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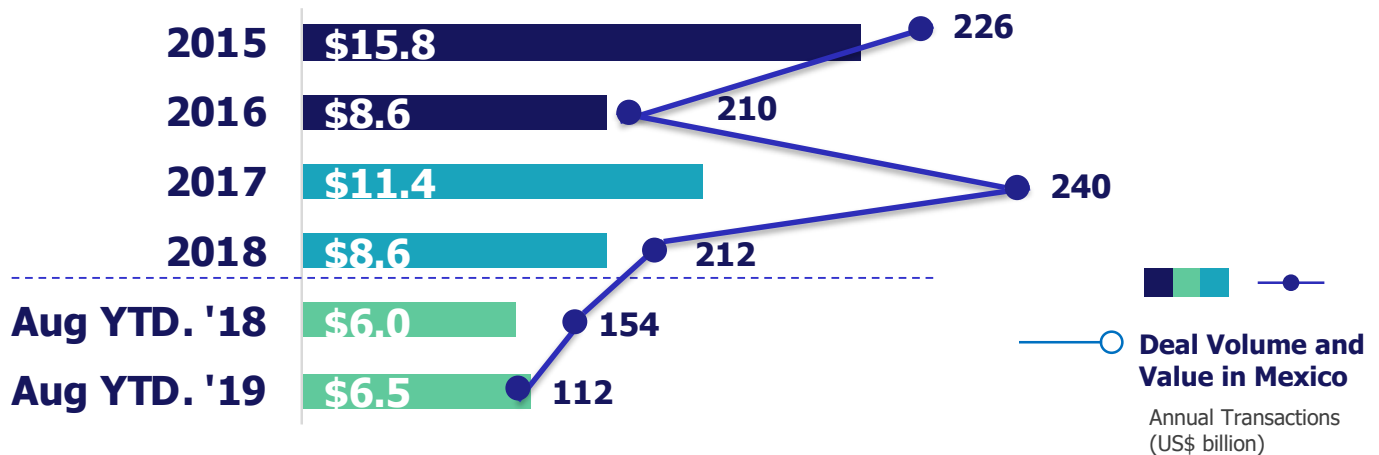
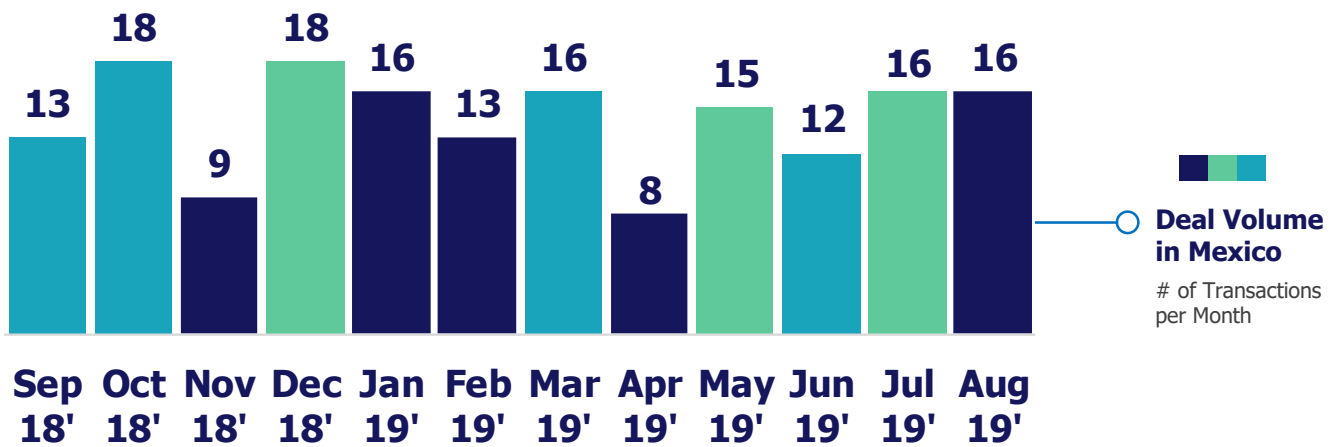
**MERGERS &
ACQUISITIONS
MEXICO**

