




Date of report: 13/05/2022

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	
Agricultural Machinery	An Italian manufacturer of agricultural machinery is looking to make buys in North America and Europe. The company would be looking for combinations with companies already active in these markets. The buyer closed 2020 with a turnover of around EUR 300m.	Agricultural & Construction Equipment	Europe, North America	10m		Shared	Lead	Brainstorming	04/05/2022		25/11/2021	
Alibaba 1211209IT-103	US-based IT company listed on Nasdaq specialised in cybersecurity solutions powered by blockchain is looking for partners to sell its IP in Europe through share swap agreements. Ideal partnership companies would serve data-dependant clients in industries like financial services, insurance companies, e-commerce, logistics etc... Revenue from €10M to €100M.	Security Software, Databases, Blockchain, System Integration	Europe	5m	50m	Shared	Lead	Timing wrong	21/04/2022		09/12/2021	
Industry Agnostic	Private Equity seeking to add to their portfolio, companies with EBITDA £1M+, turnover £15M+ in multiple sectors.	Chemicals, Construction & Building Materials, Industrial Goods, Health; Pharmaceuticals & Biotechnology, Media - Communication, Business Services, Financial Services, Software, Internet, IT Services, Telecommunication Services, Technology Hardware & Electronic Equipment	Europe, United Kingdom	12m	121m	No Fee Agreement	Lead	Brainstorming	21/04/2022		21/04/2022	
Animal Feed	Dutch provider is looking to acquire animal feed companies located in Europe with a turnover > €10M. Interested in horse, organic, beef, pork and chicken feed; Also interested in Asia & Africa for beef, pork and chicken feed;	Animal Feed	Africa, Asie, Europe	10k	100k	Shared	Lead	Brainstorming	06/07/2021		06/07/2021	
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	25/06/2021		04/04/2018	
B2B Software Companies with IP	German PE firm focuses on investments in B2B software companies with proprietary IP. Sub-Sectors for add-ons: Energy (Europe only), Customer Experience, Clinical Research. New sub-sectors: DACH countries only.	Software, Internet, IT Services	Africa, Asie, Europe, North America, Oceania, South America	3m	50m	No Fee Agreement	Lead	Brainstorming	08/06/2021		19/08/2017	
Alternative Funding 34210527 - FIG104	Alternative funding via direct lenders. Minimum ticket c.a. €3M. Terms: 5 to 7 years. Interest rate around 7%. PIK. Grace period.	All Sectors	Europe, North America	3m		Shared	Lead	Green light to pitch or make proposal	27/05/2021		27/05/2021	
Wheels - 1210526 - IND104	Provider of intelligent, anti-theft solutions offering to retailers (for whom a brick and mortar presence is vital) innovative, smart cart technologies that minimize loss and reduce asset and labour expenditures; is looking for add-on with an EBITDA > \$5M.	Material Handling Equipment	Europe	33m	49m	Shared	Lead	Green light to pitch or make proposal	26/05/2021		26/05/2021	

