

# BDA Partners

The leading independent pan-Asian investment banking firm

B | D | A  
PARTNERS



## Global presence

**New York**  
10 professionals

**London**  
8 professionals

**Dubai**  
2 professionals

**Mumbai**  
8 professionals

**Ho Chi Minh City**  
2 professionals



**Singapore**  
3 professionals

**Hong Kong**  
14 professionals

**Shanghai**  
20 professionals

**Seoul**  
6 professionals

**Tokyo**  
8 professionals

## Advisory services

**1996** Founded in 1996  
80% employee owned

**80+** Bankers across  
three continents

**90%** Of transactions are  
cross-border in nature

**2** Strategic partnerships

- BDA helps its clients to initiate and execute cross-border M&A transactions involving Asia, including the Middle East, and the Western economies
- Since its establishment in 1996, BDA has assisted multinational corporations and financial investors to increase strategic value by bringing to bear our knowledge and expertise on transactions between companies in Asia
- BDA advises clients on acquisitions, divestitures, JVs and alliances. We provide corporate finance services involving restructuring, capital raises and, debt advisory
- BDA has strategic partnerships with William Blair and Development Bank of Japan, each of which hold minority equity positions in BDA. These partnerships broaden our collective reach and help deliver the best outcomes for our clients

*William Blair*

 Development Bank of Japan

Select clients

 AREVA

 ARDIAN

 ARKEMA

 BainCapital

 CITIC CAPITAL  
中信資本

 Cookson

 CFC

 ECOLAB

 THE GORES GROUP

 Happy Socks

 Henkel

 INTERNATIONAL PAPER

 Johnson Controls

 LARSEN & TOUBRO  
It's all about Imagining

 life technologies

 molex

 Pfizer

 One Equity Partners

 REXEL  
ELECTRICAL SUPPLIES

 SHERWIN-WILLIAMS

 ST Engineering

 TATA

 TEREX

 THOMSON REUTERS

## Committed to eight sectors



Automotive



Chemicals



Consumer  
& Luxury



FIG



Healthcare



Industrials



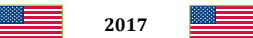
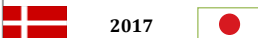

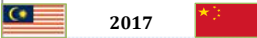


Services

















Technology

# Selected transactions

 Raised growth capital  2017	 Divested The Ritedose Company to    2017	 Equity issue & JV with   2017	One Equity Partners Divested its 48.08% equity stake in   2017	INTERNATIONAL PAPER Agreed to divest China foodservice business to   2017
 Divested VNPT ePay to   2017	 Divested Harrys of London to Charles Cohen  2017	 Acquired Chinese food ingredients company Tianning Flavours  2017	 Divested Indian compact construction equipment business to Manitou  2017	 Merged with Fitness First  2017
 Raised growth capital  2017	 Divested CMC Biologics Asahi Glass  2017	 Divested Presswerk Krefeld to HANNOVER Finanz  2017	 Sold controlling stake to Palamon  2017	 Divested Theodore Alexander to Creative Home Furniture  2017

# Senior contacts

 <b>Euan Rellie</b> Senior Managing Director New York +1-212-265-5300 erellie@bdapartners.com	 <b>Charles Maynard</b> Senior Managing Director London +44-20-3327-3362 cmaynard@bdapartners.com
 <b>Andrew Huntley</b> Senior Managing Director London, Dubai +44-20-3327-3361 ahuntley@bdapartners.com	 <b>Jeff Acton</b> Managing Director Tokyo +81-3-3433-5803 jacton@bdapartners.com
 <b>Paul DiGiacomo</b> Managing Director Hong Kong +852-2537-9565 pdigiaco@bdapartners.com	 <b>Howard Lee</b> Managing Director Seoul +82-2-735-4220 hlee@bdapartners.com
 <b>Jeffrey Wang</b> Managing Director Shanghai +86-21-5407-5580 jwang@bdapartners.com	 <b>Mark Webster</b> Managing Director Shanghai +86-21-5407-5580 mwebster@bdapartners.com
 <b>Anthony Siu</b> Managing Director Shanghai +86-21-5407-5580 asiu@bdapartners.com	 <b>Simon Kavanagh</b> Managing Director Hong Kong +852-2537-9565 skavanagh@bdapartners.com
 <b>Kumar Mahtani</b> Managing Director Mumbai +91-22-6140-3806 kmahtani@bdapartners.com	 <b>Karen Cheung</b> Managing Director Hong Kong +852-3698-1700 kcheung@bdapartners.com
 <b>Matthew Doull</b> Managing Director Hong Kong +852-9722-6603 mdoull@bdapartners.com	 <b>Rica Wirianata</b> Director Singapore +65-6829-7101 rwirianata@bdapartners.com