Mergers Alliance

Extensive international Chemicals cross border M&A

We work with business owners and management teams in the chemicals sector in 25 countries. Since 2010 we have completed 50 deals for over USD 2.9 bn.

- We are present in 25 countries
- Access to overseas buyers
- Advice on Mergers & Acquisitions
- Advice on exit reviews
- Insight into local M&A culture
- Advice on debt capital markets

M&A drivers:

M&A activity in the Chemicals sector has been and will be primarily driven by larger chemical companies looking to optimize their global product portfolios through the sale of non-core businesses and the acquisition of more targeted products or technologies, typically having higher growth trajectories, higher margins, or both. Private equity buyers and sellers will be a key participant in this effort.

Trade barriers, enforced environmental regulations, and weaknesses in the global supply chain exacerbated by the global pandemic will drive M&A in the Fine and Specialty Chemicals subsectors, as companies will seek to backfill production capabilities and close technology gaps across geographies.

Finally, the global trend towards sustainability will drive the formation of innovation-based alliances for both large and small chemical companies as they seek to transform their product lines to more renewable-focused product solutions to capture higher value in the future.

VELOX Specialities in Motion — Company Sale

- German distributor of specialty chemicals
- Looking to further develop and execute its strategy as a leading distributor to the plastics and composite industries.
- Sold to IMCD N.V.

AGROCEL INDUSTRIES PVT LTD — Acquisition

- Marine chemicals and agrochemical products
- Looking to expand its businesses in bromine and industrial salt business
- Agrocel acquired Solaris ChemTech from Avantha Group

Biolchim — Acquisition

- Leading Italian specialty fertilizers company
- Looking for a partner that would support their further expansion abroad
- Acquired by private equity firms Chequers Capital and NB Renaissance

ChemDesign — Company Sale

- USA custom toll chemical manufacturer of fine, specialty products
- Looking to maximize value for private equity owner, Resilience Capital, and ChemDesign on an ongoing basis
- Sold to Lubar & Co.

API — Company Sale

- Production of customized thermoplastic compound materials and elastomers
- Looking to maximize growth potential hand by hand with a partner with global footprint
- Sold to listed US player Trinseo (NYSE:TSE)

We are helping chemicals businesses achieve their strategic goals across a full range of corporate finance transactions.

Mergers Alliance Chemicals Sector Experts

Uwe Nickel

Proventis Partners
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More than **33 years** of senior executive experience in the chemicals, agrochemicals and pharmaceuticals sectors

- **Hoechst AG** – Plant Manager, Operations Director, Business Process Excellence
- **Clariant** – President Pigments & Additives, Board member
- **Arthur D. Little** – Associate Director Chemicals & Pharma
- **HCS Group** – CEO
- PhD in Organic Chemistry

Chris Carlisle

Opus Corporate Finance
chris.carlisle@opuscf.com

More than **21 years** of operational and M&A advisory experience in the chemicals sector.

- **BAML** – EMEA Chemicals Team
- **Nomura** – Head of EMEA Chemicals
- **The Royal Bank of Canada** – Head of EMEA Chemicals
- **Wilmcote** – Corporate Development Director
- PhD in Chemistry and MA in Natural Sciences from the University of Cambridge UK

Christopher Nolan

Dresner Partners
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More than **30 years** of operational and M&A advisory experience in the chemicals sector

- **National Starch & Chem. Co.** – Development Engineer
- **Int'l Specialty Prods. Inc.** – VP Corp. Dev., Head of M&A
- **Salomon Smith Barney** – VP, M&A Advisory, Chemicals Sector
- **Deutsche Bank** – VP, M&A Advisory, Chemicals Sector
- BS Chemical Engineering

Illustrative relationships:

ASHLAND · PLATFORM SPECIALTY PRODUCTS CORPORATION · BASF We create chemistry · Chevron Phillips Chemical Company LP · CLARIANT · CRODA · DOW · DUPONT · EASTMAN · EVONIK Leading Beyond Chemistry · ICI · INEOS · LANXESS Energizing Chemistry · Lonza · Mosaic · Nutrien · سابك sabic · SIEGWERK · سبكيم Sipchem · SINOCHEM · TOTAL

Mergers & acquisitions

MBO's / MBI's

Debt capital markets

Financial restructuring

In-depth knowledge of the sectors in which our clients operate

International sector teams that understand global and local trends

Cross-border relationship with strategic and financial acquirers

Identification of overseas targets and acquisition execution

We welcome the opportunity to talk to you about how we can help your chemicals business achieve its strategic goals

Look for local contact details in mergers-alliance.com or call +44 7866 030464