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Creative Solutions. Trusted Advice.

A night-time photograph of the Chicago skyline across a body of water, with numerous colorful fireworks exploding in the dark sky. The city lights are reflected on the water's surface.

**MERGERS &
ACQUISITIONS
MEXICO**

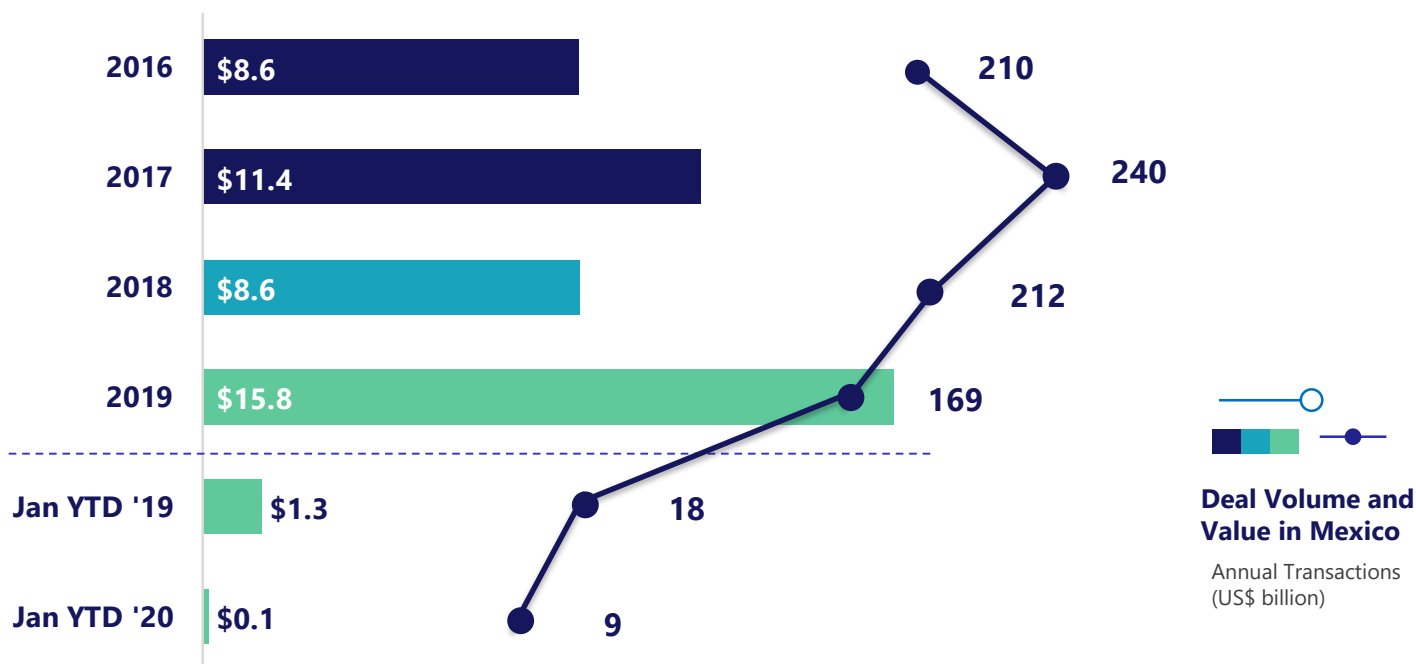
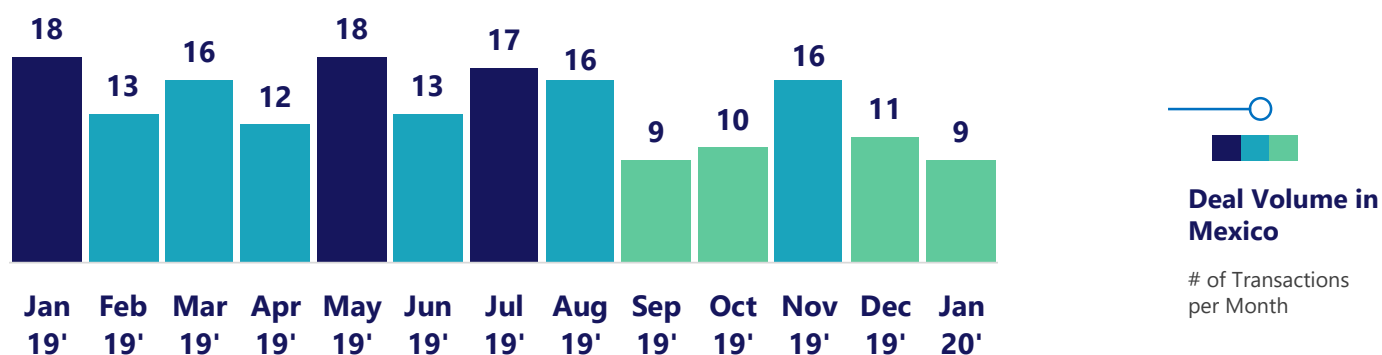
JANUARY
2020