**AUGUST
2019**

MONTHLY ISSUE

SUMMARY OF MERGERS & ACQUISITIONS IN MEXICO

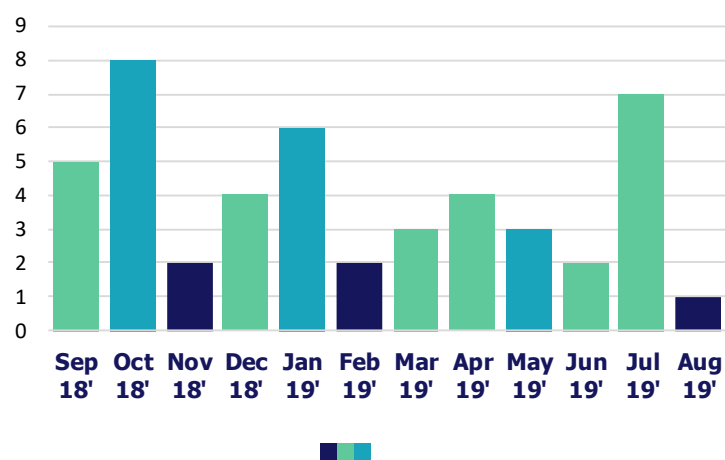
In August 2019, 16 transactions were announced in Mexico, remaining the same as of July of the ongoing year. In this period, the total reported deal value was US\$919.0 million. On the other hand, the volume and value of the announced transactions accumulated to August 2019 were 112 and US\$6,464.2 million respectively, representing a decrease in volumen of 27.3% and an increase in value of 7.0% compared to the same period last year.



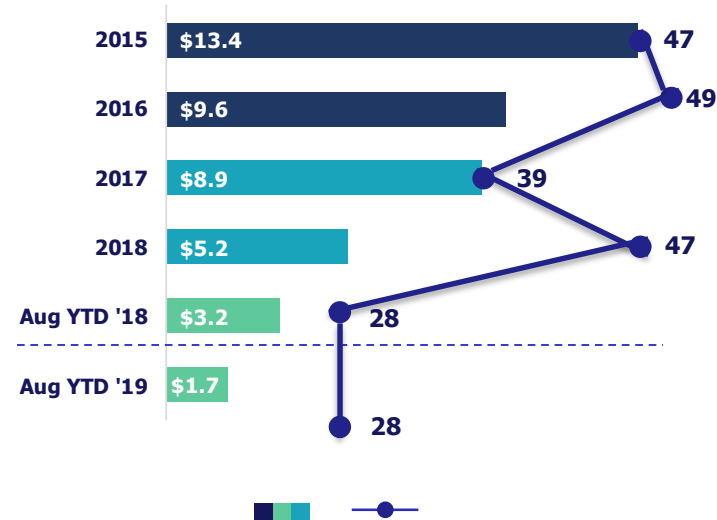


SUMMARY OF MERGERS & ACQUISITIONS BY MEXICAN COMPANIES ABROAD

Throughout August 1 acquisition outside of Mexico was made, with a reported value of US\$140.9 million. August year to date volume of announced transactions was 28 with a combined reported value of US\$1,718.8 million, representing a decrease in value of 46.9% and same number of transactions compared to the same period last year.



