

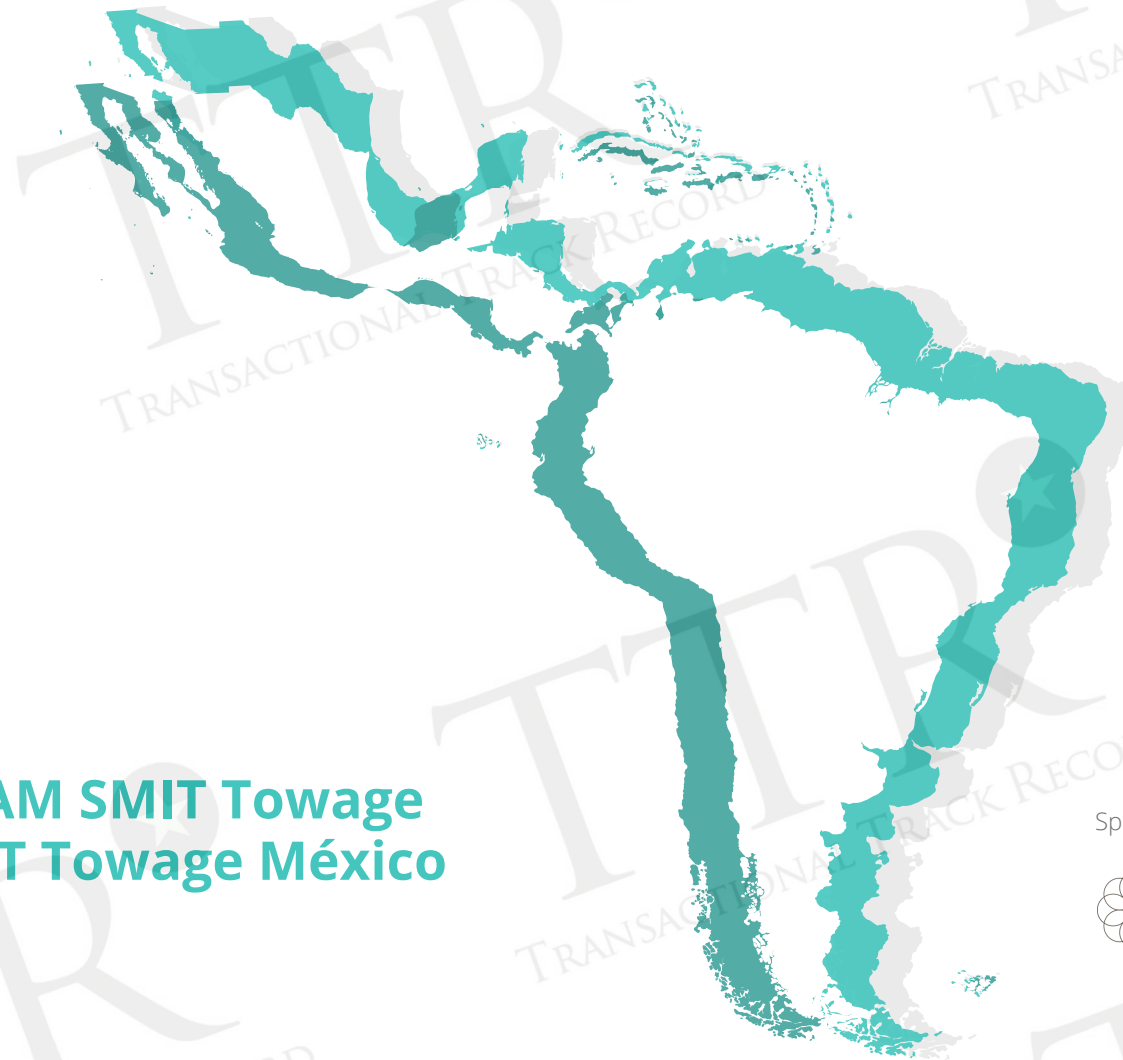
LATIN AMERICA

MONTHLY REPORT

**OCTOBER
2019**

DEAL OF THE MONTH

**SAAM takes over SAAM SMIT Towage
Brasil and SAAM SMIT Towage México**



Sponsored by:



ONTIER

INDEX



INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS



OVERVIEW

(M&A*, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS) **

- Total Transaction Volume and Aggregate Value
- Deal Volume in Latin America
- Transactions by Size
- Leading Subsectors
- Cross-border deals



PRIVATE EQUITY **

- Total Transaction Volume and Aggregate Value
- Leading Firms and Subsectors



VENTURE CAPITAL **

- Total Transaction Volume and Aggregate Value
- Leading Firms and Subsectors



ASSET ACQUISITION

- Total Transaction Volume and Aggregate Value
- Leading Subsectors



EQUITY CAPITAL MARKETS ***

- IPOs
- Follow-On



LARGEST TRANSACTIONS OF THE MONTH

- Mergers & Acquisitions
- Private Equity
- Venture Capital



DEAL OF THE MONTH

SAAM takes over SAAM SMIT Towage Brasil and SAAM SMIT Towage México



TTR RADAR

- Forward-looking Intelligence:
 - Aggregated Intelligence
 - Proprietary Intelligence



RANKING YEAR TO DATE

- Financial Advisors
- Legal Advisors
- Dealmakers

* Includes acquisition / sales of assets. Does not include Joint Venture.

** Includes announced and completed transactions in which at least one Latin American-based is involved.

*** Includes transactions acted by Latin American companies in or abroad.

OVERVIEW (M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS)

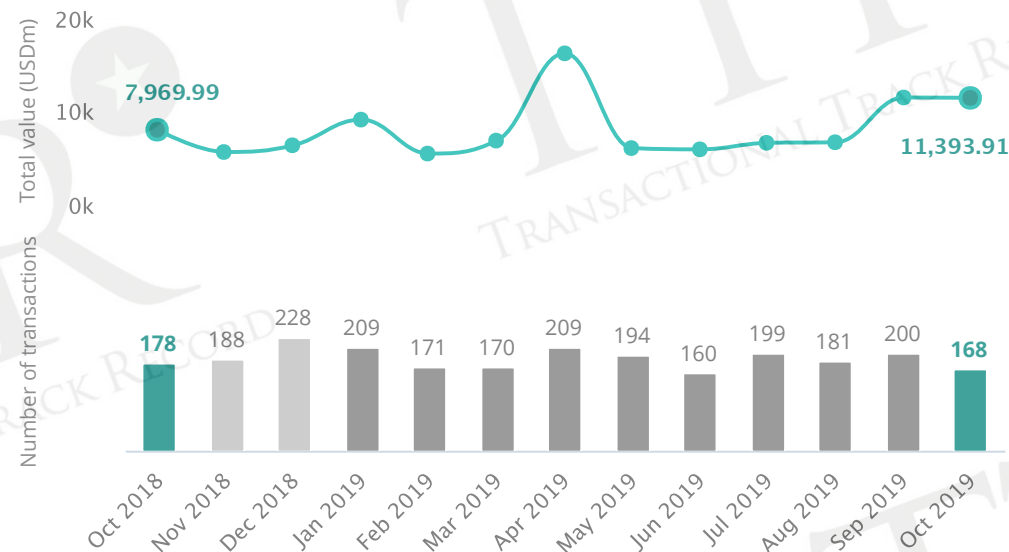
- INDEX
- OVERVIEW
- PRIVATE EQUITY
- VENTURE CAPITAL
- ASSET ACQUISITION
- EQUITY CAPITAL MARKETS
- LARGEST TRANSACTIONS
- DEAL OF THE MONTH
- TTR RADAR
- RANKINGS

YEAR TO DATE

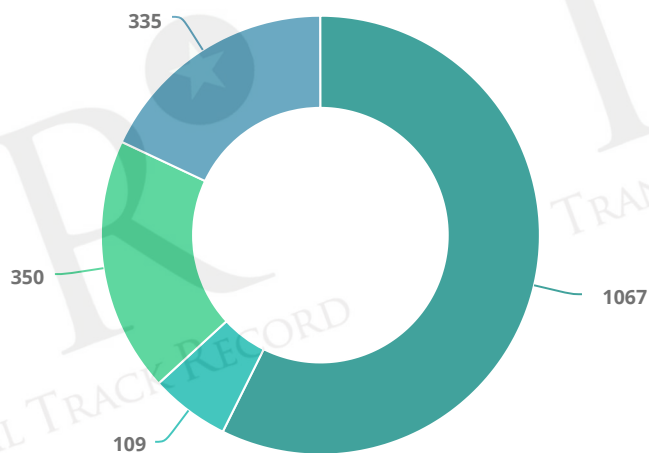
Total aggregate value (USDm):	85,347	▲ 10.64%
Number of transactions:	1861	▲ 0.98%
Completed:	1,461 (79%)	
Disclosed value:	778 (42%)	

TOTAL TRANSACTION VOLUME AND AGGREGATE VALUE

DEAL FLOW SINCE 2018

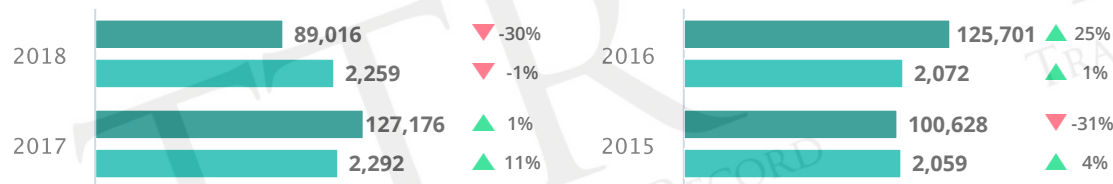


Number of Transactions by Type



<p>M&A</p> <ul style="list-style-type: none"> - Total: 1067 59,730 USDm - Ongoing: 282 31,322 USDm - Completed: 785 28,408 USDm 	<p>Private Equity</p> <ul style="list-style-type: none"> - Total: 109 6,192 USDm - Ongoing: 26 2,176 USDm - Completed: 83 4,016 USDm
<p>Venture Capital</p> <ul style="list-style-type: none"> - Total: 350 3,983 USDm - Ongoing: 12 419 USDm - Completed: 338 3,564 USDm 	<p>Asset Acquisition</p> <ul style="list-style-type: none"> - Total: 335 15,441 USDm - Ongoing: 80 9,225 USDm - Completed: 255 6,216 USDm

Last Four Years (Jan-Dec)



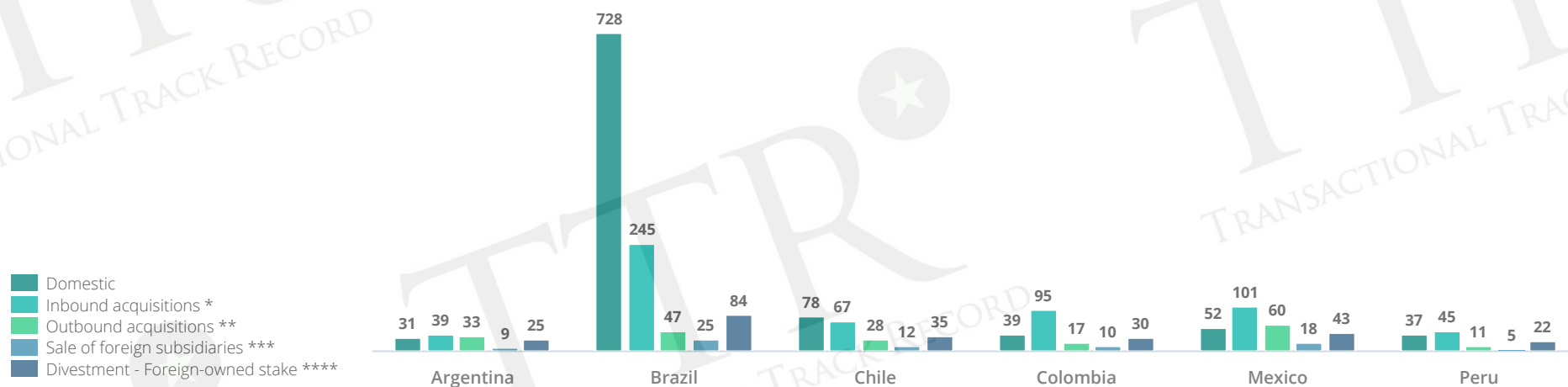
▲ ▼ % All the percentages represent a variation relative to the same period the previous year.

■ Total aggregate value (USDm) ■ Number of transactions

OVERVIEW (M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS)

DEAL VOLUME IN LATIN AMERICA

Top 6 M&A Markets in Latin America (Year to date)



TOP DEALS - OCTOBER 2019 (USDm)

TARGET	COUNTRY	SUBSECTOR	BUYER	COUNTRY	SELLER	COUNTRY	VALUE (USDm)
Red de Carreteras de Occidente (RCO)	Mexico	Roads and Highways	Abertis, GIC	Spain, Singapore	Goldman Sachs	United States	2,311.67 (Approx.)
Chilquinta Energía, TecnoRed	Chile	Electric, Consultancy, Audit and Engineering	SGID	China	Sempra Energy	United States	2,230.00
Operaciones inalámbricas y por cable	Puerto Rico, US Virgin Islands	Telecoms	Liberty Latin America	United States	AT&T	United States	1,950.00
Santander Bancorp	Puerto Rico	Financial and Insurance	FirstBank Puerto Rico	Puerto Rico	Banco Santander	Spain	1,100.00
Adtalem Brasil Holding	Brazil	Financial and Insurance	Universidade Estácio de Sá	Brazil	Private Shareholders Brazil I	Brazil	464.39

* Foreign companies acquiring companies in specified country. Since December 2018 this analysis includes acquisitions made by local subsidiaries.

** Companies based in specified country making acquisitions abroad. Since December 2018 this analysis includes acquisitions made by foreign subsidiaries.

*** Company from specific country selling interest in targets abroad. Since December 2018 this analysis includes sales made by foreign subsidiaries.

**** Foreign companies selling interest in companies based in specific country. Since December 2018 this analysis includes sales made by local subsidiaries.



INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



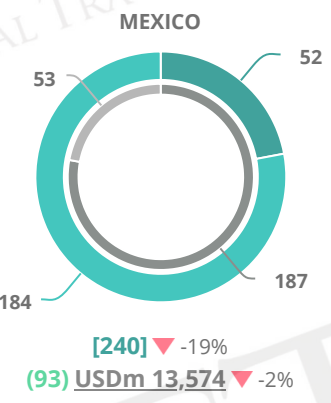
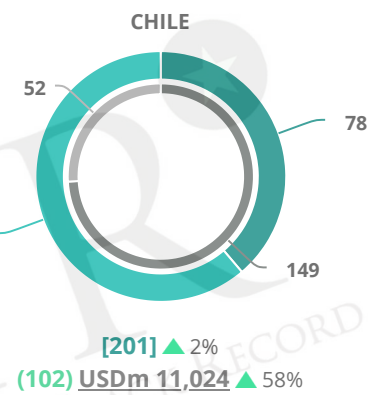
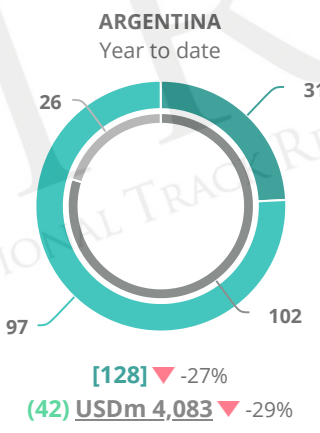
RANKINGS



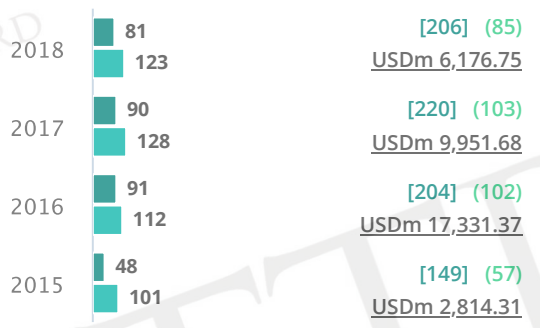
OVERVIEW (M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS)

DEAL VOLUME, AGGREGATE VALUE AND GEOGRAPHY

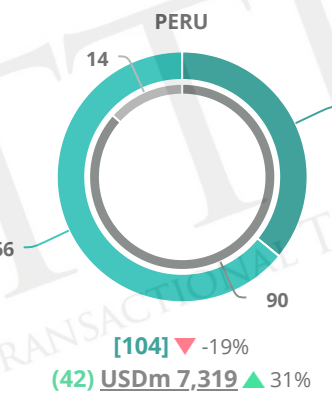
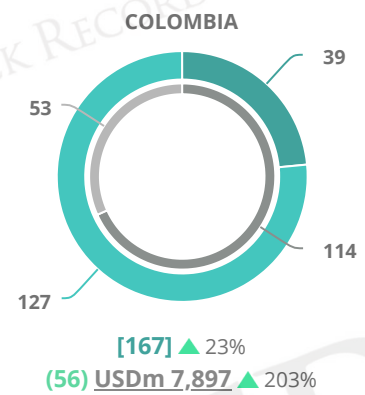
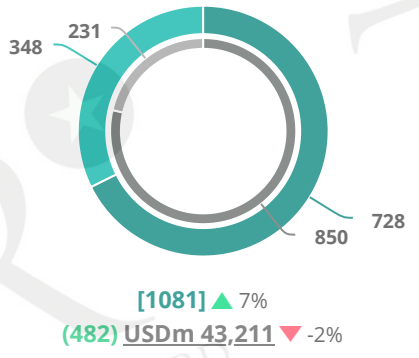
- INDEX
- OVERVIEW
- PRIVATE EQUITY
- VENTURE CAPITAL
- ASSET ACQUISITION
- EQUITY CAPITAL MARKETS
- LARGEST TRANSACTIONS
- DEAL OF THE MONTH
- TTR RADAR
- RANKINGS
- INFO



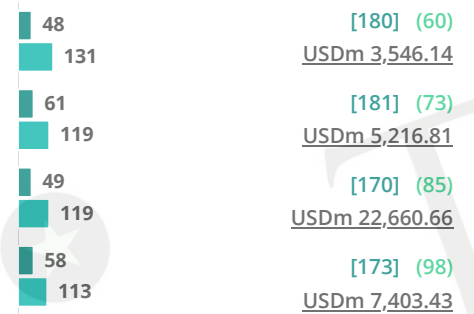
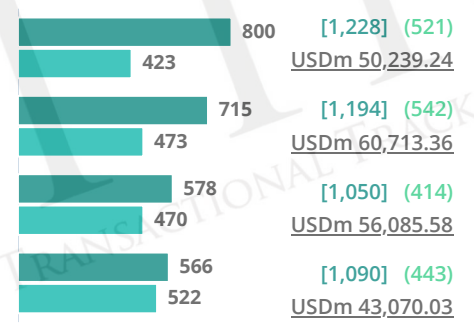
Last four years



Year to date



Last four years



▲ ▼ % All the percentages represent a variation relative to the same period the previous year.

■ Domestic ■ Cross-border ■ Completed ■ Ongoing [] Number of transactions () Number of transactions with disclosed value **USDm** Total aggregate value

OVERVIEW (M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS)



INDEX

OVERVIEW

PRIVATE EQUITY

VENTURE CAPITAL

ASSET ACQUISITION

EQUITY CAPITAL MARKETS

LARGEST TRANSACTIONS

DEAL OF THE MONTH

TTR RADAR

RANKINGS

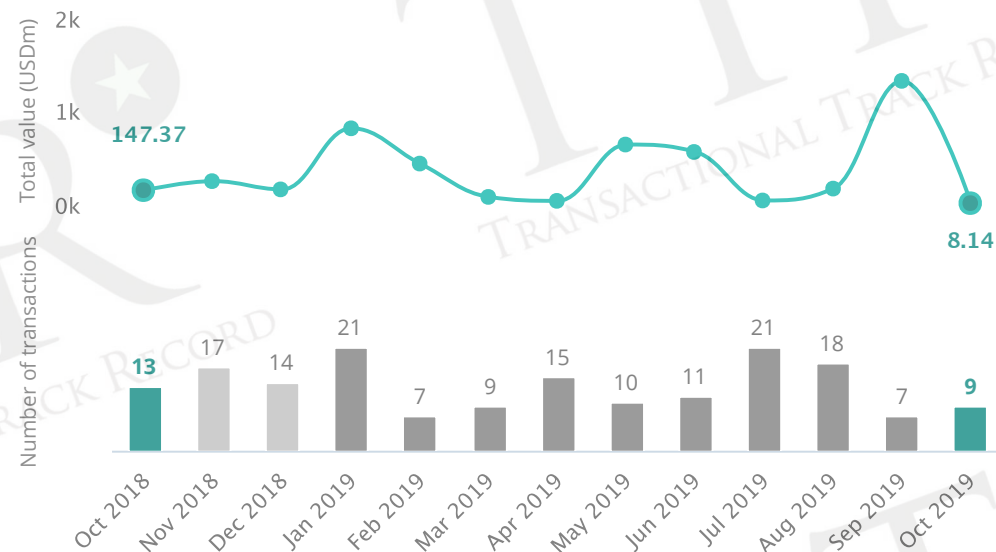
INFO

TOTAL TRANSACTION VOLUME AND AGGREGATE VALUE

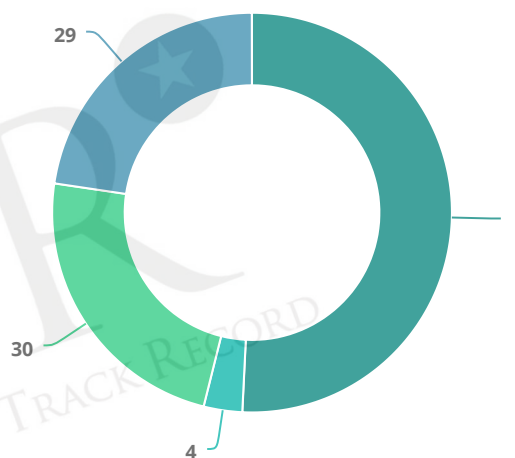
YEAR TO DATE

Total aggregate value (USDm):	4,083	▼ -29.31%
Number of transactions:	128	▼ -26.86%
Completed:	102 (80%)	
Disclosed value:	42 (33%)	

DEAL FLOW SINCE 2018

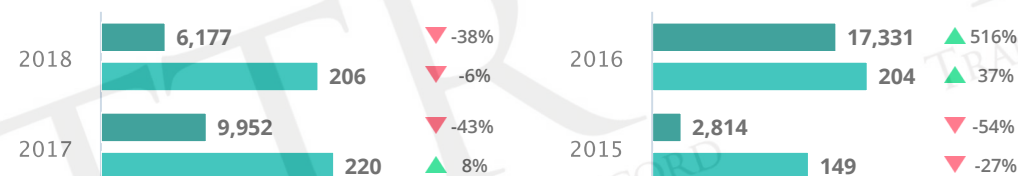


Number of Transactions by Type



<p>M&A</p> <ul style="list-style-type: none"> - Total: 65 178 USDm - Ongoing: 17 85 USDm - Completed: 48 93 USDm 	<p>Private Equity</p> <ul style="list-style-type: none"> - Total: 4 1,114 USDm - Ongoing: 0 0 USDm - Completed: 4 1,114 USDm
<p>Venture Capital</p> <ul style="list-style-type: none"> - Total: 30 449 USDm - Ongoing: 0 0 USDm - Completed: 30 449 USDm 	<p>Asset Acquisition</p> <ul style="list-style-type: none"> - Total: 29 2,342 USDm - Ongoing: 9 1,686 USDm - Completed: 20 656 USDm

Last Four Years (Jan-Dec)



▲ ▼ % All the percentages represent a variation relative to the same period the previous year.

