



Date of report: 02/07/2019

## 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
FMCG Spain	Large conglomerate is looking to acquire FMCG companies in Spain to increase its product portfolio in Africa.	Food & Beverage Industry, Home Care, Care Home, Pharmaceuticals & Cosmetics, Food & Drink R&W, Pharmaceuticals & Cosmetics R&W, Flowers & Plants (retail)	Spain	20m	100m	No Fee Agreement	Lead	Green light to pitch or make proposal	24/06/2019		07/06/2019
HVAC for Commercial place	Germany based manufacturer of heating and cooling technologies looking to acquire Ventilation products for commercial and residential places. Also, interested for electric heating technologies, heat pumps and air-conditioning. Preferably a 100% buyout but majority stake would also be considered.	Accessories (manufacture)	Africa, Asie, Europe, North America, Oceania, South America	9m	449m	No Fee Agreement	Lead	Brainstorming	31/05/2019		31/05/2019
Software company B2B	Enterprise software company looking to acquire B2B software companies globally with Revenue: USD5M- USD200M. Prefer businesses focused on developing softwares for a specific industry and actively looking at education-based software targets. (Excluding China)	Business Software, e-commerce (B2B)	Asie, Europe, Canada, United States, Australia	896k	179m	No Fee Agreement	Lead	Brainstorming	29/05/2019		29/05/2019
Sports	American fund seeking opportunities in sports, sports technology, sports gear and equipment, software and digital platforms for the sports industry, sports media, sports content and event management.	Sportswear, Sports & Leisure, Online Gaming	Europe	4m	89m	No Fee Agreement	Lead	Brainstorming	29/05/2019		13/03/2019
Dental Manufacturing & Distribution	Dental manufacturing or distribution businesses; Family companies who are keen to retain management, current location, and develop the business further are of particular interest; EBITDA in the range of £1m-£20m; Willing to look globally.	Medical Implants or Prostheses Manufacturers, Medical Supplies	Europe, Germany, Denmark, Estonia, Finland, Iceland, Italy, Norway, Sweden, Slovenia, Slovakia	12m	117m	No Fee Agreement	Lead	Brainstorming	21/05/2019		15/03/2019
Rubber and Plastics	Switzerland based firm is looking to acquire companies into manufacturing of rubbers & plastics. Also interested in fuel & lubricant and production for oil field. Preferably a majority stake of 50%	Plastics Engineering	Africa, Asie, Europe, North America, Oceania, South America	9m	45m	No Fee Agreement	Lead	Brainstorming	21/05/2019		30/04/2019
Food & Beverage Manufacturer	Manufacturer and distributor of consumer packaged food products; Product range includes instant noodles, pasta, edible oils, snacks, cereals, and dairy; Interested in food, beverages, alcohol, personal care and home care products; Would also consider health, lifestyle or fitness products;	Food & Beverage Industry, Beverages, Distilled Spirits & Liqueurs, Wine Production, Food Producers, Canned, Frozen and Cooked Food, Pasta Manufacturers, Dairy Products & Ice Creams, Home Care, Food & Drink R&W	Africa, Europe, Spain	9m		No Fee Agreement	Lead	Brainstorming	20/05/2019		31/10/2018
Chinese Fund	Seeking opportunities in branded consumer products including consumer electronics, beauty and cosmetics, small appliances, wearable health equipment and TMT. Preference for retailers or manufacturers who have their own Brands.	Medical Equipment, Personal Products, Cosmetics & Perfumes, Electrical Product (retail), Consumer Electronics (retail), Home Appliance (retail), Electronic Equipment (for corporates), Electronic Office Equipement and Computer Hardware (for home), Telecommunications equipment	Europe	9m		No Fee Agreement	Lead	Brainstorming	20/05/2019		02/04/2019
Singapore Fund	Seeking targets in Packaged food & goods (including noodle manufacturers), packaged beverages, home care (including cleaning products), personal care (including oral care / toothpaste), baby care, pharmaceuticals, spirits/alcohol	Household Goods, Personal Goods, Beverages, Distilled Spirits & Liqueurs, Wine Production, Food Producers, Personal Products, Pharmaceuticals	Europe	4m	44m	No Fee Agreement	Lead	Brainstorming	20/05/2019		02/04/2019
Software and IT	USA based investor seeking opportunities in Software and IT Services, IT Solutions, consumer software, e-commerce platforms, healthcare software.	Business Software, Medical Software, Integrated software, Telecom software, e-commerce (B2B), e-commerce (B2C)	Africa, Asie, Europe, North America, Oceania, South America	27m	448m	No Fee Agreement	Lead	Brainstorming	20/05/2019		20/05/2019

