

# 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



Select clients















## Committed to nine sectors



# Selected transactions

 <p>OLYMPUS PARTNERS</p> <p>Divested The Ritedose Company to</p>   <p>2017</p>	 <p>Equity issue &amp; JV with</p>  <p>2017</p>	<p>One Equity Partners</p> <p>Divested its 48.08% equity stake in</p>  <p>2017</p>	 <p>INTERNATIONAL PAPER</p> <p>Agreed to divest China foodservice business to</p>  <p>2017</p>	 <p>VMG</p> <p>Divested VNPT ePay to</p>  <p>UTC</p> <p>2017</p>
 <p>PALLADIN</p> <p>CONSUMER RETAIL PARTNERS</p> <p>Divested Harrys of London to</p> <p>Charles Cohen</p> <p>2017</p>	 <p>KERRY</p> <p>Acquired Chinese food ingredients company</p> <p>Tianning Flavours</p> <p>2017</p>	 <p>TEREX</p> <p>Divested Indian compact construction equipment business to</p> <p>Manitou</p> <p>2017</p>	 <p>FITNESS FIRST</p> <p>Merged with</p> <p>Fitness First</p> <p>2017</p>	 <p>finally</p> <p>Love your light</p> <p>Raised growth capital</p> <p>2017</p>
 <p>CMC biologics</p> <p>Divested CMC Biologics</p> <p>Asahi Glass</p> <p>2017</p>	 <p>MACLEAN-FOGG</p> <p>Divested Presswerk Krefeld to</p> <p>HANNOVER Finanz</p> <p>2017</p>	 <p>Happy Socks</p> <p>Sold controlling stake to</p> <p>Palamon</p> <p>2017</p>	 <p>NAVIS</p> <p>Divested Theodore Alexander to</p> <p>Creative Home Furniture</p> <p>2017</p>	 <p>DOOSAN</p> <p>Agreed to divest Doosan E&amp;C HRSG to</p> <p>GE Power</p> <p>2016</p>

## Senior contacts

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