■ Total aggregate value (USDm)

■ Number of transactions

OVERVIEW (M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS)



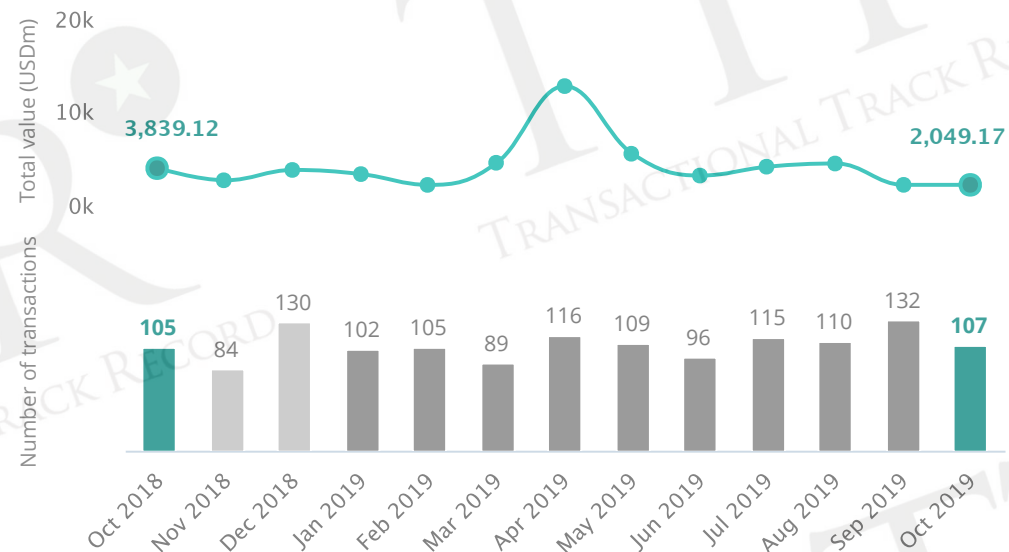
- INDEX
- OVERVIEW
- PRIVATE EQUITY
- VENTURE CAPITAL
- ASSET ACQUISITION
- EQUITY CAPITAL MARKETS
- LARGEST TRANSACTIONS
- DEAL OF THE MONTH
- TTR RADAR
- RANKINGS

YEAR TO DATE

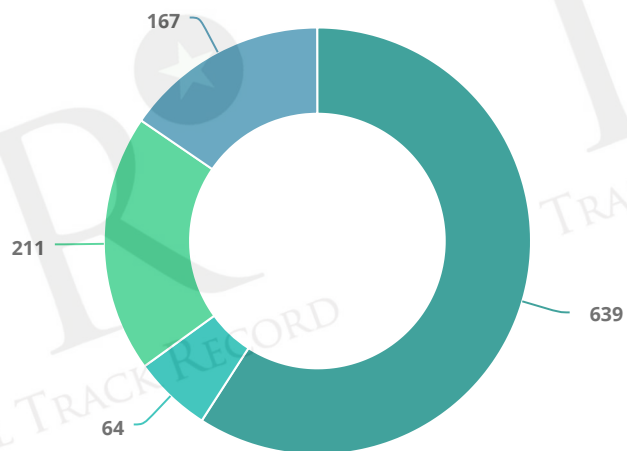
Total aggregate value (USDm):	43,211	▼ -1.90%
Number of transactions:	1081	▲ 6.61%
Completed:	850 (79%)	
Disclosed value:	482 (45%)	

TOTAL TRANSACTION VOLUME AND AGGREGATE VALUE

DEAL FLOW SINCE 2018

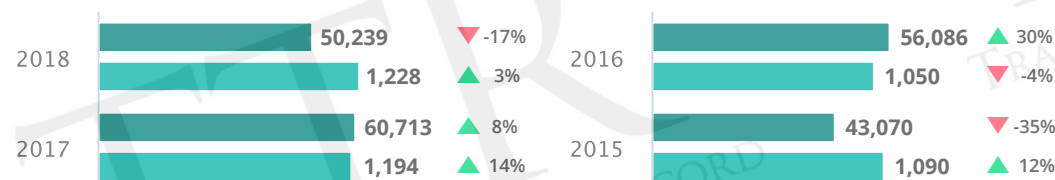


Number of Transactions by Type



<p>M&A</p> <ul style="list-style-type: none"> - Total: 639 29,031 USDm - Ongoing: 166 9,576 USDm - Completed: 473 19,455 USDm 	<p>Private Equity</p> <ul style="list-style-type: none"> - Total: 64 4,252 USDm - Ongoing: 19 2,176 USDm - Completed: 45 2,076 USDm
<p>Venture Capital</p> <ul style="list-style-type: none"> - Total: 211 2,236 USDm - Ongoing: 5 1 USDm - Completed: 206 2,235 USDm 	<p>Asset Acquisition</p> <ul style="list-style-type: none"> - Total: 167 7,692 USDm - Ongoing: 41 4,208 USDm - Completed: 126 3,484 USDm

Last Four Years (Jan-Dec)



▲ ▼ % All the percentages represent a variation relative to the same period the previous year.

■ Total aggregate value (USDm) ■ Number of transactions

OVERVIEW (M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS)



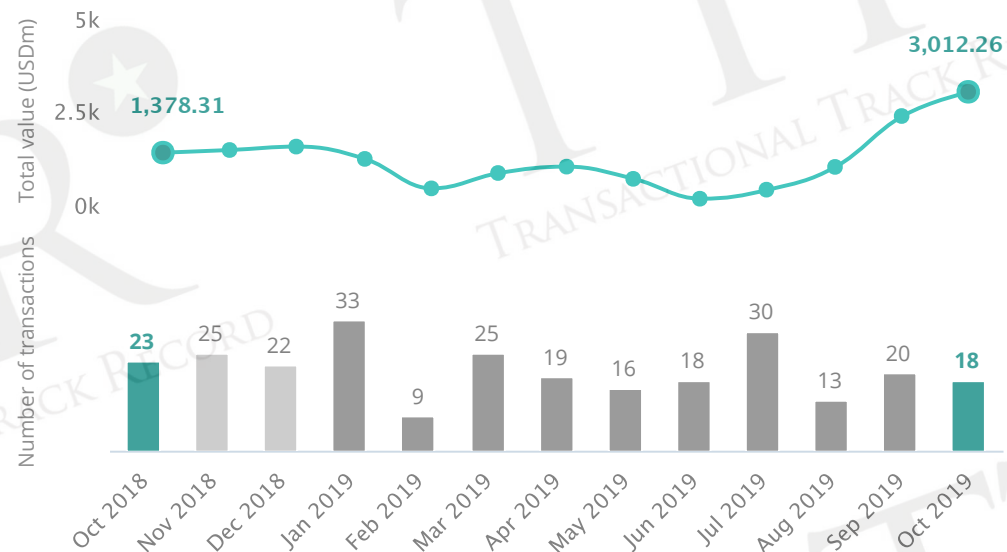
- INDEX
- OVERVIEW
- PRIVATE EQUITY
- VENTURE CAPITAL
- ASSET ACQUISITION
- EQUITY CAPITAL MARKETS
- LARGEST TRANSACTIONS
- DEAL OF THE MONTH
- TTR RADAR
- RANKINGS

YEAR TO DATE

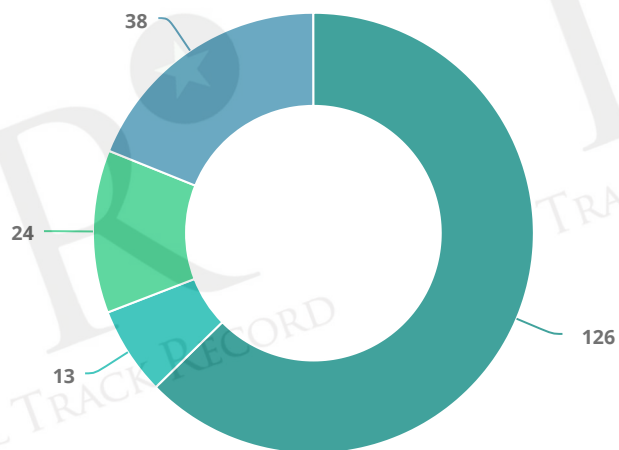
Total aggregate value (USDm):	11,024	▲ 58.37%
Number of transactions:	201	▲ 2.03%
Completed:	149 (74%)	
Disclosed value:	102 (51%)	

TOTAL TRANSACTION VOLUME AND AGGREGATE VALUE

DEAL FLOW SINCE 2018

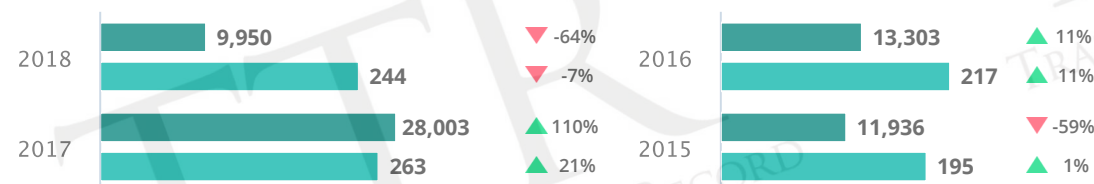


Number of Transactions by Type



<p>M&A</p> <ul style="list-style-type: none"> - Total: 126 9,159 USDm - Ongoing: 39 5,500 USDm - Completed: 87 3,659 USDm 	<p>Private Equity</p> <ul style="list-style-type: none"> - Total: 13 242 USDm - Ongoing: 3 0 USDm - Completed: 10 242 USDm
<p>Venture Capital</p> <ul style="list-style-type: none"> - Total: 24 258 USDm - Ongoing: 1 0 USDm - Completed: 23 258 USDm 	<p>Asset Acquisition</p> <ul style="list-style-type: none"> - Total: 38 1,365 USDm - Ongoing: 9 919 USDm - Completed: 29 446 USDm

Last Four Years (Jan-Dec)



▲ ▼ % All the percentages represent a variation relative to the same period the previous year.

■ Total aggregate value (USDm) ■ Number of transactions

OVERVIEW (M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS)



INDEX

OVERVIEW

PRIVATE EQUITY

VENTURE CAPITAL

ASSET ACQUISITION

EQUITY CAPITAL MARKETS

LARGEST TRANSACTIONS

DEAL OF THE MONTH

TTR RADAR

RANKINGS

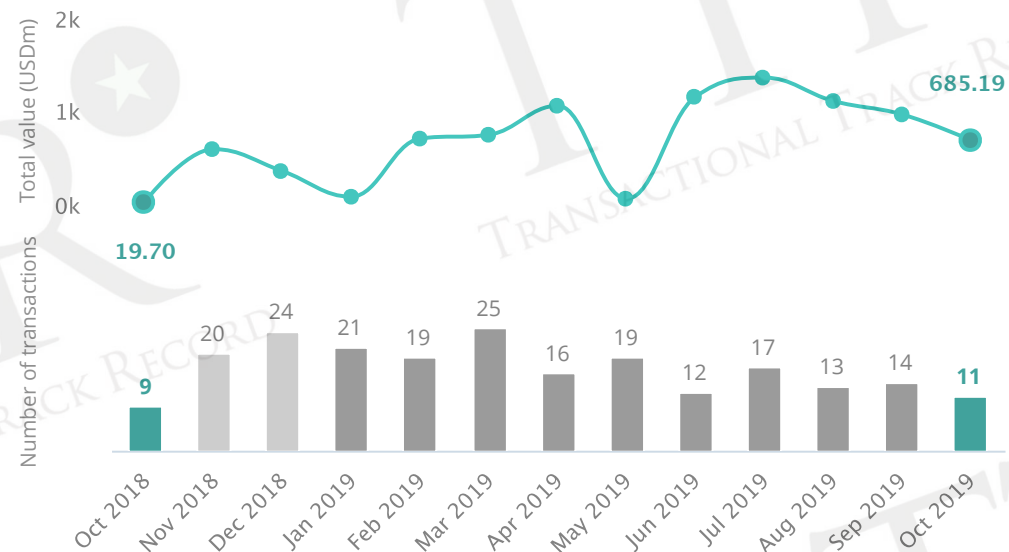
INFO

TOTAL TRANSACTION VOLUME AND AGGREGATE VALUE

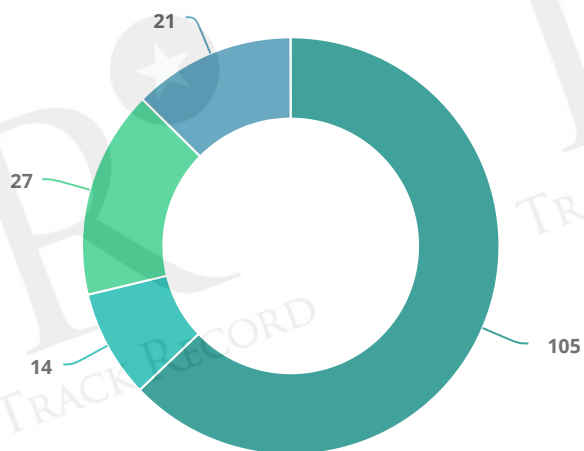
YEAR TO DATE

Total aggregate value (USDm):	7,897	▲ 203.23%
Number of transactions:	167	▲ 22.79%
Completed:	114 (68%)	
Disclosed value:	56 (34%)	

DEAL FLOW SINCE 2018

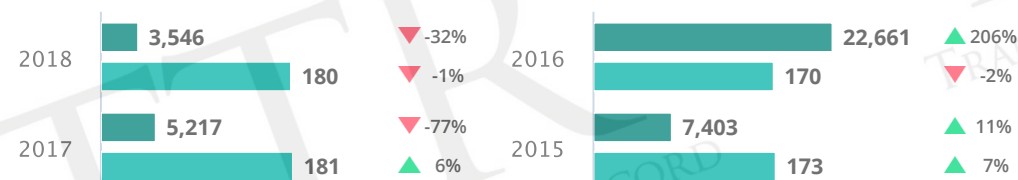


Number of Transactions by Type



<p>M&A</p> <ul style="list-style-type: none"> - Total: 105 6,324 USDm - Ongoing: 40 4,283 USDm - Completed: 65 2,041 USDm 	<p>Private Equity</p> <ul style="list-style-type: none"> - Total: 14 517 USDm - Ongoing: 2 0 USDm - Completed: 12 517 USDm
<p>Venture Capital</p> <ul style="list-style-type: none"> - Total: 27 492 USDm - Ongoing: 1 418 USDm - Completed: 26 74 USDm 	<p>Asset Acquisition</p> <ul style="list-style-type: none"> - Total: 21 564 USDm - Ongoing: 10 19 USDm - Completed: 11 545 USDm

Last Four Years (Jan-Dec)



▲ ▼ % All the percentages represent a variation relative to the same period the previous year.

■ Total aggregate value (USDm)

■ Number of transactions

OVERVIEW (M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS)



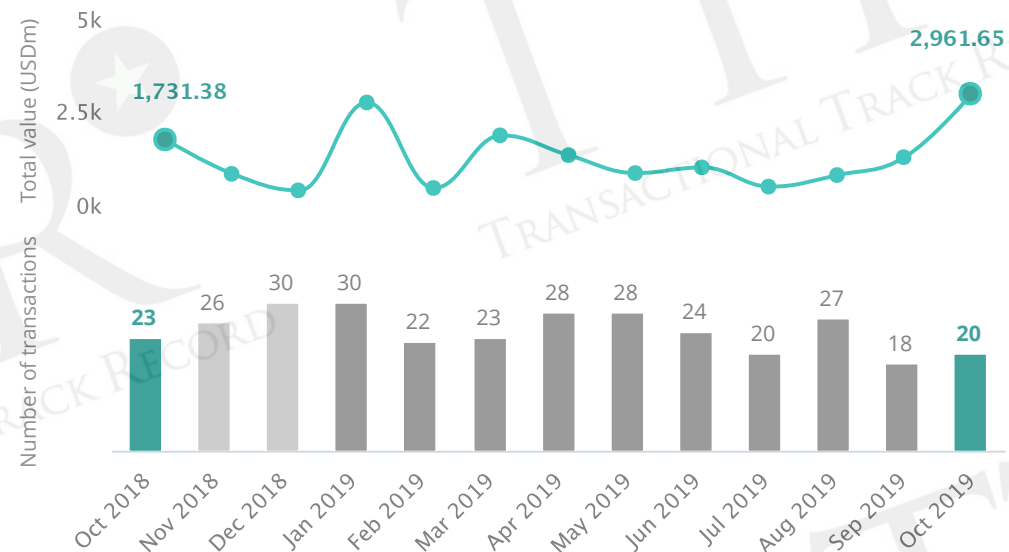
- INDEX
- OVERVIEW
- PRIVATE EQUITY
- VENTURE CAPITAL
- ASSET ACQUISITION
- EQUITY CAPITAL MARKETS
- LARGEST TRANSACTIONS
- DEAL OF THE MONTH
- TTR RADAR
- RANKINGS

YEAR TO DATE

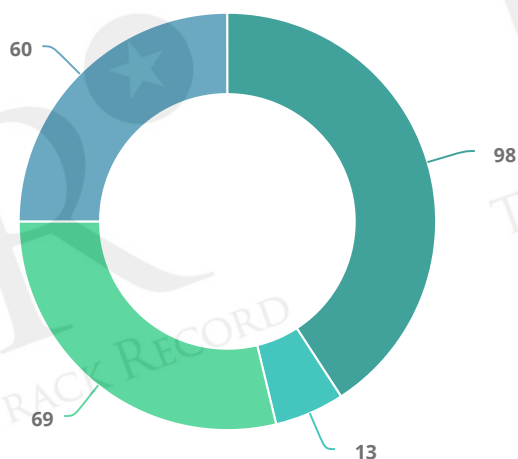
Total aggregate value (USDm):	13,574	▼ -2.27%
Number of transactions:	240	▼ -18.92%
Completed:	187 (78%)	
Disclosed value:	93 (39%)	

TOTAL TRANSACTION VOLUME AND AGGREGATE VALUE

DEAL FLOW SINCE 2018

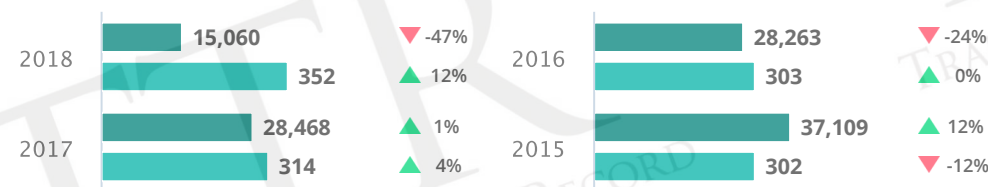


Number of Transactions by Type



<p>M&A</p> <ul style="list-style-type: none"> - Total: 98 9,006 USDm - Ongoing: 28 7,018 USDm - Completed: 70 1,988 USDm 	<p>Private Equity</p> <ul style="list-style-type: none"> - Total: 13 67 USDm - Ongoing: 2 0 USDm - Completed: 11 67 USDm
<p>Venture Capital</p> <ul style="list-style-type: none"> - Total: 69 1,296 USDm - Ongoing: 6 418 USDm - Completed: 63 879 USDm 	<p>Asset Acquisition</p> <ul style="list-style-type: none"> - Total: 60 3,204 USDm - Ongoing: 17 2,309 USDm - Completed: 43 895 USDm

Last Four Years (Jan-Dec)



▲ ▼ % All the percentages represent a variation relative to the same period the previous year.