	Also interested in business services and industrial services. EBITDA range: US\$ 4-50 million									
Healthcare Clinics	Spanish acquirer seeking healthcare clinics focusing on Ophthalmology, Dental and Aesthetic industry (Dermal Fillers, skin- tightening & lifting devices, body contouring and cellulite treatments, Hair removal). Minimum revenue: USD 5 million	Clinics and hospitals	Europe, Spain	4m		No Fee Agreement	Lead	Brainstorming	20/05/2019	14/05/2019
Logistic and transportation	French strategic acquirer seeking logistics and transportation companies for cosmetics, retail, home & personal care, food & beverage sectors. Minimum revenue: USD 15 million	Transportation & Logistics Services	Europe	9m		No Fee Agreement	Lead	Brainstorming	20/05/2019	14/05/2019
Synthetic Agricultural	US based strategic acquirer seeking producers agricultural products mainly synthetic chemicals and bio-products, including pesticides, insecticides and fertilizers. Minimum revenue: \$10 million.	Manufacturers of Fertilizers & Pesticides	Africa, Asie, Europe, North America, Oceania, South America	10m		No Fee Agreement	Lead	Brainstorming	20/05/2019	09/05/2019
Industrial Construction	Portugal based engineering company looking to acquire industrial construction services like mechanical, assembly, electrical etc. Interested to acquire family owned business. Preferably a majority stake for now.	Industrial Construction	Spain, United Kingdom	5m		No Fee Agreement	Lead	Brainstorming	20/05/2019	06/05/2019
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	14/05/2019	13/12/2017
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	Japan, South Korea, Europe, North America	15m	100m	No Fee Agreement	Lead	Brainstorming	14/05/2019	13/12/2017
Biotech Manufacturing	USD550M fund is looking to acquire contract manufacturers of medical devices and products for its portfolio company, a medical and biotechnology manufacturer based in the USA. Looking to expand internationally.	Plastic Packaging Manufacturers, Biotechnology, Medical Implants or Prostheses Manufacturers	Africa, Asie, Europe, North America, Oceania, South America	40m		No Fee Agreement	Lead	Green light to pitch or make proposal	02/04/2019	02/04/2019
Dried Foods	USD550M fund is looking to acquire other freeze dried food manufacturers and dry ingredient companies for its portfolio company, a freeze-dried foods manufacturer based in the USA. Looking to expand internationally.	Food Producers	Africa, Asie, Europe, North America, Oceania, South America	40m		No Fee Agreement	Lead	Green light to pitch or make proposal	02/04/2019	02/04/2019
International Specialist Staffing	UK based strategic acquirer seeking staffing companies in healthcare, professional services (finance, accounting, tax, legal, HR), technical, industrial, power/energy and digital space.	Labour recruitment and provision of personnel (permanent)	Africa, Asie, Europe, North America, South America	3m	17m	No Fee Agreement	Lead	Brainstorming	26/03/2019	10/10/2018
Meat Industry	Large Spanish group is looking to acquire in Europe or Asia a complete meat processing cycle, from fodder to point of sale.	Meat processing	Asie, Europe	20m	30m	Shared	Lead	Active	15/03/2019	15/03/2019
Payment Institution	Interested in acquiring PSP (Payment Service Provider) or EMI (Electronic Money Issuer) licensed entities.	Financial Services, Online Financial Services	Europe	1m	10m	No Fee Agreement	Lead	Active	15/03/2019	24/08/2017
Acquiring Enterprise Software Companies	Strategic acquirer of business software companies (applications, infrastructure, on-premise, SaaS, US/Europe).	Business Software	Europe, United States	4m		No Fee Agreement	Lead	Brainstorming	11/03/2019	11/03/2019
Distressed European investments	Looking for distressed businesses across Europe with enterprise values from \$100 million to over \$1 billion. Preferred sectors : energy, power, aviation, shipping, industrial manufacturing, real estate and other hard-asset businesses	All Sectors		27m	178m	No Fee Agreement	Lead	Brainstorming	11/03/2019	11/03/2019
Buyouts & Growth equity in select Europe	One of the leading global PE funds with AUM in excess of USD 30Bn is looking for investment opportunities across France, Switzerland, Belgium and Netherlands. Sector agnostic but no real estate.	All Sectors	Belgium, Switzerland, France, Netherlands	44m	263m	No Fee Agreement	Lead	Brainstorming	11/03/2019	17/01/2019
Enterprise B2B Vertical Software	Looking for software companies with their own IP, with recurring and stable contracts with clients and operating margins from 10% to +20%.	Business Software	Africa, Asie, Europe, North America, Oceania, South America	4m	88m	No Fee Agreement	Lead	Brainstorming	08/03/2019	23/11/2018
Environmental	Global leader in environmental services looking to acquire companies providing		Africa, Asie, Europe, North	5m	200m	No Fee	Lead	Brainstorming	08/03/2019	08/03/2019


