global trusted advisor

igc

For over 29 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.

35

partners, 100% focused on the business owner.

+200

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

+550

completed transactions, always on the sell-side.

Unparalleled Performance

+500 completed transactions

Partners leading 100% of the transactions

We are 35 partners, together for decades, writing the history of M&A in Brazil.

All the transactions were carried out by current partners.


André Pereira


Bruno Iervolino


Bruno Sbano


Bruno Schaffer


Daniel Milanez


Daniel Mouadeb


David Steuer


Débora Kropp


Dimitri Abudi


Felipe Araujo


Felipe Leon


Felipe Toja


Fernando Abdon


Filipe Abdalla


Flávia Silveira


Frederico Toledo


Gustavo Mandel


Gustavo Milano


João Andrade


Juliana Lobo


Karim Pechliye


Luiz Melo


Marcelo Pereira


Marcelo Semeoni


Matheus Romano


Murilo Oliveira


Pedro Ferreira


Priscila Pacheco


Rafael Bologna


Rafael Frugis


Sami Sarfatti


Sofia Ferraz


Thiago Dias


Yuri Ohori


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.

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.

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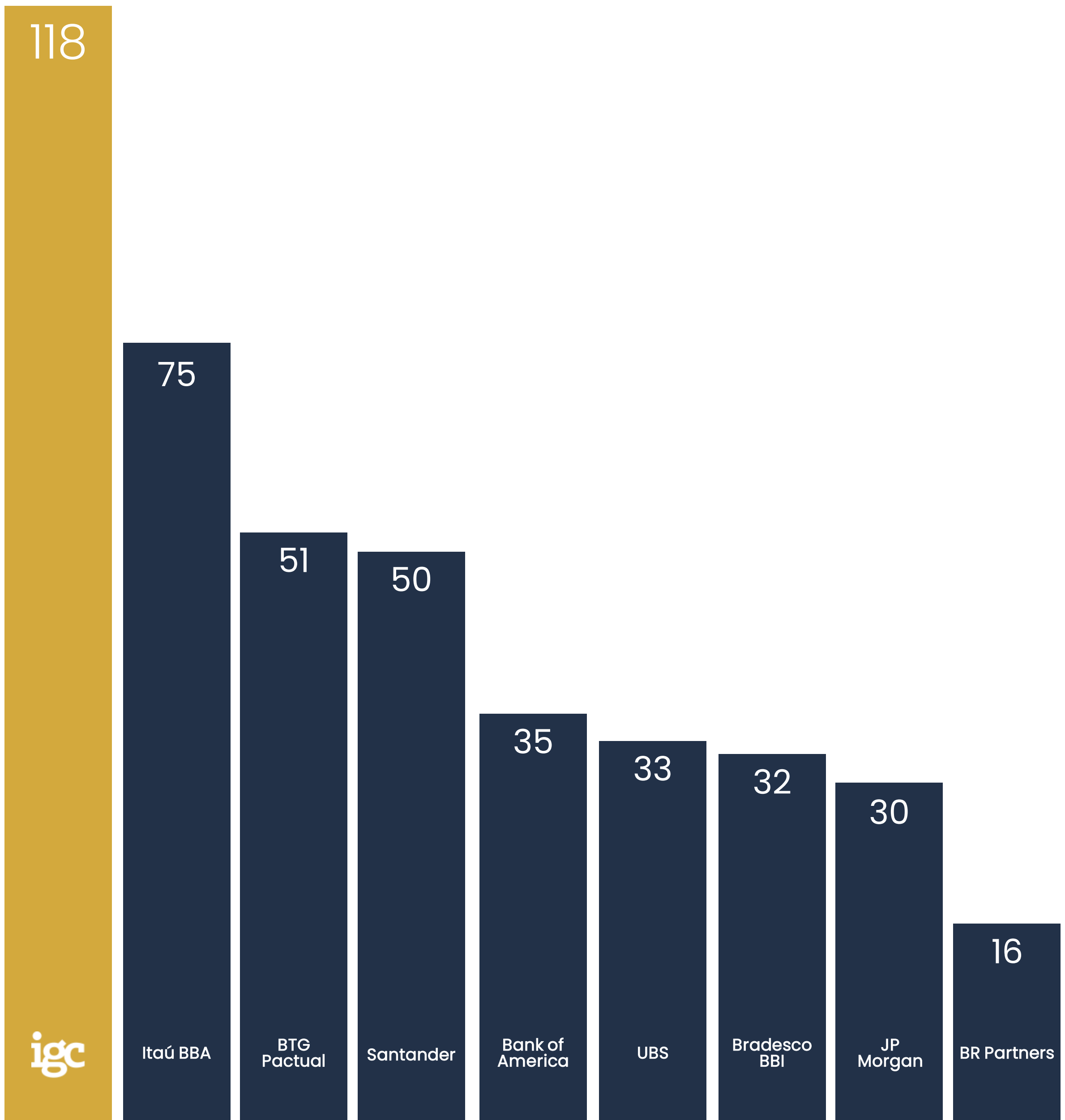
Absolute
leader

