

we bring value to your deal

Why **igc** is the best option for  
your transaction?

# We are known for maximizing value for our clients



We bring value to your  
deal

01

For 27 years, we have successfully led more than 400 business owners to achieve the best possible deal for their companies

02

Through a proven work methodology that enhances value: unique and active preparation, tailored roadshow strategy, and decades of negotiation skills

03

Bringing our global expertise and strong relationships with the right serious acquirers from the U.S. and around the world

04

And always focusing on the owner's goals, timing, and motivations, in order to preserve the company's legacy

# Our Global Partners

Led more than  
400 business  
owners to  
achieve the  
best possible deal.

31 global partners leading  
100% of the transactions



Rafael  
Bologna



Flávia  
Silveira



João  
Andrade



Amanda  
Rangel



André  
Pereira



Bruno  
Sbano



Bruno  
Schaffer



Daniel  
Milanez



David  
Steuer



Dimitri  
Abudi



Fábio  
Oliveira



Felipe  
Araujo



Felipe  
Leon



Felipe  
Toja



Fernando  
Abdon



Filipe  
Abdalla



Frederico  
Toledo



Gustavo  
Mandel



Juliana  
Lobo



Karim  
Pechliye



Ludimila  
Mangili



Luiz  
Melo



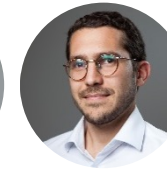
Marcelo  
Semeoni



Murilo  
Oliveira



Priscila  
Pacheco



Rafael  
Frugis



Sami  
Sarfatti



Sofia  
Ferraz



Thiago  
Dias



Victor  
Mesnik



Yuri  
Stransky



# Global Player

+6000

proprietary data on  
buyers across sectors  
and sizes

+500

direct access to  
investment funds  
and independent  
financial sponsors

+1000

roadshows  
across the globe

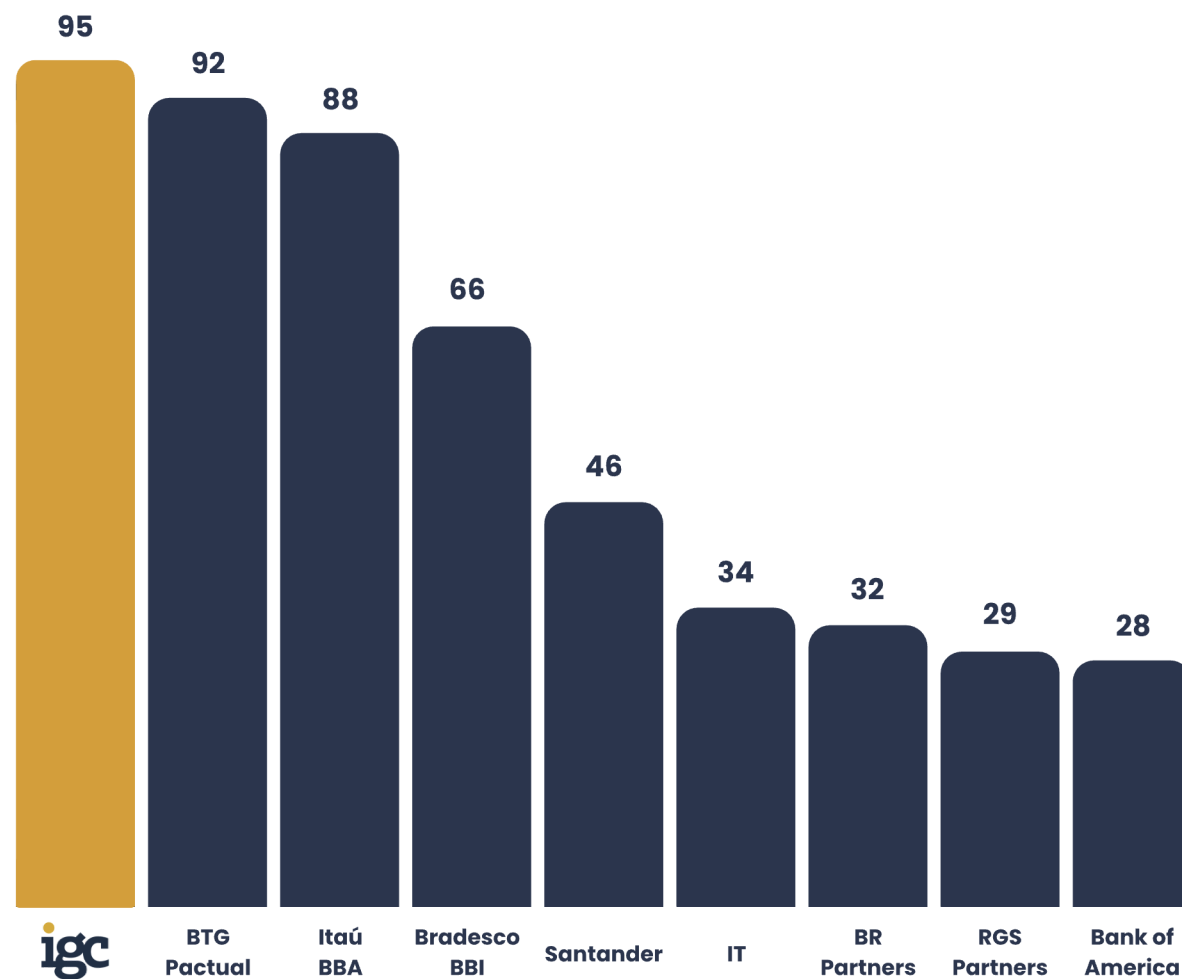
We know how to negotiate  
with the most different buyer  
profiles with constant access  
to the main American and  
international serial buyers.

