

# Seale & Associates

Creative Solutions. Trusted Advice.

**MERGERS &  
ACQUISITIONS  
MEXICO**

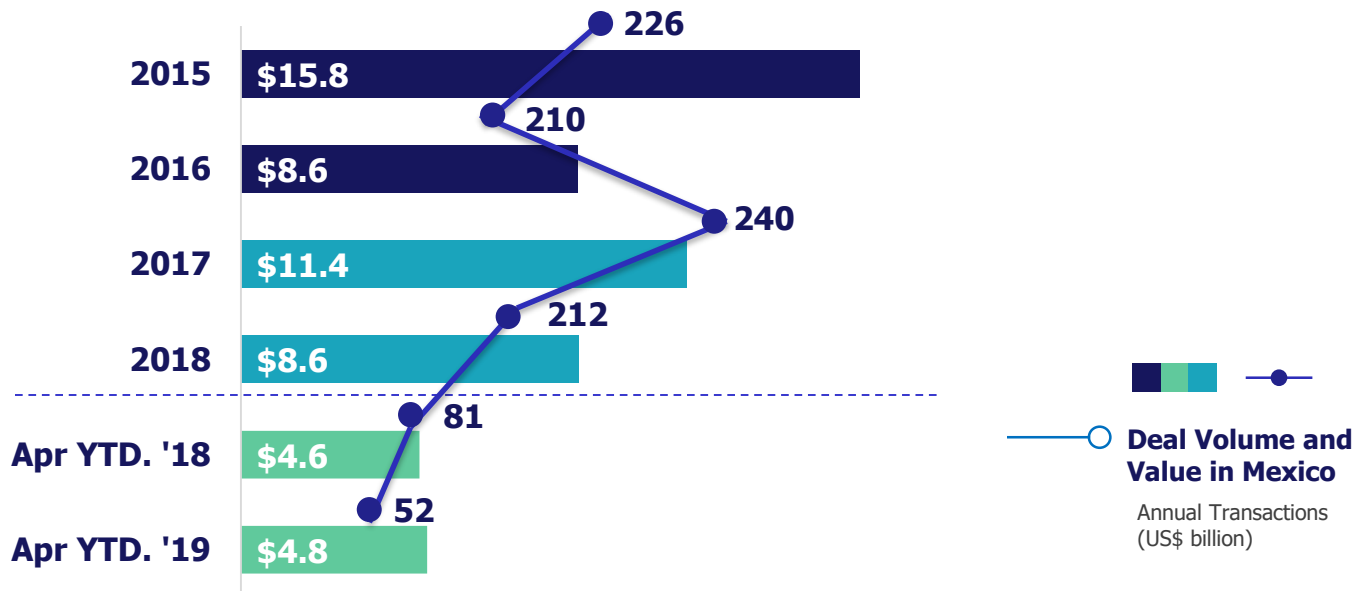
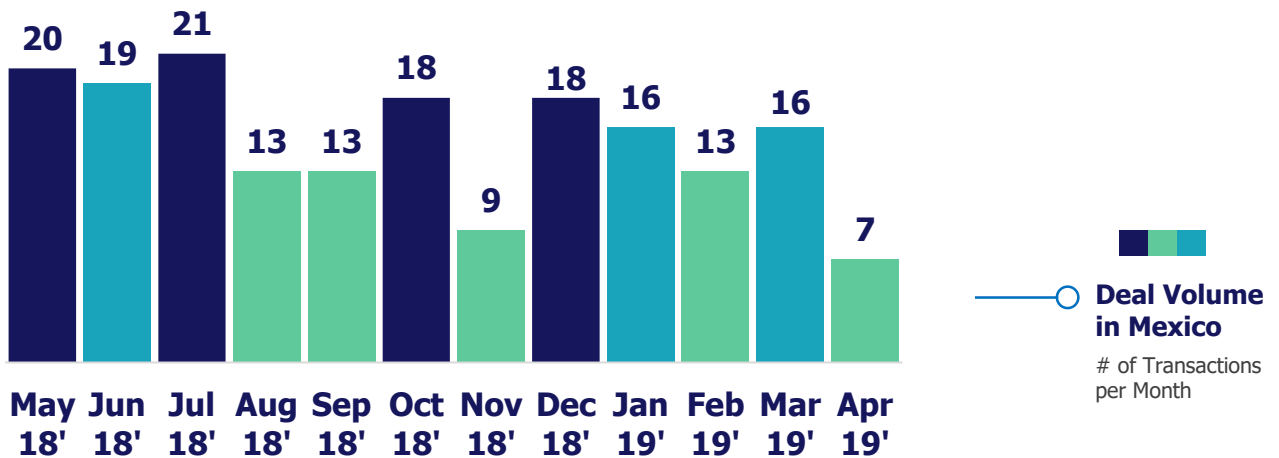
APRIL  
**2019**