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



* Last 5 years (data collected in June 2026). 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

"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

"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

"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 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

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

Gustavo Boscon
VitalForce

"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

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

Marcelo Linhares
Onfly

Our transactions

DUCO Travel Summit was acquired by RNP Growth

Grupo Sol and **IBG** enter into a strategic partnership

Cristal Embalagens was acquired by Mega Goglio

Grupo Aço Cearense completed the raising of an additional R$118,000,000.00 through Secured Notes.

Grupo Adriano Cobuccio completes R$100.000.000,00 capital raise in one of its FIDCs

Maxi Trust was acquired by DEUTZ AG

Cerus has completed the structuring of its exclusive Non-Performing FIDC with a commitment of R$ 300,000,000.00

Grupo RCS completes a R$ 100,000,000 Debenture issuance

Grupo Aço Cearense completes a R$ 64 million Secured Notes issuance

Magis5 was acquired by Sankhya

Athenas Cintos was acquired by Delta Plus

Fast Shipping sold an equity stake to Interglobo

NPS do Brasil has been acquired by Vidara, a company of the Ravago Group

Hero Seguros completed its first funding round with Headline

Sylvestre was acquired by Prodalim

Bel Cosméticos and Mundo do Cabeleireiro completed the merger following an investment from L Catterton

VCA Construções completes a R$40 million fundraising through a CRI

Pivot was acquired by Cocari

Sbcert was acquired by FoodChain ID

Contour Fence was acquired by Rick's Fencing, a portfolio Company of Tenex Capital Management

Multiway sold an equity stake to Kingspan

The **JustiFLY** assets, part of **Champion USA**, were acquired by Central Garden & Pet

TBDC Agro Software was acquired by TOTVS

Comtrafo was acquired by AMSC

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Grupo Aço Cearense has concluded the issuance of a R$ 50,000,000 Secured Note

Solis Investimentos sold a majority stake to Patria Investimentos

Gaudium was acquired by Vela Latam

Consistec was acquired by DwyerOmega

Solutaste was acquired by Synergy Flavors

Darwin Seguros completes its funding round led by Vintage Investimentos and followed by IRB and other investors.

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

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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Flip was acquired by Olist

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

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

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

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

GreenYellow has sold 23 SPVs to Athon Energia

Labsoft was acquired by Confience

Netbr was acquired by SEK

BITKA Analytics was acquired by BIP

Reivax was acquired by WEG

Sense Eletrônica has been acquired by TE Connectivity

BR Media Group was acquired by Publicis Groupe

Sempre Internet was acquired by Brasil TecPar

GRB and Genion were acquired by Clash

XP Inc. acquired a minority stake in 3A RIVA Investimentos

Veja Construções completes financing for Bosques do Palermo project

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

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plastlabor

Solabia group

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

CiSS Gestão para o Varejo

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

rkm engenharia

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

vydence medical

GRUPO MEDSYSTEMS

Vydence was acquired by Grupo MedSystems

indicium

COLUMBIA CAPITAL

Indicium received an investment from Columbia Capital

PERSA INCORPORAÇÕES

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

Oobj was acquired by Avalara

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

Fazenda Churrascada was acquired by Heat Group

Advent International acquired a majority stake in Skala Cosméticos

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

Buson and Busbud merged their operations

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

Aoop has been acquired by NTT Data

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

Bunzl acquired a stake in **Lanlimp Group**

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Iteris was acquired by Globant

