



**Business Services
Sector Team**

**GLOBAL
M&A
PARTNERS**

The Business Services Team



EUROPE



Véronique Zeid-Maurel
France



Guillaume Piette
France



Philipp Elsen
Germany



Kristian Vervik Salte
Norway



Tom Summers
United Kingdom



Paul Mc Glone
United Kingdom



Juris Eizentāls
Latvia

AMERICAS



Richard Betsalel
Canada



Tony Richardson
USA



Peter J. Hill
USA



David J. Silver
USA



Mônica H. Carvalho
Brasil



Tristán López
Argentina



Esteban Olivera
Argentina



Sebastian Haloua
Argentina



Mónica Com
Peru



Eduardo Meouchi
Mexico



Martin Plettner
Mexico



Alexander von
Griesheim
Mexico/Spain



Alejandro Jaramillo
Colombia



Eduard Murrle
Colombia

ASIA



Ifat Feiglin
Israel

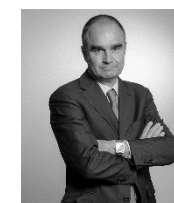


Bruno Moussey
Thailand

SELECTED SECTOR EXPERTS



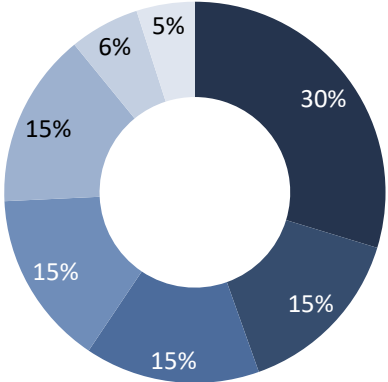
Matthieu de Baynast
(Former CEO of ATALIAN)



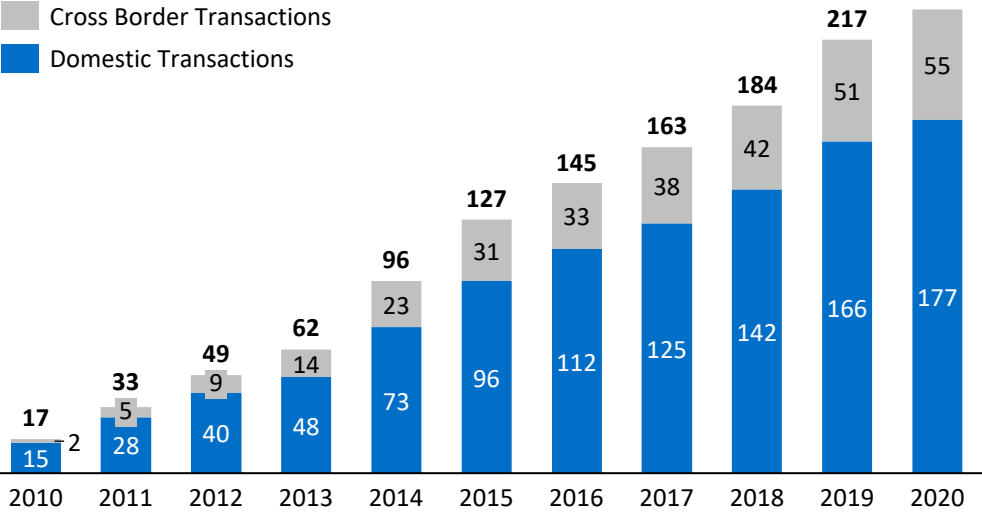
Olivier Delrieu
Chairman of Trescal

Scope and Track Record

Coverage



Cumulative Closed Transactions (since 2010)



20%+ Cross Border Deals¹

350+ Transactions Completed¹

¹ in the last decade

Selected Business Services Transactions (Extract)



BRACE | **BRAND SAFWAY**

Brace Industrial Group a portfolio company of Sterling Partners acquired by Brand Safway a portfolio company of Clayton

GLOBAL M&A PARTNERS

Advisor to the seller 

ONTARIO EXCAVAC | North American Infrastructure Investor
GET MORE OUT

Ontario Excavac, a leading utility services provider has been sold to a North American infrastructure investor

GLOBAL M&A PARTNERS

 Advisor to the seller 

TSG

Acquisition of Kälte-, Klimatechnik Manfred Wegner GmbH, a German HVAC service provider by TSG (France)

France Germany | **GLOBAL M&A PARTNERS**

 Advisor to the buyer 

LOTS Group

LOTS Group a global transportation company entered the North American market by acquiring the Munden Group

Sweden Canada | **GLOBAL M&A PARTNERS**

 Advisor to the buyer 

Red Digital | **movilway**

Telefonica del Peru S.A.A. sold its 40% stake in Red Digital del Peru S.A.C. to Movilway Peru S.A.C.

