

# Seale & Associates

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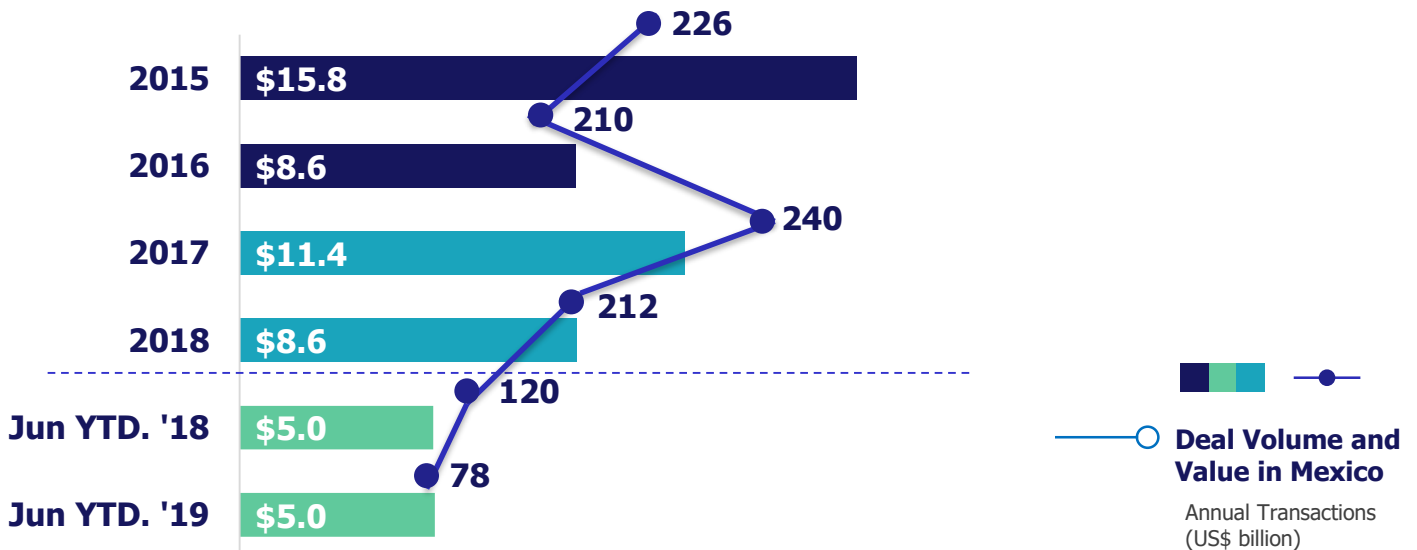
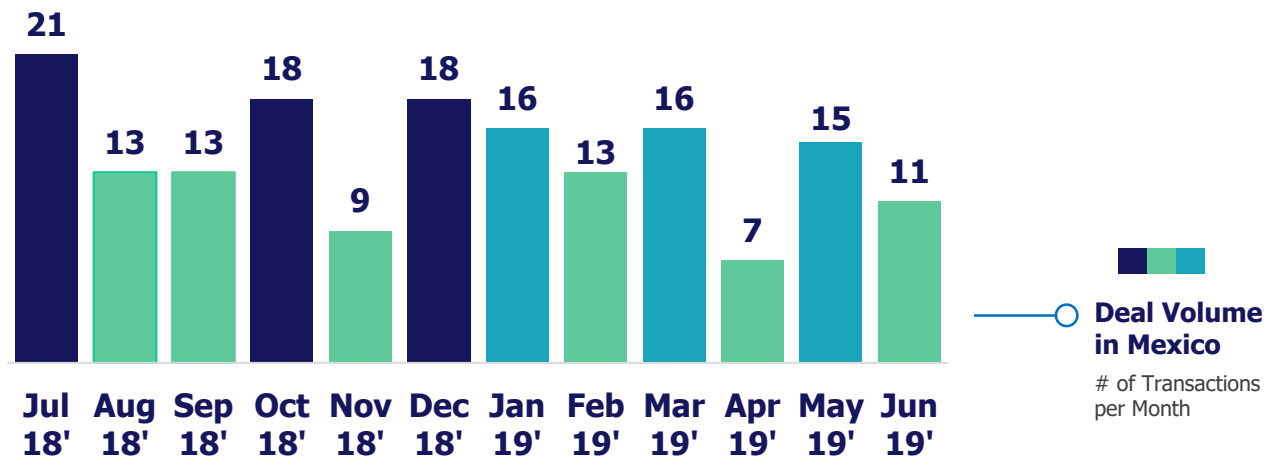
**MERGERS &  
ACQUISITIONS  
MEXICO**