Viqua was acquired by Krona

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

Farmtech completes funding round with bewater

Dura Software acquired **Publicações Online** and **PROMAD**

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

VExpenses was acquired by VR

XP Private Equity acquired a minority stake in **JL Health**

Tex was acquired by Serasa Experian

A Geradora was acquired by Loxam

One7 sold an equity stake to XP Asset

Yoshida & Hirata was acquired by Adubos Real

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

Soko, of FLAGCVX, was acquired by Accenture

Plury Química was acquired by Manuchar

Diban sold an equity stake to Marubeni

e-Vertical sold an equity stake to Grupo GPS

Kenoby was acquired by Gupy

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

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

APS was acquired by Ducato 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

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

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

Terra Zoo received investment from Crescera Capital

Economatica was acquired by TC

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

Aldo Solar was acquired by Brookfield

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

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

Tangerino was acquired by Sólides

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

Soft Film was acquired by Packing Group

Shell acquired **Prime Group**

Giant Steps sold an equity stake to XP Inc.

Crescimentum and **Cegos Ident International** formed a strategic alliance

Fesar was acquired by Afya

Agrosema was acquired by Nutrien

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Maxum was acquired by Brasif

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

Raccoon was acquired by S4 Capital

Wolpac was acquired by FAAC

Grupo AGP sold an equity stake to Patria Investimentos

Café Pacaembu was acquired by Massimo Zanetti Beverage Group

Oligo Basics was acquired by Innovad Group

Incentivale was acquired by InComm Payments

Kawa sold an equity stake to BTG Pactual

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

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

Monitora was acquired by Marlabs

Sankhya sold an equity stake to GIC

Ayty Tech was acquired by Flex

Onofre was acquired by RaiaDrogasil

RZF sold an equity stake to Grupo GPS

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

Marca Agro Mercantil was acquired by Nutrien

Prontmed sold an equity stake to Fleury and Sabin

Poupafarma sold an equity stake to Stratus

Grupo União and Fortbras merged their operations

Decora was acquired by CreativeDrive

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Megalabs acquired the AP46 Complex from **Laboratório Almeida Prado**

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

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

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

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

BR Media sold an equity stake to Bridge One

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

CPQ's shareholders sold a majority stake to Standard Bank

Advent acquired Allied

Agro 100 sold a majority stake to Aqua Capital

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

Adfert was acquired by Indorama Corporation

Femme Laboratório da Mulher sold an equity stake to L Catterton

Moip was acquired by Wirecard

Viena was acquired by Advent

GTIS partnered with GP Investments for the acquisition of BHG

Bxblue was acquired by PicPay

Terra Nova was acquired by Nutrien

Abase sold an equity stake to Henry Schein

PlayPen was acquired by Cognita

America Net sold an equity stake to Axxon Group

Magnesita sold MSA to Spread

SmartNX was acquired by Nuvini

Eico Cosméticos sold a majority stake to Duty Cosméticos

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

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

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Vita IT was acquired by Telefonica

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

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

Dasa acquired an equity stake of MD1

Mandic was acquired by Riverwood

Top Service was acquired by Predial

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SVN Investimentos sold an equity stake to XP Inc.