Active VC-A blind leads

Good Vibration 1210526 - IND103	Advanced materials science company focused on engineered aerospace vibration and noise control applications serving commercial, business jet, defence, and space platforms is looking for add-ons with an EBITDA > \$5M.	Aerospace	Europe	33m	49m	Shared	Lead	Green light to pitch or make proposal	26/05/2021	26/05/2021
Packaging Film - 1210526 - IND102	Co-extruder of multi-layer high barrier, flexible packaging films for food and medical applications is looking for add-ons with an EBITDA > \$5M	Plastic Packaging Manufacturers	Europe	33m	49m	Shared	Lead	Green light to pitch or make proposal	26/05/2021	26/05/2021
Moulding 1210526 - IND101	Manufacturer specializing in clean room injection molding, precision machining, and assembly capabilities serving the healthcare industry is looking for add-ons with an EBITDA > \$5M.	Medical Equipment	Europe	33m	49m	Shared	Lead	Green light to pitch or make proposal	26/05/2021	26/05/2021
Dried Foods	USD900M+ 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	60m	Shared	Lead	Green light to pitch or make proposal	26/05/2021	02/04/2019
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	60m	Shared	Lead	Green light to pitch or make proposal	26/05/2021	02/04/2019
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	30/04/2021	30/04/2019
PSP 1201222-FS313	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	Timing wrong	21/04/2021	22/12/2020
ICT Specialists	French consulting services company is looking to acquire companies in both the public and private sector offering system integration, infrastructure management and business processes services. Non-UK European countries.	IT Consulting & Services	Europe	25m	100m	Shared	Lead	Brainstorming	20/04/2021	10/03/2021
Niche companies	Listed industrial group looking to acquire niche companies in Northern Europe. EBIT > 18%, €2M. ROCE > 50%. They keep the management team in place.	Building Materials & Fixtures, Material Handling Equipment, Medical Implants or Prostheses Manufacturers, Medical Software, Clean Tech	Andorra, Austria, Belgium, Switzerland, Germany, Denmark, Estonia, Finland, France, United Kingdom, Ireland, Luxembourg, Latvia, Monaco, Netherlands, Norway	10m	100m	No Fee Agreement	Lead	Brainstorming	20/04/2021	20/04/2021
Wastewater Treatment & Storage Solutions	Canadian provider of wastewater treatment solutions is looking to acquire similar businesses in the UK, Ireland, France, Spain and Italy. Any size.	Waste & Disposal Services	Spain, France, United Kingdom, Northern Ireland, Italy	10m	100m	Shared	Lead	Brainstorming	20/04/2021	28/01/2021
AI, Big Data & Cyber Security Software	Providers of AI, big data and cyber security embedded software; Keen focus on DevOps; Other services including project management support, digital factories and IT infrastructure; Located in Europe, primarily Germany, Spain and Portugal; Turnover between €9m-€100m.	Security Software, Artificial Intelligence, Databases, IT Consulting & Services	Europe, Germany, Spain, Portugal	10m	200m	Shared	Lead	Brainstorming	19/04/2021	14/04/2021
Business Services Companies	Looking for add-ons for business services companies that operate in the Business or Consumer Services Sector in the United Kingdom or Europe. Advertising or Marketing Agencies, Accountancy Practices,	Business Services	Europe, United Kingdom	9m		No Fee Agreement	Lead	Brainstorming	08/02/2021	02/12/2020

	Staffing and Recruitment Agencies, Outsourcing Agencies, IT support and consultancies, HR and Payroll Services, Administration Support Services, Health and Care Services, Property Services, Security and Safety Agencies, Certification, inspection and testing services.										
Scientific or Medical Company	Looking for a company that operates in the Scientific or Medical equipment sectors in the United Kingdom & Europe. Medical Instruments and Devices, Scientific Instruments, Life Sciences, Testing, Measurement and Tracing, Laboratories	Equipement for Test & Measuring, Medical Equipment, Laboratories	Europe, United Kingdom	2m	56m	No Fee Agreement	Lead	Brainstorming	08/02/2021	27/01/2021	
Bed & Mattress	Looking to acquire manufacturers of beds, mattresses and bed accessories globally.	Furnishings	Africa, Asie, Europe, North America, Oceania, South America	11m	112m	Shared	Lead	Brainstorming	13/01/2021	13/01/2021	
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	
Skin/Hair care	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	
Chocolates and biscuits	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	
Food ingredients	US holding looking to acquire producers of food ingredients.	Food Producers	Europe	20m	100m	Shared	Lead	Brainstorming	10/11/2020	10/11/2020	
Food supplements, medical devices, cosmetics	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	
Cables & wireless	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	
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	
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	
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	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	