GLOBAL M&A PARTNERS

Advisor to the seller 

S/T/M | **TSG**
Technische systemen i servizi

Acquisition of Sitim, a Croatian leader in technical facility management and HVAC by TSG (France)


France Croatia | **GLOBAL M&A PARTNERS**

Advisor to the buyer 

Leo AS

Nor Tekstil is the market leader in cleaning, washing and rental

GLOBAL M&A PARTNERS

Saga Corporate Finance
Advisor to the seller 

CROSSLAKE | **FALFURRIAS**

Provider of technology due diligence and software consulting in the U.S.

GLOBAL M&A PARTNERS

Advisor to the seller 

Fidelix Group | **Assemblin An**

Sale of Fidelix, a Finnish company offering climate smart building automation and management systems

Sweden Finland | **GLOBAL M&A PARTNERS**

Advisor to the seller 

Roy Strom | **LRS LAKESHORE**
Recycling System

Roy Strom Family of Companies' Refuse Services and Transfer Station Businesses acquired by Lakeshore Recycling Systems

GLOBAL M&A PARTNERS

Advisor to the seller 

GB

The hazardous waste recycling company GB GmbH was sold to a German family office

GLOBAL M&A PARTNERS

Advisor to the seller 

AM Security Oy | **BLC**

Sale of Finnish security product and service provider company AM Security Oy

GLOBAL M&A PARTNERS

Advisor to the seller 

ICADEMIE | **Eureka EDUCATION**

Sale of a leading Distance Learning company to one of the main French Higher Education group

France Switzerland | **GLOBAL M&A PARTNERS**

Advisor to the seller 

INCORP | **Lowe CAPITAL**

Incorp acquired by Lowe Capital and Construction Safety Group

GLOBAL M&A PARTNERS

Advisor to the seller 

LOGISTIKAS | **Sievi Capital**

Sale of Finnish logistics company Logistikas Oy and Logistikas Hankinta Oy

GLOBAL M&A PARTNERS

Advisor to the seller 

GEMA | **UI** | **quadio**

French Higher Education group specialised in sustainable development and AI has opened its capital to 2 PE firms

GLOBAL M&A PARTNERS

Advisor 

G&A Partners | **Riverside**
Time to grow.

G&A Partners recapitalized by Riverside

GLOBAL M&A PARTNERS

Advisor 

mcestris beauté | **GROUPE SILVIA TERRADE**

Groupe Sylvia Terrade bought 3 schools specialised in esthetics

GLOBAL M&A PARTNERS

Advisor to the buyer 

Group Leadership



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Véronique Zeid-Maurel, France

Veronique is Managing Director at FDC since 1993 and Head of Corporate Development at Global M&A Partner since 2017. With over 20 years experience in M&A and over 30 completed transactions, Veronique is particularly focused and experienced in cross border transactions completed in cooperation with various Global M&A partner firms.

Her transactions in business services were in facility management, staffing, security services, equipment rental and advisory services.

Experience

FDC and Global M&A Partners

Education

Sorbonne, Paris IV, Paris



gpiette@globalma.com

Guillaume Piette, France

Guillaume is Managing Partner at FDC since 2020. Guillaume has a 15-year experience in cross border midcap deals with a strong exposure to financial sponsors.

His transactions in business services span numerous business services sub-segments: testing inspection & certification, facility management, BPO, and intellectual property.

Experience

goetzpartners Corporate Finance
DC Advisory
GCA Altium

Education

CFA Charterholder
Staffordshire University, UK
IAE Lille, France
Paris X



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Philipp Elsen, Germany

Philipp is Partner at IOM Advisory and has extensive experience in medium-sized M&A transactions. His focus is on advising shareholders, management teams, and investors on acquisitions and sale processes. Beside co-heading the business services team, he has been a member of the operational committee for over five years.

His most recent transactions were in the facility management, office coffee services, and recycling space.

