

The global investment banking advisor for Asia

September 2020



The global investment banking advisor for Asia

2020 marks 24 years of providing high-quality M&A advice

Where we are

We deliver global coverage for our clients from BDA's own platform



Our services

We provide M&A advisory services for:

Divestitures

Acquisitions

Capital raisings

Debt advisory & restructuring transactions

Valuations

Key facts

- #1** Cross-border Asian sellside M&A advisor
- 1996** Founded and led since then by the same team
- 100** Bankers across three continents
- 9** Offices globally
- 2** Strategic partners

How we are organized



Chemicals



Consumer
& Retail



Healthcare



Industrials



Services



Technology

BDA Partners is #1 for Asian cross-border private sellside M&A

No other firm has built the same scale, focus, connectivity and deal flow in Asia

Private, cross-border Asian sellside transactions up to US\$1bn EV of last five years (Jul 2015 – Jun 2020)

Rank	Advisor	# of Deals
1	BDA PARTNERS	30
2	CREDIT SUISSE	30
3	Goldman Sachs	29
4	J.P.Morgan	27
5	Morgan Stanley	26
6	Rothschild & Co	26
7	Bank of America Merrill Lynch	22
8	NOMURA	22
9	citi	20
10	HSBC	19

Highlights

- 80% of transactions involved either the sale/acquisition of an Asian asset, an Asian buyer or an Asian seller
- 80% of M&A transactions were cross-border
- 75% of M&A transactions with BDA as sellside advisor
- 60% of sale to a strategic buyer vs 40% of sale to financial sponsors

Long-established Asian presence

Coverage across Asia

- 60+ bankers in Asia
- 7 countries
- 24 years of relationship-building



We reach Asian buyers

- 120+ assets sold to Asian buyers
- 20,000+ calls made to Asian buyers
- 600+ transactions with Asian participation













A recognized global M&A platform

Cross-border excellence

Experts in cross-border M&A

 Strategic partnership in China and investment by   2020 	 Acquired Rich Graviss  2020 	 Divested Thinh Phat Cables and Dong Viet to   2020 
 Divested Asian electronic cleaning chemicals business to   2020 	 Acquired by   2019 	 Agreed to divest a 70% stake to   2019 
 Divested majority stake to   2019 	 Acquired by   2019 	 Divested Nagano Industry to   2019 

Regularly honored as a top investment banking advisor

2019	 	Cross-border Investment Bank of the Year Corporate Deal of the Year Investment Banking Firm of the Year
2018	   	Divestiture Deal of the Year (>US\$100m) Telecommunications Services Deal of the Year Cross-Border Deal of the Year (US\$10m-US\$25m) Cross-Border Boutique M&A Investment Banker Firm Award
2017	   	Investment Bank of the Year Investment Bank of the Year Transaction of the Year (£100m-£500m) Consumer Discretionary Deal of the Year for the sale of Anajet to Ricoh
2016	 	Dealmaker of the Year Cross-border Deal of the Year for the sale of Doosan E&C to GE Power

A global senior team, interacting seamlessly with our clients and each other

As an M&A-focused boutique, senior bankers globally work as one team

Regional senior bankers speaking with local buyers and targets

North America



Euan Rellie

Senior Managing Director



Alex Ditchfield

Director

Europe



Charlie Maynard

Senior Managing Director



Jonathan Aiken

Managing Director

India



Kumar Mahtani

Managing Director



Manoj Balwani

Director

Korea



Howard Lee

Managing Director



Kwang-Joon Kim

Sr. Executive Director



Ryan Jung

Director

Southeast Asia



Andrew Huntley

Senior Managing Director
(Asia/Europe)



Paul DiGiacomo

Senior Managing Director



Mark Webster

Managing Director



Lars Freitag

Managing Director



Simon Kavanagh

Managing Director



Huong Trinh

Managing Director



Rica Wirianata

Director



Anindita Das

Director

Greater China



Jeffrey Wang

Managing Director



Anthony Siu

Managing Director



Karen Cheung

Managing Director



Lei Gong

Managing Director



Vivian Ren

Managing Director



Jason Song

Director



Dorothy Cai

Director

Japan



Jeff Acton

Managing Director



Hideyuki Tozawa

Managing Director



Koichiro Yasuda

Chairman



Shinsuke Hashimoto

Director



Shinya Kimura

Director



Toshiaki Yokohara

Director

We are committed to six sectors

Delivering valuable, real-time transactional insights to clients

- Our global teams are organized around six dedicated sectors, building knowledge and sharing perspectives across global markets, supported by continuous deal flow in each sector
- We maintain an extensive network of senior-level relationships with financial sponsors, publicly listed corporates and private companies within our sectors to deliver valuable, real-time transactional insights to our clients

Deep industry knowledge



Chemicals

- Coatings
- Electronic Materials
- Petrochemicals
- Plastics
- Specialty & fine chemicals



Consumer & Retail

- Apparel & accessories
- Cosmetics
- Food & beverage
- Food chains
- Food services
- Jewelry
- Luxury goods



Health

- Biotech
- Medical tech
- Pharma
- Services



Industrials

- Aftermarket
- Auto components
- Building materials
- Electronics
- Flow control
- Machinery
- Packaging
- Printing



Services

- Facility management
- Professional services
- Recycling & waste management
- Testing, inspection & certification
- Transportation & logistics



Technology

- Digital media
- Information
- Software
- Systems integrators & BPO (Business Process Outsourcing)

Expertise on the sellside

We are among the most active sellside advisors in Asia. We draw on that experience to drive sellside processes that maximize value and certainty

Processes that clear the market globally

Positioning for value maximization

- Positioning businesses for sale and spike valuation
- Positioning led by senior sector bankers from process initiation, supported by our proprietary insight into private market M&A valuations in Asia and worldwide





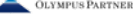
Thoughtfully designed and well-run processes

- Tailored, creative and thoughtfully constructed processes
- Best-in-class transaction execution
- Customized to industry and asset

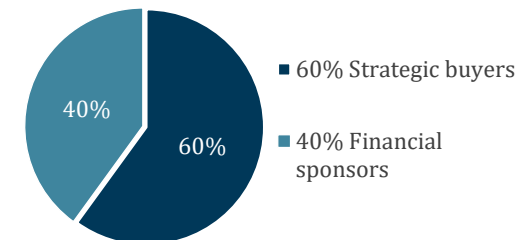
Global buyer outreach

- Senior bankers drive buyer identification outreach
- Our reach clears the market globally for our clients

Selected BDA exits

 Divested Thinh Phat Cables and Dong Viet to Stark Corporation 2020	 Divested Asian electronic cleaning chemicals business to Nippon Kayaku 2020	 Divested controlling stake to Grass Green Group 2020	 Agreed to divest a 70% stake to Affirma Capital 2019	 Divested majority stake to Longreach 2019	 Divested Nagano Industry to JAFCO 2018
 Divested Alliance Cosmetics Group to Mandom Corporation 2018	 Divested Nippon Oil Pump to CITIC Capital 2018	 Divested plant health business in Japan to Nisso 2018	 Divested shares of Taiheiyō Seiki Holding to TKY Corporation 2017	 Divest Kingstar to Zhongping Capital 2017	 Divested The Ritedose Company to AGIC and Humanwell 2017

Premium advice and execution



Dedication to buyside M&A

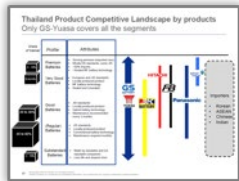
We assist our clients to identify and conclude cross-border transactions efficiently and on optimal terms

Target qualification

- Persistent and persuasive in our pursuit of potential sellers for our clients

Acquisition execution

- Highly experienced in assessing, structuring and negotiating transactions



Identifying targets based on clients' criteria



Engaging with targets and building deal interest



Positioning our client



Thorough due diligence and process management



Valuation and pro-forma synergy analysis



Price and SPA negotiation

BDA buyside engagements

SK E&C

Agreed to acquire 100% of

emcorp
Environment Management Corporation

2020

RICH'S

Acquired

Rich Graviss

2020

SST Sansei Technologies

Acquired roller coaster manufacturer, Vekoma Rides

VEKOMA
Rides International B.V.

