GBS Finance

INVESTMENT BANKERS

A leading independent Investment Bank based in Southern Europe, Latam and China

CORPORATE PRESENTATION

MADRID | BARCELONA | LISBON | BEIJING | SHANGHAI | BOGOTÁ | LIMA | MEXICO CITY | QUITO | SANTIAGO DE CHILE

INVESTMENT BANKERS

GBS FINANCE

With over 30 years of experience, GBS Finance is a leader in corporate advisory, asset management and investment analysis in Southern Europe, Latam and China

1991-1994

1991
Creation of GBS

1994
Signature of agreement with US investment bank Bear Stearns & Co signing

2000-2003

2000
Constitution of Marco Polo Investments, a venture capital fund

2003
Creation of GBS Family Office

2008 - 2011

2008
Creation of securities broker GBS Finanzas Investcapital AV

2011
Opening of the Lisbon office:
GBS Finance Portugal

2015 - 2016

2015
Opening of the Miami (GBS Finance LLC) and Beijing (GBS Finance China) offices

2016
Opening of Bogota (Colombia) office:
Acquisition of Nogal

2017 - 2018

2017
The Mexico office opens:
GBS Finance Mexico

2018
Opening of GBS Finance Ecuador, GBS Finance Peru and our Shanghai office

2019 - 2024

2019
Opening of GBS Finance Chile

2021
Creation of GBS Special Situations

2022
Creation of GBS Capital Markets

LEADING INDEPENDENT INVESTMENT BANK

Experience, versatility and ability to offer the best service to each client

- Founded in 1991
- Over 100 professionals
- 11 offices
- Over 400 M&A transactions closed
- Independent
- High value-added services
- Long-established network

BUSINESS LINES

CORPORATE FINANCE

Advisory on processes involving:

- Mergers and acquisitions
- Debt services
- Capital markets
- Strategic advice

SPECIAL SITUATIONS

Financial advisory on NPAs and RE markets:

- Loan portfolio transactions (NPLs/PLs/SPLs) and REOs portfolio
- Single Names
- RE advisory
- Equity solutions & structured credit (M&A)

CAPITAL MARKETS

Incorporation of new issuers in listed and private debt market:

- Organizing and structuring debt programs
- Analysis and viability of companies and potential markets

INVESTMENTS

Assistance in the initial stages of start-ups:

- Strategic financial advice for start-ups
- Seeking capital for the growth of existing companies
- Feasibility analysis

GBS FINANCE'S OFFICE NETWORK AND AWARDS

At GBS Finance we aim to meet the needs of our clients throughout various international markets

OFFICE NETWORK

SPAIN
- Madrid
- Barcelona

PORTUGAL
- Lisbon

CHINA
- Beijing
- Shanghai

COLOMBIA
- Bogota

MEXICO
- Mexico City

ECUADOR
- Quito

PERU
- Lima

CHILE
- Santiago

AWARDS AND DISTINCTIONS

Mid-Market Deal of the Year (Pepe Jeans)

Continental Independent Corporate Finance House of the Year 2011

- M&A Adviser of the Year 2011
- Corporate Finance House of the Year 2011

Deal Maker of the Year 2013

Outstanding contribution to Corporate Finance Year 2017

European Deal of the Year 2017 (Colonial-Finaccess)

STRATEGIC ALLIANCES

GBS Finance is a member of an international network of investment banks, formed by first-class entities, which ensure global coverage for our clients

With over CHF150 billion in assets under management

www.lcf-rothschild.com

The oldest family-owned German private bank

www.metzler.com

One of the main Scandinavian banks founded in1871, with over 11,000 employees

www.handelsbanken.se

India's second-largest bank with total assets of (US$ 93 billion)

www.icicibank.com

Belgium's premier independent private bank, founded in 1871

www.degroof.be

Part of İşbank. İş Group, one of the largest fund management group in Turkey

www.isinvestment.com

Subsidiary of Bank Hapoalim, Israel's largest independent financial group

www.pcm.co.il

One of the main independent banks specialized in the Italian middle market

www.vitale-co.com

LONG-TERM COMMITMENT

GBS Finance's values are always linked to its performance, responsibility, and long-term commitment to its clients

EXPERIENCE

Reference in Southern Europe, Latin America and China for advising companies, with an accumulated experience of more than 400 successfully closed transactions.

CREATIVITY

A large part of our work lies in getting to know the client and coming up with new ideas that fit with their future development plans.

INDEPENDENCE

We are an independent entity, focused on maximizing value for our clients, avoiding conflicts of interest.

CONFIDENTIALITY

It is an essential factor in order to maintain our client's long-term confidence.

ABILITY TO EXECUTE

Market knowledge and direct access, through our international network of investment banks, to any investor or source for national and international financing.

Senior team with extensive experience in both investment banking and private equity.

PROFESSIONALISM

We are rigorous and demanding in the performance of each project, which is based on transparency, honesty, and efficiency of our team consisting of over 100 professionals.

SOCIAL RESPONSIBILITY AT GBS FINANCE

Our business activities are always guided by ethical and social responsable criteria, integrated into the company's management

Therefore, in addition to strict compliance with moral, ethical and legal obligations, we voluntarily collaborate with companies that promote social, cultural and scientific development within our society:

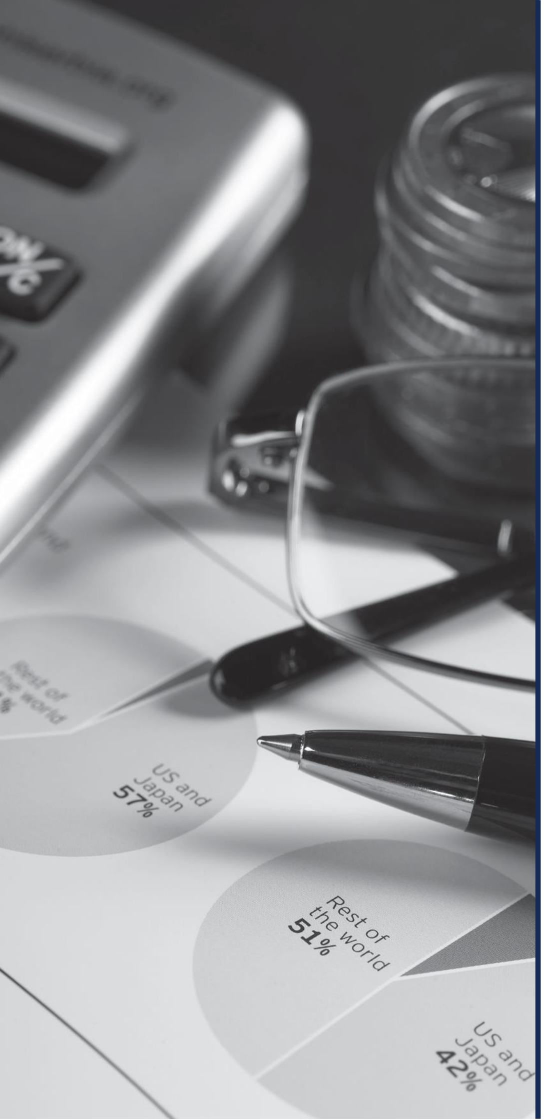
- Internal training programs for employees.
- Donations to NGOs.
- Supporting organizations that favor medical research.
- Cultural activities.
- Collaboration in the creation of two schools in Africa (Sudan and Tanzania).
- Regular involvement: Fundación Princesa de Asturias, Fundación A.G.H., Invest for Children, Special Olympics, Unicef, Fundación Fero, Fundación Leucemia y Linfoma.
- International Patrons of the Museo del Prado.

APOYAMOS
EL PACTO MUNDIAL

As from 2015, GBS Finance has been a signatory member of the United Nations Global Compact.

We have worked with Best Buddies Colombia Foundation since its inception, an organization dedicated to promoting social inclusion for people with cognitive disabilities.

CORPORATE FINANCE



CORPORATE FINANCE

Over 400 successfully closed transactions since 1991

BUSINESS LINES

MERGERS & ACQUISITIONS

- Divestments and company acquisitions
- Leveraged transactions (LBOs, MBOs, MBIs)
- Mergers / Joint Ventures
- Equity restructuring
- Spin-offs

DEBT SERVICES

We advise and negotiate independent debt funding solutions linked to corporate finance transactions:

- Acquisition financing
- Staple financing
- Refinancing
- Direct lending
- Private placements

CAPITAL MARKETS

- Pre-IPO
- Capital increases
- Fairness opinions
- Takeover defense

STRATEGIC ADVICE

- Strategic alliances
- Corporate restructuring
- Strategic reviews related to M&A
- Involvement in Board of Directors

MAIN CLIENTS

Our clients include many of the leading multinationals and family-owned businesses in every country where GBS Finance operates

FOOD & BEVERAGES

TOURISM & HOTELS

MEDIA

ENERGY

FINANCIAL INSTITUTIONS

HEALTHCARE

RESTAURANTS

RETAIL

INDUSTRY

IT&TELECOM

REAL ESTATE

CONSTRUCTION COMPANIES

CONSULTING AND SERVICES

TRANSPORT & LOGISTICS

INFRAESTRUCTURE ASSETS

PRIVATE EQUITY

MAIN RECENTLY ADVISED TRANSACTIONS

Financial advisor for the sale of the portuguese nutrition company LEV to the listed Scandinavian company The Humble Group

Financial advisor for the sale of a majority stake in the leading snacks producer Facundo to Artá Capital

Capital increase of €77 million at Spanish listed company Metropolis Socimi (REIT)

Acquisition of a luxury hotel in Mallorca owned by Hotel H10 by Blasson Property

Advisors to Pontegadea in the acquisition of 49% at Delta I complex, a wind farm of 335 MW owned by Repsol, for €245MM

Advisors to Continental Grain Company for the sale of its stake in Molinos Champion (Ecuador) to local group Conti

Advisors to French group EA Pharma in the acquisition of Drasanvi, manufacturer of nutrition supplements and natural cosmetics

Sale of a majority stake in the Portuguese manufacturer ASM Industries to CS Wind, leading manufacturer of wind towers

Advisors to CVC Capital Partners in the acquisition of the ceramic tile producer The Size Neolith to Investindustrial

Advisors to KKR in the acquisition of MEDAC, leading group dedicated to vocational training

Advisors to Spanish group Tankiac, specialized in services for petrochemical industry, in the sale of a majority stake to Spanish listed Global Dominion

Sale of the leading Spanish cash&carry group GM Food to Transgourmet (Coop Group)

Advisors to Mexican Grupo Lamosa for the acquisition of of Euroceramica, Colombian producer of ceramic tile

Advisors to Pontegadea in the acquisition of 10% at Telxius, infra business of Telefónica

Sale of a majority stake in the Spanish Gym chain Bpxport to Sherpa Capital

Advisors to KKR in the acquisition of ITEP and Formacciona, both leading vocational training group

Acquisition by Portuguese group Treemond of a 1,000-hectare estate in Spain from Grupo Osborne

Acquisition by Pontegadea (Amancio Ortega) of 5% at the listed gas company Enagas

Advisors to Nexxus Private Equity for the acquisition of STM, leader in the production of doors and security systems for squatters

GBS Finance advises elZinc at its first bond issue of € 50M at MARF (Spanish Fixed Income market)

SOME OF OUR CREDENTIALS ADVISING FAMILY-OWNED COMPANIES

Advisors to the Benjumea family for debt restructuring at Inversión Corporativa IC SA, which owned 54% in the listed engineering group Abengoa

Advisors to Catalonian family Rodés for the Merger of its company Mediaplanning Group, Spain's main Media Agency, into French group Havas Media

Advisors to Mexican family Treviño, owner of Softtek IT group, in the acquisition of the Spanish company Vector ITC to Banco Santander

Advisors to Mr Manuel Pizarro (former president of the Madrid Stock Exchange) and other minority shareholders for the sale of Ibersecurities Stock Broker to Banc Sabadell

Advisors to Catalonian families Gallardo and Vilacasas for the Merger of Almirall and Prodesfarma, to create the largest Spanish pharmaceutical group

Advisors to the Valencian real estate developer Mr. Andrés Ballester for the acquisition of ten buildings in Madrid and Barcelona to Monteverde group

Advisors to the Ybarra family for the acquisition of the Spanish canned vegetables producer Conservas El Pincha ("La Hacienda de Ybarra")

Advisors to the owners of Marqués de Riscal wine group for the valuation and internal shareholders restructuring

Advisors to the Barceló family, owners of Barceló Hotels, for the acquisition of Occidental Hoteles to BBVA and Mr Amancio Ortega

Advisors to the Gil family, owners of Atlético de Madrid Football Club, for the sale of its real estate subsidiary (Vicente Calderón Stadium)