## Our Offices

USA | Florida, Texas & NY  
Brazil | São Paulo

# Latam Absolute Leader

One of the largest in the world.



\*Last 48 months (data collected on January 5, 2024). Source: TTR Data.

# A methodology that enhances value

The comprehensive analysis of the **360° diagnosis** carried out in the preparation phase results in **a significant increase in its valuation**.

With a **tailored roadshow** strategy and our ability to access the right buyers globally, we increase the **company's market value**.

Finally, with our **negotiation track-record and expertise**, we are able to unlock value and **reach the best deal structure and price**.

## Preparation

Analysis, Improvement and Active Positioning

1. Probing and company **understanding**
  2. Investment Thesis
  3. Presentation of the **company's valuation study**.
- ✓ We become partners with the owners, making recommendations and creating a process that drives valuation upwards.

## Roadshow

Competition Increases Value

With IGC, **your company takes control** of the process.

We create a **tailored strategy** and approach the **right targets**.

We then leverage our transactional and negotiation experience to **increase the value** and improve the structure of the proposals.

## Due Diligence and Contracts

Negotiation Track-Record and Proprietary Data

With **broad expertise** and market **track-record**, our team will negotiate the Purchase and Sale Contracts as well as the Shareholder's agreements and any other **legal contracts** at the end of the **due diligence**.

We **always** make sure that the **transaction fits the company's goals** and requirements.

During the Due Diligence we **support in hiring the law firm** that will assist in conjunction with our team.

