We bring value to your deal





For over 28 years, the go-to M&A firm for business owners.

Focused on the business owner.

We always seek the best possible transaction based on a clear positioning: we only act on the sell-side, avoiding any conflict of interest.



A&M



Fundraising



| IPO



The right time to do a deal is when your business is at the right time.

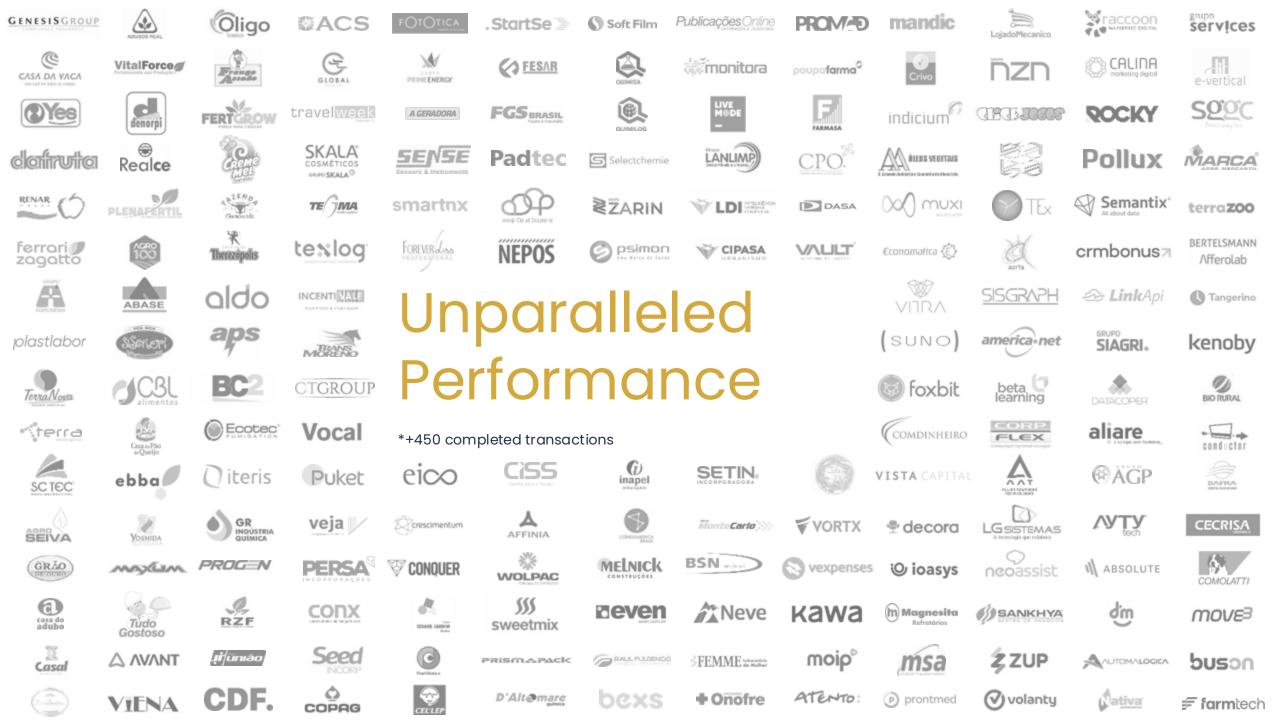
32

partners, 100% focused on the business owner.

+200

people, we are the largest team in the Brazilian market 100% focused on M&A. +450

completed transactions, always on the sell-side.



Partners leading 100% of the transactions

We are 32 partners, together for decades, writing the history of M&A in Brazil.

All the transactions were carried out by current partners.







Fernando









Sami

Sarfatti









Bruno Sbano



Bruno Schaffer

Filipe Abdalla



Daniel David Milanez Steuer



Dimitri Abudi



Felipe Araujo







Frederico

Toledo



Gustavo

Mandel





Gustavo Milano

João **Andrade**





Luiz Melo

Flávia

Silveira



Marcelo

Semeoni





Pedro

Ferreira

Yuri

Ohori



Priscila Pacheco



Rafael Bittar



Rafael Bologna



Rafael Frugis



Sofia **Ferraz**



Murilo

Oliveira

Thiago Dias



Yuri Stransky



Sectoral Specialization

We are the only M&A and fundraising advisor with the scale and volume to have partners and teams organized by sector specialization.



