

FM.

M&A

Awards
2023

ALSO FEATURING

**Luis Gerardo
Ramirez Villela**

M&A Adviser of the Year - Mexico

A close-up portrait of Luis Gerardo Ramirez Villela, a middle-aged man with glasses, smiling. He is wearing a dark suit jacket over a white shirt. The background is blurred, showing what appears to be an office or conference setting.

Werner
Leiter

Partner at Grant Thornton Austria

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FM. M&A Awards 2023

Welcome to the 2023 Finance Monthly M&A Awards

In this latest edition of the Finance Monthly M&A Awards, we celebrate the extraordinary talents and achievements of professionals who have excelled in the mergers and acquisitions sector.

Among our distinguished honorees, we have Werner Leiter from Grant Thornton Austria, acclaimed as the Due Diligence Adviser of the Year for his meticulous risk mitigation efforts; Luis Gerardo Ramirez Villela, recognized as the M&A Adviser of the Year, Mexico, for his strategic insights and valuable guidance; Technology Holdings, which stands out as the Investment Banking Firm of the Year in the UK for its role in facilitating significant technology sector deals; and Bruno Grangier of Leaf Legal, who has earned the title of Cross Border Transactions Firm of the Year, China through his adept handling of complex international deals.

Each of these individuals and firms exemplifies unparalleled expertise, dedication, and influence in the M&A landscape, marking their contributions as instrumental to the field's ongoing innovation and success. Their collective achievements not only underscore the dynamic nature of mergers and acquisitions but also spotlight the exceptional caliber of professionals driving the industry forward.

FM. **M&A**
Awards **2023**

Introducing the Winners...



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Troels Fellow Larsen	Translution Capital	Capital Markets Adviser of the Year	
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Dr. Kohlhase GmbH

Dr. Kohlhase GmbH

Investment Funds Firm of the Year

FERBER & CO. GmbH

FERBER & CO. GmbH

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Wolfgang Schweissgut

SCHWEISSGUT GmbH

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Hungary

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RSM Hungary

M&A Advisory Firm of the Year

Ireland

Tom Early

Enterprise Ireland

Investments Advisory Firm of the Year

Italy

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Valuation and Appraisal Adviser of the Year

Poland

Marcin Macieszczak

Gessel

M&A Law Adviser of the Year

Spain

Bosco Salaverri

SOCIOS Corporate Finance

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Switzerland

Alex Gut

Gut Corporate Finance, AG

Corporate Acquisitions and Disposals
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Jonathan Waters	My In House Lawyer	Alternative Dispute Resolution Adviser of the Year
Jason Stather-Lodge	OCM Wealth Management Ltd	Aviation M&A Adviser of the Year
Faisal Sheikh	University of Salford Manchester	Business and Management Consulting Adviser of the Year
Abrar Kayani	AAK & Co.	Business Advisory and Consulting Firm of the Year



**Werner
 Leiter**

**Due Diligence
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Jason Evans	Gambit Corporate Finance	Debt Adviser of the Year
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Ethica Institute of Islamic Finance

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with Bruno Grangier

Due Diligence Adviser of the Year

Werner Leiter

“ Grant Thornton Austria’s versatility in adeptly managing a spectrum of tax and non-tax matters establishes the company as an exceptional and prominent player in its industry.

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About Grant Thornton Austria

Grant Thornton Austria is a leading audit, tax, accounting, and advisory firm, also operating in the fields of forensics, cyber security, and digital advisory. With nearly 300 employees who work at three locations across the country, the company supports its clients in achieving their goals. For his exceptional work at Grant Thornton Austria, Werner Leiter, Partner, has been named Due Diligence Adviser of the Year 2023 for Austria.

After 34 years in the company, Werner Leiter handed over responsibilities to Raphael Holzinger in April 2023: “Raphael Holzinger will ensure strong, sustainable growth and strategic management of the Tax division personally and professionally.”

Within the tax area, Grant Thornton Austria stands as a leading provider of comprehensive Transaction and Structuring Advice with a specialized focus on Business Tax, International Tax, and Transfer Pricing. Renowned for delivering strategic guidance that transcends traditional tax considerations, the company employs a holistic approach to optimize financial outcomes for its clients.

While primarily focused on Austria, the firm actively expands its services to neighbouring countries, advocating a regional strategy for intricate tax challenges. This extensive coverage establishes the firm as a flexible and adaptable ally navigating varied legal frameworks for clients operating across borders.

Grant Thornton Austria’s tax team showcases an impressive track record, successfully completing over 40 Tax Due Diligences (TDD) in the past 12 months. This achievement underscores their ability to translate insights into effective tax strategies, emphasizing expertise in tax structuring and restructuring across jurisdictions.



Werner Leiter

Partner at Grant Thornton Austria



Raphael Holzinger

Head of Tax at Grant Thornton Austria

Distinguished by a deeply integrated service portfolio, Grant Thornton Austria covers tax aspects like business tax, international tax, transfer pricing, and withholding tax. The company's proficiency extends into non-tax domains such as corporate finance, valuation, and business restructuring, ensuring clients receive comprehensive guidance for both tax intricacies and broader business challenges. Grant Thornton Austria's versatility establishes it as an exceptional player in the industry.



“ With nearly 300 employees who work at three locations across the country, the company supports its clients in achieving their goals.

Corporate Finance Team of the Year

REYL Intesa Sanpaolo

“ REYL Intesa Sanpaolo is one of few boutique private banks in Switzerland offering a complete range of services comparable to its largest peers, while remaining committed to providing the highest level of service and dedicated personalised attention to each client.”

Contact

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About REYL Intesa Sanpaolo

Founded by Dominique Reyl in 1973 and led by François Reyl since 2008, REYL Intesa Sanpaolo is a diversified and entrepreneurial banking group providing a range of financial services and investment solutions to private and institutional clients. The Bank serves a clientele of international entrepreneurs, family offices and institutional investors through five business lines: Wealth Management, Entrepreneur & Family Office Services, Corporate Finance, Asset Services and Asset Management, enabling the efficient provision of solutions to address the increasingly complex needs of its clients. REYL Intesa Sanpaolo is one of few boutique private banks in Switzerland offering a complete range of services comparable to its largest peers, while remaining committed to providing the highest level of service and dedicated personalised attention to each client.

2022 marked the beginning of a new era for the bank as it entered into a partnership with Fideuram-Intesa Sanpaolo Private Banking (“Fideuram – ISPB”), a leading European banking group. This strategic agreement provides the Group with a number of cross-selling opportunities, giving it the scale of a major banking entity, whilst remaining true to its roots as an entrepreneurial boutique. It has strengthened the Group’s geographical presence in Europe – Lugano and London – and in Argentina. This adds to REYL Intesa Sanpaolo’s already established, highly regulated presence in Geneva, Zurich, Lugano, London, Luxembourg, Singapore, Malta and Dubai, which allows the Group to stay close to its increasingly mobile entrepreneurial client base.

At REYL Intesa Sanpaolo it is our role to provide strategic and valuation advice to our clients, mid to large businesses in sectors including renewables, Tech, Media and Telecoms, consumer goods, real estate and hospitality. Our range of corporate finance services, which include mergers and acquisitions (M&A), debt advisory, capital markets, restructurings and private equity, means we have been involved in a number of deals over recent

“ When it comes to using art as an investment vehicle, we have found that there is a particular interest in fixed income products with works of art as their underlying assets.”

months, advising leading private equity funds in Europe on transactions ranging from EUR 100m to EUR 4.9bn, as well as advising large corporates.

The Corporate Finance team also offers a service in art-lending and believes it to be interesting for several reasons. A securitisation platform for asset-backed securities gives clients the opportunity to invest in bonds backed directly by works of art. These investments enable coupons to be paid quarterly or semi-annually with an annual return in the high single to low double digits region. The coupon constitutes a premium due to the low or non-existent liquidity offered by alternative investments. This allows a diversified product with low risk to be offered outside the traditional market. The platform also offers clients the opportunity to take out loans and get more out of their art collection.

When it comes to using art as an investment vehicle, we have found that there is a particular interest in fixed income products with works of art as their underlying assets. At the same time, the market for art-backed loans in Europe is still in its infancy. This is what inspired us to launch Griffin Art Partners in partnership with Luxembourg's Link Management, one of the leading art consulting firms in Europe. This collaboration means we can anticipate specific trends in the art market and deliver art-backed loans, meeting the high demand for art-related, well secured investments from clients in Europe, Asia and the Middle East.