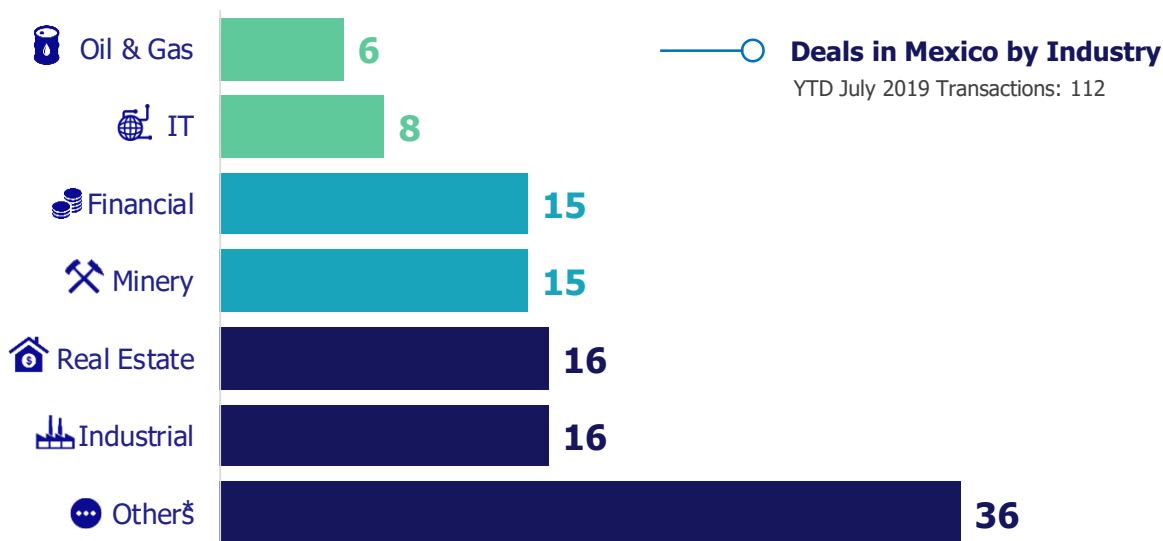
Deal Volume of Mexican Companies Acquiring Abroad
of Transactions per month



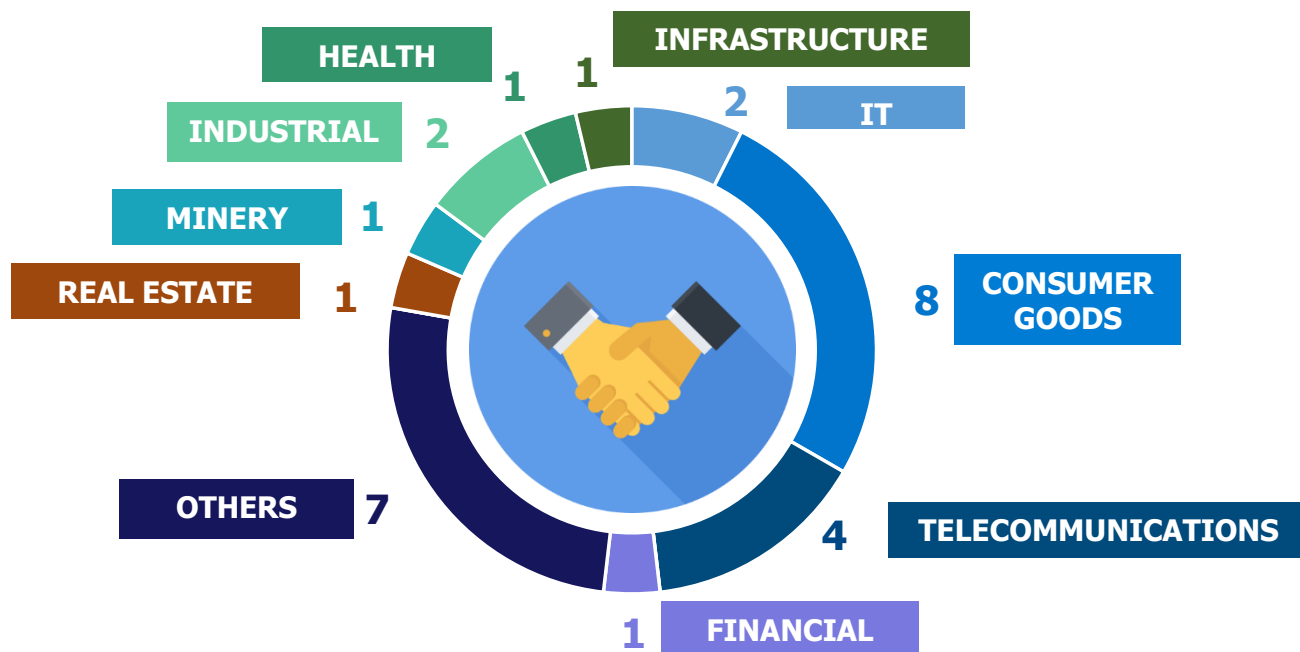
Deal Volume and Value of Mexican Companies Acquiring Abroad
Annual Transactions US\$ billion

