global trusted advisor

igc

# 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.

## M&A

## 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.

+500

completed transactions, always on the sell-side.

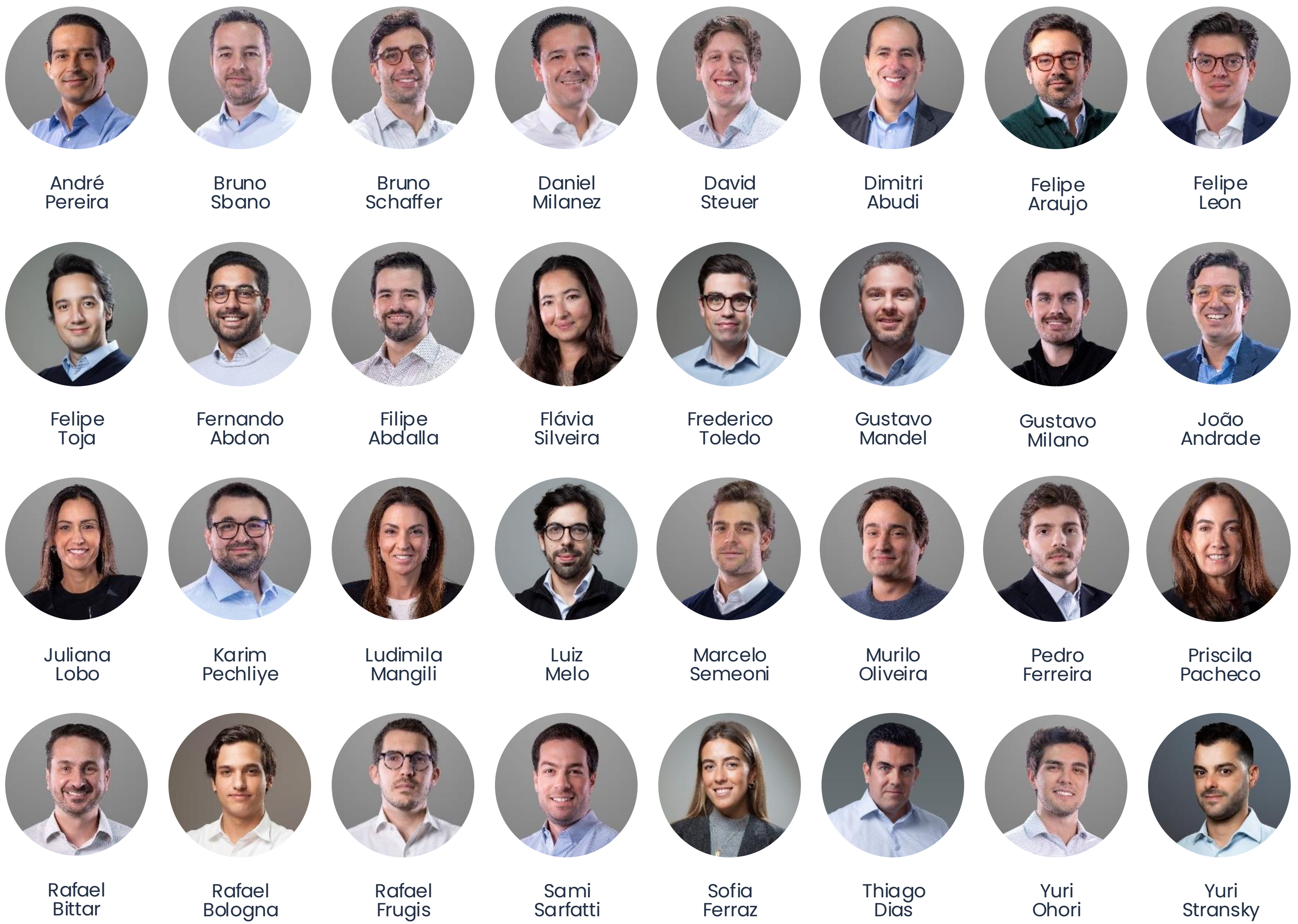
# Unparalleled Performance

+500 completed transactions

# 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.



# 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.

# Global
# Player

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.

## +1000

Roadshows across the globe.

## +6000

Direct access to more than 6000 strategic and financial buyers.