■ Total aggregate value (USDm)

■ Number of transactions

OVERVIEW (M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS)



INDEX

OVERVIEW

PRIVATE EQUITY

VENTURE CAPITAL

ASSET ACQUISITION

EQUITY CAPITAL MARKETS

LARGEST TRANSACTIONS

DEAL OF THE MONTH

TTR RADAR

RANKINGS

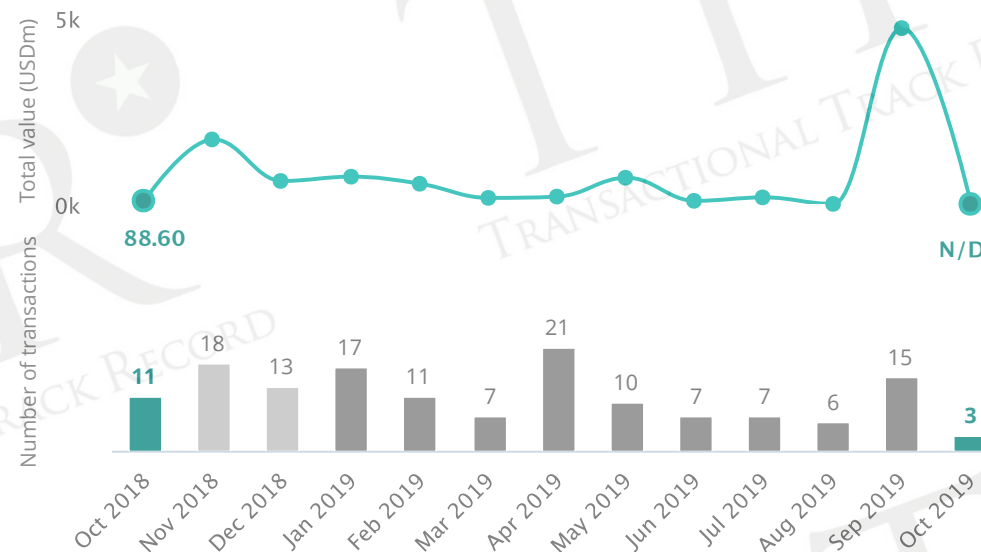


TOTAL TRANSACTION VOLUME AND AGGREGATE VALUE

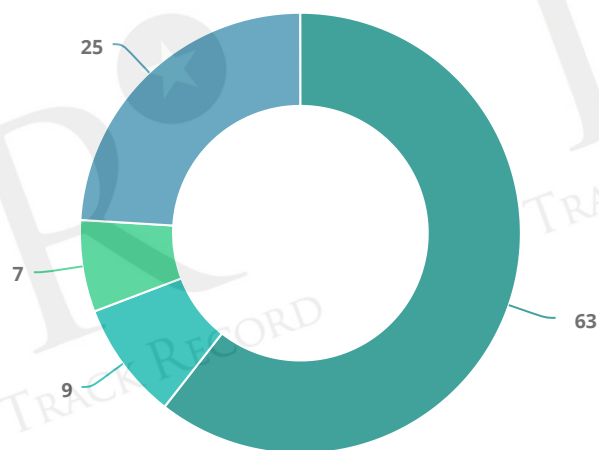
YEAR TO DATE

Total aggregate value (USDm):	7,319	▲ 30.75%
Number of transactions:	104	▼ -19.38%
Completed:	90 (87%)	
Disclosed value:	42 (40%)	

DEAL FLOW SINCE 2018

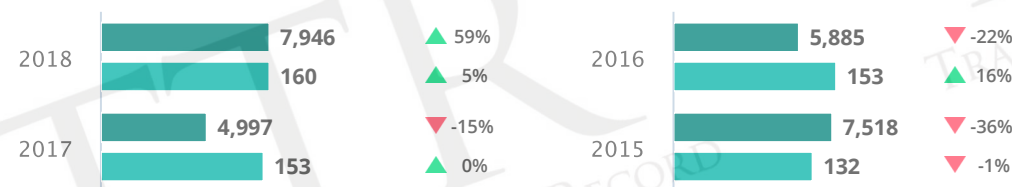


Number of Transactions by Type



<p>M&A</p> <ul style="list-style-type: none"> - Total: 63 4,873 USDm - Ongoing: 9 3,708 USDm - Completed: 54 1,164 USDm 	<p>Private Equity</p> <ul style="list-style-type: none"> - Total: 9 446 USDm - Ongoing: 1 0 USDm - Completed: 8 446 USDm
<p>Venture Capital</p> <ul style="list-style-type: none"> - Total: 7 109 USDm - Ongoing: 0 0 USDm - Completed: 7 109 USDm 	<p>Asset Acquisition</p> <ul style="list-style-type: none"> - Total: 25 1,891 USDm - Ongoing: 4 1,701 USDm - Completed: 21 190 USDm

Last Four Years (Jan-Dec)



▲ ▼ % All the percentages represent a variation relative to the same period the previous year.

■ Total aggregate value (USDm) ■ Number of transactions

OVERVIEW (M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS)

LEADING SUBSECTORS *

Subsectors with most deals (M&A) **

Number of transactions Year to date

Change relative to the same period in 2018

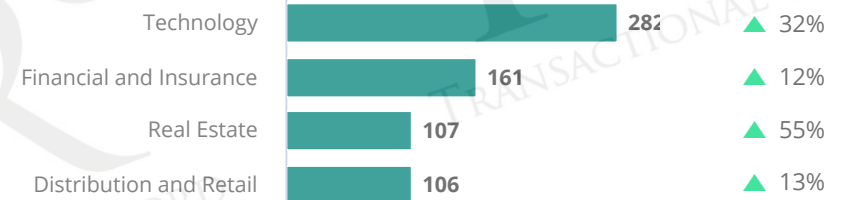
Number of transactions Year to date

Change relative to the same period in 2018

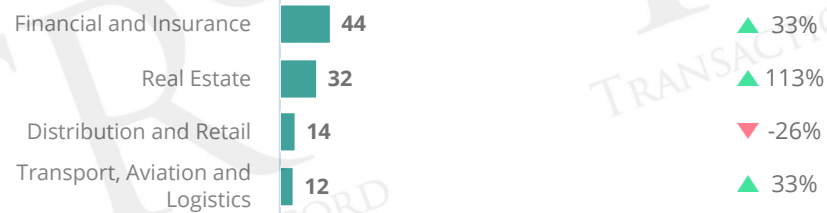
Argentina



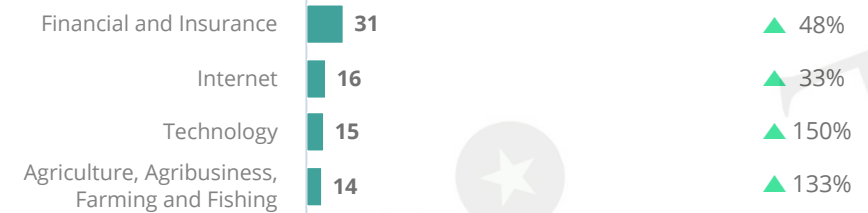
Brazil



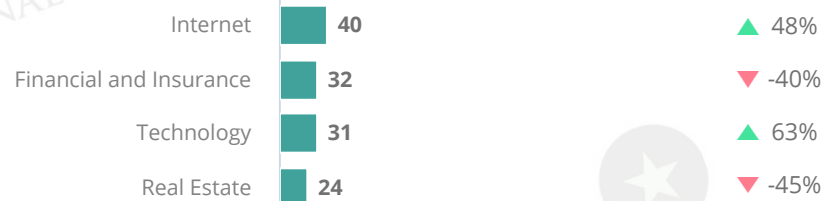
Chile



Colombia



Mexico



Peru



* TTR considers the most active subsectors to be those that had the highest number of registered transactions. Should there be a tie between subsectors, the subsector that registered the higher value will dominate.

** The transaction may appear in more than one subsector, given that the same entity may operate in multiple subsectors.

▲ ▼ % All the percentages represent a variation relative to the same period the previous year.



INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS



OVERVIEW (M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS)

INDEX

OVERVIEW

PRIVATE EQUITY

VENTURE CAPITAL

ASSET ACQUISITION

EQUITY CAPITAL MARKETS

LARGEST TRANSACTIONS

DEAL OF THE MONTH

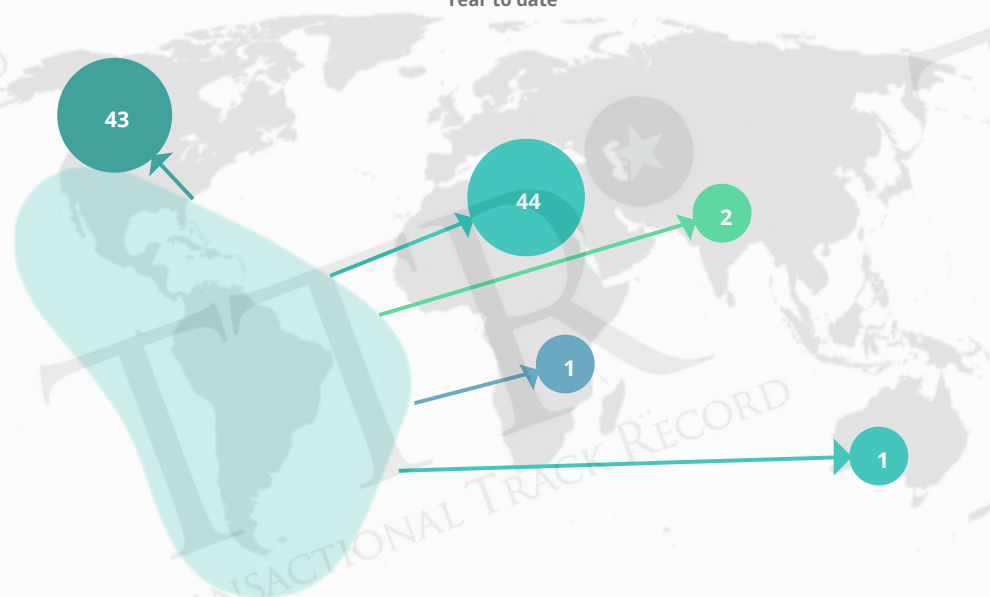
TTR RADAR

RANKINGS

INFO

OUTBOUND ACQUISITIONS *

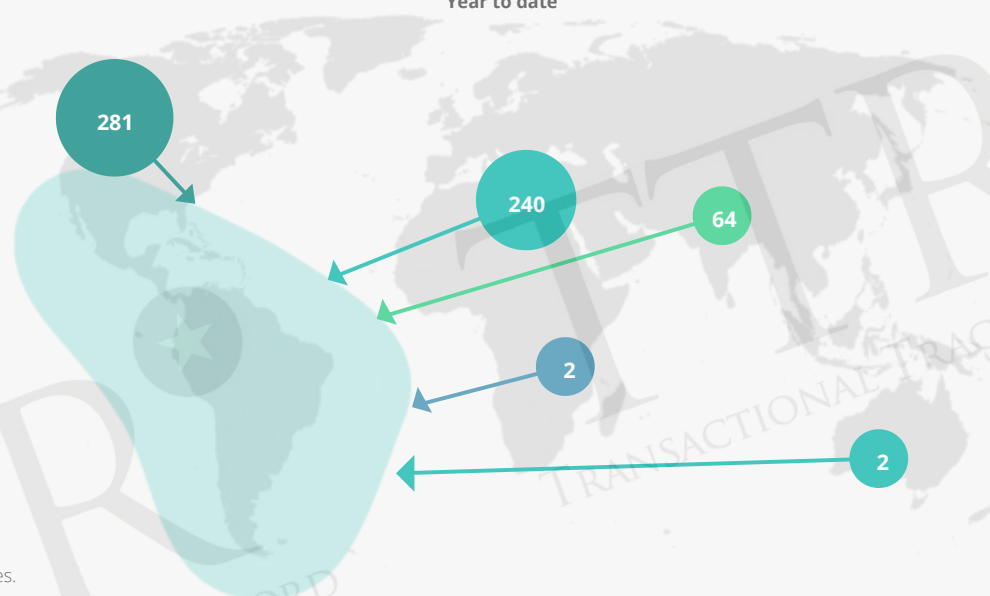
Year to date



* Latin America-based companies acquiring targets abroad.

INBOUND ACQUISITIONS **

Year to date



** Foreign companies acquiring Latin America-based companies.

OVERVIEW (M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS)

Argentina



Inbound acquisitions **

Ranking per Country ****

BIDDER COUNTRY	No.	Total value (USDm)
United States	10	759.77
Brazil	7	32.98
Canada	4	ND - Not-disclosed
Netherlands	3	725.00
United Kingdom	3	ND - Not-disclosed
Chile	3	ND - Not-disclosed
Luxembourg	2	110.00
Germany	2	ND - Not-disclosed
Norway	1	30.00
Mexico	1	ND - Not-disclosed

CROSS-BORDER DEALS *

Year to date

Outbound acquisitions ***

Ranking per Country ****

TARGET COUNTRY	No.	Total value (USDm)
Brazil	11	349.51
Peru	4	1,050.00
Chile	4	30.50
Mexico	3	51.00
Colombia	3	18.29
United States	3	ND - Not-disclosed
Uruguay	3	ND - Not-disclosed
Spain	2	ND - Not-disclosed

Brazil



Inbound acquisitions **

Ranking per Country ****

BIDDER COUNTRY	No.	Total value (USDm)
United States	94	3,514.68
Japan	20	2,663.89
Canada	19	10,030.76
United Kingdom	15	2,176.28
Germany	15	776.00
France	12	8,224.35
Spain	11	498.79
Argentina	11	349.51
Italy	8	ND - Not-disclosed
China	7	1,144.54

CROSS-BORDER DEALS *

Year to date

Outbound acquisitions ***

Ranking per Country ****

TARGET COUNTRY	No.	Total value (USDm)
United States	15	1,286.40
Argentina	7	32.98
Portugal	5	96.95
Spain	3	0.35
United Kingdom	2	1,967.13
Switzerland	2	77.94
Chile	2	28.98
Colombia	2	14.30
Cayman Islands	1	114.70
Netherlands	1	77.00

* Any M&A transaction that involves a buyer, seller or target based outside of Latin America.

** Foreign companies acquiring Latin America-based targets. Since December 2018 this analysis includes acquisitions made by local subsidiaries of foreign entities.

*** Latin America-based companies acquiring targets abroad. Since December 2018 this analysis includes acquisitions made by foreign subsidiaries of Latin America-based entities.

**** The same deal may appear under multiple subsectors and countries based on a companies operations and the number of parties involved in a given transaction.



INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS



OVERVIEW (M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS)

Chile

28

67

Inbound acquisitions **

Ranking per Country ****

BIDDER COUNTRY	No.	Total value (USDm)
United States	23	2,262.86
Spain	10	87.49
France	5	220.00
Canada	5	33.00
United Kingdom	4	171.30
Argentina	4	30.50
Mexico	3	ND - Not-disclosed
Brazil	2	28.98
Norway	2	ND - Not-disclosed
Germany	2	ND - Not-disclosed

CROSS-BORDER DEALS *

Year to date

Outbound acquisitions ***

Ranking per Country ****

TARGET COUNTRY	No.	Total value (USDm)
Brazil	5	722.11
Colombia	5	355.76
Peru	5	171.02
United States	3	82.00
Argentina	3	ND - Not-disclosed
Mexico	2	207.75
Uruguay	2	ND - Not-disclosed
Spain	1	168.04
Australia	1	ND - Not-disclosed
Ecuador	1	ND - Not-disclosed

Colombia

17

95

Inbound acquisitions **

Ranking per Country ****

BIDDER COUNTRY	No.	Total value (USDm)
United States	31	671.85
Spain	13	26.24
Canada	12	845.46
Mexico	6	30.87
Chile	5	355.76
Peru	4	80.00
France	4	32.22
Switzerland	4	18.59
Argentina	3	18.29
Germany	3	ND - Not-disclosed

CROSS-BORDER DEALS *

Year to date

Outbound acquisitions ***

Ranking per Country ****

TARGET COUNTRY	No.	Total value (USDm)
Peru	6	358.27
United States	2	530.56
Spain	2	104.23
Panama	2	ND - Not-disclosed
Mexico	2	ND - Not-disclosed
Paraguay	1	270.00
Chile	1	ND - Not-disclosed
Brazil	1	ND - Not-disclosed

* Any M&A transaction that involves a buyer, seller or target based outside of Latin America.

** Foreign companies acquiring Latin America-based targets. Since December 2018 this analysis includes acquisitions made by local subsidiaries of foreign entities.

*** Latin America-based companies acquiring targets abroad. Since December 2018 this analysis includes acquisitions made by foreign subsidiaries of Latin America-based entities.

**** The same deal may appear under multiple subsectors and countries based on a companies operations and the number of parties involved in a given transaction.



OVERVIEW (M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS)



Inbound acquisitions **
Ranking per Country ****

CROSS-BORDER DEALS *
Year to date

Outbound acquisitions ***
Ranking per Country ****

BIDDER COUNTRY	No.	Total value (USDm)
United States	55	3,249.80
Spain	11	2,604.16
United Kingdom	7	857.90
Japan	7	20.00
France	6	20.75
Canada	5	812.07
Argentina	3	51.00
Switzerland	3	10.61
Luxembourg	2	801.00
Chile	2	207.75

TARGET COUNTRY	No.	Total value (USDm)
United States	16	1,184.86
Spain	12	32.14
Colombia	6	30.87
Brazil	4	1,094.74
United Kingdom	3	40.00
Peru	3	5.16
Chile	3	ND - Not-disclosed
El Salvador	2	314.81
Ecuador	2	ND - Not-disclosed
Poland	1	348.37



Inbound acquisitions **
Ranking per Country ****

CROSS-BORDER DEALS *
Year to date

Outbound acquisitions ***
Ranking per Country ****

BIDDER COUNTRY	No.	Total value (USDm)
United States	10	299.50
Colombia	6	358.27
Spain	6	215.00
Chile	5	171.02
Argentina	4	1,050.00
France	4	ND - Not-disclosed
United Kingdom	3	19.50
Mexico	3	5.16
Hong Kong	2	3,815.00
Canada	2	5.25

TARGET COUNTRY	No.	Total value (USDm)
Colombia	4	80.00
United States	2	18.00
Mexico	2	6.49
United Kingdom	1	100.00
Chile	1	19.00
Canada	1	ND - Not-disclosed

* Any M&A transaction that involves a buyer, seller or target based outside of Latin America.

** Foreign companies acquiring Latin America-based targets. Since December 2018 this analysis includes acquisitions made by local subsidiaries of foreign entities.

*** Latin America-based companies acquiring targets abroad. Since December 2018 this analysis includes acquisitions made by foreign subsidiaries of Latin America-based entities.

**** The same deal may appear under multiple subsectors and countries based on a companies operations and the number of parties involved in a given transaction.



INDEX



OVERVIEW

PRIVATE
EQUITYVENTURE
CAPITALASSET
ACQUISITIONEQUITY CAPITAL
MARKETSLARGEST
TRANSACTIONSDEAL OF
THE MONTH

TTR RADAR



RANKINGS



OVERVIEW (M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS)

CROSS-BORDER DEALS

























Year to date

Buyer

Seller

Targets

Targets

		AR	BR	CL	CO	MX	PE	Other *			AR	BR	CL	CO	MX	PE	Other *
								*									*
	AR		11	4	3	3	4	3		AR		1	2	-	-	2	5
	BR	7		2	2	1	-	2		BR	6		1	1	1	-	2
	CL	3	5		5	2	5	4		CL	5	1		2	1	2	1
	CO	-	1	1		2	6	3		CO	-	-	2		-	1	4
	MX	1	4	3	6		3	6		MX	1	2	1	1		1	2
	PE	-	-	1	4	2		-		PE	-	-	2	1	-		2
*	Other	31	261	65	85	111	34		*	Other	13	92	29	29	42	18	

* Other - Transactions in Latin America where the parties are from other Latin American countries.

INDEX

OVERVIEW

PRIVATE EQUITY

VENTURE CAPITAL

ASSET ACQUISITION

EQUITY CAPITAL MARKETS

LARGEST TRANSACTIONS

DEAL OF THE MONTH

TTR RADAR

RANKINGS

i



PRIVATE EQUITY

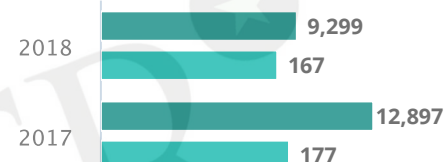
TOTAL TRANSACTION VOLUME AND AGGREGATE VALUE

YEAR TO DATE

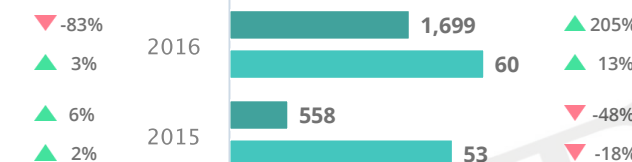
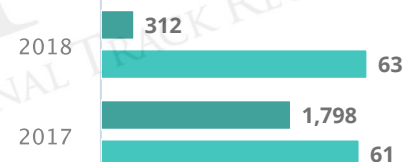
Total aggregate value (USDm):	6,192	▼ -30.38%
Number of transactions:	109	▼ -15.50%
Completed:	83 (76%)	
Disclosed value:	49 (45%)	

LAST FOUR YEARS (JAN-DEC)

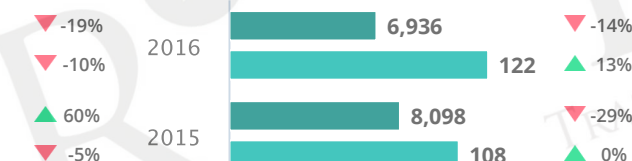
Total



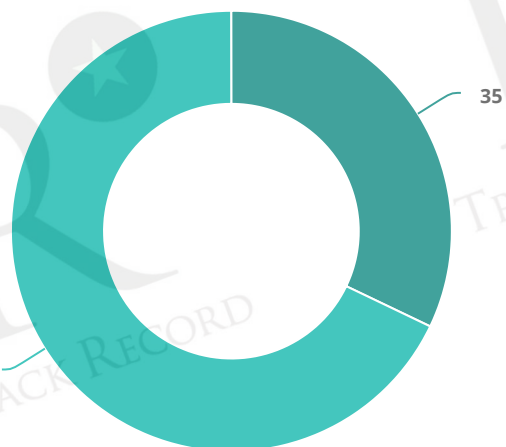
Domestic



Cross-border



Scope



Domestic

- Total: 35 | 2,031 USDm
- Ongoing: 8 | 1,497 USDm
- Completed: 27 | 534 USDm

Cross-border

- Total: 74 | 4,160 USDm
- Ongoing: 18 | 679 USDm
- Completed: 56 | 3,481 USDm

▲ ▼ % All the percentages represent a variation relative to the same period the previous year.