Advisors to García Baquero family for the internal shareholders restructuring and the entry of a private equity fund

Advisors to the Catalonian families who owns Freixenet wine group, in the analysis of strategic alternatives

Advisors to Mr. Gonzalo Pascual & Mr. Gerardo Díaz Ferrán for the sale of its bus operator Grupo Trapsa, to Avanza Bus

Advisors to the Catalonian family Carulla, owners of Agrolimen Group, in the acquisition and merger of restaurant chains Bocatta and Pans & Company

Advisors to the Abarca family, owners of HM Hospitals group, in different corporate strategic alternatives

Advisors to Pontegadea, a family office owned by Mr.Amancio Ortega, (Inditex) for the acquisition of a block trade in the listed Spanish group Enagas

Advisors to Grup Credit Andorrá for the acquisition of Banco Alcalá to Arguelles family

Advisors to the Catalonian families shareholders of Privat Bank for its sale to Belgian group Bank Degroof / Petercam

Advisors to the Martínez family for the sale of a majority stake in Record Rent a Car to Private Equity, analong with the sale of Record Renting to Northgate PLC

Advisors to the Riva family in the design of its new corporate strategy and Suardiaz shipping & logistics group

CORPORATE FINANCE PARTNERS

PEDRO GÓMEZ DE BAEZA

PRESIDENT

- Industrial Engineer from Escuela Técnica Superior de Ingenieros Industriales in Madrid and MBA from the Wharton School of Finance.
- Previous experience: JPMorgan, First Boston Corporation (New York) and S.G. Warburg & Co Bank (London).
- President of LA Organic, LA Almazara by Starck and Founding Partner of Circulo Fortuny.

PABLO DÍAZ-LLADÓ

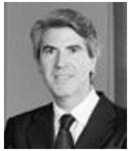
PARTNER

- Degree in Economics and Business Administration from CUNEF in Madrid.
- Previous experience: Grupo Moneda S.A. de C.V. (México D.F.)

JUAN ANTONIO SAMARANCH

FOUNDING PARTNER

- Industrial Engineer from University of Barcelona, MBA from New York University and Doctorate "Honoris Causa" by Handong Global University in Korea.
- Previous experience: International Flavours & Fragances,The First Boston Corporation and S.G. Warburg & Co Bank.
- Vicepresident of IOC, Vicepresident of RACC and President of Olympic Channel Services.



JAVIER HERRERO

PARTNER

- Degree in Law and Economics from ICADE (Universidad Pontificia de Comillas).
- Previous experience: Uría & Menéndez.

PABLO GÓMEZ DE PABLOS

MANAGING PARTNER

- Degree in Economics and Business Administration from CUNEF in Madrid.
- Previous experience: Arthur Anderson & Co.
- Member of the Board of Beruby.com and I-PlusF.

MIKEL BILBAO

PARTNER

- Degree in Law, Economics and Management from ICADE (Universidad Pontificia de Comillas).
- Previous experience: Cofir, BNP Paribas and 3i.
- Member of the Board of Imaginarium, DCN and Marqués de Atrio.

CORPORATE FINANCE PARTNERS

ANA LACASA

PARTNER

- Degree in Law and Management from ICADE (Universidad Pontificia de Comillas) and MBA from the Stern School of Business.
- Previous experience: Spencer Stuart, S.G. Warburg, First Boston and Dresdner Kleinwort Wassertein.

JUAN NAVARRO

PARTNER

- Degree in Economics and Business Sciences from the University of Barcelona and MBA from IESE.
- Previous experience: Roland Berger, InterBen (Horváth & Partners), a*capital Corporate Finance and Banco Santander.

JAVIER FERNÁNDEZ LABORI

PARTNER

- Degree in Economics and Business Sciences from the University of Barcelona, along with an MBA from ESADE and the Warwick Business School.
- Previous experience: Avant Corporate (Grupo Mazars) and a*capital Corporate Finance.

GONÇALO ADRIÃO

PARTNER

- Degree in International MSc in Finance from ISCTE, School of Business & Economics.
- Previous experience: Senior Manager of Corporate Finance at PwC and M&A Director in Alantra.

NATALIA RAMIREZ

PARTNER

- Civil Engineer from the Universidad de los Andes and Master in Public Policy and Technology from the Massachusetts Institute of Technology.
- She has a long history in Investment Banking, having worked as General Director of Lazard and Arcadia Capital Partners. She previously worked as a strategic consultant at Booz & Co and Ecopetrol.

SPECIAL SITUATIONS GROUP

SPECIAL SITUATIONS GROUP

With over 15 years of experience, GBS Special Situations Group is a division focused on providing value in financial and complex Real Estate transactions within the markets of NPAs and "distressed" assets

BUSINESS MODEL

- **Transactions** in debt portfolios (NPLs/PLs/SPLs) and REO portfolios
- **Advisory:** financial advisory in Real Estate transactions
- **Single Assets:** single property debt/assets that require a transactional financial /Real Estate/ legal solution
- **M&A:** Equity solutions & structured credit

EXPERIENCED TEAM

Team with vast experience in leading firms in the independent advice of the "distressed" market and over 75 transactions closed to date. In our 15 years of experience, we have advised over 30 clients in different parts of Europe and LATAM. We also have an extensive network of over 200 investors, of which we have closed deals with almost 40 of them.

360° SPECIALIZATION

First comprehensive platform in the NPLs and RE market, with the combination of investment banking expertise and the industrial knowledge of relevant market players as strategic partners.

This collaboration structure allows us to add value to the entire transactional value chain and complete our scope of services.

SPECIAL SITUATIONS GROUP PARTNERS

GONZALO BARNUEVO

FOUNDING PARTNER

- Degree in Business Administration and Management from Complutense University of Madrid and Master's in Business Administration – ESADE, Madrid
- Over 15 years of experience in financial services in Spain
- Previous experience: Manager at PwC in the Portfolio Advisory Group (PAG) department Pioneer in independent advice in Spain. After passing through the PLAS department at Deloitte, Gonzalo was working at Alantra from 2015 to 2021.

JAVIER REXACH

FOUNDING PARTNER

- Degree in Engineering in Industrial Organization from Comillas Pontifical University (Madrid) and Master's in Real Estate Business Management – IE, Madrid.
- Over 11 years of experience in investment banking within the financial and real estate sector.
- Previous experience: Business development and expansion of the PwC global deleveraging team (2010-2015) and later in the creation and development of the Corporate Portfolio Advisors team at Alantra (2015-2021).