Investment Banking Firm of the Year

Technology Holdings



About Technology Holdings

Technology Holdings is a global investment bank dedicated to delivering M&A and capital raising advisory services exclusively to technology services, software, consulting, healthcare, and business process management companies with enterprise values ranging from \$20 million to \$250 million USD.

Founded in 2000, with offices in North America, Europe, Asia and Australia, we have the decisive local presence and cross-cultural knowledge required to execute premium transactions and deliver excellence at every step of our service delivery process.

Our global team of 70+ professionals have decades of collective expertise and a solid investment banking track record across a number of bulge bracket and boutique investment banks - with accumulated enterprise values exceeding \$100 billion they deliver a hands on, no stone unturned, strategic and focused approach.

Once appointed we act as an extension of our client's team, working closely in all aspects of the transaction including transaction strategy, positioning, preparation of material, due diligence and transaction closure. Our philosophy is that we are only successful if our clients are and that drives everything we do, we strive to achieve only the very best results for our clients.

Vivek Subramanyam

Founder and CEO

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www.technologyholdings.com

“ When it comes to providing independent M&A and capital raising across our 12 focus sectors, our depth of capabilities, domain expertise and track record of success is unmatched.”



Investment Banking in Tech Services, Consulting, Software & Healthcare

Our Focus Sectors

For more than 23 years we have offered our clients comprehensive, high-quality advisory services including M&A sell-side, buy-side, private equity and capital advisory services – closing over 100 successful transactions (all of which were cross-border or with multinational companies) and we have received global recognition as the investment bank of choice in our 12 focus sectors:

- Digital Transformation
- IT Services
- Cloud & DevOps
- Consultancies
- Analytics, Data Science & AI
- Healthcare & Life Sciences
- Engineering Services & IoT
- Technology Platforms & SaaS
- Fintech & Insurtech
- Business Process Management
- ERP, CRM & ITSM
- Cybersecurity

When it comes to providing independent M&A and capital raising across our 12 focus sectors, our depth of capabilities, domain expertise and track record of success is unmatched.

Geeta Ramanathan

Managing Director and COO

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www.technologyholdings.com



M&A Adviser of the Year

Luis Gerardo Ramirez Villela

In the intricate world of legal practice, few have navigated the labyrinth of Corporate law, Banking & Finance, and Mergers and acquisitions (M&A) as adeptly as Luis G. Ramirez V. With a career spanning over two decades, he has witnessed seismic shifts in the landscape and adapted to each one, emerging as a trusted advisor for businesses across various sectors. In this candid conversation with Finance Monthly, Mr. Ramirez sheds light on the evolution of these domains, the challenges they present today, and how the pandemic has changed the M&A landscape.



Luis, how have Corporate law, Banking & Finance, and M&A landscapes evolved over the years in the regions you predominantly operate in?

In general, legal practice has evolved over the years and regions considerably. Now, with the integration of ESG principles and the evolution in the operation of companies due to the pandemic and recession, everything has changed. From the banking and finance perspective, today, it is more complicated to obtain and negotiate financing terms and conditions, while in the M&A market, the impact has been in the reduction of transactions.

Can you share a notable case or transaction in which you played a significant role and the key challenges you encountered?

Recently, I had an M&A transaction where we encountered several issues not only related to the consequences of the pandemic but also due to recent changes in applicable laws, which made me create a different structure for potentially closing the transaction. Since we were acquiring, the key challenges were related not only to the M&A closing with respect to determining the risks derived from the pandemic and changes in the law but also to obtaining the financing for such purposes, which, in this year, is more complicated than before the pandemic.

With global economic shifts and the emergence of new financial technologies, how have client needs and challenges transformed in Banking & Finance?

Clients' needs, at least in the regions I work with, have not changed that much; however, everyone is challenged by these new technologies, and therefore, structuring loans

from the borrower or lender perspective is evolving, and that implicates involving not only on the legal perspective but also on the financial and business perspective to understand client needs and have a successful transaction.

Are particular sectors or industries currently driving the bulk of M&A activities, and if so, what trends are you observing?

Considering that this year, the M&A transactions slowed down, based on the work I have done this year, I definitely would have to say that it all depends on the clients. There are no specific trends from one sector, but that will change for sure in 2024.

Regarding Corporate law, how have changing global regulations and the push for more transparency affected how businesses operate and seek counsel?

Evolution, in general, is making clients implement ESG strategies and, therefore, have a more defined corporate governance strategy, which I am handling right now with several foreign and domestic clients. The need to create an efficient ESG program for all business purposes is doing that clients search for counsel with experience and a general legal background.

From my perspective, in the next two years, corporate work will increase since most of the companies will push for creating a better business strategy not only in compliance with applicable laws but also for purposes of achieving their goals, being competitive in their specific market and standing out for customers and stakeholders.

You've amassed over two decades of experience across various legal specialisms. How does your multifaceted expertise give you an advantage in the industry?

Now, it is an excellent advantage to have had a general practice, although I have focuses in some specific areas. As of today, clients prefer having a partner in charge of everything and with general knowledge of legal specialisms, rather than having several partners involved in one single transaction, which might be cost and time effective.

MGPS | MÜGGENBURG,
GORCHES Y PEÑALOSA

“ I would have to say that the most challenging part is now the structuring of the indemnification procedures.

Within Capital Markets, how have you seen the landscape evolve in Mexico, especially concerning global trends?

Unfortunately, capital markets transactions in Mexico have reduced since the pandemic, and except for REITs there is little interest nowadays for companies to be listed in the stock markets or carrying out public or private offerings.

When representing companies in the buying and selling process of shares and assets, both domestically and internationally, what are the common challenges or misconceptions companies might have?

I would have to say that the most challenging part is now the structuring of the indemnification procedures. In Mexico, laws have been changing, and asset transactions may trigger other consequences to be analyzed in detail. Therefore, it is necessary to carry out a diligent process to give a good assessment to clients and determine the best structure for completing the transaction.

Besides that part, the negotiation of the indemnification process continues to be challenging as well for both domestic and international transactions.

Finally, with such a notable career, what advice would you give to budding legal professionals aspiring to make their mark in M&A?

I would say that preparing and continuing to study is a basic requirement for reaching goals not only in M&A but in any area in which they would like to be focused. Legal education must always continue, and with the recent implementation of artificial intelligence, it is necessary to keep updated and focus not only on work but also on networking and taking risks in implementing and creating new work structures.

Cross Border Transactions Firm of the Year

Leaf Legal



About Bruno Grangier

Bruno Grangier is a corporate lawyer based in China since 2004. He created the corporate law firm Leaf in 2012 to assist foreign companies to successfully penetrate the Chinese market and complete their projects, and to be a bridge between Europe and Asia.

Bruno Grangier is registered at the Paris Bar as well as in China as a foreign-registered lawyer. He studied in France and graduated from Hong Kong City University with an LLM degree in Chinese Law. He has worked for major international law firms in Shanghai, Hong Kong and Paris.

After working as a lawyer in a Paris-based law firm dedicated to private equity-related transactions, he moved to China in 2004 where he first specialized in M&A. He mainly worked with large corporations and multinationals (automotive, chemical industry, retail, luxury brands...) helping them to develop their operations in China and Asia through greenfield investments or M&A transactions.

Bruno Grangier and the Leaf Team have developed a varied portfolio of clients, ranging from multinationals to ambitious start-ups thanks to his great expertise in the complex legal environment of China. In this context, Bruno Grangier uses his experience and knowledge to maximize client's negotiations. Bruno Grangier has been recently added to the panel of CIETAC Arbitrator. In 2022 and 2023, Bruno Grangier has been listed as China's Elite 100 Lawyers by China Business Law Journal.

Contact

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LAW FIRM BRIDGING EUROPE & ASIA

About Leaf

Leaf was founded in 2012. Leaf team is composed of talented Chinese and European lawyers and specializes in transactions in China. Leaf maintains a “boutique” spirit while applying a creative approach to China problem solving.

Leaf has been recognized one of the leading foreign firm in China thanks to its high achievements in M&A transactions.

A legal reference | Our firm has received multiple awards for its cross-border activities. We are one of the best teams of M&A and corporate lawyers based in China. Our team is composed of talented Chinese and internationally qualified attorneys. Our firm is one of the few which has been approved by the Ministry of Justice in China. Leaf’s experience allows its team to fully understand the legal implications of doing business in China. It is in a position to help evaluate risk level and propose pragmatic solutions.

Bi-cultural with international standards | Each lawyer at Leaf is familiar with M&A cross-border transactions. We established a bi-cultural team to provide our clients with several angles to view each problem. This bi-cultural approach is a unique experience that will allow our team to efficiently help complex cross-border negotiations with several foreign elements. We are used to providing efficient solutions to manage complex transactions in a changing legal and business environment. In addition, we help partners to reach common understanding and vision.