**JUNE  
2019**

MONTHLY ISSUE

# SUMMARY OF MERGERS & ACQUISITIONS IN MEXICO

In June 2019, 11 transactions were announced in Mexico, decreasing 27% from last month. In this period, total reported deal value was US\$91 million. On the other hand, the volume and value of the announced transactions accumulated to June 2019 were 78 and US\$5,003 million respectively, representing a decrease in volume of 35% and an increase in value of 0.9% compared to the same period last year.

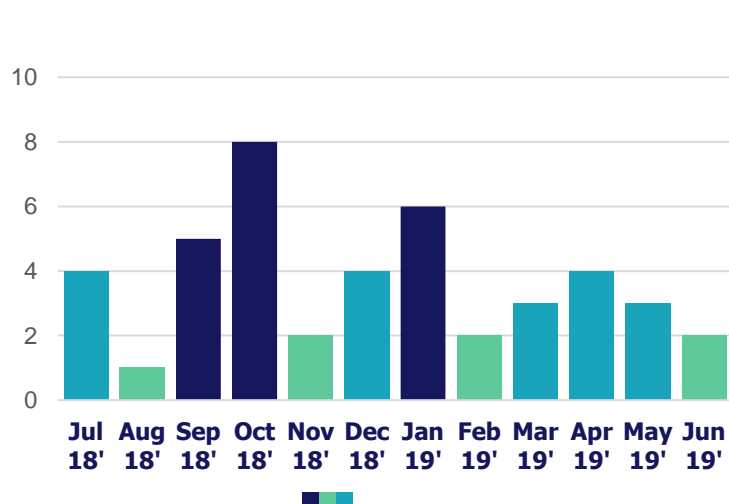






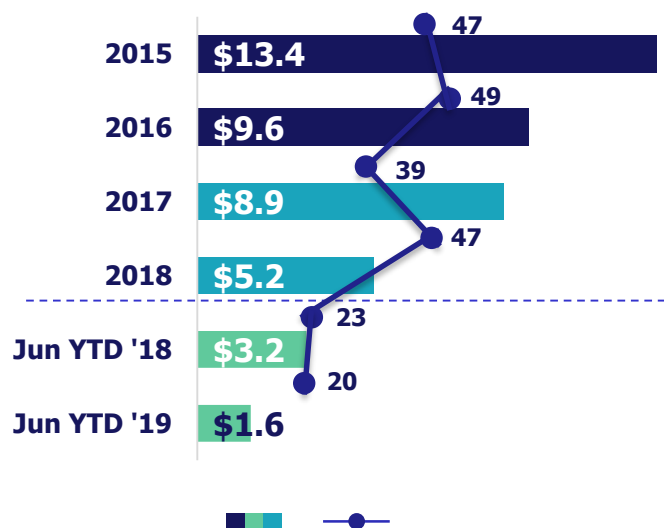
## SUMMARY OF MERGERS & ACQUISITIONS BY MEXICAN COMPANIES ABROAD

Mexican companies completed 2 acquisitions outside of Mexico with no reported value. June year to date volume of announced transactions was 20 with a combined reported value of US\$1,555 million, representing a decrease in both volume and value of 13% and 51% respectively compared to the same period last year.



