



# EUROPEAN SME TRANSFER SUMMIT 5<sup>TH</sup> EDITION



**17-18 MAY 2018**

CHAMBER OF COMMERCE **LUXEMBOURG**

# Cross boarder acquisition

1. Introduction
1. Arthus de Bousies -> CEO Natura
2. Joubin Bashiri -> Partner at Tenzing
3. Pegman Haghsenas -> CEO Arcanum
4. Pierre-Jean Estagerie -> Partner Deloitte
5. Kris van Camp -> Partner at IMAP
6. Q&A



## Entrepreneur Arthus de Bousies

Video:

[https://www.youtube.com/watch?time\\_continue=2&v=XAcuz72PU50](https://www.youtube.com/watch?time_continue=2&v=XAcuz72PU50)

Introduction Arthus de Bousies and the 'acquisition-story'



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3.

## Joubin Bashari Partner Tenzing Partners

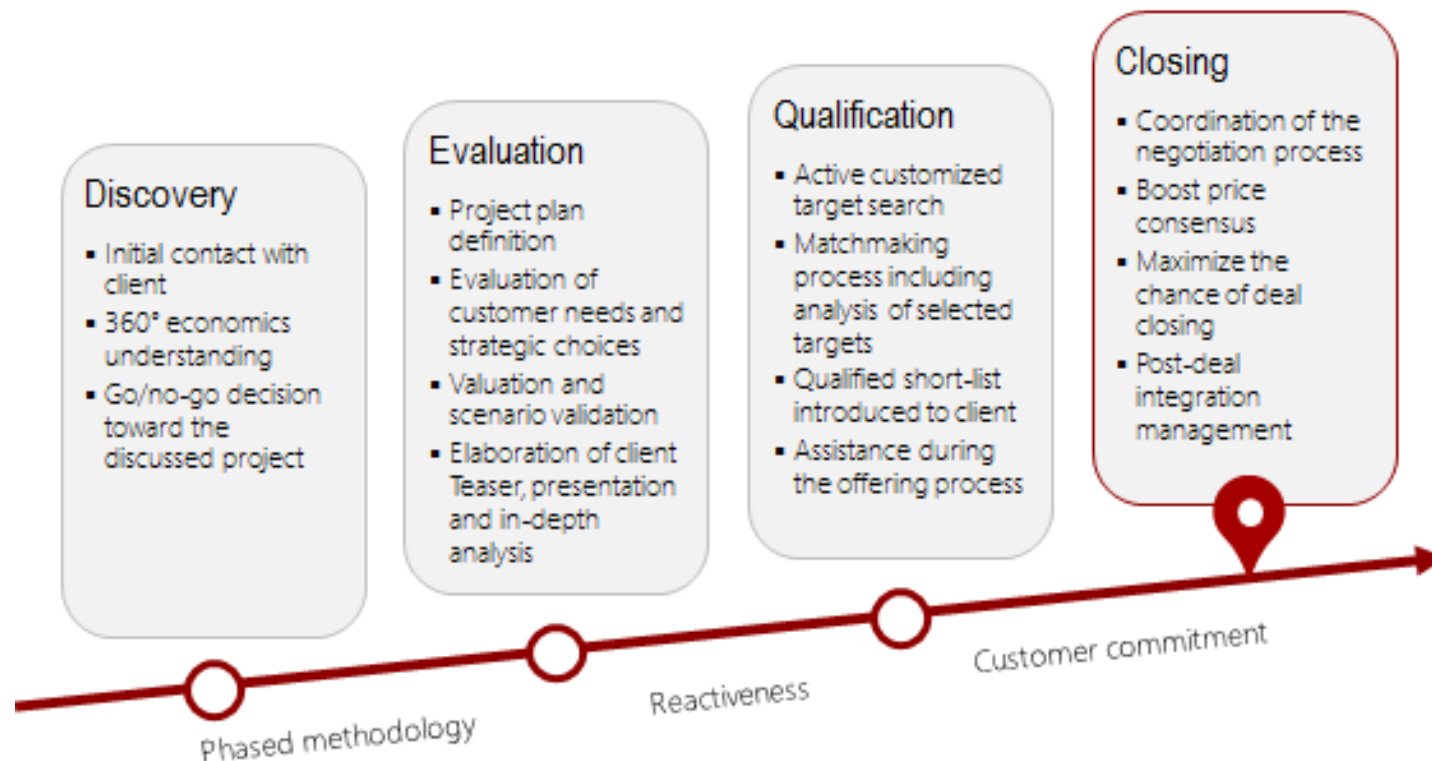


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## Merger & Acquisition Process



TENZING  
partners

2



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## Entrepreneur Pegman Haghshenas



Arcanum Holding was created as an independent Family owned platform to manage the investment participations of my Family.

