CDI GLOBAL

Middle Market, Cross Border M&A Advisory

www.cdiglobal.com

About CDI Global

Since 1973, we have dedicated our resources and expertise to serving the middle market, delivering over 3000 transactions worldwide across multiple industry sectors. We provide advice on mergers and acquisitions (M&A), divestitures and joint ventures, buy-side and sell-side representation, due diligence, transaction support, and advisory services. We also advise on privatization, restructuring, target analysis, valuation, and deal structuring services. In addition to serving middle market companies directly, we guide large companies on middle market transactions.

M&A is central to corporate growth and private equity investing.

M&A enables companies to expand, diversify, innovate and stay competitive. Our core competencies are advising middle market companies on an acquisition of innovative and profitable companies, advising on the sale of their company, helping to identify growth opportunities, and enabling them to realize their investment. Our focus is always on finding the best strategic fit for our clients.

At CDI Global, we bring to bear the knowledge, experience, and relationships of local business customs, and language skills of our members. All CDI Global Partners are former industry or professional senior executives, who bring extensive business management experience and industry expertise to our transactions. We provide high quality corporate advice with an emphasis on executing cross-border transactions where strategic fit, industry dynamics and establishing a competitive advantage are prime.

Local Knowledge, Global Reach

CDI Global maintains 40+ offices in the major financial centers of 30+ countries globally. Specializing in providing know-how for cross-border transactions, CDI Global seeks the best fit for each operation to be carried out from the international offices that integrate their network, providing local industry insights and on-location expertise and support.

Core **Services**

Acquisitions

CDI Global specializes in helping clients make acquisitions of other companies. Our trademark interview process helps us find the right strategic fit for each unique scenario. In addition, our network of international CDI partners lets us carry out mandates from different countries or even hemispheres, increasing the opportunity of finding the best potential targets.

Our role is to act as strategic adviser to our clients throughout the transaction life cycle in addition to providing project management ensuring that the transaction moves forward to completion at the right pace. This involves negotiations with parties to the transaction, and with funding partners as well. Importantly, we project manage the acquisition allowing the client's management to focus on running the business, both before, during and after the acquisition.

Company Search

Strategic acquisitions of businesses or assets require an active and focused search for companies that fit your objectives. Whether a company is expanding into new geographic markets, entering new product-market segments, securing access to new technology, or integrating the value chain, a combination of industry expertise and broad international coverage is required to achieve strategic growth.

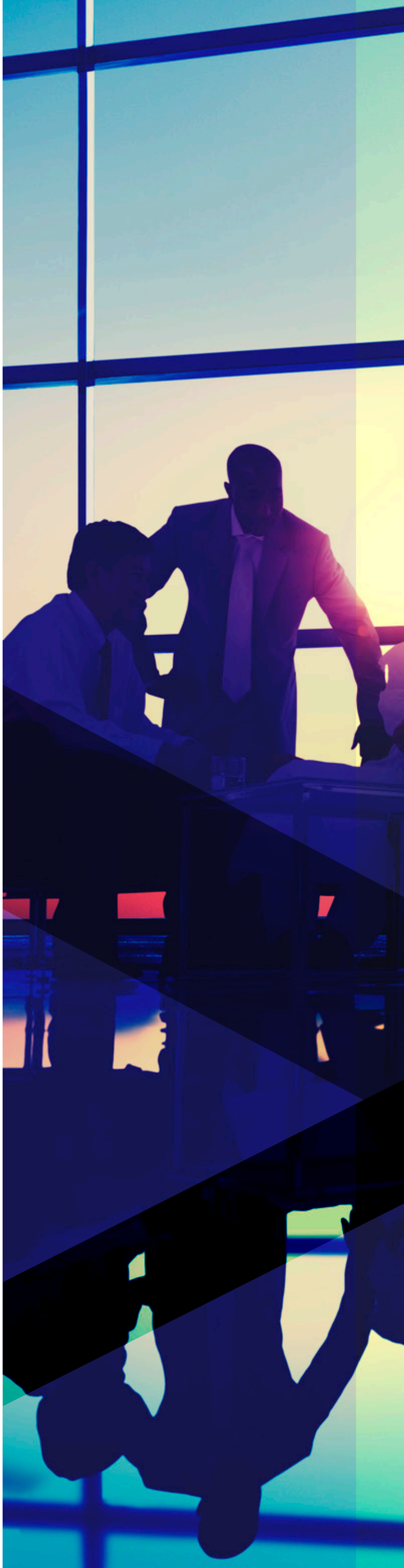
We assist our clients in defining their search profile and identifying targets that meet the profile. Internationally, we provide these services to local and foreign clients. Our large network of offices around the world allow us to identify and approach selected targets on a global scale, while respecting local culture and context. CDI Global provides a unique mix of capabilities for the global market that you won't find at conventional financial advisory firms.

