



ABOUT ACG UK

2018-19 Brochure



Driving
Middle-Market
Growth®

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Global Networking for the Mid-Market

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WWW.ACG.ORG/UK



DEAL COUNT 3,452
REPRESENTS 97% OF
ALL M&A DEALS IN THE
UK



**DEAL VALUE £75.25
BN**
REPRESENTS 47% OF
ALL M&A DEAL VALUE
IN THE UK



£83.12 BN
COMPANY REVENUE



477,870 JOBS

ACG: MID-MARKET FOCUS

Middle-market deal making sustains and grows economies throughout the world. Working with deals from £1 million to £1 billion, this is where the bulk of business transactions take place. ACG members support deals from all sides, from advisors to banks to private equity professionals. All members play a critical role in helping grow and expand businesses.

Data provided by PitchBook

2015 industry data



ACG: GLOBAL NETWORKING FOR THE MID-MARKET

WITH 59 CHAPTERS ACROSS THE WORLD...



GET EXCLUSIVE ACCESS TO ACG'S SEARCHABLE
DATABASE OF OVER 14,500 M&A PROFESSIONALS

CG

Thank you
**ColeTaylor
BusinessCap**
A Division of Cole

OVER 1,200 REGIONAL, NATIONAL
AND GLOBAL EVENTS EACH YEAR.



A photograph of three people in business attire at a conference. On the left, a man in a dark suit is seen from the back, gesturing towards a whiteboard. In the center, a woman with long brown hair, wearing a black blazer and a necklace, smiles and has her arms crossed. On the right, a man in a dark suit is looking towards the woman. The background shows a conference booth with a whiteboard and a sign with the letters 'it'.

MEMBERS RECEIVE EXCLUSIVE
DISCOUNTS ON ACG EVENTS.



Association for Corporate Growth

Driving
Middle-Market
Growth®

ACG's 14,500 members include professionals from private equity firms, corporations and lenders that invest in middle-market companies, as well as from law, accounting, investment banking and other firms that provide advisory services. Founded in 1954, ACG is a global organisation with 59 chapters.

ACG UK was launched in 2012 and has gathered significant traction within the industry, attracting both members and non-members through its high quality content-led events, premium networking opportunities and thought leadership.

*75% of ACG members report having done business with fellow members.**

ACG members value learning best practices from thought leaders and participating in networking events where they can grow relationships and make important connections to help their businesses both locally and cross-border.

Become involved and engaged to truly take advantage of all that ACG has to offer.

ACG's global strategic pillars are:

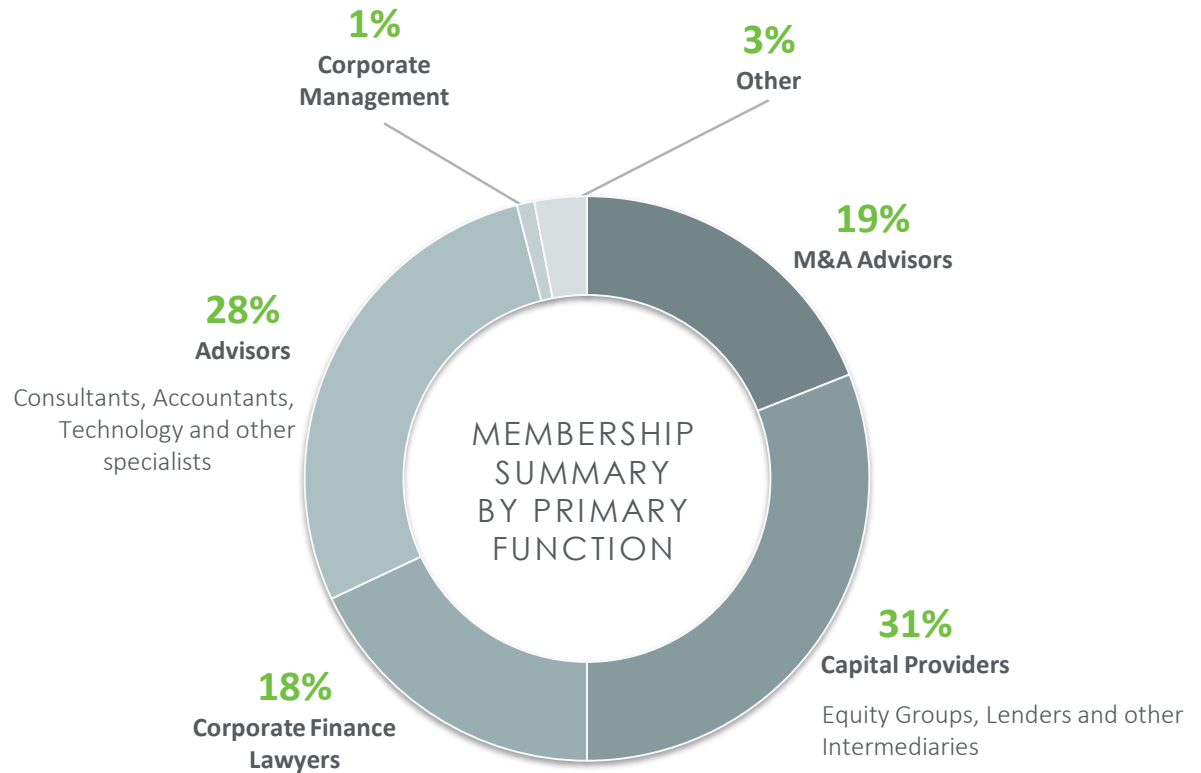
- Local Community, Global Reach™
- Diverse Needs, Targeted ServicesSM
- Private Capital, Public GoodSM
- Access Anytime, Business AnywhereSM