MONTHLY ISSUE



# SUMMARY OF MERGERS & ACQUISITIONS IN MEXICO

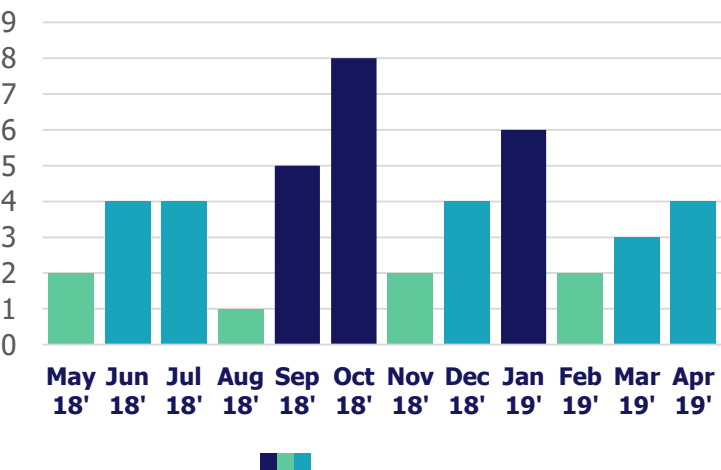
In April 2019, **7 transactions** were announced in Mexico, remaining the same as last month. Also, **total reported deal value was US\$2,988 million**. **Total deal volume and deal value** as of April 2019 were **52 and US\$4,764 million** respectively, representing a decrease in volume of 36% and an increase in value of 4.3% compared to the same period last year.



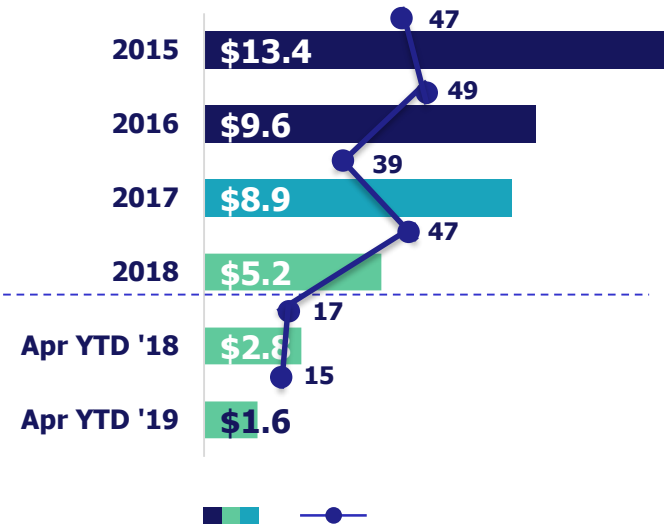


# SUMMARY OF MERGERS & ACQUISITIONS BY MEXICAN COMPANIES ABROAD

Mexican companies completed **4 acquisitions outside of Mexico with a reported value of US\$3 million**. April year to date volume of announced transactions was **15 with a combined reported value of US\$1,555 million**, representing a decrease in both value and volume of 45% and 12% respectively compared to the same period last year.