2018

HYSTER-YALE

Agreed to acquire 75% of

maximal

2017

KERRY

Acquired Chinese food ingredients company

Tianning Flavours

2017

NIEEHA

Acquired













Graphic Controls

2016

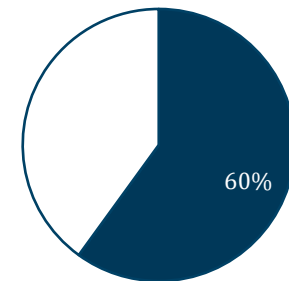
A valuable resource for financial sponsors

Dedicated coverage team generating proprietary deal flow and exits













Financial sponsor portfolio company exits

 Divested Alliance Cosmetics Group to Mandom Corporation 2018	 Divested Nippon Oil Pump to CITIC Capital 2018	 Divested MFS Technology to DCP Capital 2018	 Divested Gourmet Noodle House to GreenTree Inn 2018	 Divest Apple World to ZIGExN 2018	 Divested shares of Taiheiyō Seiki Holding to TKY Corporation 2017
 Divested The Ritedose Company to AGIC and Humanwell 2017	 Divested its 48% equity stake in Netas to ZTE 2017	 Divested Harrys of London to Charles Cohen 2017	 Divested Theodore Alexander to Creative Home Furniture 2017	 Divested Facade Access Holdings to Alimak Group 2016	 Divested King Koil China to Advent International 2016

The majority of BDA deals have financial sponsor involvement



High-volume, high-quality deal flow

 Agreed to acquire 100% of EMC Holdings from Affirma Capital 2020	 Agreed to divest a 70% stake to Affirma/SCPE 2019	 Divested majority stake to The Longreach Group 2019	 Divested Nagano Industried to JAFCO 2018	 Raised growth capital from Crescent Point 2018	 Raised growth capital 2017
 Majority recapitalized by Galen Partners 2017	 Merged with Fitness First Asia 2017	 Sold controlling stake to Palamon 2017	 Divested Adweek to Beringer Capital 2016	 Divested Kolon Water & Energy to Standard Chartered Private Equity 2016	 Acquired Flexitech Holding 2015

**Deals since 2016 with financial sponsors
as client and/or buyer/investor**

The annual BDA Private Equity Conference

Dynamic event where an exclusive group of private equity investors meet outstanding private companies

Annual convene where blue-chip private equity investors meet outstanding private companies

- Unique platform for outstanding private companies in the chemicals, consumer & retail, healthcare, industrials, services and technology sectors to build their profiles and network with leading PE investors
- Exclusive opportunity for PE investors to hear introductory presentations by company founders or senior management, and to have one-to-one individualized access to them. This provides early exposure to companies that may explore a transaction in the medium term

BDA PE Conference 2019: connecting 27 companies to 200 high-level private equity investors representing over 70 firms

27 presenting companies across seven industries..



..with over 200 private equity investors from 70 firms



US\$60bn

of dry powder among investor attendees

200+

Leading PE professionals attending, from 70 firms

27

Company founders and CEOs presenting

US\$9bn

Of enterprise value among presenting companies

200+

One-to-one meetings held on site

Trusted by industry leaders, again and again

We have earned the trust of blue-chip corporate and financial clients, and been rewarded with long-term, repeat-client engagements

Strong relationships with blue-chip clients

Corporate clients



Private equity clients



Multiple transactions with key sponsors

9 deals with Navis⁽¹⁾

 Divested Alliance Cosmetics Group to 2018	 Divested MFS Technology to 2018	 Merged with 2017
 Divested Theodore Alexander to 2016	 Divested Hui Lau Shan to 2016	 Divested Oriental Containers to 2015

7 deals with CITIC Capital⁽¹⁾

 Divested Nippon Oil Pump to 2018	 Divested King Koil China to 2016
 Divested Tri-Wall Holdings to 2016	 Divested DeltaTech Controls to 2014

7 deals with Affirma Capital⁽¹⁾

 Agreed to acquire 100% of EMC from 2020	 Agreed to divest a 70% stake to 2019
 Raised growth capital from 2016	 Divested Kolon Water & Energy to 2016

4 deals with Actis













































 Divested Anthelio Healthcare to 2016	 Divested Integreon to 2016
 Divested Halonix to 2016	 Divested Teknicast to 2014

Note: (1) Lists the latest deals with the company

Transactions



BDA transactions

 PAG Divested 100% stake in Young Toys to  Mirae N 2020	 SK E&C Agreed to acquire 100% of EMC Holdings from  AFFIRMA CAPITAL 2020	 POLYMOETHES CAPITAL Divested Epolin Chemicals to  Chroma  ARSENAL CAPITAL PARTNERS 2020	 方源資本 FOUNTAINVEST PARTNERS Divested significant stake in KHB 科华生物 Kehua Bio-Engineering, an IVD leader in China, to Gree Real Estate 2020	 Lime Crime Strategic Partnership in China and Investment by  EVERY 益源资本 2020	 RICH'S Acquired the outstanding 50% stake in its Indian JV, Rich Graviss from Graviss India 2020
 ThiPha Cable DOVINA Divested ThiPha Cable and Dovina to  STARK CORPORATION 2020	 Henkel Divested Asian electronic cleaning chemicals business to  NIPPON KAYAKU 2020	 徽记 Divested controlling stake to  草根知本 CAO GEN 2020	 ZAC POSEN Divested assets to Centric Brands  CENTRIC BRANDS 2019	 FURUKAWA ELECTRIC GROUP Established a JV with  SUPERIOR ESSEX 2019	 capiton Divested LAP Laser to  Investment Partners 2019
 SYMMETRY Acquired by  NTT Communications 2019	 HWASUNG COSMETICS Divested a 70% stake to  Standard Chartered 2019	 quasar Divested majority stake to  THE LONGREACH GROUP 2019	 Crescent Point Raised growth capital from Crescent Point 2019	 TACONIC Acquired by  AGC 2019	 北京京城机电股份有限公司 Divested Nagano Industry to  JAFECO 2019
 NORDIAN CAPITAL PARTNERS Divested Chrysal International to  OAT Agrio Co., Ltd. 2019	 NAVIS Agreed to divest Alliance Cosmetics Group to Mandom Corporation  mandom 2018	 TaskUs Has been acquired by  Blackstone 2018	 WENDEL Divested Nippon Oil Pump to  CITIC CAPITAL 中信資本 2018	 zoetis Divested plant health business in Japan to  Nisso 2018	INVESTCORP Investcorp invested up to \$250m in China Everbright Limited New Economy Fund 2018

BDA transactions (cont'd)