Mergers

Mergers are often a combination of two more or less equal parties. Essentially, the merger combines a sale and a purchase transaction.

In legal terms, a merger combines two or more parties, not necessarily of equal stature. One entity acquires the equity of the other entity, which subsequently ceases to exist. In both cases, the original shareholders remain a shareholder in the combination. Determining the relative value of each share versus the other is crucial in the negotiations.

We have advised on both acquisitions and divestitures, many of which were concluded in the context of a merger.



Corporate Advisory

We perform independent corporate valuations as well as valuations on company shares, intellectual property, options and convertibles.

Our financial analysts support customers with fundamental financial and market analysis on quoted and unquoted shares. Through our global network, we advise international buyers in the global market-place on corporate valuation and financial deal structuring.

Divestitures

CDI Global specializes in generating successful exits for private owners, corporates and private equity backed enterprises alike. Our process encompasses bank type auctions as well as private sales where confidentiality is paramount. In many cases we are working with companies that are looking to exit in several years' time. The timing of the approach to exit is a key determinant in its success.

We work with our clients to derive a list of potential strategic purchasers from extensive and focused research. Our divestment methodology involves the CDI Partner understanding the business, which then enables us to develop an information memorandum which explains the business to interested buyers. This is a document that sets out the business in a positive manner but does not shy away from key issues. This document is sent to interested companies and investors under an appropriate confidentiality agreement and is the major document upon which potential purchasers are encouraged to bid. By keeping several bidders actively involved we aim to create a competitive environment thus improving the exit value for our clients.

We manage the transaction process. The project facilitation is crucial, as CDI can explain the business, and involve the business managers at appropriate stages. We stay closely involved throughout the

MBO/MBI

Our role starts with an assessment of the true viability of a buy-out, based on an analysis of the potential transaction and our understanding of the funding marketplace. We are highly experienced in the conduct of management buy-outs (MBOs) and management buy-ins (MBIs).

We work closely with management teams to develop a business plan which is tailored to the requirements of the potential funders. We aim to match MBO teams with funders that are focused on their sector and size of business, and importantly, are appropriate in terms of the growth prospects of the business. On the other side of the transaction we lead negotiations with the vendor, whether they be retiring shareholders or corporates. We keep negotiations with funders and vendors moving smoothly to completion, leaving the management team to focus on the vital running of the business.

Changes in economic conditions create opportunities. Opportunity has been the catalyst of many an MBO.

Industries

Aerospace & Defense

Aerospace manufacturing is a high-technology industry that produces aircraft, guided missiles, space vehicles, aircraft engines, propulsion units, and related parts. Within Aerospace & Defense we have experienced and dedicated specialists who can locate and interview appropriate candidates on a face-to-face basis.

Automotive

The complex nature of value chains in the automotive industry creates a uniquely challenging environment. The rapid evolution of hybrid/electric and autonomous vehicles make the automotive sector a dynamic marketplace for products, services and infrastructure. CDI stays abreast of these industry trends to find the best opportunities for forward thinking automotive sector companies.

Chemicals

CDI's knowledge and experience in the Chemicals sector includes coatings, adhesives and sealants, polymers and resins, pharmaceuticals and fine chemicals, plastics, surfactants, as well many other areas. Our industry specialists have extensive experience and expertise in the technology, manufacturing and distribution segments.

Infrastructure, Construction & Materials

Within-border transactions dominate the M&A activity both by volume and value. Building products can be transportable and suit cross border M&A; straight contracting less so. There is however growth in construction technology acquisitions. At CDI Global, our team has local and global experience of the broad construction market and seeks to specifically explore those segments that lend themselves to cross border M&A.

Energy, Utilities, Mining, Oil & Gas

This is a very broad category that covers the energy sector. It includes all of the industries involved in the production and sale of energy, including fuel extraction, manufacturing, refining and distribution. In particular, the energy industry includes the petroleum industry, the oil & gas industry, the electrical power industry, the coal industry, the nuclear power industry, and the renewable energy industry. The center of global energy demand is moving decisively toward emerging economies – they account for more than 90% of the net energy demand. CDI Global has completed a number of these transactions, up to $200m. We have the cross-border expertise to find the best opportunities and guide our clients through the complete transactions.