	senior level positions, technical positions and temporary or permanent staffing requirements.									
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
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
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 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
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
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
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
FMCG Spain	Large conglomerate is looking to acquire FMCG companies in Spain to increase its product portfolio in Africa.	Food & Beverage Industry, Home Care, Care Home, Pharmaceuticals & Cosmetics, Food & Drink R&W, Pharmaceuticals & Cosmetics R&W, Flowers & Plants (retail)	Spain	20m	100m	No Fee Agreement	Lead	Green light to pitch or make proposal	24/06/2019	07/06/2019
HVAC for Commercial place	Germany based manufacturer of heating and cooling technologies looking to acquire Ventilation products for commercial and residential places. Also, interested for electric heating technologies, heat pumps and air-conditioning. Preferably a 100% buyout but majority stake would also be considered.	Accessories (manufacture)	Africa, Asie, Europe, North America, Oceania, South America	9m	449m	No Fee Agreement	Lead	Brainstorming	31/05/2019	31/05/2019
Software company B2B	Enterprise software company looking to acquire B2B software companies globally with Revenue: USD5M- USD200M. Prefer businesses focused on developing softwares for a specific industry and actively looking at education-based software targets. (Excluding China)	Business Software, e-commerce (B2B)	Asie, Europe, Canada, United States, Australia	896k	179m	No Fee Agreement	Lead	Brainstorming	29/05/2019	29/05/2019
Sports	American fund seeking opportunities in sports, sports technology, sports gear and equipment, software and digital platforms for the sports industry, sports media, sports content and event management.	Sportswear, Sports & Leisure, Online Gaming	Europe	4m	89m	No Fee Agreement	Lead	Brainstorming	29/05/2019	13/03/2019
Dental Manufacturing & Distribution	Dental manufacturing or distribution businesses; Family companies who are keen to retain management, current location, and develop the business further are of particular interest; EBITDA in the range of £1m-£20m; Willing to look globally.	Medical Implants or Prostheses Manufacturers, Medical Supplies	Europe, Germany, Denmark, Estonia, Finland, Iceland, Italy, Norway, Sweden, Slovenia, Slovakia	12m	117m	No Fee Agreement	Lead	Brainstorming	21/05/2019	15/03/2019
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	Food & Beverage Industry, Beverages, Distilled Spirits & Liqueurs, Wine Merchants, Food Producers, Canned; Frozen and Cooked	Africa, Europe, Spain	9m		No Fee Agreement	Lead	Brainstorming	20/05/2019	31/10/2018

	and home care products; Would also consider health, lifestyle or fitness products;	Food, Pasta Manufacturers, Dairy Products & Ice Creams, Home Care, Food & Drink R&W									
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	
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	
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	
Healthcare Clinics	Spanish acquirer seeking healthcare clinics focusing on Ophthalmology, Dental and Aesthetic industry (Dermal Fillers, skin- tightening & lifting devices, body contouring and cellulite treatments, Hair removal). Minimum revenue: USD 5 million	Clinics and hospitals	Europe, Spain	4m		No Fee Agreement	Lead	Brainstorming	20/05/2019	14/05/2019	
Logistic and transportation	French strategic acquirer seeking logistics and transportation companies for cosmetics, retail, home & personal care, food & beverage sectors. Minimum revenue: USD 15 million	Transportation & Logistics Services	Europe	9m		No Fee Agreement	Lead	Brainstorming	20/05/2019	14/05/2019	
Synthetic Agricultural	US based strategic acquirer seeking producers agricultural products mainly synthetic chemicals and bio-products, including pesticides, insecticides and fertilizers. Minimum revenue: \$10 million.	Fertilizers & Pesticides	Africa, Asie, Europe, North America, Oceania, South America	10m		No Fee Agreement	Lead	Brainstorming	20/05/2019	09/05/2019	
Industrial Construction	Portugal based engineering company looking to acquire industrial construction services like mechanical, assembly, electrical etc. Interested to acquire family owned business. Preferably a majority stake for now.	Industrial Construction	Spain, United Kingdom	5m		No Fee Agreement	Lead	Brainstorming	20/05/2019	06/05/2019	
Spain M&A	Headquartered in Spain, this is a mid-market private equity investment company with ~ USD 900 million under management . Investment Criteria Seeking investment opportunities within Spain for a controlling position. It considers several sectors and the companies should have a min EBITDA of USD 7 MN and USD 25 Mn of revenue.	All Sectors, Oil & Gas, Commodity Chemicals, Containers, Glass Packaging Manufacturers, Metal Packaging Manufacturers, Paper Packaging Manufacturers, Plastic Packaging Manufacturers	Spain	15m	100m	No Fee Agreement	Lead	Brainstorming	14/05/2019	13/12/2017	
Healthcare Services & Technology	Look to invest in healthcare, healthcare services and healthcare technology with a min revenue of USD 20 MN and high growth potential	Health Care Providers; Medical Equipment and Supplies	Japan, South Korea, Europe, North America	15m	100m	No Fee Agreement	Lead	Brainstorming	14/05/2019	13/12/2017	
Meat Industry	Large Spanish group is looking to acquire in Europe or Asia a complete meat processing cycle, from fodder to point of sale.	Meat processing	Asie, Europe	20m	30m	Shared	Lead	Active	15/03/2019	15/03/2019	
Payment Institution	Interested in acquiring PSP (Payment Service Provider) or EMI (Electronic Money Issuer) licensed entities.	Financial Services, Online Financial Services	Europe	1m	10m	No Fee Agreement	Lead	Active	15/03/2019	24/08/2017	
Acquiring Enterprise Software Companies	Strategic acquirer of business software companies (applications, infrastructure, on-premise, SaaS, US/Europe).	Business Software	Europe, United States	4m		No Fee Agreement	Lead	Brainstorming	11/03/2019	11/03/2019	
Distressed European investments	Looking for distressed businesses across Europe with enterprise values from \$100 million to over \$1 billion. Preferred sectors : energy, power, aviation, shipping, industrial manufacturing, real estate and other hard-asset businesses	All Sectors		27m	178m	No Fee Agreement	Lead	Brainstorming	11/03/2019	11/03/2019	

