

Date of report: 22/12/2020

## 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
<a href="#">PSP 1201222-FS313</a>	Looking to JV or to acquire a Payment Service Provider (PSP). Ideal partner/target should have a large customer base, process billions of dollars annually and have a presence in the US and Canada.	Financial Services, Banking software / payment system	Asie, Europe, North America, South America	10m	100m	Shared	Lead	Green light to pitch or make proposal	22/12/2020		22/12/2020
<a href="#">Skin/Hair care</a>	UK company looking to acquire brands in the skin care and hair care sector serving end users, NOT salons.	Personal Products	Europe			Shared	Lead	Green light to pitch or make proposal	13/11/2020		13/11/2020
<a href="#">Chocolates and biscuits</a>	German company looking for acquire producers of chocolates and/or biscuits under their own brand.	Confectionery	Europe	20m	100m	Shared	Lead	Green light to pitch or make proposal	13/11/2020		13/11/2020
<a href="#">Food ingredients</a>	US holding looking to acquire producers of food ingredients.	Food Producers	Europe	20m	100m	Shared	Lead	Brainstorming	10/11/2020		10/11/2020
<a href="#">Cables &amp; wireless</a>	Companies in the Cables & Wireless sector (budget up to \$200m), any country work as long as it is a developing country (all Europe, Vietnam, Middle East, etc.).	Cable / Fixe Line Telecom, Mobile & Wireless Telecom Services	Asie, Europe	170m	170m	Shared	Lead	Brainstorming	12/10/2020		12/10/2020
<a href="#">Food supplements, medical devices, cosmetics</a>	Producers of : Probiotic food supplements for specific therapeutic areas Nutraceutical products Medical devices in formulations for topical use and for oral administration Foods for special medical purposes Cosmetics for skin problems	Food Complements, Personal Products, Pharmaceuticals				Shared	Lead	Timing wrong	23/10/2020		12/10/2020
<a href="#">Work safety products</a>	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
<a href="#">Data Build Up</a>	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
<a href="#">Chemical Distributor</a>	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
<a href="#">Restaurant chain</a>	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
<a href="#">Pharma companies</a>	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

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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 between USD 5M-USD 100 M.	Training	Africa, Asie, Europe, North America, Oceania, South America	5m	91m	No Fee Agreement	Lead	Brainstorming	03/09/2019	03/09/2019
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,	10m		No Fee Agreement	Lead	Brainstorming	20/05/2019	09/05/2019

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			Oceania, South America								
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, Oceania, South America	40m		No Fee Agreement	Lead	Green light to pitch or make proposal	02/04/2019	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 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,	All Sectors		27m	178m	No Fee Agreement	Lead	Brainstorming	11/03/2019	11/03/2019	

	aviation, shipping, industrial manufacturing, real estate and other hard-asset businesses										
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 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	
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, 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
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	Ideal buyer of family companies: keen to retain management, current	All Sectors	Europe, United	6m		No Fee	Lead	Brainstorming	04/12/2018	17/04/2018

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Conglomerate	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.		Kingdom			Agreement					
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	
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	• A newly set up Spanish Search Fund; • Received backing from 20		Spain			No Fee	Lead	Brainstorming	12/03/2018	09/03/2018	

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Fund	HNWIs, Entrepreneurs, and Investment Firms; Sector agnostic.					Agreement				
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, Norway, Poland, Portugal, North America			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
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	In partnership with a Chinese-Japanese firm we are looking for targets		Europe			Shared	Lead	Active	15/02/2018	29/11/2017

Investors (GMT)	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										
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, 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	
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	Green light to pitch or make proposal	03/12/2020	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	Household Goods, Home Improvement R&W,	Europe		500m	No Fee	Lead	Brainstorming	16/02/2018	19/08/2017	




Active VC-A blind leads



distributor.		Specialised R&W, Technology Hardware & Electronic Equipment				Agreement					
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, 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
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

Active VC-A blind leads

<a href="#">PBO Services</a>	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
<a href="#">Insurance Operations</a>	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
<a href="#">IT Integrators</a>	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
<a href="#">Travel-Tech</a>	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	
<a href="#">BIG DATA 34201222IT-100</a>	US Big Data company is opening up its equity to minority investors. Company is valued at \$300M, but due to a treasury shortage caused by the Covid crisis, they are willing to offer 10% of their equity for a \$10M investment. Windfall!	Databases	California		Shared	Lead	Green light to pitch or make proposal	22/12/2020		22/12/2020	
<a href="#">Diginacria 49201027-FIG103</a>	A well established and popular German Fintech company is looking to raise up to EUR 7.5m in expansion capital to become the largest Fintech bank based in Europe's single currency area with a truly global reach. The first call of EUR 4.5m will be used for regulatory capital, licensing costs and marketing. The second call of EUR 3m will be used for business development and additional marketing.	Banks	Germany	8m	Shared	Lead	Green light to pitch or make proposal	25/11/2020		25/11/2020	
<a href="#">Software 34201109-SOF100</a>	IT consulting firm for sale. Company is growing aggressively and has got an EBITDA c.a. €3M.	IT Consulting & Services	Madrid; Comunidad de	22m	Shared	M'dt	Green light to pitch or make proposal	11/11/2020		11/11/2020	
<a href="#">Q420/KS/035 fabrics manufacturer</a>	Producer and marketer of fabrics to major multinational apparel retailers such as Inditex, GAP, Ann Taylor, Banana Republic etc. Focused on high-quality premium fabrics used in formal and outdoor wear. Family-owned business with sale of 100% shareholding due to lack of apparent heir in the family.	Clothing (manufacture)	Turkey		Shared	Lead	Brainstorming	12/10/2020		12/10/2020	
<a href="#">Airbus Aircrafts</a>	Second hand Airbus A320-214 and Airbus A350-900 aircrafts for sale.	Aerospace	Haute-Garonne	45m	Shared	Lead	Timing wrong	20/10/2020		19/12/2019	
<a href="#">International Shipment</a>	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	11/11/2020		20/09/2019	
<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	13/10/2020		08/03/2019	