Experience

InterFinanz
Transfer Partners
Ernst & Young

Education

Maastricht University, Netherlands
Universidade NOVA de Lisboa, Portugal

Europe



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Kristian Vervik Salte, Norway

Kristian is an Analyst at Saga and has 3 years of Corporate Finance experience advising sellers and management of private companies. He is also a member of the Global M&A Business Services team.

His most recent transactions were in the facility management sector.

Experience

Norse

Education

University of Edinburgh Business School, UK
BI Norwegian Business School, Norway



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Juris Eizentāls, Latvia

Juris is Partner at Prudentia.

Europe



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Paul Mc Glone, UK

Paul joined Zeus Capital in February 2016 as Head of Business Development to lead on all deal origination activity. Paul has experience working with privately owned, plc management teams and investors across various sectors planning investment, M&A and exit strategies. Working with the Zeus Capital team and the wider business community to identify opportunities, Paul helps Zeus Capital build relationships with a range of prospective owner managed and corporate clients.

His most recent transactions were consultancy, legal and funeral services sectors.

Experience

10 years legal services experience

Education

The Manchester Metropolitan University, UK

Tom Summers, UK



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Tom is Director at Cooper Parry and has significant corporate finance experience working on a wide range of business services transactions. Tom typically advises vendors, management teams and private equity institutions on sales and investments.

Experience

RSM UK

Education

Oxford University, UK



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Bruno Moussey, Thailand

Bruno is Regional Director at FDC in southeast Asia, where he lives for 15 years now. He has extensive knowledge in the logistics and transportation as well as in the facility management sector. Bruno completed more than 40 M&A transactions in the Business Services industry.

His most recent transactions were in the facility management including industrial cleaning companies, security companies, building technical maintenance, and pest control companies.

Experience

Atalian
AGS Four Winds
SMTT freight forwarder

Education

Montpellier Business School, France
IUT de Saint-Etienne, France

Middle East



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Ifat Feiglin, Analyst, Israel

Ifat is Value Base's chief infrastructure analyst, providing the costumers in-depth analysis including equity valuations, market surveys and presentations, as well as side-by-side escort in different aspects of the transaction negotiation and Due Diligence

Experience

Alony Hetz

Discount Capital Market

Giza Singer Even

Education

Tel Aviv University, Israel

North America



phill@globalma.com

Peter J. Hill, USA

Peter is a Managing Director and leads BGL's Business Services group. He has extensive mergers and acquisitions and capital markets experience, with deep knowledge in the overall Business Services sector, including business process outsourcing, contact center services, facilities management, human capital management, and other related outsourced services.

His most recent transactions were in the contact center, facility maintenance and business process outsourcing (BPO) sectors.

Experience

Mufson Howe Hunter & Company, LLC
Barclays Capital

Legg Mason/Stifel
Lehman Brothers

Education

Middlebury College, USA

David J. Silver, USA



dsilver@globalma.com

David is Vice President at BGL. David has extensive experience in advising clients through domestic and cross-border sell-side and buy-side M&A transactions. David has spent a majority of his career advising services clients, with a focus on middle market businesses.

His most recent transactions were in the insurance services and contact center sectors.

Experience

Alantra
PwC Corporate Finance

Education

Indiana University, USA

North America



rbetsalel@globalma.com

Richard Betsalel, Canada

Richard joined Crosbie in 2003. Today, he is Managing Director at Crosbie, responsible for leading M&A, financing and other financial advisory mandates across various industry sectors. Richard has over 20 years of investment banking and corporate finance experience.

His most recent transactions were in the utility services, transportation and logistics, and consumer testing and market research space.

Experience

Yorkton Securities (now Macquarie Capital Canada)
Bank of Nova Scotia

Education

Schulich School of Business, Canada
McMaster University, Canada

Tony Richardson, USA



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Tony is a Director at Meridian Capital, where he leads the Business Services practice. As a Director, Tony advises management teams and shareholders on strategic and corporate finance decisions as well as on implementation of strategic initiatives. He has successfully advised Fortune 500 companies and privately held businesses and entrepreneurs on a variety of sell-side and buy-side mandates.

Experience

Alliance of Angels
Blackfin Technology

Xtreme Consulting Group, Inc
Microsoft Corporation

Education

University of Washington, USA

South America



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Mônica H. Carvalho, Brasil

Mônica is Managing Partner at Condere. With solid experience in investor relations and wide access to companies and funds, she works for family-owned, public companies and multinationals. Mônica was a statutory officer at technology listed companies in software and financial services for 7 years, with successful track record in IPOs and various acquisitions.

