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.

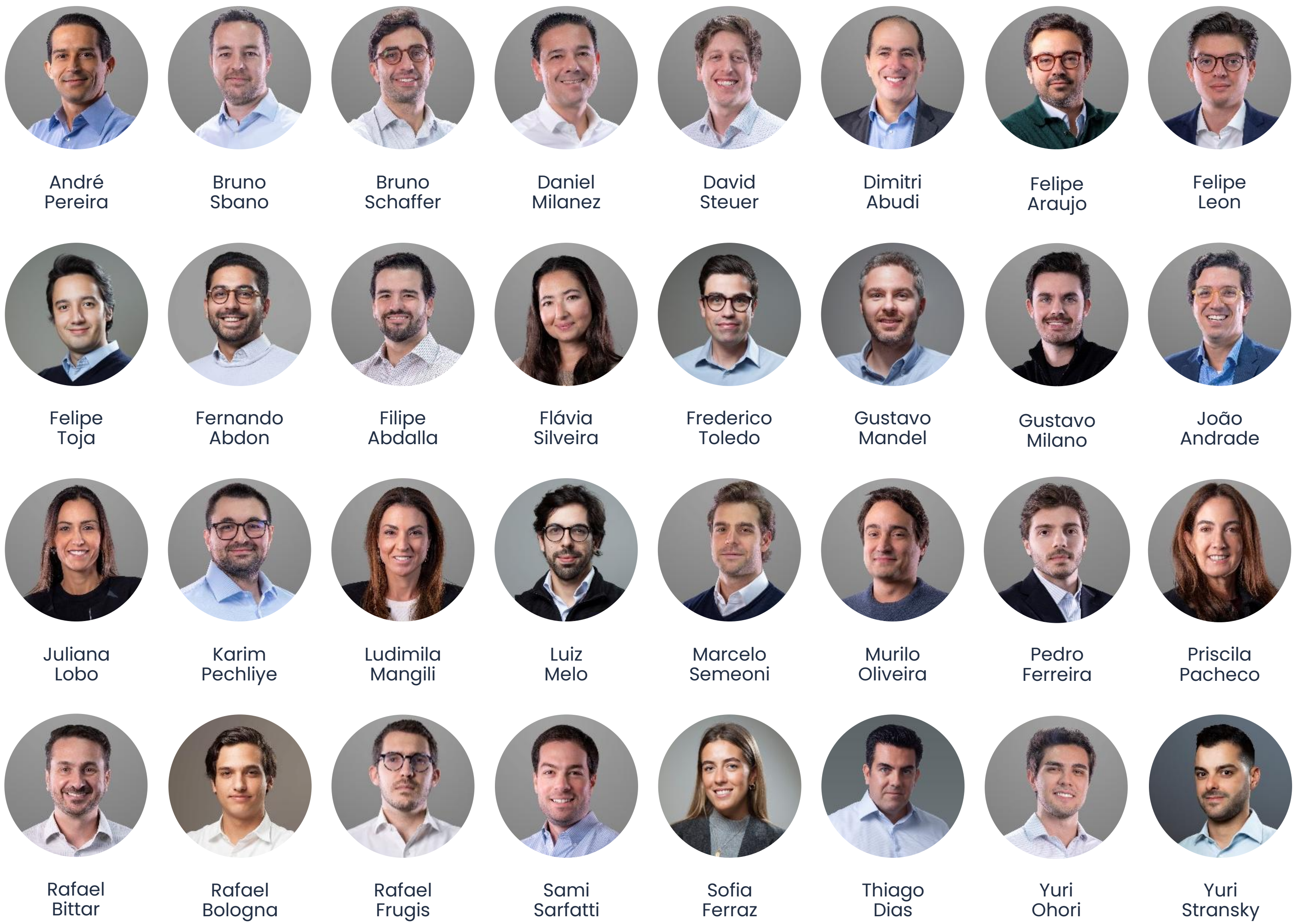
Unparalleled Performance

+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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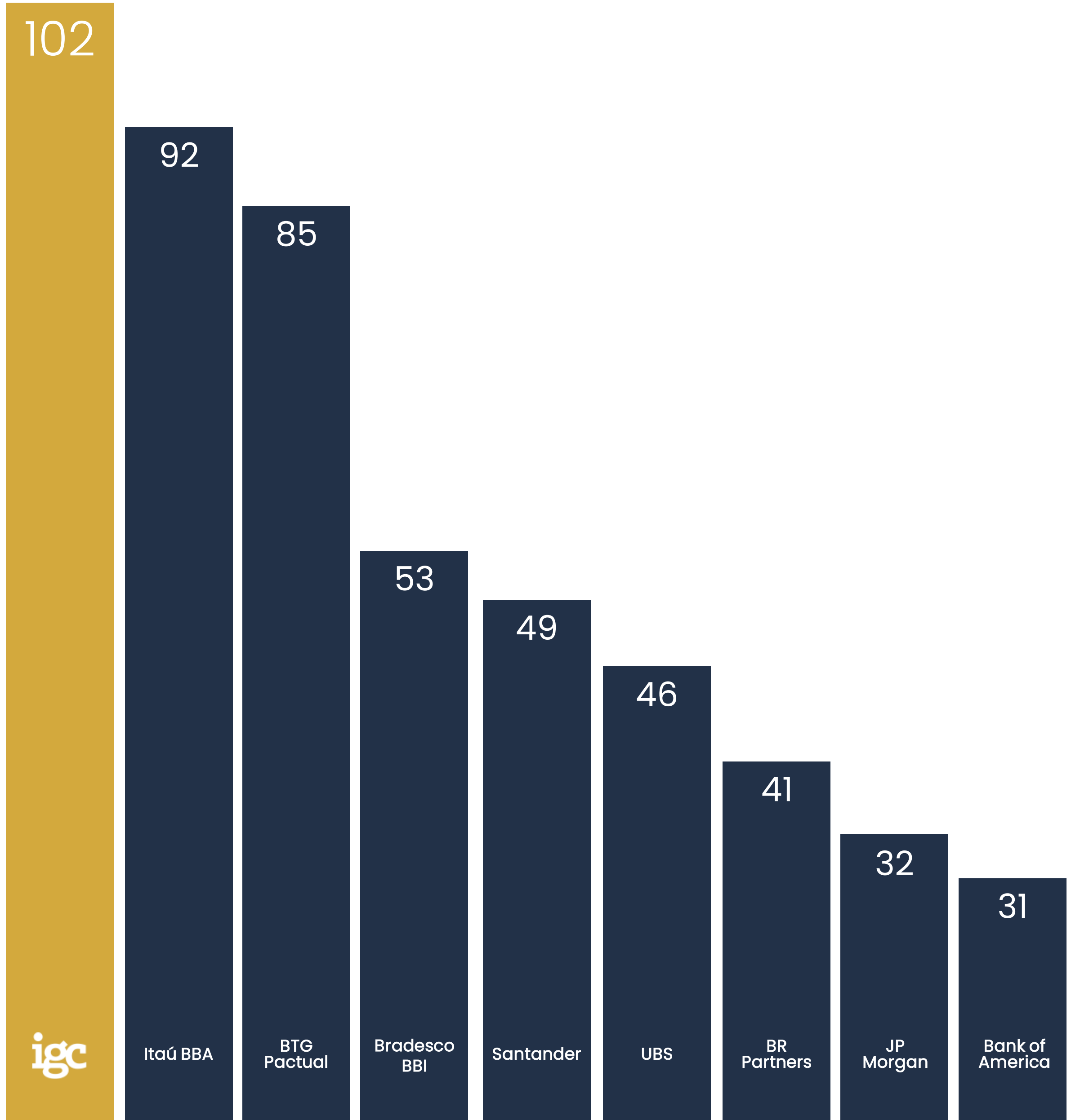
Access to main global buyers.

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

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

"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
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

Frooty raised US$10,000,000 in an ESG credit line with Proparco

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

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

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

Sense Eletrônica has been acquired by TE Connectivity

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

Reivax was acquired by WEG

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 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

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

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

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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

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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

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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

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Vitra and Warren have merged their operations

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

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Ferrari Zagatto sold a majority stake to Agrogalaxy

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

Caif was acquired by Caldic

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

Sweetmix Distribuidora was acquired by Univar Solutions

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

Comdinheiro was acquired by Nelogica

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

Cal Viva raised funds through the structuring of a CRI

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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CDF sold an equity stake to BTG Private Equity

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

Grupo Desempar was acquired by Lavoro

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

Vórtx sold an equity stake to FTV Capital

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

Forever Liss was acquired by Concept Investimentos

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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Grupo Services was acquired by Webhelp

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

Ecotec Fumigation was acquired by Rentokil Initial

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