ÍÑIGO MARTÍN

FOUNDING PARTNER

- Joint Degree in Business Administration and Management and Economics (San Pablo CEU University, Madrid).
- Previous experience: Before joining GBS, Íñigo worked for 6 years as a Director in Alantra in the Corporate Portfolio Advisors (CPA) area, where he was involved in the creation and development of a team specialized in non-core assets. Previously, he worked for 5 years at PwC in the Transactions area in the Portfolio Advisory Group (PAG) team.

CAPITAL MARKETS

CAPITAL MARKETS GROUP

With over 10 years of experience in financial markets, GBS Capital Markets Group was born with the aim to guide brands on the broad spectrum of existing products available for financing

BUSINESS MODEL

Incorporation of new issuers in listed and private debt market.

- **Organizing** and structuring debt programs
- **Refinancing**: Existing debt/ Financing to promote growth
- **Objective counseling** based on a global vision of debt markets.
- **Analysis and viability** of companies and potential markets.
- **Follow-up of our clients**, in order to improve the issuing strategy
- **Ad-hoc offer** for investors

ALTERNATIVE FIXED INCOME MARKET

Access to alternative funding sources through MARF with advantages for the customer: long-term funding, visibility, transparency, good management, diversification of funding sources and flexibility.

TEAM WITH APLEXPERIENCE

Experienced team with over 10 years of experience in financial markets with the vision of promoting and consolidating the quoted debt market in the business environment.

CAPITAL MARKETS GROUP PARTNERS

DAVID CAJA GARCÍA

FOUNDING PARTNER

- Graduated in Business Management at San Pablo CEU University in Madrid, as well as financial training specialized in ISTPB and IEB among others.
- He has over 10 years of experience on financial services in Spain.
- Previous experience: Prior to his incorporation in 2021 to GBS Finance as the Director of Debt Capital Markets, he has occupied several positions such as Manager of Investor Relationships at Audax Renovables, Fixed Income Trader at Ever Capital Investments, Alhambra Partners or Method Investments & Advisory

INVESTMENTS

INVESTMENTS

We generate investment opportunities, provide access to capital and advise management teams on the development of their expansion plans

BUSINESS LINES

START-UPS

GBS Finance Investments supports start-up businesses and projects that need new sources of funding.

- Providing start-ups with access to a network of venture capitals and angel funds for their business implementation.
- Analyzing, structuring and investing in new projects
- We also execute our own projects.

BUSINESS DEVELOPMENT

Our team guides our clients during their expansion and internationalization phase, offering a wide range of financial solutions.

- Helping to find growth capital for projects with a proven business model that require funding.
- Guiding and advising management teams in executing MBOs, MBIs and BIMBOs, which require additional sources of equity to what can be obtained by their own means.

PORTFOLIO COMPANIES

LA ORGANIC
Sector: Organic food products

LA EXPERIENCE
Sector: Tourism

LA ALMAZARA
Sector: Tourism

SON MIRANDA
Sector: Tourism, Restaurants

WOOPTIX
Sector: Technology

TEATRO ESLAVA
Sector: Tourism & Culture

ADVISED TRANSACTIONS - EXAMPLES

CONSULTING & SERVICES

Financial advisor to The Carlyle Group for the acquisition of Spanish certification group Applus+

Financial advisor to Portuguese group Logoplaste, (production of plastic containers) to acquire Silita assets, owned by ABN AMRO

Advisors for the sale of the insurance broker UBK Correduría de Seguros y Reaseguros to Howden Iberia Correduría de Seguros

Financial advisor to Salesland, a provider of direct sales and marketing services, on its sale to Acon investments

Financial advisor to Grupo Sagital (Spanish provider of security and other facility services) for the sale of a stake to listed group Prosegur

Volja, S.A.

Financial advisor to the buyer in the acquisition of a 22% stake in certification group Applus+

Financial advisor to Aon Corporation to acquire a 80% stake at GDS insurance broker

Financial advisor in the Joint venture between Central Parking System and Imes for the development of parkings in Spain

Financial advisor to Paymasa (Projects Analysis and Environment) for its sale to certification company ECA Global

Financial advisor to US credit reporting agency Asnef Equifax for the sale of its Spanish subsidiary Tecnica del Credito to Axesor

Financial advisor to the US credit reporting agency Asnef Equifax for the acquisition of Incresa Vía Ejecutiva, Seido and Dicodi

Environmental International Engineering

Financial advisor in the capital increase for the development of new regasification projects

Financial advisor to Grupo Nortia for the sale of its insurance broker Cicor International to the Italian insurance Trust Risk Group SPA

Financial advisor to Cesmar Seguros y Reaseguros (Spanish insurance broker on its sale to Mutuapesca

Financial advisor to American Private Equity fund KKR for the acquisition of MasterD (leading vocational training group).

Financial advisor to facility services group Prosegur for the sale of its maintenance subsidiary Pronatur to Rentokil Initial PLC

Financial advisor to KKR, for the acquisition of MEDAC, leading Spanish group devoted to vocational training

Financial advisor to KKR, for the acquisition of Formacciona, and ITEP, two leading companies devoted to vocational training

Financial advisor to Auriga, a corporate events company, for its sale to listed Spanish group Acciona

Financial advisor to ICAS (human resources services), for the entrance of a new investors through a capital increase

Financial advisor to Qatar Holding in the acquisition of a stake at the listed Real Estate company Inmobiliaria Colonial

Financial advisor to Qatar Holding in the acquisition of 22.2% at the French Real Estate company SFL, owned by Cacip, Unibail and Orion

Financial advisor to Grupo San José, in the acquisition through a Public Tender Offer, of listed real estate company Parquesol

Financial advisor to listed Real Estate company Parquesol in the joint acquisition with Portuguese group Edifer of land for promotion in Lisbon

Grupo Martin Criado

Financial advisor to Grupo Martin Criado in the acquisition of a stake in Martinsa Fadesa (one of the biggest Spanish Real Estate companies)

Advisors to French group Axa to perform a Fairness opinion for the public to private process at the listed company Ahorro Familiar

Capital increase for the entrance of private investors at the Spanish Real Estate Fonrestaura

Advisor to Realia (FCC Group) for the sale of its subsidiary Técnicas Administración y Mantenimiento Inmobiliario, to Grupo Aldesa

