



ACG[®] Philadelphia

M2A *East*

— TWO DECADES OF DEALMAKING —

Sponsorship Kit

M&A East

October 17 – 18, 2022

M&A East is the premiere middle market dealmaking event and in 2022 we are celebrating two decades of deals for ACG Philadelphia! The format this year focuses on a highly efficient day of dealsourcing combined with unparalleled opportunities for networking and relationship building. Sponsorship affords firms exclusive access to the full day of events since M&A East will not be open to general attendees until 3:30 pm for afternoon programming and the closing Cocktail Reception.

AGENDA

Monday, October 17

M&A East Golf Outing & Reception | 11:00am – 7:00pm

Sunnybrook Golf Club

Open to all

Tuesday, October 18

DealSource | 8:30am – 4:30pm

PA Convention Center, 12th Street Concourse

Open to private equity investors, investment banks, growth track companies and sponsors

- A day of dedicated, prescheduled meetings between PE firms and investment banks using ACG Access
- A DealLounge with numbered tables for impromptu meetings
- Sponsor Exhibits Tables
- Growth Track Programs: invitation-only afternoon breakouts for growth-minded companies including strategic acquirers, PE-backed executives, operating partners and business owners, founders, and CEOs.
- There is no Private Equity Marketplace

Closing Day Events | 3:30pm – 7:00pm

PA Convention Center, 12th Street Concourse

Open to all including ACG Philadelphia members, members of other chapters and non-members

- Women's Program (by invitation beginning at 2:30 pm)
- Plenary Panel
- Cocktail Reception bringing together hundreds of dealmakers representing the entire M&A ecosystem for power networking

The Dealmakers' Dinner | 6:30pm – 8:30pm

Bank & Bourbon at the Loews Hotel

Open to DealSource firms and other invited guests

- Our must-attend, invite only dinner event for DealSource participants

M&A EAST OPPORTUNITIES AT A GLANCE

If you are looking to grow your visibility among a targeted audience of private equity firms and investment banks in addition to senior level, middle market deal professionals there are various price points and opportunities associated with M&A East.

M&A East Sponsorship

Industry Exclusivity

Dealmakers' Dinner - \$16,000

- Dealmakers' Dinner Up to 3 - **SOLD OUT**

Diamond Level - \$13,500

- ACG Access Up to 2 - **OPEN**
- Cappuccino Bar 1 - **SOLD OUT**
- Cocktail Reception Up to 3 - **SOLD OUT**
- DealLounge Up to 2 - **SOLD OUT**
- DealSource Up to 3 - **SOLD OUT**
- Grand Prize Give-away 1 - **SOLD OUT**
- Water Bottle Up to 2 - **1 OPEN**
- Wi-Fi 1 - **SOLD OUT**

Platinum Level - \$10,000

- Bag Giveaway Up to 2 - **SOLD OUT**
- Golf Outing Up to 2 - **SOLD OUT**
- Hand Sanitizer 1 - **SOLD OUT**
- Lanyard 1 - **SOLD OUT**
- Pens & Pads 1 - **SOLD OUT**
- Power Banks Up to 2 - **OPEN**
- Program Up to 2 - **1 OPEN**
- Snack Station 1 - **OPEN**
- Women's Program Up to 2 - **1 OPEN**

Gold Level - \$4,500

- Gold (no booth) No exclusivity

CHAPTER OPPORTUNITIES AT A GLANCE

ACG Philadelphia hosts educational programs and deal-generating networking events throughout the year for members and non-members. Sponsorships include branding and visibility to both the broader M&A deal community as well as peer networks.

Sponsors can bundle these chapter level events with M&A East or buy a la carte. Opportunities are for the upcoming program year, September 2022 – August 2023. The format and benefits are subject to change. Details on pages 9 – 19.

Chapter Sponsorships are available to all with priority given to Diamond level sponsors, followed by Platinum and Gold. Diamond & Platinum Sponsors who Supersize at the \$5,000+ level also receive one of the \$2,500 opportunities.