Ecosystem of High-value services | We are providing solutions that are tailor-made and generated from our experience in project management. Our experience and expertise allow us to help our clients to understand the legal implications of doing business in China. As we have observed that a financial expertise is often required in our transactions, we have created a Corporate Finance department which can help our clients not only in their deal preparation but also in their business management. Overall, our unique advantage is based on the quality and efficiency of the ecosystem and high-value services we offer. We have trusted advisors recognized in their field of expertise such as cybersecurity issues, complex negotiations and angel financing.

This year, our lawyers have assisted acquisitions and exits across a wide range of industry sectors between companies based entirely in China as well as those with presences in both the European and Chinese markets. Our clients in Europe have benefited from our presence in China as we played a key role in representing them. The structuring, legal due diligence and negotiations were smoothly conducted with our bi-cultural legal team as well as our corporate finance team members as we bridged the gaps when needed.

For more info, please check our website (www.leaf-legal.com)

“ We are one of the best teams of M&A and corporate lawyers based in China. Our team is composed of talented Chinese and internationally qualified attorneys.”





PET INSURANCE —  AMIS.COM.MX





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Vitale

Business Valuations Team of the Year

Alexandre Streel

“ We work intensively with you to develop a strategy that strengthens your financial position and takes your business to new heights. Our focus is on delivering results and value creation for your business.

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About Alexandre Streel

Alexandre is a CPA in Belgium. He holds a master degree in Commercial engineering and a postgraduate degree in Economics.

He joined BDO in 2002. His hybrid professional experience consists, on one hand, of financial audit in industrial and trading companies, and on the other hand, of valuation assignments. The services provided in this latter context include equity valuation and intangibles valuation (namely in the context of purchase price allocation exercises).

Alexandre developed the valuation practice for BDO Belgium and lectures valuation courses as well as occasional short-term classes at Liege University. Furthermore he writes articles for the economic press on a regular basis.

About BDO Belgium

BDO Belgium is an internationally active consultancy company with a solid reputation in financial services (Audit & Assurance, Tax & Legal, Accounting & Reporting) and complementary, specialised advice to support clients towards futureproof and sustainable growth (Advisory). It does so by, among other things, guiding them in strategy exercises, digital transformations, process optimisations, change- and sustainability tracks, sustainable finance, financial advisory, mergers & acquisitions and risk management. The consultancy company advises and assists a wide range of clients, from large international companies and (family) SMEs to private individuals.

The BDO approach is personal, hands-on, pragmatic, geared towards results and tailored to the client's needs. Organisations always have a single direct point of contact and a BDO office in direct proximity.

BDO currently has over 950 partners and employees spread throughout Belgium. In Belgium, BDO has 12 branch offices (Antwerp, Antwerp-North, Brussels Airport, Brussels-Centre, Ghent, Hasselt Prins-Bisschops, Hasselt Herkenrode, La Hulpe, Liège, Mouscron, Namur-Charleroi and Roeselare) and is part of a strong international network with a team of experts of over 110.000 partners and employees, active in 164 countries.

Tailored service

Carving out, selling, acquiring or merging a company or a business activity is not something you do every day. Therefore, for strategic topics - such as a business valuation, merger or acquisition, restructuring and setting up the optimal finance structure - we bring to you the relevant expertise and guidance by working seamlessly together with you.

At BDO Belgium, we take a personal approach. We listen to your needs and goals. We work intensively with you to develop a strategy that strengthens your financial position and takes your business to new heights. Our focus is on delivering results and value creation for your business.

The value of valuation

Value is a relative concept - until the moment that you need to prove the value of your company on paper. You may need to do so because you want to convince a new investor, for example, or to reinforce the shareholders' confidence during the annual general meeting. Maybe you want to acquire a company or transfer your company to your heirs, etc. Or you might want to calculate how much your company could increase its value. Because that's the objective at the end of the day, isn't it?

So, there are more than enough reasons to know the intrinsic value of your company calculated or to implement value-based management. Anyone who knows his or her company's market value will not let himself or herself be trapped - and knows when there is room for improvement... and how!

We've already managed to assist hundreds of companies in recent years, companies of incredibly diverse sectoral backgrounds, both large and small. It's in basing ourselves on generally accepted methods and by using (inter)national databases, that we can accomplish this.



Sell-Side Advisory Firm of the Year

Clairfield France

“ The long experience of our partners in diverse industries in combination with our well-connected industry experts enable our clients to open up new possibilities.

Contact

Thierry Chetrit
Clairfield France
Tel: +33 (0)1 40 20 12 34
www.clairfield.com

About Thierry Chetrit

Thierry is one of the co-founders and current vice chairman of Clairfield International while managing the development of the firm in France as CEO. He has advised dozens of sell-side and buy-side transactions, with particular expertise in crossborder deals involving both strategic buyers and private equity funds in numerous industries including business services, technologies, food and retail, healthcare and manufacturing . As an entrepreneur over the last 25 years, Thierry has been involved in managing companies that he founded or bought out (digital, marketing, education, energy, ...) to take them to the next level.

Thierry founded French boutique intuitucapital, the precursor to Clairfield France, in 1998, focusing on mergers & acquisitions, private placement, and investment activities in tech companies. He was formerly managing director at BBDO / Omnicom Group (NYSE), where he executed acquisitions while holding financial and operational responsibilities. He served as a member of the supervisory board of the famous French food company Madrange (EUR 300 million in sales) from 2009 to 2011 before selling it to the group Turenne Lafayette. He is a director at Schneider Consumer Group (EUR 200 million in sales). Thierry began his career at PriceWaterhouseCoopers.

Thierry is a strong supporter of social impact investment and generally ESG initiatives, both at personal and professional level.

About Clairfield France

Established in 1998, and co-founder of Clairfield International in 2004, Clairfield in France is a reference in French investment banking for the midmarket, addressing a wide spectrum of entrepreneur and family-led business businesses as well as private equity and French multinationals.

Ranked among the top midmarket M&A advisory firms in France – and one of the top three independent firms – and advising



over 25 transactions per year with a team of more than 20 professionals, we offer our M&A expertise to entrepreneurs, family companies, and private equity investors seeking a strategic sale or liquidity. We are able to structure transactions with potential acquirors and financial investors all over the world. We are also proud to show a strong track record in accompanying the development of French companies internationally, from public and listed companies to family groups, or private equity backed through acquisitions abroad, in Europe, the Americas, and Asia. We offer fundraising capabilities addressing both French and international private equity investors, family offices, or private investors.

Our critical size and our accumulated experience of more than 350 transactions over 25 years allow us to provide our clients with industry expertise in a large number of sectors such as tech, healthcare, business services, manufacturing, consumer and distribution, energy and food, in which we completed many deals in various sector segments and niches.

We have a longstanding commitment to impact investing, mentoring social impact companies, and advising our clients in ESG practices.

“ Commitment to excellence and creating value for our clients, our staff, and our community is what Clairfield is all about.

■ clairfield

Cross Border M&A Adviser of the Year

Christian A. Krebs



About Christian Krebs

Christian Krebs has more than 15 years of experience advising international corporations and financial sponsors on cross-border M&A transactions, corporate law, and corporate governance. He is recognized as one of the most renowned corporate and M&A lawyers in Germany by WirtschaftsWoche, Handelsblatt, and Best Lawyers and recommended for large M&A transactions by The Legal 500.

Chris provides counseling on all aspects of sales of private and public corporations, including private equity transactions (public-to-privates, LBOs, MBOs), on both the buy- and sell-side, as well as on early to late-stage financing rounds in venture capital contexts. He also provides boardroom advice regarding the latest trends in shareholder activism and corporate governance.

Clients in recent representations, in which Chris acted as lead or co-lead lawyer, include Avient, Aurora Resurgence, Bessemer Venture Partners, Deutsche Beteiligungs AG, Deutsche Börse, EDF, Infiana, Procter & Gamble, PTT Global Chemical, Verizon, and XIO.

Chris gained in-house legal experience in the energy industry during an extended client secondment and worked at international law firms in New York, Brussels, and Buenos Aires. As a result of his international experience, he is especially apt at and has specific experience in advising foreign investors.

Chris has published extensively on matters of corporate law and speaks publicly on M&A topics. He is a coauthor of leading treatises on the law of corporations and reorganizations. As a board member of the German American Lawyers Association (DAJV), he organizes its annual symposium on contemporaneous transatlantic legal issues. He is also a member of the Association for Corporate Law (VGR).