# Global expertise and strong relationships with over 6.000 buyers

## North America

+1.800 buyers



## South America

+2.000 buyers



## +1.527 buyers Europe



## +719 buyers Asia & Oceania



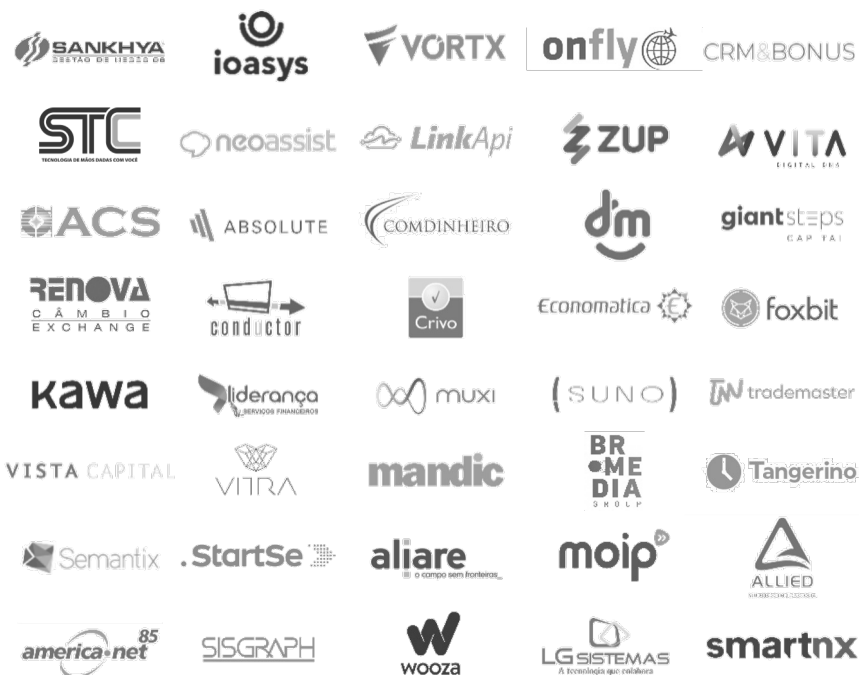
The background of the slide is a photograph of a library. It shows rows of bookshelves filled with books, with the spines of the books visible. The lighting is soft, and the colors are muted, giving it a professional and academic feel.

It's not just about the value  
of your company

- | Value of your employees.
- | Value of your family legacy.
- | Value of your company traditions.

Track record with

**+400**  
deals.



“ In every single chat, there was absolute consensus about igc being the real deal. They’re totally in sync with the agribusiness lingo, which has built an unwavering foundation of trust for us.

Alberto Yoshida, Yoshida & Hirata

“ Closing our deal with an international company demonstrates all the ability that the igc team has to position your company at a global level.

Ferreirinha Costa, Fortgreen

“ The strength of igc is the way it treats the cliente, always in a humane way.

Katia Carvalho, Plury Química

“ When the operation seemed to reach a crossroads, igc produced a solution, bringing the parties to the table, and discussing, to keep the operation going.

Raphael Covre, Casa do Adubo



# In conclusion...

## Why igc?

IGC is the absolute leader in the number of sell-side M&A transactions in Latin America, **with over 400 completed transactions in 27 years of history.**

## Higher pricing

We think long-term, seeking the deal that will **add the most value to the company.**