**Deal Volume of Mexican Companies Acquiring Abroad**

# of Transactions per month

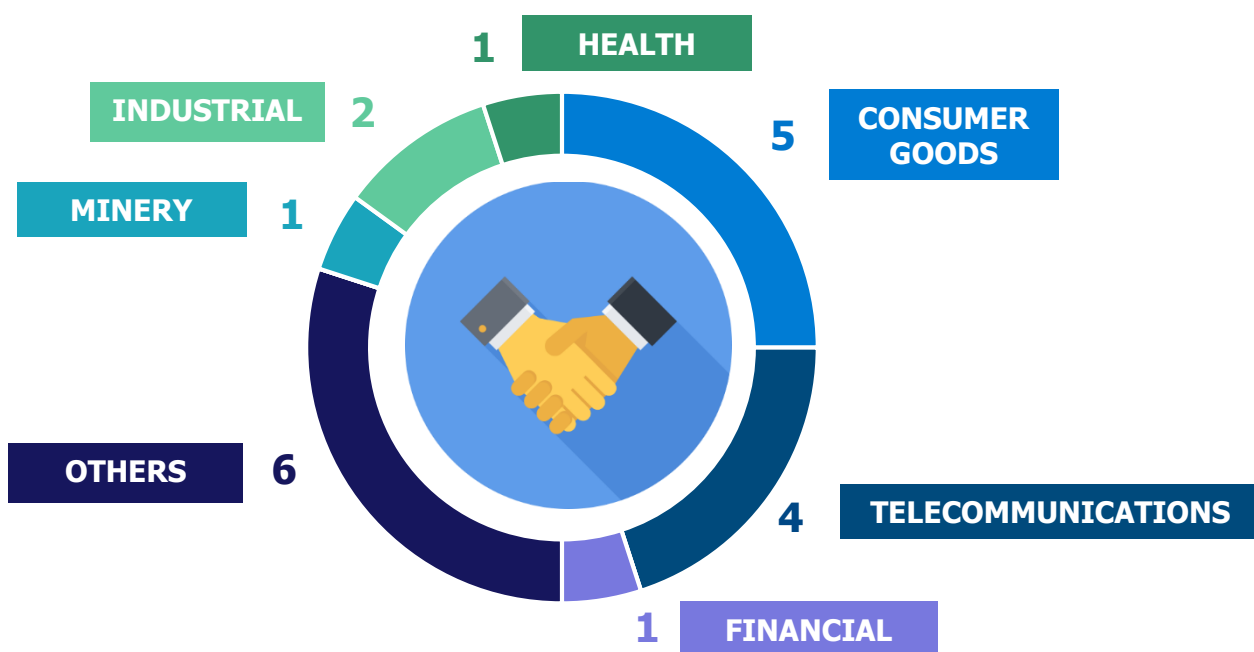
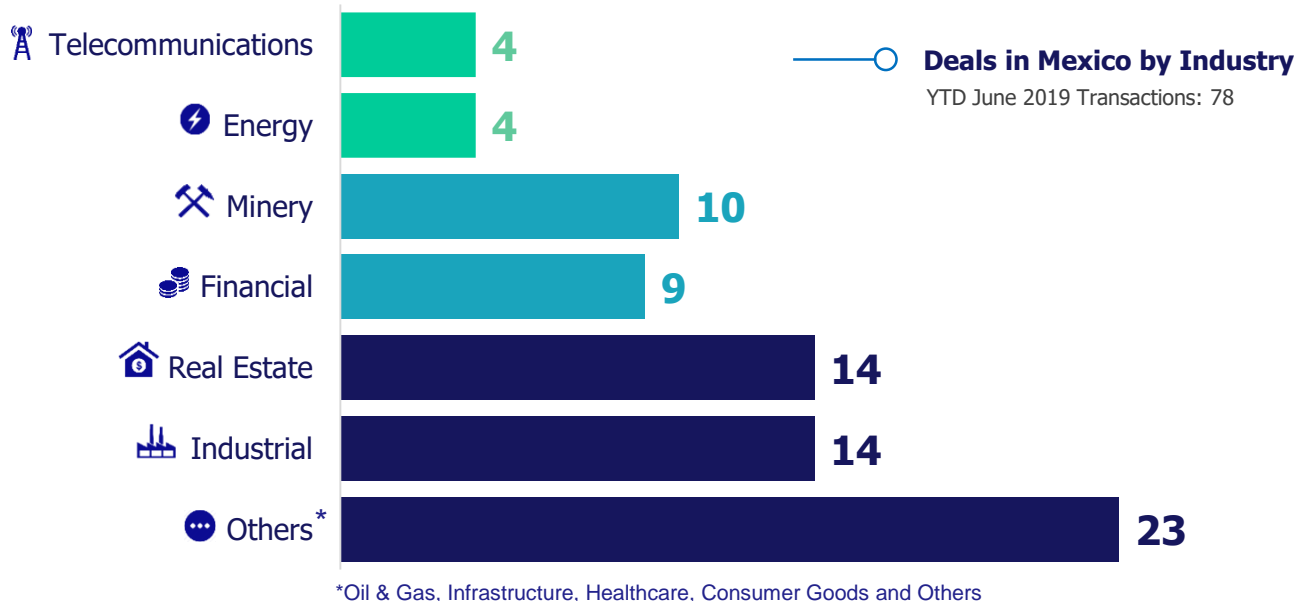