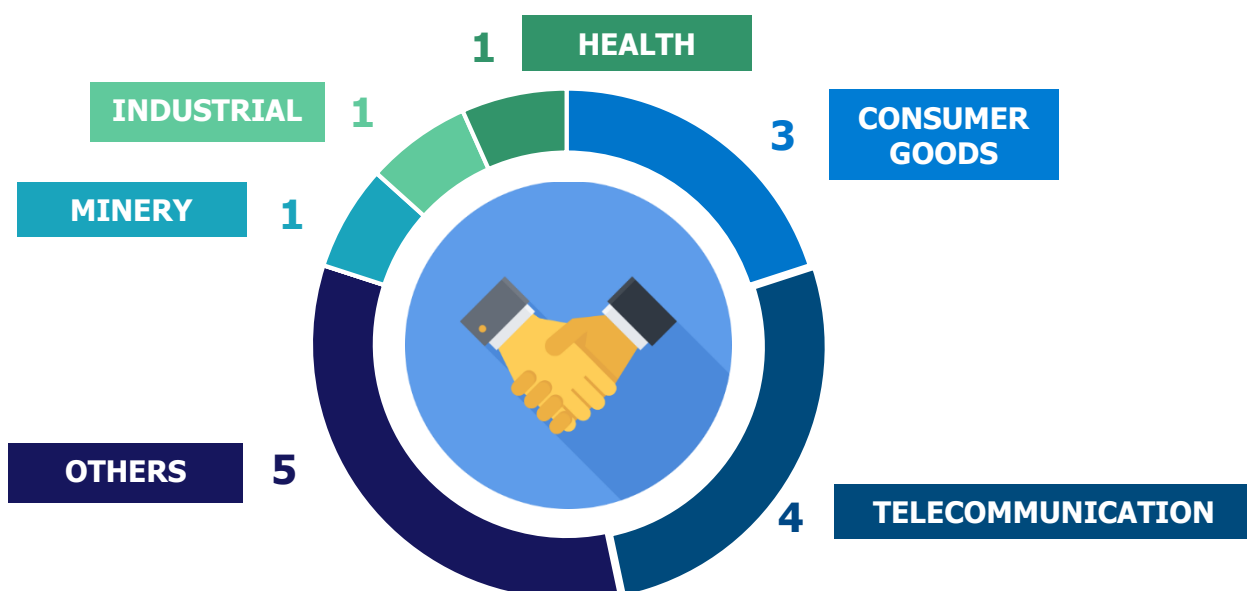
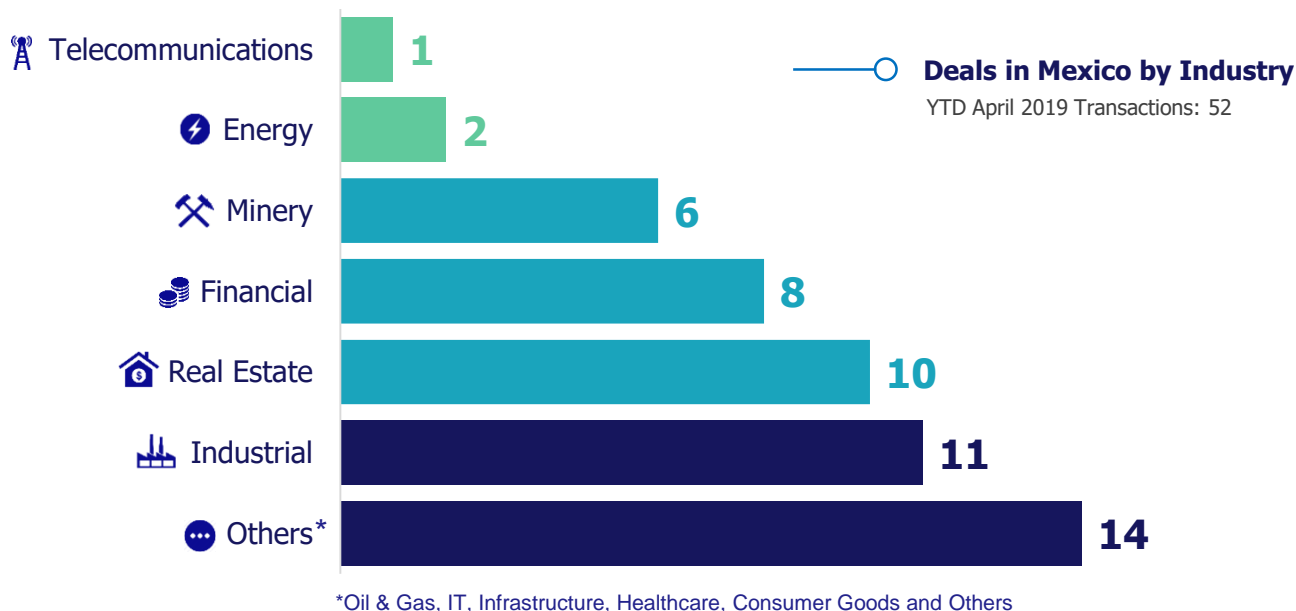
**Deal Volume of Mexican Companies Acquiring Abroad**  
# of Transactions per month