 Divested Leyou to  2018	 Divested Parador to   2018	 Agreed to divest its 49% stake in Mitsubishi Motors Philippines to  2018	 Divested RTW business in China to a Hong Kong-based investor 2018	 Divested Model Solution to  2018	 Acquired roller coaster manufacturer, Vekoma Rides  2018
 Divested Gourmet Noodle House to  2018	 Divested MFS Technology to DCP Capital 2018	 Agreed to divest Apple World to  2018	 Divested shares of Taiheiyō Seiki Holding to TKY Corporation 2017	 Agreed to divest Kingstar to Zhongping Capital  2017	 Raised growth capital 2017
 Divested its 48% equity stake in Netas to  2017	 Majority recapitalized by  2017	 Divested 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  2017	 Raised growth capital 2017	 Merged with  2017	 Divested CMC Biologics to  2017	 Sold controlling stake to  2017	 Divested Presswerk Krefeld to  2017

Partnerships



Partnership with William Blair gives added global reach in the global middle market

Our reach into the US and Europe is extended by our shareholder, William Blair

Dedicated to Asia, with global reach



The Americas

205	bankers across 8 offices
US\$175+	billion in aggregate M&A transaction value since 2013
US\$401	million average M&A transaction since 2013
2018	M&A Magazine Investment Bank of the Year

Europe

40	bankers across 5 offices
€26+	billion in aggregate M&A transaction value since 2013
€187	million average M&A transaction since 2013
89%	of M&A volume sellside since 2013

Asia

85	bankers across 8 offices
55+	Asian transactions since 2011
7,500+	calls made to Asian strategic buyers
390+	transactions with Asian participation

Cross-border transactions

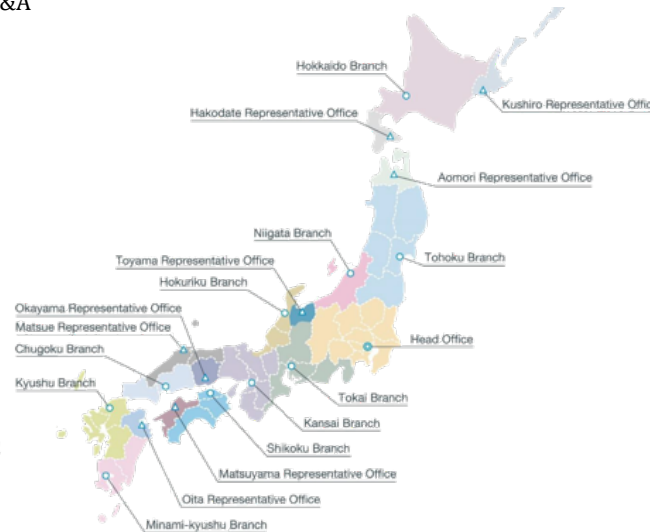
<p>Not Disclosed</p> <p>CHRYSL</p> <p>has been acquired by</p> <p>OAT Agrio</p> <p>2018</p>	<p>US\$100,000,000</p> <p>PARADOR</p> <p>has been acquired by</p> <p>HIL</p> <p>2018</p>	<p>€385,000,000</p> <p>nora</p> <p>has been acquired by</p> <p>Interface, Inc.</p> <p>2018</p>
<p>US\$429,000,000</p> <p>STARTEK</p> <p>has merged with</p> <p>Aegis Global</p> <p>2018</p>	<p>€460,000,000</p> <p>parencro</p> <p>has been acquired by</p> <p>Smurfit Kappa Group plc</p> <p>2018</p>	<p>CHF185,000,000</p> <p>LISTA</p> <p>has been acquired by</p> <p>Hangzhou Great Star Industrial Care</p> <p>2018</p>
<p>US\$605,000,000</p> <p>TRO</p> <p>has been acquired by</p> <p>AGIC & Humanwell</p> <p>2017</p>	<p>US\$93,300,000</p> <p>AFP</p> <p>has been acquired by</p> <p>Jindal Poly Films</p> <p>2017</p>	<p>US\$80,000,000</p> <p>HappySocks</p> <p>has been acquired by</p> <p>Palamon Capital</p> <p>2017</p>
<p>Not Disclosed</p> <p>CMC</p> <p>has been acquired by</p> <p>AGC</p> <p>2016</p>	<p>€170,000,000</p> <p>TRISTONE</p> <p>has been acquired by</p> <p>Anhui Zhongding</p> <p>2016</p>	<p>US\$375,000,000</p> <p>ms</p> <p>has been acquired by</p> <p>Dentsply Sirona</p> <p>2016</p>

Partnership with DBJ furthers global reach and access to capital

Our reach into Japan is extended by our shareholder and partner, DBJ

Development Bank of Japan is a 100% government-owned bank

- US\$150bn-balance sheet government bank
- Deep well of capital available to support M&A
- Access to Japanese blue-chip CEOs
- High-quality establishment
- 1,000+ bankers across 19 offices in Japan
- 100+ bankers across six offices in Asia



Notable transactions

 Divested HR Japan Holdings to TOMEI 2019	 Acquired South Field Energy 2019	 Acquisition of minority shares Tohoku Seimitsu 2019
 Divested M. Tsubomi to Beijing Xiyu 2019	 Acquired 25% shares PT. Energy Sakti Sentosa 2019	 Acquired 9.5% shares PAL Holdings 2019
 Acquired minority membership interest Cricket Valley Energy Center 2018	 Acquired minority membership interest in South Field Energy 2018	 Divested share of Sunamachi Ascon to Maeda Road Construction 2018
 Acquired share of Effissimo Capital Management Pte Ltd 2017	 Underwriting of third-party allocation of shares to Power Buy Company 2017	 Acquired PT Panja Raya Alamindo 2017

Management



Management



Euan Rellie
Senior Managing Director
New York

Euan Rellie is Co-Founder and Senior Managing Director of BDA, based in New York. He is also President of BDA Advisors Inc, the firm's SEC/FINRA registered broker-dealer. Since founding BDA in 1996, he has lived in New York and London, and Singapore, and has worked in China, Taiwan, Korea, Japan, India and across the Middle East. 1990-1996, he worked for Schroders, the UK investment bank now part of Citigroup, in New York, London and Singapore. He was Head of SE Asia Execution for Schroders Asia-Pacific Regional Advisory Group. His clients include AgFeed, Ardian, Bain Capital, CITIC Capital, Dainippon Ink & Chemical, DuPont, Ecolab, Flex, Hanjin, Happy Socks, ICICI, Intel, Investcorp, Kraft Foods, Life Technologies, Lubrizol, Materion, Nalco, One Equity Partners, OpenGate Capital, Pfizer, Philip Morris, Platinum Equity, Sara Lee, Sigma-Aldrich, Tenneco, Terex, ThomsonReuters, Wockhardt and Yucaipa. He was named Dealmaker of the Year in 2016 and 2012 (by The M&A Advisor), 2014 North American Investment Banker of the Year, and one of the Top 50 Global M&A Dealmakers (by The Global M&A Network). He was educated at Eton and Trinity College, Cambridge.



Paul DiGiacomo
Senior Managing Director
SE Asia

Paul DiGiacomo is a Senior Managing Director. He joined BDA in 1997, and has lived in Asia since 2000. Mr. DiGiacomo founded and heads BDA's SE Asia practice, and oversees the teams in Hong Kong, Ho Chi Minh City, and Singapore. Mr. DiGiacomo has advised clients on transactions in most Asian markets. He has advised both blue chip corporate clients such as Arkema, Celestica, Ecolab, Jardine Matheson, Minor Group, Molex, Rexel, ST Technologies, Thomson Education, and Thomson Reuters, and financial sponsors such as Actis, EQT, Fortress, LDC, Mekong Capital, Navis Capital, Prudential, Standard Chartered PE and VinaCapital. Mr. DiGiacomo was educated at Trinity College (BA Hons, Political Science).