**Deal Volume and Value of Mexican Companies Acquiring Abroad**

Annual Transactions US\$ billion

# SUMMARY OF MERGERS & ACQUISITIONS BY INDUSTRY







The industrial and real estate sectors lead M&A activity in Mexico during 2019 with 14 announced transactions each, representing 18% each sector out of the total volume. Meanwhile, the consumer goods sectors leads total acquisitions of Mexican companies abroad with 5 announced transactions.







## Representative International Acquisitions by Mexican Companies

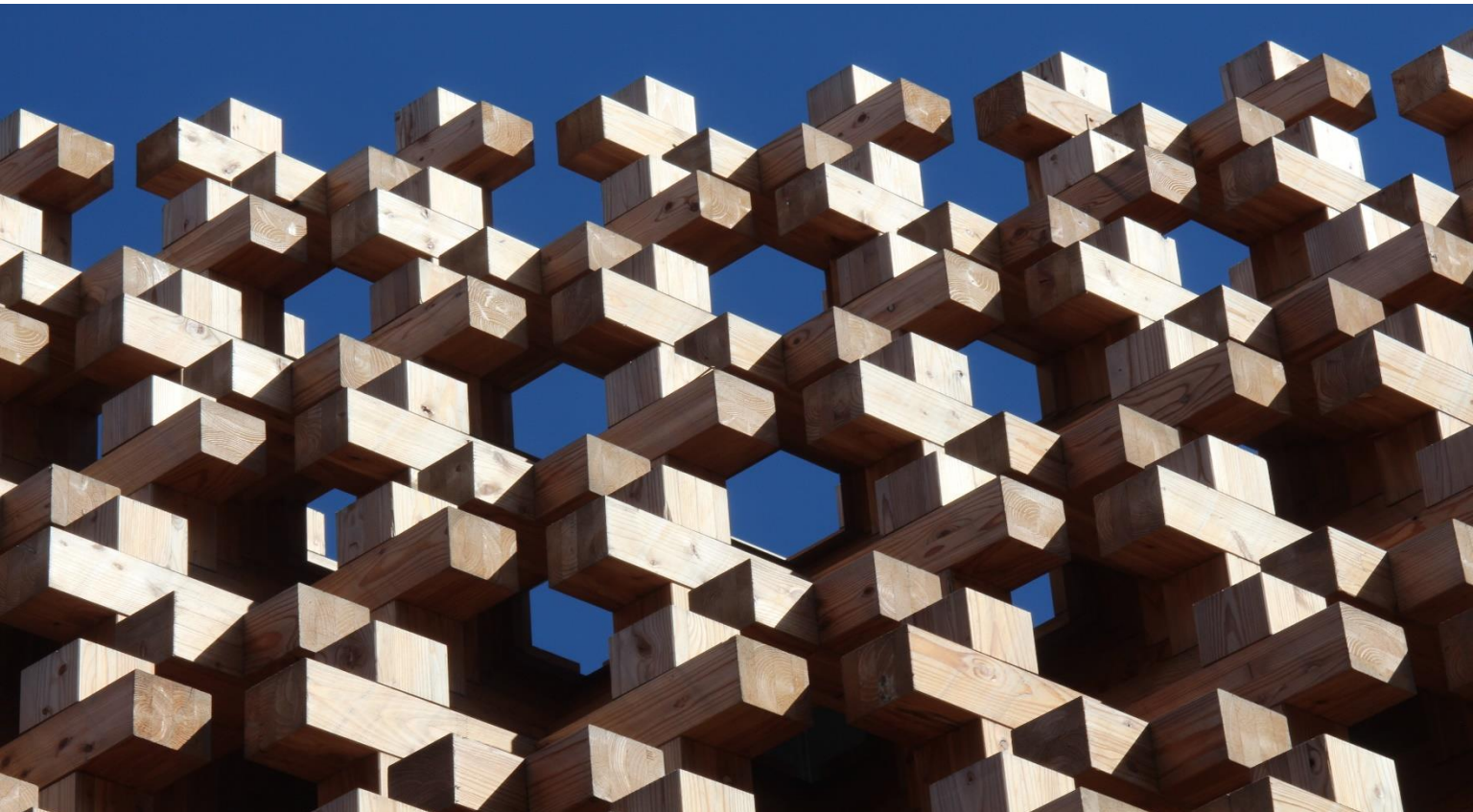
YTD June 2019 Transactions: 20

## REPRESENTATIVE TRANSACTIONS IN MEXICO

Deal Summary	Target	Buyer
CIE Automotive, S.A., Spanish automotive components company, announced the acquisition of Maquinados de Precisión de México S. de R.L de C.V. and Cortes de Precisión de México S. de R.L de C.V., Mexican automotive components companies, for US\$65.5 million	 and Cortes de Precisión de México	
Compañía Minera Autlán, S.A.B. de C.V., Mexican mining company, announced the acquisition of Velardeña properties and other properties from Minera De Cordilleras, S. De R.L. De C.V., Mexican mining company, for US\$22 million	Properties from Minera De Cordilleras, S. De R.L. De C.V.	
Costas Inc., an American company that offers technology solutions, announced the acquisition of Atlas Nanotech, Mexican nanotechnology company for medical purposes, for US\$2.5 million		
Ridgestone Mining Inc., a Canadian based exploration company, acquired 10 mining concessions in Sonora, Mexico for \$0.9 million	10 Mining concessions in Sonora	

# REPRESENTATIVE INTERNATIONAL ACQUISITIONS BY MEXICAN COMPANIES

Deal Summary	Target	Buyer
Grupo Lala S.A.B de C.V., Mexican company of dairy products, acquired MÚ!, the Costa Rican dairy Brand, for an undisclosed amount		
Bio-Pappel, S.A.B. de C.V., Mexican manufacturer of paper and related products, acquired U.S. Corrugated Inc., American company of corrugated paper, for an undisclosed amount		