MONTHLY ISSUE

SUMMARY OF MERGERS & ACQUISITIONS IN MEXICO

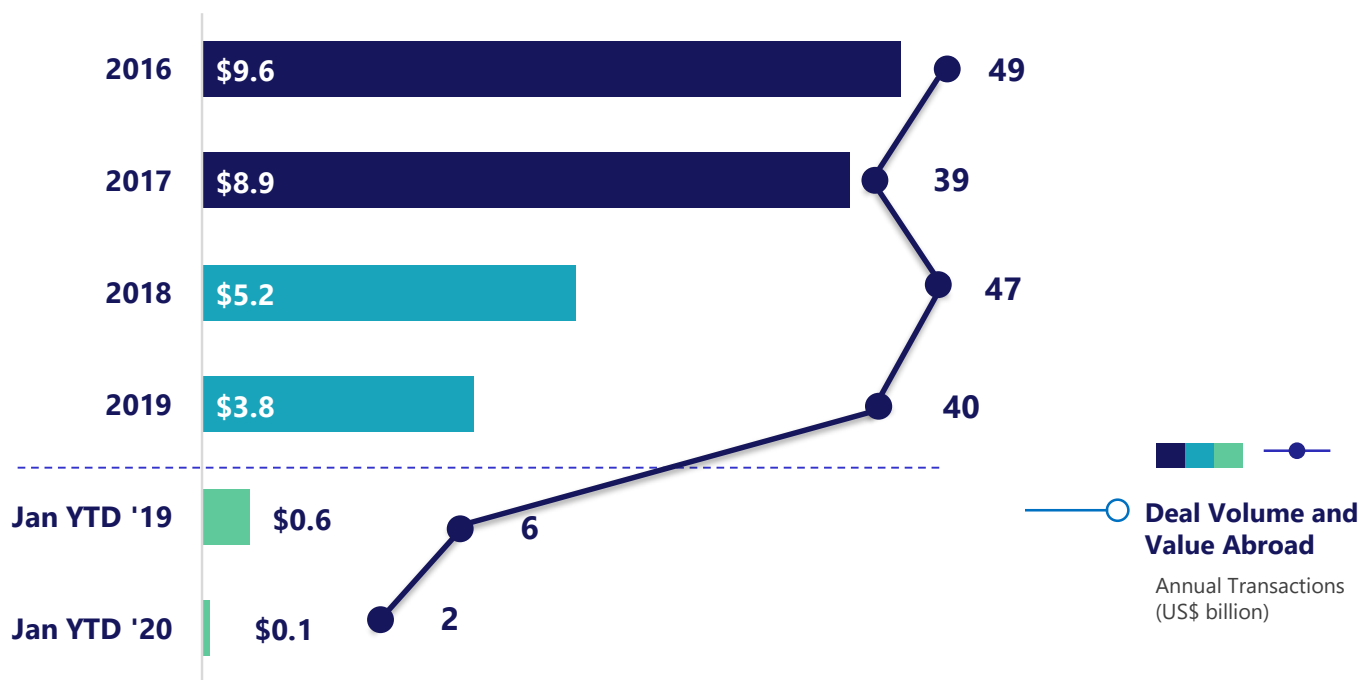
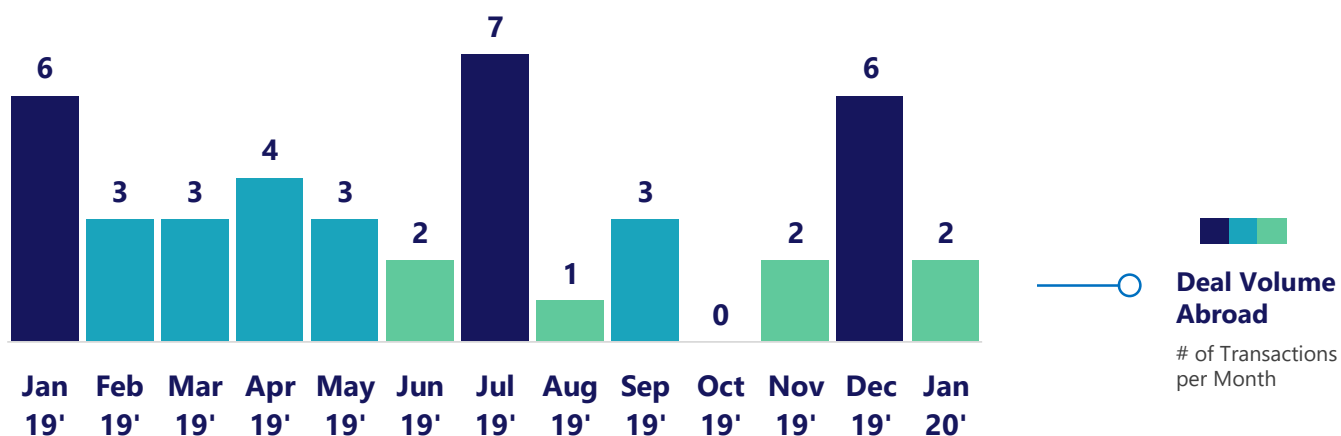
In January 2020, **9 transactions** were announced in Mexico with a reported value of **US\$139.5 million**, representing a decrease of **18.2%** in volume and an increase of **239.4%** in value against **December 2019**.