SUMMARY OF MERGERS & ACQUISITIONS BY INDUSTRY

Both, the Industrial and the Real Estate sectors lead M&A activity in Mexico during 2019 with 16 announced transactions, representing 28.5% out of the total volume. Meanwhile, the consumer goods sector leads the total of acquisitions of Mexican companies abroad with 8 announced transactions.




*Energy, Infrastructure, Healthcare, Consumer Goods and Others



Representative International Acquisitions by Mexican Companies

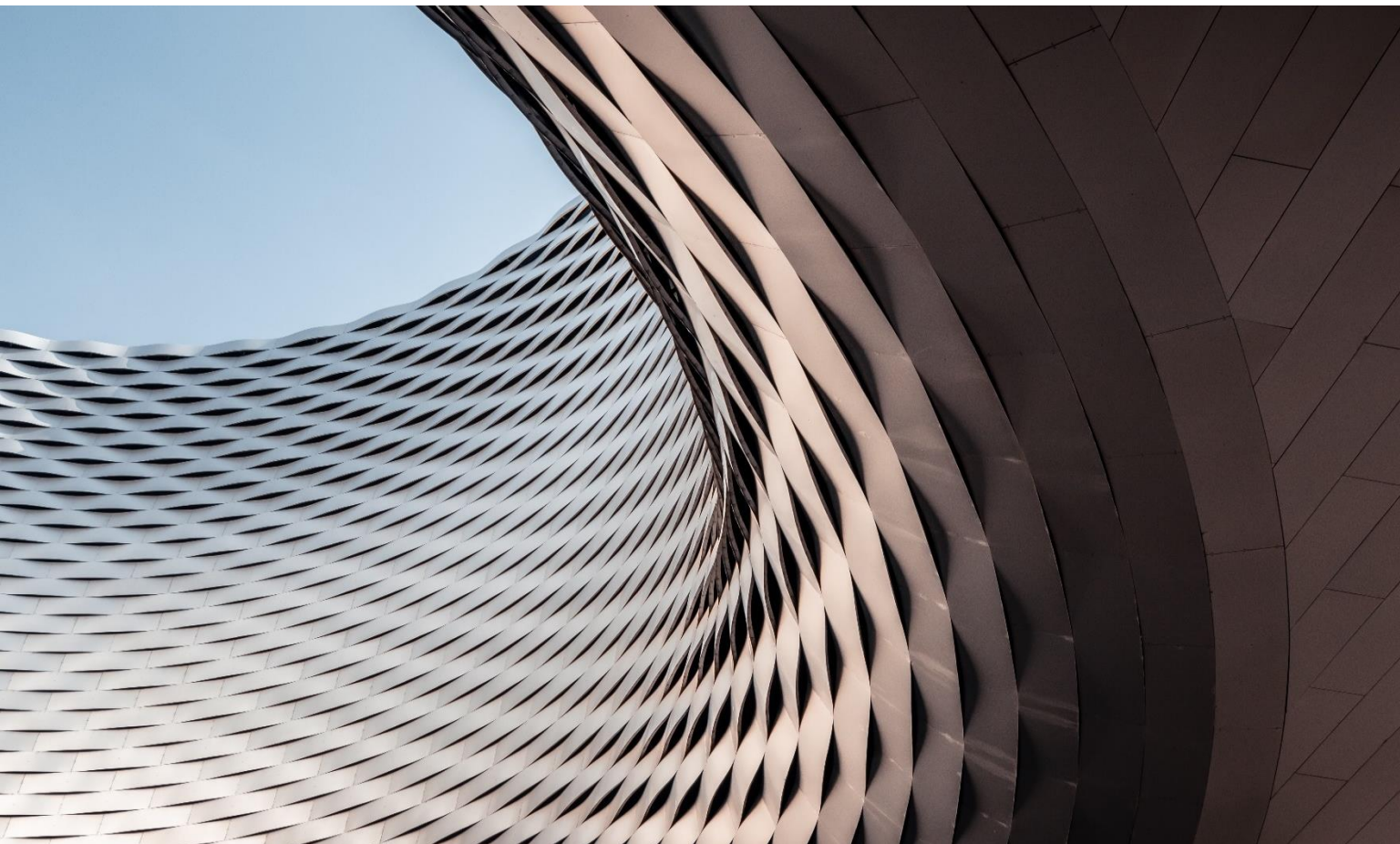
YTD July 2019 Transactions: 28

REPRESENTATIVE TRANSACTIONS IN MEXICO

Deal Summary	Target	Buyer
Caisse de Depot et Placement du Quebec (CDPQ), a Canadian private equity firm, announced a capital investment for expansion in Laboratorios Sanfer, S.A. de C.V. , a Mexican pharmaceutical company, for US\$500.0 million		
Spencer Stuart Inc., an American consulting company, announced the acquisition of a 100% stake of Mexican Assets of Aon , a British risk consulting firm, for US\$45.0 million from Aon PLC		SpencerStuart
GoGold Resources Inc., a Canadian mining company, announced the acquisition of a 100% stake of Los Ricos, Jalisco Property , a diamond mines Mexican owner, for US\$7.1 million	Propiedad los Ricos, Jalisco, México	
DD3 Acquisition Corp. , Mexican portfolio manager company, announced a merge with Betterware de Mexico, S.A. de C.V. , a Mexican home products retailer. As a merge outcome the original Betterware shareholders will maintain 80% of the combined companies that will start trading in NASDAQ stock exchange and presents multiples of 8.6x EBITDA. The Betterware valuation before the deal was US\$367 million		