Chapter Sponsorships	Price	Industry Exclusivity (no limit unless noted)
○ ACG Breakfast Briefings	\$2,500	Up to 2 per breakfast
○ ACGWomen Golf Outing & Clinic	\$2,500	
○ ACGWomen (Single Event)	\$2,500	
○ New Year Reception	\$2,500	
○ Young Dealmakers (Single event incl M&A East Reception)	\$2,500	
○ ACG University	\$5,000	
○ ACGWomen (All annual events)	\$5,000	
○ Member Golf Outing	\$5,000	Up to 3
○ Operating Partners	\$7,500	Up to 2
○ PE-Backed Executives Roundtable	\$5,000	
○ SaaS & Tech Enabled Services	\$7,500	
○ Spring PE Wine Tasting	\$5,000	
○ Strategic Acquirers' Network	\$5,000	
○ Young Dealmakers (All annual events)	\$5,000	

DIAMOND LEVEL

Diamond Sponsorships are industry exclusive and may include up to 3 firms.

DIAMOND LEVEL	Base Level \$13,500 (Dinner base \$16,000)	Add \$2,500	Add \$5,000+
Exhibit Table (6' x 30")	X	X	X
Logo with link on website & emails blasts	X	X	X
Email spotlighting your sponsored event (as relevant)	X	X	X
Inclusion in ACG Access, the 1:1 meeting software for DealSource	X	X	X
Total tickets to M&A East	8	9	10
Additional tickets to the Cocktail Reception offered at lowest published price regardless of membership	X	X	X
Tickets to Dealmakers Dinner	2	2	2
Ticket to M&A East Golf Outing Reception 10/17	1	1	1
Social media: LinkedIn posts, Tweets associated with sponsorship	X	X	X
ADDITIONAL BENEFITS			
ACG Annual Memberships	2	2	3
Tee/Hole Sponsorship @ M&A East Golf Outing 10/17		X	X
Leaderboard Ad on ACG Philadelphia website			X
Billboard Ad on ACG Philadelphia website		X	
Tickets to ACG Breakfast Briefings	8	10	12
Sponsorship of an ACG Chapter Program (\$2,500 options only) - industry exclusive (<i>refer to page 4</i>)		X	
Select an ACG Chapter Program (\$5,000+ options only) (<i>refer to page 4</i>)			X

ACG Access – ACG Access is the proprietary tool used for 1:1 meetings for DealSource, Growth Track Companies, and Sponsors. Sponsor branding on the login page and in email communications related to all 1:1 meetings.

Cappuccino Bar – Sponsor logo imprinted on all cups as well as signage at the all-day Cappuccino/Espresso bar.

Cocktail Reception – All dealmakers are invited to this closing reception which bridges a day of deal sourcing with high energy networking, including gaming tables. Sponsor logo imprinted on cocktail napkins and casino chips and/or cards.

DealLounge – 100+ numbered meeting tables located throughout the conference floor designed for attendees to take a break or schedule meetings. Sponsor logo appears on custom stanchion signage at each table. Opportunity to drop small, logo'd items at each table and/or print custom die cut table toppers.

DIAMOND LEVEL (continued)

Dealmakers Dinner – This opening night dinner is one of the most sought-after tickets at M&A East where private equity firms, investment banks, strategic acquirers and PE-backed company executives come together for a night of focused networking.

DealSource – DealSource is the most efficient method for investment banks and private equity firms to schedule and conduct brief one-on-one private meetings. Sponsor logo imprinted on event signage including stanchion signs at every table in the private DealSource ballroom.

Grand Prize Giveaway – Sponsor logo included on all signage and dedicated emails promoting the giveaway.

Snack Station – Fuel attendees' energy with afternoon snacks while networking, holding meetings and visiting sponsors. Sponsor logo imprinted on to-go containers as well as signage at the snack station.

Water Bottle – Sponsor logo imprinted on customized bottle label and placed at multiple stations throughout the conference.