services	energy, waste and/or water services, solutions and technologies.		America, Oceania, South America			Agreement					
Karnataka	PE fund looking to invest 20-40 mln euros in firms based in Spain/Portugal. Sector agnostic	All Sectors	Spain, Portugal	26m	57m	No Fee Agreement	Lead	Brainstorming	26/02/2019	26/02/2019	
EMBLITAM	Photovoltaic projects in Europe	Solar Energy	Europe	2k	10k	Exclusivity, Retainer, Success Fees	M'dt	Active	19/02/2019	19/02/2019	
Infrastructure companies	Sweden based strategic acquirer seeking investment in infrastructure companies in Transport (Air, Rail, Road, Marine), Building technologies (Building automation, safety/security), Utilities (Power, Energy, Waste Management, Water/Waste management) with a minimum revenue of US \$5 million.	Construction, Building Construction, Heavy / Civil Construction, Industrial Construction	Africa, Asie, Europe, North America, Oceania, South America	4m		No Fee Agreement	Lead	Brainstorming	17/01/2019	17/01/2019	
Investing in European Internet Companies	High growth internet companies with proven and recurring scalable business across sectors	Business Software, e-commerce (B2B), e-commerce (B2C), e-media, Internet Professional Services (B2B), e-services (B2C)	Europe	3m	10m	No Fee Agreement	Lead	Brainstorming	05/12/2018	23/08/2018	
Global chemical acquirer	We are looking for chemical companies globally and across the value chain. Manufacturers/ distributors of specialty chemicals, commodity chemicals, petrochemicals, diversified chemicals, fertilizers and agrochemicals	Chemicals	Africa, Asie, Europe, North America, Oceania, South America	4m	438m	No Fee Agreement	Lead	Brainstorming	05/12/2018	14/08/2018	
Industrial Acquisitions	Targets in construction machinery, industrial machinery, heavy electrical equipment, construction & engineering industries and healthcare equipment	Industrial Construction, Machining Operations, Industrial Machinery, Material Handling Equipment, Special Purpose Vehicles & Equipment, Medical Equipment	Europe	9m	263m	No Fee Agreement	Lead	Brainstorming	05/12/2018	14/08/2018	
Scientific instrument	Scientific instrument manufacturing with IP of own products	Electrical / Electronic Equipment, Technology Hardware & Electronic Equipment	Europe			No Fee Agreement	Lead	Brainstorming	05/12/2018	05/12/2018	
Energy, Waste, Water	Global leader in environmental services looking to acquire companies providing energy, waste and/or water services, solutions and technologies.	Utilities, CleanTech - Renewable Energy, CleanTech - Power Storage, Renewable Energy, Waste and Water Management	Africa, Asie, Europe, North America, Oceania, South America	4m	438m	No Fee Agreement	Lead	Brainstorming	05/12/2018	23/11/2018	
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	04/12/2018	17/04/2018	
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	5m	500m	No Fee Agreement	Lead	Brainstorming	11/10/2018	17/08/2017	
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, Asia, 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
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
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
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, Asia, 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, Asia, 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
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
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