Charlie Maynard
Senior Managing Director
London

Charlie Maynard is co-founder and Senior Managing Director. Since founding BDA in 1996, Mr. Maynard has been based in Singapore, Tokyo, New York, Beijing, and now London. Mr. Maynard was based in Tokyo from 2002 to 2005 and established BDA's office there and in Seoul. He has advised on a number of successful transactions throughout the region. Mr. Maynard advised Navis Capital in China's largest control exit in 2014 by a private equity group, the sale of Trio to Weir plc. In 2015 he has advised Cosma (a Magna International subsidiary) on its acquisition of Chongqing Xingqiao and Cristal on its acquisition of Jiangxi Tikon. Prior to BDA, he worked for the Jardine Matheson Group in Hong Kong and Singapore. In 2011, he was named by M&A Advisor as one of their "40 Under 40" global M&A professionals. Mr. Maynard was educated at Oxford University (MA Hons, Geography).



Jeff Acton
Managing Director
Tokyo

Jeff Acton is a Managing Director based in Tokyo. Mr. Acton has a solid track record in originating and executing acquisitions and divestments for corporate clients and financial sponsors in Japan, China, Korea and Singapore, with a focus on the advanced manufacturing, automotive, consumer and specialty chemicals sectors. Clients for whom he has advised on transactions in Asia include Clariant, Cookson Group, Henkel, J-Will Partners and Kennametal among others. He started his career as an aerospace engineer with Pratt & Whitney in Canada. Mr. Acton has an MBA from INSEAD in France, and an MSc/BSc from Queen's University in Canada (with a year at Kyoto University). Mr. Acton is fluent in spoken and written Japanese and conversant in French.



Andrew Huntley
Senior Managing Director
Asia / Europe

Andrew Huntley is a Senior Managing Director. Joining the founders in 1998, he established and oversaw BDA's early Asian offices in Singapore, Shanghai and Hong Kong, co-managed BDA's New York office from 2002, and managed its London office from 2005 to 2018. He now has a pan-Asian role travelling widely in Asia and Europe from his base in HCMC and also oversees BDA's global Healthcare sector. He has advised on transactions across Asia, Europe and the US for blue chip corporates such as Arkema, Celestica, Clariant, Henkel, Johnson Matthey, Pfizer, Rexel, Sumitomo Chemical, SunGard, Tata and Weir Group and financial sponsors such as Actis, Ardian, Ares, EQT, LDC, Investcorp, Prudential, Segulah and STIC. Before BDA, he worked for the Jardine Matheson Group in Greater China and Vietnam. He was the Group Representative in Vietnam with responsibility for investments and businesses there. Mr. Huntley was educated at Oxford University (MA Hons, Chinese). He is fluent in Mandarin and conversant in Vietnamese.



Howard Lee
Managing Director
Seoul

Howard Lee is a Managing Director based in Seoul. He joined BDA in 2015 as head of the BDA Seoul office. Before joining BDA, he led the M&A division of Samsung Securities, Korea's leading domestic investment banking firm, for four years. He was responsible for sourcing and executing domestic and cross-border M&A transactions for Korean corporates, private equity firms, and Government-related companies. His clients include several Samsung Group entities, Affinity, Carlyle, CVC, Goldman Sachs, Hyundai, Kolon, Korea Telecom, KTB, LG, Lotte, MBK, POSCO, SK, Standard Chartered and Visteon. Between 2004 and 2011, Mr. Lee worked as an Associate Director at Macquarie Securities' M&A group in Seoul. Mr. Lee holds a BA, International Economics from Seoul National University. He is fluent in Korean and English.

Management (Cont'd)



Jeffrey Wang
Managing Director
Shanghai

Jeffrey Wang is a Managing Director and the co-head of BDA's Shanghai office. He joined BDA in 2001. From 1995 to 2001, Mr. Wang worked in the Investment Banking Division of Salomon Smith Barney, and its predecessor, Schroders PLC, based in Shanghai and Hong Kong. There, he advised multinational companies on a number of acquisitions, JVs and other direct investments in China, as well as IPOs and private placements for Chinese companies. From 1988 to 1995, he worked as correspondent banking officer in the International Division of the Bank of Communications, one of the largest commercial banks in China. Mr. Wang speaks fluent Mandarin and English and was educated at Beijing University (BA, Economics).



Mark Webster
Managing Director
Singapore

Mark Webster is a Partner and Managing Director based in Singapore. He joined BDA in 2005, then he has advised on a range of successful sellside and buy-side transactions for both private equity and corporate clients such as CITIC Capital, Kerry Group plc and Sherwin-Williams Inc. Previously Mr. Webster worked for Standard Chartered Bank in Shanghai as a Vice President assisting companies such as BP, Syngenta and UPS with strategic and operational funding. Prior to that he worked at JPMorgan's London office (earlier Robert Fleming Investment Bank) as a Mergers and Acquisitions Associate. From 1995 to 1998 he trained at Arthur Andersen in London, qualifying as a Chartered Accountant (ACA). Mr. Webster graduated from Oxford University (MA Hons, Modern History and Economics) and speaks Mandarin Chinese and French.



Hideyuki Tozawa
Managing Director
Tokyo

Hideyuki Tozawa is Managing Director and Co-Head of BDA's Tokyo office. Before joining BDA, Mr. Tozawa worked at Deloitte Tohmatsu Financial Advisory, where he was a partner and Head of Telecommunications, Media & Entertainment in Japan and primarily focused on advising leading Japanese corporations on cross-border M&A. Prior to that, he was Head of Telecommunication, Media, Entertainment and Technology in Investment Banking in Macquarie Capital Japan. Mr. Tozawa began his career in 1993 at Mitsui & Co., Ltd., and then established core Technology, Media and Telecom experience at NTT. He has also developed extensive experience in Private Equity and Venture Capital at The Carlyle Group, Intel Capital and Shinsei Bank. He holds a Master of Science in Electronical Engineering from Keio University. He is fluent in English and native in Japanese.



Koichiro Yasuda
Chairman – Japan
Tokyo

Koichiro Yasuda is Chairman and Managing Director based in Tokyo. He joined BDA in 2015. Before BDA, Koichiro Yasuda worked at Deutsche Securities Japan as Head of Investment Banking, Managing Director, and Vice Chairman. Before that, he was Head of Advisory and Managing Director at Merrill Lynch Japan, Co-Head of Advisory at Nikko Citigroup, and Head of M&A at UBS Warburg (Japan). Mr. Yasuda began his career in 1981 at Long Term Credit Bank of Japan, where he went on to be Head of M&A. Mr. Yasuda has closed more than 100 transactions across multiple industries. He holds a BA in Economics from Keio University, a MPA from The Kennedy School at Harvard University, and a MA in Economics from Yale University.



Jonathan Aiken, CFA
Managing Director
London

Jonathan Aiken is a Managing Director based in London. He joined BDA in 2007. Mr. Aiken has transaction experience in industrials, automotive, specialty chemicals and technology, including the sale of TitanX to the Tata group and JCC Advanced Lighting to Leviton Manufacturing. His clients include MacLean-Fogg, EQT, Tata Group, Actis and LDC. Before joining BDA, Mr. Aiken worked for Taylor-DeJongh on global project finance in the energy and infrastructure sectors. Mr. Aiken works across Europe, with a focus on Scandinavia. He holds an MBA and a Masters in International Affairs from the George Washington University. He is fluent in English and French and proficient in Mandarin.



