

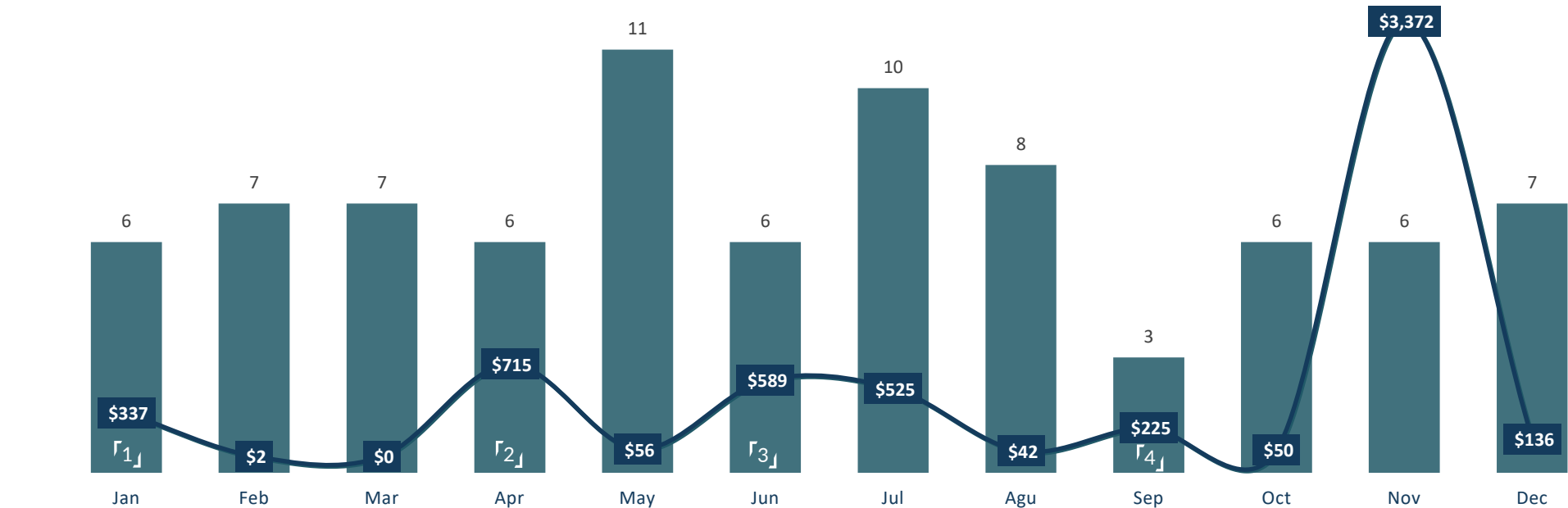
Annual Issue 2021

MERGERS & ACQUISITIONS COLOMBIA

*This report breaks down all the recent activity in
the M&A market, focused on Colombia.*

TRANSACTIONS IN COLOMBIA DURING 2021

Disclosed Deal Value & Number of transactions in Colombia
Segmented by Month



1 1/27/2021

CREDICORP → ParqueArauco®

"This transaction is part of a broader strategy in Parque Arauco by which we continue to actively manage our portfolio and recycle capital for new projects. We are excited about our partnership with Credicorp Capital, a leading financial institution in the Andean Region."

Eduardo Marchant, CEO of Parque Arauco International

2 4/22/2021

essity → Grupo familia

"I'm happy to welcome our Familia colleagues into the Essity family. Together we will build an even stronger platform in Latin America to further increase growth, profitability and efficiency as well as accelerating the digital transformation."

Magnus Groth, CEO of ESSITY

3 4/22/2021

PUERTO DE BARRANQUILLA → ISQUARED CAPITAL

"It represents a boost in the economy of the city and the country and demonstrates the good management of the organization."

Rene Puche, Presidente of Puerto de Barranquilla

4 9/10/2021

Nexans → CENTELSA®

"Centelsa acquisition is fully aligned with the Group's strategic ambition to become a Pure Electrification Player and it enhances Nexans commitment to electrify the world. This world class, iconic South American operation further contributes to Nexans ability to serve renewable projects."