Terra Soluções Agrícolas was acquired by Ihara

Ourolac sold an equity stake to 2bCapital and Siguler Guff

Grupo Comolatti acquired Pellegrino

Frango Assado was acquired by IMC

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

VitalForce was acquired by Grupo Lwart

Nepos was acquired by Came S.p.A

Farmasa was acquired by Barrenne

Genesis Group sold an equity stake to Actis

Autopartners acquired Affinia Automotiva

The Fifties was acquired by Laço

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Blue Health sold an equity stake to Kinea

NeoAssist was acquired by Oca Capital

Casa da Vaca sold an equity stake to Aqua Capital

Setin was acquired by Klabin Segall

Raul Fulgêncio sold an equity stake to Grupo LPS

Even and Melnick formed a joint venture

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

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

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

Ibema acquired a paper mill from Suzano Papel e Celulose

Vocal was acquired by Grupo Auto Sueco

Conductor was acquired by Riverwood Capital

Truss Professional was acquired by Grupo Boticário

Beta Learning was acquired by ClearSale

CPO partnered with OncoClínicas do Brasil

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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Nativa Agronegócios was acquired by Agro Amazônia

DM sold a minority stake to Vinci Impacto and Retorno IV

Cless sold an equity stake To One Equity Partners

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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Vitra and Warren have merged their operations

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

LM Farma was acquired by Laboratories Urgo

LG Sistemas sold an equity stake to HIG Capital

Global Aviation was acquired by CBair

LDI sold its equity stake of Cipasa to Prosperitas

Ferrari Zagatto sold a majority stake to Agrogalaxy

Liderança was acquired by Santander

Grupo Vocal sold Vocal Motors to Grupo Itavema

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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Caif was acquired by Caldic

Trademaster sold an equity stake to BV

AAT sold an equity stake
to One Equity Partners

Rossi engaged in a joint venture with Norcon

Rossi sold financial assets

Natural da Terra was acquired by Hortifruti

Sweetmix Distribuidora was acquired by Univar Solutions

LinkApi sold an equity stake to Semantix

Muxi sold an equity stake to Confrapar

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

Comdinheiro was acquired by Nelogica

Loja do Mecânico sold an equity stake to EB Capital

Psimon was acquired by Cremer

Realce was acquired by Lavoro

Igc advised the transaction between Vórtx and Basement

Femme Laboratório da Mulher received investment from Casa de Gestão

Cal Viva raised funds through the structuring of a CRI

Quimisa and **Quimilog** were acquired by Brenntag

Lupatech sold Steelinject to Forjas Taurus

Futuragro was acquired by Lavoro

Sinimplast acquired Globalpack

Denorpi was acquired by Lavoro

CDF sold an equity stake to BTG Private Equity

Zup was acquired by Itaú Unibanco

A Geradora sold an equity stake to GG Investimentos

Progen acquired an equity stake of RPeotta

Prismapack was acquired by Huhtamaki

Progen acquired an equity stake in Auding Intraesa Brasil

Grupo Desempar was acquired by Lavoro

Ferrari Zagatto sold an equity stake to Origin

Plenafértil was acquired by Lavoro

GTIS PARTNERS

106 SERIDÓ

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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Vórtx sold an equity stake to FTV Capital

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

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

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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Forever Liss was acquired by Concept Investimentos

Estante Virtual was acquired by Livraria Cultura

Nasha acquired the Phytoervas product line from Procter & Gamble

Copag sold an equity stake to Carta Mundi

D'Altomare Química was acquired by Univar

Travelweek São Paulo was acquired by Reed Exhibitions

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grupo services

Webhelp

Think Human

Grupo Services was acquired by Webhelp

opus

cless

BELEZA QUE COMPLETA

Opus was acquired by Cless

ATENTO

RBRASIL SOLUÇÕES

Atento acquired Rbrasil

FARMASA

GP Investments

Farmasa sold an equity stake to GP Investments

Crivo

TransUnion

Crivo SA sold an equity stake to Transunion

dafruta

Avanti participações

Dafruta sold an equity stake to Avanti Participações

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Ecotec Fumigation was acquired by Rentokil Initial

CBL Alimentos sold an equity stake to Arlon

Selectchemie was acquired by IMCD

ACS was acquired by Engie

CEL® LEP was acquired by HIG Capital

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

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Absolute sold a minority stake to BTG Pactual

Arinos was acquired by Univar

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

Even sold an equity stake to Spinnaker Capital Group

Puket was acquired by Imaginarium

Fortgreen sold an equity stake to Origin

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