## No conflict of interest

**100% focused on sell-side operations,** excluding any type of conflict of interest.

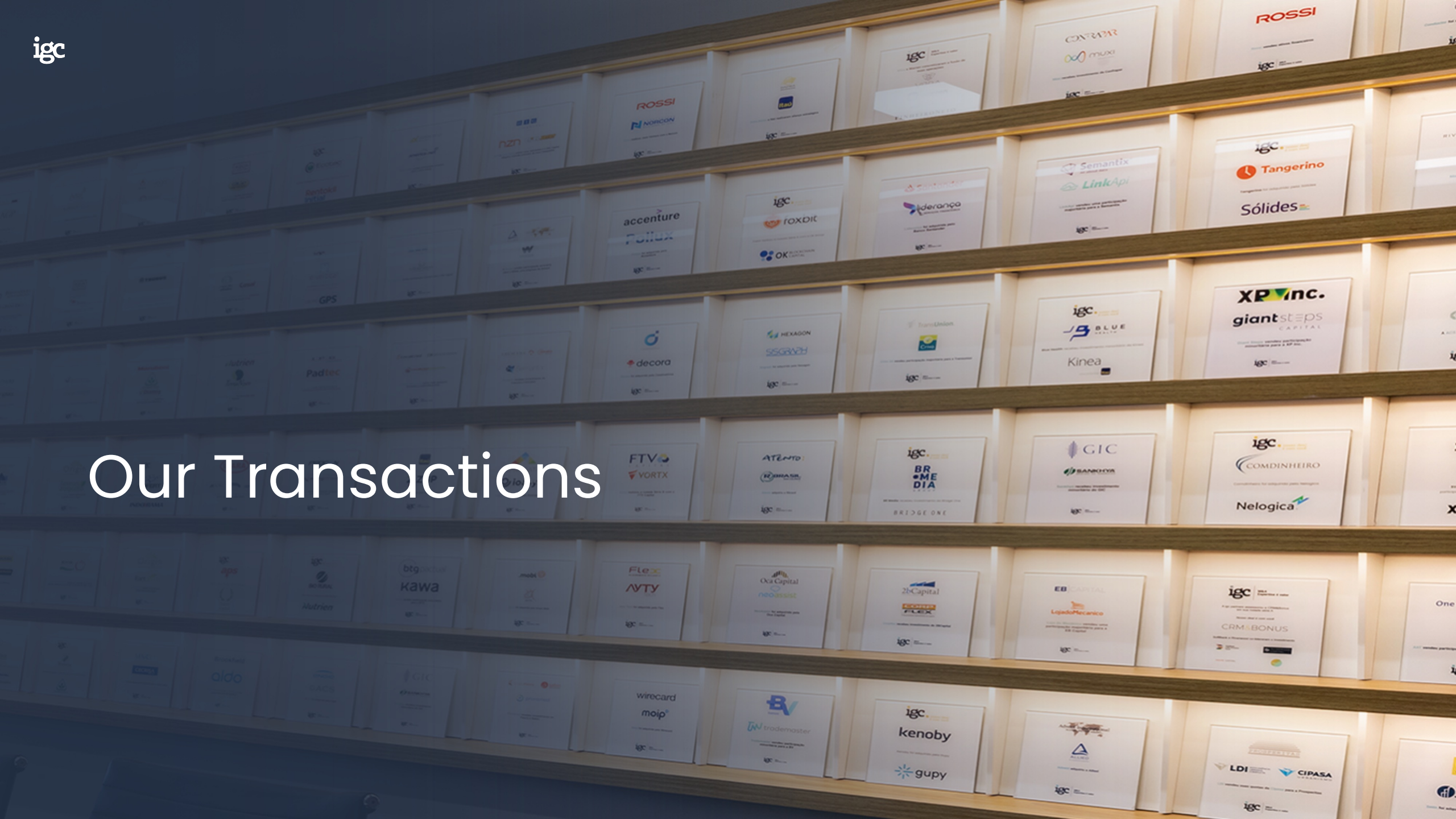
## We are unique

The only M&A firm that can combine **quality with scale**, always protecting the company's value and legacy.

## Global coverage

Access to American and **global buyers**, both strategic as well as financial.

# Our Transactions





**Iteris** was acquired by Globant



The private equity funds GEF and Signal acquired a minority stake in **GR Química**



**Bunzl** and **CT Group** formed a strategic alliance



**Graffo Paranaense**, of Sonoco Group, acquires 100% of Inapel Embalagens



**CONEXAMERICA  
BRASIL**

**Conexamerica** concluded the issuance of a CRI to finance the construction of photovoltaic plants



**Incomm**

**Incentivale** was acquired by InComm Payments



**Bunzl** acquires stake in Lanlimp Group



Shell acquires **Prime Group**.



**A Geradora** was acquired by Loxam

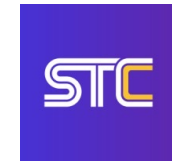


**Agrosepac** concluded the issuance of a CRA:  
(R\$ 53,000,000.00)

The funding will finance the expansion of its verticalization project and the working capital needed for growth in the coming years