**Deal Volume and Value of Mexican Companies Acquiring Abroad**  
Annual Transactions US\$ billion

# SUMMARY OF MERGERS & ACQUISITIONS BY INDUSTRY

The industrial sector leads M&A activity in Mexico during 2019 with 11 announced transactions, representing 21% of total volume. Meanwhile, the telecommunications sector leads total acquisitions of Mexican companies abroad with 4 announced transactions.



## Representative International Acquisitions by Mexican Companies

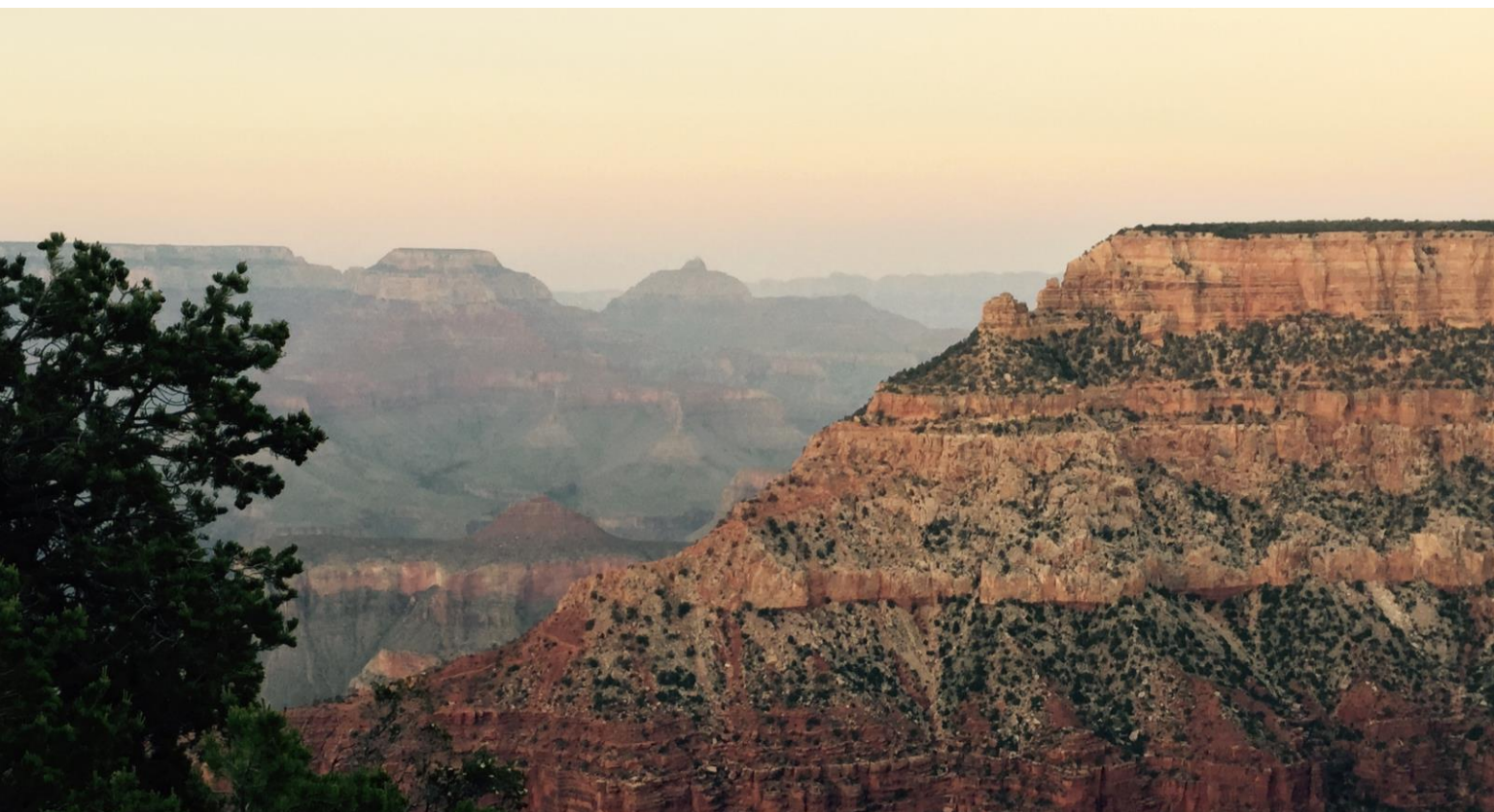
YTD April 2019 Transactions: 15

## REPRESENTATIVE TRANSACTIONS IN MEXICO

Deal Summary	Target	Buyer
<b>Banco Santander, S.A.</b> , a Spanish bank, announced on 12 April via a stock exchange filing its intention to make an offer to acquire all remaining shares of its affiliate <b>Banco Santander (Mexico)</b> , which represent approximately 25% of its share capital for US\$2,890 million		
<b>An undisclosed buyer</b> announced the acquisition of a <b>portfolio of 8 industrial properties in Queretaro and Toluca</b> to Corporación Inmobiliaria Vesta, for Us\$109 million	<b>Portfolio of 8 Industrial Properties</b>	<b>Undisclosed Buyer</b>
