

Date of report: 22/07/2020

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 |
| Work safety products | Listed European holding company interested in acquiring work safety products such as PPE, workwear, gloves, footwear and hi-vis; | | Africa, Asie, Europe, North America, Oceania, South America | 11m | 223m | No Fee Agreement | Lead | Brainstorming | 11/06/2020 | | 11/06/2020 |
| Data Build Up | Big data company is looking for data streams to create data-driven products for the finance and insurance industries in the U.S. Transactions in the \$5m - \$100m range. Data should respond to the following questions: who is doing what, where and when? The company is backed by a multi-billion dollar trust, who can finance the acquisition. | Databases | United States | 4m | 90m | Retainer, Shared | M'dt | Preliminary discussions | 08/01/2020 | | 08/01/2020 |
| Chemical Distributor | Dutch PE-owned manufacturer of speciality chemicals is looking to acquire distributors of chemicals worldwide. Products include speciality chemicals, food ingredients/oils, chemicals for pharmaceutical applications and chemicals for use in personal care; Turnover in the range of £1m-£50m. | Specialty Chemicals, Transportation Services | Africa, Asie, Europe, North America, Oceania, South America | 1m | 117m | No Fee Agreement | Lead | Brainstorming | 26/11/2019 | | 21/11/2019 |
| Restaurant chain | Japan based investor looking for Restaurant Chains. Revenue sweet spot of targets is 50M to 400 M. | Restaurants & Bars | Asie, Europe, North America | 45m | 180m | No Fee Agreement | Lead | Brainstorming | 20/07/2020 | | 12/11/2019 |
| Pharma companies | European strategic acquirer seeking pharma companies, preferably those with therapeutic systems including cardiovascular, CNS, dermatology, oncology, bio-similar drugs etc. Minimum revenue: USD 5 Million. | Pharmaceuticals | Europe | 4m | | No Fee Agreement | Lead | Brainstorming | 23/10/2019 | | 17/10/2019 |
| Nutrition company | Global nutrition company is looking to acquire healthy snacking manufacturers. Some of the key products are Whey Proteins, Performance Nutrition, Dairy Ingredients, Cheese, Micronutrient Premix Solutions, Flaxseed Solutions etc. | Food & Beverage Industry | Africa, Asie, Europe, North America, Oceania, South America | 27m | 453m | No Fee Agreement | Lead | Brainstorming | 11/11/2019 | | 15/10/2019 |
| Software Solutions | Global software company is looking to acquire industry-specific software firms with a special preference for software solutions & services in payroll, CRM, RCM, cloud management services, etc. | Management Software, Customer Relationship Management (CRM), Enterprise Content Management (ECM), Enterprise Resource Planning (ERP) | Asie, Europe, North America | 5m | 181m | No Fee Agreement | Lead | Brainstorming | 11/11/2019 | | 15/10/2019 |
| Tech Firms | European investor seeking tech firms in the fields of cyber security, cloud computing, IoT, smart energy and smart mobility. Revenue Range: USD 5-100 Million. | Transportation & Logistics Services, Software, Internet, IT Services, Technology Hardware & Electronic Equipment | Europe | 5k | 100k | No Fee Agreement | Lead | Brainstorming | 23/10/2019 | | 10/10/2019 |
| Machinery manufacturers | Seeking manufacturers of agricultural machinery (farming implements), municipal vehicles, hydraulic systems, industrial glass-forming/inspection process components and equipment for the production of wine and fruit juice. | Industrial Machinery for the Food Processing Industry | Asie, Europe, North America | 9m | 91m | No Fee Agreement | Lead | Brainstorming | 12/11/2019 | | 03/09/2019 |
| Higher Education | Company looking for acquiring firms that are into education software, services & educational institutions globally with the company size | Training | Africa, Asie, Europe, North | 5m | 91m | No Fee Agreement | Lead | Brainstorming | 03/09/2019 | | 03/09/2019 |

Active VC-A blind leads

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| | between USD 5M-USD 100 M. | | America, Oceania, South America | | | | | | | | |
| Software Developers | Vertical market software developer is looking to acquire other market software developers in Europe. Turnover > GBP2.5m. | Software | Europe | 3m | | No Fee Agreement | Lead | Brainstorming | 23/10/2019 | 21/06/2019 | |
| 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 | |
| Software and IT | USA based investor seeking opportunities in Software and IT Services, IT Solutions, consumer software, e-commerce platforms, healthcare software. Also interested in business services and industrial services. EBITDA range: US\$ 4-50 million | Business Software, Medical Software, Integrated software, Telecom software, e-commerce (B2C), e-commerce (B2B) | Africa, Asie, Europe, North America, Oceania, South America | 27m | 448m | No Fee Agreement | Lead | Brainstorming | 20/05/2019 | 20/05/2019 | |
| 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 | |
| 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 | |
| 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. | 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 | |
| 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 | |
| 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, | 40m | | No Fee Agreement | Lead | Green light to pitch or make proposal | 02/04/2019 | 02/04/2019 | |

