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A low-angle photograph of the Palacio de Bellas Artes in Mexico City, showing its grand neoclassical facade with columns and ornate sculptures. The sky is blue with light clouds.

MERGERS &
ACQUISITIONS
MEXICO

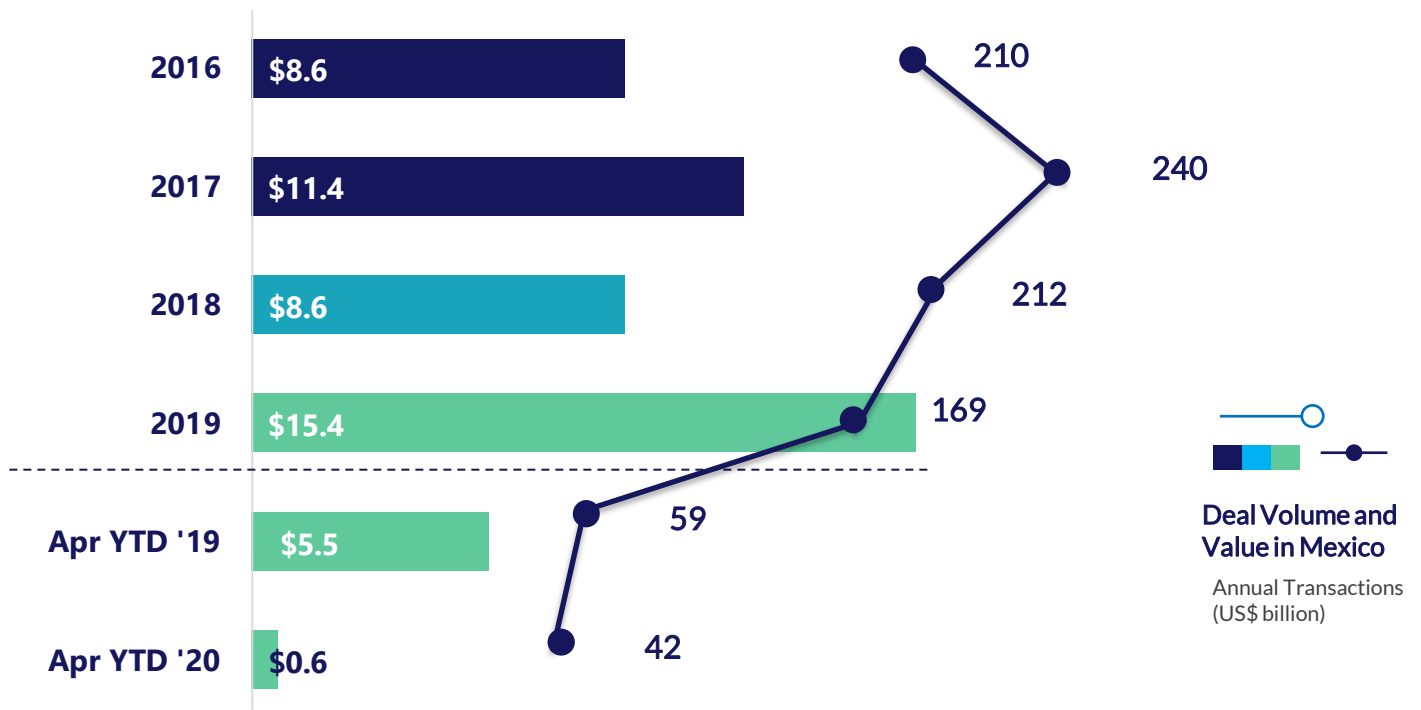
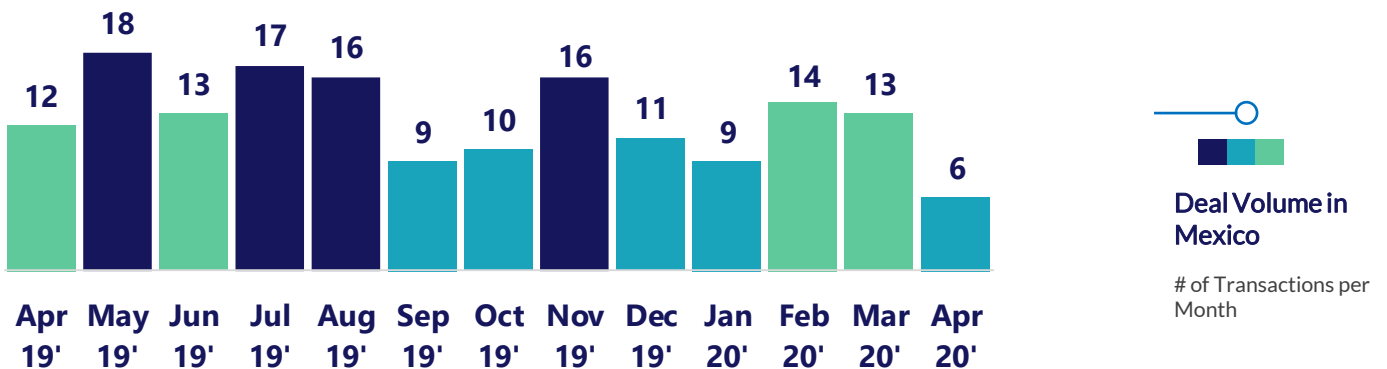
APRIL
2020