<b>Gabriel North America</b> , Danish supplier of furniture materials, announced the acquisition of <b>Grupo RYL, S.A. de C.V.</b> , Mexican furniture manufacturer, for an undisclosed amount	<b>Grupo RYL, S.A. de C.V.</b>	<b>Gabriel®</b>
<b>Compagnie de Saint-Gobain, S.A.</b> , building products in France, announced the acquisition of <b>KNAUF Mexico</b> , gypsum boards in Mexico, for an undisclosed amount		
<b>EVO Payments</b> , American payment platform, announced the acquisition of <b>SF Systems</b> , Mexican payment platform, for an undisclosed amount		

# REPRESENTATIVE INTERNATIONAL ACQUISITIONS BY MEXICAN COMPANIES

Deal Summary	Target	Buyer
<b>Promotora Ambiental S.A. de C.V.</b> , waste management in Mexico, announced the acquisition through its Colombian subsidiary of <b>Descont</b> , waste management in Colombia, for US\$2.9 million	 <b>DESCONT</b> Gestión Ambiental de Residuos	 <b>PROMOTORA®</b> <b>AMBIENTAL</b>
<b>Fomento Económico Mexicano, S.A.B. de C.V. (FEMSA)</b> , successfully acquired <b>Corporación GPF</b> , Ecuadorian operator of drugstores, through its Chilean subsidiary <b>Socofar</b> , for an undisclosed amount		