Enhanced market reading.



In-depth knowledge of each business.





We know how to negotiate with a diverse range of buyer profiles with constant access to international serial buyers.

Brazil | São Paulo, SP. **US** | Miami, FL.

+50%

Completed transactions with foreign players.

1 +1000

Roadshows across the globe.

+6000

Direct access to more than 6000 strategic and financial buyers.

Access to main global buyers.

USA/ CAN | +1.900 buyers. Latin America | +2.000 buyers. EMEA | +1.600 buyers. Asia & Oceania | +800 buyers.





















































































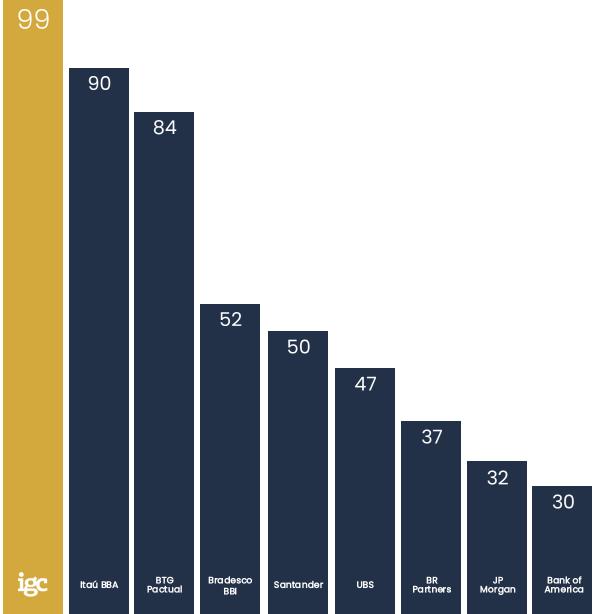






Absolute leader

Consistency and recognition: igc is the leader in number of sell-side M&A transactions.





Why are we different?

Weekly partners' committee

Leveraging the expertise and market vision gained from over 1,000 roadshows worldwide.

Owner to owner

All the transactions were led by current partners. We own our clients' challenges.

Transaction support

We anticipate problems and propose solutions to increase the success rate of transactions.

Better approach and access to investors.

Better project strategy and timing.

Greater assertiveness and chance of success.

Best possible transaction.



We deliver the best of both worlds

Quality

Specialists by sector

Tailor-made solutions

Agility and speed

Transaction support team

Scale

- +200 people, the largest team dedicated to M&A in Latin America.
- +1000 roadshows across the globe
- +6000 strategic and financial buyers in our global network

Weekly partners' committee to discuss all the transactions



Process stages

01

Preparation

- Understanding of the company and the desired transaction.
- Definition of strategy and investment thesis to maximize value.
- Mapping of possible buyers/ investors.
- Transaction support.

02

Roadshow and negotiation

- Presentation of the company.
- Receipt of proposals and transaction structuring.
- Negotiations aimed at fostering a competitive process whenever possible.

03

Due Diligence and contracts

- Due Diligence and contracts

In conclusion

Highest success rate

Tested concepts and processes to ensure a successful deal.

Maximized valuation

We always seek the best possible transaction for the business owner.

No conflicts of interest

We do what's best for the business owner, at the right time for their business. We are unique

The only M&A firm that can combine quality with scale.

What do our clients say



"igc prepared me a lot. Not only in presenting prospects, with its extensive network of great venture capitals worldwide, but also in preparing materials and, most importantly, in the discussions during and after the term sheet. igc was fundamental both in Series A and Series B."

Alexandre Zolko
CRMBonus



"igc's ability to analyze our business, understand where the value levers are, and model the business so that we were truly prepared, whether for an M&A or a fundraising round, made all the difference."

Felipe Almeida



"You understood our thesis, and despite speaking with multiple funds and companies that were interested in us, we weren't familiar with the fund we eventually closed with. GIC has proven to be a valuable partner for our business. You found the partner that fit with our vision."