Karen Cheung
Managing Director
Hong Kong

Karen Cheung is a Managing Director based in Hong Kong. She joined BDA in 2012 covering Greater China and SE Asia. She has advised on cross-border sell-side, buy-side and capital raising for both private equity and corporate clients across a number of industries including retail and consumer, food & beverage. Transactions she has advised on include the sale of Navis Capital's portfolio KFC franchise in HK and Macau, the sale of Navis Capital's investment in Hui Lau Shan dessert chain in Greater China and SE Asia, the capital raising for N Kid Corporation in Vietnam from Standard Chartered Private Equity and SunGard's divestment of its Singapore-based retail banking business to Silverlake Axis Ltd. Previously Ms. Cheung has worked in PwC Transactions Services and Ernst & Young in both Hong Kong and Canada. She qualified as a Chartered Accountant with the Canadian Institute of Chartered Accountants and has a BA in Commerce from the University of Toronto. She is fluent in English, Mandarin and Cantonese.

Management (Cont'd)



Lars Freitag
Managing Director
Singapore

Lars Freitag is a Managing Director based in Singapore. Mr. Freitag has experience across a variety of sectors, including general industrials, environmental (clean technology, recycling and waste management, water/wastewater treatment, renewable energy), food and agriculture, financial services, and TMT. Mr. Freitag started his career as a management consultant with McKinsey & Co. in London and Singapore. He also worked for Citigroup Salomon in Hong Kong and TC Capital in Singapore, with positions in M&A execution, financial sponsor coverage, special situations/proprietary investments, and structured and leveraged finance. He holds an MBA from INSEAD and a BBS (Hons) from Trinity College Dublin.



Lei Gong
Managing Director
Shanghai

Lei Gong is a Managing Director based in Shanghai. He has 18 years' investment banking experience and was most recently Managing Director of Investment Banking at Sinolink Securities, where he worked on transactions involving leading Chinese financial sponsors such as FountainVest, and for Chinese listed companies. He started his advisory career at Xiangcai Securities in 2001, before becoming Head of China M&A at Daiwa Securities, where he was responsible for origination and execution of cross-border M&A. He holds a Masters in Finance from the Shanghai University of Finance and Economics and speaks Mandarin and English.



Simon Kavanagh
Managing Director
Hong Kong

Simon Kavanagh is a Managing Director based in Hong Kong. He joined BDA in 2013 and has 15 years' M&A experience. Before joining BDA, he ran his own M&A boutique, and before that spent nine years with JPMorgan's M&A team in London, Hong Kong, and Sydney. His sector experience covers agriculture, chemicals, consumer & retail, healthcare, industrial, oil & gas, and real estate. His clients have included Asia Pulp & Paper, Cemex, Glanbia, Lee Chang Yung, UBM, and Wistron. He has worked on IPOs, capital raisings, private and public M&A transactions, and material transactions on the Hong Kong and London Stock Exchanges. Mr. Kavanagh has a degree in Economics from the University of Stirling in Scotland, a Masters in International Business from University College Dublin in Ireland, and he studied Mandarin at Xiamen University in China.



Kumar Mahtani
Managing Director
Mumbai

Kumar Mahtani is a Managing Director and head of BDA's Mumbai office. He joined BDA in 2011. Before joining BDA, Mr. Mahtani was an Associate Director at KPMG India, responsible for structuring transactions for investments by global private equity firms in India, mergers / demergers and restructuring of Indian Corporates and MNCs, and outbound acquisitions by Indian groups. He has transaction experience in industrials, healthcare, chemicals and consumer sector and his clients include Blue Star, ICICI Venture, Larsen & Toubro, Navis Capital Partners, Omnova Solutions, Terex Corporation, and Wockhardt. Mr. Mahtani is a Chartered Accountant (CA), and has a Bachelor's degree from the University of Mumbai (H.R. College of Commerce & Economics). He is fluent in English and Hindi, and speaks basic Sindhi.



Vivian Ren
Managing Director
Shanghai

Vivian Ren is a Managing Director based in Shanghai. She has 19 years' investment banking and finance experience and was previously Executive Director of M&A at UBS Securities in Shanghai, where she advised on the consumer sector and related transactions. She advised on Diageo's partial tender offer for Swellfun, Rise Education's dual track sale, and numerous other transactions. She began her investment banking career at Credit Suisse in Hong Kong, followed by roles at HSBC, Rothschild, and Houlihan Lokey in China. She holds an MBA from the University of Michigan, and a BA from the Shanghai University of Finance and Economics, she speaks Mandarin and English.



Anthony Siu
Managing Director
Shanghai

Anthony Siu is Managing Director of BDA based in Shanghai. He joined BDA in 2016. Before joining BDA, he led the Greater China investment banking team at Robert W. Baird for 8 years, focusing on cross-border M&A between USA/Europe and Greater China. Before that, he was a Director at the Corporate Advisory division of Standard Chartered, responsible for public and private M&A. Earlier, he worked at Daiwa Securities and Schroders where he managed a variety of M&A and equity capital markets transactions. He has advised Asian corporate clients such as China Life, CLP, Hopewell, Kerry, New World, Ping An, Sinochem and Wheelock, as well as financial sponsors CDH, CITIC Capital, EQT and Hony. Anthony received an Executive MBA from the Kellogg School of Management at Northwestern University and HKUST and holds a BA from Pomona College, USA. He worked in the audit department of KPMG after graduation and qualified as a CPA in California. He is fluent in English, Mandarin and Cantonese.

Management (Cont'd)



Huong Trinh

Managing Director
Ho Chi Minh City

Huong Trinh is a Managing Director based in Ho Chi Minh City, Vietnam. Prior to joining BDA in 2018, she worked at PwC (Vietnam) for 11 years with a focus on M&A and related services. Ms. Huong has been acting as a sell-side and buy-side lead advisor on various sectors and successfully supported transactions such as Stark Corporation's acquisition of Thinh Phat Cables and Dovina, Nichirei's acquisition of a minority stake in Cholimex Food, Mayr Melnhof's acquisition of a control stake in VIDON, a group of foreign investors in their acquisition of significant minority stake into Trapharco, Asahi Glass & Mitsubishi's joint acquisition of a controlling stake in Phu My Plastics and Chemicals and Hop Nhat in their divestment to Vingroup.

Huong holds a Masters Degree (Distinction) in International Business from the University of Dundee, the UK. Huong is fluent in Vietnamese and English.



Kwangjoon Kim

Senior Executive Director
Seoul

Kwang-Joon Kim is a Senior Executive Director based in Seoul, specialising in M&A and capital raising advisory services. He previously worked at Credit Suisse for 14 years, where he led numerous landmark M&A transactions for key conglomerates and major financial institutions in Korea. Prior to joining Credit Suisse, Mr. Kim worked at McKinsey, where he was involved in corporate finance, turnaround strategy and M&A transactions for large conglomerates and major financial institutions in Korea. He has experience in consumer and retail, transportation, utilities, chemicals, financial institutions and general industries. Mr. Kim is a CFA charter holder and a registered CPA in Korea. He earned his MBA from Stanford University and graduated from Seoul National University.