# DEAL OF THE MONTH

**Fomento Económico Mexicano, S.A.B. de C.V. (FEMSA)**, successfully acquired **Corporación GPF**, Ecuadorian operator of drugstores, through its Chilean subsidiary **Socofar**, for an

undisclosed amount

Transaction was announced on September, 2018

**BUYER**



**TARGET**



**FEMSA THROUGH ITS SUBSIDIARY SOCOFAR ANNOUNCED THE ACQUISITION OF CORPORACIÓN GPF**

**Corporación GPF** joins **Socofar**, Chilean retail pharmacy group that is part of **FEMSA**

**Corporación GPF** owns the Fybeka, Sana Sana, Oki Doki, Provefarma and Abefarm brands



**PRESENCE IN +70 COUNTRIES**



**+88 YEARS**



**+300K EMPLOYEES**



**+4K EMPLOYEES**







**BIGGEST COCA-COLA BOTTLER**



**628 POINTS OF SALE**



# DEALS IN MEXICO IN APRIL 2019

Target			Buyer		Financial Information			
Name	Industry	Description	Name	Country	Size (\$USDM)	Part. Acquired	EV / EBITDA	EV / Revenue
Grupo Financiero Santander México		Banking products and services	Banco Santander, S.A.	ESP	\$2,878.4	25.0%	-	-
Grupo RYL, S.A. de C.V.		Furniture manufacturer	Gabriel North America	DEN	-	100.0%	-	-
OMRON Automotive Electronics de México		Automotive equipment	Nidec	JPN	-	100.0%	-	-
8 Industrial properties in Queretaro and Toluca		Industrial properties	Undisclosed buyer	-	\$199.3	100.0%	-	-
Project "La Lola" in Sonora		Mining property	Evrin Resources Corp.	CAN	-	100.0%	-	-
KNAUF México S.A. de C.V.		Gypsum boards	Compagnie de Saint-Gobain S.A.	FRA	-	100.0%	-	-
SF Systems		Payment platform	EVO Payments Inc.	USA	-	100.0%	-	-

 Mining
  Real Estate
  Others
  Financial
  Energy
  Consumer Goods
  Industrial
  Infrastructure
  Healthcare

 Telecommunications
  IT
  Oil & Gas



# REPRESENTATIVE INTERNATIONAL ACQUISITIONS BY MEXICAN COMPANIES IN APRIL 2019

Target				Buyer	Financial Information			
Name	Country	Industry	Description	Name	Size (\$USDM)	Part. Acquired	EV / EBITDA	EV / Revenue
Descont	COL	...	Hazardous waste management	Promotora Ambiental PASA	\$3.0	50.0%	-	-
Bodegas Martínez Corta	ESP	...	Grows and produces wines	Grupo Multimedios Estrellas de Oro, S.A. de C.V.	-	100.0%	-	-
Muvsmart	CHL	...	Shipping company	99minutos.com	-	100.0%	-	-
Corporación GPF	ECU	...	Pharmacies	FEMSA (Socofar)	-	100.0%	-	-

 Mining
  Real Estate
  Others
  Financial
  Energy
  Consumer Goods
  Industrial
  Infrastructure
  Healthcare