■ Total aggregate value (USDm)

■ Number of transactions

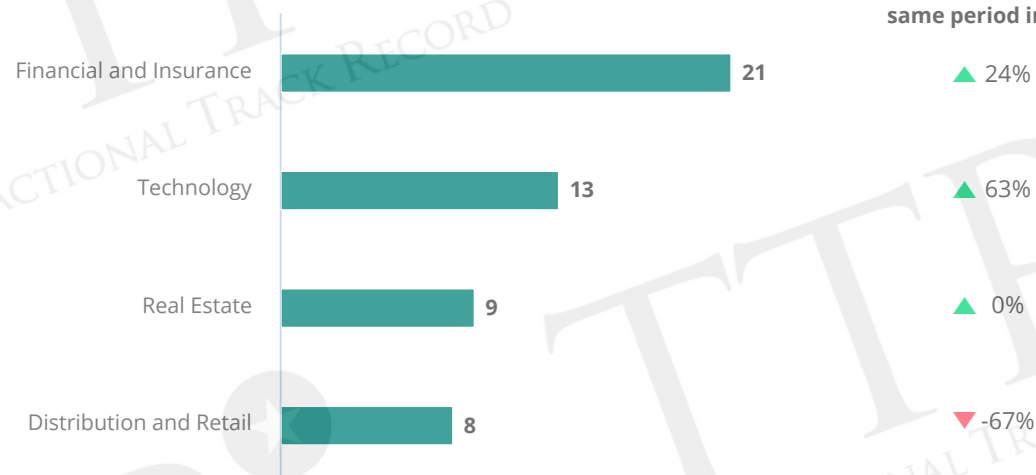
- INDEX
- OVERVIEW
- PRIVATE EQUITY
- VENTURE CAPITAL
- ASSET ACQUISITION
- EQUITY CAPITAL MARKETS
- LARGEST TRANSACTIONS
- DEAL OF THE MONTH
- TTR RADAR
- RANKINGS
- INFO



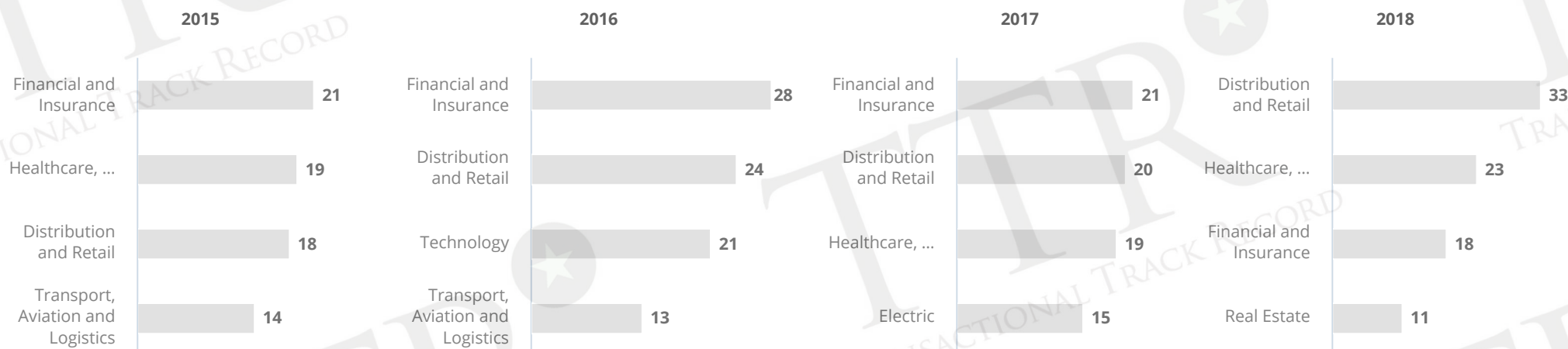
PRIVATE EQUITY - Investment

LEADING FIRMS AND SUBSECTORS *

Year to date

Change relative to the
same period in 2018

Private Equity	Country	N°	Value (USDm)
1 Patria Investimentos	Brazil	5	286.11
2 Warburg Pincus	United States	4	131.23
3 Advent International	United States	3	725.00
4 CPPIB - Canada Pension Plan Investment Board	Canada	3	423.87
5 Carlyle	United States	3	277.03
6 Vidros da Glória Participações	Brazil	3	200.99
7 Actis	United Kingdom	2	172.06
8 Brookfield Business Partners	Canada	2	131.05



* TTR considers the most active subsectors to be those that had the highest number of registered transactions. Should there be a tie between subsectors, the subsector that registered the higher value will dominate.

INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS

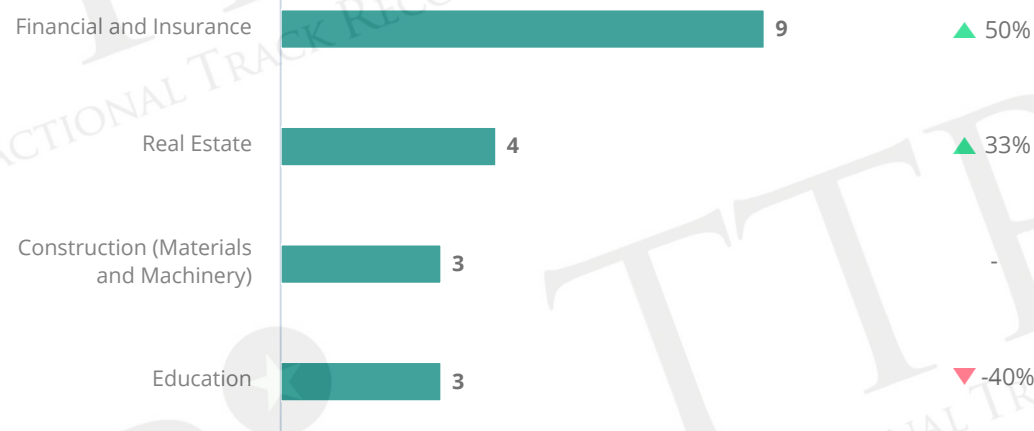




PRIVATE EQUITY - Divestment (Exits)

LEADING FIRMS AND SUBSECTORS *

Year to date

Change relative to the
same period in 2018

Private Equity	Country	N°	Value (USDm)
1 Blue Water Worldwide	United States	3	353.77
2 Patria Investimentos	Brazil	3	-
3 Gávea Investimentos	Brazil	2	1,254.15
4 Blackstone	United States	2	125.85
5 Patria Brazilian Private Equity IV FIP	Brazil	2	-
6 Victoria Capital Partners Argentina	Argentina	1	353.81
7 Essex Woodlands	United States	1	143.95
8 Goldner Hawn	United States	1	113.00

2015

2016

2017

2018



* TTR considers the most active subsectors to be those that had the highest number of registered transactions. Should there be a tie between subsectors, the subsector that registered the higher value will dominate.

INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS





VENTURE CAPITAL

TOTAL TRANSACTION VOLUME AND AGGREGATE VALUE

YEAR TO DATE

Total aggregate value (USDm): 3,983 ▲ 56.76%

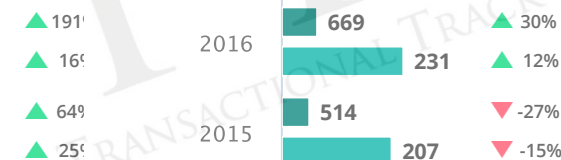
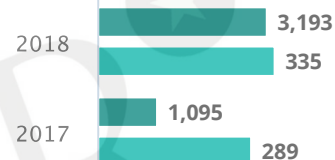
Number of transactions: 350 ▲ 26.35%

Completed: 338 (97%)

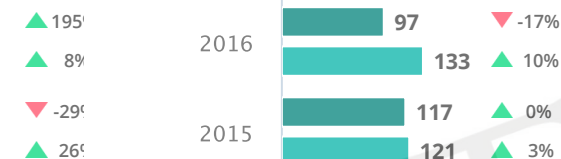
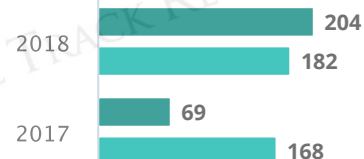
Disclosed value: 217 (62%)

LAST FOUR YEARS (JAN-DEC)

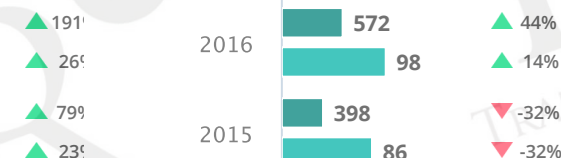
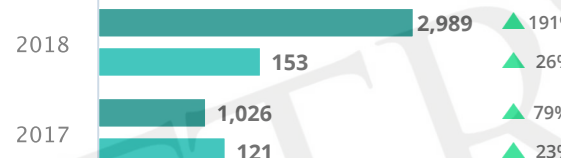
Total



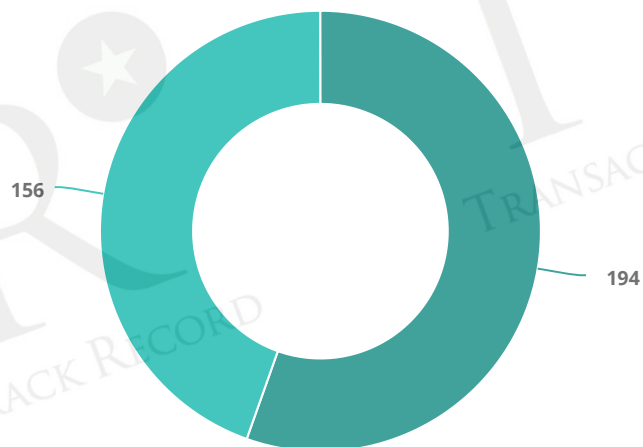
Domestic



Cross-border



Scope



Domestic

- Total: 194 | 220 USDm
 - Ongoing: 8 | 1 USDm
 - Completed: 186 | 219 USDm

Cross-border

- Total: 156 | 3,763 USDm
 - Ongoing: 4 | 418 USDm
 - Completed: 152 | 3,346 USDm

▲ ▼ % All the percentages represent a variation relative to the same period the previous year.

■ Total aggregate value (USDm)

■ Number of transactions

INDEX

OVERVIEW

PRIVATE EQUITY

VENTURE CAPITAL

ASSET ACQUISITION

EQUITY CAPITAL MARKETS

LARGEST TRANSACTIONS

DEAL OF THE MONTH

TTR RADAR

RANKINGS



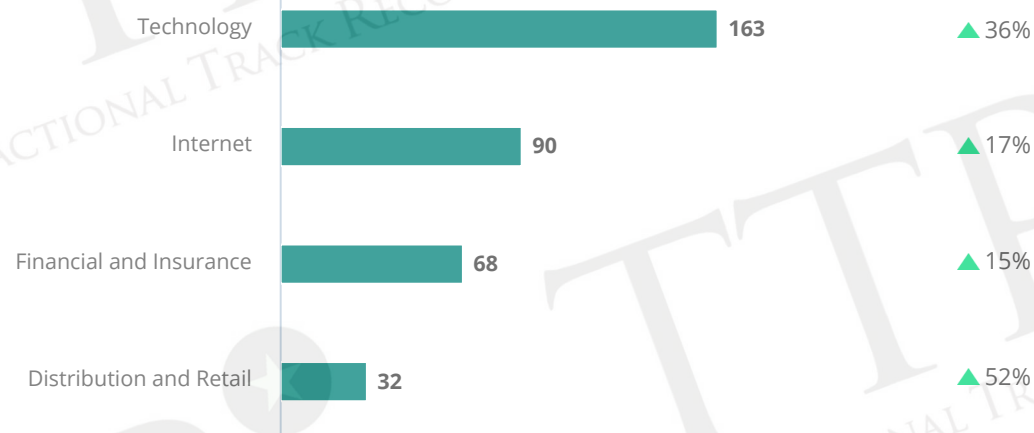
VENTURE CAPITAL - Investment

LEADING FIRMS AND SUBSECTORS *

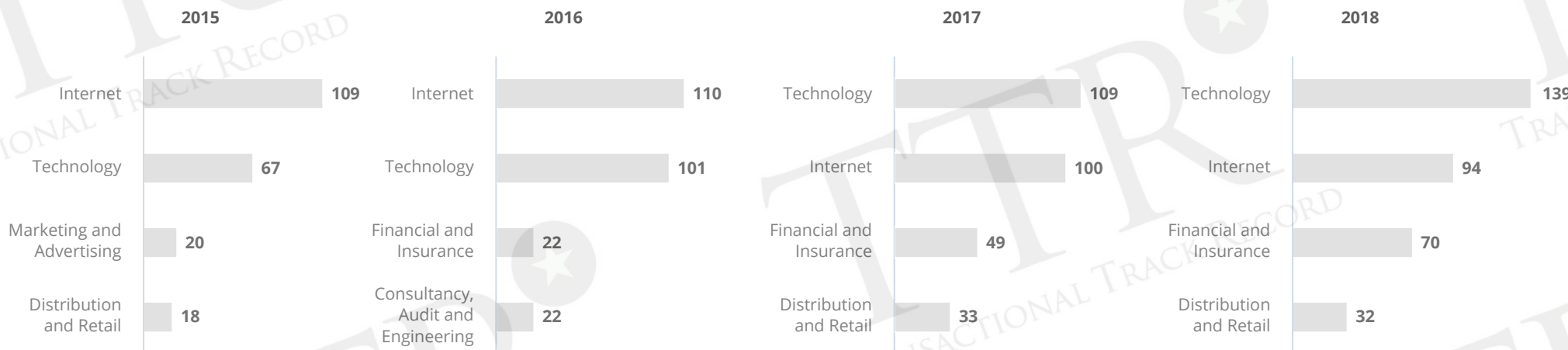


Year to date

Change relative to the same period in 2018



Venture Capital	Country	Nº	Value (USDm)
1 500Startups	United States	14	6.00
2 Kaszek Ventures	Argentina	13	430.51
3 Canary	Brazil	13	104.72
4 monashees	Brazil	8	135.30
5 Redpoint e.Ventures	Brazil	8	104.99
6 Bossa Nova Investimentos	Brazil	8	1.63
7 Mountain Nazca	Chile	6	37.40
8 Dila Capital	Mexico	6	13.50

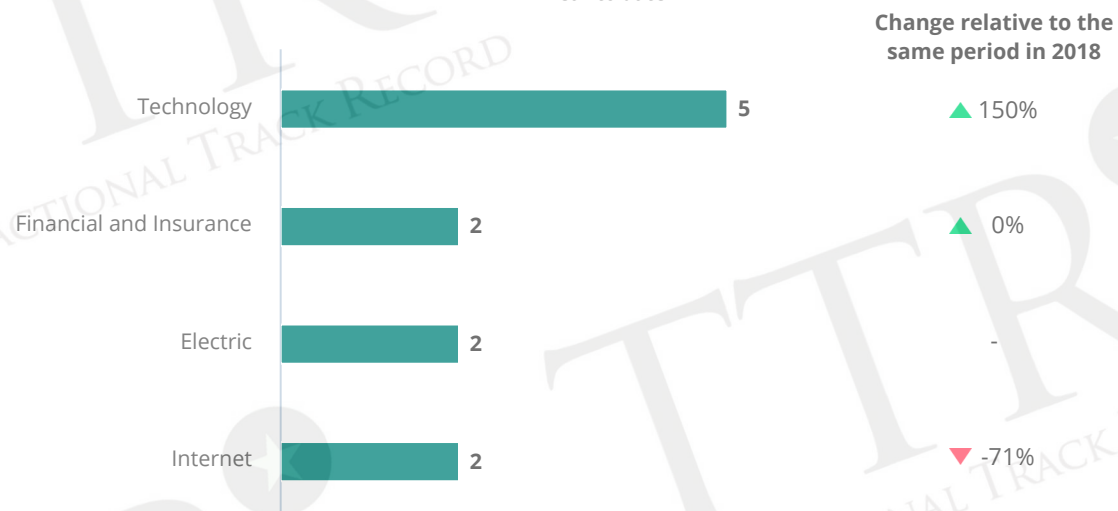


* TTR considers the most active subsectors to be those that had the highest number of registered transactions. Should there be a tie between subsectors, the subsector that registered the higher value will dominate.

VENTURE CAPITAL - Divestment (Exits)

LEADING FIRMS AND SUBSECTORS *

Year to date



	Venture Capital	Country	Nº	Value (USDm)
1	Provence Capital	Brazil	1	8.81
2	WOW	Brazil	1	5.72
3	Algar Ventures	Brazil	1	3.00
4	5M Ventures	France	1	-
4	Ad4ventures Italia	Italy	1	-
4	Ad4ventures Spain	Spain	1	-
4	Alaya Capital Partners	Argentina	1	-
4	ALLVP	Mexico	1	-
4	Augesco Ventures	France	1	-
4	BMG Uptech	Brazil	1	-
4	Bonsai Venture Capital	Spain	1	-
4	Caixa Capital Risc	Spain	1	-
4	Capital Deportivo	Mexico	1	-
4	Cedro Capital	Brazil	1	-
4	Dila Capital	Mexico	1	-
4	e.ventures	United States	1	-
4	FIP Criatec II	Brazil	1	-
4	Innogest	Italy	1	-
4	Ithaca Ventures	Slovakia	1	-
4	Kaszek Ventures	Argentina	1	-
4	Media Digital Ventures Spain	Spain	1	-
4	Mountain Nazca	Chile	1	-
4	Northzone	Sweden	1	-
4	Randstad Innovation Fund	Netherlands	1	-



INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS





INDEX



OVERVIEW

PRIVATE
EQUITYVENTURE
CAPITALASSET
ACQUISITIONEQUITY CAPITAL
MARKETSLARGEST
TRANSACTIONSDEAL OF
THE MONTH

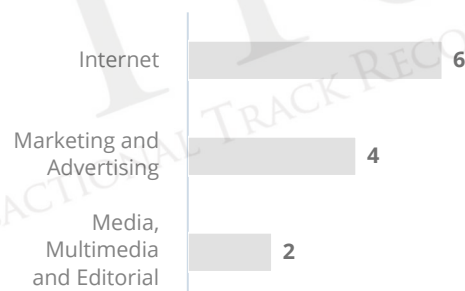
TTR RADAR



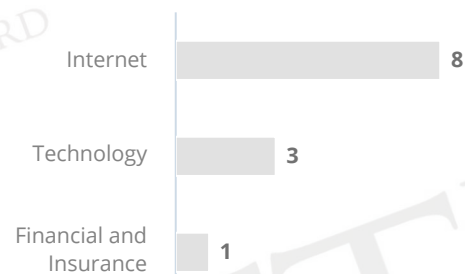
RANKINGS



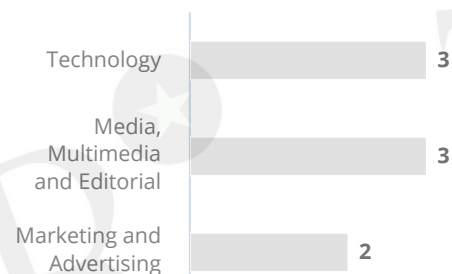
2015



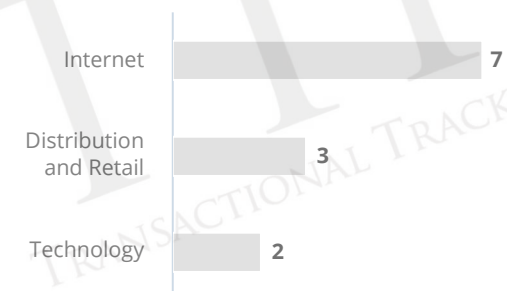
2016



2017



2018



* TTR considers the most active subsectors to be those that had the highest number of registered transactions. Should there be a tie between subsectors, the subsector that registered the higher value will dominate.

ASSET ACQUISITION

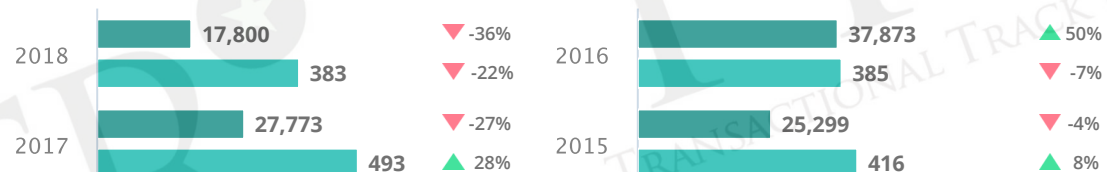
TOTAL TRANSACTION VOLUME AND AGGREGATE VALUE

YEAR TO DATE

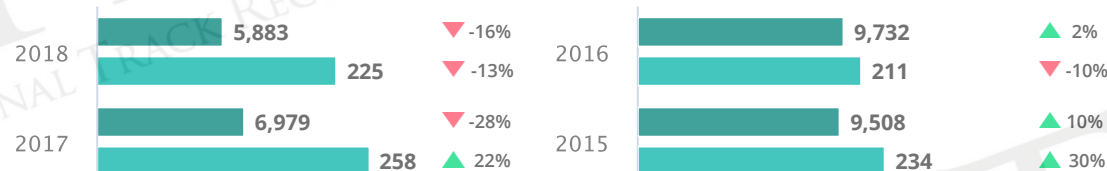
Total aggregate value (USDm):	15,441	▼ -5.12%
Number of transactions:	335	▲ 9.84%
Completed:	255 (76%)	
Disclosed value:	176 (53%)	

LAST FOUR YEARS (JAN-DEC)

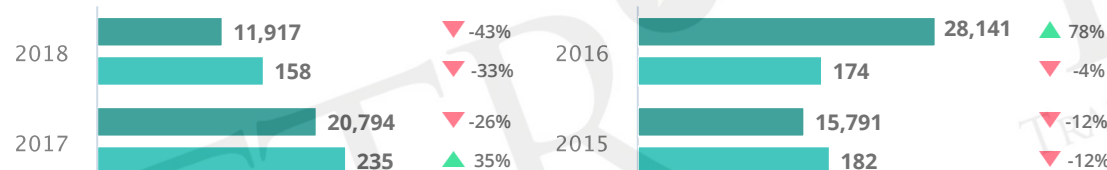
Total



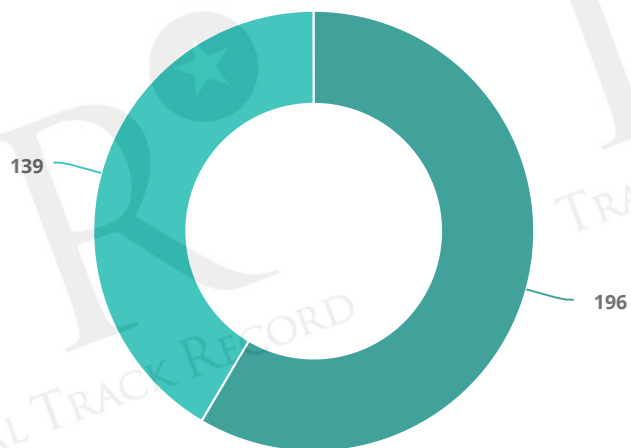
Domestic



Cross-border



Scope



Domestic

- Total: 196 | 7,021 USDm
- Ongoing: 33 | 2,943 USDm
- Completed: 163 | 4,078 USDm

Cross-border

- Total: 139 | 8,421 USDm
- Ongoing: 47 | 6,282 USDm
- Completed: 92 | 2,139 USDm

▲ ▼ % All the percentages represent a variation relative to the same period the previous year.