About Jones Day

Established more than 125 years ago in Cleveland, Ohio, Jones Day's story initially mirrored the early progress and growth in industrial sectors across the United States. As the economy rapidly grew, the Firm advised on high-profile matters in manufacturing, banking, transportation, and mass communications that were often landmark in nature, but always placed the client's interests first.

Opportunities to diversify and expand both across the U.S. and internationally led to a period of sustained growth which crossed into the twenty-first century, ultimately resulting in more than 2,400 lawyers strategically placed in more than 40 offices in business and financial centers on five continents.

A true global law firm that continually strives to exceed our own high standards, Jones Day is consistently endorsed by clients, acknowledged by peers, and commended by professional organizations and industry publications.

“ German and international clients work with Jones Day's Frankfurt Office to capitalize on business opportunities around the world. Our lawyers collaborate seamlessly with their colleagues in Düsseldorf and Munich, as well as with our other European offices.



Contact

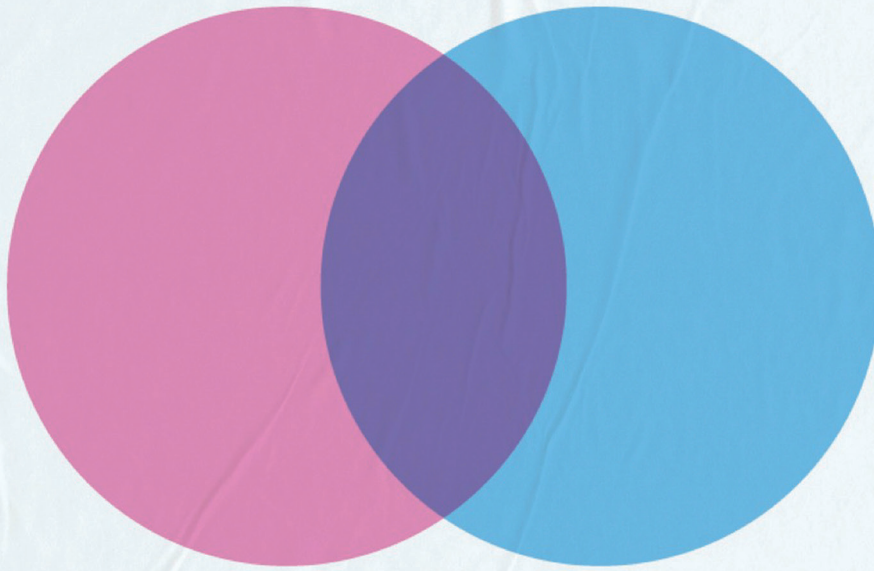
Christian A. Krebs

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**Pop in
Group**

M8
The color that unites us

Mid-Market Corporate Finance Advisory Firm of the Year



Manfred C. Ferber, Partner



Alexander von Hachenburg, Partner

Contact

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About FERBER & CO.

FERBER & CO. – founded in 1988 – is a leading German independent advisory firm focusing on Mergers & Acquisitions (M&A) and Corporate Finance in the mid-market with enterprise values ranging from € 25 million to € 500 million.

Being an independent and privately-owned firm, FERBER & CO. is managed by its partners. In contrast to many of our competitors, we are not part of a larger financial institution that serves many competing interests. We serve a wide range of corporates, families, financial institutions and private equity houses from all over the world looking for un-conflicted, impartial advice with a global perspective.

For more than 30 years we offer our clients comprehensive, high quality advisory services including M&A sell-side and buy-side advisory as well as corporate finance advice regarding the structuring of debt and equity offerings. Our clients benefit from the extensive experience gained in a broad scope of over 300 successful transactions with accumulated enterprise values of over € 15 bn. Since most transactions have a cross-border dimension, FERBER & CO. is positioned as a truly international player and has built a strong global network with focus on Asia and the Americas.

FERBER & CO. is uniquely positioned through the combination of in-depth sector expertise, personal access to decision makers and strong track record in three major verticals:

Healthcare: Pharma, Acute & Non-Acute, Care, Pharmacies & Wholesale, Medical Devices

Consumer Goods and Retail: Offline Retail and E-Commerce, Luxury Goods, Confectionary & Sweets

Industrials and Capital Goods: Machinery, Industrial Engineering and Smart Services, Electrical Technology and Automation, Mobility Concepts, Construction and Building Materials, Packaging, Chemicals



Retail & Consumer M&A Adviser of the Year

Alberto Gennarini



About Alberto Gennarini

Alberto is a founding partner of Vitale with more than 30 years' experience in the investment banking industry.

He has a unique M&A track-record in Italy (more than 250 deals closed) especially in food & beverage, retail and consumer goods industry having supported the growth of the main Italian groups of the mentioned industries as well as having assisted international groups and private equity funds in their projects of acquisitions / disposals. He is also a member of the BoD of several companies operating in the consumer goods industry.

Member of the Advisory Board of IDEA Taste of Italy fund. Frequently invited as Lecturer / Visiting Professor for Undergraduate or MBA programs at Bocconi University.

Prior to founding Vitale, Alberto was Deputy General Manager of Euromobiliare Corporate Finance.

About Vitale

Vitale was established in 2001 by Guido Roberto Vitale and a group of professionals with extensive experience in major international companies active in the fields of investment banking, strategic consulting and several other industries. The aim was to create an independent investment bank able to provide high-quality, creative and flexible solutions, responding without conflicts of interest to the specific needs of each project and client.

Vitale has rapidly achieved a leading position in Italy, ranking as the go-to advisor in the design, structuring and execution of complex corporate finance transactions. In 2014 Vitale opened an office in Rome in order to better serve government agencies and large private and state-owned groups. In January

Contact

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2017, with the involvement of two specialized partners, Vitale widened its strategic focus in real estate investment banking activities.

Since its foundation, Vitale has acted as financial advisor in more than 350 projects with a total transaction value exceeding 60 billion euros.

Business Lines

Mergers & Acquisitions

We leverage the extensive sector knowledge, wide relationship network and transaction experience of our senior professional to provide our clients with the insightful advice.

Vitale provides the full range of advisory services in complex corporate finance transactions to large Italian or foreign groups, family-controlled companies, government agencies, private equity funds and financial institutions including Mergers & Acquisitions, Spin-offs, Distressed M&A, Joint Ventures, Fairness Opinions.

Debt Advisory & Restructuring

We provide a comprehensive range of debt and financial restructuring advisory services for companies and financial sponsors.

Our debt advisory team offers acquisition, growth, and asset-based financings as well as refinancing and recapitalizations. Our capital sources include not only traditional commercial banks, but also alternative lenders such as credit funds, hedge funds and private debt capital.

Our financial restructuring services include capital raising and rescue / bridge financing, covenant resets, distressed mergers & acquisitions, and assessment of strategic alternatives including complete restructurings of the balance sheet with write-downs and debt-to-equity swaps.

Real Estate

With more than 50 years of cumulated real estate advisory experience Vitale and its real estate team combine strong relationships and industry knowledge with superior capital markets and strategic advisory capabilities, including sell and buy side activity, mergers and acquisitions, joint ventures, private equity and debt advisory.

With strong experience in office, retail, residential, logistics, alternative and development product types, we provide our clients with access to a broad range of global investors, unparalleled knowledge of the market and sophisticated financial advisory in order to achieve the most efficient deal execution.

Vitale maintains a peerless track record of execution and delivery of the most innovative transactions in all major product types and platforms.



Since its foundation, Vitale has acted as financial advisor in more than 350 projects with a total transaction value exceeding 60 billion euros.

The word "VITALE" in a white, serif, all-caps font, centered within a dark blue rectangular background.