We are participating in companies or we promote and create companies.

Our main focus industries are Health Care, F&B, Real Estate and ICO.

Entrepreneur Pegman and his acquisition-story

I have done in my professional life as a Banker few M&A Deals, mainly during my time in Dubai. In my second professional life, I'm in the process to do two acquisitions in the field of Health Care and F&B sector.

Maybe I can give you my view through a Q&A session with you....



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## Deloitte Tax & Consulting

Pierre-Jean is partner in our Global Employer Services (Personal Tax) department and has over 10 years of experience in advising employers in a national and international context.



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## IMAP – International Mergers & Acquisition Partners

Consistently ranked among the top 10 middle market M&A advisors worldwide

# 350

M&A PROFESSIONALS



### ENTREPRENEURIAL SPIRIT

- IMAP is a partner-driven, client-focused and independent M&A advisory.
- Senior experience and hands on involvement in deals

# 45

YEARS OF M&A EXPERIENCE  
IN THE MIDDLE MARKET



### MIDDLE MARKET FOCUS

- Sell-side advisory for mostly privately held companies and spin-offs from large groups.
- Strategic acquisitions for international corporates.
- Transaction Values €10 – 500m.
- Strong PE and Family Office Coverage.

# 35

M&A ADVISORS IN 35  
COUNTRIES



### GLOBAL REACH

- Proven cross-border advisory practice in global sector & project teams.
- Leveraging local knowledge and corporate access in all relevant international markets.

# 12

\$BN CLOSED DEAL VALUE  
2017



### EXECUTION EXPERIENCE

- IMAP has closed over 2,100 transactions valued at \$80bn in the last 10 years.

IMAP

2017-2018 | Nov 18 | 2



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### IMAP Global Performance 2017 Results

207

DEALS

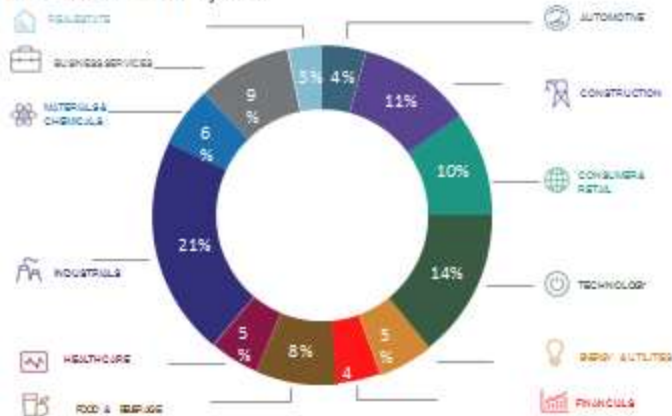
\$77.8m

AVERAGE DEAL VALUE

48

DEALS WITH PE INVOLVEMENT

#### IMAP M&A Transactions by Sector



IMAP

#### Global Performance

Rank	Advisor	Deals
1	KPMG	381
2	PwC	296
3	Rochechild SCo.	265
4	BDO	217
5	Ernst & Young	207
6	Deloitte	197
7	<b>IMAP</b>	<b>181</b>
8	Houlihan lokey	175
9	ICBC	170
10	Mizuho Financial Group	169

Ranking based on number of transactions closed in 2017. Underlined advisors are above \$200m in. Source: Thomson Reuters.

2017 | 18 | 4



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### Collaboration

Close, collaborative spirit grounded in trust

- IMAF conferences support networking and focus on regional business and deal making opportunities.
- Sharing best practices – case studies, testimonials and contacts.
- Sector group expertise across borders – industry knowledge with global perspectives and local insights.
- Corporate Governance – working together seamlessly with high levels of integrity and trust.
- Unified by our corporate values of: Innovation, Dedication, Informality, Talent.



IMAF



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## IMAP Conferences

Every year IMAP holds two conferences and one separate sector group focused meeting

- Relationships are built over time and through personal interaction, which is why IMAP professionals, for the benefit of their clients, commit so much time to understand each other – both professionally and personally.



Bogota, Fall 2017



Rotterdam, Spring 2017



Boston, Fall 2016



Milan, Spring 2016



Toronto, Fall 2015



Dublin, Spring 2015



Tokyo, Fall 2014



Barcelona, Spring 2014

Mumbai, Fall 2013  
Chicago, Spring 2013  
Ankara, Fall 2012  
Beijing, Spring 2012

IMAP

2018-2019 May 18 | 11



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## IMAP Thought Leadership

Industry knowledge and M&A Insights

- IMAP produces regular in-depth sector research and a twice-yearly magazine *Creating Value* which covers key M&A issues, sector and cross-border case studies and insights into successful M&A transactions.
- Our annual Dealbook, which details transactions across IMAP, is published in September.



# Questions?



# Thank you very much For your attention

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