 Telecommunications
  IT
  Oil & Gas

# REPRESENTATIVE MEXICO ENGAGEMENTS

 <i>has acquired</i>  <b>KFC Costa Rica</b> <i>from</i> 	 <b>ARCACONTINENTAL</b> <i>has acquired</i> 	 <b>ARCACONTINENTAL</b> <i>has acquired</i> 	 <i>has merged with</i>  <i>a business of</i> 	 <b>FOQUE</b> <small>GRUPO FOMENTO QUERETANO</small> <i>merged its beverage division with</i>  <b>FEMSA</b>	 <i>merged its beverage division with</i>  <b>FEMSA</b>
 <b>caffenio</b> <i>has partnered with</i>  <i>a subsidiary of</i> <b>FEMSA</b>	 <b>caffenio</b> <i>has partnered with</i> 	 <b>Ragasa</b> <b>Acquisition Advisory Services</b>	 <b>Fonterra</b> <b>Acquisition Advisory Services</b>	 <b>TORREY</b> <i>has been acquired by</i> <b>FEMSA</b>	 <b>CORPORACION ECG</b> <b>Corporate Finance Advisory Services</b>
 <b>GRUPO INDUSTRIAL SALTILLO</b> <i>has formed a partnership in the casting tools business between</i>  <b>DITENSA</b> <i>and</i>  <b>npl</b> <small>technologies</small>	 <b>AMERICAN STANDARD COMPANIES</b> <i>sold</i>  <i>to</i>  <b>GRUPO INDUSTRIAL SALTILLO</b>	 <b>CEMEX</b> <i>has carved out and sold its concrete pumping assets in Mexico</i> <i>to</i> 	 <b>CEMEX</b> <i>has formed a partnership to market and develop oil storage and distribution in Mexico with</i> 	 <b>FEMSA</b> <i>sold</i>  <b>QUIMIPRODUCTOS</b> <i>to</i>  <b>ECOLAB</b>	 <b>grupo protexa</b> <b>Corporate Finance Advisory Services</b>
 <b>SICELUB LUBRI TECH</b> <i>has been acquired by</i> <b>COLFAX</b>	 <b>COSMOCEL</b> <i>has sold Cosmotel Química to</i>  <b>ICL Performance Products IP</b> <i>a business unit of</i>  <b>ICL</b>	 <b>FORTACERO</b> <b>Corporate Finance Advisory Services</b>	 <b>Pinturas Berel</b> <b>Corporate Finance Advisory Services</b>	 <i>has acquired</i>    <b>SEAT HONDA</b> <i>dealers of</i>  <b>GRUPO FFB</b>	 <b>INVERSA</b> <i>Holding company of</i> <b>sanfer</b> <i>acquired a 61% stake on</i> 
 <b>GBM</b> <i>has been acquired by</i>  <b>Arysta LifeScience</b>	 <b>INMAGUSA</b> <b>Grupo Galaz, S.A de C.V.</b> <i>has been acquired by</i>  <b>IOCHPE - MAXION</b>	 <b>DLG</b> <i>has acquired</i> <i>workshop and store in Mexico City from</i> 	 <b>Discovery Americas</b> <i>has partnered with</i>  <b>Anne Sullivan</b>	 <b>AlEn</b> <b>Acquisition Advisory Services</b>	 <b>GRUPO INDUSTRIAL SALTILLO</b> <i>has sold its sanitaryware business</i> <b>ST. THOMAS CREATIONS</b> <small>BAVARIANS THAT WORK BEAUTIFULLY</small> <i>and</i>  <b>VITROMEX</b> <i>to</i>  <b>Villeroy &amp; Boch</b> <small>1744</small>

# Seale & Associates

Creative Solutions. Trusted Advice.

Since 1999, **Seale & Associates** has been the trusted advisor to highly respected public and private companies from around the world, with a track record of success in a diverse range of industries. Seale is an elite boutique global investment banking firm with extensive experience in mergers and acquisitions (M&A), corporate finance advisory, and enterprise level strategy consulting. Our experienced team of professionals are committed to serving clients with excellence and integrity, while offering innovative ideas and solutions to address complex dealings. All securities related transactions are cleared through Seale Capital, Inc., a registered broker dealer and member of FINRA and SIPC.

## ADVISOR TO LEADING COMPANIES WORLDWIDE



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**Please contact us if you would like further information about M&A trends and/or specific transaction multiples for your industry.**

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