Fábio Felippe Sankhya



"igc has always been deeply concerned with our business, fiercely defending what was important to us as shareholders, and knew how to create value for the company. Having advisory support is essential, and igc's is truly exceptional."

André de Vivo Farmasa

Our clients



"The security conveyed since the beginning of the process was incredible. Every step was explained in detail, and I always felt comfortable deciding whether to move forward."

Manuella Bossa

Truss



"The closing of our deal with an international company showcases the full capability of igc's team to position your company on a global level."

Ferreirinha Costa

Fortgreen



"igc introduced us to many buyers, which allowed us to broaden our perspective and understand how our business could make sense for various sectors and companies."

Alberto Carneiro Neto

Casa do Pão de Queijo



"No one had ever offered us a solution like this before. igc was able to structure an out-of-the-box operation we thought would never happen, and that was essential for the success of our fundraising."

Ricardo Luna

Conx



"igc explained each step of their strategy to me, ensuring the process was transparent and allowing me to provide input and fully understand it."

André Palis

Raccoon



"The way the process was presented, step by step, gave me complete clarity and made me feel comfortable."

Luiz Henrique Didier

Reys



"In all conversations, igc's recommendation was unanimous. They are a benchmark and speak the same language as agribusiness, which gave us a very solid foundation of trust."

Alberto Yoshida

Yoshida & Hirata



The best thing about igc is their negotiation skills. They can extract more value through a differentiated process, always staying closely connected to the entrepreneur."

Flavio Terni

Giant Steps





"igc understood the essence of our business very well and was able to generate value from it. We were able to close an excellent deal."

Felipe Calixto Sankhya



"M&A is very stressful for those involved. The closeness and experience of IGC's partners made all the difference in my transaction."

Tiago Reis Suno



"In agribusiness, I believe igc is the most relevant advisor. You understand exactly how entrepreneurs think"

Salvino Camarotti Agro Seiva, Campo Total, SC TEC



"We received several proposals, and with igc's support, we were able to identify the best path. It was essential to have a company that thought alongside us with a long-term perspective."

Sérgia Brandão Marins SGGC



"We wanted to know if it was the right time for One7 to make this move. We have a very strong case, and igc was honest in advising us on the best timing."

João Paulo Fiuza One7



"igc's team is exceptional, with deep market knowledge. They are great people, dedicated, and work tirelessly for your deal."

Celso Ribeiro BR Media



"The igc team was very competent. They made me feel comfortable at all times. I've recommended them more than once."

Joe Losso Parente Júnior Publicações Online



"igc was highly impactful in opening doors, with the extensive access they have and, of course, the credibility they bring when advising."

Pedro Englert StartSe

Our clients



"When the deal seemed to reach a crossroads, igc would come up with a solution, bringing the parties back to the table and facilitating conversations to move the deal forward."

Raphael Covre



"It was a process full of learning, and I have no doubt that we chose the right partner for this type of transaction."

Gustavo Tremel Decora



"The important aspect of a negotiation is leaving with the feeling that you did the right thing, and we definitely left with that feeling."

Roberta ZocchioPueri Domus



"igc has been with Femme for 13 years, supporting the company through every decisive stage. It's a place of principles and purpose, which created a strong bond between us."

Rogério Ramires Femme



"When someone talks to me about M&A, I recommend igc. I always suggest partners with whom I've had great experiences, and in igc's case, they are simply the best company in the market."

Walter Galvão Neto



"I am certain that the chances of closing the deal with them are much higher than without them, and on top of that, you achieve the best value."

Igor Senra Moip



"The timing of our transaction was perfect. Everything happened exactly as it should have."

Gustavo Boscon VitalForce



"igc brought us international investors we would never have imagined. They have a very well-executed and structured approach."

Marcelo Linhares
Onfly



Our transactions







Fass Agro was acquired by Adufértil Fertilizantes, part of the Indorama Corporation group





Netbr was acquired by SEK



Flip was acquired by Olist





XP acquired a minority stake in **Inove Investimentos**





Labsoft was acquired by Confience





Lola From Rio and Skala announce merger with support from Advent International





Rede Monte Carlo raised R\$150,000,000.00 through the 2nd issuance of its FIDC



GRB and Genion were acquired by Clash





BITKA Analytics was acquired by BIP



RKM Engenharia raised R\$ 48,500,000 through the issuance of a CRI, a real estate asset-backed security.