MONTHLY ISSUE

SUMMARY OF MERGERS & ACQUISITIONS IN MEXICO

The volume of transactions in Mexico has decreased significantly due to the recent pandemic (COVID-19) which has distorted the markets. On April 2020, **6 transactions** were announced in Mexico with a reported value of **US\$353.3 million**, representing a **53.8%** decrease in volume against **March 2020**.

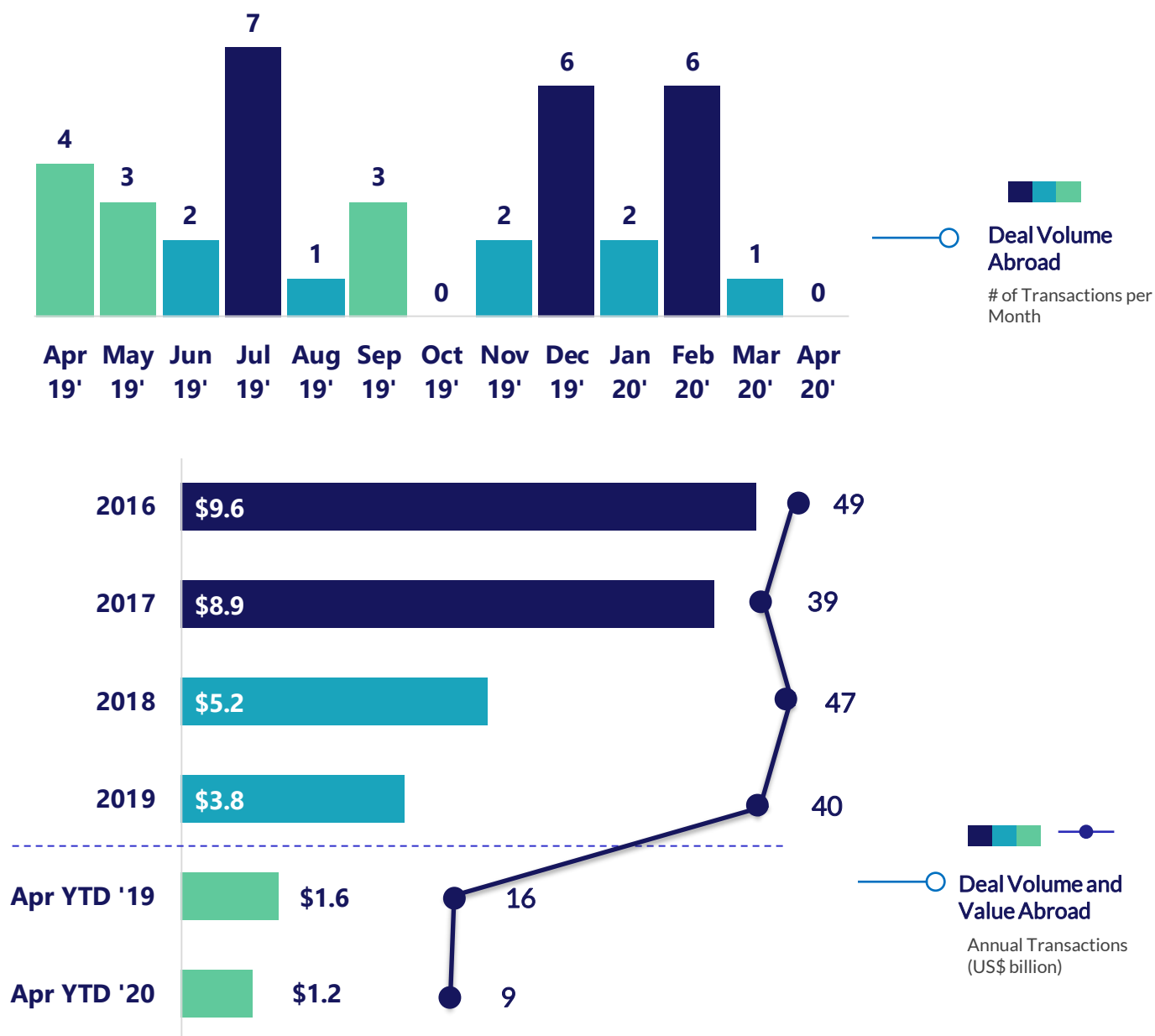
Compared to **April 2019**, YTD volume of transactions and their reported value decreased by **28.8%** and **88.7%**, respectively.