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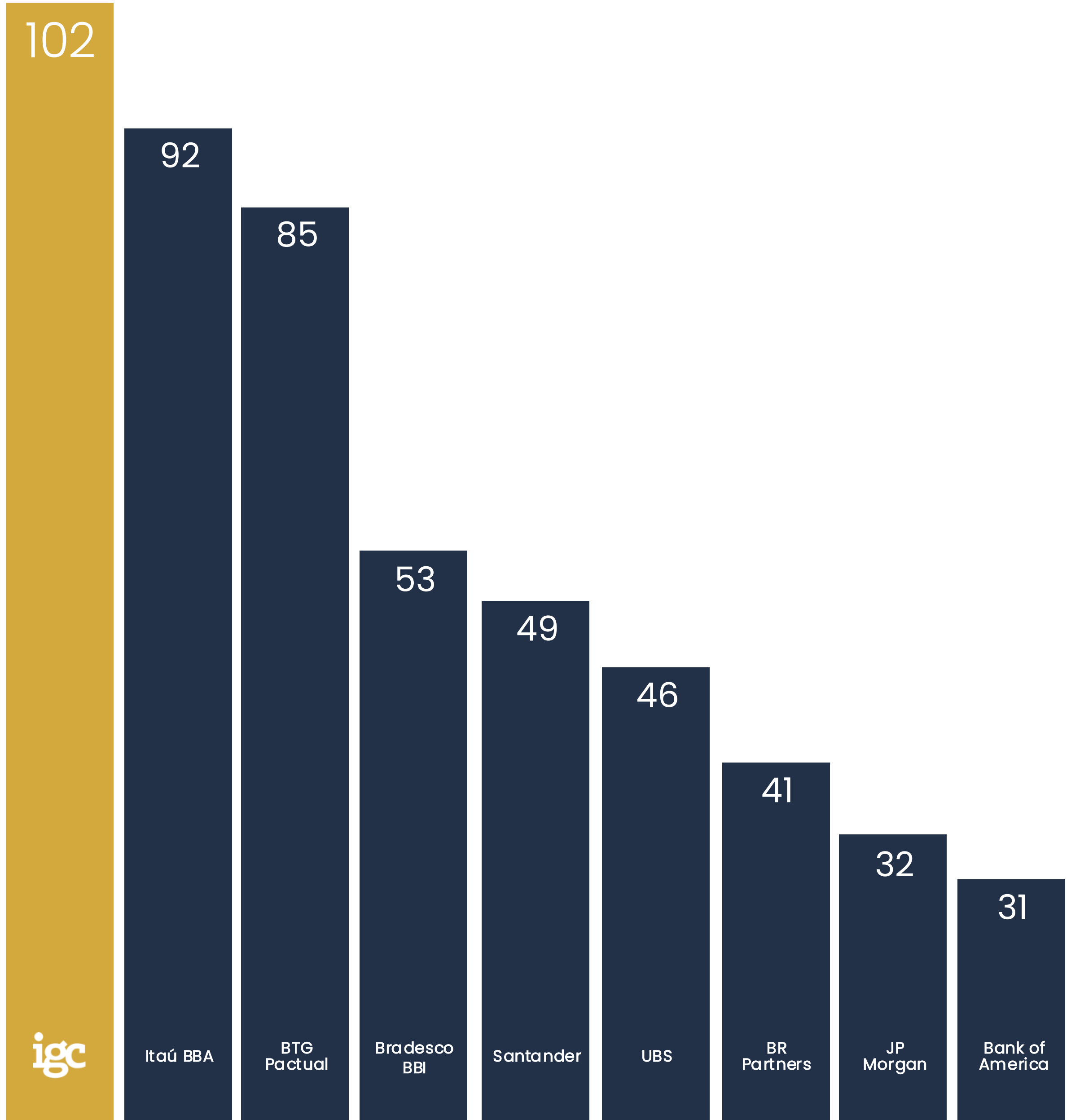
# Access to main global buyers.

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

Nutrien
Shell
Brookfield
FMC
Advent International
BC PARTNERS
SONOCO
Mosaic
BRENNTAG
BUNZL
actis
MITSUI & CO.
UnivarSolutions
BASF
HENRY SCHEIN
CORTEVA
Shell
ECOLAB
Marubeni
H I G CAPITAL
accenture
azelis
URALKALI
legrand
INDORAMA
CALDIC
IMCD
Manuchar
Barentz.
GIC
Huhtamaki
L CATTERTON
LOXAM
Globant
SUMITOMO CHEMICAL
IHARA
UPL
Telefónica
GENERAL ATLANTIC
Webhelp
engie
Standard Bank
marlabs
busbud

# Absolute leader

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




* Last 48 months (data collected on September 30th, 2025). Source: Mergermarket.