Wi-Fi – Get your name out there and keep attendees connected throughout the Conference with high-speed bandwidth by becoming our exclusive Wi-Fi sponsor. The sponsor can pick the Wi-Fi password!

PLATINUM LEVEL

Platinum Sponsorships are industry exclusive and may include up to 3 firms.

Platinum Benefits	Base Level \$10,000	Add \$2,500	Add \$5,000+
Exhibit Table (6' x 30")	X	X	X
Logo with link on website & email blasts	X	X	X
Email spotlighting your sponsored event (as relevant)	X	X	X
Inclusion in ACG Access, the 1:1 meeting software for DealSource	X	X	X
Total tickets to M&A East	5	6	7
Additional tickets to the Cocktail Reception offered at lowest published price regardless of membership	X	X	X
Tickets to M&A East Golf Outing Reception 10/17	1	1	1
Social media: LinkedIn posts, Tweets associated with sponsorship	X	X	X
ADDITIONAL BENEFITS			
ACG Annual Memberships	1	1	2
Tee/Hole Sponsorship @ M&A East Golf Outing 10/17			X
Skyscraper Ad on ACG Philadelphia website			X
Tickets to ACG Breakfast Briefings	6	7	8
Select an ACG Chapter Program (\$2,500 options only) - industry exclusive (<i>refer to page 4</i>)		X	
Select an ACG Chapter Program (\$5,000+ options only) (<i>refer to page 4</i>) (<i>priority given to Diamond level</i>)			X

Product giveaways will be available at onsite event registration.

Bag Giveaway – Sponsor logo imprinted on the event bag giveaway.

Golf – Sponsor logo on custom designed golf flags at each hole, welcome banners at the golf event and program seat dropped on each golf cart.

Hand Sanitizer – Sponsor logo imprinted on hand sanitizers.

Lanyard – Sponsor logo and or name used in continuous manner on lanyards for all name badges.

Pens and Pads – Sponsor logo imprinted on pens and pads and distributed to attendees at registration.

Power Banks – Gain recognition during and after M&A East with these small and powerful phone chargers branded with your company logo. Compatible with iPhone and android phones.

Program Panel – Sponsor logo imprinted on event signage. Materials may be seat dropped.

Womens' Program – Sponsor logo imprinted on event signage. Materials may be seat dropped.

GOLD SPONSOR

Gold Sponsors are not industry exclusive. Limited number of sponsorships being offered.

Gold Benefits	Base Level \$4,500	Private Equity / Investment Banks *
Logo/Firm name with link on website & email blasts	X	X
Inclusion in ACG Access, the 1:1 meeting software for DealSource	X	X
Total tickets to M&A East	2	4
Additional tickets to the Cocktail Reception offered at lowest published price regardless of membership	X	X
Ticket to M&A East Golf Outing Reception 10/17	1	1
ADDITIONAL BENEFITS		
Tickets to ACG Breakfast Briefings (\$80 avg. value/ ticket)	2	2

*ADDITIONAL BENEFITS FOR PRIVATE EQUITY AND INVESTMENT BANKING SPONSORS

Private Equity:

As a Private Equity sponsor, at any level, you **also** receive:

- Guaranteed registration at DealSource (sold out each year)
- 2 tickets to the invitation only Dealmakers Dinner (\$600 value)
- DealSource tickets (total number based on your sponsor level)
- All benefits listed on the sponsorship page of the level you select

Investment Banking:

As an Investment Bank sponsor, at any level, you **also** receive:

- A guaranteed table at DealSource
- Free reserved, second table, if desired, and if space permits
- 2 tickets to the invitation only Dealmakers Dinner (\$600 value)
- DealSource tickets (total number based on your sponsor level)
- All benefits listed on the sponsorship page of the level you select

ACG BREAKFAST BRIEFINGS

(Industry exclusive – up to 2)

ACG Philadelphia holds an Executive Briefing on a variety of topics of interest to the M&A dealmaking community.