Fashion & Leisure

There has been a rise in acquisitions in the luxury retail space, totaling billions of dollars. Consolidation is a major trend for fashion brands, making the number of players in the industry even smaller. CDI Global's proven transactional execution capabilities, combined with specialists who know the pulse of fashion and leisure M&A, make us a leading advisor in this sector.

Financial Services & Capital Raising

Our team of experts at CDI Global have decades of combined banking and financial institution experience vital to delivering the best results from cross-border M&A, debt and equity transactions, making us a leader advisor for the financial sector. We have advised several financial advisory and wealth management businesses, financial services software businesses, as well as range of professional services and management consultancy businesses.

Agriculture

Agriculture is one of the world's most important industries, with over a $5 trillion value, representing 10% of global consumer spending and employing 40% of the global workforce. CDI Global has extensive knowledge of the dynamic and innovative changes occurring in the global Agriculture industry and has the insights to advise on complex M&A deals and fundraisings and can provide comprehensive corporate finance services. CDI Global bankers understand competitive pressures, globalization trends and have expertise on the ground in each territory.

Food & Beverage

The world's growing population and rising income levels have led to an increased demand for food, ingredients, and associated goods and materials that will continue into the foreseeable future. M&A in the Food and Beverage industry is complex; the value chain can be long, markets can be volatile, competition intense, margins thin, and performance can hinge on a range of unpredictable factors, often in unfamiliar or developing geographies. CDI Global has the experience to guide you through the process for optimal outcome.

Household Goods

The Household Goods market is subject to constant challenges, innovations, and transformations. Smart technology and the transition to more energy-efficient appliances make M&A in this marketplace a continually evolving prospect. Convergence, instead of consolidation, is becoming a key driver for M&A activity for growth-focused deals.

Healthcare, Pharmaceutical & Biotechnology

CDI Global has a proven track record of 80+ healthcare transactions closed by partners, including sell, buy, fund raising, and joint ventures, in all segments and across the globe. Our team members have a wide range of expertise in different segments of the healthcare space, including software & IT, medical equipment, devices, pharma and biotech, consumer health and care, diagnostics, providers, services and supplies, as well as healthcare corporate and/or consultancy experience. We provide direct access and relationships with major healthcare corporations and financial

Industrial Manufacturing & Services

The industrial services sector is growing at a 5%-6% average rate whilst involved in a clear consolidation process. At CDI Global, our team provides years of experience in transactional execution in this sector. We understand the niche markets and channels, as well as the key global regions, to find and secure the best possible opportunities.

Packaging

M&A activity in the packaging industry has continued to accelerate as both strategic buyers and financial sponsors aggressively pursue opportunities to consolidate the fragmented industry. At CDI Global, our team of senior bankers utilize decades of experience to implement and execute upon cross-border M&A, debt, and equity transactions vital to maintaining competitive positioning.

Technology, Media & Telecommunications (TMT)

Despite healthy deal volume in tech now, it may not be the case in 5-10 years, as regulatory bodies such as CFIUS in the US and MOFCOM in China, data privacy rules like GDPR, the rise of protectionism in Germany, and a general push to keep technology at home could dampen deal volume. Our proven transaction execution capabilities, combined with niche market and channel expertise, position CDI Global as a leading cross-border M&A advisor in the TMT industry.

CDI Global: At its Core

Experience: Our partners are former senior executives and banking or consulting professionals with deep industry knowledge and broad acquisition/divestiture experience. Our industry experience fuels the opportunity for strategic growth for our clients.

Ethics and Objectivity: Confidentiality and no conflicts of interest, not found in some financial advisory firms.

Resources: Superb international network tailored to local market requirements.

Approach: Proven methodology based on personal contact and intermediation between buyers and sellers.

Business Perspective: Focus on strategic fit and industry dynamics (not funding transaction or financial engineering).

Niche Specialization: Highly skilled in cross-border transactions and owner-founder businesses, combined with the ability to work on highly sensitive projects as well as projects too complex to be done in-house.

Scale: One firm world-wide with global reach and professional commitment to buy-side as well sell-side opportunities, provides distinctive advantages for middle market transactions.




Visit us online to see our most recent transactions.

CDI Global works with businesses throughout the world to achieve the very best M&A outcomes. If you are considering buying or selling, or would simply like to discuss your options, sign up now for a free, no-obligation consultation with our experts by phone or Skype™
Connect directly with your local CDI Global office.

Find Out More

CDI GLOBAL
Global Reach, Local Expertise.

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