■ Total aggregate value (USDm)

■ Number of transactions

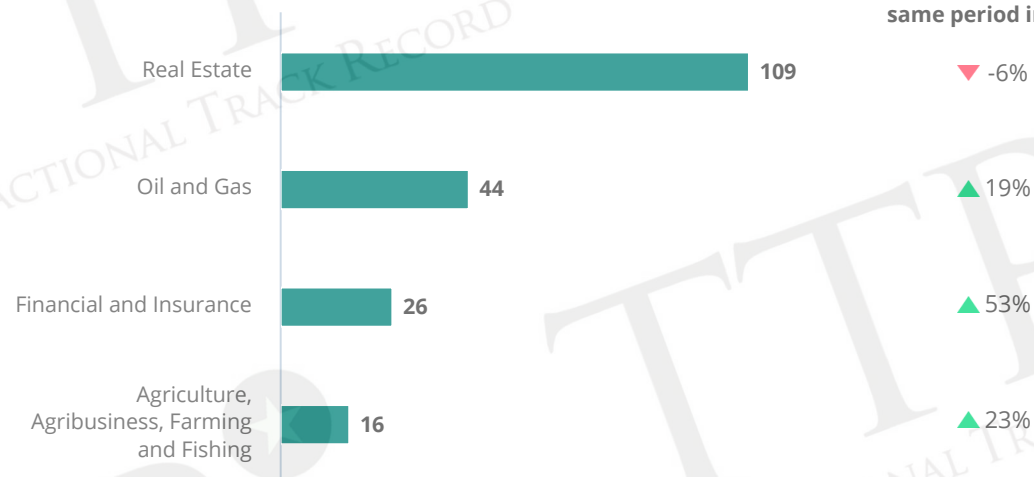


ASSET ACQUISITION

LEADING SUBSECTORS *

Year to date

Change relative to the same period in 2018



2015

2016

2017

2018



* TTR considers the most active subsectors to be those that had the highest number of registered transactions. Should there be a tie between subsectors, the subsector that registered the higher value will dominate.



INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS



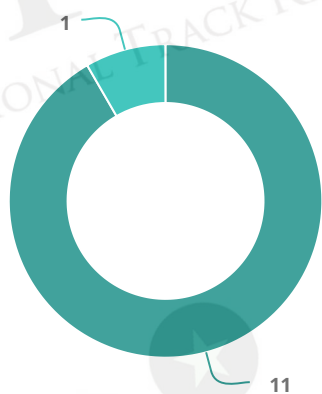


EQUITY CAPITAL MARKETS

IPOs *

Year to date

Number of transactions



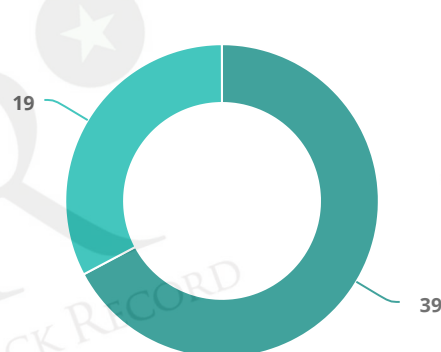
Total Value (USDm)



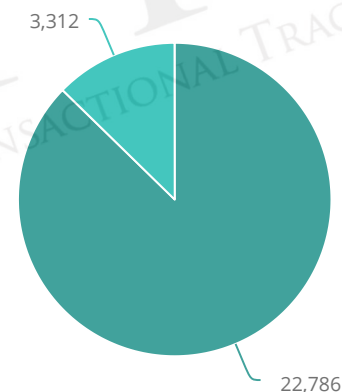
FOLLOW-ON *

Year to date

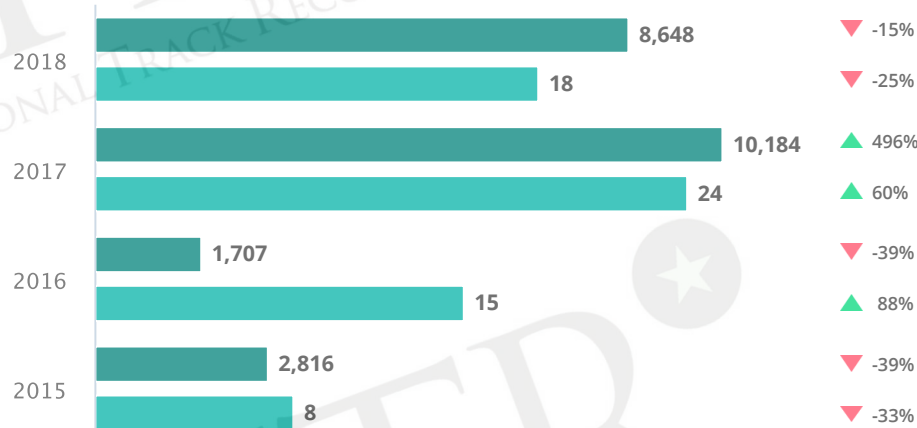
Number of transactions



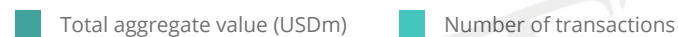
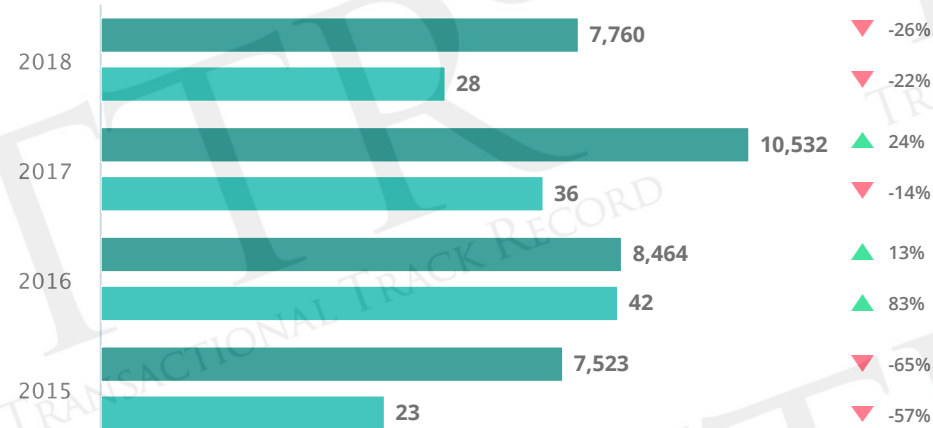
Total Value (USDm)



Last Four Years (Jan-Dec)



Last Four Years (Jan-Dec)



▲ ▼ % All the percentages represent a variation relative to the same period the previous year.

* Includes transactions acted by Latin American companies in Latin America or abroad.



INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS



LARGEST TRANSACTIONS OF THE MONTH



VENTURE CAPITAL

Target	Country	Subsector	Buyer	Seller	Value (USDm)
SouSmile	Brazil	Pharmaceutical, Parapharmaceutical and Cosmetics	Kaszek Ventures, Global Founders Capital, Canary		4.92 ➤
Theia	Brazil	Technology	Kaszek Ventures, Private Shareholders Brazil I, Maya Capital		1.72 ➤
Worcket Group	Argentina	Internet	NXTP Labs		1.50 ➤



INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS



LARGEST TRANSACTIONS OF THE MONTH



MERGERS & ACQUISITIONS

Target	Country	Subsector	Buyer	Seller	Value (USDm)
Adtalem Brasil Holding	Brazil	Financial and Insurance	Universidade Estácio de Sá	Private Shareholders Brazil I	464.39
Concessão Lotex	Brazil	Financial and Insurance	Scientific Games, IGT - International Game Technology	-	200.23
Rec 2017 Empreendimentos e Participações Vii, Rec 2017 Empreendimentos e Participações Ix	Brazil	Construction (Materials and Machinery), Real Estate	BR Properties	HSI V FIP	185.84
Biotoscana Investments	Brazil	Pharmaceutical, Parapharmaceutical and Cosmetics	Knight Therapeutics	Private Shareholders Brazil I, Essex Woodlands, Biotoscana Secondary Investment, Advent Cartagena	143.95
Zup	Brazil	Technology	Banco Itaú Unibanco	Private Shareholders Brazil I	143.44

PRIVATE EQUITY

Target	Country	Subsector	Buyer	Seller	Value (USDm)
Biotoscana Investments	Brazil	Pharmaceutical, Parapharmaceutical and Cosmetics	Knight Therapeutics	Essex Woodlands, Advent Cartagena, Biotoscana Secondary Investment, Private Shareholders Brazil I	143.95
Smart Fit	Brazil	Sports and Leisure	Private Shareholders Brazil II, BPE FIT Holding	Private Shareholders Brazil I	120.93
CAMIL Alimentos	Brazil	Food	Private Shareholders Brazil I	WP XII FIP	46.91
Alphaville Urbanismo	Brazil	Construction (Materials and Machinery)	AE Investimentos e Participações	Gafisa	24.17

VENTURE CAPITAL

Target	Country	Subsector	Buyer	Seller	Value (USDm)
TIER	Germany	Cars, Motorcycles and Other Vehicles	Kibo Ventures, Point Nine Capital, Whitestar, Northzone, Private Shareholders Brazil I, Market One Capital, Goodwater Capital, Indico Capital Partners, Mubadala Infrastructure Partners		60.00
Olist	Brazil	Internet	SoftBank		46.71
BBNK	Brazil	Technology	BRQ, Parallax Ventures		14.55
Cobli	Brazil	Technology	Valor Capital Group, Fifth Wall		10.00
Idwall	Brazil	Technology	Qualcomm Ventures		9.83



INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR








RANKINGS




i

LARGEST TRANSACTIONS OF THE MONTH 

MERGERS & ACQUISITIONS

Target	Country	Subsector	Buyer	Seller	Value (USDm)
Chilquinta Energía, TecnoRed	Chile	Electric, Consultancy, Audit and Engineering	SGID	Sempra Energy	2,230.00 
Eletrans	Chile	Electric	Chilquinta Energía	Grupo Saesa	217.00 
Proyecto Santa Isabel	Chile	Solar	Total Eren	SunPower	200.00 
Concesión Costera Cartagena Barranquilla	Colombia	Roads and Highways	ISA Inversiones Costera Chile	MHC Ingeniería y Construcción de Obras Civiles, Aeropuerto Hacaritama, Castro Tcherassi, Constructora Colpatria	148.30 
Clínica Las Condes (CLC)	Chile	Healthcare, Hygiene, Medical Aesthetics and Cosmetics	Lucec Tres	Private Shareholders I	104.32 

PRIVATE EQUITY

Target	Country	Subsector	Buyer	Seller	Value (USDm)
Minera BioLantánidos	Chile	Mining	Minera Hochschild Chile	FIP Lantánidos (Minería Activa)	56.30 

INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS



LARGEST TRANSACTIONS OF THE MONTH



MERGERS & ACQUISITIONS

Target	Country	Subsector	Buyer	Seller	Value (USDm)
Slang	United States	Internet	ALLVP, InQlab	-	417.56 ▶
Concesión Costera Cartagena Barranquilla	Colombia	Roads and Highways	ISA Inversiones Costera Chile	MHC Ingeniería y Construcción de Obras Civiles, Aeropuerto Hacaritama, Castro Tcherassi, Constructora Colpatría	148.30 ▶
Concesión Túnel Aburrá Oriente	Colombia	Roads and Highways	Grupo Odinsa	Private Shareholders I	97.09 (Approx.) ▶
BCN Medical	Colombia	Cars, Motorcycles and Other Vehicles	Faes Farma	Private Shareholders I	22.24 ▶

VENTURE CAPITAL

Target	Country	Subsector	Buyer	Seller	Value (USDm)
Slang	United States	Internet	ALLVP, InQlab		417.56 ▶

INDEX

OVERVIEW

PRIVATE EQUITY

VENTURE CAPITAL

ASSET ACQUISITION

EQUITY CAPITAL MARKETS

LARGEST TRANSACTIONS

DEAL OF THE MONTH

TTR RADAR

RANKINGS






i

LARGEST TRANSACTIONS OF THE MONTH 

MERGERS & ACQUISITIONS

Target	Country	Subsector	Buyer	Seller	Value (USDm)
Red de Carreteras de Occidente (RCO)	Mexico	Roads and Highways	Abertis, GIC	Goldman Sachs	2,311.67 (Approx.) 
Slang	United States	Internet	ALLVP, InQlab	-	417.56 
Operaciones y activos de tres centros de datos	Mexico	Telecoms	Equinix	Axtel	175.00 
Innohub México	Mexico	Financial and Insurance	CONTPAQi, Banco Santander México, Private Shareholders Mexico I	-	12.85 
Poder Justo	Mexico	Food and Beverage	Mountain Nazca México, Foundation Capital, FEMSA Comercio	-	10.00 

VENTURE CAPITAL

Target	Country	Subsector	Buyer	Seller	Value (USDm)
Slang	United States	Internet	ALLVP, InQlab		417.56 
Marcandita	Spain	Technology	Redalpine Venture Partners, DN Capital, VARIV Capital, Enern, Speedinvest, Founders Future, USM, Conexo Ventures		24.02 (Approx.) 
Innohub México	Mexico	Financial and Insurance	Banco Santander México, Private Shareholders Mexico I, CONTPAQi		12.85 
Poder Justo	Mexico	Food and Beverage	FEMSA Comercio, Foundation Capital, Mountain Nazca México (Mountain Nazca)		10.00 
Zubale	Mexico	Technology	Industry Ventures Fund, Private Shareholders United States I, NFX, Liquid 2 Venture, XFactor Ventures		4.40 

INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS



DEAL OF THE MONTH

January	February	1Q	April	May	2Q
Target: AquaChile	Target: El Bosque 90	Target: TASA - Tecnología Aplicada, Atlantis	Target: Minera Teck Quebrada Blanca	Target: IpT de Perú	Target: Minera Teck Quebrada Blanca
Buyer: Grupo Agrosuper	Buyer: MetLife Chile Seguros de Vida	Buyer: Alicorp Inversiones	Buyer: Sumitomo Corporation, Sumitomo Metal Mining	Buyer: Telefónica, Facebook, CAF - Development Bank Of Latin America, IDB Invest	Buyer: Sumitomo Corporation, Sumitomo Metal Mining
Value: USD 850.00m	Value: USD 90.00m	Value: USD 490.00m	Value: USD 1,200.00m	Value: USD 156.00m	Value: USD 1,200.00m
July	August	3Q	October	November	December
Target: Australis Seafoods	Target: Telefónica Panamá	Target: Atracciones Coney Island (Coney Park), Yukids Chile	Target: SAAM Smit Towage Brasil, SAAM SMIT Towage México	Target:	Target:
Buyer: Food Investment	Buyer: Millicom International Cellular	Buyer: Carlyle (Global)	Buyer: SAAM	Buyer:	Buyer:
Value: USD 886.00m	Value: USD 594.00m	Value: USD 92.30m	Value: USD 194.35m	Value:	Value:

SAAM Smit Towage Brasil, SAAM SMIT Towage México

SAAM takes over SAAM SMIT Towage Brasil and SAAM SMIT Towage México

[Full Transaction Details](#)

Parties

Target: SAAM Smit Towage Brasil
Description: Provider of towing services in ports.
Target: SAAM SMIT Towage México
Description: Towing services provider in ports.

Buyer	%
SAAM	-
Ultimate Owner (Buyer)	
SM SAAM	

Seller	%
Boskalis Holding	-

FINANCIAL DATA

Total Value	Payment	SAAM Smit Towage Brasil 2018-12-31	(USD)
USD 194.35m	(Cash) USD 194.35m	Revenue	USD 95.47m
Multiples - SAAM Smit Towage Brasil - 2018-12-31		EBITDA	USD 36.28m
	Enterprise Value	EBIT	USD 23.57m
	Equity Value (Implied)	Earnings	USD 12.98m
	Total value (Transaction)	Net Debt	-
Revenue	-		
EBITDA	-		
EBIT	-		
Earnings	-		

Advisors / Due Diligence

Parties	Legal Advisory	People
SAAM	Demarest Advogados	Gabriel Ricardo Kuznietz (Partner), Carlos Eduardo Marino Orsolon (Partner), Renato Canizares (Partner), Betina Frank Castellanos Alem (Senior Associate), Roberto Pinatti Casarini (Senior Associate), Felipe Koller (Associate), Raffi Aniz de Barros Leite (Associate)
SAAM	Simpson Thacher & Bartlett US (Global)	Karen McClendon (Associate)
Boskalis Holding	BMA - Barbosa Müssnich Aragão	Hermano Barbosa (Partner), Marcos Exposto (Partner), Patrícia O. Ferrari Sabino (Partner), Maria Julia Knibel (Associate), Renata Medina Gomes (Associate)
Boskalis Holding	Freshfields Bruckhaus Deringer Netherlands	Victor van Vegchel (Associate)
SAAM SMIT Towage México	Basham Ringe y Correa	Juan José López de Silanes Molina (Partner), Alex Barrera (Partner), Amilcar Peredo (Partner), Gerson Vaca (Associate), Jesús Manuel Colunga Victoria (Associate), León Hernández (Associate), Francisco Matus



INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



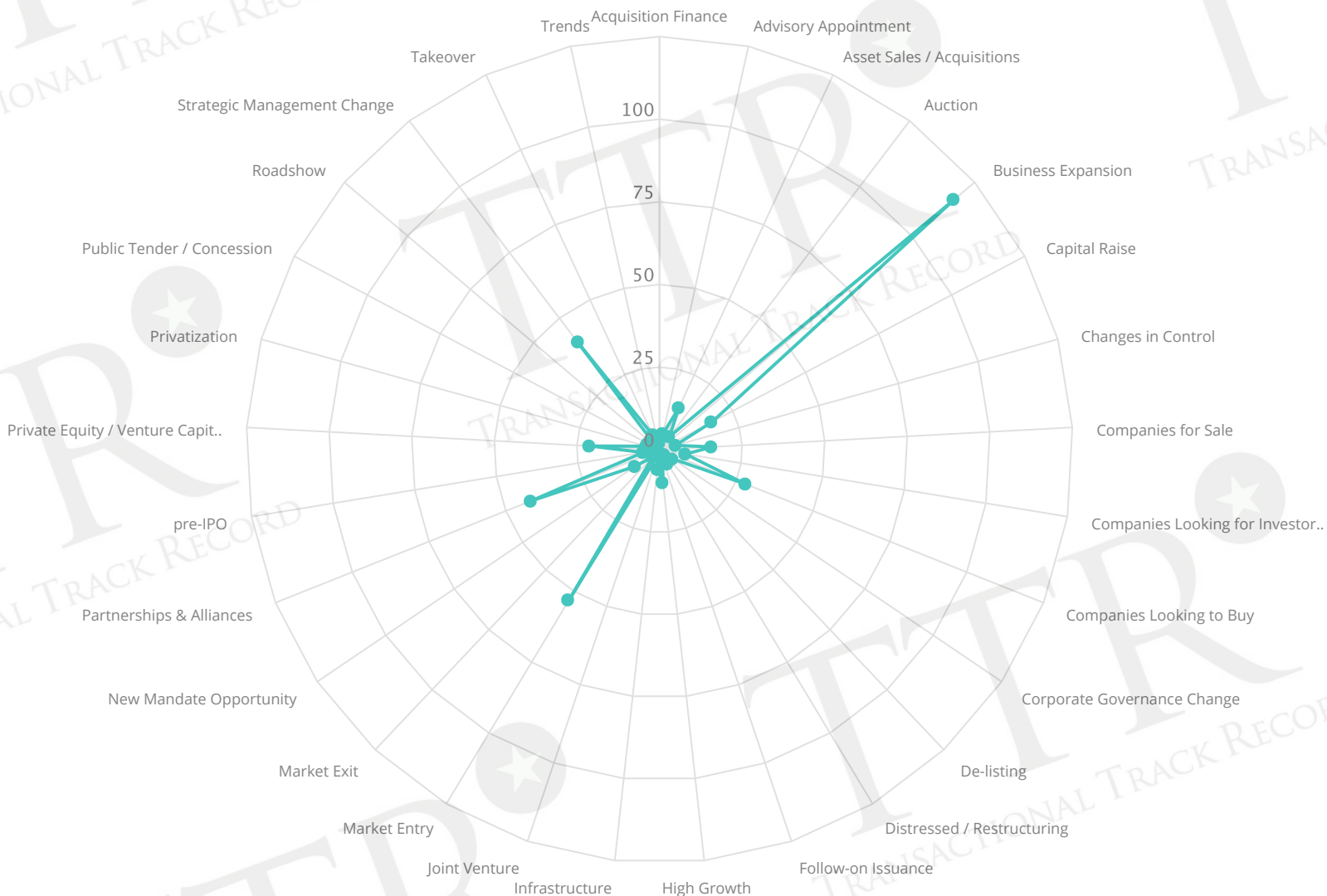
RANKINGS



TTR RADAR

FORWARD-LOOKING INTELLIGENCE

Opportunities by Intelligence Type and Volume - October 2019



Identify early stage M&A opportunities with TTR Radar, delivering actionable proprietary and aggregated intelligence.

TTR RADAR

Aggregated Intelligence

IDB and **SoftBank** partner to support startups in Latin America and the Caribbean [➤](#)

TTR RADAR

Proprietary Intelligence ★

Ridgetop Lighting could tap private equity to establish manufacturing base in the Caribbean [➤](#)

INDEX

OVERVIEW

PRIVATE EQUITY

VENTURE CAPITAL

ASSET ACQUISITION

EQUITY CAPITAL MARKETS

LARGEST TRANSACTIONS

DEAL OF THE MONTH

TTR RADAR

RANKINGS

?



INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS



RANKING YEAR TO DATE



Financial Advisors
Legal Advisors
Dealmakers

RANKING YEAR TO DATE

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Financial Advisors

By total value of transactions

Ranking 2019	Financial Advisor	Total value (USDm)	Number of transactions	Ranking 2018	Variation Total value (%)	Buy-Side (USDm)	Sell-Side (USDm)
1	BBVA	1,341.00	3	*	*	-	1,341.00
2	Bank of America	616.00	1	*	*	-	616.00
3	Banco Itaú BBA	389.31	5	*	*	-	389.31
4	Mediobanca	353.81	1	*	*	-	353.81
5	Finanzas y Gestión	45.00	1	6	*	-	45.00
6	Eurohold	34.77	1	*	*	34.77	-

By n° of transactions

Ranking 2019	Financial Advisor	Number of transactions	Total value (USDm)	Ranking 2018	Variation n° Of transactions	Buy-Side	Sell-Side
1	Banco Itaú BBA	5	389.31	*	*	1	4
2	BBVA	3	1,341.00	*	*	-	3
3	Bank of America	1	616.00	*	*	-	1
4	Mediobanca	1	353.81	*	*	-	1
5	Finanzas y Gestión	1	45.00	2	-1	-	1
6	Eurohold	1	34.77	*	*	1	-
7	Goldenhill Advisors Argentina	1	-	*	*	-	1
7	Landmark Alantra	1	-	7	0	-	1
7	Norgestión	1	-	*	*	-	1
7	Pipeline Capital	1	-	*	*	1	-
7	Riza Capital	1	-	*	*	1	-
7	TeamOn	1	-	*	*	1	-

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRecord.com.

INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS



RANKING YEAR TO DATE

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Legal Advisors

By total value of transactions

Ranking 2019	Legal Advisor	Total value (USDm)	Number of transactions	Ranking 2018	Variation Total value (%)	Buy-Side (USDm)	Sell-Side (USDm)
1	Baker McKenzie Argentina	728.33	3	13	1,800.65	728.33	-
2	Estudio Beccar Varela	725.00	4	7	106.85	-	725.00
3	Marval O'Farrell & Mairal	141.27	15	1	-92.93	89.50	51.77
4	Pérez Alati Grondona Benites & Arntsen	52.50	6	6	-88.33	17.00	35.50
5	Nicholson y Cano Abogados	45.00	1	5	-92.97	-	45.00
6	Estudio Garrido Abogados	34.77	3	11	-9.69	34.77	-
7	Bruchou, Fernández Madero & Lombardi	30.00	3	15	36.36	30.00	-
8	Brons & Salas Abogados	9.00	2	*	*	-	9.00
9	Allende & Brea Abogados	3.98	1	20	70.96	3.98	-
10	Tanoira Cassagne Abogados	1.00	2	19	-66.67	-	1.00

By nº of transactions

Ranking 2019	Legal Advisor	Number of transactions	Total value (USDm)	Ranking 2018	Variation nº Of transactions	Buy-Side	Sell-Side
1	Marval O'Farrell & Mairal	15	141.27	1	0	8	7
2	Pérez Alati Grondona Benites & Arntsen	6	52.50	2	-4	4	2
3	Estudio Beccar Varela	4	725.00	6	0	3	1
4	Baker McKenzie Argentina	3	728.33	9	0	2	1
5	Estudio Garrido Abogados	3	34.77	8	0	2	1
6	Bruchou, Fernández Madero & Lombardi	3	30.00	3	-5	3	-
7	Brons & Salas Abogados	2	9.00	*	*	-	2
8	Tanoira Cassagne Abogados	2	1.00	21	1	-	2
9	EY Law Argentina	2	-	23	1	1	1
10	Nicholson y Cano Abogados	1	45.00	7	-2	-	1

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRecord.com.

INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS



RANKING YEAR TO DATE

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Dealmakers - Financial Advisor

By total value of transactions

Ranking 2019	Dealmakers - Financial Advisor	Total value (USDm)	Number of transactions	Ranking 2018	Variation Total value (%)	Buy-Side (USDm)	Sell-Side (USDm)
--------------	--------------------------------	--------------------	------------------------	--------------	---------------------------	-----------------	------------------

By nº of transactions

Ranking 2019	Dealmakers - Financial Advisor	Number of transactions	Total value (USDm)	Ranking 2018	Variation nº Of transactions	Buy-Side	Sell-Side
1	Bruno Ruiz Arrúe (<i>Norgestión</i>)	1	-	*	*	-	1
1	Marco Gonçalves (<i>Riza Capital</i>)	1	-	*	*	1	-
1	Íñigo Moreno Fdz. de Leceta (<i>TeamOn</i>)	1	-	*	*	1	-

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRRecord.com.

INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS



RANKING YEAR TO DATE 

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Dealmakers - Legal Advisors

TTR's Dealmaker Rankings are comprised exclusively of partner-level advisors active in each given market.

By total value of transactions

Ranking 2019	Dealmakers - Legal Advisor	Total value (USDm)	Number of transactions	Ranking 2018	Variation Total value (%)	Buy-Side (USDm)	Sell-Side (USDm)
1	Gabriel Gómez Giglio (<i>Baker McKenzie Argentina</i>)	728.33	2	28	2,042.15	728.33	-
2	Agustín Waisman (<i>Estudio Beccar Varela</i>)	725.00	2	14	141.67	-	725.00
2	María Benson (<i>Estudio Beccar Varela</i>)	725.00	2	14	141.67	-	725.00
3	Esteban Pablo Rópolo (<i>Baker McKenzie Argentina</i>)	725.00	1	28	2,032.35	725.00	-
3	Gustavo Boruchowicz (<i>Baker McKenzie Argentina</i>)	725.00	1	28	2,032.35	725.00	-
3	María Vanina Caniza (<i>Baker McKenzie Argentina</i>)	725.00	1	28	2,032.35	725.00	-
3	José Miguel Puccinelli (<i>Estudio Beccar Varela</i>)	725.00	1	14	141.67	-	725.00
3	María Shakespear (<i>Estudio Beccar Varela</i>)	725.00	1	14	141.67	-	725.00
3	Roberto Horacio Crouzel (<i>Estudio Beccar Varela</i>)	725.00	1	14	141.67	-	725.00
3	Santiago Montezanti (<i>Estudio Beccar Varela</i>)	725.00	1	14	141.67	-	725.00
4	Gabriel G. Matarasso (<i>Marval O'Farrell & Mairal</i>)	70.27	2	1	-94.22	35.50	34.77
5	Diego S. Krischautzky (<i>Marval O'Farrell & Mairal</i>)	45.00	2	1	-96.30	45.00	-
6	Pablo Viñals Blake (<i>Marval O'Farrell & Mairal</i>)	45.00	1	1	-96.30	45.00	-
6	Luis Rodolfo Bullrich (<i>Nicholson y Cano Abogados</i>)	45.00	1	8	-92.97	-	45.00
6	María Fraguas (<i>Nicholson y Cano Abogados</i>)	45.00	1	8	-92.97	-	45.00
6	Mariana Guzian (<i>Nicholson y Cano Abogados</i>)	45.00	1	8	-92.97	-	45.00
6	Santiago María Juan Antonio Nicholson (<i>Nicholson y Cano Abogados</i>)	45.00	1	8	-92.97	-	45.00
7	Santiago Daireaux (<i>Pérez Alati Grondona Benites & Arntsen</i>)	35.50	3	14	-88.17	-	35.50
8	Guillermo Burman (<i>Marval O'Farrell & Mairal</i>)	35.50	1	1	-97.08	35.50	-
9	Gustavo E. Garrido (<i>Estudio Garrido Abogados</i>)	34.77	3	25	-9.69	34.77	-
9	Patricia C. Maccaferri (<i>Estudio Garrido Abogados</i>)	34.77	3	25	-9.69	34.77	-
10	María Marta Cancio (<i>Estudio Garrido Abogados</i>)	34.77	2	25	-9.69	34.77	-

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRRecord.com.

INDEX

OVERVIEW

PRIVATE EQUITY

VENTURE CAPITAL

ASSET ACQUISITION

EQUITY CAPITAL MARKETS

LARGEST TRANSACTIONS

DEAL OF THE MONTH

TTR RADAR

RANKINGS

i

RANKING YEAR TO DATE 

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Dealmakers - Legal Advisors

TTR's Dealmaker Rankings are comprised exclusively of partner-level advisors active in each given market.

By nº of transactions

Ranking 2019	Dealmakers - Legal Advisor	Number of transactions	Total value (USDm)	Ranking 2018	Variation nº Of transactions	Buy-Side	Sell-Side
1	Pablo Artagaveytia (<i>Marval O'Farrell & Mairal</i>)	4	9.00	2	0	4	-
2	Santiago Daireaux (<i>Pérez Alati Grondona Benites & Arntsen</i>)	3	35.50	5	0	2	1
3	Gustavo E. Garrido (<i>Estudio Garrido Abogados</i>)	3	34.77	16	1	2	1
3	Patricia C. Maccaferri (<i>Estudio Garrido Abogados</i>)	3	34.77	16	1	2	1
4	Pablo R. García Morillo (<i>Marval O'Farrell & Mairal</i>)	3	-	2	-1	1	2
5	Gabriel Gómez Giglio (<i>Baker McKenzie Argentina</i>)	2	728.33	19	0	2	-
6	Agustín Waisman (<i>Estudio Beccar Varela</i>)	2	725.00	15	0	1	1
6	María Benson (<i>Estudio Beccar Varela</i>)	2	725.00	15	0	1	1
7	Gabriel G. Matarasso (<i>Marval O'Farrell & Mairal</i>)	2	70.27	2	-2	1	1
8	Diego S. Krischcautzky (<i>Marval O'Farrell & Mairal</i>)	2	45.00	2	-2	2	-
9	María Marta Cancio (<i>Estudio Garrido Abogados</i>)	2	34.77	16	0	1	1
10	Jorge Garnier (<i>EY Law Argentina</i>)	2	-	43	1	1	1
10	Barbara V. Ramperti (<i>Marval O'Farrell & Mairal</i>)	2	-	2	-2	1	1

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRecord.com.



INDEX



OVERVIEW

PRIVATE
EQUITYVENTURE
CAPITALASSET
ACQUISITIONEQUITY CAPITAL
MARKETSLARGEST
TRANSACTIONSDEAL OF
THE MONTH

TTR RADAR



RANKINGS



RANKING YEAR TO DATE

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Financial Advisors

By total value of transactions

Ranking 2019	Financial Advisor	Total value (USDm)	Number of transactions	Ranking 2018	Variation Total value (%)	Buy-Side (USDm)	Sell-Side (USDm)
1	Banco Santander	8,396.56	2	10	419.53	184.73	8,211.83
2	Citigroup	8,211.83	1	31	6,743.19	8,211.83	-
3	Banco Itaú BBA	6,404.51	28	1	-61.57	3,733.18	2,671.33
4	Banco BTG Pactual	4,138.38	31	6	-5.27	2,414.05	1,724.33
5	Bank of America	2,341.42	3	3	-81.96	-	2,341.42
6	UBS	1,677.54	2	25	468.66	986.37	691.17
7	Rothschild	1,643.22	2	*	*	-	1,643.22
8	Banco Bradesco BBI	1,538.25	13	2	-90.06	956.42	581.83
9	Riza Capital	1,472.62	3	4	-86.81	1,472.62	-
10	Astoria Capital Partners	1,254.15	3	40	2,617.20	-	1,254.15

By nº of transactions

Ranking 2019	Financial Advisor	Number of transactions	Total value (USDm)	Ranking 2018	Variation nº Of transactions	Buy-Side	Sell-Side
1	Banco BTG Pactual	31	4,138.38	2	7	16	15
2	Banco Itaú BBA	28	6,404.51	1	-1	10	18
3	Banco Bradesco BBI	13	1,538.25	3	-5	9	4
4	IGC Partners	12	101.82	7	4	-	12
5	Deloitte Brasil	10	264.74	8	2	4	6
6	Vinci Partners	10	170.04	5	-1	3	7
7	Ivory Business Management, Advisory and Consultancy	8	-	*	*	2	6
8	Cypress Associates	7	240.49	37	5	2	5
9	Olimpia Partners	6	790.95	15	2	1	5
10	Setter Investimentos	6	193.94	6	-2	5	1

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRecord.com.

INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS



RANKING YEAR TO DATE

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Legal Advisors

By total value of transactions

Ranking 2019	Legal Advisor	Total value (USDm)	Number of transactions	Ranking 2018	Variation Total value (%)	Buy-Side (USDm)	Sell-Side (USDm)
1	Machado, Meyer, Sendacz e Opice Advogados	12,395.04	48	9	384.37	1,332.62	11,062.42
2	Mattos Filho, Veiga Filho, Marrey Jr. e Quiroga Advogados	10,415.19	48	2	-29.30	4,412.66	6,002.53
3	Tauil & Chequer Advogados Associado a Mayer Brown	9,528.80	7	*	*	9,128.80	400.00
4	Pinheiro Neto Advogados	9,058.62	69	6	35.10	6,483.61	2,575.01
5	Stocche Forbes Advogados	8,704.52	21	12	633.68	8,512.94	191.58
6	Schmidt, Valois, Miranda, Ferreira & Agel Advogados	8,211.83	1	*	*	8,211.83	-
7	BMA – Barbosa Müssnich Aragão	6,365.34	41	5	-17.04	2,552.38	3,812.96
8	Demarest Advogados	3,618.82	36	8	12.68	2,004.17	1,614.65
9	Veirano Advogados	2,143.21	65	11	32.53	1,323.97	819.24
10	Ulhoa Canto, Rezende e Guerra - Advogados	2,124.28	21	4	-80.68	100.20	2,024.08

By nº of transactions

Ranking 2019	Legal Advisor	Number of transactions	Total value (USDm)	Ranking 2018	Variation nº Of transactions	Buy-Side	Sell-Side
1	Pinheiro Neto Advogados	69	9,058.62	1	6	44	25
2	Veirano Advogados	65	2,143.21	7	25	34	31
3	Machado, Meyer, Sendacz e Opice Advogados	48	12,395.04	8	17	33	15
4	Mattos Filho, Veiga Filho, Marrey Jr. e Quiroga Advogados	48	10,415.19	2	-8	32	16
5	BMA – Barbosa Müssnich Aragão	41	6,365.34	3	-10	24	17
6	Demarest Advogados	36	3,618.82	5	-10	23	13
7	TozziniFreire Advogados	35	1,607.17	12	15	18	17
8	Cescon, Barriou Flesch & Barreto Advogados	29	834.21	4	-20	8	21
9	Derraik & Menezes Advogados	28	84.49	6	-13	22	6
10	Lefosse Advogados	24	344.11	10	1	16	8

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRecord.com.

INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS



RANKING YEAR TO DATE 

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Dealmakers - Financial Advisor

By total value of transactions

Ranking 2019	Dealmakers - Financial Advisor	Total value (USDm)	Number of transactions	Ranking 2018	Variation Total value (%)	Buy-Side (USDm)	Sell-Side (USDm)
1	Otavio Vasconcelos de Azevedo (Banco BTG Pactual)	1,515.00	3	18	3,807.69	665.00	850.00
2	Thomas Monteiro (Olimpia Partners)	740.84	3	35	*	-	740.84
3	Irajá Guimarães (Olimpia Partners)	740.84	2	35	*	-	740.84
4	Richard Rainer (Olimpia Partners)	740.84	1	35	*	-	740.84
5	Carlos Parizotto (Cypress Associates)	204.61	4	36	*	17.00	187.61
6	Daniel Gildin (Fortezza Partners)	200.99	1	*	*	-	200.99
6	Denis Morante (Fortezza Partners)	200.99	1	*	*	-	200.99
7	Ubiratã Bertelli Costa (Deloitte Brasil)	182.61	1	12	116.18	182.61	-
8	Felipe Bittencourt (Vinci Partners Assessoria Financeira)	170.04	9	4	-71.83	-	170.04
9	Reinaldo Grasson De Oliveira (Deloitte Brasil)	57.00	6	12	-32.52	-	57.00
10	Pedro Kassab (Banco Fator)	56.27	1	2	-96.27	-	56.27

By nº of transactions

Ranking 2019	Dealmakers - Financial Advisor	Number of transactions	Total value (USDm)	Ranking 2018	Variation nº Of transactions	Buy-Side	Sell-Side
1	Felipe Bittencourt (Vinci Partners Assessoria Financeira)	9	170.04	1	-1	3	6
2	Luiz Estevam (Ivory Business Management, Advisory and Consultancy)	8	-	*	*	2	6
2	Mauro Fistarol (Ivory Business Management, Advisory and Consultancy)	8	-	*	*	2	6
3	Reinaldo Grasson De Oliveira (Deloitte Brasil)	6	57.00	2	-2	-	6
4	Carlos Parizotto (Cypress Associates)	4	204.61	36	3	2	2
5	Otavio Vasconcelos de Azevedo (Banco BTG Pactual)	3	1,515.00	14	1	1	2
6	Thomas Monteiro (Olimpia Partners)	3	740.84	18	1	-	3
7	Mônica Hojaij Carvalho Molina (Condere)	3	2.17	17	1	1	2
8	Irajá Guimarães (Olimpia Partners)	2	740.84	18	0	-	2
9	Saulo Sturaro (JK Capital)	2	21.68	3	-3	1	1
10	Maurício Carvalho (Condere)	2	2.17	17	0	1	1

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRRecord.com.

INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS



RANKING YEAR TO DATE 

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Dealmakers - Legal Advisors

TTR's Dealmaker Rankings are comprised exclusively of partner-level advisors active in each given market.

By total value of transactions

Ranking 2019	Dealmakers - Legal Advisor	Total value (USDm)	Number of transactions	Ranking 2018	Variation Total value (%)	Buy-Side (USDm)	Sell-Side (USDm)
1	Arthur Bardawil Penteado (Machado, Meyer, Sendacz e Opice Advogados)	9,290.70	9	32	482.19	-	9,290.70
2	Daniel Szyfman (Machado, Meyer, Sendacz e Opice Advogados)	8,876.83	2	32	456.26	-	8,876.83
2	Gisela Ferreira Mation (Machado, Meyer, Sendacz e Opice Advogados)	8,876.83	2	32	456.26	-	8,876.83
3	Bruno Marino Gomes (Machado, Meyer, Sendacz e Opice Advogados)	8,408.36	3	32	426.90	196.53	8,211.83
4	Ígor Finzi (Machado, Meyer, Sendacz e Opice Advogados)	8,396.56	4	32	426.16	-	8,396.56
5	Frederico Cursino de Moura (Stocche Forbes Advogados)	8,211.83	2	*	*	8,211.83	-
5	Renato Souza Coelho (Stocche Forbes Advogados)	8,211.83	2	*	*	8,211.83	-
6	Ivana Amorim de Coelho Bonfim (Machado, Meyer, Sendacz e Opice Advogados)	8,211.83	1	32	414.59	-	8,211.83
6	Luana Komatsu Falkenburger (Machado, Meyer, Sendacz e Opice Advogados)	8,211.83	1	32	414.59	-	8,211.83
6	Maria Fernanda Soares (Machado, Meyer, Sendacz e Opice Advogados)	8,211.83	1	32	414.59	-	8,211.83
6	Patrícia Matsubara (Machado, Meyer, Sendacz e Opice Advogados)	8,211.83	1	32	414.59	-	8,211.83
6	Paulo Leonardo Casagrande (Stocche Forbes Advogados)	8,211.83	1	*	*	8,211.83	-
7	Moacir Zilbovicius (Mattos Filho, Veiga Filho, Marrey Jr. e Quiroga Advogados)	4,293.34	5	4	-60.94	33.63	4,259.71
8	Andrea Bazzo Lauletta (Mattos Filho, Veiga Filho, Marrey Jr. e Quiroga Advogados)	3,990.68	9	4	-63.69	572.06	3,418.63
9	Flavio Veitzman (Pinheiro Neto Advogados)	3,546.48	5	16	12.38	3,526.41	20.07
10	Renata Fonseca Zuccolo (Mattos Filho, Veiga Filho, Marrey Jr. e Quiroga Advogados)	3,510.80	9	4	-68.06	531.23	2,979.57

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRRecord.com.

INDEX

OVERVIEW

PRIVATE EQUITY

VENTURE CAPITAL

ASSET ACQUISITION

EQUITY CAPITAL MARKETS

LARGEST TRANSACTIONS

DEAL OF THE MONTH

TTR RADAR

RANKINGS

i

RANKING YEAR TO DATE

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Dealmakers - Legal Advisors

TTR's Dealmaker Rankings are comprised exclusively of partner-level advisors active in each given market.

By nº of transactions

Ranking 2019	Dealmakers - Legal Advisor	Number of transactions	Total value (USDm)	Ranking 2018	Variation nº Of transactions	Buy-Side	Sell-Side
1	Guilherme Peres Potenza (<i>Veirano Advogados</i>)	30	140.78	6	18	9	21
2	Rodrigo Menezes (<i>Derraiik & Menezes Advogados</i>)	25	64.62	1	-13	20	5
3	Elie J. Sherique (<i>Machado, Meyer, Sendacz e Opice Advogados</i>)	17	1,481.87	21	9	13	4
4	Eduardo Zilberberg (<i>Dias Carneiro Advogados</i>)	15	205.04	3	0	9	6
5	Sergio Bronstein (<i>Veirano Advogados</i>)	14	37.66	6	2	9	5
6	José Luís Camargo Jr. (<i>Madrone Advogados</i>)	12	1,534.62	23	4	7	5
7	Fernando Alves Meira (<i>Pinheiro Neto Advogados</i>)	11	1,781.63	15	1	6	5
8	Marcela Waksman Ejnisman (<i>TozziniFreire Advogados</i>)	11	137.33	44	5	6	5
9	Marcelo de França Fernandes da Silva (<i>Halembeck Barros Advogados Associados</i>)	11	46.19	*	*	4	7
10	Pedro Chueiri (<i>Ulhôa Canto, Rezende e Guerra - Advogados</i>)	10	1,965.88	*	*	2	8

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRRecord.com.

INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS



RANKING YEAR TO DATE

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Financial Advisors

By total value of transactions

Ranking 2019	Financial Advisor	Total value (USDm)	Number of transactions	Ranking 2018	Variation Total value (%)	Buy-Side (USDm)	Sell-Side (USDm)
1	Banco BTG Pactual	797.80	5	1	-27.62	-	797.80
2	BBVA	616.00	2	8	1,356.26	-	616.00
3	Bank of America	616.00	1	3	105.33	-	616.00
4	Banco Itaú BBA	325.05	1	5	198.46	-	325.05
5	AZ Capital	168.60	1	*	*	-	168.60
5	Banco Santander	168.60	1	4	43.86	-	168.60
6	Ameris Capital	115.00	1	*	*	115.00	-
7	The Bank of Nova Scotia (Scotiabank)	92.30	3	6	-7.70	92.30	-
8	LXG Capital	92.30	1	*	*	-	92.30
9	Sandler O'Neill & Partners	75.00	1	*	*	75.00	-
10	Redirection Asessoria Empresarial	45.00	1	*	*	-	45.00

By nº of transactions

Ranking 2019	Financial Advisor	Number of transactions	Total value (USDm)	Ranking 2018	Variation nº Of transactions	Buy-Side	Sell-Side
1	Banco BTG Pactual	5	797.80	1	2	1	4
2	The Bank of Nova Scotia (Scotiabank)	3	92.30	9	2	1	2
3	BBVA	2	616.00	11	1	-	2
4	J.P. Morgan Chase International Holdings	2	-	*	*	-	2
5	Bank of America	1	616.00	8	0	-	1
6	Banco Itaú BBA	1	325.05	4	-1	-	1
7	AZ Capital	1	168.60	*	*	-	1
7	Banco Santander	1	168.60	3	-1	-	1
8	Ameris Capital	1	115.00	*	*	1	-
9	LXG Capital	1	92.30	*	*	-	1
10	Sandler O'Neill & Partners	1	75.00	*	*	1	-

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRRecord.com.

INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS



RANKING YEAR TO DATE 

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Legal Advisors

By total value of transactions

Ranking 2019	Legal Advisor	Total value (USDm)	Number of transactions	Ranking 2018	Variation Total value (%)	Buy-Side (USDm)	Sell-Side (USDm)
1	Claro y Cía. Abogados	5,654.30	14	8	1,920.33	1,487.00	4,167.30
2	Barros & Errázuriz Abogados	3,189.52	17	1	118.88	2,200.72	988.80
3	Carey	3,060.79	21	6	530.10	3,015.30	45.49
4	Philippi, Prietocarrizosa Ferrero DU & Uría Chile	774.09	11	4	36.34	68.50	705.59
5	Garrigues Chile	461.85	6	7	3.83	158.37	303.48
6	Urenda Rencoret Orrego y Dörr - Abogados	404.98	4	34	*	397.48	7.50
7	Prieto y Cía Abogados	381.75	4	28	8,383.26	360.78	20.97
8	Cariola Díez Pérez-Cotapos	315.30	7	3	-60.00	111.30	204.00
9	Bofill Mir & Álvarez Jana Abogados BMAJ	173.08	4	9	-34.19	109.32	63.76
10	Guerrero Olivós	172.40	2	14	105.30	3.80	168.60

By nº of transactions

Ranking 2019	Legal Advisor	Number of transactions	Total value (USDm)	Ranking 2018	Variation nº Of transactions	Buy-Side	Sell-Side
1	Carey	21	3,060.79	1	7	13	8
2	Barros & Errázuriz Abogados	17	3,189.52	3	9	7	10
3	Claro y Cía. Abogados	14	5,654.30	5	7	10	4
4	Philippi, Prietocarrizosa Ferrero DU & Uría Chile	11	774.09	2	0	4	7
5	DLA Piper Chile	11	58.42	4	3	8	3
6	Cariola Díez Pérez-Cotapos	7	315.30	14	4	2	5
7	CMS Carey & Allende	7	32.86	8	2	3	4
8	Garrigues Chile	6	461.85	10	2	3	3
9	Morales & Besa Abogados	6	109.32	7	-1	4	2
10	Urenda Rencoret Orrego y Dörr - Abogados	4	404.98	18	2	2	2

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRecord.com.

INDEX

OVERVIEW

PRIVATE EQUITY

VENTURE CAPITAL

ASSET ACQUISITION

EQUITY CAPITAL MARKETS

LARGEST TRANSACTIONS

DEAL OF THE MONTH

TTR RADAR

RANKINGS

i

RANKING YEAR TO DATE 

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Dealmakers - Financial Advisor

By total value of transactions

Ranking 2019	Dealmakers - Financial Advisor	Total value (USDm)	Number of transactions	Ranking 2018	Variation Total value (%)	Buy-Side (USDm)	Sell-Side (USDm)
1	Javier Zavala (LXG Capital)	92.30	1	*	*	-	92.30
1	Pablo Luzardi (LXG Capital)	92.30	1	*	*	-	92.30
1	Jose Ignacio Valdez Mantero (Scotiabank Perú)	92.30	1	*	*	92.30	-
1	Udi Margulies (The Bank of Nova Scotia (Scotiabank))	92.30	1	*	*	92.30	-
2	João Caetano Magalhães (Redirection Assessoria Empresarial)	45.00	1	*	*	-	45.00
2	Vinicius de Oliveira (Redirection Assessoria Empresarial)	45.00	1	*	*	-	45.00
3	Eduardo Campos (APOYO Finanzas Corporativas)	35.50	1	*	*	-	35.50
4	Carlos A. García (Summa Asesores Financieros)	14.00	1	*	*	-	14.00
5	Thiago Antich Monteiro Barros (Cypress Associates)	11.39	1	*	*	-	11.39

By nº of transactions

Ranking 2019	Dealmakers - Financial Advisor	Number of transactions	Total value (USDm)	Ranking 2018	Variation nº Of transactions	Buy-Side	Sell-Side
1	Javier Zavala (LXG Capital)	1	92.30	*	*	-	1
1	Pablo Luzardi (LXG Capital)	1	92.30	*	*	-	1
1	Jose Ignacio Valdez Mantero (Scotiabank Perú)	1	92.30	*	*	1	-
1	Udi Margulies (The Bank of Nova Scotia (Scotiabank))	1	92.30	*	*	1	-
2	João Caetano Magalhães (Redirection Assessoria Empresarial)	1	45.00	*	*	-	1
2	Vinicius de Oliveira (Redirection Assessoria Empresarial)	1	45.00	*	*	-	1
3	Eduardo Campos (APOYO Finanzas Corporativas)	1	35.50	*	*	-	1
4	Carlos A. García (Summa Asesores Financieros)	1	14.00	*	*	-	1
5	Thiago Antich Monteiro Barros (Cypress Associates)	1	11.39	*	*	-	1
6	James Cassel (Cassel Salpeter & Co)	1	-	*	*	-	1

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRecord.com.

INDEX

OVERVIEW

PRIVATE EQUITY

VENTURE CAPITAL

ASSET ACQUISITION

EQUITY CAPITAL MARKETS

LARGEST TRANSACTIONS

DEAL OF THE MONTH

TTR RADAR

RANKINGS

i

RANKING YEAR TO DATE 

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Dealmakers - Legal Advisors

TTR's Dealmaker Rankings are comprised exclusively of partner-level advisors active in each given market.

By total value of transactions

Ranking 2019	Dealmakers - Legal Advisor	Total value (USDm)	Number of transactions	Ranking 2018	Variation Total value (%)	Buy-Side (USDm)	Sell-Side (USDm)
1	Pablo Guerrero (<i>Barros & Errázuriz Abogados</i>)	2,619.00	4	2	136.16	1,900.00	719.00
2	José María Eyzaguirre B. (<i>Claro y Cía. Abogados</i>)	2,439.30	4	13	927.07	502.00	1,937.30
3	Francisco Ugarte (<i>Carey</i>)	2,305.00	3	17	922.17	2,305.00	-
4	Ariel Mihovilovic (<i>Claro y Cía. Abogados</i>)	2,296.50	2	13	866.95	66.50	2,230.00
5	Rodrigo Ochagavía (<i>Claro y Cía. Abogados</i>)	2,230.00	3	13	838.95	-	2,230.00
6	Lorena Pavic (<i>Carey</i>)	2,230.00	2	17	888.91	2,230.00	-
7	Alberto Cardemil (<i>Carey</i>)	2,230.00	1	17	888.91	2,230.00	-
7	José Miguel Bustamante (<i>Carey</i>)	2,230.00	1	17	888.91	2,230.00	-
8	Sergio Eguiguren (<i>Barros & Errázuriz Abogados</i>)	1,914.50	3	2	72.63	1,914.50	-
9	Federico Grebe Lira (<i>Philippi, Prietocarrizosa Ferrero DU & Uría Chile</i>)	664.94	4	8	82.17	68.50	596.44
10	Jorge Ugarte (<i>Carey</i>)	636.00	2	17	182.04	616.00	20.00

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRRecord.com.

INDEX

OVERVIEW

PRIVATE EQUITY

VENTURE CAPITAL

ASSET ACQUISITION

EQUITY CAPITAL MARKETS

LARGEST TRANSACTIONS

DEAL OF THE MONTH

TTR RADAR

RANKINGS

i

RANKING YEAR TO DATE 

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Dealmakers - Legal Advisors

TTR's Dealmaker Rankings are comprised exclusively of partner-level advisors active in each given market.

By nº of transactions

Ranking 2019	Dealmakers - Legal Advisor	Number of transactions	Total value (USDm)	Ranking 2018	Variation nº Of transactions	Buy-Side	Sell-Side
1	Matías Zegers (DLA Piper Chile)	9	58.42	2	4	6	3
2	Bernardo Simian (Barros & Errázuriz Abogados)	6	201.30	15	4	1	5
3	Andrés Sanfuentes (Philippi, Prietocarrizosa Ferrero DU & Uría Chile)	5	618.29	13	2	2	3
4	Luis Alberto Letelier (Barros & Errázuriz Abogados)	5	469.72	15	3	3	2
5	Francisco Guzmán (Carey)	5	3.99	1	0	2	3
6	Pablo Guerrero (Barros & Errázuriz Abogados)	4	2,619.00	15	2	1	3
7	José María Eyzaguirre B. (Claro y Cía. Abogados)	4	2,439.30	18	2	1	3
8	Federico Grebe Lira (Philippi, Prietocarrizosa Ferrero DU & Uría Chile)	4	664.94	13	1	1	3
9	Cristóbal Fainé (Garrigues Chile)	4	351.85	7	1	3	1
9	Luis Felipe Merino Risopatrón (Garrigues Chile)	4	351.85	7	1	3	1
10	Cristián Eyzaguirre (Carey)	4	3.99	1	-1	1	3
10	Fernando Araya (Lewin & Cía.)	4	3.99	*	*	1	3
10	Nicolás Lewin Muñoz (Lewin & Cía.)	4	3.99	*	*	1	3

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRRecord.com.

INDEX

OVERVIEW

PRIVATE EQUITY

VENTURE CAPITAL

ASSET ACQUISITION

EQUITY CAPITAL MARKETS

LARGEST TRANSACTIONS

DEAL OF THE MONTH

TTR RADAR

RANKINGS

i

RANKING YEAR TO DATE

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Financial Advisors

By total value of transactions

Ranking 2019	Financial Advisor	Total value (USDm)	Number of transactions	Ranking 2018	Variation Total value (%)	Buy-Side (USDm)	Sell-Side (USDm)
1	Banco Bradesco BBI	1,353.49	1	*	*	1,353.49	-
2	BNP Paribas	1,012.80	2	*	*	1,012.80	-
3	Crédit Agricole Corporate and Investment Bank	1,012.80	1	*	*	1,012.80	-
3	HSBC	1,012.80	1	*	*	1,012.80	-
4	Inverlink	872.78	3	*	*	872.78	-
5	CIBC - Canadian Imperial Bank of Commerce	793.00	1	*	*	793.00	-
6	Grupo Bancolombia	594.35	2	*	*	594.35	-
7	Banco BTG Pactual	420.00	1	2	110.00	-	420.00
8	Credicorp	353.77	3	*	*	353.77	-
9	Mott MacDonald	67.92	1	*	*	67.92	-
10	Metis Advisors	28.08	1	*	*	28.08	-

By nº of transactions

Ranking 2019	Financial Advisor	Number of transactions	Total value (USDm)	Ranking 2018	Variation nº Of transactions	Buy-Side	Sell-Side
1	Inverlink	3	872.78	*	*	2	1
2	Credicorp	3	353.77	*	*	3	-
3	BNP Paribas	2	1,012.80	*	*	1	1
4	Grupo Bancolombia	2	594.35	*	*	2	-
5	Estrategias Corporativas	2	-	*	*	2	-
6	Banco Bradesco BBI	1	1,353.49	*	*	1	-
7	Crédit Agricole Corporate and Investment Bank	1	1,012.80	*	*	1	-
7	HSBC	1	1,012.80	*	*	1	-
8	CIBC - Canadian Imperial Bank of Commerce	1	793.00	*	*	1	-
9	Banco BTG Pactual	1	420.00	2	0	-	1
10	Mott MacDonald	1	67.92	*	*	1	-

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRRecord.com.

INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS



RANKING YEAR TO DATE 

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Legal Advisors

By total value of transactions

Ranking 2019	Legal Advisor	Total value (USDm)	Number of transactions	Ranking 2018	Variation Total value (%)	Buy-Side (USDm)	Sell-Side (USDm)
1	Brigard Urrutia	3,084.00	24	1	694.80	2,544.93	539.07
2	DLA Piper Martinez Beltrán	1,860.75	12	12	15,406.18	10.00	1,850.75
3	Posse Herrera Ruiz	1,342.76	15	3	262.89	1,125.58	217.18
4	Philippi, Prietocarrizosa Ferrero DU & Uría	1,011.09	13	4	220.58	931.31	79.78
5	Baker Mckenzie Colombia	793.00	3	9	466.43	-	793.00
6	Gómez-Pinzón	711.80	8	6	206.86	420.00	291.80
7	Dentons Cárdenas & Cárdenas	136.68	4	7	-8.88	136.68	-
8	Castro Leiva Rendón Criales Abogados	97.09	1	*	*	97.09	-
9	Lloreda Camacho & Co	79.78	1	*	*	-	79.78
10	BBGS Abogados	10.00	1	*	*	-	10.00

By nº of transactions

Ranking 2019	Legal Advisor	Number of transactions	Total value (USDm)	Ranking 2018	Variation nº Of transactions	Buy-Side	Sell-Side
1	Brigard Urrutia	24	3,084.00	1	10	15	9
2	Posse Herrera Ruiz	15	1,342.76	5	9	9	6
3	Philippi, Prietocarrizosa Ferrero DU & Uría	13	1,011.09	4	5	12	1
4	DLA Piper Martinez Beltrán	12	1,860.75	6	6	4	8
5	Gómez-Pinzón	8	711.80	3	-1	5	3
6	Garrigues Colombia	6	-	2	-4	4	2
7	Dentons Cárdenas & Cárdenas	4	136.68	9	2	4	-
8	Baker Mckenzie Colombia	3	793.00	7	-2	1	2
9	Brick Abogados	2	7.45	17	1	2	-
10	UH Abogados	2	3.30	11	0	-	2

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRecord.com.



INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS



RANKING YEAR TO DATE

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Dealmakers - Financial Advisor

By total value of transactions

Ranking 2019	Dealmakers - Financial Advisor	Total value (USDm)	Number of transactions	Ranking 2018	Variation Total value (%)	Buy-Side (USDm)	Sell-Side (USDm)
1	Mauricio Saldarriaga (<i>Inverlink</i>)	79.78	1	*	*	79.78	-

By n° of transactions

Ranking 2019	Dealmakers - Financial Advisor	Number of transactions	Total value (USDm)	Ranking 2018	Variation n° Of transactions	Buy-Side	Sell-Side
1	Federico Márquez (<i>Estrategias Corporativas</i>)	2	-	*	*	2	-
2	Mauricio Saldarriaga (<i>Inverlink</i>)	1	79.78	*	*	1	-
3	Eduardo Campos (<i>APOYO Finanzas Corporativas</i>)	1	-	*	*	1	-
3	Daniel Zapata (<i>Estrategia en Acción</i>)	1	-	1	0	-	1
3	Jean Francois Joachim (<i>Estrategia en Acción</i>)	1	-	1	0	-	1
3	Alejandro Gómez (<i>SBI - Banca de Inversión</i>)	1	-	*	*	-	1
3	Jose Ignacio Valdez Mantero (<i>Scotiabank Perú</i>)	1	-	*	*	1	-
3	Udi Margulies (<i>The Bank of Nova Scotia (Scotiabank)</i>)	1	-	*	*	1	-
3	Ignacio Duran (<i>V4 Financial Partners</i>)	1	-	*	*	1	-

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRRecord.com.

INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS



RANKING YEAR TO DATE 

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Dealmakers - Legal Advisors

TTR's Dealmaker Rankings are comprised exclusively of partner-level advisors active in each given market.

By total value of transactions

Ranking 2019	Dealmakers - Legal Advisor	Total value (USDm)	Number of transactions	Ranking 2018	Variation Total value (%)	Buy-Side (USDm)	Sell-Side (USDm)
1	Camilo Martínez Beltrán (DLA Piper Martinez Beltrán)	1,850.75	4	16	15,322.85	-	1,850.75
2	Sergio Michelsen Jaramillo (Brigard Urrutia)	1,353.49	5	5	404.99	1,353.49	-
3	Darío Laguado Giraldo (Brigard Urrutia)	1,304.06	10	5	386.55	1,189.14	114.93
4	Juan Manuel de la Rosa (DLA Piper Martinez Beltrán)	507.26	5	16	4,127.12	10.00	497.26
5	Carolina Rozo Gutiérrez (Philippi, Prietocarrizosa Ferrero DU & Uría)	497.26	1	2	65.75	497.26	-
5	Claudia Barrero Lozano (Philippi, Prietocarrizosa Ferrero DU & Uría)	497.26	1	2	65.75	497.26	-
5	Sandra Manrique (Philippi, Prietocarrizosa Ferrero DU & Uría)	497.26	1	2	65.75	497.26	-
6	Hernando Padilla Gómez (Philippi, Prietocarrizosa Ferrero DU & Uría)	445.07	5	2	48.35	330.00	115.06
7	Patricia Arrázola-Bustillo (Gómez-Pinzón)	420.00	3	9	200.00	420.00	-
8	Jaime Robledo (Brigard Urrutia)	420.00	2	5	56.70	-	420.00
8	Andrés Hoyos (Gómez-Pinzón)	420.00	2	9	200.00	420.00	-
9	Gabriel Sánchez (Posse Herrera Ruiz)	223.28	3	6	11.63	223.28	-
10	Juan Guillermo Ruiz (Posse Herrera Ruiz)	172.18	2	6	-13.92	-	172.18

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRecord.com.

INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS



RANKING YEAR TO DATE

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Dealmakers - Legal Advisors

TTR's Dealmaker Rankings are comprised exclusively of partner-level advisors active in each given market.

By nº of transactions

Ranking 2019	Dealmakers - Legal Advisor	Number of transactions	Total value (USDm)	Ranking 2018	Variation nº Of transactions	Buy-Side	Sell-Side
1	Darío Laguado Giraldo (<i>Brigard Urrutia</i>)	10	1,304.06	3	6	7	3
2	Andrés Ordóñez Rizo (<i>Garrigues Colombia</i>)	6	-	1	-4	4	2
3	Sergio Michelsen Jaramillo (<i>Brigard Urrutia</i>)	5	1,353.49	3	1	2	3
4	Juan Manuel de la Rosa (<i>DLA Piper Martínez Beltrán</i>)	5	507.26	6	2	3	2
5	Hernando Padilla Gómez (<i>Philippi, Prietocarrizosa Ferrero DU & Uría</i>)	5	445.07	2	0	3	2
6	Camilo Martínez Beltrán (<i>DLA Piper Martínez Beltrán</i>)	4	1,850.75	6	1	-	4
7	Patricia Arrázola-Bustillo (<i>Gómez-Pinzón</i>)	3	420.00	4	-1	2	1
8	Gabriel Sánchez (<i>Posse Herrera Ruiz</i>)	3	223.28	5	0	2	1
9	Hernán Rodríguez (<i>Dentons Cárdenas & Cárdenas</i>)	3	108.60	18	2	3	-
10	José Alejandro Torres (<i>Posse Herrera Ruiz</i>)	3	14.00	5	0	2	1

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRRecord.com.



INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS



RANKING YEAR TO DATE

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Financial Advisors

By total value of transactions

Ranking 2019	Financial Advisor	Total value (USDm)	Number of transactions	Ranking 2018	Variation Total value (%)	Buy-Side (USDm)	Sell-Side (USDm)
1	Banco Santander	3,175.47	4	14	*	-	3,175.47
2	Goldman Sachs	2,311.67	2	2	670.56	-	2,311.67
3	J.P. Morgan Chase International Holdings	2,311.67	1	*	*	2,311.67	-
3	Morgan Stanley	2,311.67	1	*	*	2,311.67	-
4	Rothschild	1,367.02	3	3	355.67	-	1,367.02
5	Greenhill & Co.	905.00	1	*	*	-	905.00
6	Citigroup	822.81	3	*	*	-	822.81
7	Bank of America	616.00	1	14	*	-	616.00
7	BBVA	616.00	1	4	670.00	-	616.00
8	414 Capital	216.16	3	*	*	-	216.16
9	Cypress Associates	182.61	1	*	*	-	182.61
9	Deloitte Brasil	182.61	1	8	421.74	182.61	-
10	HSBC	144.22	1	*	*	-	144.22

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRecord.com.

INDEX



OVERVIEW

PRIVATE
EQUITYVENTURE
CAPITALASSET
ACQUISITIONEQUITY CAPITAL
MARKETSLARGEST
TRANSACTIONSDEAL OF
THE MONTH

TTR RADAR



RANKINGS



RANKING YEAR TO DATE

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Financial Advisors

By n° of transactions

Ranking 2019	Financial Advisor	Number of transactions	Total value (USDm)	Ranking 2018	Variation n° Of transactions	Buy-Side	Sell-Side
1	RIÓN M&A - Global M&A México	7	18.46	8	5	2	5
2	Banco Santander	4	3,175.47	14	3	-	4
3	PC Capital	4	-	1	-2	3	1
4	Rothschild	3	1,367.02	10	2	-	3
5	Citigroup	3	822.81	*	*	-	3
6	414 Capital	3	216.16	*	*	-	3
7	Goldman Sachs	2	2,311.67	6	0	-	2
8	Condere	2	-	*	*	-	2
9	J.P. Morgan Chase International Holdings	1	2,311.67	*	*	1	-
9	Morgan Stanley	1	2,311.67	*	*	1	-
10	Greenhill & Co.	1	905.00	*	*	-	1

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRRecord.com.