Buyouts & Growth equity in select Europe	One of the leading global PE funds with AUM in excess of USD 30Bn is looking for investment opportunities across France, Switzerland, Belgium and Netherlands. Sector agnostic but no real estate.	All Sectors	Belgium, Switzerland, France, Netherlands	44m	263m	No Fee Agreement	Lead	Brainstorming	11/03/2019	17/01/2019
Enterprise B2B Vertical Software	Looking for software companies with their own IP, with recurring and stable contracts with clients and operating margins from 10% to +20%.	Business Software	Africa, Asie, Europe, North America, Oceania, South America	4m	88m	No Fee Agreement	Lead	Brainstorming	08/03/2019	23/11/2018
Environmental 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
Infrastructure companies	Sweden based strategic acquirer seeking investment in infrastructure companies in Transport (Air, Rail, Road, Marine), Building technologies (Building automation, safety/security), Utilities (Power, Energy, Waste Management, Water/Waste management) with a minimum revenue of US \$5 million.	Construction, Building Construction, Heavy / Civil Construction, Industrial Construction	Africa, Asie, Europe, North America, Oceania, South America	4m		No Fee Agreement	Lead	Brainstorming	17/01/2019	17/01/2019
Investing in European Internet Companies	High growth internet companies with proven and recurring scalable business across sectors	Business Software, e-commerce (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
Global chemical acquirer	We are looking for chemical companies globally and across the value chain. Manufacturers/ distributors of specialty chemicals, commodity chemicals, petrochemicals, diversified chemicals, fertilizers and agrochemicals	Chemicals	Africa, Asie, Europe, North America, Oceania, South America	4m	438m	No Fee Agreement	Lead	Brainstorming	05/12/2018	14/08/2018
Industrial Acquisitions	Targets in construction machinery, industrial machinery, heavy electrical equipment, construction & engineering industries and healthcare equipment	Industrial Construction, Machining Operations, Industrial Machinery, Material Handling Equipment, Special Purpose Vehicles & Equipment, Medical Equipment	Europe	9m	263m	No Fee Agreement	Lead	Brainstorming	05/12/2018	14/08/2018
Scientific instrument	Scientific instrument manufacturing with IP of own products	Electrical / Electronic Equipment, Technology Hardware & Electronic Equipment	Europe			No Fee Agreement	Lead	Brainstorming	05/12/2018	05/12/2018
Energy, Waste, Water	Global leader in environmental services looking to acquire companies providing energy, waste and/or water services, solutions and technologies.	Utilities, CleanTech - Renewable Energy, CleanTech - Power Storage, Renewable Energy, Waste and Water Management	Africa, Asie, Europe, North America, Oceania, South America	4m	438m	No Fee Agreement	Lead	Brainstorming	05/12/2018	23/11/2018
Swedish Conglomerate	Ideal buyer of family companies: keen to retain management, current location and develop the business further; Sector Agnostic; Must generate high net margin; Strong continuing management; EBITDA in excess of £3m; Anywhere in Europe, with UK of particular interest.	All Sectors	Europe, United Kingdom	6m		No Fee Agreement	Lead	Brainstorming	04/12/2018	17/04/2018
Consumer segments	Food and Beverage, Retail and Restaurants, Beauty and Wellness, Fashion and Accessories, Consumer Products and Services, Consumer Health, and Media and Marketing Services, as well as real estate projects anchored by luxury retail.	Food & Beverage Industry, Food & Drink R&W, Home Improvement R&W, Electrical Product (retail), Consumer Electronics (retail), Books; Music and Entertainment Retail, Flowers & Plants (retail), Heating Equipment (retail), Home Appliance (retail), IT & Telecom Products (retail), Music Instruments (retail),	Asie, Europe, Canada, United States, Netherlands Antilles, Argentina, Bolivia, Brazil, Bahamas, Belize,	5m	500m	No Fee Agreement	Lead	Brainstorming	11/10/2018	17/08/2017




