

# Seale & Associates

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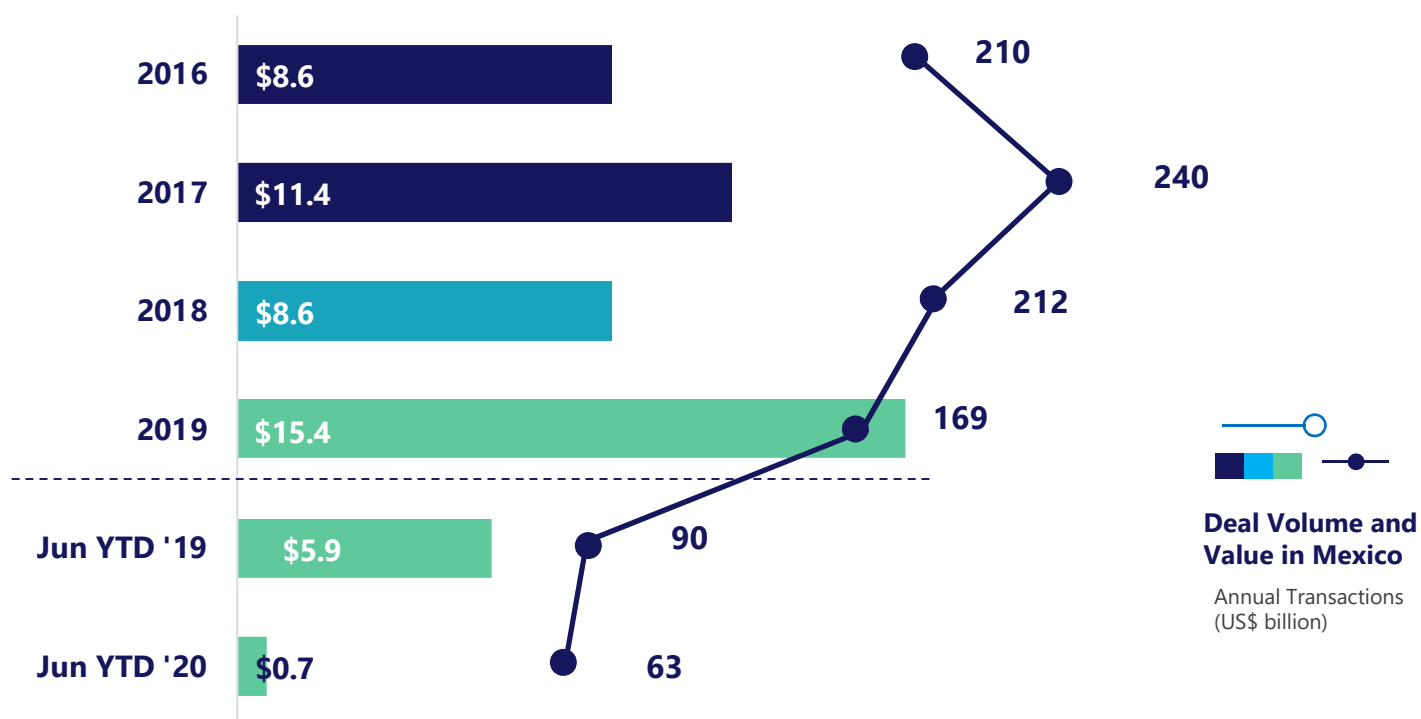
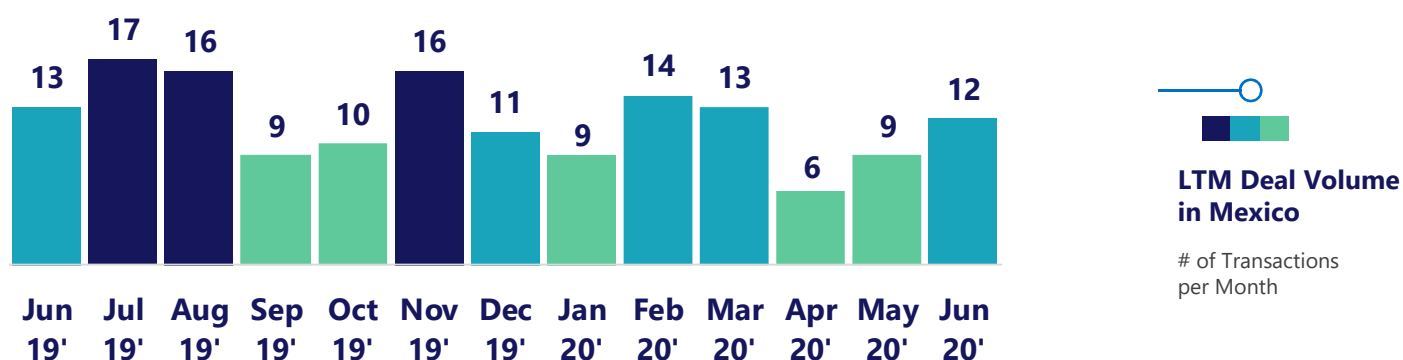
**MERGERS &  
ACQUISITIONS  
MEXICO**