# 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**
ZUP


*"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

"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

*"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

*"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 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

*"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

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

**Luiz Henrique Didier**
Bexs

*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

*"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

"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

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

**Celso Ribeiro**
BR Media

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

**Salvino Camarotti**
Agro Seiva, Campo Total, SC TEC

*"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

*"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


*“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**
Casa do Adubo

*"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 Zocchio**
Pueri 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**
ioasys

*"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

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UNLK acquires **Wake Creators** from **LWSA**

**Cia. do Produtor** was acquired by Adubos Real

Sustainable Agro Solutions acquires a majority stake in **Aqua do Brasil**

**Serra Bonita** sells 100% of its assets to Três Marias Agtro and José Paulo Rocheto, shareholder of Bem Brasil

**G3 Agroavícola** sells majority stake to Pluma Agroavícola

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

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**Netbr** was acquired by SEK

**Flip** was acquired byOlist

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 Investimentos**

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

**Vydence** was acquired by Grupo MedSystems

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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

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**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** 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
Construindo o melhor para você

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

bexs
Ebury Bank

**Bexs** was acquired by Ebury

MAXUM
BRASIF MÁQUINAS

**Maxum** was acquired by Brasif

TEx
serasa experian

**Tex** was acquired by Serasa Experian

indicium
COLUMBIA CAPITAL

**Indicium** recieved an investment from Columbia Capital

Oligo basics
innovad. CREATE TRUST
IK Partners

**Oligo Basics** was acquired by Innovad Group

**Soko,** of FLAGCVX, was acquired by Accenture

**Fazenda Churrascada** was acquired by Heat Group

**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

**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

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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

**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

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

Incentivale was acquired by InComm Payments

Monitora was acquired by Marlabs

One7 sold an equity stake to XP Asset

XP Private Equity acquired a minority stake in JL Health

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

Bxblue was acquired by PicPay

SVN Investimentos sold an equity stake to XP Inc.

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

Megalabs acquired the AP46 Complex from Laboratório Almeida Prado

SmartNX was acquired by Nuvini

VitalForce was acquired by Grupo Lwart

Truss Professional was acquired by Grupo Boticário

Marca Agro Mercantil was acquired by Nutrien

Yoshida & Hirata was acquired by Adubos Real

igc partners advised the transaction between Clamper & Legrand

Vita IT was acquired by Telefonica

Blue Health sold an equity stake to Kinea

Nativa Agronegócios was acquired by Agro Amazônia igc advised **SGGC** in its debt financing, structuring a CRI, a Commercial Mortgage-Backed Security

**APS** was acquired by Ducato Capital

**Diban** sold an equity stake to Marubeni

**e-Vertical** sold an equity stake to Grupo GPS

**Kenoby** was acquired by Gupy

**Vitra** and Warren have merged their operations

igc

BR Media sold an equity stake to Bridge One

Terra Zoo received investment from Crescera Capital

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

Automalógica received investment from GEF

Vista Capital sold a minority stake to XP Investimentos

Ferrari Zagatto sold a majority stake to Agrogalaxy

**Caif** was acquired by Caldic

**Adfert** was acquired by Indorama Corporation

**Tangerino** was acquired by Sólides

**Economatica** was acquired by TC

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

**Aldo Solar** was acquired by Brookfield

**Sweetmix Distribuidora** was acquired by Univar Solutions

**Terra Nova** was acquired by Nutrien

**Giant Steps** sold an equity stake to XP Inc.

**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

Comdinheiro was acquired by Nelogica

Eico Cosméticos sold a majority stake to Duty Cosméticos

Raccoon was acquired by S4 Capital

Crescimentum and Cegos Ident International formed a strategic alliance

Fesar was acquired by Afya

Agrosema was acquired by Nutrien

**Cal Viva** raised funds through the structuring of a CRI

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

**Kawa** sold an equity stake to BTG Pactual

**Wolpac** was acquired by FAAC

**Grupo AGP** sold an equity stake to Patria Investimentos

**Café Pacaembu** was acquired by Massimo Zanetti Beverage Group

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CDF sold an equity stake to BTG Private Equity

Terra Soluções Agrícolas was acquired by Ihara

Sankhya sold an equity stake to GIC

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

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**Grupo Desempar** was acquired by Lavoro

**Nepos** was acquired by Came S.p.A

**Prontmed** sold an equity stake to Fleury and Sabin

**Ayty Tech** was acquired by Flex

**Onofre** was acquired by RaiaDrogasil

**RZF** sold an equity stake to Grupo GPS

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Vórtx sold an equity stake to FTV Capital

NeoAssist was acquired by Oca Capital

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

Poupafarma sold an equity stake to Stratus

Grupo União and Fortbras merged their operations

Decora was acquired by CreativeDrive

Forever Liss was acquired by Concept Investimentos

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

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

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

**Grupo Services** was acquired by Webhelp

**Beta Learning** was acquired by ClearSale

**Femme Laboratório da Mulher** sold an equity stake to L Catterton

**CPQ**'s shareholders sold a majority stake to Standard Bank

**Advent** acquired Allied

**Agro 100** sold a majority stake to Aqua Capital

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**Ecotec Fumigation** was acquired by Rentokil Initial