Active VC-A blind leads


		Office Furniture (retail), Toys & Gifts (retail), Hotels Restaurants and Bars	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								
Agricultural Products	Manufacturers, formulators, distributors, importers, wholesalers and proprietary licence owners in livestock, crops and related businesses including: o Livestock nutrition and protection; o Crop nutrition and protection;	Agricultural Sector	Europe	3m	50m	No Fee Agreement	Lead	Brainstorming	17/09/2018	17/09/2018	
Automotive Interiors and Castings	Manufacturers of automotive interior products, such as cargo management and trim solutions; Casting and extrusion businesses - aluminum focussed tooling for automotive powertrain and structural solutions; Potential for vertical synergies; from design through engineering to manufacturing; Revenue range from US\$15m-US\$220m, however open to smaller casting and extrusion opportunities; Any global location could be of potential interest.	Interior Parts	Africa, Asie, Europe, North America, Oceania, South America	9m	86m	No Fee Agreement	Lead	Brainstorming	31/07/2018	19/07/2018	
Plastic Components Manufacturer	Precision plastics components manufacturer serving Tier 1/OEMs in automotive, medical or consumer industries; Must have plastic injection moulding operations, preferably with tooling capabilities; Strong engineering focus; Ideal revenue range from €25m-€65m, however open to smaller opportunities;	Plastics Engineering	Europe, United States	10m	100m	No Fee Agreement	Lead	Brainstorming	28/07/2018	22/05/2018	
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	
Renewable Energy	Investor wants to build the projects. From Greenfield to Ready-to-Build. Solar +5MW, Wind +10MW and Hydro up to 50MW.	Hydroelectricity, Solar Energy, Wind Energy	Indonesia, Japan, Philippines, Thailand, Vietnam, Canada, Mexico, United States, Australia, Argentina, Colombia, Costa Rica, Guatemala, Honduras, Nicaragua, Panamá, Peru, Paraguay, Uruguay	5m		Shared	Lead	Brainstorming	05/06/2018	05/06/2018	
Waste and recycling	The firm is looking for companies in the waste management and recycling business. They're not looking for water treatment or equipment manufacturers.	Waste & Disposal Services	Europe, North America	4m		No Fee Agreement	Lead	Brainstorming	09/05/2018	08/05/2018	