JUNE  
**2020**

MONTHLY ISSUE

## SUMMARY OF MERGERS & ACQUISITIONS IN MEXICO

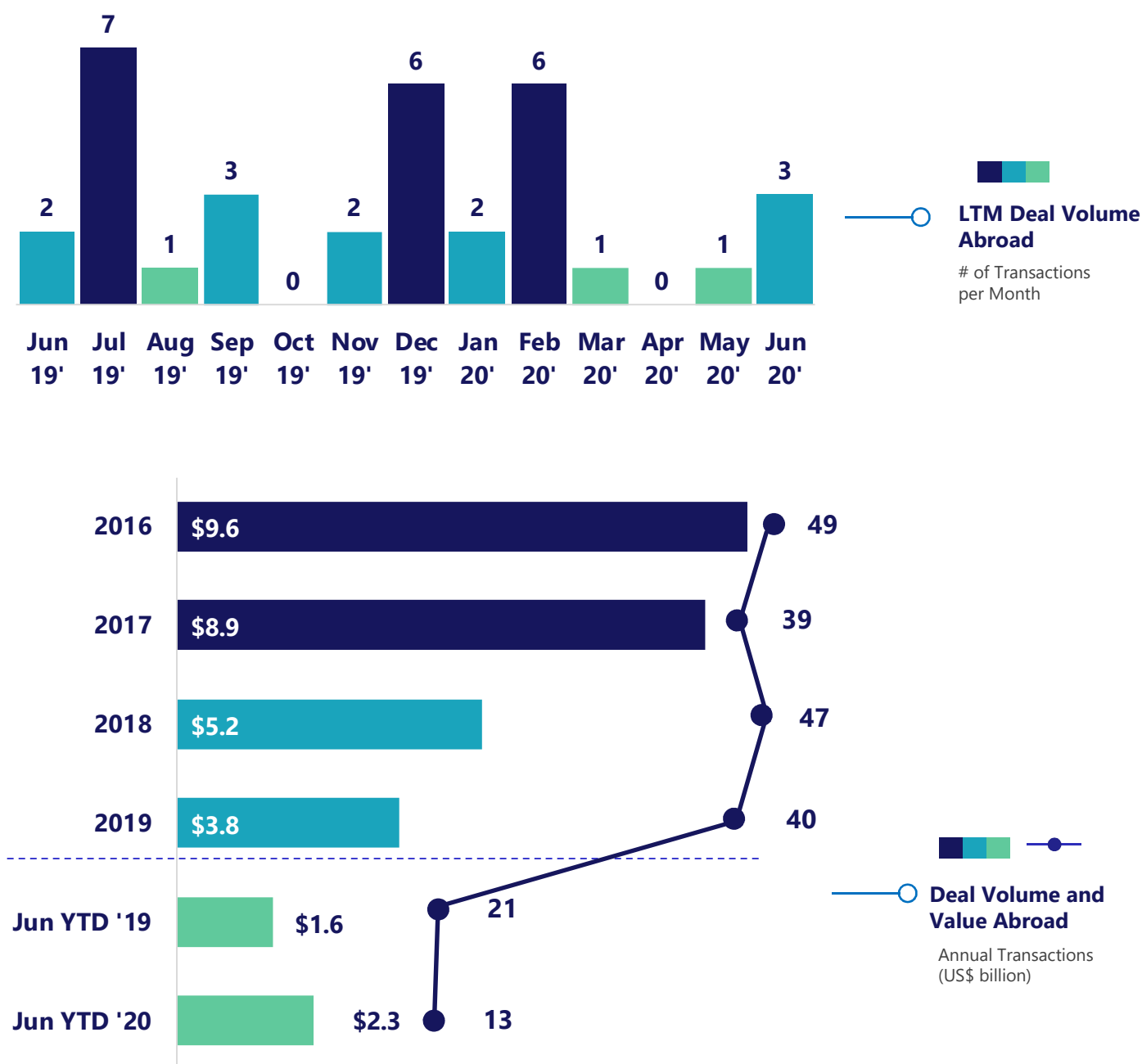
In June 2020, **12 transactions** were announced in Mexico with a reported aggregate value of **US\$46.3 million**, representing an increase in volume of **3 transactions** and a decrease in reported value of **US\$21.8 million**. Compared to June 2019 YTD, June 2020 YTD's transaction volume and aggregate value decreased by **30.0%** and **88.5%** respectively.