Active VC-A blind leads

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| | | | Oceania, South America | | | | | | | |
| 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 Merchants, Food Producers, Personal Products, Pharmaceuticals | Europe | 4m | 44m | No Fee Agreement | Lead | Brainstorming | 20/05/2019 | 02/04/2019 |
| 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 Equipment and Computer Hardware (for home), Telecommunications equipment | Europe | 9m | | No Fee Agreement | Lead | Brainstorming | 20/05/2019 | 02/04/2019 |
| 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 |
| 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 |
| 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 |
| 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 |
| Environmental services | Global leader in environmental services looking to acquire companies providing energy, waste and/or water services, solutions and technologies. | | Africa, Asie, Europe, North America, Oceania, South America | 5m | 200m | No Fee Agreement | Lead | Brainstorming | 08/03/2019 | 08/03/2019 |
| 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 |
| 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 |
| 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 | Construction, Building Construction, Heavy / Civil Construction, Industrial Construction | Africa, Asie, Europe, North America, | 4m | | No Fee Agreement | Lead | Brainstorming | 17/01/2019 | 17/01/2019 |

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| | Management, Water/Waste management) with a minimum revenue of US \$5 million. | | Oceania, South America | | | | | | | |
| 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 |
| 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 |
| 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 Merchants, 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 |
| 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. + China based talent solutions provider that provides multiple recruitment services for mid to senior level positions, technical positions and temporary or permanent staffing requirements. | Labour recruitment and provision of personnel (permanent) | Africa, Asie, Europe, North America, South America | 3m | 17m | No Fee Agreement | Lead | Brainstorming | 12/11/2019 | 10/10/2018 |
| 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 |
| Investing in European Internet Companies | High growth internet companies with proven and recurring scalable business across sectors | Business Software, e-commerce (B2C), e-commerce (B2B), e-media, e-services (B2C), Internet Professional Services (B2B) | Europe | 3m | 10m | No Fee Agreement | Lead | Brainstorming | 05/12/2018 | 23/08/2018 |
| 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 |
| 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 |
| 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 |
| 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, | 5m | | Shared | Lead | Brainstorming | 05/06/2018 | 05/06/2018 |

Active VC-A blind leads

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| | | | Vietnam, Canada, Mexico, United States, Australia, Argentina, Colombia, Costa Rica, Guatemala, Honduras, Nicaragua, Panamá, Peru, Paraguay, Uruguay | | | | | | | | |
| 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 | |
| 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 | |
| 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 | |
| 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 | |
| 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 | |

Active VC-A blind leads

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| 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 |
| 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 |
| 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 |
| 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 |
| 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 |
| 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 |
| 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 |

Active VC-A blind leads

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| | | | Norway, Poland, Portugal, North America | | | | | | | | |
| 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 | |
| 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 | |
| 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 | |
| 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 | |
| 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 | |
| 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 | |
| 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 | |
| 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 (B2C), e-commerce (B2B), e-services (B2C) | Europe | 5m | 50m | No Fee Agreement | Lead | Brainstorming | 23/07/2018 | 12/09/2017 | |
| 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 | |
| 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, | 40m | 100m | No Fee Agreement | Lead | Brainstorming | 16/02/2018 | 22/08/2017 | |

Active VC-A blind leads

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| | | | Ireland, Iceland, Italy, Liechtenstein, Luxembourg, Monaco, Netherlands, Norway, Poland, Portugal, Sweden, Vatican, Canada, United States | | | | | | | | |
| 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 | |
| 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 | |
| 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, | 5m | 500m | No Fee Agreement | Lead | Brainstorming | 11/10/2018 | 17/08/2017 | |

Active VC-A blind leads

| | | | | | | | | | | | |
|----------------------|--|--|---|-----|------|------------------|------|---------------|------------|------------|--|
| | | | Honduras, Haiti, Jamaica, Cayman Islands, Martinique, Nicaragua, Panamá, Peru, Puerto Rico, Paraguay, Salvador, Uruguay, Venezuela, British Virgin Islands, American Virgin Islands | | | | | | | | |
| 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 | |
| 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 | |
| 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 | |
| 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 | |
| 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 | |