SUMMARY OF MERGERS & ACQUISITIONS BY MEXICAN COMPANIES ABROAD

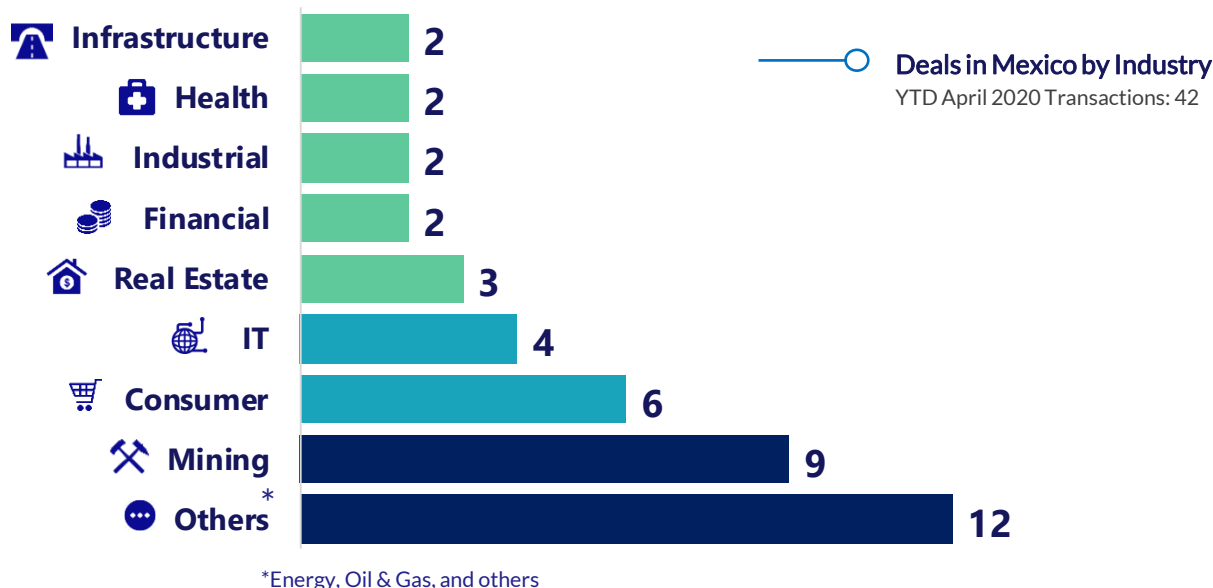
In April 2020, no transactions outside of Mexico were announced.