Dorothy Cai

Director
Shanghai

Dorothy Cai is a Director based in Shanghai. Before joining BDA, Ms. Cai worked as an Equity Research Analyst for China International Capital Corporation (CICC), one of the leading Chinese investment banks. Ms. Cai covered listed companies in Shanghai and Hong Kong with a focus on the Steel sector. She conducted in-depth industrial research and prepared investment reports based on market intelligence and quantitative modeling. Prior to that, Ms. Cai worked in Assurance and Advisory Business Service Department of Ernst & Young Shanghai, where she provided auditing and internal control evaluation services for MNCs and SOEs. Ms. Cai holds a MBA from China Europe International Business School and a Bachelor degree in Economics from Peking University. She is fluent in Mandarin and English.



Manoj Balwani

Director
Mumbai

Manoj Balwani is a Director based in Mumbai and leads the Technology sector for India. He has over 11 years of experience and has closed over 20 M&A/PE/IPO/QIP transactions while building strong domain expertise across sub-segments within Technology, covering IT Services, BPO, Analytics, Enterprise Software, ER&D, Payments/Fin-Tech, Consumer Tech and New Age Technologies (AI/ML etc.). Some of his clients include TTEC, Majesco, Mastek, Motif, ICRA (Moody's subsidiary), Tejas Networks, Jupiter Capital, Altran, FINO, ISON Group, What's on India, Macmillan Group, Zensar Technologies, TIME Education, Nazara, and IndiaMart. Prior to BDA, Mr. Balwani worked with Edelweiss Financial Services as an Associate Director in the Technology, Media, Telecom and Education Investment Banking practice. Before Edelweiss, he was part of the Technology Investment Banking practice at Ernst & Young and Avendus. Mr. Balwani holds a dual degree (B.Tech+M.Tech) from IIT Madras. He speaks English, Hindi and Sindhi.



Anindita Das

Director
Singapore

Anindita Das is a Director based in Singapore. Ms. Das advises private equity funds, entrepreneurs, and corporates on divestments and capital raises. Ms. Das has more than twelve years of M&A and private equity experience across South/South East Asia. Before joining BDA, she was an Executive Director at TC Capital in Singapore where she executed transactions across SEA in consumer, industrials, ecommerce, real estate and chemicals. Prior to TC Capital, Ms. Das worked with Blue River Capital Advisors in Mumbai where she completed investments in the auto components, textiles and construction sectors. Ms. Das holds an MBA in International Finance from Brandeis International Business School in Massachusetts. She is fluent in English and Hindi and is a native Bengali speaker.



Alex Ditchfield

Director
New York

Alexander Ditchfield is a Director based in New York. Prior to moving to New York in 2016, he worked in BDA's Shanghai and Hong Kong offices for seven years. Clients for whom he has advised on transactions include CHS, CITIC Capital, Kerry, Littlejohn, MacLean-Fogg, Molex, and Pfizer, among others. Before joining BDA, he worked on policy for the European Union's SWITCH-Asia and Asia Invest projects, promoting sustainable development, trade and investment flow between EU and Asia, at the EU Project Incubation (EUPIC) Centre in Chengdu, China. He graduated with a BSc in Economics from Cardiff University in the UK. He speaks Mandarin and English.

Management (Cont'd)



Shinsuke Hashimoto

Director
Tokyo

Shinsuke Hashimoto is a Director, based in Tokyo. Before joining BDA, he worked at GCA Corporation (previously known as GCA Savvian) for 13 years, focusing on cross-border M&A transactions between USA, Europe and Japan in several sectors, notably Industrials, Chemicals, Technology, and Healthcare. He worked in GCA's Tokyo and San Francisco offices. Before that, he was an investment banker at Goldman Sachs and Nikko Citigroup (now known as Citi). He holds a BA in Policy Management from Keio University, and MSc in Foreign Service from Georgetown University. He is fluent in English and Japanese.



Ryan Jung

Director
Seoul

Ryan Jung is a Director based in Seoul. He joined BDA in 2015. Before joining BDA, he was Vice President of the investment banking division in Macquarie Capital Korea, performing various due diligence, valuation, business analysis and M&A advisory services for seven years. He was responsible for sourcing and executing domestic and cross-border M&A and private placement transactions for Korean corporate and private equity firms. He has transaction experience in consumer retail, car rental, online service, education, food production, logistics, technology, media and industrial. He holds a MS degree in Finance from INSEAD and a BS degree in Electronic Engineering (minor in Economics) from Seoul National University. He is fluent in English and Korean.



Shinya Kimura

Director
Tokyo

Shinya Kimura is a Director based in Tokyo. Before joining BDA, Mr. Kimura worked at Amidas Partners, a Japanese M&A boutique firm, where he was responsible for originating and executing M&A transactions, reorganizations, and MBOs in the consumer, retail, industrial, and technology sectors for clients such as Asahi Breweries, Cross Communication, Mitsubishi Materials and Roland. Mr. Kimura holds an MSc in Finance from London Business School as well as Master of Media and Governance and Bachelor of Arts in Policy Management from Keio University. He is fluent in English and Japanese.



Jason Song

Director
Shanghai

Jason Song is a Director based in Shanghai, before which he was a member of BDA's New York and Tokyo offices. Mr. Song advised Navis Capital in China's largest control exit in 2014 by a private equity group, the sale of Trio to Weir plc; other clients include leading global multinationals such as BASF, CR Bard, Henkel, International Paper, Magna and Mars. Before joining BDA, Mr. Song worked at the Carbon Disclosure Project in London, where he undertook research on electrical utilities for leading US pension funds. Prior to that, he worked for the Liberal Democrats in the House of Commons of the United Kingdom conducting economic analysis on education policy. Mr. Song was educated at the University of Wisconsin (BA, Economics), the University of Paris (Maîtrise, Political Science) and the London School of Economics and Political Science (Master, Philosophy and Public Policy). He speaks English, Mandarin and French.



Rica Wirianata

Director
Singapore

Rica Wirianata is a Director based in Singapore, covering the Indonesian and Singapore markets for BDA. She has significant capital markets experience with the institutional sales teams of Credit Agricole-Indosuez, ABN Amro, CLSA and Deutsche Bank servicing sovereign wealth funds and leading institutional investors. Her main coverage areas were ASEAN markets with special focus on Singapore and Indonesia. She subsequently spent five years serving as a financial advisor for a privately held company in the business services sector in Indonesia, driving M&A execution and organic expansion. She most recently worked for a global non-profit organization in Singapore before joining BDA. Ms Wirianata graduated from Case Western Reserve University with a B.Sc. in Management (Finance) and holds an MBA from the Weatherhead School of Management. She is fluent in Bahasa Indonesia and Mandarin Chinese.



Toshiaki Yokohara

Director
Tokyo

Toshiaki Yokohara is a Director based in Tokyo. He worked at BDA from 2006 to 2011. He left BDA in 2011, to join the reorganization / financial advisory team of Deloitte Tohmatsu Financial Advisory, before returning to BDA in 2013. Mr. Yokohara has 10+ years of M&A experience and has advised on domestic and cross-border M&A transactions in Japan in the automotive, advanced manufacturing, chemical and personal care industries. Before 2006, Mr. Yokohara worked in the Accounting Division at American International Group (AIG) K.K. in Tokyo, where he conducted financial analysis and prepared financial statements for AIG subsidiaries in Japan. Mr. Yokohara holds a Bachelor degree in Business Administration from Meiji University. He also holds Master of Accountancy from Golden Gate University. He is fluent in English and Japanese.