XP Inc. acquired a minority stake in 3A RIVA





Aplinova was acquired by Prinova, a subsidiary of the Japanese group Nagase







Vydence was acquired by Grupo MedSystems



Ciss successfully raised R\$31 million through the issuance of the second series of its FDIC





GreenYellow has sold 23 SPVs to Athon Energia





BR Media Group was acquired by Publicis Groupe





Sempre Internet was acquired by Brasil TecPar





Oobj was acquired by Avalara







Reivax was acquired by WEG







Green Ventures, a subsidiary of Fiagril, was acquired by Oleoplan



Rede Monte Carlo raised R\$120,000,000.00 through the issuance of a CRA, an agricultural bond



Misa raised R\$30,000,000.00 through the issuance of a CRI, a real estate asset-backed security





Aoop has been acquired by NTT Data





Sense Eletrônica has been acquired by TE Connectivity







A.Azevedo Óleos sold a majority stake to Oleon, a Groupe Avril subsidiary

plastlabor



Plastlabor has been acquired by Solabia, a TA Associates portfolio company



Ciss structured a FIDC of R\$100,000,000.00





Soft Film was acquired by Packing Group





Farmtech completes funding round with bewater



Veja Construções completes financing for Bosques do Palermo project





Persa Incorporadora issues its first CRI, a real estate asset-backed security



Conx raised R\$70,000,000.00 through the issuance of a CRI, a real estate asset-backed security





Bexs was acquired by Ebury





Maxum was acquired by Brasif





Tex was acquired by Serasa Experian





Indicium recieved an investment from Columbia Capital









Oligo Basics was acquired by Innovad Group





Accenture Song dro50

Soko, of FLAGCVX, was acquired by Accenture





Fazenda Churrascada was acquired by Heat Group



BOND

VALOR

CRMBonus raised its Series B led by BOND and with participation from Valor Capital







LiveMode raised a funding round with General Atlantic and XP Private Equity



Rede Monte Carlo has completed the raising of R\$ 100,000,000.00 through the issuance of a CRA





sequoia

Grupo MOVE3 and Sequoia Logística e Transporte (SEQL3) have merged their operations





Buson and Busbud merged their operations







Dura Software acquired

Publicações Online and PROMAD





Advent International acquired a majority stake in **Skala Cosméticos**





Iteris was acquired by Globant







The private equity funds GEF and Signal acquired a minority stake in GR Química







VExpenses was acquired by VR





Bunzl and **CT Group** formed a strategic alliance





Graffo Paranaese, of Sonoco Group, acquired 100% of Inapel Embalagens





Bunzl acquired a stake in Lanlimp Group





Shell acquired **Prime Group**





A Geradora was acquired by Loxam





Agrosepac concluded the issuance of a CRA: (R\$ 53,000,000.00)



Conexamerica concluded the issuance of a CRI to finance the construction of photovoltaic plants



INCENTIVO & FIDELIDADE



Incentivale was acquired by InComm Payments







Onfly completed its Series A round with Left Lane and Cloud9 Capital





Viqua was acquired by Krona



Fertsan concluded the issuance of a CPR-F, a credit instrument focused on agribusiness





datora ARQIA

STC, a subsidiary of Suntech International, was acquired by Datora





Bxblue was acquired by PicPay





SVN Investimentos sold an equity stake to XP Inc.