*ACG Global Membership Survey 2014

WWW.ACG.ORG/UK



To give a flavour of ACG UK, our current membership is broken down as follows:



“ACG is a fantastic networking organisation, combining the best of building local groups with strong bonds and linking into to the wider global network where people are so willing to help”

Charlie Johnstone
ECI Partners

DEALMAKERS AT ACG UK EVENTS

In 2017 ACG UK attracted over 1,000 dealmakers from nearly 300 firms* to its events, including:

| | | | | |
|---|--|--|---|--------------------------------------|
| 3P Equity Europe | Canaccord Genuity | finncap | Macquarie Bank Limited | Rialto Consultancy |
| Aberdeen Asset Management | Capitalmind Corporate Finance Advisory | Foresight Group LLP | Managed Solutions Group, DB Schenker | Rise Partners Limited |
| ACA Aponix | Catalysis Advisory | Foundation Investment Partners | Marlborough Partners | Riverside Europe |
| Accuracy | Cavendish | FPE Capital | Marlin Equity Partners | Rosenblatt Solicitors |
| Addleshaw Goddard | Cavendish Corporate Finance | Freestyle Marketing | Marriott Harrison LLP | RPS GROUP PLC |
| Adviser | CEG | Gateley plc | Marwood Group | RSM Corporate Finance |
| Agilitas | CentralNic plc | GCA Altium | Mazars LLP | RSM US |
| AIAC- American Industrial Acquisition Corporation | Charles Russell Speechlys LLP | Gleacher Shacklock | McDermott Will & Emery | S&P Global Market Intelligence |
| ALANTRA | Chevalier & Sciales | Global PE Alliance | Mergers Alliance | Salutem Healthcare |
| Alcuin Capital Partners | Chief Officers Group | Global Torchlight | Merrill Corporation | Santander |
| ALRUD Law Firm | Chiron Financial LLC | Goodwin Procter | Metric Capital | SBM Ventures, LLC |
| Ansarada | CIL | Gowling WLG (UK) LLP | MidMarket Capital Advisors | Scottish Equity Partners |
| Apollo Global Management LLC | Citicourt & Co. Limited | GPCF | Minter Ellison | Secure Trust Bank |
| Apollo MidCap Financial | Citrix | Grant Thornton | Mitsui | Sheridans |
| Arela Capital Advisers | City University | Graphite Capital | MML Capital | SIA Group |
| Arion Capital Limited | Clark Group | Graycliff Partners | Mobeus Equity Partners | Silicon Valley Bank |
| Arzinger | Clearwater International | Grey Matter Global Ltd | Moore Stephens | Sistema Capital Partners |
| Association for Corporate Growth | CliftonLarsonAllen LLP | Growth Capital Partners LLP | Morgan Rossiter | Skyview Capital, LLC |
| Atlantic Pacific Equipment (AT-PAC) | Clydesdale Bank | GT | Morrison & Foerster (UK) LLP | SmartRoom |
| Atlas Fiscalisten N.V. | Cognizant | H2 Equity Partners | Mylender | Smith and Williamson |
| Atlas Tax Lawyers | Coller Capital | Harris Williams | NetSuite | Souter Investments |
| August Equity | Columbia Lake Partners | Hickman Shearer | NewSpring Capital | Spell Capital Partners |
| Aurelius | Cooley (UK) LLP | HIG Capital | Norgestion | Squire Patton Boggs |
| Avalon Capital | Cordet | HLM Consulting | NVM Private Equity | Stag Advisory |
| AzGen Scientific Holdings Plc | Cozen O'Connor | HMT | Octopus Investments | Stella EOC |