Family businesses	High Margin £3m Plus EBITDA Businesses. Family companies: keen to retain management, current location and develop the business further.	All Sectors	Europe	10m	400m	No Fee Agreement	Lead	Brainstorming	03/05/2018	25/01/2018
Water & Environment	European strategic acquirer is seeking water & environmental service businesses globally. Areas: environmental services, water utilities, water management, waste management, aftermarket solutions, water technology with mobility etc.	Environment and Climate Change, Waste and Water Management	Africa, Asie, Europe, North America, Oceania, South America			No Fee Agreement	Lead	Brainstorming	12/04/2018	12/04/2018
Infrastructure	Leading European financial institution seeking suitable infrastructure projects globally. Heavy asset projects in Oil & Gas, Roads, Ports, Natural Resources, Hydro Power, Renewable Energy etc	Energy and Basic Resources, Chemicals, Construction & Building Materials, Environment and Climate Change	Africa, Asie, Europe, North America, Oceania, South America	20m		No Fee Agreement	Lead	Brainstorming	09/04/2018	25/01/2018
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
Power engineering and electronic drive	Looking for companies involved in power engineering including hydropower plant subsystem, hydropower equipment, automation & control, power transformers and also electrodrives used in control applications like Motor controllers, Stators, Drives etc	Utilities, Industrial Components, Electrical Components & Equipments, Transport Equipment & Manufacturers, Engineering and Technical Services, Hydroelectricity	Africa, Asie, Europe, North America, Oceania, South America	5m	250m	No Fee Agreement	Lead	Brainstorming	16/03/2018	16/03/2018
Spanish Search Fund	• A newly set up Spanish Search Fund; • Received backing from 20 HNWI's, Entrepreneurs, and Investment Firms; Sector agnostic.		Spain			No Fee Agreement	Lead	Brainstorming	12/03/2018	09/03/2018
Private Equity Focussing on Distressed Situations	UK based private equity investor focussing principally on distressed situations; • Generalist investors but not interested in retail or construction.	Utilities	United Kingdom			No Fee Agreement	Lead	Brainstorming	09/03/2018	09/03/2018
UK-Based Private Equity Group	ACQUIRER: • Specialises in acquiring owner-managed private businesses; Business activities focus on Management Consultancy, where the group partners with industry experts to help businesses reduce costs and improve efficiency.		United Kingdom			No Fee Agreement	Lead	Brainstorming	09/03/2018	09/03/2018
Vertical Market Software	Vertical market software company active in one or two niches; Significant amount of recurring revenue; Single digit growth; Anywhere in Europe	Business Software	Europe	2m		No Fee Agreement	Lead	Brainstorming	09/03/2018	07/02/2018
OTC Healthcare Brand	Established over the counter (OTC) healthcare brand; Key target market of the ageing population; Particularly interested in: o Cardiovascular; o Dermatology; o GI; o Gynaecology; o Neurology; o Metabolism; o Sleep.	Health; Pharmaceuticals & Biotechnology	Africa, Asie, Europe, North America, Oceania, South America	8m	15m	No Fee Agreement	Lead	Brainstorming	05/03/2018	14/02/2018
Medical Testing	Seeking manufacturers of Medical Testing, Analyzing, and Diagnostic Equipment which is typically used in 1) hospital clinical labs, 2) pharmaceutical or biotech R&D, 3) dairy processing/food safety markets and 4) reference labs	Medical Equipment	Europe, Canada, United States, Netherlands, Antilles, Bolivia, Brazil, Bahamas, Belize, Chile, Colombia, Costa Rica, Cuba, Dominica, Dominican Republic, Ecuador, Honduras, Martinique, Nicaragua,	5m	250m	No Fee Agreement	Lead	Brainstorming	16/02/2018	17/08/2017

Active VC-A blind leads

			Panamá, Peru, Puerto Rico, Paraguay, Uruguay, Venezuela								
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
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