REPRESENTATIVE INTERNATIONAL ACQUISITIONS BY MEXICAN COMPANIES

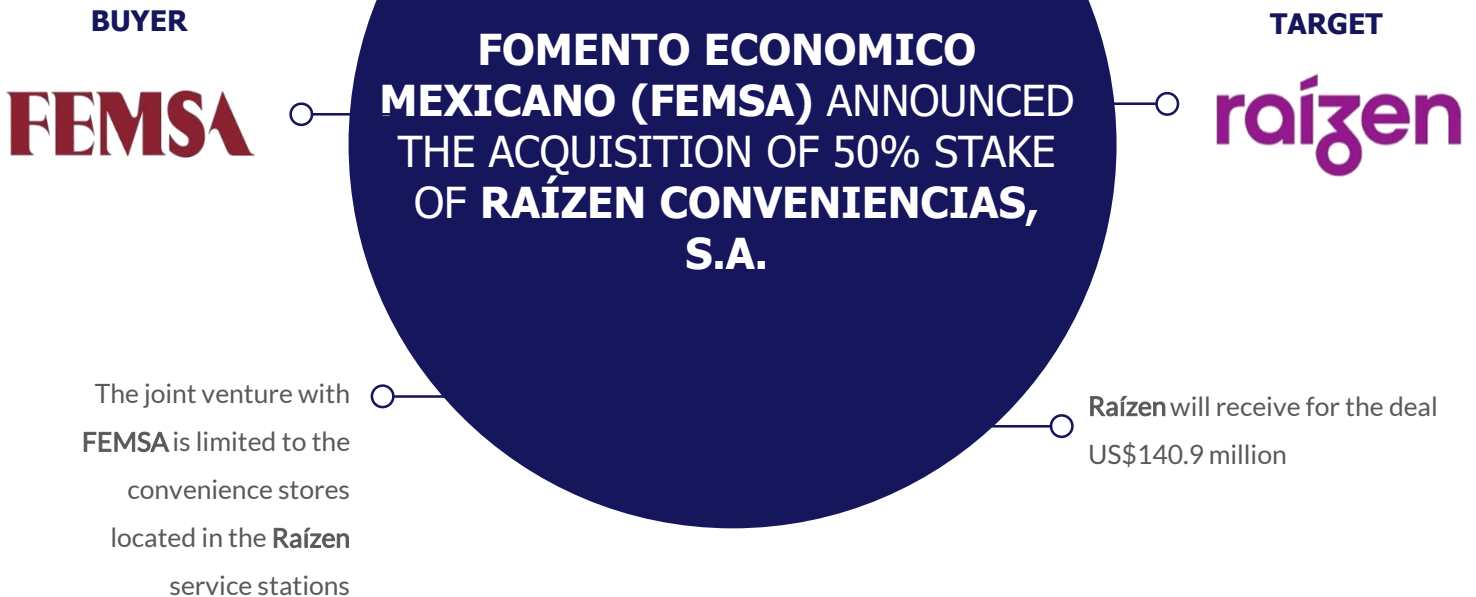
Deal Summary	Target	Buyer
Fomento Económico Mexicano, S.A.B. de C.V., Mexican group with presence in different markets, announced the acquisition of a 50% stake of Raízen Conveniencias S.A., a Brazilian convenience store operator, for US\$140.9 million		



DEAL OF THE MONTH

Fomento Economico Mexicano, S.A.B. de C.V., a Mexican group with diferente markets participation, announced the acquisition of a 50% stake of **Raízen Conveniencias S.A.**, a Brazilian convenience store operator

Raízen is a joint venture by 50% - 50% between **Cosan** and **Shell**



FEMSA



FOUNDED IN 1890



HAS 304,780 EMPLOYEES



PRESENCE IN MEXICO, COLOMBIA AND CHILE

raízen



FOUNDED IN 1913



















HAS 1,600 EMPLOYEES



PRESENCE EN BRAZIL


DEALS IN MEXICO IN AUGUST 2019

Target			Buyer		Financial Information			
Name	Industry	Description	Name	Country	Size (\$USDMM)	Sought %	VE / EBITDA	VE / Revenue
Insitum Consultoria S. A. de C. V.		Strategic consulting services	Fjord Network Limited	GBR	-	100%	-	-
Laboratorios de Control ARJ S.A de C.V		Pharmaceutical research	ALS Limited	AUS	-	100%	-	-
Weex Mobile		Same-code connected applications	Yonder Media Mobile Inc.	USA	-	100%	-	-