**Fertsan** has concluded the issuance of a CPR-F, a credit instrument focused on agribusiness



**STC**, a subsidiary of Suntech International, was acquired by Datora





**Onfly** completed its Series A round with Left Lane and Cloud9 Capital



**SVN Investimentos** sold an equity stake to XP Inc



**Monitora** was acquired by Marlabs



**ViQua** was acquired by Krona



XP Private Equity acquired a minority stake in **JL Health**



Megalabs acquired the AP46 Complex from **Laboratório Almeida Prado**

**BX** blue

**PicPay**

**Bxblue** was acquired by PicPay

**VitalForce**  
Fortalecendo sua Produção

**GRUPO  
LWART**

**VitalForce** was acquired by  
Grupo Lwart



**SAN REMO**  
CONSTRUTORA

**Construtora San Remo** concluded the  
issuance of a CRI worth R\$40,000,000.00

**ONE 7**

**XP** asset  
management

**One7** sold an equity stake to  
XP Asset

**Seed**  
INCORP

**Seed** issued a CRI worth R\$105,000,000.00 to  
finance the enterprises of Dona Elisa, Kansas,  
Piassanguaba, Teviot, Itaverã, and LaPlac

**CLAMPER**

**legrand**®

Igc Partners advised the transaction  
between **Clamper** & Legrand



**smartnx**  
**nuvini**

**SmartNX** was acquired by Nuvini

**GRUPO BLUE HEALTH**

**Kinea**

uma empresa **Itaú**

**Blue Health** sold an equity stake to Kinea

**TRUSS**  
PROFESSIONAL

**GrupoBoticário**

**Truss Professional** was acquired by Grupo Boticário

**PLURY**  
QUÍMICA Parceria, qualidade e evolução

**Manuchar**

**Plury Química** was acquired by Manuchar

**YOSHIDA & HIRATA**



**ADUBOS REAL**

**Yoshida & Hirata** was acquired by Adubos Real

**BR  
ME  
DIA**  
GROUP

**BRIDGE ONE**

**BR Media** sold an equity stake to Bridge One



Vita IT was acquired by Telefonica



Caif was acquired by Caldic.



Adfert was acquired by Indorama Corporation.



Marca Agro Mercantil was acquired by Nutrien



Sumitomo Corporation

Nativa Agronegócios was acquired by Agro Amazônia



Igc advised SGGC in its debt financing, structuring a CRI, a Commercial Mortgage-Backed Security

terraZOO

crescera CAPITAL

Terra Zoo received investment from Crescera Capital

GRUPO  
ZARIN

Igc advised Grupo Zarin in its debt financing, structuring a CRI, a Commercial Mortgage-Backed Security

AUTOMALÓGICA

GEF | CAPITAL PARTNERS

Automalógica received investment from GEF

grupo  
serv!ces

Webhelp

Think Human

Grupo Services was acquired by Webhelp

Tangerino

Sólides

Tangerino was acquired by Sólides

Ecotec<sup>®</sup>  
FUMIGATION

Rentokil  
Initial

Ecotec Fumigation was acquired by Rentokil Initial



**Absolute** sold a minority stake to BTG Pactual



Bertelsmann Group sold **Afferolab** to Bossa.etc, a content-tech company from the Blue Management Institute (BMI)



**Suno** sells minority stake to XP Inc



**Passfolio** was acquired by Santander



Uralkali joins the Brazilian fertilizer distribution market by acquiring a 50% stake in **Fertgrow**



**Sweetmix Distribuidora** was acquired by Univar Solutions.



**Terra Nova** was acquired by Nutrien



**Diban** sold an equity stake to Marubeni



**e-Vertical** sold an equity stake to Grupo GPS



**Bio Rural** was acquired by Nutrien



**Beta Learning** was acquired by ClearSale



**Kenoby** was acquired by Gupy



Ducato  
Capital

**APS** was acquired by Ducato Capital



**Comdinheiro** was acquired by Nelogica



**Eico Cosméticos** sold a majority stake to  
Duty Cosméticos



**Foxbit** completed its Series A round  
with OK Group

VISTA CAPITAL



**Vista Capital** sold a minority stake  
to XP Investimentos



**DM** sold a minority stake to Vinci  
Impacto and Retorno IV





**Vitra** and Warren have merged their operations



**Cal Viva** raised funds through the structuring of a CRI



**Therezópolis** was acquired by Coca-Cola FEMSA and Coca-Cola Andina



VOLPE CAPITAL



**CRM&Bonus** completed its Series A round led by Softbank and Riverwood



Patria made na investment series A in **StartSe**



**Economática**



**Economática** was acquired by TC



Siagri and Datacoper merge operations to form Aliare and received an investment from the BTG Pactual Impact Fund