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
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	40m	100m	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, Asia, 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, Asia, 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, Asia, 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, Asia, Europe, North America, Oceania, South America	3m		No Fee Agreement	Lead	Brainstorming	15/02/2018	09/08/2017
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		10m	100m	No Fee Agreement	Lead	Brainstorming	15/02/2018	27/06/2017
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		Europe			Shared	Lead	Active	15/02/2018	29/11/2017

	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										
<a href="#">Debt, Gaming, Health</a>	Targets from \$2 million to \$100 million, gaming, debt management, health care. No Startups.	Health, Pharmaceuticals & Biotechnology, Financial Services, Online Gaming	Asia, Europe, North America, South America	2m	100m	No Fee Agreement	Lead				19/08/2017


Sell-Side Projects											
Project ID	Project description	Sector	Location	€	Fee Types	L/M	Status	Status Date	Doc	Start Date	
<a href="#">Tube</a>	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	02/05/2019		30/06/2017	
<a href="#">Girona 34180313-HSP101</a>	4-star beach hotel, 141 rooms, located in Girona, Spain in bankruptcy. Valuation is €8.2m. Ask price is €5 million.	Hotels	Girona [Gerona]	5m	Shared	Lead	Green light to pitch or make proposal	27/03/2019		13/03/2018	
<a href="#">LuxuryRE</a>	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	26/03/2019		05/09/2018	
<a href="#">SOCCER 34170717-SP02</a>	First league Spanish soccer club for sale	Sports & Leisure	Spain	100m	Shared	Lead	Active	26/03/2019		23/08/2017	
<a href="#">Hotels for Sale</a>	More than 20 hotels from 3 to 5 stars for sale, mainly in Spain, Costa del Sol, but also in Portugal, Germany. Prices range from €4.2m to €72.5m. LOI and POF requested up-front.	Hotels	Spain	20m	No Fee Agreement	Lead	Preliminary discussions	19/03/2019		19/03/2019	
<a href="#">Lego Constructions</a>	Company specialised in the construction of turnkey building for sale.	Commercial Building Construction	Italy	27m	Shared	M'dt	Green light to pitch or make proposal	08/03/2019		08/03/2019	
<a href="#">Fashion Sneakers</a>	Italian company specialised in the production of fashion sneakers for sale.	Leisure goods, Footwear (manufacture)	Italy	27m	Shared	M'dt	Green light to pitch or make proposal	08/03/2019		08/03/2019	
<a href="#">Evolving Logistics</a>	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	20m	Shared	M'dt	Active	08/03/2019		25/07/2018	
<a href="#">Air Treatment</a>	The Company manufactures Air Treatment Units and Air Heat Generators for residential, commercial and industrial environments. Revenue of €15mln. Ebitda €2,5mln. Cash positive. Northeast Italy.	Industrial Machinery, CleanTech - Air Quality	Italy	20m	Shared	M'dt	Green light to pitch or make proposal	08/03/2019		10/10/2018	
<a href="#">NYPhi 1190130 - HSP103</a>	13 hotels in the NYC / Philadelphia area. USD1.4B 2252 rooms			1b	Shared	Lead	Preliminary discussions	31/01/2019		31/01/2019	
<a href="#">Barges</a>	Sale of loan to continue operating Barges in Goa. The banks propose a waiver of 30% on the principal amount, if the amount is paid upfront.	Marine Transportation	India	42m	No Fee Agreement	Lead	Brainstorming	21/09/2018		21/09/2018	
<a href="#">Lastik</a>	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	