# DEAL OF THE MONTH

CIE Automotive, S.A., Spanish automotive components company, agreed to acquire Maquinados de Precisión de México S. de R.L de C.V. and Cortes de Precisión de Mexico S. de R.L de C.V. for

US\$65.5 million

Mapremex offers machining forging and machining starting from tube or bar

## BUYER



**CIE AUTOMOTIVE, S.A.,  
ACQUIRED MAQUINADOS DE  
PRECISIÓN DE MÉXICO AND  
CORTES DE PRECISIÓN DE  
MÉXICO**

## TARGET

**MAPREMEX**  
and  
Cortes de  
Precisión de  
México

For 2019, CIE Automotive EBITDA is expected to reach US\$18 millions

The acquired properties provide services to Tier 1 companies of the automotive sector



# DEALS IN MEXICO IN JUNE 2019



Target			Buyer		Financial Information			
Name	Industry	Description	Name	Country	Size (\$USDM)	Part. Acquired	EV / EBITDA	EV / Revenue
Velardeña and Other Properties of Minera De Cordilleras		Mining property	Compañía Minera Autlán, S.A.B. de C.V.	MEX	\$22.0	100.0%		
Sonoran Project Portfolio		Mining property	Riverside Resources Inc.	CAN	\$0.5	100.0%		
10 Mining Concessions in Sonora, Mexico		Gold	Ridgestone Mining Inc.	CAN	\$0.9	100.0%		
Maquinados de Precisión de México / Cortes de Precisión de México		Industrial machinery	CIE Automotive, S.A.	ESP	\$65.5	100.0%	-	-
Two New Portfolios in Guanajuato		Property portfolios	Advanced Real Estate	MEX	-	100.0%	-	-
IDTec Automatización S. A. de C. V.		Industrial machinery	Premier Tech Ltd.	CAN	-	100.0%	-	-
Grain facility in the State of San Luis Potosí		Grain Facility	Bartlett and Company, Inc.	USA	-	100.0%	-	-
Bahia Finisterra, S.A. de C.V.		Property	AlumiFuel Power Corporation	USA	-	100.0%	-	-
Atlas Nanotech		Biotechnology	Costas, Inc.	USA	\$2.5	100.0%	-	-
Flinto		Financial app	Grow Mobility	MEX	-	100.0%	-	-
Alpheus Enterprises		Plastic products	Vinmar International, Ltd.	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 JUNE 2019