Year-to-Date, the volume of transactions and its reported value decreased **50.0%** and **89.6%** respectively



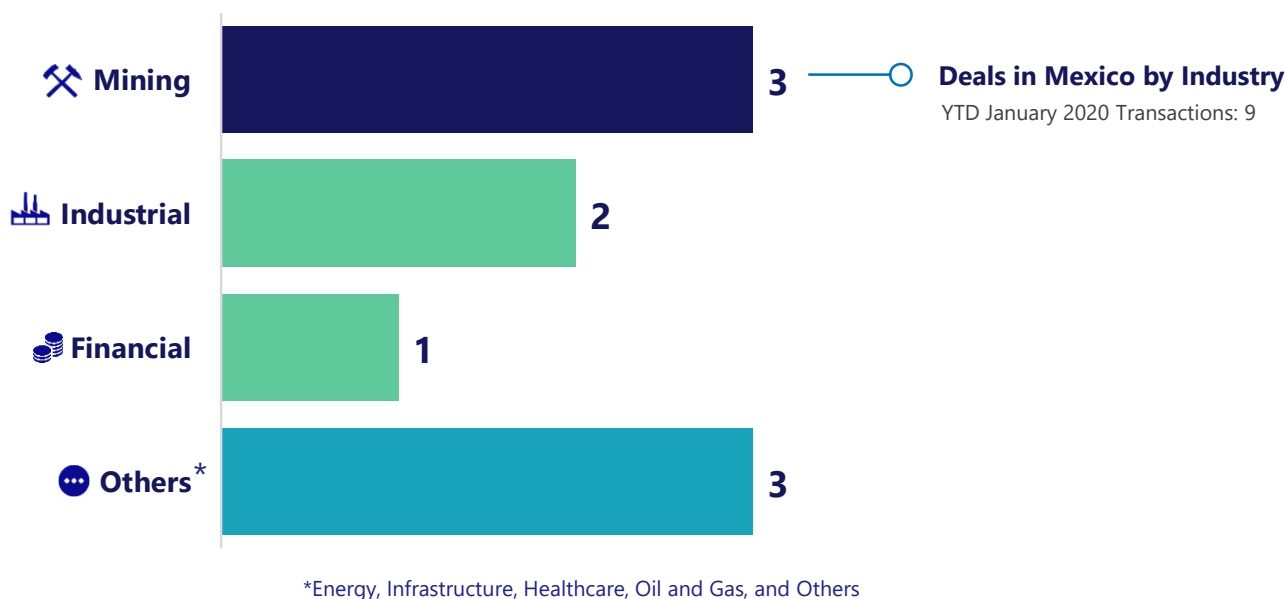
SUMMARY OF MERGERS & ACQUISITIONS BY MEXICAN COMPANIES ABROAD

In January 2020, **2 transactions** outside of Mexico were announced with a reported value of **US\$43.3 million**, representing a decrease in volumen of **66.6%** and in value of **96.7%** against January 2019.