Programs are generally held either in Center City Philadelphia or a suburban location, such as Gladwyne or Conshohocken. The audience of 150+ people include senior executives and managing partners from private equity firms, banks of all types (investment and commercial), corporations actively involved in mergers and acquisitions and a variety of professional service firms working in the M&A space.

Past programs have included or featured:

- Annual M&A Lenders Panel
- Winning the War for Talent
- The Fundraising Outlook
- Economic Outlook with Joel Naroff
- Chasing Deals - Leveraging Non-Traditional Sourcing Strategies
- Developing a Successful Acquisition Strategy
- M&A Buyers' Outlook Panel
- PE-Backed Company CEOs: Growth Outlook
- Getting from LOI to Close: Pathways to a Successful Transaction
- In the Heat of the Deal: Successful Management Teams & How to Recognize Them
- The Evolving Role of the PE Operating Partner
- Brian O'Neil, CEO, Recovery Centers of America
- Chief Economist BNY Mellon, Jeff Mortimer
- Tom Lynch, TE Connectivity

Sponsor Benefits:

As a program sponsor your firm will receive significant visibility within the growing Philadelphia M&A community, including the following:

- Five (5) complimentary seats at the program/briefing.
- Logo or name inclusion on all materials related to the marketing of the event being distributed electronically to more than 7,500 CEOs, CFOs, corporate development officers, principals in private equity/buyout funds and other M&A professionals.
- Logo with a direct link from our events page and email blasts to your home page.
- Distribution of your collateral materials at the event, recognition from the podium and logo on handout and/or slide presentation.

Sponsorship of the Breakfast Briefing is \$2,500 if not purchased in conjunction with M&A East.

ACG UNIVERSITY

(Industry exclusive)

ACG University, launched in January 2011, is an exclusive educational and networking program that enrolls 40+ up and coming M&A deal makers who possess 3 – 6 years of deal experience in a serial education program designed to:

- Teach a broad range of **essential deal making skills and strategies** through lecture and hands on case work to create savvy, knowledgeable and skilled dealmakers.
- Create cohorts to **facilitate long-term deal networks** among future M&A leaders. Each class will be composed of a balanced number of private equity and corporate buyers, investment bankers, attorneys, accountants and lenders.
- Offer **access to all the resources of ACG and the broader deal community** in Philadelphia through membership (included). Graduates will also be invited to become part of the ACG Young Dealmakers Group.

ACG University will immerse participants into the life cycle of a deal using a case study method for teaching the key elements of sourcing, negotiating, structuring and closing a deal. Each class will include pre-reading, expert level instruction, team-based case work/presentation of findings and feedback.

ACG University curriculum is as follows:

- Class 1: Strategic / Opportunity Analysis – Sourcing Deals & Building Your Acquisition Strategy
- Class 2: Due Diligence – Financial, Operational, Technical, Management
- Class 3: Valuation – Methodologies and Approaches
- Class 4: Acquisition/Debt Financing – Financing your deal to match your exit
- Class 5: Negotiating the Purchase Agreement & Closing the Transaction
- Class 6: The 100 Day Plan and Why Deals Fail
- Class 7: Exit Strategies

Sponsor Benefits:

- Firm logo or name inclusion on all promotional materials related to the marketing of the course being distributed electronically to more than 7,500 CEOs, CFOs, corporate development officers, principals in private equity/buyout funds and other M&A professionals.
- Opportunity to kick-off the program and welcome attendees.
- Recognition at each of 7, half-day sessions.
- A direct link from our program website to your home page and email blast flyer.
- Distribute collateral materials at each of the 7 classes.
- Closing lunch/dinner and recognition from the podium.

Sponsorship of ACG University is \$5,000 if not purchased in conjunction with your M&A East Sponsorship. Sponsorship of this program typically begins in January of each calendar year.

