



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

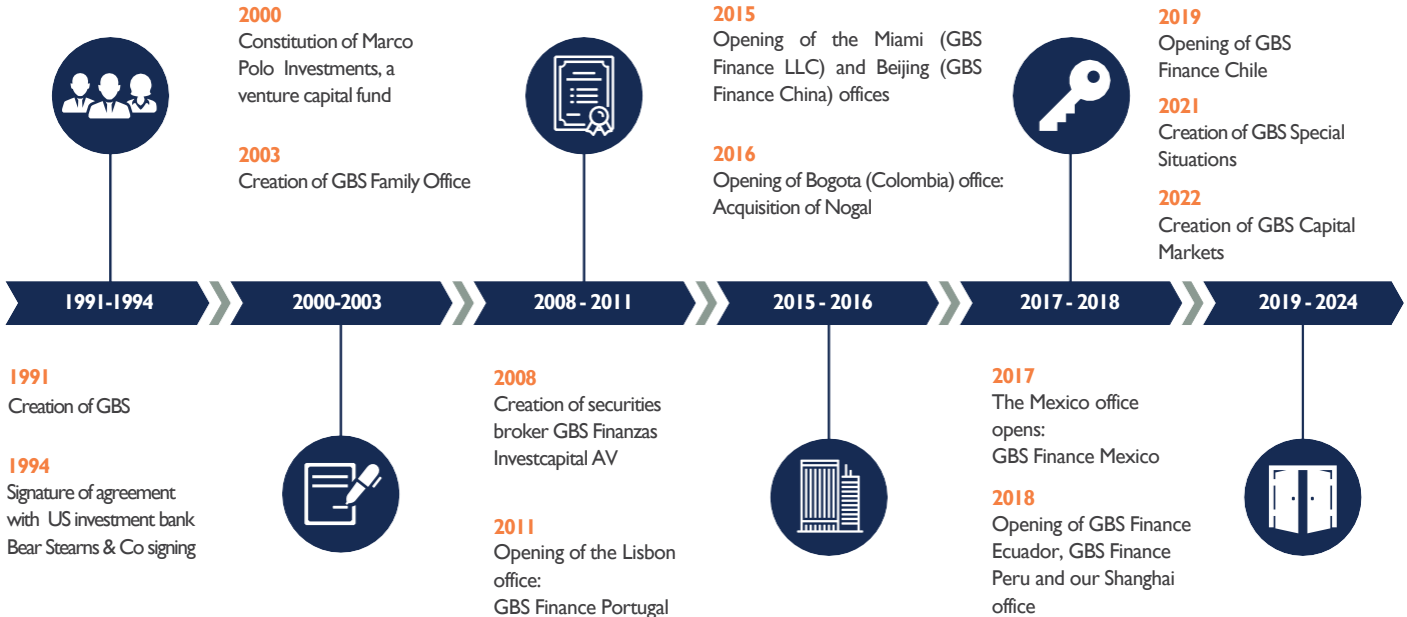
SANTIAGO
DE CHILE



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



||||| 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

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

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)

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 in 1871, 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 groups 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.

| INDEPENDENCE

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

| 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.

| 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.

| CONFIDENTIALITY

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

| 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 responsible 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.



Since 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



CAPITAL MARKETS

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



DEBT SERVICES

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

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



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

<p>FOOD & BEVERAGES</p>	<p>TOURISM & HOTELS</p>	<p>MEDIA</p>	<p>ENERGY</p>
<p>FINANCIAL INSTITUTIONS</p>	<p>HEALTHCARE</p>	<p>RESTAURANTS</p>	<p>RETAIL</p>
<p>INDUSTRY</p>	<p>IT&TELECOM</p>	<p>REAL ESTATE</p>	<p>CONSTRUCTION COMPANIES</p>
<p>CONSULTING AND SERVICES</p>	<p>TRANSPORT & LOGISTICS</p>	<p>INFRASTRUCTURE ASSETS</p>	<p>PRIVATE EQUITY</p>

MAIN RECENTLY ADVISED TRANSACTIONS



J. Safra Sarasin

Financial advisor for Árima Real Estate in the friendly takeover bid launched by JSS Real Estate



SERTA CAPITAL

Advisor in the minority acquisition of the luxury hotel manager Blaison, by Serta Capital



Co-advisor of Banco del Austro in the issuance of a DPR collateralized financing program for an amount of US\$ 120M



Advisor to the engineering consultancy leader Quadrante Group in the sale of a stake to Henko Partners



Advisor to the Colombian business group EPM in the issuance of a Fairness Opinion on its stake in the Latin American telecommunications operator TIGO



Ashmore

Advisor to the health services provider SOHEC in the sale of a majority stake to the private equity fund Ashmore.