Our case studies



M&A case study: Zoetis' plant health business in Japan



Divestment of Zoetis' plant health business in Japan to Nisso

- BDA served as exclusive financial advisor to Zoetis Inc. on the divestment of its Plant Health business in Japan to Nippon Soda Co., Ltd.
- Zoetis is an animal medicine manufacturer that was established from the spinoff of Pfizer's Animal Health Business. Its plant health business is centered on greenguard agent and agrimycin agent which have earning high trust in the market from the characteristics of the product and technical services
- Nippon Soda Co., Ltd. develops, produces, and commercializes chemicals, agrochemicals, and other products in Japan and internationally
- Through this acquisition, Nisso will hold top market share in Japan for manufacturing pine protection agents. Nisso will contribute to the conservation of the natural environment and scenery by strengthening its environmental business, focused on protection of the precious pine
- BDA also acted as an informal channel of communication to resolve difficult issues during negotiations between the two companies

Buyer



Seller



Asset



M&A case study: Leyou



Divestment of Carlyle and CDIB's mother & baby business to Warburg Pincus

- Leyou is a leading specialty retailer of Mother & Baby (M&B) products in China. The Company offers a broad range of M&B goods, including apparel, nursing and feeding items, infant milk formula, diapers, and washing products
- BDA was engaged by the shareholder group including Carlyle, CDIB, and other financial investors (combined 70% stake), and the founder (30%). Financial investors wanted to exit; while the founder preferred to continue operating and retain an equity stake
- BDA managed a global auction process for the control sale of Leyou, targeting financial sponsors as well as selected strategic buyers
- Throughout the process, BDA worked closely with shareholders and management on marketing strategy, buyer communications, valuation analysis, and other material preparation
- Received five indicative offers from both strategics and FSGs, and sold the controlling interest to Warburg Pincus, a global buyout fund that has investments in complementary M&B businesses
- We successfully introduced a strong financial partner to Leyou, which can benefit from Warburg Pincus' extensive global financial and operational resources and network

Buyer



Seller



Asset



M&A case study: Etam Group's ready-to-wear ("RTW") business in China



Divestment of Etam's RTW business in China to a Hong Kong-based investor

- BDA acted as the exclusive financial advisor to Etam Group ("Etam") on the divestment of its China ready-to-wear ("RTW") operations for four dedicated PRC-based brands: *Etam Paris*, *Etam Weekend*, *ES*, and *E&Joy*
- Among the longest-established and most-recognized foreign operations in China's womenswear market, Etam built a nationwide, omnichannel retail operation spanning 2,000 points of sale and generating over RMB2bn of sales in 2017, but struggling in the face of strategic headwinds and increased local competition
- Following a strategic decision by Etam to focus on its global lingerie business, BDA was hired to identify and engage with global strategic and financial buyers with the scale, retail expertise and financial capacity to execute a turnaround of a sizeable, nationwide retail operation
- Throughout all stages of the process, BDA worked closely with the Group in order to optimally position the business and articulate a clear, cohesive strategic transition plan, helping to maintain competitive tension amidst declining results
- In particular, BDA added significant value by re-engaging with one of China's largest apparel producers – which had initially passed on the opportunity – whose strong interest in the business was then leveraged to obtain a quicker exit on more attractive terms from the ultimate purchaser
- BDA's hands-on, tailored approach allowed for seamless communication between a Paris-based client, the Shanghai-based management team and an Asia-centric buyer universe to conclude the sale in under nine months

Buyer



Seller



Asset



Capital raise case study: CDx Diagnostics

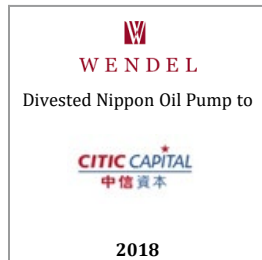


Buyer	Seller	Asset
		
		

Majority recapitalization of cancer diagnostics company by Galen Partners

- BDA Partners (“BDA”) acted as exclusive financial advisor to CDx Diagnostics (“CDx”), a diagnostics company specializing in the detection and prevention of cancers of the esophagus, oral cavity, pharynx and larynx, on a highly complex asset sale to leading healthcare-focused PE firm Galen Partners (“Galen”)
- CDx provides clinicians with tools to enhance their detection of precancerous change through complete epithelial sampling combined with computer-assisted molecular analysis
- The deal team was led by BDA’s New York office, working together with BDA’s global team of Healthcare sector bankers. BDA carefully managed the sale process, with overseeing and organizing due diligence, management meetings and negotiations between the sellers, targeted buyers and creditors, to ensure that valuation and terms would protect the interests of all parties
- BDA also conducted a broader sale process to explore other strategic options for the company, preparing a select list of global potential buyers and approaching each one discreetly. Senior Healthcare bankers in Japan, Korea, China and Europe engaged with potential investors globally to gauge interest with key M&A decision-makers
- The transaction consideration was a combination of cash, equity and debt, with Galen injecting US\$40m of new equity, plus US\$20m of new debt provided by third party credit provider White Oak, and issuance of a subordinated note of US\$5m to allow for indemnity claims
- With BDA’s active participation in negotiation, the outcome was positive for all parties, as creditors were paid outstanding debts with limited forgiveness, Galen acquired the IP of a leading diagnostics company, and the Company received cash proceeds to repay debt, shares in a newly formed company (“Newco”), and performance warrants
- The successful deal demonstrates the value delivered to stakeholders by BDA’s combination of transactional expertise and Healthcare sector insight

M&A case study: Nippon Oil Pump



Divestment of Wendel's pump and hydraulic motor business to CITIC Capital

- BDA Partners was the exclusive financial advisor to Wendel and shareholders on the transaction
- NOP is the Japanese market leader for the design, development and manufacture of trochoid pumps, filter pumps and hydraulic motors. NOP trochoid pumps are primarily used to circulate oil in machine tools for lubrication and cooling applications, where NOP enjoys a leading position worldwide
- Wendel is one of Europe's leading listed investment firms. The Group invests in Europe, North America and Africa in companies which are leaders in their field, such as Bureau Veritas, Saint-Gobain, Cromology, Stahl, IHS, Constantia Flexibles and Allied Universal. Wendel plays an active role as a controlling or lead shareholder in these companies. Wendel implements long-term development strategies, which involve boosting growth and margins of companies so as to enhance their leading market positions. Through Oranje-Nassau Développement, which brings together opportunities for investment in growth, diversification and innovation, Wendel is also a shareholder of PlaYce and Tsebo in Africa

Buyer



Seller



Asset



M&A case study: Model Solution



Buyer



Seller



Asset



Divestment of Laird & Crescendo's prototype business to Hankook Tire

- BDA Partners (“BDA”) acted as the exclusive financial advisor to Laird PLC (“Laird”) and Crescendo Equity Partners (“Crescendo”) (the “Sellers”) in connection with their divestment of a 75% equity stake in Model Solution Co., Ltd (“Model Solution”) to Hankook Tire Co. Ltd. for KRW68.6bn (equivalent to US\$63.7m)
- Laird divested its entire 51% stake, while Crescendo divested a 24% stake in this transaction. Crescendo will retain a 25% stake and remain as a partner to Model Solution & Hankook Tire, assisting the integration process while also capitalizing on the future growth of Model Solution under Hankook Tire’s ownership
- Model Solution, with operations in both Seoul and Silicon Valley, designs and manufactures prototypes, with market leading expertise in precision prototyping, design support, tooling, low volume manufacturing and 3D printing. Model Solution services an extensive range of industries including aerospace, automotive, consumer, medical and industrial, with a diverse blue chip customer base
- Amidst a backdrop of evolving cross-industrial themes (shorter product development cycles, emergence of Internet of Things, and commercial adoption of 3D printing), BDA leveraged its deep industrial sector expertise to (i) identify the strategic value of Model Solution as a “one-of-a-kind” total solution provider to both global manufacturing giants and tech startups, and (ii) connect this value with the aspirations of strategics seeking to expand beyond their “traditional” industrial domain. BDA ultimately recommended that the Sellers broaden the strategic buyer pool to include not only peers and participants within Model Solution’s value chain, but also strategics seeking new, sector-agnostic growth engines. BDA approached 143 potential strategic and financial buyers globally, ensuring “no stone was left unturned”. BDA played a leadership role in the due diligence and negotiation processes, maintaining competitive tension
- BDA delivered a successful outcome for the Sellers, balancing up-front value maximization for Laird with additional future upside for Crescendo, and crafting a transaction structure that optimized risk through the adoption of mechanisms such as buy-side Warranty & Indemnity insurance
- The outcome reflects BDA’s firm track record and proven expertise in delivering successful cross-border corporate divestments for its clients on a global basis