Monitora was acquired by Marlabs

ONE 7



One7 sold an equity stake to XP Asset





XP Private Equity acquired a minority stake in JL Health







Megalabs acquired the AP46 Complex from Laboratório Almeida Prado





SmartNX was acquired by Nuvini





VitalForce was acquired by Grupo Lwart



Construtora San Remo concluded the issuance of a CRI worth R\$40,000,000.00





Plury Química was acquired by Manuchar



Seed issued a CRI worth R\$105,000,000.00 to finance the enterprises of Dona Elisa, Kansas, Piassanguaba, Teviot, Itaverá, and LaPlac







igc partners advised the transaction between **Clamper** & Legrand





Vita IT was acquired by Telefonica





Blue Health sold an equity stake to Kinea





Truss Professional was acquired by Grupo Boticário





Marca Agro Mercantil was acquired by Nutrien





Yoshida & Hirata was acquired by Adubos Real





BRIDGE ONE

BR Media sold an equity stake to Bridge One





Terra Zoo received investment from Crescera Capital





Diban sold an equity stake to Marubeni





Sumitomo Corporation

Nativa Agronegócios was acquired by Agro Amazônia



igc advised **SGC** in its debt financing, structuring a CRI, a Commercial Mortgage-Backed Security





APS was acquired by Ducato Capital







Caif was acquired by Caldic





Adfert was acquired by Indorama Corporation



igc advised **Grupo Zarin** in its debt financing, structuring a CRI, a Commercial Mortgage-Backed Security



GRUPO GPS

e-Vertical sold an equity stake to Grupo GPS





Kenoby was acquired by Gupy





Vitra and Warren have merged their operations







Sweetmix Distribuidora was acquired by Univar Solutions





Terra Nova was acquired by Nutrien





Tangerino was acquired by Sólides





Automalógica received investment from GEF





Vista Capital sold a minority stake to XP Investimentos



AGROGALAXY

Ferrari Zagatto sold a majority stake to Agrogalaxy







Comdinheiro was acquired by Nelogica



DutyCosméticos



Eico Cosméticos sold a majority stake to Duty Cosméticos





Giant Steps sold an equity stake to XP Inc.





Economatica was acquired by TC









SC TEC, Campo Total and Agro Seiva were acquired by Ihara



Brookfield

Aldo Solar was acquired by Brookfield





Cal Viva raised funds through the structuring of a CRI







Therezópolis was acquired by Coca-Cola FEMSA and Coca-Cola Andina









Raccoon was acquired by \$4 Capital









Siagri and Datacoper merge operations to form Aliare and received an investment from the BTG Pactual Impact Fund







Bertelsmann Group sold **Afferolab** to Bossa.etc, a content-tech company from the Blue Management Institute (BMI)





ioasys was acquired by Alpargatas







CDF sold an equity stake to BTG Private Equity





Terra Soluções Agrícolas was acquired by Ihara

kawa



Kawa sold an equity stake to BTG Pactual





Crescimentum and Cegos Ident
International formed
a strategic alliance





Fesar was acquired by Afya





Agrosema was acquired by Nutrien















Grupo Desempar was acquired by Lavoro



Nepos was acquired by Came S.p.A





Sankhya sold an equity stake to GIC





Wolpac was acquired by FAAC





Grupo AGP sold an equity stake to Patria Investimentos





Café Pacaembu was acquired by Massimo Zanetti Beverage Group







Vórtx sold an equity stake to FTV Capital





NeoAssist was acquired by Oca Capital







Prontmed sold an equity stake to Fleury and Sabin





Grão de Ouro sold a majority stake to Aqua Capital





Adubos Real sold an equity stake to Marubeni





Semantix sold an equity stake to Crescera and Inovabra







Forever Liss was acquired by Concept Investimentos





Uralkali joins the Brazilian fertilizer distribution market by acquiring a 50% stake in **Fertgrow**







BSN Medical sold assets of the Neve operation to a group of investors



Ayty Tech was acquired by Flex





Onofre was acquired by RaiaDrogasil









RZF sold an equity stake to Grupo GPS







Grupo Services was acquired by Webhelp





Beta Learning was acquired by ClearSale





Setin sold the Pullman and Ibis Expo SP Hotels to XP Hotéis FII





Poupafarma sold an equity stake to Stratus





Grupo União and Fortbras merged their operations





Decora was acquired by Creative Drive







Ecotec Fumigation was acquired by Rentokil Initial



DM sold a minority stake to Vinci Impacto and Retorno IV





Femme Laboratório da Mulher sold an equity stake to L Catterton





LC Restaurantes sold an equity stake to Grupo GPS







Divcom Pharma and FQM Farmoquímica merged their operations to form FQM Divcom







Wooza sold an equity stake to Allied, an Advent portfolio company







Absolute sold a minority stake to BTG Pactual





Patria made an investment series A in StartSe





Abase sold an equity stake to Henry Schein





CPQ's shareholders sold a majority stake to Standard Bank





Advent acquired Allied





Agro 100 sold a majority stake to Aqua Capital







Suno sold a minority stake to XP Inc.