SC TEC, Campo Total and Agro Seiva were acquired by Ihara



Ferrari Zagatto sold a majority stake to Agrogalaxy



Volanty was acquired by Credits



Liderança was acquired by Santander



Aldo Solar was acquired by Brookfield

**CDF.**

**btg**pactual

**CDF** sold an equity stake to BTG Private Equity

**terra**  
soluções agrícolas

**IHARA**

**Terra Soluções Agrícolas** was acquired by Ihara

**giant**steps  
CAPITAL

**XP**inc.

**Giant Steps** sold an equity stake to XP Inc.

 **CONQUER**

Kinea

  
**WISER**  
EDUCAÇÃO

**Escola Conquer** sold to Wiser Educação

**tw** trademaster

**BV**  
banco

**Trademaster** sold an equity stake to BV

  
**ioasys**

  
**ALPARGATAS**

**ioasys** was acquired by Alpargatas



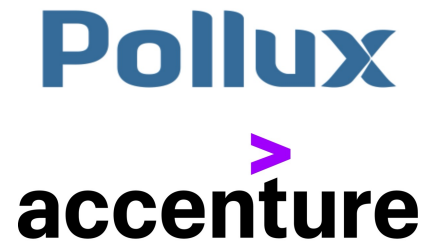
Grupo Desemparr was acquired by Lavoro



Nepos was acquired by Came S.p.A



Raccoon was acquired by S4 Capital



Pollux was acquired by Accenture



LinkApi sold an equity stake to Semantix



Kawa sold an equity stake to BTG Pactual



**Vórtx** sold an equity stake to FTV Capital



**Forever Liss** was acquired by  
Concept Investimentos



**NeoAssist** was acquired by Oca Capital



**FGS** was acquired by Georg Fischer



**Loja do Mecânico** sold an equity  
stake to EB Capital



**Sankhya** sold an equity stake to GIC



**Crescimentum** and **Cegos Ident International** formed a strategic alliance



**Fesar** was acquired by Afya



**Agrosema** was acquired by Nutrien



**Transmoreno** was acquired by JSL



**Quimisa** and **Quimilog** were acquired by Brenntag



**Prontmed** sold an equity stake to Fleury and Sabin





Wolpac was acquired by FAAC



Grupo AGP sold an equity stake to Patria Investimentos



Café Pacaembu was acquired by Massimo Zanetti Beverage Group



Texlog was acquired by Sequoia, a Warburg Pincus portfolio company



Zup was acquired by Itaú Unibanco



BSN Medical sold assets of the Neve operation to a group of investors



**Grão de Ouro** sold a majority stake to Aqua Capital



ADUBOS REAL

**Marubeni**

**Adubos Real** sold an equity stake to Marubeni



**Semantix** sold an equity stake to Crescera and Inovabra

**Padtec**



**Padtec** sold 100% of its Submarine Equipment division to IPG Photonics



**Ferrari Zagatto** sold an equity stake to Origin

**SETIN**<sup>®</sup>  
INCORPORADORA



**Setin** contributed the Pullman and Ibis Expo SP Hotels to XP Hotéis FII



**Ayty Tech** was acquired by Flex



**Onofre** was acquired by RaiaDrogasil



**RZF** sold an equity stake to Grupo GPS



**Fortgreen** sold an equity stake to Origin



**Jafra Brasil** and a group of investors formed a strategic alliance



**Femme Laboratório da Mulher** sold an equity stake to L Catterton

poupafarma<sup>+</sup>

