

## 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 52 deals for over USD 8 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.



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.



Acquisition



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



Acquisition



- Leading US agrochemicals platform
- The company had been growing consistently since 2012 and required a global partner who recognized its potential supporting further growth
- Advised by Opus Corporate Finance, AEA Investors LP acquired Verdesian



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.



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  
cnolan@dresnerco.com

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

SIEGWERT

سبكيم  
Sipchem

VERDESAN

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](http://mergers-alliance.com) or call +44 7866 030464