Liderança was acquired by Santander







Laboratório Osler, the manufacturer of the insect repellent brand Exposis®, was acquired by SC Johnson



Moip was acquired by Wirecard





Viena was acquired by Advent





GTIS partnered with GP Investments for the acquisition of BHG







Passfolio was acquired by Santander





Trademaster sold an equity stake to BV





NZN and Click Jogos merged their operations, and HIG Capital acquired a majority stake of the new company





PlayPen was acquired by Cognita





America Net sold an equity stake to Axxon Group







Magnesita sold MSA to Spread







Bio Rural was acquired by Nutrien





LinkApi sold an equity stake to Semantix







Ourolac sold an equity stake to 2bCapital and Siguler Guff





Sisgraph was acquired by Hexagon









Ebba, the parent company of Dafruta, acquired Maguary, a subsidiary of Kraft Foods





Yes sold an equity stake to Aqua Capital







Foxbit completed its Series A round with OK Group





Loja do Mecânico sold an equity stake to EB Capital





Farmasa was acquired by Barrenne





Dasa acquired an equity stake of MD1





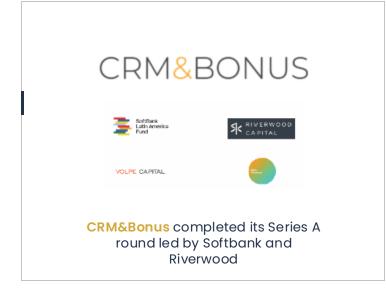
Mandic was acquired by Riverwood





Top Service was acquired by Predial

















Pueri Domus sold its business unit of schools and teaching system to SEB







Volanty was acquired by Creditas





Zup was acquired by Itaú Unibanco



■ Ernst & Young Terco

Terco and Ernst & Young merged their operations to form Ernst & Young Terco





Genesis Group sold an equity stake to Actis



Autopartners acquired Affinia Automotiva





The Fifties was acquired by Laco









Escola Conquer was sold to Wiser Educação





Ferrari Zagatto sold an equity stake to Origin





CPO partnered with OncoClínicas do Brasil





Setin was acquired by Klabin Segall





Raul Fulgêncio sold an equity stake to Grupo LPS





Even and Melnick formed a joint venture





Pollux was acquired by Accenture







Casa do Adubo and Casal Distribuidora sold an equity stake to Axxon Group

One Equity Partners



Cless sold an equity stake To One Equity Partners





Ibema acquired a paper mill from Suzano Papel e Celulose





Vocal was acquired by Grupo Auto Sueco





Conductor was acquired by Riverwood Capital





+GF+

FGS was acquired by Georg Fischer



livraria cultura

Estante Virtual was acquired by Livraria Cultura





Laboratories Urgo





Polo Moda and SP Mega Mix merged their operations





Cataratas do Iguaçu SA sold an equity stake to Advent





Corpflex sold an equity stake to 2BCapital







Transmoreno was acquired by JSL

opus cless

Opus was acquired by Cless

Vocal



Grupo Vocal sold Vocal Motors to Grupo Itavema





Vault was acquired by Assa Abloy





Creme Mel sold an equity stake to HIG Capital





BC2 sold an equity stake to Vivante, an Axxon Group company





WARBURG PINCUS
SEQUOIO

Texlog was acquired by Sequoia, a Warburg Pincus portfolio company





CBL Alimentos sold an equity stake to Arlon



One Equity Partners

AAT sold an equity stake to One Equity Partners





LG Sistemas sold an equity stake to HIG Capital





Global Aviation was acquired by CBair





LDI sold its equity stake of Cipasa to Prosperitas







Padtec sold 100% of its Submarine Equipment division to IPG Photonics





Arinos was acquired by Univar





Muxi sold an equity stake to Confrapar



Lellier & Bellot .