STRATUS

Poupafarma sold an equity stake to Stratus

Grupo **União**

Fortbras

Grupo União and Fortbras merged their operations

**AXXON GROUP**  
PRIVATE EQUITY

**casa do adubo**

**Casal**  
DISTRIBUIDORA

Casa do Adubo and Casal Distribuidora sold an equity stake to Axxon Group

**decora**

**d**

CreativeDrive

Decora was acquired by CreativeDrive

**ACS**

**ENGIE**

ACS was acquired by Engie

**opus**

**cless**

BELEZA QUE COMPLETA

Opus was acquired by Cless

LABORATOIRE  
OSLER

EXPOSIS<sup>®</sup>  
Repelentes de Alta Eficácia

SC Johnson  
A Family Company

**Laboratório Osler**, the manufacturer of the insect repellent brand **Exposis<sup>®</sup>**, was acquired by SC Johnson

Puket

SQUADRA  
PARTICIPAÇÕES



**Puket** was acquired by Imaginarium

estante  
virtual

livraria cultura

**Estante Virtual** was acquired by Livraria Cultura



HENRY SCHEIN<sup>®</sup>

**Abase** sold an equity stake to Henry Schein



GRUPO GPS

**LC Restaurantes** sold an equity stake to Grupo GPS

FQM  
Farmoquímica

DIVCOM  
PHARMA

FQM|DIVCOM<sup>®</sup>  
CONSCIÊNCIA PELO BEM ESTAR

**Divcom Pharma** and FQM Farmoquímica merged their operations to form FQM Divcom



**Wooza** sold an equity stake to Allied, an Advent portfolio company



**CPQ's** shareholders sold a majority stake to Standard Bank



**Advent** acquired Allied



**Agro 100** sold a majority stake to Aqua Capital



A group of investors formed by 3i, **Neuberger Berman** and Siguler Guff, acquired Óticas Carol



**CBL Alimentos** sold an equity stake to Arlon



**NZN** and **Click Jogos** merged their operations, and HIG Capital acquired a majority stake of the new company



**Moip** was acquired by Wirecard



**Viana** was acquired by Advent



GP Investments



**GTIS** partnered with GP Investments for the acquisition of BHG



**Selectchemie** was acquired by IMCD



**Arinos** was acquired by Univar



**OuroLac** sold an equity stake to 2bCapital and Siguler Guff



**PlayPen** was acquired by Cognita



**America Net** sold an equity stake to Axxon Group



**Magnesita** sold MSA to Spread



**Dafruta** sold an equity stake to Avanti Participações



**Tudo Gostoso** was acquired by Webedia





**Farmasa** was acquired by Barrenne



**Sisgraph** was acquired by Hexagon



**Ebba**, the parent company of Dafruta, acquired Maguary, a subsidiary of Kraft Foods



**Yes** sold an equity stake to Aqua Capital



**Farmasa** sold an equity stake to GP Investments



Hypermarchas and Farmasa (**Samaja's family**) merged their operations through a stock swap