Sources: Capital IQ, Yahoo Finance, Company Press Releases, GlobeNewsWire

## SUMMARY OF MERGERS & ACQUISITIONS BY MEXICAN COMPANIES ABROAD

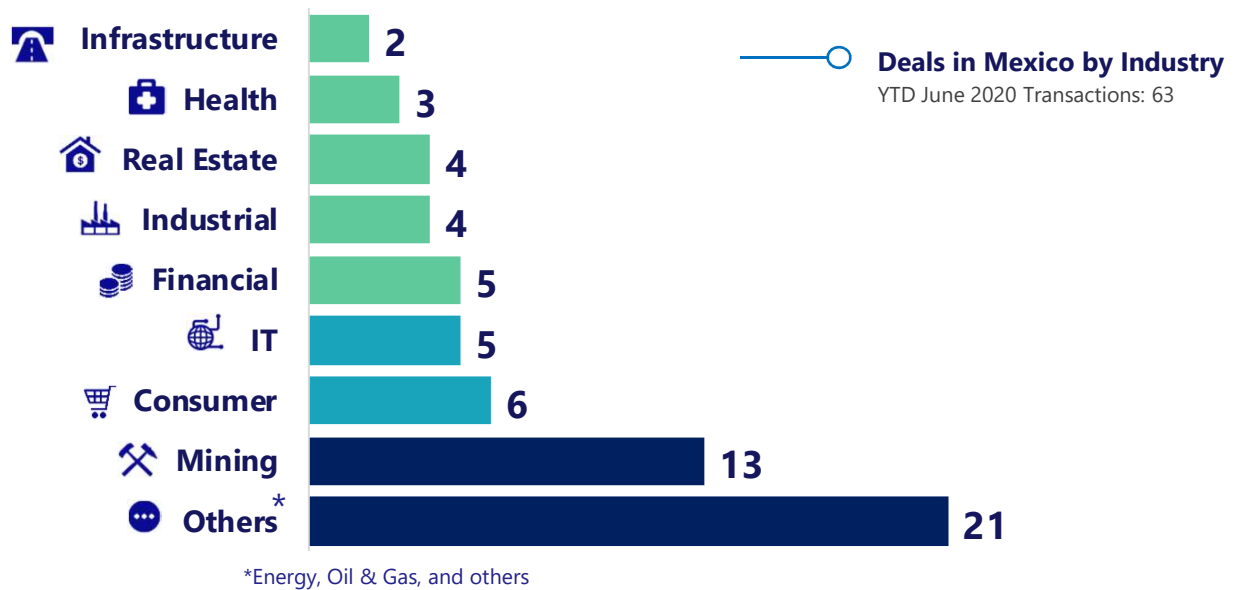
In June 2020, **3 transactions** outside of Mexico were announced, representing an increase of **2 transactions** in volume and an increase of **US\$1.0 billion** in reported deal value compared to May 2020. Compared to June 2019 YTD, June 2020 YTD's transaction volume and aggregate value decreased by **38.1%** and **43.0%** respectively.