Compared to April 2019, YTD volume of transactions decreased by 7



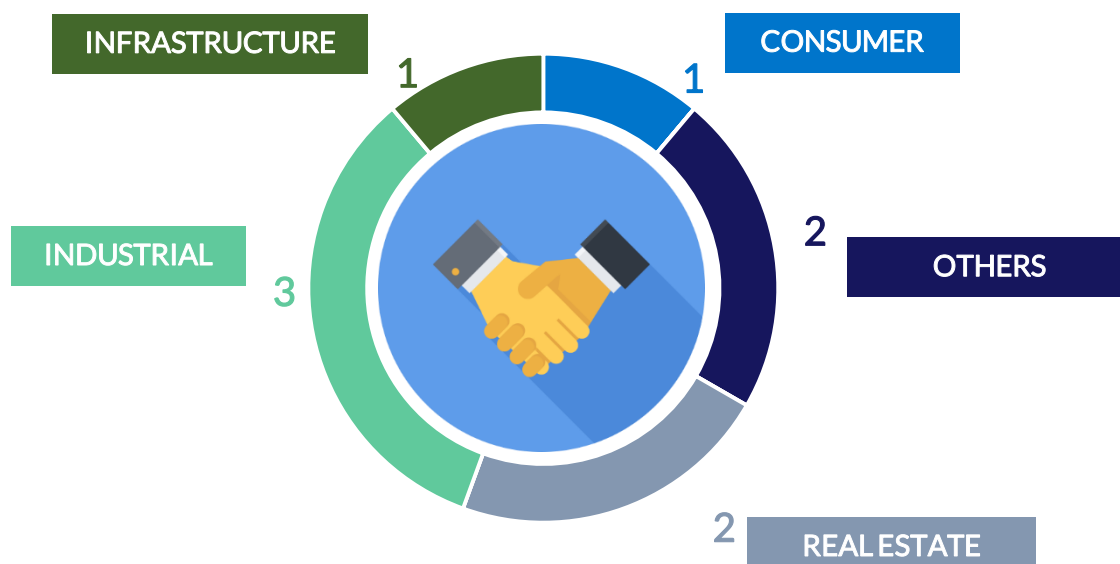
SUMMARY OF MERGERS & ACQUISITIONS BY INDUSTRY

The **Mining** sector leads M&A activity with 9 announced transactions, representing **21.4%** of the total announced transactions. Meanwhile, 9 transactions have been reported abroad, led by the **Industrial** activity, with a total of 3 transactions.








Representative International Acquisitions by Mexican Companies

YTD April 2020 Transactions: 9



REPRESENTATIVE TRANSACTIONS IN MEXICO

Transaction Summary	Target	Buyer
On April 6th, FIBRA Prologis , a Mexican REIT, announced the acquisition of Premier Logistics Park , a logistics real estate in Mexico of over 362.3 thousand square meters , for US\$353.0 million	Premier Logistics Park	 FIBRA PROLOGIS®
On April 2 nd , Midland Exploration Inc. , a Canadian mining company, announced the acquisition of 23 claim blocks in Mexico for an undisclosed amount	23 Claim Blocks	 MIDLAND EXPLORATION
On April 2 nd , NextEnergy Capital , a British investment firm that specializes in infrastructure, announced the acquisition of a 108 Megawatt Solar Power Plant in Mexico, for an undisclosed amount	108 Mega watt Solar Power Plant	 NEXTENERGY CAPITAL
On April 21st, Magma Partners , a Latin American Venture Capital firm, announced the acquisition of Rampa Ventures , a Mexican Venture Firm Accelerator, for an undisclosed amount	 rampa	 MAGMA

DEAL OF THE MONTH

"We have increased our presence in the Mexico City market while deepening relationships with key customers"

Luis Gutierrez, CEO

The transaction was valued at
US\$353.0 million

BUYER



FIBRA PROLOGIS ACQUIRED PREMIER LOGISTICS PARK

TARGET

**Premier
Logistics
Park**

FIBRA Prologis is a Mexican REIT that owns **191 properties** totaling **3.2 million square meters**

The asset consists of eight properties totaling **362.3 thousand square meters**

Los clientes principales del cliente son minoristas en línea, como **Amazon y MercadoLibre**



**FOUNDED IN
2013**



**SALES OF
US\$158.9 MILLION**



**96.8%
OPERATING
OCCUPANCY**

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> 	 UNIVERSIDAD JOSÉ VASCONCELOS  <i>has been acquired by</i> 
 <i>has formed a partnership in the casting tools business between</i>  <i>and</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> sanfer <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> ST. THOMAS CREATIONS <i>and</i> VITROMEX <i>to</i>  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.