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
TRADING: Food (various)	Oil - Refined, Corn Oil - Crude, Soybean Oil - Refined, Soybean Oil - Crude, Coconut Oil Refined, Coconut Oil Crude, Rapessed Oil - Refined, Rapseed 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, 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.	Agricultural Sector	Africa, Asie, Europe, North America, Oceania, South America		Shared	Lead	Green light to pitch or make proposal	23/07/2018		07/05/2018
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	20m	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
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
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
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



<a href="#">Insurance Co - Israel</a>	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
<a href="#">TRADING: \$62m of Queensland Sapphires</a>	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
<a href="#">TRADING: Nigerian oil</a>	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
<a href="#">TRADING: OIL Venezuela</a>	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
<a href="#">YELLOW</a>	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
<a href="#">Fastening components</a>	Manufacturing of complex and special Fastening components - Vehicle manufacture - Spain			30m	No Fee Agreement	Lead	Brainstorming	19/02/2018		05/09/2017
<a href="#">Platform 34170228 - CON</a>	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
<a href="#">TRADING: Omani Light Crude</a>	Up to 7 million barrels per month available of Omani Light Crude.				Shared	Lead				16/03/2018
<a href="#">Q118/A1/047X China fresh food</a>	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	
<a href="#">Commodity Trading Fund</a>	Looking to raise \$400-\$500 million for a Direct Lending Fund in Singapore targetting commodity trading borrowers.	Private Equity		100k	400m	Retainer, Success Fees, Shared	Lead	Preliminary target/ investor contacts	20/06/2019		20/06/2019	
<a href="#">StreetLight 34190504 - IND100</a>	Helping streelight manufacturing company develop its business through PPP, fundraising and alliance management.	Heavy / Civil Construction, Measurement & Test Equipment	Barcelona	1m	2m	VC-A Exclusive, Shared	Lead	Preliminary discussions	22/05/2019		04/05/2019	
<a href="#">VC-A M&amp;A Suite</a>	Fundraising for VC-A	Business and Management Consultancy, Asset Management	Africa, Asie, Europe, North America, Oceania, South America	350k	1m	VC-A Exclusive, Shared	M'dt	Active	26/03/2019		01/08/2017	
<a href="#">TGC Startup 1180627- FIG102</a>	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	
<a href="#">SME Loans</a>	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,	Spain, France, Italy	30k	4m	Success Fees	M'dt	Active	06/06/2018		06/06/2018	

Consumer Services											
<a href="#">Q118/A3/049</a> 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
<a href="#">Ferro-Alloy</a>	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
<a href="#">FUND 34171129-TGC</a>	Setup a direct lending fund in Spain	All Sectors	Spain	5m	25m	No Fee Agreement	Lead	Mandate negotiation	19/02/2018		29/11/2017
<a href="#">Phosfan</a>	Phosfan wants to enter the European Market					No Fee Agreement	Lead	Timing wrong	15/02/2018		27/07/2017
<a href="#">MP 41180213-VC</a>	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
<a href="#">Alondra Fund</a>	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
<a href="#">TGC Guaranty 1170915-FIG100</a>	Credit guarantees for companies - from €5M to €100M	All Sectors	Asia, Europe, North America	5m	100m	VC-A Exclusive, Shared	M'dt	Active	03/11/2017		21/09/2017
<a href="#">Hakisa</a>	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
<a href="#">DICO</a>	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](mailto: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 proposal Agreement with opportunity owner to start looking for counter-part. A fee sharing agreement has generally been 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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