Sources: Capital IQ, Yahoo Finance, Company Press Releases, GlobeNewsWire

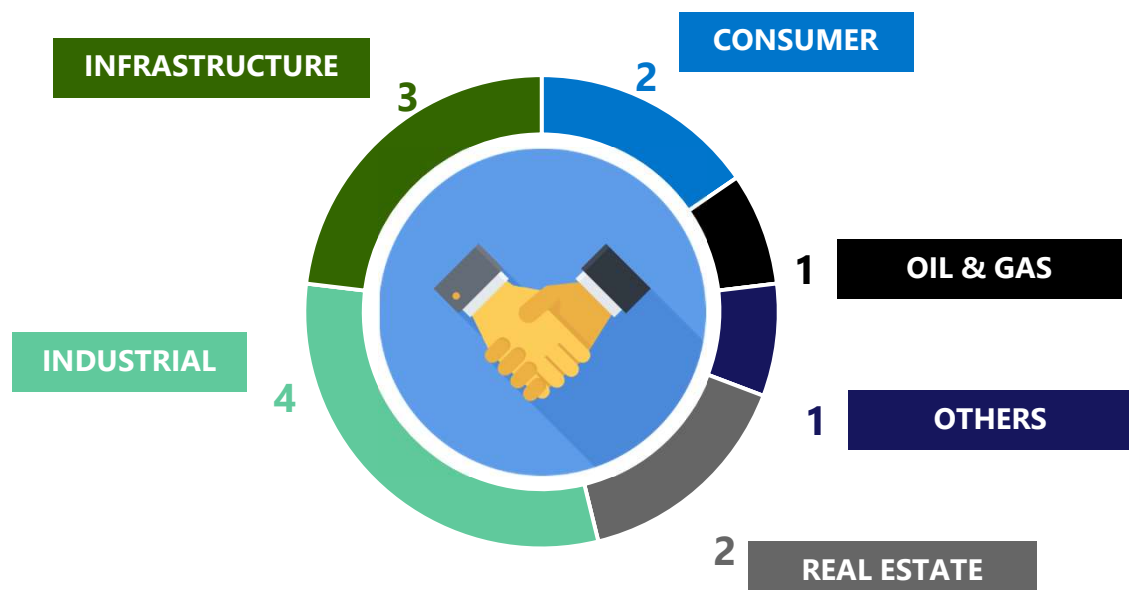
## SUMMARY OF MERGERS & ACQUISITIONS BY INDUSTRY

The **Mining** sector remains the leader in domestic M&A activity in Mexico, with **13** announced transactions as of June YTD 2020, representing **20.6%** of the total announced transactions in the period. In addition, there were 13 transactions by Mexican companies abroad as of May YTD 2020, led by the **Industrial** sector with 3 transactions.



### Representative Acquisitions by Mexican Companies Abroad





YTD June 2020 Transactions: 13



Sources: Capital IQ, Yahoo Finance, Company Press Releases, GlobeNewsWire








## REPRESENTATIVE TRANSACTIONS IN MEXICO IN JUNE 2020

Transaction Summary	Buyer	Target
<b>Jaguar Transport, Inc.</b> , an American transportation company, announced the acquisition of the Mexico operations and companies of <b>Celadon Group, Inc.</b> , for <b>US\$6.1 million</b>		 <b>Mexico</b>
<b>Southern Silver Exploration</b> , a Canadian mining exploration company, announced the acquisition of the <b>Cerro Las Minitas Project</b> , an asset comprising silver deposits, for <b>US\$15.0 million</b>		<b>Project Cerro Las Minitas</b>
<b>Fibra Prologis</b> , a Mexican REIT specialized in Industrial Real Estate, announced the acquisition of <b>two logistics properties in Mexico City and Guadalajara</b> , for <b>US\$9.0 million</b>		<b>Two Logistics Properties</b>



Sources: Capital IQ, Yahoo Finance, Company Press Releases, GlobeNewsWire

## REPRESENTATIVE TRANSACTIONS ABROAD IN JUNE 2020

Transaction Summary	Buyer	Target
<b>Inversora Carso</b> , a Mexican conglomerate holding company, increased, through a debt cancellation, its stake in <b>FCC</b> to <b>76.6%</b> , a Spanish company dedicated to infrastructure and construction for <b>US\$959.8 million</b>		
<b>Grupo Simec</b> , a Mexican company dedicated to steel manufacturing, announced the acquisition of <b>Itauna</b> , a Brazilian company dedicated to laminated steel production, for an undisclosed amount		<b>Itauna</b>
<b>Opes Acquisition Corp.</b> , a Mexican SPAC, announced the acquisition of <b>Burgerfi, LLC</b> , an American fast food operator, for <b>US\$100.3 million</b>		