ACGWOMEN

(Industry exclusive)

ACGWomen is designed to facilitate peer to peer networking, deal sourcing and industry knowledge among our region's top female deal professionals. Participants are active contributors to the deal transaction process including private equity investors, strategic acquirers, investment bankers as well as transaction attorneys and accountants.

Events are held on average 3 times per year. Past events have included:

- Power Lunch - Progressive Lunch with Roundtable Discussion topics
- Wine Tasting Networking Event at Osteria
- Cooking, Networking, & Dinner at La Cucina in Reading Terminal Market
- Wine Tasting Networking Event at Osteria
- Cooking, Networking, & Dinner at La Cucina in Reading Terminal Market
- Strategies in Poker, Tournament & Networking Reception
- Annual Golf Clinic & Reception
- The Path to the Board Room
- Maximizing Leadership & Negotiation Skills in M&A
- Executive Style Session & Rooftop Cocktails
- Bury the Hatchet

General Sponsor Benefits:

- Three (3) complimentary registrations for women dealmakers within your office to the program/event
- Logo or firm name inclusion on all materials related to the marketing of the event being distributed to corporate executives, private equity investors, investment bankers, lenders and other M&A professionals
- A direct link from our program web page to your home page
- Distribution of collateral material or giveaways at the event

Sponsorship of ACGWomen is priced as follows if not purchased in conjunction with M&A East.

- | | |
|------------------------|---------|
| ○ All annual events | \$5,000 |
| ○ Single Event | \$2,500 |
| ○ Golf Outing & Clinic | \$2,500 |

MEMBER GOLF OUTING

(Industry exclusive – up to 3)

ACG Philadelphia hosts a full day of golf, competition, and networking at one of our region's best courses every summer and it is a sell out each year. The target audience for this event is ACG Members from around the mid-Atlantic region. Additional guests also attend the dinner only portion of the event.

The date for the 2023 Golf Outing has not been scheduled.

Plans for this year's outing are as follows:

Date: July 27, 2022

Location: Whitmarsh Valley Country Club

11:00 am Registration, Lunch and Practice Range

12:30 pm Shot gun start

6:30 pm Dinner, Open Bar & Prizes

Sponsor Benefits:

Reach your target market out on the course with these sponsorship opportunities.

Lead Sponsor (industry exclusive per item, limit 2):

- Includes foursome
- Corporate logo on welcome banner and event signage

Choose One:

- Premier recognition with corporate logo on flags at every hole
- Corporate logo on the product giveaway (i.e., umbrellas, towels, hats)
- Prize sponsor with opportunity to announce and handout prizes

Sponsorship is \$5,000 if not purchased with M&A East Sponsorship.

NEW YEAR RECEPTION

(Industry exclusive)

The annual New Year Reception is one of three yearly events designed exclusively for members. In place of a holiday party, we bring our membership together in January in Center City to usher in the new year and new deal opportunities.

This event is one of the most widely attended by our membership with over 200 members attending. It is an excellent opportunity to socialize and network with dealmakers in the community.

Sponsor Benefits:

- Logo or firm name inclusion on all materials related to the marketing of the event being distributed to corporate executives, private equity investors, investment bankers, lenders and other M&A professionals
- A direct link from our program web page to your home page
- Distribution of collateral material or giveaways at the event

Sponsorship of the New Year Reception is \$2,500 if not purchased in conjunction with M&A East.

OPERATING PARTNER FORUM

(Industry exclusive – up to 2)

In the Fall 2021, ACG Philadelphia launched a networking and best practice sharing community exclusively for Operating Partners within PE funds who face the portfolio. The initiative connects Operating Partners to build valued networks with peers while collaborating in a confidential environment to gain exposure to innovative ideas, expert insights, and tested strategies to support the growth of the portfolio and the continued advancement of the position within the firm and industry.

Events will be hosted an average of 4 times per year attracting 12+ operating partners for:

- roundtable discussions on situational and management issues related to portfolio company growth,
- subject matter expert presentations on topics of interest to the group, and
- networking/social opportunities.