Sell-Side Projects											
Project ID	Project description	Sector	Location	€	Fee Types	L/M	Status	Status Date	Doc	Start Date	
Africa 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	08/03/2022		20/09/2019	
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	08/03/2022		25/07/2018	
SOCCER 33210909-SP03	French football club with a proven track of 65 seasons played in League 1 for sale.	Sports team	France	60m	Shared	M'dt	Active	07/10/2021		09/09/2021	
Clinic Cyprus 30210921 - INF101	Clinic for sale in Cyprus. The clinic has been recently renovated and is fully equipped to provide a full range of diagnostic services and a wide spectrum of procedures and operations, including ultrasounds, blood tests, colposcopy, hysteroscopy, laparoscopy, as well as first screening for ovarian cancer. The Clinic houses two operating theatres, a delivery room, babies' nursery, and other ancillary service rooms together with their patient surgeries, reception and waiting room on the ground floor.	Clinics and hospitals	Cyprus	13m	Exclusivity, Shared	M'dt	Green light to pitch or make proposal	21/09/2021		21/09/2021	
Basketball 30210920-SP04	Greek basketball team playing in the Euroleague for sale. Dataroom available upon submission of an EOI. The new buyer will gain access to the Greek and European markets, with thousands in attendance and millions watching at home.	Sports team	Greece	25m	Exclusivity, Shared	M'dt	Green light to pitch or make proposal	20/09/2021		20/09/2021	
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	Deal closed	27/07/2021		10/10/2018	
PrelIPO 34170915 -	Flexport, Rubrik (Shares owned directly), Kraken (Shares owned directly), BitPay (Shares in an SPV), Eat Just (Shares owned in an SPV), Udemy (Shares owned directly)		Seoul Teugbyeolsi,	100k	Shared	M'dt	Active	02/07/2021	OTC or through	17/09/2017	

EX	Bermuda										our Trading Platform
Electric Plant 387200625-INF101	Coal and Hydroelectric plants in Eastern Countries. €1.1B project. Looking for an equity investor to 1) acquire coal mines and existing facilities valued at €150M for €100M and 2) inject €120M to build new plants. The rest of the project can be financed through an import-export agency. EPC in place, PPA for 30% of the future production already secured.	Mining, Utilities, Engineering and Technical Services, Business and Management Consultancy, Renewable Energy	China, Europe, Poland	220m	Shared	M'dt	Brainstorming	25/06/2021		25/06/2021	
Beacons IoT 34210225IT-101	An Internet of things (IoT) solution provider based in CA, USA, is looking to raise up to \$20M in exchange of an equity stake. The company provides customer premise equipment (CPE), such as beacons, low-power wide-area network (LPWAN), applications, payments and software tools.	Software as a Service (SAAS), Banking software / payment system, Marketing Software, Artificial Intelligence, Databases	California	16m	Shared	Lead	Timing wrong	21/04/2021		25/02/2021	
Tube	Manufacturer of tubular solutions for the automotive industry (ERW precision tubes). Spin-off from a top steel manufacturer. Succession. The owner of the company is looking to divest the business and looking to establish himself in other country and seeking for Minority to 100% stake sale.		India	10m	Shared	Lead	Green light to pitch or make proposal	28/02/2021		30/06/2017	
Diginacria 49201027-FIG103	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	
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	Green light to pitch or make proposal	25/11/2020		28/03/2017	
Girona 34180313-HSP101	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	
Software 34201109-SOF100	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	
Airbus Aircrafts	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	
SOCCER 34170717-SP02	First league Spanish soccer club for sale	Sports & Leisure	Spain	170m	Shared	Lead	Active	20/10/2020		23/08/2017	
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	13/10/2020		08/03/2019	
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	