Active VC-A blind leads

<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	13/10/2020	10/10/2018
<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	Ended	25/11/2020	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	Ended	25/11/2020	17/09/2018
<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	Deal broke	09/12/2019	05/09/2018
<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	13/10/2020	25/07/2018
<a href="#">Macchina</a>	Car dealership group based in Italy for sale. Revenue= €128M, EBITDA = €23M. Family owned.	Automotive Services	Italy	30k	No Fee Agreement	Lead	Ended	25/11/2020	18/07/2018
<a href="#">PAN PAN 34180616-IND100</a>	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	Deal broke	01/10/2020 	16/06/2018
<a href="#">Wind Italy</a>	41 x 60 kW Wind Farms for sale in Italy. Selling price is €15,785m	CleanTech - Wind	Italy	16m	Shared	Lead	Ended	11/11/2020 	04/06/2018
<a href="#">TRADING: Food (various)</a>	Oil - Refined, Corn Oil - Crude, Soybean Oil - Refined, Soybean Oil - Crude, Coconut Oil Refined, Coconut Oil Crude, Rapeseed Oil - Refined, Rapeseed Oil - Crude, Rapeseed Oil - Crude Degummed, Palm Cooking Oil Cp8, Palm Cooking Oil Cp10, Palm Oil - Refined, Palm Oil - Crude, Palm Acid Oil, Red Olein, Palm Kernel Oil - Crude, Olive Oil (Bulk), Peanut Oil, Vegetable Ghee And Fats, Vegetable Ghee/Vanaspati, Vegetable Ghee, Vegetable Fats, Dough Fats, Frying Shortening, Margarine, Palm Fatty Acid Distillate, Animal Meal, Palm Kernel Seed, Palm Kernel Meal, Palm Kernel Expeller, Palm Kernel Cake, Bagasse Pulp, Bagasse Animal Fooder, 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
<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: Omani Light Crude</a>	Up to 7 million barrels per month available of Omani Light Crude.				Shared	Lead	Deal broke	13/10/2020	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="#">Girona 34180313-HSP101</a>	4-star beach hotel, 141 rooms, located in Girona, Spain in bankruptcy. Valuation is €8.2m. Ask price is €4.5 million.	Hotels	Girona [Gerona]	5m	Shared	Lead	Green light to pitch or make proposal	13/11/2020	13/03/2018
<a href="#">PreIPO 34170915 - EX</a>	Palantir (Restricted shares), Plastiq (Shares in an SPV), Via Motors (Shares owned directly), TopGolf (Shares in an SPV), Impossible Foods (Shares in an SPV), 23andMe (Shares owned directly), SoFi (Shares owned directly) etc. from \$100k investment up		Seoul Teugbyeolsi, Bermuda	100k	Shared	M'dt	Active	14/12/2020	OTC or through our Trading Platform

<a href="#">SOCCER 34170717-SP02</a>	First league Spanish soccer club for sale	Sports & Leisure	Spain	170m	Shared	Lead	Active	20/10/2020		23/08/2017
<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="#">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	Green light to pitch or make proposal	25/11/2020		28/03/2017

Fundraising Projects												
Project ID	Project description	Sector	Location	€Min	€Max	Fee Types	L/M	Status	Status Date	Doc	Start Date	
<a href="#">NPL Consumers 34201222-FS314</a>	Established €12M bad consumer debt Fund is looking for additional funding / new investors to acquire new NPL portfolios in Spain. Fund was created 3 years ago and investment is already paid back. Future collections are benefits only.	Financial Services	Spain	5m	100m		Lead	Brainstorming	22/12/2020		22/12/2020	
<a href="#">BEACONS PreIPO 01130720 - IoT</a>	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	
<a href="#">500M Gold Backed LOC</a>	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	
<a href="#">NPL Platform 34140120-FS312</a>	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	
<a href="#">TGC Monetisation</a>	Monetising TGC financial instruments						M'dt	Active	14/10/2019		14/10/2019	
<a href="#">Crypto PIF</a>	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	13/10/2020		12/07/2019	
<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="#">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, Consumer Services	Spain, France, Italy	30k	4m	Success Fees	M'dt	Active	06/06/2018		06/06/2018	
<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="#">FUND 34171129-TGC</a>	Setup a direct lending fund in Spain	All Sectors	Spain	5m	25m	No Fee Agreement	Lead	Ended	22/12/2020	29/11/2017
<a href="#">DICO</a>	Dico is raising SEK 40-50m to efficiently scale up and expand the Dico brand and services.						Lead	Ended	22/12/2020	24/11/2017
<a href="#">TGC Guaranty 1170915-FIG100</a>	Credit guarantees for companies - from €5M to €100M	All Sectors	Asie, Europe, North America	5m	100m	VC-A Exclusive, Shared	M'dt	Ended	13/10/2020	 21/09/2017
<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="#">Phosfan</a>	Phosfan wants to enter the European Market					No Fee Agreement	Lead	Timing wrong	15/02/2018	27/07/2017
<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="#">Ferro-Alloy</a>	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	Break	11/11/2020	01/02/2017
<a href="#">Hakisa</a>	Help community management platform (smart home/ silver economy) raise funding and/or identify clients the like of Hager.	e-commerce (B2C), e-commerce (B2B), e-services (B2C), Social Networking, Peer to Peer	Germany, France			No Fee Agreement	Lead	Exploring other options	18/04/2017	25/12/2016

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.