**Casa da Vaca** sold an equity stake to Aqua Capital



**Dasa** acquired an equity stake of MD1



**Mandic** was acquired by Riverwood



**Top Service** was acquired by Predial



**Copag** sold an equity stake to Carta Mundi



**Dasa** acquired Cerpe

**Terco**  **ERNST & YOUNG**  
Quality In Everything We Do

 **ERNST & YOUNG TERCO**

**Terco** and Ernst & Young merged their operations to form Ernst & Young Terco



**Pellegrino**  
Conte com nossa gente.

**Grupo Comolatti** acquired Pellegrino



**Frango Assado** was acquired by IMC



**Pueri Domus** sold its business unit of schools and teaching system to SEB

**ATENTO:**



**Atento** acquired Rbrasil



HAL Investments

**Fototica** was acquired by Hal Investments



**CPO** partnered with  
OncoClínicas do Brasil



**Genesis Group** sold an equity stake  
to Actis



**Autopartners** acquired Affinia  
Automotiva



**The Fifties** was acquired by Laço



**Even** sold an equity stake to Spinnaker  
Capital Group

**One Equity Partners**



**Cless** sold an equity stake to  
One Equity Partners



**Setin** was acquired by  
Klabin Segall



**Raul Fulgêncio** sold an equity stake to Grupo  
LPS



**EvenEven** and Melnick formed a joint venture



**Travelweek São Paulo** was acquired  
by Reed Exhibitions



**CEL® LEP** was acquired by HIG  
Capital



**LM Farma** was acquired by  
Laboratories Uργο



**SUZANO**  
PAPEL E CELULOSE

**Ibema** acquired a paper mill from  
Suzano Papel e Celulose

**Vocal**

**Auto Sueco** Grupo

**Vocal** was acquired by Grupo Auto Sueco



RIVERWOOD **<<** CAPITAL

**Conductor** was acquired by Riverwood  
Capital



**P&G** **PHYTOERVAS**

**Nasha** acquired the Phytoervas  
product line from Procter & Gamble



**TransUnion**

**Crivo SA** sold an equity stake to  
Transunion

**Vocal**

**Grupo Itavema**

**Grupo Vocal** sold Vocal Motors  
para to Grupo Itavema



**Polo Moda** and SP Mega Mix merged their operations



**Cataratas do Iguaçu SA** sold an equity stake to Advent



**Corpflex** sold an equity stake to 2BCapital



**Sí Señor** sold an equity stake to JM Growth Partners



**D'Altomare Química** was acquired by Univar



**One Equity Partners**

**AAT** sold an equity stake to One Equity Partners



**Vault** was acquired by Assa Abloy



**Creme Mel** sold an equity stake to HIG Capital



**BC2** sold an equity stake to Vivante, a Axxon Group company



**Aorta** was acquired by Grupo Mobi



**Muxi** sold an equity stake to Confrapar



**Tegma** conducted a public primary and secondary distribution of common shares worth R\$ 603,980,000.00





**LG Sistemas** sold an equity stake to  
HIG Capital



**Global Aviation** was acquired  
by CBair



**LDI** sold its equity stake of Cipasa to  
Prosperitas



**Psimon** was acquired by  
Cremer



**Localcred** and **Brascobra** merged  
their operations to form  
Localcredbrascobra

GTIS PARTNERS

106 SERIDÓ



**GTIS** reached an agreement for the  
acquisition of a stake and a capital  
investment worth R\$ 100,000,000.00



*Sellier & Bellot* ®

**CBC** acquired Sellier & Bellot



**VINCI** partners

**Cecrisa** sold an equity stake to Vinci Partners

**PROGEN**



**Progen** acquired an equity stake of RPeotta



**Willyfrey Participações**, the holding company of Renar Maçãs, raised funds through the issuance of new shares

**PROGEN**



**Progen** acquired an equity stake in Auding Intraesa Brasil



**Lupatech** sold Steelinject to Forjas Taurus

**ROSSI**



**Rossi** engaged in a joint venture with Norcon

**ROSSI**

**Rossi** sold financial assets



**Natural da Terra** was acquired by Hortifruti



**Sinimplast** acquired Globalpack

**A GERADORA**



**A Geradora** acquired Poliservice

**A GERADORA**



**A Geradora** sold an equity stake to GG Investimentos



**Vila Inhambu** sold an equity stake of Drogarias DPSP S/A to majority shareholders



**Dafra Motos** and Itaú have formed a strategic alliance



**Delta** was acquired by AGV Logística



**Drakar** and **Voga**, companies of the **Ledervin Group**, merged their operations with Matec, forming Ledervinmatec



**Prismapack** was acquired by Huhtamaki



**Renova** was acquired by UAE Exchange



**Futuragro** was acquired by  
Lavoro



**Denorpi** was acquired by  
Lavoro



**Plenafertil** was acquired by  
Lavoro



**Realce** was acquired by  
Lavoro



Igc advised the transaction  
between **Vórtx** and Basement



**Femme Laboratório da  
Mulher** received investment  
from Casa de Gestão

**Padtec**



**Padtec** sold its OTN-Switch  
Platform to Ekinops



**vexpenses**



**VExpenses** was acquired by  
VR



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