Advisor in the acquisition of the software engineering services provider Impronta Soluciones by Vivaticket, an Italian company dedicated to ticket sales



Advisor to the Colombian financial services provider Credibanco in the sale of SEDPE Tecnipagos "Ding" to PayU



GBS Finance advises Korian on the acquisition of Grupo 5, operator of mental health care homes, from Corpfm Capital



Advisor to Pontegadea in the acquisition of 49% of the Delta I wind farm of 325MW, owned by Repsol



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



Advisors to KKR in the acquisition of several leading groups dedicated to educational training



Advisor to Ingenios Santos on the purchase of 100% of the shares of IPBJ and Impulsora Agrícola Ganadera y Comercial



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



GBS Finance acted as exclusive advisor to Lamosa on the acquisition of Baldocer, Spanish ceramic producer

IBIZA SEA RESORT



Advisor to Nexus Iberia in the financing for the acquisition of oncology care services group Bienzobas



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



Advisor to Grupo Facundo, a leader in the production of nuts, in the sale of a stake to the management company Artá Capital



Financial advisor in the refinancing of the 4-star Hotel Destino Pacha Ibiza

||||| SOME OF OUR CREDENTIALS ADVISING FAMILY-OWNED COMPANIES

ABENGOA

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



Advisors to Catalanian 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 Catalanian 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 Catalanian 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 Catalanian 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 Andorrà for the acquisition of Banco Alcalá to Arguelles family



Advisors to the Catalanian 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, analog 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 R.I.P.**

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.



**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 & Fragrances, The First Boston Corporation and S.G. Warburg & Co Bank.
- Vicepresident of IOC, Vicepresident of RACC and President of Olympic Channel Services.



**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.



**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.)



**JAVIER
HERRERO**

PARTNER

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



**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.



**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.



**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.



**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.



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

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

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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 Correduria de Seguros y Reaseguros to Howden Iberia Correduria 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



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 Incesa Via Ejecutiva, Seido and Dicodi



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 MutuaPescas



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 Formaciona, 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

CONSTRUCTION & REAL ESTATE



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 Caciop, 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



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 Axia 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 Impópolis to Fonditel



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 Real 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 Pontegadea in the acquisition of 49% at the Delta I complex, a wind farm of 335 MW owned by Repsol



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



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 Ecuadorian 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 Froto 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 NaturEnerg, a company which develops assets related to renewable energies, for the sale of its portfolio of mini-hydro to a private equity



Financial advisor to Pontegadea (Mr Amancio Ortega Family Office-Inditex) for the acquisition of a 49% stake in twelve wind farms (398 MW) and two PV solar plants (220 MW) to Repsol



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 Pontegadea in the acquisition of 49% of Repsol's Kappa Complex, a photovoltaic park of 127 MW of installed capacity



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 Crédit 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 Proalimint 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 Ecuadorian 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 SGEOR



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



Financial advisor to Tremond (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 Chinoín



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 Clinica 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 of Colombia on its sale to private investors



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



Financial advisor to Corpin 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)



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 Propilco 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 desalination 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 Marítimas (marine 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 Oesia Tecnología



Financial advisor to Spanish image and optical tech tools developer Woxtex 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 Finmatica SpA



Financial advisor in the capital increase for the entrance of Bricence 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 (Telefonica), 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 Via 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 Tecnpublicaciones, 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 Supermarkets 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 expansion 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 Corpin 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



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 Euskaltel, 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 LMSD 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



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



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 Blaison 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 Gowail (owned by Springwater)



Financial advisor in the valuation of the Colombian regional airline Easyfly



Advisor on the sale of Pecovasa, a subsidiary of Grupo Suardiaz, 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 Mercedes Benz-branded cars, in its 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