M&A case study: Mitsubishi Motors Philippines



Divestment of Sojitz's vehicle business in the Philippines to Mitsubishi Motors

- BDA served as exclusive financial advisor to Sojitz with respect to its divestment of its 49% stake in Mitsubishi Motors Philippines ("MMPC") to Mitsubishi Motors ("MMC")
- MMPC manufactures and markets passenger cars and commercial vehicles in the Philippines. It offers cars, SUVs and other utility vehicles, as well as trucks and buses. The company sells its products through dealers in several key Philippine cities, including Luzon, Metro Manila, Visayas, and Mindanao. The company was founded in 1963 and is based in Santa Rosa, Philippines
- MMC is a global automobile manufacturer headquartered in Japan. Before the transaction, MMC held a 51% stake in MMPC; post-transaction, MMC will own 100% of MMPC. BDA advised on valuation, structure and advised Hercules on navigating the complex Chinese specialty chemicals marketplace

Buyer



Seller



Asset



M&A case study: Xinbang Logistics



Divestment of Fortress' minority stake in Chinese logistics company to HCT Logistics

- BDA acted as exclusive financial advisor to the private equity investor Fortress Investment Group on the exit of its minority stake in Xinbang Logistics to a Taiwanese consortium led by HCT Logistics, a leading logistics service provider based in Taiwan
- Xinbang Logistics is an integrated supply chain solutions provider focusing on domestic less-than-truckload logistics ("LTL"). The Company maintained a Top 6 rank in the LTL segment in China with a wide network of over 550 branches and annual revenues of well over RMB1bn
- BDA's logistics expertise and relationships with strategic and financial buyers generated global interest in the opportunity, allowing us to select investors whose strategic vision was closely aligned with the management while maximizing the value for our client
- BDA conducted a comprehensive global sale process, engaging with both strategic players (~60) and private equity sponsors (~80), ensuring competitive tension was maintained through out the entire process
- BDA proactively addressed multiple transaction issues such as investor concern re intensity of competition and the large on-going investments required to fund its growth plan. This enabled us to build confidence and maintain momentum with interested parties
- Under the terms of the final agreement, the investment consortium led by HCT Logistics acquired Fortress's 25% stake and also paid off shareholder loans provided by Fortress
- Meanwhile a follow-on equity investment by the HCT consortium and a syndicate financing arrangement has further enabled Xinbang to accelerate its growth plan and expand its nationwide cargo network

Buyer



Seller



Asset



M&A case study: Apple World



Divestment of Ant Capital's online hotel booking business to ZIGExN

- BDA Partners was the exclusive financial advisor to Ant Capital
- Apple World operates one of Japan's largest online hotel booking services. Apple World access to 110,000 hotels in 150 countries around the world through its B2B "Apple World" and B2C "hotelista.jp" platforms. Apple World customers comprise over 3,000 primarily Japanese travel agencies, affiliated companies, and individual travelers.
- Ant Capital Partners is a private equity firm specializing in private equity and secondary investments. In private equity, the firm participates in buyout, business succession, carve-out, and capital restructuring related investment opportunities. In secondary investments, the firm seeks to acquire minority share securities of unlisted Japanese SMEs (Secondary Direct Investments) and interest in private equity funds held by institutional investors and businesses (Secondary LP Interest Investments). It invests primarily in the internet business (mobile and content), consumer retail, light manufacturing, business services, the electronic business (semiconductors and communications), the bio-healthcare business (new drug development), and the new service business (financial and environmental services) sectors. The firm invests mainly in companies based in Japan, China, and other East Asian countries, and seeks to carry out small-cap buyouts of mature companies between \$50m and \$150m with enterprise values between \$20m and \$250m

Buyer



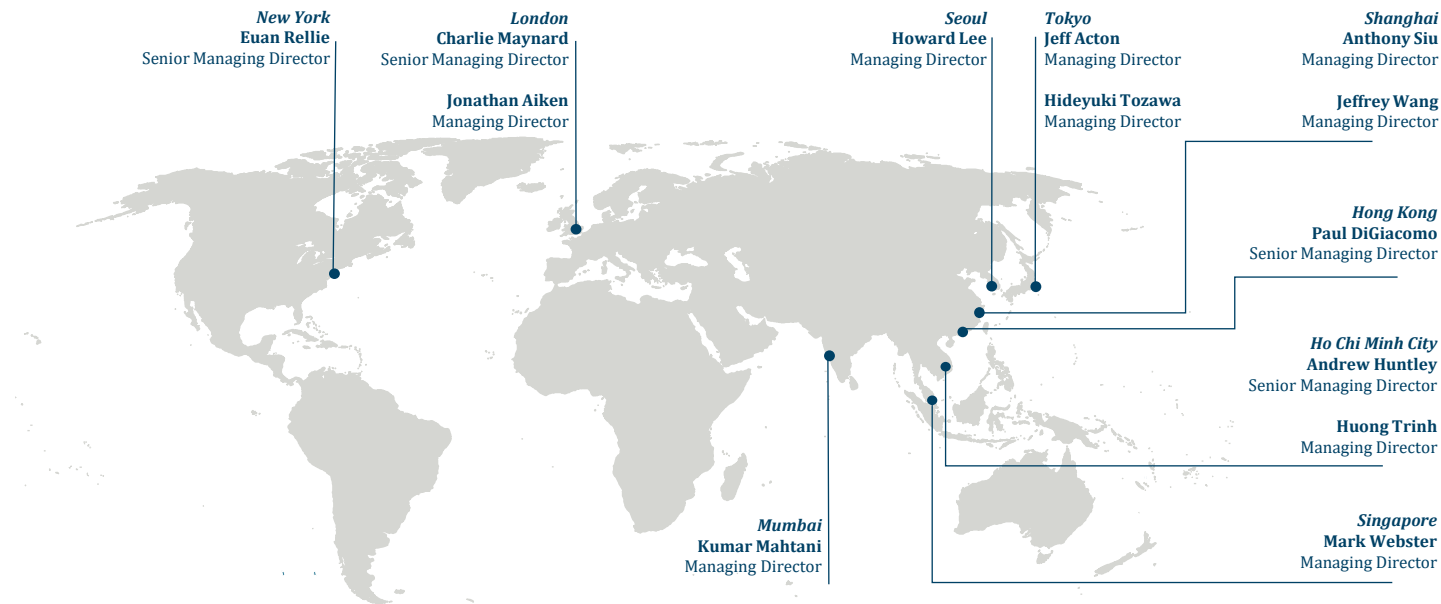
Seller



Asset



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