SUMMARY OF MERGERS & ACQUISITIONS BY INDUSTRY

The **mining** sector leads the M&A activity in Mexico so far with 3 announced transactions, **representing 33.3% out of the total amount**. Meanwhile, 2 transactions have been announced abroad distributed between the **Real Estate** and **Industrial** sectors.








Representative International Acquisitions by Mexican Companies




YTD January 2020 Transactions: 2



REPRESENTATIVE TRANSACTIONS IN MEXICO

Transaction Summary	Target	Buyer
On January 27 th , 2020, Despegar , an Argentinian tourism and travel company, announced the acquisition of Best Day Travel , a Mexican tourism and travel company, for US\$136.0 million		
On January 22 nd , 2020, DILA Capital , a Mexican Venture Capital, announced the acquisition of Soluciones Integrales Jazove , a financial and debt consulting company, for US\$3.4 million	SOLUCIONES INTEGRALES JAZOVE	
On January 7 th , 2020, Goldplay Exploration Ltd. , a Canadian mining company, announced the acquisition of Minera La Rastra , a Mexican silver miner	MINERA LA RASTRA	
On January 20 th , 2020, Carrizal Mining , a Mexican silver miner, announced the acquisition of La Pechuga Property , a mineral mine in Mexico, for an undisclosed amount	LA PECHUGA PROPERTY	