Sources: Capital IQ, Yahoo Finance, Company Press Releases, GlobeNewsWire

## JUNE 2020 - DEAL OF THE MONTH

On June 8<sup>th</sup>, **Opes Acquisition Corp.**,  
announced the acquisition of **Burgerfi  
International, LLC**

The transaction was valued at  
**US\$100.3 million**

**BUYER**



**OPES ACQUISITION  
CORP.  
ACQUIRED  
BURGERFI  
INTERNATIONAL, LLC**

**TARGET**



**Opes Acquisition Corp.**, is a  
Mexican entity dedicated to the  
acquisition of other companies

**Burgerfi International,  
LLC.** Is an American  
operator of fast food  
restaurants



**FOUNDED IN  
2017**



**2 TRANSACTIONS  
ANNOUNCED IN  
THE LAST YEAR**



**COMPRISED OF 8  
MUTUAL FUNDS**



**FOUNDED IN  
2011**



**US\$16.9 MILLION  
IN REVENUE**



**+500 EMPLOYEES**





# 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> 	 <i>merged its beverage division with</i> 	 <i>merged its beverage division with</i> 
 <b>caffenio</b> <i>has partnered with</i>  <i>a subsidiary of</i> 	 <b>caffenio</b> <i>has partnered with</i> 	 <b>Ragasa</b> <b>Acquisition Advisory Services</b>	 <b>Acquisition Advisory Services</b>	 <i>has been acquired by</i> 	<i>Grupo Educativo IEJV</i>   <i>has been acquired by</i> 
 <b>GRUPO INDUSTRIAL SOLTILLO</b> <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 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> 	 <b>COSMOCEL</b> <i>has sold CosmoCel Química to</i>  <i>a business unit of</i> 	 <b>FORTACERO</b> <b>Corporate Finance Advisory Services</b>	 <b>Corporate Finance Advisory Services</b>	 <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> 	 <b>INMAGUSA</b> <b>Grupo Galaz, S.A de C.V.</b> <i>has been acquired by</i> 	 <i>has acquired</i> <i>workshop and store in Mexico City from</i> 	 <i>has partnered with</i> 	 <b>Acquisition Advisory Services</b>	 <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 respected public and private companies from around the world. Seale is a global investment bank with extensive experience in mergers and acquisitions (M&A), corporate finance advisory, and enterprise level strategy consulting with a track record of success in a diverse range of industries. Our experienced team of professionals are committed to serving clients with excellence and integrity, while offering innovative ideas and solutions to address complex transactions.

## ADVISOR TO LEADING COMPANIES WORLDWIDE

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**GIS**

**CEMEX**

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**LOCKHEED MARTIN**

**FOQUE**  
GRUPO FOMENTO QUERETANO

**GRACE**

**United Technologies**  
Climate | Controls | Security

**GE**

**AMERICAN  
STANDARD  
COMPANIES**

**Celanese**

**Standex**

**SHELL**

**Hertz**

**Rheem**

**ITT**

**CHEN**

**tyco**

**GRUPO TAMPICO**

## CONTACT INFORMATION



### Headquarters

901 N. Glebe Road  
Suite 500  
Arlington, Virginia  
+1 (703) 294 6770



### Latin America Office

Av. Ejército Nacional 769  
2<sup>nd</sup> floor  
Mexico City  
+52 (55) 8000 7463

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

Washington, D.C. | Miami | Mexico City | Monterrey

## Contact Information

### James A. Seale

President

[jseale@sealeassociates.com](mailto:jseale@sealeassociates.com)

### Brett M. Carmel

Senior Managing Director

[bcarmel@sealeassociates.com](mailto:bcarmel@sealeassociates.com)

### Felipe Bueno Viesca

Senior Director

[fbueno@sealeassociates.com](mailto:fbueno@sealeassociates.com)