Experience

Totvs	Dataprev
CSU CardSystem	BellSouth
Omni Group (FinTech's)	Whirlpool

Education

Business administration, Universidade de Sao Paulo, Brasil
Faculty member at Insper Finance School



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Tristán López Gordillo, Argentina

Tristan is Managing Partner at Fenix Partners. He has more than 25 years of experience in private equity and investment banking, primarily in Buenos Aires and New York where he lived from 2001 to 2010.

His most recent transactions were in Software Engineering and Software Product Services (SaaS for customer experience, EdTech, and payments) and O&G Services.

Experience

AST Partners	The Exxel Group
Hermes Management Consulting	DFC Associates

Education

Pontificia Universidad Católica Argentina, Argentina
NYU Stern School of Business, USA

South America



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Esteban Olivera, Argentina

Esteban is Managing Partner at Fenix Partners.

Experience

Grupo Rotoplas
Bodega Chakana
Romipack

American Assist Chile
Banco Privado de Inversiones
BBVA Francés

Education

Pontificia Universidad Católica Argentina, Argentina
NYU Stern School of Business, USA



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Sebastian Haloua, Argentina

Sebastian is Managing Partner at Fenix Partners.

Experience

AST Partners
Axial Analytics
HSBC

Education

Universidad de Buenos Aires, Argentina

South America



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Mónica Com, Peru

Mónica is Partner at Grupo Macro and has been part of the company's M&A team for more than 20 years. She is also a former General Manager of the company. Her main sectors are financial and services, logistics, real estate and industry in general. Mónica has co-led M&A transactions of several subsidiaries of a telecom company related to facility management and business processing operations. Also, she has led M&A transactions in the international trade, storage, refrigeration and transportation logistics.

Experience

Bombones di Perugia (Board member)
Dresden Corp. (Board member)
Fortaleza (Member of the investment committee)

Education

University of California at Berkeley
PUCP

Eduardo Meouchi, Mexico



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Eduardo is Partner and Head of RIÓN's Monterrey, Mexico office. He has advised or executed transactions in acquisitions, divestitures, mergers in the Americas, Europe and Asia. In addition, he has experience in restructures, corporate finance and risk management. His focus is on middle cap transactions in several sectors, including Business Services.

Experience

RIÓN M&A

Education

Carnegie Mellon University, USA
Tecnologico de Monterrey, Mexico

South America



mplettner@globalma.com

Martin Plettner, Mexico

Martin is the Managing Partner at RIÓN M&A. Since 2002, Martin has successfully advised and closed over 50 transactions representing both sell-side clients, as well as buy-side clients, in both domestic deals, as well as cross-border deals (Mexico-outbound and Mexico-inbound). Martin is also a Board Member of Global M&A Partners.

Martin's recent transactions have been in the personnel outsourcing space in both Mexico and Central America, as well as in the facilities management space.

Experience

RIÓN M&A

Education

Stanford University, USA

Tecnológico de Monterrey, Mexico

Alexander von Griesheim, Mexico



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Alexander is Partner at RIÓN.

Experience

Secresi

Aguilar, Portilla y Asociados

Education

IE Business School, Spain

Universidad iberoamericana, Mexico

Instituto Tecnológico Autónomo de México, Mexico

South America



ajaramillo@globalma.com

Alejandro Jaramillo, Colombia

Alejandro is Partner at BANICOL Investment Banking and has more than 14 years of experience in M&A and financing transactions. Focused on advising shareholders, management teams, and investors on acquisitions and sale processes, as well as financial restructuring and project finance.

His most recent transactions were in the oil & gas, industrial services, health centers, clinical laboratories, and coffee industries.

Experience

Axia Investment Banking
Nogal Financial Advisory
Inverlink

Education

London Business School, UK
Universidad de Los Andes, Colombia

Eduard Mürrle Villegas, Colombia



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Eduard is a Senior Analyst at BANICOL Investment Banking and has over 2 years of experience in M&A and financing transactions. He has supported the execution of various transactions and bridged communications between management teams and advisors.

Eduard recently participated in transactions in the food services, agro-industrial business, and materials industries.

Experience

BANICOL

Education

Universidad de Los Andes, Colombia