ADVISOR TO LEADING COMPANIES WORLDWIDE

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GIS

CEMEX

FOQUE
GRUPO FOMENTO QUERETANO

Honeywell

LOCKHEED MARTIN

NEW YORK LIFE

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Climate | Controls | Security

GE

AMERICAN STANDARD COMPANIES

Celanese

Standex

SHELL

Hertz

Rheem

ITT

CHEN

tyco

GRUPO TAMPOCO

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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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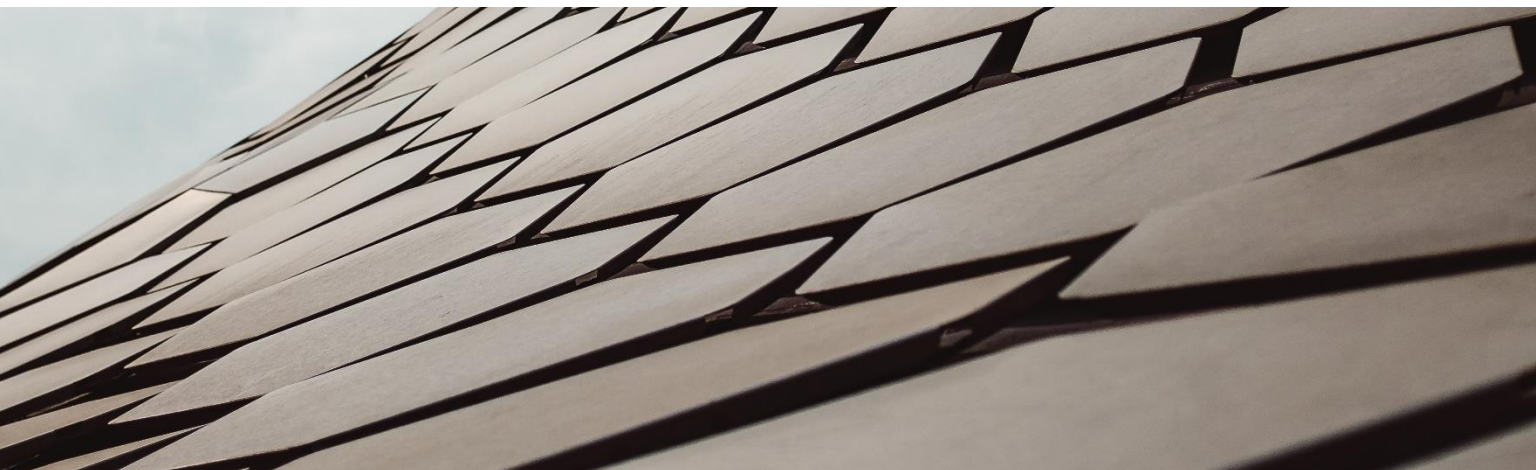
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APPENDIX



DEALS IN MEXICO IN APRIL 2020

Target			Buyer		Financial Information			
Name	Industry	Description	Name	Country	Size (\$US DMM)	% Acquired	EV / EBITDA	EV / Revenue
Rampa Ventures		Venture Capital Firm	Magma Partners	CHL	-	100.0%	-	-
Premier Logistics Park in Mexico City		Real Estate Operating Companies	FIBRA Prologis	MEX	\$353.0	100.0%	-	-
EIS of Mineral Claims		Diversified Metals and Mining	Southern Silver Exploration Corp.	CAN	-	100.0%	-	-
Block of 23 Claims in Mexico		Gold	Midland Exploration Inc.	CAN	-	100.0%	-	-
108 Megawatt Solar Power Plant in Mexico		Renewable Electricity	NextEnergy Capital Limited, Investment Arm; NextPower III LP	GBR	-	100.0%	-	-
Grupo Educativo IEJV		Education Services	Nacer Global Group	MEX	-	100.0%	-	-



REFERENCES

- [Capital IQ](#)
- [FIBRA Prologis Press Release](#)
- [Southern Silver Exploration Press Release](#)
- [Midland Exploration Press Release](#)