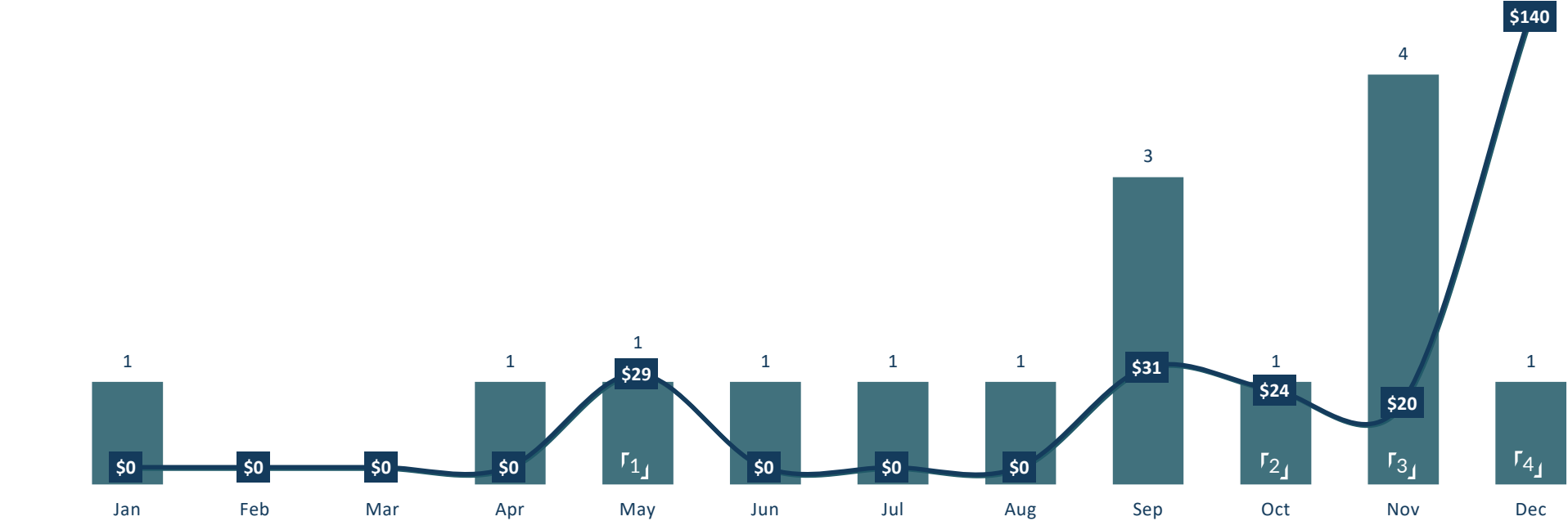
Christopher Guerin, CEO of Nexans

Yearly Break Down		
2019	2020	2021
Total Deal Value		
<i>In billions</i>		
\$ 11.2	\$ 1.4	\$ 6.0
Number of Transactions		
117	64	81
Average Deal Value x Transaction		
\$203.0	\$151.9	\$216.0

TRANSACTIONS BY COLOMBIAN COMPANIES ABORAD DURING 2021

Disclosed Deal Value & Number of transactions by Colombian Companies Abroad

Segmented by Month



1 5/18/2021



With this acquisition we entered the pet food market, a category with very positive growth dynamics, seeking to build our presence initially in Costa Rica and Central America, but with a vision for our entire strategic region.

Carlos Gallegos, President of Nutresa

2 9/8/2021



"We are excited to grow our nearshore delivery capacity, enhance our commerce capabilities, and further expand our presence in Colombia with the acquisition of Talos Digital."

Amyr Gillani, CEO of Peficient

3 10/13/2021



"The sale of our structural pipe unit in Geneva NE, despite its excellent performance to date, is in line with our long-term strategy of focusing on our core businesses, serving the domestic market with pipes and innovative services. We are confident that Maruichi will ensure continued service and value to the company's customer base."

Luca Zanotti, President of Tenaris US

4 12/1/2021



"Like-minded companies have to work together to innovate for our consumers and to support our farmers and communities. As a company, we are strengthened by this partnership to facilitate growth, and the opportunities it provides for our employees, family farms, retail customers, and consumers."

Marcus Benedetti, Chairman of Clover Sonoma

Yearly Break Down

2019	2020	2021
Total Deal Value <small>In billions</small>		
\$ 1.4	\$.4	\$ 6.0
Number of Transactions		
15	14	15
Average Deal Value x Transaction		
\$168.2	\$97.7	\$41.0

OUR HISTORY

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.

M&A RECENT EXPERIENCE



ARCA CONTINENTAL

has acquired
Multiple snack companies





Villeroy & Boch
1748

has sold its
Sanitaryware
Manufacturing Plant
to





CEMEX

sold its concrete pumping
business to



PUMPINGTEAM
LÍDERES EN BOMBEO DE CONCRETO



intelectiva
HELP SUBCONSULTING, BUSINESS DEVELOPMENT

has acquired



KFC

KFC Costa Rica
from



QSR
INTERNATIONAL



CHEN

has merged with



Sigma
alimentos

a business of



alfa



FEMSA

has sold



SIDRAL Mundet

Sidral Mundet U.S.
Brand and Dist. Rights
to



Novamex



GRUPO TAMPICO

has merged
its Beverage
Division with





INVEKRA

Holding company of



sanfer

has acquired a majority
stake in



Portugal
1864



ANDES CHEMICAL CORP

has been acquired by



IMCD



caffenio

has partnered with



OXXO

a subsidiary of



FEMSA

WORLDWIDE CLIENTS



CONTACT INFORMATION



Brett Carmel
Senior Managing Director
Washington, DC
+1 (703) 608 9231



Felipe Bueno
Senior Director
Monterrey, Mexico
+52 (844) 432-4444



Sergio Garcia
Managing Director
Mexico City, Mexico
+52 (55) 8000-7463



Carlos Hernandez
Managing Director
Washington, DC
+1 (571) 482-3432



Alejandro Montemayor
Vice President
Monterrey, Mexico
+52 (81) 1212-8004



Sofia Felix
BD Manager
Paris, France
+52 (55) 3489-1049



Miguel Leal
Business Development
Mexico City, Mexico
+52 (55) 4381-1348



Santiago Sanchez
Jr. Analyst
Mexico City, Mexico
+52 (55) 8633-6175



Seale & Associates is an industry leader in Latin America. We have closed more than 150 deals and advised +200 companies, from public to family-owned businesses, in many industries. Seale has been the trusted advisor of many of these companies, thanks to our multi-cultural team capable of establishing relationships across frontiers.

For more information visit: www.mnacolombia.com