Sponsor Benefits:

- Grow visibility within the Operating Partner community. Build referral relationships with other advisors to this community.
- Industry Exclusivity (only sponsor in your industry)
- Significant brand visibility to Operating Partners
- Limited event sponsor base and industry exclusivity reduces dilution, increasing visibility of your firm.
- Attend roundtables/programs. (1-2 attendee/s per sponsoring firm depending on size of event)
- Ability to invite current/prospective Operating Partner clients
- Contribute ideas to shape the content based on your client experience and expertise
- Sponsor recognition from the podium, logo recognition on website, event invitations and program materials.
- Attendee list provided in advance of the roundtable

Sponsorship of the Operating Partners Forum is \$7,500 if not purchased in conjunction with M&A East.

PE-BACKED EXECUTIVES' ROUNDTABLE

(Industry exclusive)

In 2016, ACG Philadelphia launched a new network to engage PE-backed Company CEOs and CFOs in a unique, peer only environment. The network will continue through a series of peer-to-peer interactive programs that encourage meaningful network building and learning. We believe CEOs and CFOs will value:

1. Engaging with a community of like-minded executives who live the challenges and opportunities of private equity backing.
2. Collaborating with PE-backed executives to gain exposure to ideas and managerial tactics aimed at optimizing your relationship with your PE partner.
3. Comparing experiences and sharing best practices to succeed at every turn, from navigating the investment process and managing growth to planning a future exit and next step.

Topical, insightful programs will be offered 3 - 4 times per year to encourage on-going discussion and relationship building. Each will offer ample time for networking and peer engagement, idea sharing and group discussion.

Potential Topics:

- Dealing with your most difficult board member
- Board Effectiveness / Governance
- How CEOs and CFOs Communicate
- Aligning Your Executive Team / Managing Tension in the C-Suite
- Strategic Planning
- Compensation / Incentive
- Managing Growth
- Exits & Preparing the Company (and yourself) for Sale
- Managing Through a Downturn – Your Lender, Your PE Owner
- Managing Your PE Owner
- Understanding and Getting the Most from your Resources
- Acquisitions

Sponsor Benefits:

As a sponsor your firm will receive significant visibility with C-Suite executives from PE-Backed companies in and around the region:

- Logo or name inclusion on all materials related to the marketing of the event being distributed electronically to private equity/buyout funds.
- Logo with a direct link from our events page and email blasts to your home page.
- Distribution of your collateral materials at the event, recognition from the podium and logo on handout and/or slide presentation.

Sponsorship of PEER is \$5,000 if not purchased in conjunction with M&A East.

SaaS AND TECH-ENABLED SERVICES DEAL CONFERENCE

(Industry exclusive)

The SaaS & Tech-Enabled Services Deal Conference launched in 2018 to outstanding reviews from veteran industry specialist investors, company operators and investment bankers. This growing 3/4 day event brings together nearly 300 attendees from across the country with deep industry expertise and engages them in a highly targeted deal networking, discussion, and educational environment.

What's Unique about the SaaS/TES Deal Conference?

- 75-80% of attendees are strategic and financial buyers, investment bankers, company operators and capital providers
- Service provider attendance is limited and open only to those who have demonstrated industry expertise
- Offers efficient 1:1 deal meetings with operators, investors, bankers, and SMEs using a dedicated software tool
- Convenes investors from growth stage to buyouts
- Engages CEOs/CFOs, corporate development officers and company operators pre-investment and currently backed

Sponsor Benefits:

- Four (4) complimentary registrations
- Industry Exclusivity (only sponsor in your industry)
- Significant branding of your firm to industry focused dealmakers
- Limited event sponsor base reduces dilution, increasing visibility of your firm
- Recognition from the podium
- Access to the Meeting App, otherwise exclusively for PEs, IBs
- Sponsor booth/table in the program room / networking space
- Logo with a link on our website and invitations promoting the conference
- Logo on handouts, signage and/or slides

Sponsorship of the SaaS Deal Conference is \$7,500 and is not bundled as a supersize with M&A East.