Fundraising Projects										
Project ID	Project description	Sector	Location	€	Fee Types	L/M	Status	Status Date	Doc	Start Date
Search Fund 33220207-IT104	Mr. Christophe Schwoertzig is looking for a Sponsor to lead a build-up programme. Sponsor must be interested in expanding his business in Europe in general, and in France in particular, through a series of mergers and acquisitions of synergetic companies.	Financial Services, Software, Internet, IT Services, Telecommunication Services	Europe		No Fee Agreement	Lead	Green light to pitch or make proposal	07/02/2022		01/02/2022
STO in France	We offer a turn-key solution to set up a tool to raise funding through tokenisation. We can nearly guarantee a full subscription of the first issuance if our conditions are met. From €5M up by tranches.	All Sectors	France		Retainer, Shared	Lead	Green light to pitch or make proposal	14/01/2022		14/01/2022
Polyform 1210728IT-102	Global IT company with more than 30 IPs is looking to raise \$11M in exchange for a stake of equity. The company offers an AI-driven SaaS platform to manage holistically the Business Experience.	Software as a Service (SAAS), Business Process Management (BPM), Customer Relationship Management (CRM), Enterprise Content Management (ECM), Enterprise Resource Planning (ERP), Human Resource Management (HRM), Product Lifecycle Management (PLM), Supply Chain Management (SCM), Artificial Intelligence			Retainer, Shared	Lead	Break	20/12/2021		28/07/2021
Saudi Arabia Manufacturing	Funds available to establish manufacturing plants in Saudi Arabia. 10 years tax-free. Investor shall keep a majority of equity but finance the entire project. Limited up-front fees, no investment required. For proven business models only (no startups). All sectors.	Construction, Construction Finishings, Doors & Windows Manufacturers, Transport Equipment & Manufacturers, Soft Drinks, Food Producers, Medical Implants or Prostheses Manufacturers	Saudi Arabia		No Fee Agreement	M'dt	Timing wrong	25/06/2021		22/02/2021
StreetLight 34190504 - IND100	Helping streelight manufacturing company develop its business through PPP, fundraising and alliance management.	Heavy / Civil Construction, Measurement & Test Equipment	Barcelona		VC-A Exclusive, Shared	Lead	On hold	15/06/2021		04/05/2019
CTIP Hospital Senegal 221210505 - INF100	300 beds private hospital with a focus on Obstetrics & Gynecology and Pediatrics Surgery to be built in Dakar Senegal. Gross floor area of the hospital building is 28,091 sq. meters. Cost is ca. USD200 million. ROI == 12.5%. IRR == 23.5%. Looking to raise \$15M in equity.	Commercial Building Construction	Senegal		Shared	Lead	Green light to pitch or make proposal	06/05/2021		06/05/2021
Non-Liquid Asset Monetisation	We have designed a financial vehicle to generate an additional revenue stream from non-liquid assets such as: - Pieces of art: paintings, collection vehicles - Commodities: hallmarked gold bullions, cut diamonds, silver We can generate an additional annual income of 20%+ of the value of the assets.		Switzerland, Luxembourg		Shared	Lead	Green light to pitch or make proposal	26/04/2021		26/04/2021
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		Retainer, Shared	M'dt	Timing wrong	21/04/2021		10/07/2020
UK Family Office	We're a family office based in London, in the finance sector. We're looking to take minority positions between 1% and 12,5% in companies with good management teams with good track record. We don't take active management. We add value by becoming a strategic finance partner and bringing sophisticated finance particularly for Acquisition Growth as well as Organic Growth. Management will need to be ambitious and have aggressive growth plans.	All Sectors	Africa, Asie, Europe, United Kingdom, North America, Oceania, South America		Shared	Lead	Active	12/04/2021		12/04/2021
Trade Finance Fund	Looking to raise up to €250m to invest in a regulated fund investing in trade finance. Fixed income returns up to 8% p.a. Euro denominated. Managed by an FCA regulated entity with historical references.	Trading, Asset Management	Greater London, Malta		Shared	Lead	Brainstorming	06/03/2021		06/03/2021
VC-A M&A Suite	We are looking for Strategic Partners and Investors to help us develop VC-A Solutions through JV and alliances.	Business and Management Consultancy, Asset Management	Africa, Asie, Europe, North America,		VC-A Exclusive, Shared	M'dt	Active	23/02/2021		23/02/2021

				Oceania, South America					
FX and Trade Finance	Structured finance solutions for international trades involving currency exchange and supplier credits.	All Sectors, Trade Association		United Arab Emirates, Europe	M'dt	Active	22/02/2021	22/02/2021	
NPL Consumers 34201222-FS314	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	Lead	Brainstorming	22/12/2020	22/12/2020	
Crypto 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	VC-A Exclusive, Shared	Lead	Active	13/10/2020	12/07/2019
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	Shared	Lead	Preliminary target/ investor contacts	27/01/2020	27/01/2020
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	Success Fees	M'dt	Active	06/06/2018	06/06/2018
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	VC-A Exclusive, Success Fees	Lead	Follow up to pitch or proposal	29/01/2018	25/07/2017
Hakisa	Help community management platform (smart home/ silver economy) raise funding and/or identify clients the like of Hager.	e-commerce (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 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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