Financial advisor to Jose de Mello SGPS for the sale of a minority stake in its Real Estate fund Imopólis to Fonditel

Atlético de Madrid

Capital increase for the entrance of a group of investors at the Real Estate subsidiary of Atlético de Madrid FC

Financial advisor to La Caixa in the acquisition of a 63% stake at Inmobiliaria Colonial

Financial advisor to Deka Immobilien in the acquisition of several office buildings in Madrid

Financial advisor in the constitution of a JV between Realia and Amorim to invest in RE projects (Spain & Portugal)

Financial advisor to Finaccess on the non-monetary capital increase in Colonial performed by swapping two Real Estate assets

Financial advisor to Blackstone in the acquisition of a building in Lisbon from Deka Immobilien

Financial advisor to Ballester Inmobiliaria in the acquisition of a group of buildings in Madrid and Barcelona from Monteverde Grupo Inmobiliario

Financial advisor in the debt refinancing of Habitat, the Spanish Rreal Estate company devoted to the promotion of housing, hotels and offices

Advisors to Invermik Inmobles on the sale of three logistics platforms to Arrow Capital and Cerberus

Advisor to Metropolis Real Estate in its capital increase of €77M

Financial advisor to Work Santander on the sale of diverse Real Estate assets to Acciona

Financial advisor to Spanish electricity group Endesa for the placement of its American tranche

"Book Runner" in the US$ 1,250,000,000 Global Bond

Financial advisor to MVV Energy, a listed German company specialized in energy supply, on the sale of its Portuguese renewable subsidiary to Cavalum

Financial advisor to listed petrochemical group Repsol in the placement of its American tranch

Financial advisor to Repsol for the independent valuation of its Canadian subsidiary

Financial advisor to Pontegadea (Mr Amancio Ortega Family Office-Inditex) for the acquisition of 5% at listed Spanish group Enagas

Advisors for the capital raising at the consortium formed by Petrosud and Ecuatorian Petroriva

Financial advisor to oil & gas exploration company Petroleo Sudamericano, to raise financing for the company

Financial advisor to oil & natural gas exploration and distribution company Petro Colombia

Financial advisor to listed Canadian group Pacific Rubiales for the valuation of some company assets in Latam

Financial advisor to Frotino Gold Mines on the sale of its Colombian mining company

Financial advisor to Terpel a company which distributes oil and gas products, in the acquisition of a marine fuel distributor

Financial advisor to Abantia, Spanish provider of products and services for the construction sector, for the sale of several photovoltaic plants

Financial advisor to NaturEner, a company which develops assets related to renewable energies, for the sale of its portfolio of mini-hydro to a private equity

Northeolic, S.A.

Financial advisor to Northeolic, a Spanish holding company engaged in the development of renewable energy, on its sale to German group E-ON

Financial advisor of the Colombian group Interconexión Eléctrica (ISA) to find a strategic partner for the acquisition of CTTEP in Brazil

Financial advisor in the merge of wind energy producers CESA and Terranova Energy

Financial advisor to Prosolia, engaged in the electrical power generation business, on the sale of a solar photovoltaic plant to DIF

Financial advisor for the acquisition of Iberdrola´s stake at a gas pipeline based in Colombia

Debt advisor to Smartener, energy company, for a 75.6 MW wind plant in Mexico

FINANCIAL INSTITUTIONS

Financial advisor to Privat Bank on the sale of a 51% stake to the Belgian group Banque Degroof

Financial co-advisor to the Spanish financial institution Ibercaja in the € 600M bond issue to securitize credits

Financial advisor to TREA Asset Management to become exclusive asset management provider of BCC (Banco Credito Cooperativo)

Financial advisor to TREA Asset Management in the acquisition of Banco Madrid Gestión de Activos

Financial Restructuration of Instituto de Seguro Social (Colombia)

Financial advisor in the valuation of Banco de Bogotá and Banco de Occidente

Valuation of the CRCC and the compensation business and the share counterpart, repos and TTVs of the BVC

Financial advisor to the Colombian credit scoring Company Lisim to sell the company

Financial advisor to Banco Davivienda in the acquisition of Granbanco-Bancafé for US$927M

Financial advisor for the acquisition of Granbanco- Bancafé by Davivienda

Financial advisor to Incofin (Colombia) on the sale of Crezcamos, specialists in the provision of microcredits

Financial advisor to Crèdit Andorrà in the acquisition of 85% at Banco Alcalá (wealth management)

Financial advisor to Banco Madrid in the acquisition of the fund management division at Liberbank Gestión

Financial advisor to securities broker Ibersecurities AV to Banc Sabadell

Financial advisor to insurance broker Gupo Nikols for the sale of 35% at its Spanish subsidiary to Cofir

Financial advisor in the merger of the international activity of Grupo Nikols and Sedgwick

Co-financial advisor in the bond issue to securitize credits for a total amount of €650M at Banco Pastor

Financial advisor to Portuguese Banco Espirito Santo in the acquisition of securities broker Benito y Monjardín SVB and asset manager GESBM SGIIC.

Financial advisor to Inveralia on the sale of its stake in Inversiones Ibersuizas to private investors

Valuation of the Spanish subsidiary of private German investment bank HVB Bank (HypoVereinsbank)

FOOD & BEVERAGES

Advisor to French group Nutrition & Santé in the acquisition of the Spanish diet products manufacturer Bicentury

Advisor to listed Chinese group Changyu Pioneer Wine in the acquisition of Bodegas y Viñedos Marqués de Atrio (Spanish wine producer) Bethia (Chilean producer)

Financial advisor to Colombian dairy group Alpina in the bond issue for US$ 147MM

Financial advisor to Colombian food manufacturer and distributor Colombina for its capital restructuring

Valuation of the acquisition of fats producer Fanagra (Fábrica Nacional de Grasas) by Swedish group AAK

Financial advisor to Casa Luker (leading Colombian company dedicated to packaged foods and chocolates) in the acquisition of Monterrey (Colombia)

Sale of a 50% stake in spices producer Proaliment Jesús Navarro owned by listed Spanish Ebro Foods, to company founding shareholders

Advisor to Spanish listed group Ebro Foods in the acquisition of American rice producer Riviana Foods through a public tender offer (NYSE)

Financial advisory to the Spanish producer of sparkling wines Freixenet for the strategic analysis of acquisitions in the wine sector

Advisor to Spanish olive producer Exoliva for its sale to Portuguese group Nutrinveste SGPS