Absolute sold a minority stake to BTG Pactual

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

Suno sold a minority stake to XP Inc.

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

Passfolio was acquired by Santander

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

Bio Rural was acquired by Nutrien

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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Foxbit completed its Series A round with OK Group

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

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

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 volanty

creditas

Volanty was acquired by Creditas

ferrari zagatto

Origin ENTERPRISES PLC

Ferrari Zagatto sold an equity stake to Origin

One Equity Partners

CLESS BELEZA QUE COMPLETA

Cless sold an equity stake To One Equity Partners

Polo Moda

SP MEGA MIX

Polo Moda and SP Mega Mix merged their operations

CATARATAS DO IGUAÇU S.A.

Advent International GLOBAL PRIVATE EQUITY

Cataratas do Iguaçu SA sold an equity stake to Advent

CORP FLEX O Outsourcing de TI que entende o seu negócio

2bCapital PRIVATE EQUITY

Corpflex sold an equity stake to 2BCapital

Escola Conquer was sold to Wiser Educação

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

LM Farma was acquired by Laboratories 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

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Pollux was acquired by Accenture

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

FGS was acquired by Georg Fischer

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

Transmoreno was acquired by JSL

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

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Texlog was acquired by Sequoia, a Warburg Pincus portfolio company

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

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

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

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Fortgreen sold an equity stake to Origin

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

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Puket was acquired by Imaginarium

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

ACS was acquired by Engie

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

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

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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Selectchemie was acquired by IMCD

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

Dafruta sold an equity stake to Avanti Participações

Farmasa sold an equity stake to GP Investments

Crivo SA sold an equity stake to Transunion

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