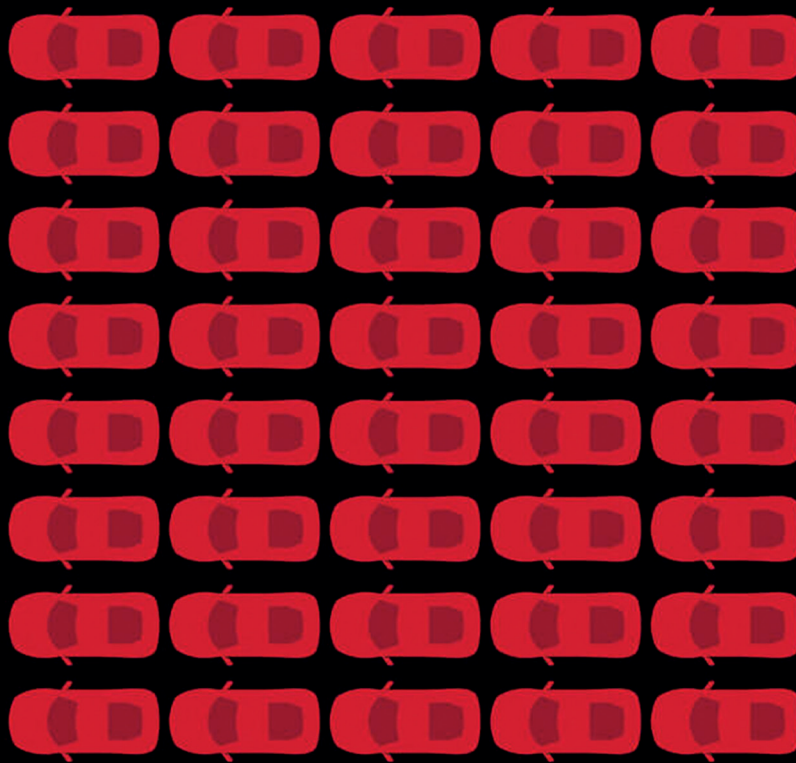




Americas

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Intrepid Investment Bankers LLC

Number of Ferraris you could park in our 490m² Royal Suite*



* But we would rather park them for you

Mergers & Acquisitions Adviser of the Year

Roberto Crouzel



About Roberto Crouzel

Roberto H. Crouzel is a partner at Beccar Varela. He is a member of the Pro Bono Work Committee and co-leads the Mergers & Acquisitions Department. He began his career at the firm in 1984. He focuses his practice on mergers & acquisitions, business advisory, banks and financial institutions, debt restructuring and project financing. Roberto has extensive experience in the financial industry as well as advising on corporate law in a wide variety of industries, including telecommunications and natural resources. He also has extensive experience in advising on microfinance and family businesses.

Roberto is a lawyer graduated from the University of Buenos Aires (1984). He has participated in numerous postgraduate courses at the Universidad Católica Argentina, Universidad Austral, Universidad Harvard Business School and the International Association of Development Law, among others. He served as a foreign associate at Holme Roberts & Owen (Denver, USA, 1996).

He is a Counselor of the Pro Bono Commission of the Bar Association of the City of Buenos Aires, of which he was one of its founding members and president. He is also a member of the Public Bar Association of the Federal Capital and the International Bar Association (IBA).

About Beccar Varela

Founded in 1897, Beccar Varela is a leading comprehensive law firm in Argentina. We advise national and international companies from various industries in all areas of corporate law. Its members share a 125-year legacy that allows us to build an innovative and original practice, considering both the experience of our predecessors and the spirit of modern law.

Our passion for the legal profession has driven the firm's continued growth, both in prosperous and challenging times, positioning it at the forefront of the legal sector. Beccar Varela has been awarded the most prestigious awards and recognitions in legal services throughout its history.



Contact

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Capital Markets Adviser of the Year

Carlos Barbosa Mello

“ As a full-service law firm, we offer a complete range of services in all areas of law to national and international clients. The advice we provide stems from our partnership with our clients and deep knowledge of their business.

Contact

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About Carlos Barbosa Mello

Carlos is a partner in Corporate and M&A and Capital Markets at Lefosse.

He has acted as leading counsel in several of the most important transactions in the Brazilian capital markets in recent years. He has developed relationships with issuers, coordinators and regulatory authorities, and expanded his activities into the areas of mergers and acquisitions and private equity.

Carlos holds a Master of Laws (LL.M.) from Columbia University and passed the New York State Bar Exam in 2002. He has experience as a foreign associate at Milbank, Tweed, Hadley & McCloy in New York.

About Lefosse Advogados

As a full-service law firm, we offer a complete range of services in all areas of law to national and international clients. The advice we provide stems from our partnership with our clients and deep knowledge of their business. Our multidisciplinary work is focused on delivering the best legal solutions for our clients. This level of excellence ensures we continue to produce first-rate results year after year.

As our clients' trusted advisors, we offer creative, innovative and simple solutions to complex matters. The firm has approximately 350 legal professionals, many of whom have practical experience in our client's sectors. The team works on transactions that impact the economy and have a sophisticated nature. In 2021, we registered records in mergers and acquisitions transactions that exceed BRL 100 billion. We also led IPOs, and follow-ons that total BRL 55,8 billion, and private equity transactions of BRL 15,4 billion.

Lefosse is recognized by the main legal directories such as Chambers & Partners, and The Legal 500. The firm has also been distinguished as an Elite Firm by Latin Lawyer.



We have invested in diversity as a way to boost creative thinking and encourage entrepreneurship. Our organization focuses on professional development, building lasting and trusting relationships.

Our Practices

Corporate and M&A

Every business is different, and every transaction is unique. We have the perfect combination of expertise and structure to assist our clients in structuring and navigating through all types of transactions, from the simplest to the most complex, but always with an efficient, objective, innovative and sophisticated approach.

Over time, we have built up a remarkable track record having worked on several of the largest corporate transactions and mergers and acquisitions carried out in Brazil.

We have represented our clients in all aspects of compliance with Brazilian corporate law, including the rules applicable to publicly-held companies, with extensive experience in all transactions and procedures subject to the regulation of the Brazilian Securities Commission (CVM).

“ We have the perfect combination of expertise and structure to assist our clients in structuring and navigating through all types of transactions.

Lefosse

Corporate Finance Adviser of the Year

Mike McIsaac



Contact

Mike McIsaac

Baker Tilly Canada

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www.bakertilly.ca

About Mike McIsaac

Mike is an entrepreneur at heart. He has built, acquired and sold many private and successful businesses. He is a passionate leader with more than 25 years of experience working with private and public businesses as a trusted advisor and valued business partner.

Mike focuses his activities on five key industry sectors: heavy construction and infrastructure, manufacturing and distribution, food & beverage, technology and consulting. He is a specialist in advising on corporate structure, valuation, taxation, business transactions and negotiating deals. His ultimate goal is to ensure his clients maintain the wealth they built within their business. He brings his wisdom, ethics, integrity and ability to make tough decisions to all his business negotiations, resulting in win-win results and transactions that get across the finish line.

Mike serves as director of many private, public and non-profit organisations and is an entertaining public speaker and writer. In his spare time, he enjoys reading John Grisham novels and is always on the look-out for the next 'big deal'.

About Baker Tilly Canada

With member firms from coast to coast, the Baker Tilly Canada Cooperative is one of the country's largest associations of chartered professional accounting firms. As an all-Canadian network, we have a longstanding reputation for value-added audit, tax and advisory solutions, due to the depth and breadth of our in-house skills, customized offerings and service excellence. Through our strong network infrastructure, shared expertise, resources and offices across the country, our independent member firms provide clients ranging in size from large, publicly traded companies to owner-managed and emerging businesses with a full complement of professional services across every major industry sector.

We are proud to be an independent member of Baker Tilly International, a network which extends across 141 territories, with 43,000 people working out of more than 658 offices. Our membership gives us significant global reach in addition to our national presence.

Corporate finance

If your company is on the hunt for transaction structuring, funding sources, capital or support with corporate investment decisions, our specialty advisors are ready to serve as your one-stop-shop resource.

Whether you are a buyer, seller, lender, private equity investor or interested in growing your business, our corporate finance experts are masters at sourcing and deal-making.

How we help

For sellers, we conduct pre-sale due diligence, identify buyers, prepare confidential information memoranda, manage the process, drive negotiations, coordinate closings and more.

Meanwhile, if you are a buyer, we will help you define goals, create a plan, evaluate targets, perform transaction modelling, negotiate terms, conduct detailed diligence and close the deal.

Baker Tilly advisors also have access to a vast network of domestic and worldwide investors in both the private and public sectors, from whom we source and raise capital — both debt and equity.

In all cases, our advisors identify key benefits and mitigate risks throughout every stage of a transaction to optimize the deal, fostering greater momentum and limiting impediments that slow down the process.

As your financing intermediaries, we have extensive experience initiating, consulting on, negotiating, structuring and presiding over corporate buy-side and sell-side transactions, takeovers and management buyouts, as well as acquisitions and divestitures. Our goal is always to help you take your business dealings further, faster.

Our advisors serve boards, management teams, buyers and lenders, entrepreneurs, owner-managers and shareholders of both established and emerging mid-market public and private companies across nearly every major industry sector.



Whether you
are a buyer,
seller, lender,
private equity
investor or
interested in
growing your
business, our
corporate
finance experts
are masters at
sourcing and
deal-making.

NOTHING IS MORE COLORFUL

THAN BLACK & WHITE.

