



MERGERS & ACQUISITIONS
BUSINESS VALUATION
CORPORATE FINANCE
MARKET INTELLIGENCE

Investment Bankers To The Middle Market

Building Cross Border M&A Teams



**The McLean Group, LLC
Annual Conference
May 10-11, 2012**

Global Reach – Local Access

May 10-11, 2012

International Services Overview



McLean International Services guiding principals are:

(1) Speed to Market, (2) Creation of Global M&A Teams, and (3) Competent Execution.

Networking Portals

McLean has 60 I-Bankers in North America and over 200 I-Bank and Consulting Firm relationships worldwide.

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

McLean M&A Teams

McLean tracks over 150 investment banks in 35 countries and 50 Consulting firms in 20 countries.

Contract relationships with these firms in some cases extend back several years.

Global Reach – Local Access

McLean opens doors at the grass roots level and answers client questions on a timely basis.

Strong M&A Team relationships insure confidentiality and integrity in the process.

International Teams

McLean facilitates speed to market across borders, by creating Global M&A Teams on demand,

McLean is discreet and effective in initiating contacts to meet the specific requirements of its clients.

McLean Global M&A Teams



The McLean Group International Services works with Correspondent I-Banks and Consulting Firms to build Global M&A Teams. McLean networks with over 200 Correspondents in 35 countries and our International Services Team 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 [Investec Capital Asia Ltd.] (Hong Kong)
- Axis Bank (India)
- Simanor (India)
- Prime Communication & Corporate Finance (Austria)
- ACS Vienna (Austria)
- Pinnacle (Japan)
- ACS Moschner & Co. (Austria)
- 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)

Senior Consultant - International Services



Richard Wottrich, Senior Consultant - International Services

30 years' experience in the financial services industry.

Managed over 200 transactions ranging from start-ups and private placements to middle market acquisitions.

Market expertise in aerospace, agriculture, automotive, business services, defense, energy, engineering, food and beverage, hospitality, logistics, manufacturing, ship building and information technology.

Experienced in commercializing emerging and replacement technologies, intellectual property and patent valuations.

Past Chairman of the Board of IMAP, a global M&A network of 65 I-Banks in 35 countries.

Closed transactions in 15 countries, including India, China, Japan, Brazil, the UK and Germany.

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.

Coordinator of IMAP's Alternative Energy Group, serving of Moderator of the IMAP Energy Symposium in Paris in 2010.

Founder of the DSI Global View, a business consulting blog monitoring M&A business conditions worldwide – www.dsiglobalview.com

McLean International Services

www.mcleanllc.com/our-services/international-practice.html

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Global M&A Teams – Imperatives

Global Reach – Local Access

Respected Team Partners

“See” More Deals

Build Tailored Teams

Pitch to Win

Speed to Market

Control the Process

Competent Implementation



Cross Border Case Study One



Project Healthcare

Exclusive Retainer Buy-Side Mandate

- **Case One Scenario - McLean MD Tom Benson requested assistance reaching a major buyer in Japan for a Healthcare Industry Sell-Side mandate. International Services contacted a McLean Correspondent I-Bank in Tokyo, Japan, Pinnacle, that has represented the Target Buyer for three years. The Buyer then requested a pitch from McLean to represent its Buy-Side interests in entering the North American Healthcare Market.**



Cross Border Case Study One



Project Healthcare

Exclusive Retainer Buy-Side Mandate

McLean Banker – Tom Benson, CPA, CMAP, CVA, CFFA, Managing Director - Buffalo, NY

McLean Global M&A Team Partner – Pinnacle, Tokyo, Japan

Client Country – Japan

Client – Large Public Company – Largest manufacturer of hospital beds & related equipment in Asia.

Revenues - \$700+ million

Assets - \$1+ billion

Exclusive Mandate – Acquire related Platform Companies in North America.

Transaction Parameters - \$25 to \$100 million.

Work Product – Hospital and Senior Housing Bed Market research, Long List of potential Targets, Refined Short List of final Targets, Contact and Acquire.

Contracts – Pinnacle represents Client under contract. McLean and Pinnacle have a separate agreement splitting resulting retainers and transaction fees 50/50.



Cross Border Case Study Two



Project Green

Exclusive Retainer Sell-Side Mandate

- Case Two Scenario - McLean MD Neil Paschall requested assistance in pitching a potential sell-side company in the Agricultural Fertilizer Industry. The client had correctly surmised that an International Buyer would pay-up for their company. The entire McLean Team contributed to the pitch, presented in competition last month. International Services contacted Correspondent I-Banks in nine countries for specific contacts with key Industry Buyers. McLean has made the 'cut' and is waiting for a decision on the mandate.



Cross Border Case Study Two



Project Green

Exclusive Retainer Sell-Side Mandate

McLean Banker – Neil Paschall, CPA/ABV/CFF, CVA, CFFA, Managing Director - Sacramento, CA

McLean Global M&A Team Partners – Rokade, Pinnacle, M&A Consultants, IGC Partners, Clearwater Corporate Finance, North Star, GB Corporate Finance, AXIS Bank Capital Group, Pinnacle

Client Country – USA

Client – Lower Middle Market Private Company – Organic soluble humus products that supplement and reduce the required applications of agricultural chemicals and water.

Annual Growth Rate – 25%+

EBITDA - \$8+ million (+30%) – Industry multiple 8X to 10X.

Exclusive Mandate – Targeted International Auction – Retainer pitched - \$100,000.

Transaction Price Range - \$60 million to \$80 million.

Work Product – Exclusive Sell-Side Mandate Process – International Buyer Long Lists.

Contracts – McLean represents Client under contract. McLean M&A Team Correspondents participate according to a set fee schedule dictated by work product.



Cross Border Case Study Three



Project Tuna

Exclusive Retainer Strategic Consulting Mandate

- **Case Three Scenario – Strategic Consulting Assignment to locate an appropriate Seafood Industry Partner for a Canadian Private Seafood Processor. McLean International Services worked "Inside-out" locating the best Target Strategic Partners by researching the I-Banks that represent them in Cross Border Markets.**



Cross Border Case Study Three



Project Tuna

Exclusive Retainer Strategic Consulting Mandate

McLean Banker – Senior Consultant

McLean Global M&A Team Partner – J.H. Chapman Group, LLC, Chicago USA

Client Country – Canada

Client – Lower Middle Market Private Company – Largest processor and marketer of Sashimi Grade Albacore Tuna in North America.

Revenues - \$28 million - Run-Rate EBITDA - \$2.2 million

Strategic Partner – Chinese-owned Philippines Public Seafood Industry Company – A global leader in Tuna products.

Exclusive Mandate – Negotiate a Strategic Partnership that facilitates growth of the Client.

Targeted Agreement – Strategic Alliance

Work Product – Exclusive Strategic Planning – International Strategic Partner Research.

Contracts – McLean represents Client under contract. J.H. Chapman represents the Philippines public company under contract.



Contact



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