Financial advisor to the Ecuatorian group Pronaca (producer and distributor of food products) for its capital restructuring

Advisor to Spanish group Ybarra in the acquisition of canned vegetables producer Conservas El Pincha

Financial advisor for the shareholder restructuring at Herederos del Marqués de Riscal, one of the Spanish oldest Rioja wine producers

Financial advisor to the Finnish multinational Huhtamäki for the sale of its Spanish confectionary subsidiary Leaf Iberica, to Coopera SGECR

Financial advisor to Eden Springs (leading provider of water and coffee solutions for offices) to acquire the office water division of Spanish dairy Grupo Pascual

Financial advisor to Colombian group Valores Bavaria for the sale of its fishing subsidiary Internacional Pesquera Vikingos

Fairness opinion at the Public Tender Offer launched by InvestIndustrial to acquire Natra (Spanish chocolate producer)

Financial advisor to Aceites Coosur (Spanish producer of olive oil) in the valuation for the privatization process

Financial advisor to Agribetica (Spanish olive oil producer) for the sale of its production activity to Sovena, a subsidiary of the Portuguese company Nutrinveste

Financial advisor to Treemond (tree plantations, fruit bushes and nuts) for the acquisition of a 1.000-hectare estate from Grupo Osborne

HEALTHCARE

Financial advisor in the merger between Almirall and Prodesfarma to create the largest Spanish pharmaceutical group

Financial advisor to Kennet Ventures for the acquisition of a stake in the online radiology company Telemedicine Clinic

Financial advisor to the Japanese pharma group Takeda on the sale of its Colombian production unit to Mexican Chinoin

Financial advisor to Spanish hospital chain USP on the sale of a majority stake to Cinven

Financial advisor to Spanish listed Natraceutical on the sale of a 5% stake to Inversiones Ibersuizas

Financial advisor to Italian group Fidia Pharma for the sale of its Spanish subsidiary Antibióticos to Enerthi

Financial advisor to betacarothene producer Vitatene on its sale to Dutch group DSM

Financial advisor to French pharmaceutical group Ipsen Pharma for the sale of its Spanish manufacturing business to Spanish listed Faes Farma

Financial advisor to CIRH Center for Infertility and Human Reproduction, on its sale to Clínica Eugin

Financial advisor to OHL on the sale of its chain of residences for the elderly Novaire to SAR Quavitae

Financial advisor to Inibsa on the sale of its disinfection subsidiary to French group Laboratoires Anios

Advisors to Geroresidencias to sell its subsidiary La Saleta (residences for elderly) to Belgian group Armonea

Financial advisor to Laboratorios Synthesis de Colombia on its sale to private investors

GBS Finance advises Korian on the acquisition of Grupo5, operator of mental health care homes, from Corpfin Capital

Financial advisor to Corpfin Capital in the acquisition of Grupo5 , devoted to social health services

Independent valuation of HM Hospitals, leading Spanish Private Hospital chain

Financial advisor to Grupo SAR, a Spanish leading company in the management of residential services, for the acquisition of a majority stake in Servirecord

Financial advisor to French group EA Pharma in the acquisition of Spanish group Drasanvi, producer of nutrition supplements and natural cosmetics

Financial advisor to Spanish hospital chain USP for the acquisition of Hospital Santa Teresa

Financial advisor to biotech company Antigenics in its capital increase

Strategic financial advisor to Samsung for the analysis of potential investments in Spain

Financial advisor to listed Grupo Dominion (global engineering and multi-technological projects) in the acquisition of two production units from Grupo Abantia

Fairness opinion regarding a potential alliance between Cementos del Archipiélago and Cement Invest

Advisor at the financial restructuring of Inversión Corporativa IC, main shareholder at Spanish listed engineering group Abengoa

Financial advisor to Tankiac, the European leader in tank cleaning for the petrochemical sector, on its sale to Global Dominion

Financial advisor to Bank of America in the acquisition of the ceramic tile producer Porcelanatto

Financial advisor to Gamesa (third largest wind turbine manufacturing group in the world) in the acquisition of Made, a renewable energy subsidiary of Endesa

Financial advisor to the auto components manufacturer Aritex on its sale to Austrian group VA Tech

Financial advisor to Aurica Capital for the acquisition of a stake at the Spanish mattress producer Flex

Financial advisor to Portuguese home & personal care producer Brandcare on its sale to Gruppo Sodalis (Italy)

Grupo Neme

Strategic advisory to the Colombian industrial conglomerate Grupo Neme (automotive, mining, machinery, RE)

Financial advisor to French engineering group Technip for the sale of its Portuguese subsidiary to the management team

Financial advisor to Tobepal and Tobefil (producers of flexible packaging) on its sale to Australian group Amcor

Strategic analysis of packaging group Propìlco for the construction of a new dehydrogenizer plant

Strategic advisory to the Colombian building materials conglomerate Grupo Corona

Financial advisor to CVC Capital Partners in the acquisition of Neolith Group (Spanish producer and distributor of sintered compact surfaces and natural stones)

Advisor to ASM, Portuguese manufacturer of metallic complex structures for onshore / offshore wind towers in its sale to the listed Korean group CS Wind

Advisor to Derco in the strategic advisory and analysis of the automotive sector for potential acquisitions in LatAm

Strategic advisory to the packaging producer Carpak, a subsidiary of Colombian-based Grupo Carvajal

Strategic advisory to the manufacturer and distributor of building materials Grupo Alfa (Colombia)

INFRA & CONCESSIONS

Financial advisor of Mexican Grupo Aeroportuario del Sureste (ASUR) in the acquisition of the Colombian airport operator Airplan

Financial advisor on the sale of Inima, a subsidiary of listed OHL group devoted to construction of water desalinization plants, to Korean group GS Engineering

Financial advisor of Valoriza Agua (water treatment plants) on the sale of its Portuguese subsidiary to Japanese group Marubeni

Financial advisor to the Spanish infrastructure group Saba on the sale of a minority stake at Italimpa SPA to Autostrade SPA

Financial advisor to the leading listed infrastructures group OHL on the sale of four underground car parks in Chile to Abertis

Financial advisor in the privatization of Portuguese water utilities group Aquapor, through its sale to a consortium formed by DST and ABB

Financial advisor to Dragados (ACS Group) for the sale of its 50% in parking operator Estacionamientos del Pilar, to listed French group Vinci