Elements Bioscience and Sativa Group Bioscience		Cannabis-based products	Xebra Brands Ltd.	CAN	-	100%	-	-
Mexican Assets of Aon		Risk analysis	Spencer Stuart, Inc.	USA	\$45.0	100%	-	-
DD3 Acquisition Corp.		Assets and shares buyer	Betterware de México, S.A. de C.V.	MEX	\$367.0	100%	-	-
Corporativo Reforma Diana		Office tower	Deka Immobilien GmbH; Deka-ImmobilienGlobal	GER	-	100%	-	-
Servicios Integrales Tamabra S.A de C.V. and Integración de Sistemas de Actuación, SA de CV		Design and construction services	Movement Industries Corporation	USA	-	100%	-	-
Mayoreo De Autopartes Y Aceites, S.A. De C.V.		Autoparts retailer	O'Reilly Automotive, Inc.	USA	-	100%	-	-
Los Ricos Property in Jalisco, Mexico		Diamond mines	GoGold Resources Inc.	CAN	\$7.1	100%	-	-
Remaining 4 Concessions at Las Chispas in Sonora State, Mexico		Mining exploration	SilverCrest Metals Inc.	CAN	-	100%	-	-
Distribuidora de Alimentos Si, S. de R.L. de C.V.		Chain Restaurant Operator	CMR, S.A.B. de C.V.	MEX	-	100%	-	-
PCR Konsigue S.A.P.I de C.V		Crowdfunding platform developer	MFM OPM, S.A.P.I. De C.V., Sofom, E.N.R.	MEX	-	100%	-	-
Cepillos El Castor S.A. de C.V		Cleaning brushes retailers	CFS Brands, LLC	USA	-	100%	-	-
Samurai Prospect		Oil exploration facilities	Not Revealed	NR	-	50%	-	-
Laboratorios Sanfer, S.A. de C.V.		Pharmaceutical labs in Mexico	Caisse de Depot et Placement du Quebec	CAN	\$500.0	NR	-	-