### Sergio Garcia del Bosque

Managing Director

[sgarcia@sealeassociates.com](mailto:sgarcia@sealeassociates.com)

### Adan Sierra

Managing Director

[asierra@sealeassociates.com](mailto:asierra@sealeassociates.com)

### Carlos Hernandez

Managing Director

[chernandez@sealeassociates.com](mailto:chernandez@sealeassociates.com)

### Alejandro Montemayor

Senior Associate

[amontemayor@sealeassociates.com](mailto:amontemayor@sealeassociates.com)

### Sofia Felix

Business Development

[sfelix@sealeassociates.com](mailto:sfelix@sealeassociates.com)

### Armando Rios

Analyst

[arios@sealeassociates.com](mailto:arios@sealeassociates.com)

### Aaron Garcia

Analyst

[agarcia@sealeassociates.com](mailto:agarcia@sealeassociates.com)

### Daniel Schorn

Analyst

[dschorn@sealeassociates.com](mailto:dschorn@sealeassociates.com)

### Nicolas Reynoso

Analyst

[nreynoso@sealeassociates.com](mailto:nreynoso@sealeassociates.com)

### Miguel Leal

Business Development

[mleal@sealeassociates.com](mailto:mleal@sealeassociates.com)

### Alberto Lopez

Junior Analyst

[alopez@sealeassociates.com](mailto:alopez@sealeassociates.com)

### Alejandro Salinas

Junior Analyst

[asalinas@sealeassociates.com](mailto:asalinas@sealeassociates.com)