Fairness Opinion regarding the valuation of Bogotá International Airport, advising Aurea and Dragados (ACS Group)

Financial advisor to French group Vinci Park for the acquisition of a stake in the Spanish-Portuguese parking company Emparque

Financial advisor to CMC Canalejas in the acquisition of Canalejas car park by Empark

Fairness opinion of Concessia, Spanish real estate investment firm specializing in infrastructure operation and maintenance

Financial advisor to Calabuig Family, in the acquisition of 30.3% at Aguas de Valencia (water concessions) owned by CaixaBank

Fairness opinion of the stake owned by Aurea Concesiones at the Spanish toll motorways operator Autopistas de León

Financial advisor to Valoriza Agua (water treatment plants) for the sale of its stake at Aguas de Alcalá to Aqualia (FCC Group)

Financial advisor in the creation and capital raising of Concessia, investment firm specializing in infra operation and maintenance

Financial advisor to listed group OHL for the sale of its stake at the recreational port Puerto Deportivo Náutico Palamós

Financial advisor to Inmobiliaria Colonial in the acquisition of the Urbas car park division

Financial advisor in the reorganization and transfer of assets to Abra Terminales Marítimas (marine container terminals)

Financial advisor to FECSA on the sale of its car park division to French group Vinci Park

Financial advisor to Endesa for the sale of its stake in water company Interagua to Grupo Agbar (Aguas de Barcelona)

Financial advisor of Telefonica in the exchange of its 36.5% stake at Indra SSI for 9.4% at Amper

Advisor to Morpho (Safran group) in the acquisition of the division of payments systems of Assenda

Advisor on the sale of the Colombian company AJCIT Servicios Informáticos to Quintec (Chile)

Advisor to Azertia on its sale to listed Spanish IT group Indra

Financial advisor to Comelta on the sale of its ticketing activity to listed IT group Indra

Financial advisor in the capital increase at Smartmission, online trading platform for hospitals

Financial advisor to Fintech company SlaterLabs for the entrance of new private investors through a capital increase

Financial advisor and due diligence coordinator in the acquisition of the Spanish ISP provider Olé by Telefonica

Financial advisor to Mexican IT group Softtek in the acquisition of the Spanish IT company Vector ITC

Financial advisor to CAI bank for the sale of its stake in IA Soft to Oesía Tecnología

Financial advisor to Spanish image and optical tech tools developer Wooptix in its capital increase

Financial advisor for the capital increase at Bebury.com, leading Spanish online cashback

Financial advisor to IT consulting firm Ceinsa for its capital increase

Financial advisor to BJS on its Sale to Italian group Finnmatica SpA

Financial advisor in the capital increase for the entrance of Brience in Qarana

Financial advisor to IP6 (Internet security and specialized in developing solutions for perimeter security), on its sale of a stake to Ola Internet

Financial advisor to Miprecio.com on its sale to Ola Internet

Financial advisor to Terra Networks (Teléfonica), for the acquisition of ZAZ (Brazil)

Financial advisor to Comelta on the sale of its manufacturing activity to ODECO

Financial advisor to Comelta on the sale of its component distribution business to Diode

Financial advisor in the merger between MPG Mediaplanning and the media division of French group Havas Media

Acquisition of a 50% stake at Economica SGPS to Portuguese company Media Capital

Financial advisor to Il Secolo XIX, an Italian newspaper, on its sale to Verlagsgruppe Passau

Valuation of the stake held by SEPI (Spanish-owned industrial holding) at COPE Radio

Financial advisor in the acquisition of a 6.9% stake at Vía Digital, Digital cable and satellite TV platform led by Telefónica, by GLA

Financial advisor to Apax Partners in the acquisition of a financial stake in the mobile content producer LaNetro Zed

Financial advisor to HIG Capital in the acquisition of a 49.9% stake in media contents group Vértice 360

Financial advisor to the Spanish advertisement agency on its sale to listed French group Highco

Financial advisor to Artá Capital in the acquisition of a stake at In Store Media Group (Spanish marketing services at point of sale)

Financial advisor to textbook publisher Turner for the entrance of an Italian group of investors through a capital increase

Financial advisor to Spanish online tourism guide iberica.com for selling a stake to Ola Internet

Financial advisor to technical magazines publisher Cetisa on its sale to Tecnipublicaciones, owned by The Carlyle group

Financial advisor at the capital increase of multimedia services company MMS

Financial advisor to Antena Aragón TV on its capital increase for the entrance of new investors

Financial advisor to Orient Hontai Capital for the acquisition of a majority stake at Imagina, European producer and distributor of audiovisual content

Financial advisor to Nexxus in the acquisition of Twentyfour7, Iberia's leading provider of audiovisual advertising production services

Financial advisor at the capital raising done by three strategic investors and bank debt Automatic Media, operator of equipments for sports events

Southwind Media Holding Limited

Financial advisor to Chinese Group Southwind Media Holding Limited in the acquisition of a majority stake at Mediapro

RETAIL, DISTRIBUTION & RESTAURANTS

Financial advisor to Pepe Jeans on the sale of a 28% stake to Spanish Private Equity firm Artá Capital and French Private Equity firm L Capital

Financial advisor to a consortium made by the Chinese groups Bright Food and JIC for the acquisition of 100% at cash&carry group Miquel Alimentació

Financial advisor for the strategic alliance between the Spanish department store chain El Corte Inglés and Spanish designer Roberto Torreta

Financial advisor to UK mobile phone and electronics retailer The Phone House in the acquisition of the Portuguese chain Computer World

Financial advisor to UK retailer The Phone House in the acquisition of its Spanish peer Vivavoce

Financial advisor for the entrance of a new group of investors at the accessories producer Fun&Basics, through a capital increase

Financial advisor to shoe retailer chain Lurueña for the restructuring of its shareholder structure

Financial advisor to Alfaro Supermakets on its sale to private investors

Financial advisor on the sale of 100% at Grelar ("El Arbol" supermarkets) to Unigro

Financial advisor to mannequins' company Marcelo Vilá on its sale to Miura Private Equity

Independent valuation of Planet One (Portuguese manufacturer of watches and accessories)

Financial advisor to Chinese group Bright Food on the sale of GM Food supermarkets to the Swiss group Coop (Transgourmet)

Strategic financial Advisor to Spanish designer Pascua Ortega for the development of its expansión plan

Financial advisor to Portuguese Fancystage (producer of personal care products and cosmetics) in its sale to Scandinavian Humble Group