 Mining
  Real Estate
  Others
  Financial
  Energy
  Consumer Goods
  Industrial
  Infrastructure
  Healthcare

 Telecommunications
  IT
  Oil & Gas

REPRESENTATIVE INTERNATIONAL ACQUISITIONS BY MEXICAN COMPANIES IN AUGUST 2019

Target				Buyer	Financial Information			
Name	Country	Industry	Description	Name	Size (\$USDM)	Sought %	VE / EBITDA	VE / Revenue
Raizen Conveniencias	BRA		Convenience Store operator in Brazil	Femsa Comercio S.A. de C.V.	\$140.9	50%	-	-



Mining



Real Estate



Others



Financial



Energy



Consumer Goods



Industrial



Infrastructure



Healthcare



Telecommunications



IT



Oil & Gas

REPRESENTATIVE MEXICO ENGAGEMENTS

 <i>has acquired</i>  KFC Costa Rica <i>from</i> 	 ARCACONTINENTAL <i>has acquired</i> 	 ARCACONTINENTAL <i>has acquired</i> 	 <i>has merged with</i>  <i>a business of</i> 	 <i>merged its beverage division with</i> 	 <i>merged its beverage division with</i> 
 caffenio <i>has partnered with</i>  <i>a subsidiary of</i> 	 caffenio <i>has partnered with</i> 	 Ragasa Acquisition Advisory Services	 Acquisition Advisory Services	 <i>has been acquired by</i> 	 Corporate Finance Advisory Services
 GRUPO INDUSTRIAL SÓLTILLO <i>has formed a partnership in the casting tools business between</i> 	 <i>sold</i>  <i>to</i> 	 <i>has carved out and sold its concrete pumping assets in Mexico</i> <i>to</i> 	 <i>has formed a partnership to market and develop oil storage and distribution in Mexico with</i> 	 <i>sold</i>  <i>to</i> 	 grupo protexa Corporate Finance Advisory Services
 <i>has been acquired by</i> 	 COSMOCEL <i>has sold CosmoCel Química to</i>  <i>a business unit of</i> 	 FORTACERO Corporate Finance Advisory Services	 Corporate Finance Advisory Services	 <i>has acquired</i>  <i>dealers of</i> 	 <i>Holding company of</i>  <i>acquired a 61% stake on</i> 
 <i>has been acquired by</i> 	 INMAGUSA Grupo Galaz, S.A de C.V. <i>has been acquired by</i> 	 <i>has acquired</i> <i>workshop and store in Mexico City from</i> 	 <i>has partnered with</i>  Anne Sullivan	 Acquisition Advisory Services	 <i>has sold its sanitaryware business</i>  <i>and</i>  <i>to</i> 

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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