| Sell-Side Projects | | | | | | | | | | |
|--|--|--|-----------------------------|------|------------------------|------|---------------------------------------|-------------|-----|------------|
| Project ID | Project description | Sector | Location | € | Fee Types | L/M | Status | Status Date | Doc | Start Date |
| Airbus Aircrafts | Second hand Airbus A320-214 and Airbus A350-900 aircrafts for sale. | Aerospace | Haute-Garonne | 45m | Shared | Lead | Green light to pitch or make proposal | 31/12/2019 | | 19/12/2019 |
| Automated Handling and Warehousing Systems | High quality automation systems for handling and warehousing of products. The property is looking for an investor or a PE backed investor with a deep experience in China or other Asian country. | Material Handling Equipment | Italy | 25m | Shared | Lead | Green light to pitch or make proposal | 26/11/2019 | | 24/10/2019 |
| International Shipment | Based in Europe, the company is an International Freight Forwarder with a revenue of USD 44 Million and an EBITDA of USD 3 Million. They focus on shipments to and from Africa, East Asia and Europe. They specialise in sea shipments and developing air shipments. | Transportation & Logistics Services | Italy | 25k | Shared | Lead | Green light to pitch or make proposal | 17/06/2020 | | 20/09/2019 |
| Self-Financed Transportation | Investment opportunity in a Land Freight Transportation and Logistics of pharmaceuticals products. | Land transportation, Logistics Services, Transportation Services | Italy | 32m | Shared | Lead | Green light to pitch or make proposal | 03/09/2019 | | 03/09/2019 |
| Hotels for Sale | 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 |
| Lego Constructions | 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 |
| Fashion Sneakers | 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 |
| NYPhi 1190130 - HSP103 | 13 hotels in the NYC / Philadelphia area. USD1.4B 2252 rooms | | | 1b | Shared | Lead | Preliminary discussions | 31/01/2019 | | 31/01/2019 |
| Air Treatment | 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 | 26/09/2019 | | 10/10/2018 |
| Barges | 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 |
| 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 | Deal broke | 09/12/2019 | | 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 | 20m | Shared | M'dt | Active | 08/03/2019 | | 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 |



Active VC-A blind leads

| | | | | | | | | | | |
|---|---|---------------------|---|------|------------------|------|---------------------------------------|------------|--|------------|
| 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 |
| 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 |
| 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 |
| 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 |
| 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 furhter 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/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 |
| 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/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 |
| 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: Omani Light Crude | Up to 7 million barrels per month available of Omani Light Crude. | | | | Shared | Lead | | | | 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 |
| Girona 34180313-HSP101 | 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 |
| PreIPO 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 |
| 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 | 100m | | Shared | Lead | Active | 26/03/2019 | | 23/08/2017 |
| 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 |
| Tube | Manufacturer of tubular solutions for the automotive industry (ERW precision tubes). Spin-off from a top steel manufacturer. 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 |
| 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 |
| 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 |
| 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 | | |

| Fundraising Projects | | | | | | | | | | | | |
|---|--|---|---------------|------|------|------------------|------|---------------------------------------|-------------|-----|------------|--|
| Project ID | Project description | Sector | Location | €Min | €Max | Fee Types | L/M | Status | Status Date | Doc | Start Date | |
| BEACONS PreIPO 01130720 - IoT | The company is deploying a universal payment platform to offer a full range of financial services around payment and is looking to raise up to \$100m to deploy Bluetooth beacons to enable mobile payment through wireless connections. | Software as a Service (SAAS), Banking software / payment system, Financial Markets software, Artificial Intelligence, Databases | United States | 40m | 89m | Retainer, Shared | M'dt | Active | 20/07/2020 | | 10/07/2020 | |
| 500M Gold Backed LOC | Our client has got \$500M worth of gold deposited with Banca di Italia. He is looking to open a line of credit backed by his gold to invest in European projects. | Banks, Investment Holding | Europe | 400m | 500m | Shared | Lead | Preliminary target/ investor contacts | 11/06/2020 | | 11/06/2020 | |

Active VC-A blind leads

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|--|---|--|---|------|------|------------------------------|------|---------------------------------------|------------|--|
| NPL Platform 34140120-FS312 | Setting up an NPL platform to acquire toxic assets in Spain and manage them. Consumer loans, mortgages and corporate loans. Looking for investors. | Banks, Asset Management | Barcelona | 5k | 100k | Shared | Lead | Preliminary target/ investor contacts | 27/01/2020 | 27/01/2020 |
| TGC Monetisation | Monetising TGC financial instruments | | | | | | M'dt | Active | 14/10/2019 | 14/10/2019 |
| Cryo PIF | Looking for a partner investor to setup a professional investment fund (PIF) in Malta to raise money through tokenisation. | Asset Management, Investment Holding | Malta | 210k | 500k | VC-A Exclusive, Shared | Lead | Active | 25/07/2019 | 12/07/2019 |
| StreetLight 34190504 - IND100 | 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 |
| 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 |
| 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 |
| 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 |
| 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 |
| 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 |
| DICO | Dico is raising SEK 40-50m to efficiently scale up and expand the Dico brand and services. | | | | | | Lead | | | 24/11/2017 |
| 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 |
| 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, Shared | M'dt | Active | 26/03/2019 | 01/08/2017 |
| Phosfan | Phosfan wants to enter the European Market | | | | | No Fee Agreement | Lead | Timing wrong | 15/02/2018 | 27/07/2017 |
| 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 |
| 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 | 2m | 7m | Shared | M'dt | Active | 12/03/2018 | 01/02/2017 |
| Hakisa | Help community management platform (smart home/ silver economy) raise funding and/or identify clients the like of Hager. | e-commerce (B2C), e-commerce (B2B), e-services (B2C), Social | Germany, France | | | No Fee Agreement | Lead | Exploring other options | 18/04/2017 | 25/12/2016 |

Networking, Peer to Peer

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 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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