BLOOD
GREEN GRASS.
BLUE WATER.
IN THE COLORED WORLD.

RED.

THERE IS NO SPACE
FOR DREAMS



OR REVERIE.

THE COLORS ORDER.

THE EYES OBEY.

M

A SERIOUS
O N O AND PREDICTABLE CELL
(WITH SILVER BARS).
IMAGINATION'S



DEATH

ROW.

C

THE BLACK & WHITE
WORLD

H R O

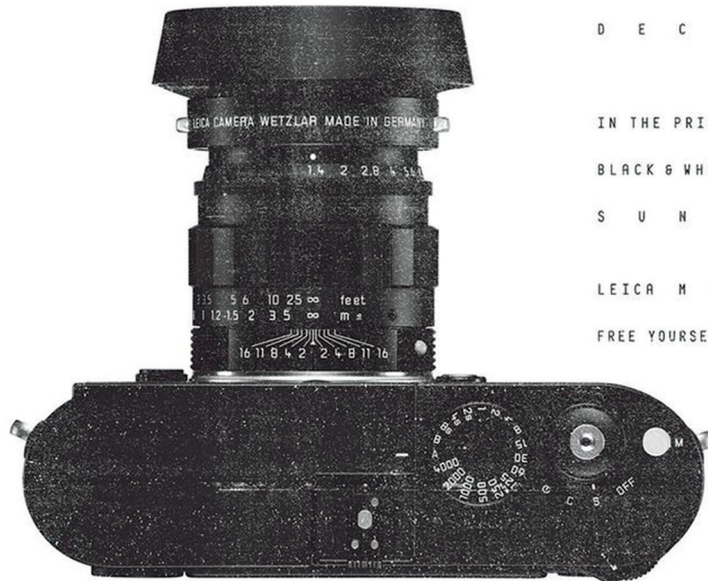
IS ANARCHISTIC.

IN IT, NORMS EXIST ONLY FOR THOSE WHO DECIDE TO INVENT THEM
BLACK BECOMES ORANGE, MAROON AND PURPLE. WHITE TURNS YELLOW OR.
L I L A C.

BLACK & WHITE IS ALL THE
C O L O R S.

M

WHICHEVER INSPIRATION
D E C I D E S.



IN THE PRISON OF COLORS,
BLACK & WHITE IS THE
S U N B A T H.

LEICA M - MONOCHROM.
FREE YOURSELF FROM COLORS.

Mid Market Tech M&A Advisory Firm of the Year

Sampford Advisors



Ed Bryant, CEO



Contact

Sampford Advisors

267 Richmond Road, Suite 301,
Ottawa, ON K1Z 6X3.

www.sampfordadvisors.com

About Sampford Advisors

Sampford Advisors, Canada's leading Mid-Market Tech M&A Adviser since 2017, brings together a team with over 50 years of collective investment banking experience from renowned firms like Morgan Stanley and Deutsche Bank across numerous global financial hubs (New York, London, Hong Kong and Singapore).

Sampford specializes exclusively in tech, maintaining deep connections with key technology buyers worldwide. Boasting 500+ tech-focused private equity relationships and 2,000+ tech strategic buyer connections, Sampford engages daily with technology companies, funding sources, and tech buyers, providing unparalleled insights and ensuring optimal outcomes for their clients in M&A processes.

Sampford has completed 34 tech M&A transactions since 2020 and has made the Globe & Mail's Fastest Growing Companies list for three years running, including placing as the 50th fastest growing company in Canada in 2023.

“ Providing unparalleled insights and ensuring optimal outcomes for our clients in M&A processes.

Areas of Expertise

Sampford's expertise spans diverse tech sectors, with a primary focus on facilitating the sale of B2B software companies to North American strategic and PE-backed acquirers. Sampford has also completed transactions in other tech verticals like telecom, hardware, IoT, managed services and IT Services.

Beauty, Personal Care & Wellness M&A Adviser of the Year

Lauren Antion

**“ You were
unstoppable
in your quest
to build your
business. You
are not about
to settle now.
We get it.
We get it big!**

Contact

Lauren Antion

Director, Intrepid Investment Bankers LLC

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About Lauren Antion

Lauren joined Intrepid in 2015 and focuses exclusively on the Beauty, Personal Care & Wellness sector. She has a strong understanding of the trends and value-drivers across the sector, close relationships with leading acquirers and investors, and significant experience sourcing and executing transactions. Lauren currently serves as the Co-Head of the Beauty, Personal Care & Wellness practice. In addition, she is actively involved in the firm’s recruiting program.

Lauren was named the “NextGen Woman of the Year” by the Los Angeles Business Journal (LABJ) in June 2022. She was previously named to the list of “Women of Influence in Finance” by LABJ in February 2022, “Women of Influence in Banking” by LABJ in February 2021, and “Top Women in Banking” by LABJ in February 2020.

Previously, Lauren worked at Herbalife International of America as a member of the Global Contact Strategy Team. She completed the Business Bridge Program at the Tuck School of Business at Dartmouth College. While at Amherst College, she led the Varsity Volleyball team as a two-year Captain and was a member of the Student Athletic Advisory Committee and Investment Club.

About Intrepid

In 2010, we set out to build an exceptional team of individuals united by a common vision. We are a tenacious group whose shared values give us the strength to win for our clients.

Today, Intrepid is widely recognized for its ability to convey the value in each entrepreneur’s story through a process designed to yield outsized results. Our professionals display perseverance, competitiveness and fortitude—the attributes rooted in our brand, culture and name.

We believe that every company starts with an entrepreneur’s



obsession to birth life-changing products and services. Often, the enterprise has value well before it has earnings. So why is it that “experts” place the value of a company all too often on a multiple of operating earnings? Delivering the “dream” outcome calls for a different approach. It requires the banker to become invested in the entrepreneur’s story and uncover the key value drivers—fully committed and unencumbered by convention.

Helping companies and entrepreneurs realize their dreams allows us to realize ours: to deliver the value of an enterprise that reflects its true potential. That happens when price becomes secondary to the emotional imperative of an acquirer to own the future potential of a unique and irreplaceable asset.

You were unstoppable in your quest to build your business. You are not about to settle now. We get it. We get it big!

Unlocking Value

We believe that every company has an entrepreneurial passion that drives it and a story that defines it. To capture its full value, you must convey a vision that goes beyond its numbers, reach the right buyers and run a flawless process that turns the prospects of owning your company from a “nice to have” to an emotional imperative. Doing so requires talent and experience. Finding them is hard but, when you do, you can dare to win without risking it all. That’s where we come in.

Buy-Side Advisory

Acquisitions represent an essential growth strategy in a slow-growing economy. We provide a full range of buy-side advisory services that include:

Targeted process

Assist clients with negotiations, diligence and financing to complete an identified transaction.

Full search process

Manage complete search processes that include development of an acquisition plan, identifying and contacting targets, arranging financing, negotiating terms, and assisting with diligence. We bring the knowledge base and relationships of our industry bankers in assisting our buy-side clients to formulate and successfully complete acquisition strategies.







Asia

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Timothy Loh LLP

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Moore Malaysia

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KPMG

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Allen & Overy

Corporate Transactions Adviser of the Year

Timothy Loh



About Timothy Loh

Timothy Loh is the Founder and Managing Partner. Since inception in 2004, he has been responsible for the firm's overall management and direction.

He is recognized by independent editorial publications, including Chambers & Partners, the Asia-Pacific Legal 500, Who's Who Legal and Asialaw Leading Lawyers, as a leading lawyer in a number of practice areas, including financial markets regulation, investment funds, hedge funds, private equity, corporate law and mergers and acquisitions.

Timothy Loh has broad experience representing regulated financial institutions, private clients, senior executives and a wide range of businesses in a range of matters.

Since founding this firm, he has advised clients on mergers & acquisitions, the aggregate value that has exceeded US\$30 billion. He has particular expertise involving regulated financial institutions and has acted on a number of instructions involving the purchase and sale of Securities and Futures Commission ("SFC") licensed asset managers, wealth managers, brokerage firms, insurance companies and insurance brokers regulated by the Insurance Authority ("IA").

TIMOTHY LOH LLP

About Timothy Loh LLP

Timothy Loh LLP is a leading independent law firm based in Hong Kong. We practice corporate law and dispute resolution, with a focus on M&A, financial markets and financial services regulation.

We have extensive experience serving a wide range of clients, including private equity sponsors, hedge fund managers, private banks and wealth managers, investment banks, insurance companies, electronic trading and clearing system operators and listed companies as well as ultra-high net worth individuals.

We service clientele from a wide range of sectors and scale, who entrust us with their highest-value and most complex M&A transactions.

