2018		16/03/2018
TRADING: OIL Venezuela	We can supply vast quantities of sweet crude. Only direct mandates.	Oil & Gas	Venezuela			Shared	Lead	Green light to pitch or make proposal	16/03/2018		16/03/2018
YELLOW	Shares of YelloMobile for sale on the secondary market for \$10m @ 50% discount vs. last round table	Mobile & Wireless Telecom Services	South Korea	10m	VC-A Exclusive, Shared	M'dt	Active		16/03/2018		31/03/2017
Girona 34180313-HSP101	4-star beach hotel, 141 rooms, located in Girona, Spain in bankruptcy. 6.1 million loan required to annul the bankruptcy or €9.5 million to purchase the hotel.	Hotels	Girona [Gerona]	10m	Shared	Lead	Green light to pitch or make proposal		13/03/2018		13/03/2018
Fastening components	Manufacturing of complex and special Fastening components - Vehicle manufacture - Spain			30m	No Fee Agreement	Lead	Brainstorming		19/02/2018		05/09/2017
SOCCER 34170717-SP02	First league Spanish soccer club for sale	Sports & Leisure	Spain	90m	Shared	Lead	Active		30/08/2017		23/08/2017
Platform 34170228 - CON	Looking for contacts at mid-sized banks to sell a B-to-B platform where banks' clients can post their M&A and Export-Export deals	e-commerce B2B, Online financial services, e-Marketplace	Barcelona	2m	VC-A Exclusive, Shared	M'dt	Information received		22/05/2017		28/03/2017
TRADING: Omani Light Crude	Up to 7 million barrels per month available of Omani Light Crude.					Shared	Lead				16/03/2018
Q118/A1/047X China fresh food	China's leading fresh foods brand and lettuce/veg supplier available for acquisition or partnership, three production facilities in Northern, Eastern and Souther China, excellent distribution network. US\$100m			80m		Shared	Lead				19/03/2018

Fundraising Projects												
Project ID	Project description	Sector	Location	€Min	€Max	Fee Types	L/M	Status	Status Date	Doc	Start Date	
MP 41180213-VC	VC investing in tech startups looking for funding	All Sectors, Software, Internet	Switzerland	1m	50m	Shared	M'dt	Active	15/02/2018		13/02/2018	
TGC Guaranty 1170915-FIG100	Credit guarantees for companies - from €5M to €100M	All Sectors	Asie, Europe, North America	5m	100m	VC-A Exclusive, Shared	M'dt	Active	03/11/2017		21/09/2017	
DICO	Dico is raising SEK 40-50m to efficiently scale up and expand the Dico brand and services.							Lead			24/11/2017	

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	350k	1m	VC-A Exclusive, No Fee Agreement	M'dt	Active	15/02/2018	01/08/2017
BANI	50MW solar plant in the Dominican Republic	Solar Producer / Generator	Dominican Republic	5m	80m	VC-A Exclusive, Shared	M'dt	Active	21/03/2017	21/03/2015
Alondra Fund	Looking to raise €50m+ for a UCITS managed fund investing in listed companies worldwide	Financial Services	Europe, Spain, North America	1m	50m	VC-A Exclusive, Success Fees	Lead	Follow up to pitch or proposal	29/01/2018	25/07/2017
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
FUND 34171129-TGC	Setup a direct lending fund in Spain	All Sectors	Spain	5m	25m	No Fee Agreement	Lead	Mandate negotiation	19/02/2018	29/11/2017
Ferro-Alloy	Looking to expand a 1.5 million credit facility to €6.5 million for a ferro-alloy trading company in Switzerland	Steel, Trading	Switzerland	2m	7m	Shared	M'dt	Active	12/03/2018	01/02/2017
Oil Wells Kansas	Looking to raise \$15m to put 64 oil wells in operation in Kansas	Oil & Gas	Kansas	15m	15m	Shared	Lead	Preliminary target/ investor contacts	12/03/2018	12/03/2018
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	17m		Shared	Lead	Brainstorming	19/03/2018	19/03/2018
SME Loans	Loans from €30k to €3.5m to stable and profitable SME. From 3 to 84 months. Interest rate from 3% to 9.9%. Net Debt / EBITDA < 5. Revenue > €250k. Net Debt / Own Funds < 3. Operating for +2 years.	Industrial Goods, Hotels Restaurants and Bars, Consumer Services	Spain, France, Italy	30k	4m	Success Fees	M'dt	Active	06/06/2018	06/06/2018
TGC Startup 1180627-FIG102	Enhanced credit facility for Startups and SME on the cusp of major growth. Up to €10 of restricted cash transferred to the SME's account. No equity stake taken. Transactional and CAPEX intensive business models only. Robust projects and/or contracts ready-to-go. Up-front fixed fees to cover DD cost need to be paid by SME.	All Sectors	Europe		10m	VC-A Exclusive, Shared	M'dt	Active	28/06/2018	27/06/2018
Alt PV	Looking to raise €5m in debt backed by TGC's guarantee	Solar Producer / Generator	Spain	6m	6m	VC-A Exclusive, Shared	Lead	Mandate negotiation	06/09/2018	06/09/2018

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. Usually 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	verbally agreed.
✓ Active	The project is on-going.



Fee types

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

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