



MERGERS & ACQUISITIONS
BUSINESS VALUATION
CORPORATE FINANCE
MARKET INTELLIGENCE

Investment Bankers To The Middle Market

International M&A



The McLean Group, LLC
International Desk Introduction

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I. International Desk Overview

Global M&A Considerations



M&A Tectonic Plates are shifting in finance with growth, capital and human resources centered in the Rapidly Developing Economies (RDEs) of the world:

- BRICS (Brazil, Russia, India, China & South Africa) Rapidly Developing Economies (RDEs) are growing at 10% per year.
- CIVETS (Colombia, Indonesia, Vietnam, Egypt, Turkey, South Africa) Big Emerging Markets (BEMs) are poised to take increasing global market share.
- RDEs and BEMs are investing more capital than Developed Economies.
- China has led the world in IPO value for two years and it closed 3,300 acquisitions in 2010, 9% of the global M&A market.
- Financial markets are robust in the RDEs - especially on the Pacific rim.
- Ultimately the US Dollar will increase in value as interest rates inevitably rise, hurting US exports.
- Commodity prices will continue to be pressured upwards by RDEs.

Where Are The Deals?



As a result, Middle Market Investment Bankers do not see 95% of the Investment Banking Deals out there:

- Giant Sovereign Wealth Funds (SWFs) – China, Norway, United Arab Emirates, Singapore, Kuwait, Russia.
- Government Stimulus Spending (\$20T) – US, China, Germany, UK, India, Japan, Brazil.
- Government Privatization Programs – Greece, Russia, Eastern Europe.
- Government Controlled Energy - State-controlled national oil companies include PetroChina (China), Petrobras (Brazil), Gazprom (Russia), and CNOOC (China). Governments control 85% of global energy.
- Third World Companies You Never Heard Of - Camargo Corrêa Group \$6.4B, BRAZIL, Agility \$6.3B, KUWAIT, ChemChina (\$31.6B), CHINA, Emirates Airlines (\$10.6B), UAE, Falabella (\$6.6B), CHILE, Tata Group (\$65B), INDIA, EVRAZ (\$12.8B), RUSSIA.
- Multinational PEGS with Embedded Third World Units – KKR, TPG, Carlyle, Goldman Sachs, Blackstone, Permira, Apax.

Networking Portals



The McLean International Desk Solution – Networking Portals

- Rather than focus on flat peer-to-peer networks, the Networking Portal approach focuses on multi-dimensional layers of deal sourcing opportunities:
 - Investment Banking Correspondents
 - Global Consulting Groups
 - Sovereign Fund Contacts
 - Major Technology & R&D Centers
 - Multinational Private Equity Groups
 - Emerging Third World Corporations
 - Global University Centers

International Desk Overview



The McLean Group International Desk is designed to access transaction opportunities and solutions via networking with top middle market investment banks and consulting firms globally. The guiding principals of the International Desk are (1) Speed to Market, (2) Creation of Global Teams, and (3) Competent Execution:

Networking Portals

The McLean Group is the nexus of the International Desk, which maintains over 200 direct Correspondent relationships with top I-Banks and Consulting Firms worldwide.

It is an open multi-dimensional network designed to “see” as many transaction opportunities as possible.

Global Reach – Local Access

Respected independently owned Correspondents well known in their respective local markets open doors and answer client questions on a timely basis.

Strong Correspondent relationships insure speed to market.

McLean Correspondents

Over 150 investment banks in 35 countries are currently tracked by the International Desk.

50 Consulting firms in 20 countries are tracked in the network.

Contract relationships with these Correspondents in some cases extends back several years.

International Teams

By creating International Teams on demand, the International Desk facilitates moving up market to larger deal opportunities.

International Correspondent I-Banks



The McLean Group International Desk has built a global network of Networking Portals via Correspondents committed to cross border middle market investment banking. McLean networks with over 200 Correspondents in 35 countries and the International Desk has closed transactions in 15 countries.

Representative Correspondents

- Clearwater Corporate Finance (UK)
- Advizer (Denmark)
- Rokade (Norway)
- Sedna-Serficor (Mexico)
- Fimecap (Mexico)
- Sunrise Ventures (South Korea/USA)
- Chio Lim Stone Forest (Singapore)
- IGC Consulting (Brazil)
- The Chicago Corporation (USA)
- Access Capital (Hong Kong/China)
- Axis Bank (India)
- Simanor (India)
- Prime Communication & Corporate Finance (Austria)
- ACS Vienna (Austria)
- Pinnacle (Japan)
- Konomi (Japan)
- Royal Roots Global (China/USA)
- Cavour (Italy)
- Equirus (India)
- Socios (Spain)
- GB Corporate Finance (Spain)
- 3Seas (Turkey)
- Key Capital (Ireland)
- North Star (Russia)
- Kurmann Partners (Switzerland)
- M&A Consultants (Germany)
- Societex (France)
- InterChina Consulting (China)
- South Andes Capital (Chile)
- Mesoamerica (Central America)

Correspondent Profiles



Representative Correspondent profiles include:

Correspondent Highlights:

- *International Desk Deals Closed in 15 Countries*
- *Various Correspondents are Members of the 6 Top M&A Networks*
- *Over 1,000 I-Bankers in the Entire Network*

Clearwater Corporate Finance (UK)

- Largest independent I-Bank in the UK
- Top MBO specialist in England
- 14 Senior Partners
- www.clearwatercf.com

Axis Bank Capital Group (India)

- Parent is 3rd largest bank in India
- Over 3,000 corporate bank clients
- M&A Team facilitates access to all top Indian corporate groups
- www.axisbank.com

Chio Lim Stone Forest (Singapore)

- Largest consulting firm in Singapore
- 400 consultants in Singapore and 200 in China
- www.rsmchiolim.com.sg/

InterChina Consulting (China)

- Founded in 1994.
- 80 consultants in Beijing, Shanghai and Shenzhen
- Strategy, corporate and human resources services for companies doing business in China
- www.interchinaconsulting.com

Senior Managing Director International Desk



Richard Wottrich, Senior Managing Director - International at The McLean Group, LLC, leads the firm's International Desk composed of more than 150 correspondent I-Banks. Wottrich has more than 30 years' experience in the financial services industry and has completed more than 200 transactions ranging from start-ups and private placements to middle market acquisitions and divestitures in aerospace, agriculture, automotive, business services, defense, energy, engineering, food and beverage, hospitality, logistics, manufacturing, ship building and technology market sectors. He is expert in emerging and replacement technologies, intellectual property and patent valuations.

In 1992, Wottrich founded and served as principal of a global M&A firm where he built a substantial international network of M&A I-Banking firms. He has initiated M&A transactions in 15 countries including India, China, Japan, Brazil, the UK and Germany. Wottrich delivered the lead platform speech at the "2005 Summit of CEOs and Career Managers of Chinese and Foreign Enterprises." More than 400 Chinese business leaders attended this first ever government-sanctioned summit in Beijing.

Wottrich is a past chairman of the board and president of IMAP, one of the world's largest international providers of middle market M&A advisory services, where he served on the IMAP Membership Committee and the Board of Directors for 10 years. Wottrich was also the coordinator of IMAP's Alternative Energy Group. He was instrumental in broadening IMAP's international reach, having assisted in engaging IMAP's first European member firms in 1998. In 2005, Wottrich was voted recipient of IMAP's Dan Denby Award by IMAP investment bankers for best representing the spirit and business purpose of IMAP internationally.

Wottrich is the founder and editor of the DSI Global View, a McLean blog monitoring M&A business conditions worldwide.





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