Contact

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Founder and Managing Partner

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www.timothyloh.com

Oil & Gas M&A Adviser of the Year

Nicholas Chew



About Nicholas Chew

Nicholas graduated with a Masters Degree in Business Administration from the University of Hull (UK). He has over 20 years' experience over a wide span of industries primarily in the corporate finance role in both the private sector as well as in the advisory role in various investment banks.

He started his career in investment banking in a corporate banking position before moving on to setting up the credit risk department in the said investment bank after which he moved on to corporate finance in another local investment bank. During his time in investment banking, Nicholas has taken the leading role in several loan syndications, debt restructuring under the auspices of Pengurusan Danaharta Nasional Berhad, listing exercises, and mergers and acquisitions.

Upon leaving the investment banking industry, he has served in various public listed companies in a senior management capacity and has been involved in industries such as Property Development, Oil and Gas, Construction and Concession related businesses. In his capacity in the public listed companies, he has led the Corporate Finance teams in various corporate exercises, including 2 award winning Sukuk Issuances, the first ever convertible Sukuk issuance worldwide, and the first ever Shariah compliant securitisation of progress billings for affordable housing. In addition to capital market debt raising, Nicholas has been involved with several take-overs and mergers of various companies related to Oil and Gas Industry as well as water infrastructure concessions.



MOORE

Contact

Nicholas Chew

Executive Director, Moore Malaysia

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www.moore.com.my

About Moore Malaysia

Moore Malaysia is an independent firm associated with Moore Global Network Limited.

Through an integrated approach across our firm, we work closely with our clients to provide services that best fit their respective needs. With the flexibility to support all stages of a company's development, Moore Malaysia

Deal Advisory Leader of the Year

Venkatesh Krishnaswamy



Contact

Venkatesh Krishnaswamy

Partner, Head of Advisory

KPMG, Qatar

Tel: +974 45 576 541

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About Venkatesh Krishnaswamy

Venkat currently leads the Deal Advisory practice in Qatar, responsible for around 20 professionals advising clients on buying, selling, financing or establishing businesses. He has over 20 years' experience in private equity and financial advisory in the Middle East including debt structuring/raising, valuations, merger/acquisition advisory, equity structuring/raising (private placement and public offerings) and privatizations.

Education and qualifications

- Bachelor in Mathematics - Madras Christian College, India
- Associate member of the Institute of Chartered Accountants of India

About KPMG

KPMG has had a presence in Qatar for over 40 years and is now one of the largest and most prestigious professional services firms in the country. KPMG in Qatar employs over 350 locally-based professional staff led by 10 partners. We recruit the best and brightest from around the world and currently have over 40 nationalities.

For our clients, this means we provide Audit, Tax and Advisory services locally, drawing on the latest thinking and best practice from around the world.

We work with some of Qatar's largest public and private sector organizations across most of the country's core industries. This gives us deep insight into the challenges and opportunities that our clients experience and a comprehensive understanding of how we can help clients to respond to these.

We bring local knowledge, international experience and industry expertise to ensure that your engagement is delivered

using global best practice, tailored to the local operating environment.

Businesses today are facing significant challenges in light of the rapidly changing economic landscape. Our Advisory professionals help clients deal with these uncertainties in a pragmatic and sustainable way.

We are trusted advisors to some of the world's leading organizations. They choose us because we are known for our talented people, technical expertise, deep industry insights and our ability to get the job done.

Through helping other organizations mitigate risks and grasp opportunities, we can drive positive, sustainable change for clients, our people and society at large.

Our Values

Our Values represent what we believe in and what is important to us as a firm. They guide our behaviors day-to-day, informing how we act, the decisions we make, and how we work with each other, our clients, the companies we audit and all our stakeholders. We all have a role to play in KPMG's success.

Integrity - We do what is right

Excellence - We never stop learning and improving

Courage - We think and act boldly

Together - We respect each other and draw strengths from our difference

For Better - We do what matters

They are important because:

- They guide us to do the right thing, especially when under pressure.
- They represent both who we are and who we aspire to be.
- They bind us together, across our different backgrounds and cultures, and are common to each of us.
- They represent the foundation of our culture.

Deal Advisory

Businesses today are under more pressure than ever to deliver favorable results for stakeholders. Our Deal Advisory team applies innovative evaluation methods to provide clients with the necessary tools that empower sound and secure decision-making, in any given stage during the business lifecycle. Whether clients need to buy or sell a business, find the ideal partner, fund or fix their company, KPMG is well placed to help.

By thinking like an investor, we help clients see beyond immediate challenges to future opportunities. By giving clients the confidence to make the right decision at the right time, we empower businesses with the tools to drive strategic change.



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We respect each other and draw strengths from our difference.

KPMG



20
YEARS
CONNECTING PEOPLE
AND CULTURES

TURNS OUT THE MAN WHO'S SEEN IT ALL, HASN'T.

To celebrate our 20th Anniversary, we sent National Geographic travel writer Robert Reid around the world, to have five unique cultural experiences. Watch his journey at staralliance.com/culturalexperiences



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ETHIOPIAN AIRLINES • EVA AIR • LOT POLISH AIRLINES • LUFTHANSA • SCANDINAVIAN AIRLINES • SHENZHEN AIRLINES
SINGAPORE AIRLINES • SOUTH AFRICAN AIRWAYS • SWISS • TAP PORTUGAL • THAI • TURKISH AIRLINES • UNITED

Corporate and M&A Law Adviser of the Year

David Foster



About David Foster

David heads our Corporate and M&A practice in the Middle East and Turkey.

He specialises in M&A transactions, including public takeovers, private acquisitions and disposals, joint ventures, strategic investments and VC/GC investments, and has been based in the UAE since 2008. David acts for a wide range of clients, including corporates, financial sponsors, investment funds and government entities, across multiple sectors and has advised on some of the most complex and high-value M&A transactions in the region (including a number of “market firsts”). David is recognised in the Hall of Fame in the Legal500 rankings for the UAE, as a Market Leader in the IFLR100 rankings for the UAE and is also ranked by Chambers & Partners in the UAE the wider Middle East.

“ We have had a strong presence in the UAE since 1978 and have offices in both of the country’s major business centres – Dubai and Abu Dhabi.

ALLEN & OVERY

Contact

David Foster

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About Allen & Overy

Allen & Overy is a global law firm that helps the world’s leading businesses to grow, innovate and thrive. For almost a century, we have built a reputation for our commitment to think ahead and bring original solutions to our clients’ most complex legal and commercial challenges.

At a time of significant turbulence in the business world, we are determined to help our clients embrace change, confidently expand into new markets and keep on top of ever-more complicated regulatory frameworks.

To do this, we will harness our global strength and local knowledge. We will drive towards our vision to become the world’s most innovative law firm. And we will continue to create an environment where the brightest minds can flourish.

Whether we are handling corporate, banking, project finance, capital markets, funds and real estate transactions or dispute resolution matters, we use the best of our technical and international expertise and local knowledge to find practical ways to help our clients achieve their business objectives.

Our Abu Dhabi office opened in 2007 and today has a highly experienced team including a number of leading Abu Dhabi practitioners who brought with them extensive expertise and understanding of local practices, clients and transactions. We advise numerous local government entities on a wide variety of matters, including drafting.





Africa

60 **Stephen Osho**
Comercio Partners

62 **Emrie Brown**
RMB

M&A Adviser of the Year

Stephen Osho



About Stephen Osho

Stephen Osho is a Co-Managing Partner at Comercio Partners Limited (a boutique Investment Banking Firm) and a member of the company's executive management team, where he oversees Advisory. He is a member of the Nigerian Capital Market, the Institute of Directors Nigeria (IOD), a former deputy chair of the Financial Markets Dealers Association's bond workgroup (FMDA) and a fellow of the Institute of Credit Administration.

Stephen also serves on the board of M778, a boutique marketing communications advisory firm, an advisory partner at I-scholar Initiative, and Avale Africa, a goodwill synergy platform designed for corporations and non-governmental organizations to champion causes consistent with their social responsibility. His breadth of knowledge and operational experience in team building and business growth is enormously beneficial, allowing him to contribute to Comercio Partners' strategic direction and long-term sustainable success.

Stephen has over two decades of extensive experience in banking and financial services. He is a passionate Change Management and Performance Advocate devoted to the notion that organizations must take a cautious drift from conventional methodology to foment change that merits attention. Stephen has facilitated several trainings for large corporate organizations, sovereign, and subnational governments, and has been active within the community to drive diversity and inclusion.