INDEX



OVERVIEW



PRIVATE
EQUITY



VENTURE
CAPITAL



ASSET
ACQUISITION



EQUITY CAPITAL
MARKETS



LARGEST
TRANSACTIONS



DEAL OF
THE MONTH



TTR RADAR



RANKINGS



RANKING YEAR TO DATE

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Legal Advisors

By total value of transactions

Ranking 2019	Legal Advisor	Total value (USDm)	Number of transactions	Ranking 2018	Variation Total value (%)	Buy-Side (USDm)	Sell-Side (USDm)
1	Creel, García-Cuéllar, Aiza y Enríquez	2,085.72	26	4	189.03	1,569.31	516.41
2	Mijares, Angoitia, Cortés y Fuentes	1,073.74	4	1	-52.40	-	1,073.74
3	Todd & Asociados	1,005.90	2	11	214.34	5.90	1,000.00
4	Galicia Abogados	945.22	7	12	571.04	945.22	-
5	Ritch Mueller	826.16	9	7	113.31	47.96	778.20
6	White & Case México	500.00	2	13	792.86	500.00	-
7	Basham Ringe y Correa	201.53	8	*	*	-	201.53
8	Rico, Robles, Libenson	189.28	1	23	*	-	189.28
9	Santamarina y Steta Abogados	172.38	3	16	1,218.21	28.16	144.22
10	González Calvillo	100.00	3	15	387.80	100.00	-

By nº of transactions

Ranking 2019	Legal Advisor	Number of transactions	Total value (USDm)	Ranking 2018	Variation nº Of transactions	Buy-Side	Sell-Side
1	Creel, García-Cuéllar, Aiza y Enríquez	26	2,085.72	1	-11	17	9
2	Ritch Mueller	9	826.16	4	2	3	6
3	Basham Ringe y Correa	8	201.53	*	*	4	4
4	Galicia Abogados	7	945.22	3	-6	4	3
5	Mijares, Angoitia, Cortés y Fuentes	4	1,073.74	2	-10	1	3
6	Greenberg Traurig México	4	47.13	8	0	3	1
7	Nader Hayaux & Goebel Abogados	4	-	5	-2	4	-
7	PBP Abogados	4	-	23	3	3	1
8	Santamarina y Steta Abogados	3	172.38	10	-1	2	1
9	González Calvillo	3	100.00	15	1	3	-
10	Todd & Asociados	2	1,005.90	19	1	1	1

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRecord.com.

INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS



RANKING YEAR TO DATE

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Dealmakers - Financial Advisor

By total value of transactions

Ranking 2019	Dealmakers - Financial Advisor	Total value (USDm)	Number of transactions	Ranking 2018	Variation Total value (%)	Buy-Side (USDm)	Sell-Side (USDm)
1	Carlos Parizotto (<i>Cypress Associates</i>)	182.61	1	*	*	-	182.61
1	Ubiratã Bertelli Costa (<i>Deloitte Brasil</i>)	182.61	1	1	421.74	182.61	-
2	Alexander von Griesheim (<i>RiÓN M&A - Global M&A México</i>)	18.46	3	5	*	-	18.46
3	Eugenio Fernández (<i>RiÓN M&A - Global M&A México</i>)	18.46	2	5	*	-	18.46

By nº of transactions

Ranking 2019	Dealmakers - Financial Advisor	Number of transactions	Total value (USDm)	Ranking 2018	Variation nº Of transactions	Buy-Side	Sell-Side
1	Luis Antonio Ortiz Otero (<i>RiÓN M&A - Global M&A México</i>)	4	-	5	3	2	2
1	Martin Plettner (<i>RiÓN M&A - Global M&A México</i>)	4	-	5	3	-	4
2	Alexander von Griesheim (<i>RiÓN M&A - Global M&A México</i>)	3	18.46	5	2	-	3
3	Luis Coria de Abiega (<i>PC Capital</i>)	3	-	1	-2	3	-
4	Eugenio Fernández (<i>RiÓN M&A - Global M&A México</i>)	2	18.46	5	1	-	2
5	Ricardo Pérez Vas (<i>RiÓN M&A - Global M&A México</i>)	2	-	5	1	2	-
6	Carlos Parizotto (<i>Cypress Associates</i>)	1	182.61	*	*	-	1
6	Ubiratã Bertelli Costa (<i>Deloitte Brasil</i>)	1	182.61	3	0	1	-
7	Carlos Rodríguez-Viña (<i>Alantra</i>)	1	-	*	*	1	-
7	Eduardo Campos (<i>APOYO Finanzas Corporativas</i>)	1	-	5	0	-	1
7	Mônica Hojaij Carvalho Molina (<i>Condere</i>)	1	-	*	*	-	1
7	Paulo Cury (<i>Condere</i>)	1	-	*	*	-	1
7	Antoine Cocle (<i>Kaya Impacto</i>)	1	-	*	*	-	1
7	Gerardo Godard (<i>PC Capital</i>)	1	-	1	-4	-	1
7	Pablo Cervantes Belausteguioitia (<i>PC Capital</i>)	1	-	1	-4	-	1
7	Daniel Guiot (<i>RiÓN M&A - Global M&A México</i>)	1	-	5	0	-	1

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRecord.com.

INDEX

OVERVIEW

PRIVATE EQUITY

VENTURE CAPITAL

ASSET ACQUISITION

EQUITY CAPITAL MARKETS

LARGEST TRANSACTIONS

DEAL OF THE MONTH

TTR RADAR

RANKINGS

i

RANKING YEAR TO DATE

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Dealmakers - Legal Advisors

TTR's Dealmaker Rankings are comprised exclusively of partner-level advisors active in each given market.

By total value of transactions

Ranking 2019	Dealmakers - Legal Advisor	Total value (USDm)	Number of transactions	Ranking 2018	Variation Total value (%)	Buy-Side (USDm)	Sell-Side (USDm)
1	Iker I. Arriola (<i>Creel, García-Cuéllar, Aiza y Enríquez</i>)	1,147.76	6	7	223.84	1,147.76	-
2	Fernando Todd Dip (<i>Todd & Asociados</i>)	1,005.90	2	11	214.34	5.90	1,000.00
3	Nadia González (<i>Galicia Abogados</i>)	945.22	5	18	1,160.30	945.22	-
4	Mariana Herrero (<i>Galicia Abogados</i>)	945.22	2	18	1,160.30	945.22	-
5	Hector Kuri (<i>Galicia Abogados</i>)	801.00	2	18	968.00	801.00	-
6	Carlos de María y Campos (<i>Galicia Abogados</i>)	801.00	1	18	968.00	801.00	-
6	Guillermo Pérez Santiago (<i>Galicia Abogados</i>)	801.00	1	18	968.00	801.00	-
7	Jorge Montañó Valdés (<i>Creel, García-Cuéllar, Aiza y Enríquez</i>)	714.55	5	7	101.61	205.55	509.00
8	Luis A. Nicolau (<i>Ritch Mueller</i>)	518.46	2	8	48.56	18.46	500.00
9	Jean Michel Enriquez Dahlhaus (<i>Creel, García-Cuéllar, Aiza y Enríquez</i>)	517.55	5	7	46.03	17.55	500.00
10	Amilcar Peredo (<i>Basham Ringe y Correa</i>)	201.25	2	*	*	-	201.25

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRRecord.com.



INDEX



OVERVIEW



PRIVATE
EQUITY



VENTURE
CAPITAL



ASSET
ACQUISITION



EQUITY CAPITAL
MARKETS



LARGEST
TRANSACTIONS



DEAL OF
THE MONTH



TTR RADAR



RANKINGS



RANKING YEAR TO DATE 

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Dealmakers - Legal Advisors

TTR's Dealmaker Rankings are comprised exclusively of partner-level advisors active in each given market.

By nº of transactions

Ranking 2019	Dealmakers - Legal Advisor	Number of transactions	Total value (USDm)	Ranking 2018	Variation nº Of transactions	Buy-Side	Sell-Side
1	Iker I. Arriola (<i>Creel, García-Cuéllar, Aiza y Enríquez</i>)	6	1,147.76	1	-5	5	1
2	Nadia González (<i>Galicia Abogados</i>)	5	945.22	13	2	4	1
3	Jorge Montaña Valdés (<i>Creel, García-Cuéllar, Aiza y Enríquez</i>)	5	714.55	1	-6	3	2
4	Jean Michel Enriquez Dahlhaus (<i>Creel, García-Cuéllar, Aiza y Enríquez</i>)	5	517.55	1	-6	3	2
5	Carlos del Río Santiso (<i>Creel, García-Cuéllar, Aiza y Enríquez</i>)	4	-	1	-7	2	2
5	Eduardo González (<i>Creel, García-Cuéllar, Aiza y Enríquez</i>)	4	-	1	-7	3	1
6	Manuel Galicia (<i>Galicia Abogados</i>)	3	144.22	13	0	3	-
7	Amilcar García Cortés (<i>Basham Ringe y Correa</i>)	3	0.28	*	*	1	2
7	Daniel del Río (<i>Basham Ringe y Correa</i>)	3	0.28	*	*	1	2
8	Fernando Todd Dip (<i>Todd & Asociados</i>)	2	1,005.90	23	1	1	1
9	Mariana Herrero (<i>Galicia Abogados</i>)	2	945.22	13	-1	2	-
10	Hector Kuri (<i>Galicia Abogados</i>)	2	801.00	13	-1	1	1

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRRecord.com.

INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS



RANKING YEAR TO DATE

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Financial Advisors

By total value of transactions

Ranking 2019	Financial Advisor	Total value (USDm)	Number of transactions	Ranking 2018	Variation Total value (%)	Buy-Side (USDm)	Sell-Side (USDm)
1	Bank of America	4,206.00	2	*	*	-	4,206.00
2	Lazard	3,815.00	2	6	3,212.52	-	3,815.00
3	BBVA	616.00	1	7	1,356.26	-	616.00
4	Banco BTG Pactual	490.00	1	3	3.59	-	490.00
5	Credicorp	353.77	3	11	*	353.77	-
6	Grupo Macro	175.40	3	*	*	156.00	19.40
7	LXG Capital	92.30	4	4	-78.21	-	92.30
8	The Bank of Nova Scotia (Scotiabank)	92.30	2	1	-91.21	92.30	-
9	Mott MacDonald	67.92	1	*	*	67.92	-
10	APOYO Finanzas Corporativas	35.50	4	10	91.90	-	35.50

By nº of transactions

Ranking 2019	Financial Advisor	Number of transactions	Total value (USDm)	Ranking 2018	Variation nº Of transactions	Buy-Side	Sell-Side
1	LXG Capital	4	92.30	1	-2	-	4
2	APOYO Finanzas Corporativas	4	35.50	2	-1	1	3
3	Credicorp	3	353.77	11	2	3	-
4	Grupo Macro	3	175.40	*	*	1	2
5	Summa Asesores Financieros	3	14.00	*	*	-	3
6	Bank of America	2	4,206.00	*	*	-	2
7	Lazard	2	3,815.00	8	1	-	2
8	The Bank of Nova Scotia (Scotiabank)	2	92.30	6	0	2	-
9	UNE Asesores Financieros	2	-	7	0	1	1
10	BBVA	1	616.00	9	0	-	1

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRecord.com.

INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS



RANKING YEAR TO DATE

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Legal Advisors

By total value of transactions

Ranking 2019	Legal Advisor	Total value (USDm)	Number of transactions	Ranking 2018	Variation Total value (%)	Buy-Side (USDm)	Sell-Side (USDm)
1	Rodrigo, Elías & Medrano Abogados	4,283.46	7	3	225.23	685.76	3,597.70
2	Estudio Muñiz	3,759.00	18	1	120.78	3,639.30	119.70
3	Garrigues Perú	1,206.00	3	4	-7.73	156.00	1,050.00
4	Philippi, Prietocarrizosa, Ferrero DU & Uría Perú	750.50	10	9	289.08	225.00	525.50
5	Rebaza, Alcázar & De Las Casas	515.08	12	8	18.21	292.16	222.92
6	Miranda & Amado Abogados	505.89	7	5	-50.66	505.89	-
7	Estudio Rubio Leguía Normand	353.77	9	6	-45.62	353.77	-
8	Estudio Echecopar	284.02	8	10	84.77	284.02	-
9	García Sayán Abogados	225.00	1	*	*	-	225.00
10	DLA Piper Perú	161.00	6	24	*	156.00	5.00

By nº of transactions

Ranking 2019	Legal Advisor	Number of transactions	Total value (USDm)	Ranking 2018	Variation nº Of transactions	Buy-Side	Sell-Side
1	Estudio Muñiz	18	3,759.00	1	-4	7	11
2	Rebaza, Alcázar & De Las Casas	12	515.08	3	-1	8	4
3	Philippi, Prietocarrizosa, Ferrero DU & Uría Perú	10	750.50	4	0	3	7
4	Estudio Rubio Leguía Normand	9	353.77	10	5	6	3
5	Estudio Echecopar	8	284.02	6	0	5	3
6	Rodrigo, Elías & Medrano Abogados	7	4,283.46	2	-8	4	3
7	Miranda & Amado Abogados	7	505.89	5	-2	7	-
8	DLA Piper Perú	6	161.00	15	4	1	5
9	Payet, Rey, Cauvi, Pérez Abogados	5	106.30	8	-1	5	-
10	Garrigues Perú	3	1,206.00	9	-2	2	1

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRecord.com.

INDEX

OVERVIEW

PRIVATE EQUITY

VENTURE CAPITAL

ASSET ACQUISITION

EQUITY CAPITAL MARKETS

LARGEST TRANSACTIONS

DEAL OF THE MONTH

TTR RADAR

RANKINGS

i

RANKING YEAR TO DATE 

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Dealmakers - Financial Advisor

By total value of transactions

Ranking 2019	Dealmakers - Financial Advisor	Total value (USDm)	Number of transactions	Ranking 2018	Variation Total value (%)	Buy-Side (USDm)	Sell-Side (USDm)
1	Cristhian Escalante (BTG Pactual Perú)	490.00	1	3	79.49	-	490.00
1	José Blanco (BTG Pactual Perú)	490.00	1	3	79.49	-	490.00
2	Mateo Moreyra (Macroinvest - Grupo Macro)	175.40	3	*	*	156.00	19.40
3	Gonzalo Tamayo (Macroinvest - Grupo Macro)	156.00	1	*	*	156.00	-
4	Javier Zavala (LXG Capital)	92.30	2	2	-76.84	-	92.30
4	Jose Ignacio Valdez Mantero (Scotiabank Perú)	92.30	2	*	*	92.30	-
4	Udi Margulies (The Bank of Nova Scotia (Scotiabank))	92.30	2	*	*	92.30	-
5	Pablo Luzardi (LXG Capital)	92.30	1	2	-76.84	-	92.30
6	Eduardo Campos (APOYO Finanzas Corporativas)	35.50	4	9	91.90	-	35.50
7	Carlos A. García (Summa Asesores Financieros)	14.00	3	*	*	-	14.00
8	Mónica Com (Macroinvest - Grupo Macro)	11.70	1	*	*	-	11.70

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRRecord.com.

INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS



RANKING YEAR TO DATE

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Dealmakers - Financial Advisor

By nº of transactions

Ranking 2019	Dealmakers - Financial Advisor	Number of transactions	Total value (USDm)	Ranking 2018	Variation nº Of transactions	Buy-Side	Sell-Side
1	Eduardo Campos (APOYO Finanzas Corporativas)	4	35.50	3	0	1	3
2	Mateo Moreyra (Macroinvest - Grupo Macro)	3	175.40	*	*	1	2
3	Carlos A. García (Summa Asesores Financieros)	3	14.00	*	*	-	3
4	Javier Zavala (LXG Capital)	2	92.30	1	-3	-	2
4	Jose Ignacio Valdez Mantero (Scotiabank Perú)	2	92.30	*	*	2	-
4	Udi Margulies (The Bank of Nova Scotia (Scotiabank))	2	92.30	*	*	2	-
5	Martin Fariña (LXG Capital)	2	-	1	-3	-	2
5	Ian Fry Cisneros (UNE Asesores Financieros)	2	-	8	1	1	1
6	Cristhian Escalante (BTG Pactual Perú)	1	490.00	5	-1	-	1
6	José Blanco (BTG Pactual Perú)	1	490.00	5	-1	-	1
7	Gonzalo Tamayo (Macroinvest - Grupo Macro)	1	156.00	*	*	1	-
8	Pablo Luzardi (LXG Capital)	1	92.30	1	-4	-	1
9	Mónica Com (Macroinvest - Grupo Macro)	1	11.70	*	*	-	1
10	Alejandro Gómez (SBI - Banca de Inversión)	1	-	*	*	-	1
10	Eduardo Peláez Santillán (UNE Asesores Financieros)	1	-	8	0	1	-
10	Gabriel Miró Quesada (UNE Asesores Financieros)	1	-	8	0	-	1

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRRecord.com.

INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS



RANKING YEAR TO DATE

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Dealmakers - Legal Advisors

TTR's Dealmaker Rankings are comprised exclusively of partner-level advisors active in each given market.

By total value of transactions

Ranking 2019	Dealmakers - Legal Advisor	Total value (USDm)	Number of transactions	Ranking 2018	Variation Total value (%)	Buy-Side (USDm)	Sell-Side (USDm)
1	Jorge Luis Otoya (<i>Estudio Muñiz</i>)	3,604.50	2	1	123.84	3,590.00	14.50
2	Andrés R. Kuan-Veng Cabrejo (<i>Estudio Muñiz</i>)	3,600.30	2	1	123.58	3,600.30	-
2	Frezza Saavedra (<i>Estudio Muñiz</i>)	3,600.30	2	1	123.58	3,600.30	-
2	Mercedes Fernández Moscol (<i>Estudio Muñiz</i>)	3,600.30	2	1	123.58	3,600.30	-
3	Guillermo Flores Borda (<i>Estudio Muñiz</i>)	3,590.00	1	1	122.94	3,590.00	-
3	Jorge Muñiz Ziches (<i>Estudio Muñiz</i>)	3,590.00	1	1	122.94	3,590.00	-
3	Rolando Salvatierra (<i>Estudio Muñiz</i>)	3,590.00	1	1	122.94	3,590.00	-
3	Fernando Molina (<i>Rodrigo, Elías & Medrano Abogados</i>)	3,590.00	1	5	381.12	-	3,590.00
4	Diego Harman (<i>Garrigues Perú</i>)	1,206.00	2	6	66.56	156.00	1,050.00
5	Thomas Thorndike (<i>Garrigues Perú</i>)	1,050.00	2	6	45.01	-	1,050.00
6	Rafael Boisset Tizón (<i>Philippi, Prietocarrizosa, Ferrero DU & Uría Perú</i>)	715.00	2	18	472.00	225.00	490.00
7	Luis Enrique Palacios (<i>Rodrigo, Elías & Medrano Abogados</i>)	616.00	1	5	-17.44	616.00	-
8	Luis Miranda (<i>Miranda & Amado Abogados</i>)	490.00	2	8	-18.33	490.00	-
8	Antonio Guarniz Izquierdo (<i>Philippi, Prietocarrizosa, Ferrero DU & Uría Perú</i>)	490.00	2	18	292.00	-	490.00
9	Carlos Arata (<i>Estudio Rubio Leguía Normand</i>)	353.77	6	8	-41.04	353.77	-
10	Daniela García-Belaúnde (<i>Estudio Rubio Leguía Normand</i>)	353.77	4	8	-41.04	353.77	-

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRRecord.com.

INDEX

OVERVIEW

PRIVATE EQUITY

VENTURE CAPITAL

ASSET ACQUISITION

EQUITY CAPITAL MARKETS

LARGEST TRANSACTIONS

DEAL OF THE MONTH

TTR RADAR

RANKINGS

i

RANKING YEAR TO DATE 

M&A, PRIVATE EQUITY, VENTURE CAPITAL AND ASSET ACQUISITIONS

Dealmakers - Legal Advisors

TTR's Dealmaker Rankings are comprised exclusively of partner-level advisors active in each given market.

By nº of transactions

Ranking 2019	Dealmakers - Legal Advisor	Number of transactions	Total value (USDm)	Ranking 2018	Variation nº Of transactions	Buy-Side	Sell-Side
1	Mauricio Olaya Nohra (<i>Estudio Muñiz</i>)	10	131.00	1	-1	4	6
2	Carlos Arata (<i>Estudio Rubio Leguía Normand</i>)	6	353.77	18	4	6	-
3	Ricardo de la Piedra (<i>Estudio Muñiz</i>)	5	90.50	1	-6	3	2
4	Juan Carlos Vélez (<i>Estudio Muñiz</i>)	5	35.50	1	-6	1	4
5	Javier Ezeta (<i>Philippi, Prietocarrizosa, Ferrero DU & Uría Perú</i>)	5	35.50	6	1	-	5
6	Daniela García-Belaúnde (<i>Estudio Rubio Leguía Normand</i>)	4	353.77	18	2	4	-
7	Felipe Boisset (<i>Rebaza, Alcázar & De Las Casas</i>)	4	127.80	4	-1	2	2
8	Gilberto Ramos (<i>Estudio Rubio Leguía Normand</i>)	3	353.77	18	1	3	-
9	Santiago Quiroz (<i>Estudio Muñiz</i>)	3	32.70	1	-8	-	3
10	Daniel Gonzales (<i>Rebaza, Alcázar & De Las Casas</i>)	3	10.30	4	-2	2	1

This ranking was generated with transactions announced in 2019 Year-to-Date. The Rankings do not include joint ventures. At least one party in the transaction must be from the country analyzed.

Asset Acquisitions transactions are included where the Target is classified as a Business Unit.

In case of a draw, the adopted criteria will be the following: for a draw of the number of transactions, the total deal value prevails; for a draw of the deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintained and the deals will be arranged alphabetically.

In transactions where the same advisor represents both Buy-side and Sell-side, the deal is credited only once as Buy-side. Sell-side includes advisory mandates for targets and sellers.

* Not registered in 2018

All transactions and financial data are available at www.TTRRecord.com.

INDEX



OVERVIEW



PRIVATE EQUITY



VENTURE CAPITAL



ASSET ACQUISITION



EQUITY CAPITAL MARKETS



LARGEST TRANSACTIONS



DEAL OF THE MONTH



TTR RADAR



RANKINGS





INDEX



OVERVIEW

PRIVATE
EQUITYVENTURE
CAPITALASSET
ACQUISITIONEQUITY CAPITAL
MARKETSLARGEST
TRANSACTIONSDEAL OF
THE MONTH

TTR RADAR



RANKINGS



For more information:
customers@TTRecord.com
www.TTRecord.com

The contents of this report may be re-published in any format without prior authorisation from ZUVINOVA, as long as it includes a reference to "TTR - Transactional Track Record" (www.TTRecord.com).



M&A

**PRIVATE
EQUITY**

**VENTURE
CAPITAL**

**EQUITY
CAPITAL
MARKETS**

**ACQUISITION
FINANCE**

**PROJECT
FINANCE**



TTR is a premium business intelligence service and deals database that helps transactions professionals and corporate business development teams identify opportunities in high-growth markets globally.

To find out more or to request a free trial to TTR's database email us at customers@TTRRecord.com or visit www.TTRRecord.com today.

www.TTRRecord.com