Financial advisor to the hamburger chain BACOA on its sale to listed group Amrest

Financial advisor to Agrolimen group for the acquisition of a 25% stake at fast food restaurant chain Bocatta

Financial advisor to Spanish owner and operator of restaurants and retail stores VIPS in the acquisition of the restaurant chain The Wok

Financial advisor to Corpfin Capital in the acquisition of Italian restaurants chains La Tagliatella, Pastificio, Il Trastevere

Financial advisor in the merger agreement between fast food restaurant chains Pans&Company and Bocatta

Rescot

Financial advisor in the acquisition of Spanish catering company Rescot by Aramark

Financial advisor to Trilantic and Investindustrial for the acquisition of a 48% stake at Spanish telecom operator Euskaltel

Financial advisor in the granting of an equity line of €30M to listed Spanish group Ezentis

Financial advisor of listed telecom operator Eurona to raise corporate financing for growth,, granted by Magnetar Capital

Financial advisor to Telecom Italia, for the sale of its 7.7% at telecom operator Euskatel, to BBK bank

Financial advisor to Telefónica in the placement of its American tranche

Financial advisor in the capital increase of the VOIP operator Ola Internet

Financial advisor to Ola Internet on the sale of 60% to its management team

Financial advisor in the Joint Venture between Telefónica Sistemas and Uipicsa

Financial advisor to Broadnet, backed by US cable group Comcast, in the concession of an LMDS license

Financial advisor to Telefonica and Colombian's government for the fairness opinion of its stake in telecom operator Coltel

Financial advisor to Pontegadea in the acquisition of 9.9% at Telefónica's telecom infrastructure business, Telxius

Financial advisor to Adamo/EQT in the acquisition of telecom operator Knet

Financial advisor to listed telecom operator Eurona for its financial restructuring

Financial advisor to EQT in the acquisition of the fiber network owned by Fibranet

Financial advisor to Adamo Telecom (EQT) in the acquisition of Fibramedios fiber network

Financial advisor to Telefónica in the concession of UMTS licenses in Italy and Germany

Financial advisor to Portuguese operator ONI Telecom on its sale to Gestim and The Riverside Company

Financial advisor to telecom towers operator Axion, a subsidiary of Groupe TDF, on its sale to Antin Infra Partners

Financial advisor in the exchange of 4.3% stake in COINTEL for 20% of ENTEL, a subsidiary of Telefónica Internacional

Financial advisor on the sale of 15% at Entel, a subsidiary of Telefónica Internacional, to Samsung

TOURISM & HOTELS

Financial co-advisor in the merger between NH hotels and the Dutch hotel chain Krasnapolsky

Financial advisor in the merger between both hotel management companies

Advisor to Barceló Hotels in the acquisition of 42% at Occidental Hotels & Resorts

Financial advisor for the management contract with Starwood of two hotels (Westin and Sheraton with Xeresa Golf)

Financial Advisor for the entry through a capital increase subscribed by Invercartera and Reig Patrimonia at Med Group (Holiday Inn Express Spain)

Financial advisor to Paradores (state-owned hotel chain) for the refinancing of its €75M bank debt

SANTA MARTA

INCUS CAPITAL

Advisor in the long-term structured finance for a €135M luxury hotel development in Spain

Advisor in the sale of Libretto Hotel Oviedo to funds managed by Proactiva Asset Management

Financial advisor in the strategic alliance of American group Landmark National with a private group to develop golf projects in Spain

Financial advisor on the sale of hotel "El Lodge" to private investors

Financial advisor for the debt Restructuring at Hotel Palacio Casa de Carmona

Advisor to Blasson Property Investments and Latin American investors in the acquisition of Hotel H10 Punta Negra (Mallorca)

Financial advisor for the debt restructuring at Hotel Destino Pacha (Ibiza)

IBIZA SEA RESORT

Financial advisor to Ibiza Sea Resort, dedicated to the development of tourist housing, in the refinancing of a credit facility granted by Caixabank

TRANSPORT & LOGISTICS

Valuation for SEPI (Spanish owned industrial holding) of the Spanish passenger and cargo shipping group Trasmediterranea for its privatization

Financial advisor to Grupo Avanza in the acquisition of two subsidiaries of road passenger transport from Trapsa

Financial advisor to Trapsatur, a Spanish-based company engaged in tour operating, on its sale to Gowaii (owned by Springwater)

Financial advisor in the valuation of the Colombian regional airline Easyfly

Advisor on the sale of Pecovasa, a subsidiary of Grupo Suardíaz, to the Spanish railway operator Renfe

Financial advisor in the placement of 7.9% in listed train manufacturer CAF to BBK, Vital and Kutxa

Financial advisor of Globalia group for the sale of its rent a car business Pepecar to Portuguese group Ibericar

Financial advisor to Record Rent a Car on the sale of its renting activities to Northgate PLC

Fairness Opinion of Grupo Suardiaz, a leading group operating in the maritime sector

Design of the Corporate Strategy for Grupo Suardiaz, a leading group operating in the maritime sector

Financial advisor to Record Rent a Car, the Spanish car rental firm, on the sale of a majority stake to Mercapital Private Equity

Financial advisor to R. Benet, Spanish Mercedes Benz car dealer, on its sale to Grupo Salvador Caetano SGPS

Financial advisor to Independent Container Agency (ICA) on its sale to TransUnion

Financial advisor on the sale of car dealer group Tecsa to Indalo

Financial advisor to Dragados on the sale of its 50% in Logipoint to Grupo Empresarial Transcoma

Financial advisor to Eduardo Velasco, Spain based dealer for Mercedez Benz-branded cars, in tits sale to Nayox

Financial advisor to car dealer Nortusa on its sale to Catsa

Financial advisor to Colombian transport Cootranspensilvania in the acquisition of a stake in SITP

Financial advisor to Almacenes Generales de Depósito Mercantil to its management team

Financial advisor to courier group GLS for the strategic analysis plan

MADRID
GBS Finance Spain

BARCELONA
GBS Finance Spain

LISBON
GBS Finance Portugal

SHANGHAI
GBS Finance China

BEIJING
GBS Finance China

BOGOTÁ
GBS Finance Colombia

MEXICO CITY
GBS Finance Mexico

QUITO
GBS Finance Ecuador

LIMA
GBS Finance Peru

SANTIAGO
GBS Finance Chile

GBS Finance INVESTMENT BANKERS