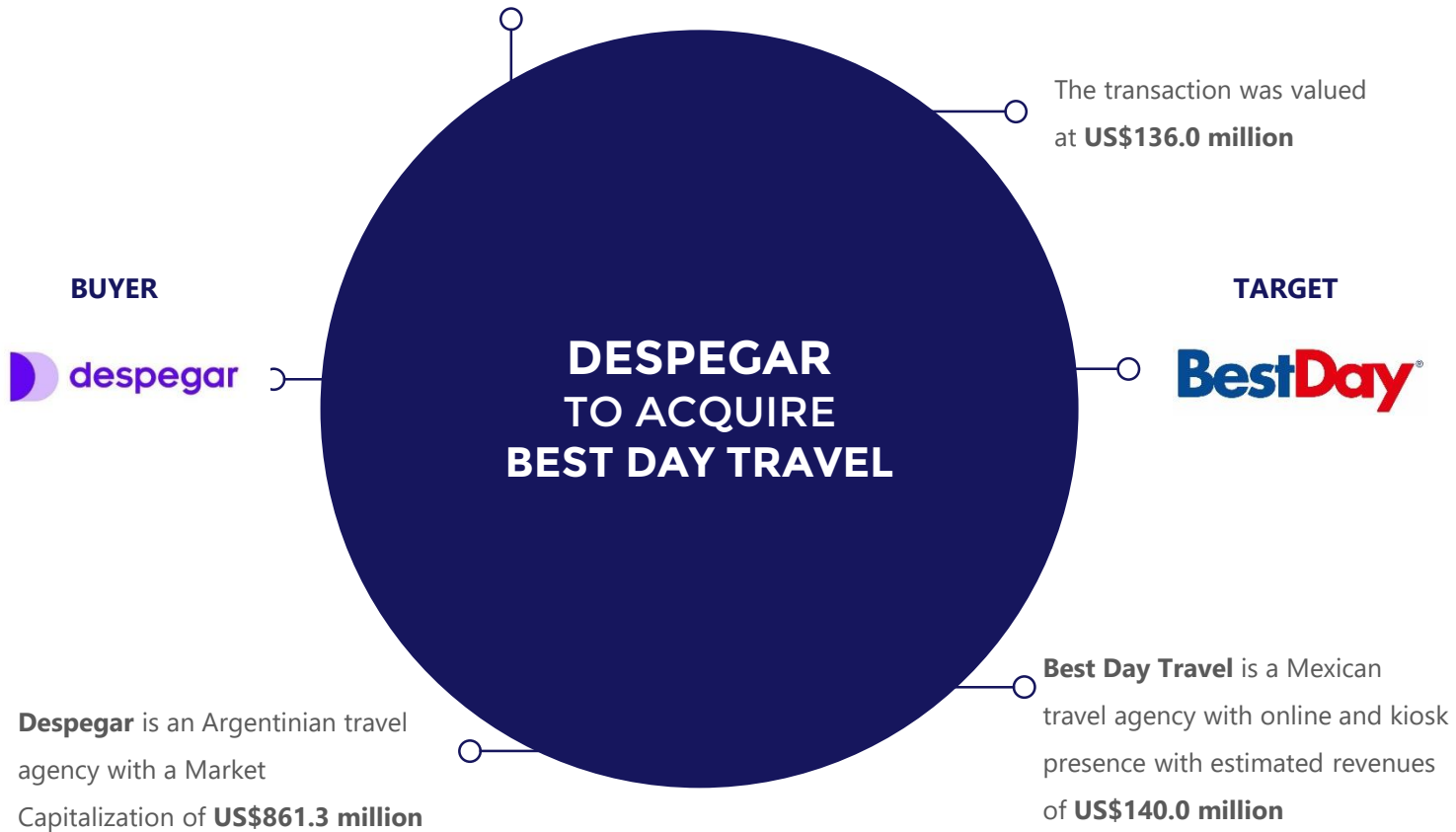
REPRESENTATIVE TRANSACTIONS ABROAD

Deal Summary	Target	Buyer
On January 7 th , 2020, Inversora Carso , a real estate investment group, announced the acquisition of Quabit Inmobiliaria , a Spanish real estate company, for US\$5.3 million , representing a multiple of 8.8x revenue		
On January 31 st , 2020, Grupo Lamosa , a Mexican ceramic manufacturer, announced the acquisition of Euroceramica , a Colombia-based ceramic manufacturer, for US\$38.0 million		



DEAL OF THE MONTH

The transaction helps **Despegar** strengthen its position in Mexico, Latin America's most important tourism market and the world's 7th most important



FOUNDED IN 1999



US\$511.7 MILLION IN REVENUE



OPERATES IN OVER 20 COUNTRIES



FOUNDED IN 1984



US\$140.0 MILLION IN REVENUE



OPERATES IN 5 COUNTRIES

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 <i>Acquisition Advisory Services</i>	 <i>Acquisition Advisory Services</i>	 <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> 	 <i>has been acquired by</i> 
 <i>has been acquired by</i> 	 COSMOCEL <i>has sold CosmoCel Química to</i>  <i>a business unit of</i> 	 FORTACERO <i>Corporate Finance Advisory Services</i>	 <i>Corporate Finance Advisory Services</i>	 <i>has acquired</i>  <i>dealers of</i> 	 <i>Holding company of</i>  <i>acquired a majority stake in</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	 <i>Acquisition Advisory Services</i>	 <i>has sold its sanitaryware business</i>  <i>and</i>  <i>to</i> 

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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.

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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APPENDIX





DEALS IN MEXICO IN JANUARY 2020

Target			Buyer		Financial Information			
Name	Industry	Description	Name	Country	Size (\$USDMM)	% Acquired	EV / EBITDA	EV / Revenue
USK Urresko Holding S.A.P.I. de C.V.		Steering wheel and suspension components	Northgate Capital Group; Alta Growth Capital	MEX	-	-	-	-
Viajes Beda S.A. de C.V.		Travel agency	Despegar.com, Corp.	ARG	\$136.0	100.0%	-	-
Soluciones Integrales JAZOVE, S.A.P.I. de C.V.		Financial Consulting	DILA Capital	MEX	\$3.4	-	-	-
La Pechuga property		Gold mine	Carrizal Mining, S.A. de C.V.	MEX	-	100.0%	-	-
Plata Verde Property		Silver deposits	Radius Gold Inc.	CAN	-	100.0%	-	-
Circus Marketing DF, S.A.P.I. de C.V.		Digital marketing	MediaMonks B.V.	NLD	-	100.0%	-	-
Minera La Rastra, S.A. De C.V.		Silver exploration	Goldplay Exploration Ltd.	CAN	NR	100.0%	-	-
GD/GDI		Automotive Industry operations	Individual Investors	MEX	-	-	-	-
Constant Kontakt LLC		Call Center	Advantage communications	MEX	-	100.0%	-	-

NR: Not Relevant

DEALS ABROAD IN JANUARY 2020

Target				Buyer		Financial Information			
Name	Country	Industry	Description	Name		Size (\$USDMM)	% Acquired	EV / EBITDA	EV / Revenue
Quabit Inmobiliaria, S.A.	ESP		Real Estate Developer	Inversora Carso, S.A. de C.V.		\$5.3	3.0%	-	8.8x
Euroceramica S.A.	COL		Ceramic Producer	Grupo Lamosa S.A.B. de C.V.		\$38.0	100.0%	-	-