CBC acquired Sellier & Bellot





Cecrisa sold an equity stake to Vinci Partners



Willyfrey Participações, the holding company of Renar Maçãs, raised funds through the issuance of new shares







Fortgreen sold an equity stake to Origin







Tudo Gostoso was acquired by Webedia





Psimon was acquired by Cremer





Rossi engaged in a joint venture with Norcon



Rossi sold financial assets





Natural da Terra was acquired by Hortifruti









Puket was acquired by Imaginarium





Hypermarcas and Farmasa (Samaja's family) merged their operations through a stock swap







Lupatech sold Steelinject to Forjas Taurus





Vila Inhambu sold an equity stake of Drogarias DPSP S/A to majority shareholders





Dafra Motos and Itaú formed a strategic alliance





Delta was acquired by AGV Logística







ACS was acquired by Engie





Dasa acquired Cerpe





A Geradora sold an equity stake to GG Investimentos





Realce was acquired by Lavoro





Igc advised the transaction between **Vórtx** and Basement





Femme Laboratório da Mulher received investment from Casa de Gestão











A group of investors formed by 3i,

Neuberger Berman and Siguler Guff,
acquired Óticas Carol





HAL Investments

Fototica was acquired By Hal Investments





Plenafértil was acquired by Lavoro





Futuragro was acquired by Lavoro





Sinimplast acquired Globalpack





Denorpi was acquired by Lavoro







Selectchemie was acquired by IMCD





Even sold an equity stake to Spinnaker Capital Group







Drakar and **Voga**, companies of the **Ledervin Group**, merged their operations with Matec,
forming Ledervinmatec



Progen acquired an equity stake of RPeotta





Prismapack was acquired by Huhtamaki





Progen acquired an equity stake in Auding Intraesa Brasil







Dafruta sold an equity stake to Avanti Participações





CEL® LEP was acquired by HIG Capital





Nasha acquired the Phytoervas product line from Procter & Gamble

GTIS PARTNERS

106 SERIDÓ



SAO JOSE

GTIS reached an agreement for the acquisition of a stake and a capital investment worth R\$ 100,000,000.00







Localcred and Brascobra merged their operations to form Localcredbrascobra





Aorta was acquired by Grupo Mobi





GP Investments

Farmasa sold an equity stake to GP Investments





Crivo SA sold an equity stake to Transunion





Atento acquired Rbrasil



Tegma conducted a public primary and secondary distribution of common shares worth R\$ 603,980,000.00





A Geradora acquired Poliservice





Sí Señor sold an equity stake to JM Growth Partners







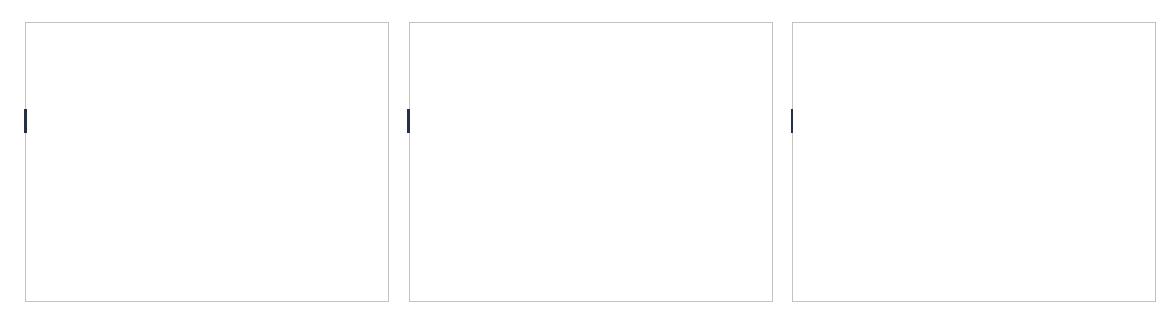
Copag sold an equity stake to Carta Mundi







Travelweek São Paulo was acquired by Reed Exhibitions





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