SPRING PE WINE TASTING

(Industry exclusive)

The annual Spring Wine Tasting event is one of three annual events designed exclusively for members. This Wine Tasting is unique in that approximately 20+ regional private equity firms host a table and select top rated and unique wines from around the globe for attendees to enjoy.

The event affords members an excellent opportunity to connect with private equity firms in a more intimate format as well providing a casual atmosphere for general networking and socializing with dealmakers from the community.

Sponsor Benefits:

- Five (5) complimentary registrations
- Logo or firm name inclusion on all materials related to the marketing of the event being distributed to corporate executives, private equity investors, investment bankers, lenders, and other M&A professionals
- A direct link from our program web page to your home page
- Distribution of collateral material or giveaways at the event

Sponsorship of Spring Wine Tasting is \$5,000 if not purchased in conjunction with M&A East.

STRATEGIC ACQUIRERS' NETWORK

(Industry exclusive)

ACG Philadelphia's Strategic Acquirers' Network Committee hosts exclusive, strictly peer-to-peer, events throughout the year for Corporate Development Officers and other corporate transactional executives to share experiences and best practices while developing relationships in a convenient, enjoyable and relaxing settings.

Past Topics:

- Disruption through M&A - Infusing Innovation for Growth
- Corporate Venture Funds
- Culture Considerations for a Successful Acquisition:
- Corporate Divestments: A central component to a successful growth strategy
- Buy, Hold or Sell....A 2015 Global Outlook
- Negotiation Leverage Strategies in Acquisitions
- Best Practices in Corporate Due Diligence
- Perspectives on Sourcing Deals from PE & Corporate Acquirers
- Integration of HR, Human Capital and Culture
- The Year of Integration: M&A Best Practices
- Corporate Buyers' Target Selection Workshop
- Corporate Development Workshop: Private Equity Experiences & Phillies Game

Prior acquisitive company participants:

AMETEK	Comcast	NutriSystems	TE Connectivity
AMG Advanced	Connexin Software	PepBoys	Teleflex
Metallurgical Group N.V.	Day & Zimmermann	Quaker Chemical	Telerox
AquaAmerica	Dupont	QVC	Triumph
Aramark	Eurofins Scientific	SAP	Urban Outfitters
Brother Int'l	GSK	S. Walter Packaging Corp.	Vishay
Campbell's Soup	Independence Blue Cross	SunGard	Wise Snacks

Sponsor Benefits:

As a sponsor your firm will receive significant visibility with corporate development officers and other senior level corporate transactional executives in and around the region.

- Logo or name inclusion on all materials related to the marketing of the event being distributed to the target audience of corporate acquirers
- Logo with a direct link from our events page and email blasts to your home page or other designated page
- Distribution of your collateral materials at the event, onsite recognition and logo on handout and/or slide presentation

Sponsorship of the Strategic Acquirers' Network is \$5,000 if not purchased in conjunction with M&A East.

YOUNG DEALMAKERS

(Industry exclusive)

The Young Dealmakers will hold 3 - 4 social or content driven events per year specially targeted to young dealmakers who represent a diverse mix of up-and-coming future dealmakers from all disciplines including, private equity firms, investment bankers, lenders, attorneys, accountants, corporate buyers, and other dealmakers.

Sponsor Benefits:

- Visibility/Sponsorship of 3 events throughout the year
- Three (3) registrations for young dealmakers within your office to the program/event
- Logo or firm name inclusion on all materials related to the marketing of the event being distributed to more than 7,500 CEOs, CFOs, corporate development officers, principals in private equity/buyout funds and other M&A professionals
- A direct link from our program web page to your home page
- Distribute collateral material at the event

Sponsorship of Young Dealmakers is \$5,000 if not purchased in conjunction with M&A East. Opportunity to purchase 1 event at \$2,500, including the Reception at M&A East.