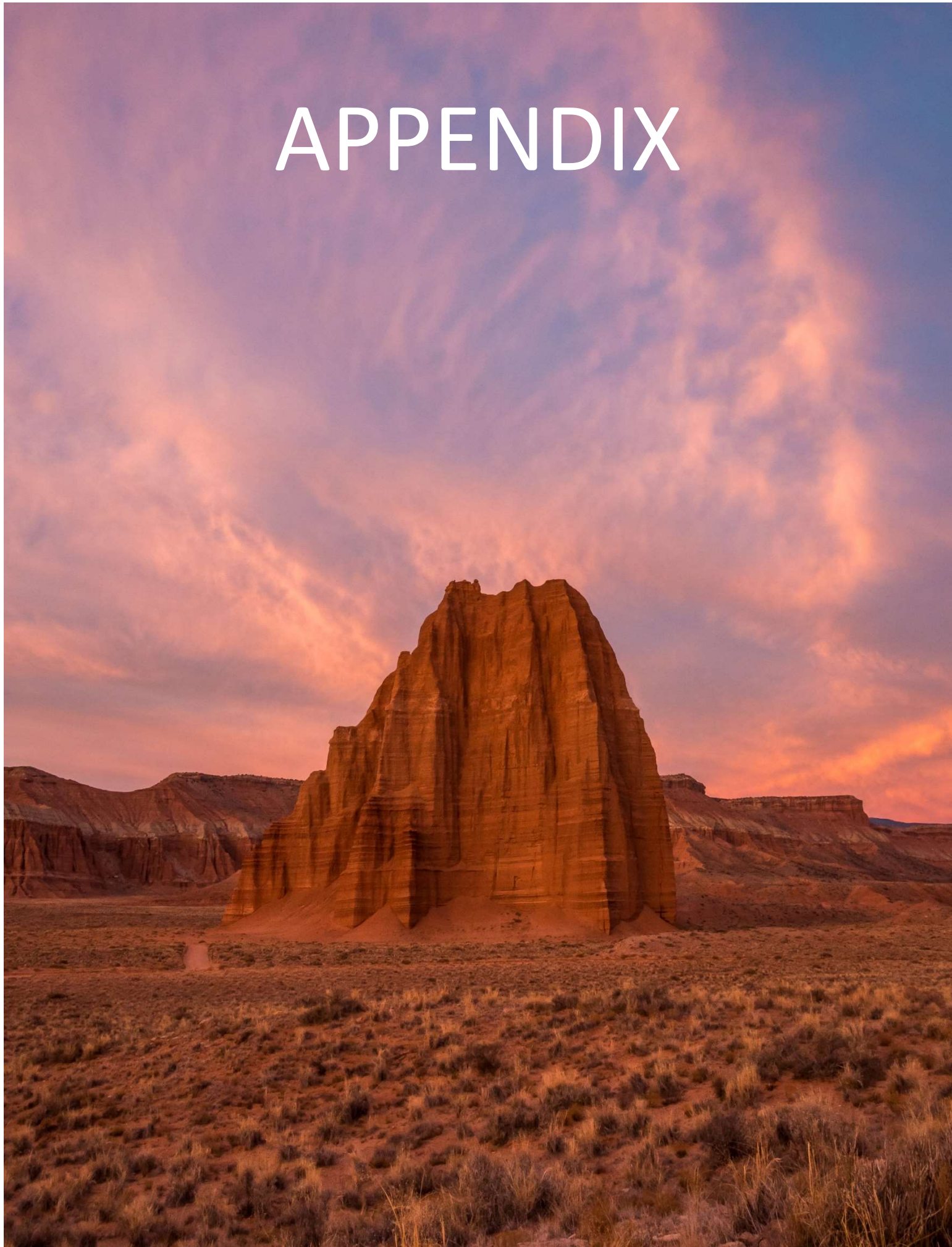
### Hector Roman

Junior Analyst

[hroman@sealeassociates.com](mailto:hroman@sealeassociates.com)













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# APPENDIX





# DEALS IN MEXICO IN JUNE 2020

Target			Buyer		Financial Information			
Name	Industry	Description	Name	Country	Size (\$USDMM)	% Acquired	EV / EBITDA	EV / Revenue
Mineral Properties in Mexico		Diversified Metals and Mining	Garibaldi Resources Corp.	CAN	-	100.0%	-	-
Two Logistics Properties in Mexico City and Guadalajara		Real Estate Operating Companies	FIBRA Prologis	MEX	\$9.1	100.0%	-	-
Cerro Las Minitas Project in Durango, Mexico		Silver Mines	Southern Silver Exploration Corp.	USA	\$15.0	60.0%	-	-
Aseguradora Vivir, S.A. Seguros de Personas		Life and Health Insurance	Perinversiones S.A de C.V.	MEX	-	100.0%	-	-
Tenement At San Celso Project		Silver Mines	Alien Metals Limited	GBR	-	100.0%	-	-
Celadon Mexicana/ Leasing Servicios/ Jaguar Logistics/ STJ		Trucking	Jaguar Transport Inc	USA	\$6.1	100.0%	-	-
Gallos Blancos de Querétaro F.C.		Soccer Club	Individual Investors	MEX	-	100.0%	-	-
Santa Teresa Gold Project		Gold Mines	Comet Resources Limited	AUS	-	100.0%	-	-
Samcarsa de México, S.A. de C.V.		Packaging Products	CMPC Biopackaging	MEX	\$13.0	100.0%	-	-
Forever 21 Mexico		Clothing stores	Grupo Cojab	MEX	-	100.0%	-	-
Mineros FC Zacatecas		Soccer Club	Individual Investors	MEX	-	100.0%	-	-
Quimmco Centro Tecnológico		Cutting Tools Operations	Seco Tools	SWE	-	100.0%	-	-

 Mining 
  Real Estate 
  Others 
  Financial 
  Energy 
  Consumer 
  Industrial 
  Infrastructure 
  Healthcare 
  Telecommunications 
  IT 
  Oil & Gas



Sources: Capital IQ, Yahoo Finance, Company Press Releases, GlobeNewsWire

## DEALS ABROAD IN JUNE 2020

Target				Buyer	Financial Information			
Name	Country	Industry	Description	Name	Size (\$USDM)	% Acquired	EV / EBITDA	EV / Revenue
Burgerfi International, LLC	USA		Restaurants	Opes Acquisition Corp.	\$100.3	100.0%	-	-
FCC	ESP		Construction Company	Inversora Carso	\$959.8	76.6%	-	-
Itaúna	BRA		Steel Company	Grupo Simec	-	100.0%	-	-

 Mining
  Real Estate
  Others
  Financial
  Energy
  Consumer
  Industrial
  Infrastructure
  Healthcare

 Telecommunications
  IT
  Oil & Gas



Sources: Capital IQ, Yahoo Finance, Company Press Releases, GlobeNewsWire

**Mexico M&A June 2020**

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