Stephen holds an MBA in Finance and Sustainability from the University of Cumbria, U.K, as well as a first degree in Applied Geophysics from the Federal University of Technology, Akure-Ondo State, and an ACI Dealing Certificate. He is a seasoned financial markets analyst on CNBC, ARISE News, Channels, and most mainstream media outlets.

Contact

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About Comercio Partners

At Comercio Partners, we are more than just an investment firm; we are the architects of financial empowerment and wealth creation across Africa. We are committed to reshaping the investing landscape with a visionary perspective and strong devotion to our values of Integrity, Excellence, Knowledge, and Innovation.

Located in the heart of Lagos – Nigeria’s foremost commercial city, Comercio Partners, is a limited-liability company with core business in trading fixed income securities and equities as well as providing financial advisory and assets management services to domestic and international investors in the Sub-Saharan African Capital Market.

Our advisory services form our first level of engagement with most of our clients on Equity Capital Market, Debt Capital Market, and Mergers & Acquisition. The peculiar operating and financing nature of each of our clients and the need to make them ready for potential investment inform their need for our advisory services. Our services in this respect range from identifying the current capital mix of our clients, determining the optimum capital mix for them given the peculiar nature of their operations and the industry they operate in, recommending the necessary changes to be made to achieve the optimum mix, and guiding our clients in the implementation of those changes.

OUR VISION

Our vision is bold and clear: we foresee a robust financial services ecosystem spanning financial markets to real estate. We want to be the investment ecosystem of choice, where every stakeholder - from our valued clients to our dedicated team members - can experience the transformative potential of wealth creation.

OUR APPROACH

Our strategy is founded on expertise, innovation, and integrity. We combine decades of financial markets and real estate experience with a commitment to delivering superior value across all asset classes. Our team of dedicated professionals is driven by a passion for excellence and a deep understanding of the investment landscape.



We seek to be at the forefront of industry trends, constantly adapting and evolving to meet clients’ and stakeholders’ changing needs. Our commitment to excellence drives us to seek out the most promising opportunities, whether in traditional financial markets or emerging sectors.

Investment Banking Adviser of the Year

Emrie Brown

“ At RMB we offer our clients innovative, value-added advisory, funding, trading, corporate banking and principal investing solutions.

Contact

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About Emrie Brown

Emrie is the CEO for Rand Merchant Bank, South Africa. She is an Accountant with over 22 years' financial services experience with expertise in Investment Banking. Prior to joining RMB, she worked at NedBank, South Africa and KPMG.

Under Emrie's leadership, IBD has won "The Banker" Most Innovative Investment Bank in Africa for the past 4 years from 2016 to 2019, the M&A Today Global 100 Investment Bank of the Year in Africa for 2020, the Global Finance Best Bank in Africa for New Financial Technology, the Spire Best Debt Origination Team on the JSE for 10 consecutive years from 2010 to 2019 and the Dealmaker's Best BEE Investment Adviser in 2019.

She started her working career at RMB in 2001 and specialised in various lending businesses including Property, cross-border finance and Leveraged Finance, culminating in her being appointed as Head of Acquisition and Leveraged Finance in 2006 when RMB formed the Investment Banking Division. In 2009 she relocated to Cape Town and filled various positions within the Cape Town office, including Business Development Director, and moved back to Johannesburg in 2015.

Emrie is one of four females who currently serves on the RMB Executive committee. She also sits on the RMB Financial Resource Management Exco and RMB Platform and Conduct Exco.

Emrie obtained a B.Com Accounting degree in 1990 at the University of Pretoria and completed her Honours degree the following year at what used to be called Rand Afrikaans University. Emrie qualified Cum Laude as a Chartered Accountant (SA) in 1994.

About RMB

RMB represents the Corporate and Investment Banking (CIB) activities of the FirstRand group, one of the largest financial services groups in Africa. The group follows a multi-branding

strategy and its portfolio of businesses also includes South Africa's leading commercial and retail bank, FNB.

At RMB we offer our clients innovative, value-added advisory, funding, trading, corporate banking and principal investing solutions. We are passionate about solving problems for our clients by challenging the norm and seeking solutions beyond the obvious. We are innovative in our thinking and turn challenges into opportunities, while delivering on Traditional values. Innovative ideas.

We are a leading solutions-driven Corporate and Investment bank that offers our clients innovative advisory and financing solutions across multiple industries in sub-Saharan Africa, London and India. Our highly-skilled teams in the Investment Banking Division (IBD) of RMB work across various asset classes, industries and currencies to advise, arrange, underwrite, distribute and provide funding across the whole capital structure for our clients.

As a leading CIB franchise across the broader Africa region, RMB has a deal footprint in over 35 countries in Africa, as well as presence in the UK, USA, India and China.

At RMB our business is built on the founding philosophy of Traditional Values. Innovative Ideas. We believe that by doing good business it will result in a better world for all. With strong ethics and an innovative and curious mindset we constantly challenge the conventional and embrace the power of collective thinking to unlock unique opportunities for our clients. It's the magic that inspires everything we do.

By partnering with our clients, we use our capabilities and competitive advantage to drive value which benefit the economy, society and the environment. We embrace shared value – a way to intentionally use our core business activities, including the group's role in capital allocation in the economy, to add value to society, profitably and at scale.

Our intention is built on a measurable foundation of climate change, capital formation and inclusive growth. We support responsible investing and proactively embed ESG risk management into our lending methodology to meet our clients' needs.







Australasia

66 **Ben Crossing**
Euroz Hartleys

Equity Capital Markets Adviser of the Year

Ben Crossing



EUROZ HARTLEYS

Contact

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About Ben Crossing

Ben is a Director in Corporate Finance and has been a member of the Hartleys Corporate Finance team since 2010.

During this time, Ben has provided strategic corporate advice in relation to equity capital market transactions, mergers, takeovers and acquisitions for a number of Australian Securities Exchange (ASX) listed resource, energy and industrial companies.

Ben has broad corporate advisory experience, having originated and executed a wide range of corporate transactions focussed predominantly in the mid-large cap resources and mining services sectors.

Ben holds a Masters in Applied Finance and a Bachelor of Science.

About Euroz Hartleys

Euroz Hartleys Group (ASX:EZL) is a Western Australian based provider of full service wealth management, investment advice, financial advisory, corporate finance, stockbroking and funds management services to private, institutional and corporate clients.

Originally founded and listed in 2000 as a stockbroking business, through organic growth and successful acquisitions we have grown to become one of the largest Western Australian financial services firms. On 8 October 2020 Euroz completed the acquisition of Hartleys Limited. The Group has over 190 employees in our Perth office and has a national and international client base and large distribution network.

We provide Western Australia's leading companies with high quality corporate advisory services across a broad range of industry sectors and transactions.

Our knowledge and experience uniquely positions our team to provide advice in relation to mergers, public market takeovers,

takeover defence, acquisitions, divestments, joint ventures and farm-ins.

Our team is committed to maintaining and developing strong and enduring working relationships to assist companies throughout their business lifecycle.

We have deep relationships and knowledge across Western Australian resources, energy, mining services, industrial and biotech sectors.

This commitment is complimented by the technical skills and experience of the Corporate Finance team across a diverse range of industries and disciplines including mining, geology, oil and gas, law, accounting, finance and management.

Our team facilitates access to a full spectrum of services, backed by teams that consistently deliver results.

We focus on mid-small-micro cap companies with the ability to push up and down to service all clients.

The balance sheet strength of ASX listed Euroz Hartleys Group Limited (ASX:EZL) provides strong underwriting capability.

Our Values & Culture

At Euroz Hartleys, our journey is guided by a clear vision, a compelling purpose and a set of unwavering values. Discover the driving force behind our mission and the principles that shape our every step.

Our vision is to be recognised as Western Australia's leading financial services business.

Our purpose is to create long term shareholder value by consistently delivering exceptional outcomes for our clients whilst always adhering to our values.

Our inclusive culture

Stronger Together, Celebrating Diversity, Promoting Equity, Fostering Inclusion. We recognise the uniqueness of our employees, and the skills and experiences each and every member of our team can bring to Euroz Hartleys. We see the value of diverse voices and we are continuing our evolutionary journey toward greater Diversity, Equity and Inclusion.

Diversity

We value diverse voices, weaving together various perspectives and experiences to drive our success

Equity

We are committed to ensuring everyone has fair and equitable access to opportunities and advancement

Inclusion

Inclusion is central to our focus, strengthening the bonds of our relationships and fostering a sense of belonging for all



“ Our purpose is to create long term shareholder value by consistently delivering exceptional outcomes for our clients whilst always adhering to our values.



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