**DM** sold a minority stake to Vinci Impacto and Retorno IV

**Abase** sold an equity stake to Henry Schein

**Moip** was acquired by Wirecard

**Viena** was acquired by Advent

**GTIS** partnered with GP Investments for the acquisition of BHG

**Absolute** sold a minority stake to BTG Pactual

Patria made an investment series A in **StartSe**

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

**PlayPen** was acquired by Cognita

**America Net** sold an equity stake to Axxon Group

**Magnesita** sold MSA to Spread

**Suno** sold a minority stake to XP Inc.

**Liderança** was acquired by Santander

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

**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

**Passfolio** was acquired by Santander

**Trademaster** sold an equity stake to BV

**Ourolac** sold an equity stake to 2bCapital and Siguler Guff

**Dasa** acquired an equity stake of MD1

**Mandic** was acquired by Riverwood

**Top Service** was acquired by Predial

Bio Rural was acquired by Nutrien

LinkApi sold an equity stake to Semantix

Farmasa was acquired by Barrenne

Grupo Comolatti acquired Pellegrino

Frango Assado was acquired by IMC

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

**Foxbit** completed its Series A round with OK Group

**Loja do Mecânico** sold an equity stake to EB Capital

**Casa da Vaca** sold an equity stake to Aqua Capital

**Genesis Group** sold an equity stake to Actis

**Autopartners** acquired Affinia Automotiva

**The Fifties** was acquired by Laço

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CRM&Bonus completed its Series A round led by Softbank and Riverwood

Quimisa and Quimilog were acquired by Brenntag

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

Setin was acquired by Klabin Segall

Raul Fulgêncio sold an equity stake to Grupo LPS

Even and Melnick formed a joint venture

**Volanty** was acquired by Creditas

**Zup** was acquired by Itaú Unibanco

**CPO** partnered with OncoClínicas do Brasil

**Ibema** acquired a paper mill from Suzano Papel e Celulose

**Vocal** was acquired by Grupo Auto Sueco

**Conductor** was acquired by Riverwood Capital

Escola Conquer was sold to Wiser Educação

Ferrari Zagatto sold an equity stake to Origin

Cless sold an equity stake To One Equity Partners

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

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**Pollux** was acquired by Accenture

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

**LM Farma** was acquired by Laboratoires Urgo

**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

FGS was acquired by Georg Fischer

Estante Virtual was acquired by Livraria Cultura

Grupo Vocal sold Vocal Motors to Grupo Itavema

LG Sistemas sold an equity stake to HIG Capital

Global Aviation was acquired by CBair

LDI sold its equity stake of Cipasa to Prosperitas

**Transmoreno** was acquired by JSL

**Opus** was acquired by Cless

**AAT** sold an equity stake to One Equity Partners

**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

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**Texlog** was acquired by Sequoia, a Warburg Pincus portfolio company

**CBL Alimentos** sold an equity stake to Arlon

**Muxi** sold an equity stake to Confrapar

**Rossi** engaged in a joint venture with Norcon

**Rossi** sold financial assets

**Natural da Terra** was acquired by Hortifruti

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

**Arinos** was acquired by Univar

**Psimon** was acquired by Cremer

**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

**Fortgreen** sold an equity stake to Origin

**Tudo Gostoso** was acquired by Webedia

**Lupatech** sold Steelinject to Forjas Taurus

**Realce** was acquired by Lavoro

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

**Femme Laboratório da Mulher** received investment from Casa de Gestão

Puket was acquired by Imaginarium

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

A Geradora sold an equity stake to GG Investimentos

Futuragro was acquired by Lavoro

Sinimplast acquired Globalpack

Denorpi was acquired by Lavoro

**ACS** was acquired by Engie

**Dasa** acquired Cerpe

**Plenafértil** was acquired by Lavoro

**Progen** acquired an equity stake of RPeotta

**Prismapack** was acquired by Huhtamaki

**Progen** acquired an equity stake in Auding Intraesa Brasil

A group of investors formed by 3i, **Neuberger Berman** and Siguler Guff, acquired Óticas Carol

**Fototica** was acquired By Hal Investments

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

**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

**Selectchemie** was acquired by IMCD

**Even** sold an equity stake to Spinnaker Capital Group

**Nasha** acquired the Phytoervas product line from Procter & Gamble

**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

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**Dafruta** sold an equity stake to Avanti Participações

**CEL® LEP** was acquired by HIG Capital

**Atento** acquired Rbrasil

**Copag** sold an equity stake to Carta Mundi

**D'Altomare Química** was acquired by Univar

**Travelweek São Paulo** was acquired by Reed Exhibitions

**Farmasa** sold an equity stake to GP Investments

**Crivo SA** sold an equity stake to Transunion

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