| BackBay Communications | Creative Media Systems | Houthoff Buruma | ONetoONE Corporate Finance | Stevens & Bolton LLP |
| Bank of America Merrill Lynch | Crescent Capital | HPE Growth Capital | Ortus Group | StoneCalibre |
| Bank of Ireland | Crowe Clark Whitehill | HSBC | Pace | Stratulat Albuлесcu Attorneys at Law |
| Barings | Crutchfield Capital | Iain Purves | Palatine Private Equity LLP | Taylor Wessing LLP |
| BDA Partners | Crystal & Company | IBB Law | Peak Rock Capital | Tenzing - Private Equity |
| BDO LLP | DBG Management GP (Guernsey) Limited | Information Commissioners Office | PEI Media | The Appointment Group |
| Bean Partners Limited | DC Advisory | Interfor Corp | People Puzzles | The Deal |
| Beechbrook | Deloitte | Invest Europe | Pepper Hamilton LLP | The M&A Advisor |
| Beiten Burkhardt Rechtsanwalts-gesellschaft mbH | Dixon Hughes Goodman | Investarget | PER | Thomson Reuters |
| Bennett Jones LLP | DLA Piper | Investec | Personal Presentation Ltd | TMF Group |
| Berenberg | Domanski Zakrzewski Palinka Sp.k. | Investment Executive | PillarFour Capital Inc | Travers Smith LLP |
| Bertram Capital | Donnelley Financial Solutions | IOD | PIMCO | Trident Trust Company Luxembourg |
| Berwin Leighton Paisner | DS-Concept | J&A Garrigues | Pirola Corporate Finance SpA | TW Consultancy |
| Bibby Financial services | DST Systems Inc | Jamieson Corporate Finance | PitchBook | UC Capital |
| BKL | DSW Transaction Services | Japan Bank for International Cooperation | Plante Moran PLLC | US Tax & Financial Services |
| Bloomberg | Duane Morris | Jones Day | PMSI Strategy | Valad Europe |
| Bluefin | Duff & Phelps | JZ International | PNC | Valery Capital |
| BM&T LLP | Dunedin | KPMG | Praesidian Capital Europe LLP | Vermilion Partners |
| BoardEx | Eagle Point | Laurel Consultancy LLC | PREA LTD | Vespa Capital |
| Bond Dickinson LLP | ECI Partners | LDC | Presentation Solutions Limited | Vistra Netherlands |
| Border Equity Partners | Elite Corporate Fitness | Lecturer & Writer | Pricoa Capital Group | Walker Morris LLP |
| Brebners | Elysian Capital | Leumi ABL | Principles for Responsible Investment (PRI) | Watermill Group |
| Bridges Fund Management | EOC Partners | LGB Corporate Finance | Private Equity international | Wellesley |
| Burda | EuroDev M&A | Liberty Corporate Finance | PwC | Wharton PE & VC Association |
| BV Resources | Eurovals | Lincoln | PwC Österreich GmbH | White Oak Global Advisors, LLC |
| CA Kilgore Ltd | EY | Linear B | Quercus Corporate Finance | William Blair |
| Cadence Advisory | Family Business Place | Livingstone Partners | Rabobank | World Class Britain |
| Cairngorm Capital | FGI | Lloyds Bank | Raymond James Investment Banking | Zambelli Tassetto - Studio Legale |
| Calculus Capital | Fieldfisher | Lonsdale Partners | RBS | |
| Caledonia Investments | Fifth Step Limited | Luther Rechtsanwaltsgesellschaft | Results International | |
| Cambridge Associates | Fifth Third Bank | Lyceum Capital | RGL Forensics | |