Target				Buyer	Financial Information			
Name	Country	Industry	Description	Name	Size (\$USDM)	Part. Acquired	EV / EBITDA	EV / Revenue
Mú! The Costa Rican Dairy Brand	CRC		Dairy products	Grupo Lala, S.A.B. de C.V.	-	100.0%		
U.S. Corrugated, Inc.	USA		Corrugated paper	Bio-PAPPEL, S.A.B. de C.V.	-	55.0%	-	-



Mining



Real Estate



Others



Financial



Energy



Consumer Goods



Industrial



Infrastructure



Healthcare



Telecommunications




IT





Oil & Gas

# REPRESENTATIVE MEXICO ENGAGEMENTS

**intelectiva**  
has acquired  
  
KFC Costa Rica  
from  


  
ARCACONTINENTAL  
has acquired  


  
ARCACONTINENTAL  
has acquired  


  
has merged with  
  
a business of  


**FOQUE**  
GRUPO FOMENTO QUERETANO  
merged its  
beverage division  
with  
  
**FEMSA**

  
merged its  
beverage division  
with  
  
**FEMSA**

  
**caffenio**  
has partnered with  
  
a subsidiary of  
**FEMSA**

  
**caffenio**  
has partnered with  


  
**Ragasa**  
Acquisition  
Advisory  
Services

  
**Fonterra**  
Acquisition  
Advisory  
Services

  
has been acquired by  
**FEMSA**

CORPORACION   
**Corporate  
Finance  
Advisory  
Services**


  
**GRUPO INDUSTRIAL SÓLTILLO**  
has formed a partnership in  
the casting tools business  
between  
  
**DITENSA**  
and  
  
**IPI**  
Technologies

  
AMERICAN  
STANDARD  
COMPANIES  
sold  
  
**CaloRex**  
to  
  
**GRUPO INDUSTRIAL SÓLTILLO**

  
**CEMEX**  
has carved out and sold  
its concrete pumping  
assets in Mexico  
to  
  
**PUMPING  
TEAM**

  
**CEMEX**  
has formed a  
partnership to market  
and develop oil storage  
and distribution in  
Mexico with  
  
**ZENITH ENERGY**


**FEMSA**  
sold  
  
**QUIMIPRODUCTOS**  
to  
  
**ECOLAB**

  
**grupo protexa**  
**Corporate  
Finance  
Advisory  
Services**

  
**SICELUB LUBRI TECH**  
has been acquired by  
**COLFAX**

  
**COSMOCEL**  
has sold  
Cosmolcel Química  
to  
  
**ICL Performance  
Products IP**  
a business unit of  
  
**ICL**

  
**FORTACERO**  
**Corporate  
Finance  
Advisory  
Services**

  
**Pinturas  
Berel**  
**Corporate  
Finance  
Advisory  
Services**

  
has acquired  
  
  
**SEAT**  
  
**HONDA**  
dealers of  
  
**GRUPO FFB**

  
**INVEKRA**  
Holding company of  
**sanfer**  
acquired a 61% stake on  
  
**Portugal 1864**




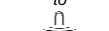
  
**GBM**  
has been acquired by  
  
**Arysta LifeScience**

  
**INMAGUSA**  
Grupo Galaz, S.A de C.V.  
has been acquired by  
  
**IOCHPE - MAXION**

  
**DLG**  
has acquired  
workshop and store in  
Mexico City from  
  
**GREENBRIER  
RAIL SERVICES**

  
**Discovery  
Americas**  
has partnered with  
  
**Anne Sullivan**

  
**AlEn**  
**Acquisition  
Advisory  
Services**

  
**GRUPO INDUSTRIAL SÓLTILLO**  
has sold  
its sanitaryware business  
  
**ST. THOMAS CREATIONS**  
and  
  
**VITROMEX**  
to  
  
**Villeroy & Boch**

# 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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