MEMBERSHIP



IN THE PAST YEAR ALONE THE UK CHAPTER HAS ATTRACTED 1000 DEALMAKERS FROM OVER 300 FIRMS TO ITS EVENTS, REPRESENTING £5BN IN DRY POWDER

As a member of ACG UK, you'll be instantly connected to a vast professional community of fellow mid-market dealmakers worldwide, with multiple opportunities to connect at both a local and global level, in-person and online.

The people of ACG include:



“*I joined ACG having attended numerous events across Europe, becoming one of a number of my colleagues across the globe to enjoy the well-curated and widely attended networking events that the group organises. Our institution is heavily focused on international M&A, and I have found the ACG one of the best forums within which to interact with likeminded professionals. Events are well attended by fellow private equity firms as well as leading intermediaries within international M&A. I have no hesitation in recommending the ACG to fellow M&A professionals, particularly those with a focus on international markets and cross-border activity*”

Thomas Seddon
Riverside Europe

WWW.ACG.ORG/UK

THE COMPLETE GLOBAL DEALMAKING ECO-SYSTEM

THE VALUE OF MEMBERSHIP

A GLOBAL NETWORK

Access the only truly cross-border mid-market M&A network:

- **Instant access to all 14,500 ACG members worldwide via ACG's online membership directory**
- **Build business relationships through high level peer-to-peer networking**
- **Gateway to cross-border deal flow opportunities**
- **ACG CapitalLink** - a proprietary database of thousands of capital resources at your fingertips, including private equity firms, hedge funds, mezzanine investors, small business investment companies, valuation firms and M&A advisory firms
- **Get discounted access to PitchBook**, the leading research firm for Private Equity and Venture Capital, based on your firm size
- **Subscriptions to Middle Market Growth** - ACG's official digital publication, and Mergers & Acquisitions magazine - published in partnership with ACG, a £650 value, providing coverage and analysis of key deals and influential developments in the M&A field, featuring articles and columns written by ACG members and other leading experts.

“ *Having attended many events in London, Europe and North America, what continues to impress me is the breadth of attendees. I have made many contacts that I would not have met through the networking groups I usually attend* ”

A FULL EVENT CALENDAR

- **Complimentary access to UK content-led thought leadership events such as breakfast briefings, executive roundtables and expert panel discussions both in London and regionally**
- **Preferential event pricing for guests**
- **Preferential member pricing** for you and your guests to larger events such as the Golf Day and Wine Event
- **Access and preferential pricing to ACG events worldwide including:**
 - 1200+ ACG chapter events globally
 - ACG InterGrowth, an annual meeting of 2000+ dealmakers in the USA each Spring

AWARENESS & PARTNERSHIP

- **Premium networking opportunities** to connect with mid-market decision makers at every event and online
- **Get involved:** become part of an agile, inclusive, neutral and growing community which exists for its members' benefit, giving you the opportunity to engage and maximise your investment
- **Preferential access** to partnership opportunities at ACG events globally
- **Access to partnership opportunities** at ACG EuroGrowth and InterGrowth, the premier annual mid-market networking events in Europe and the US

MEMBERSHIP OPTIONS

Corporate | £829 + VAT

Three named members

Individual - Flexible | £429 + VAT

One named member; option to send a colleague to events on your behalf

Individual | £329 + VAT

One named member; no event substitutions

All options valid for 12 months

EVENT CALENDAR & PARTNERSHIP OPPORTUNITIES

INTERGROWTH 2014

OFFICIAL SPONSOR OF GROWTH PARTNER



GROWTH LEADER PARTNER

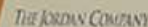
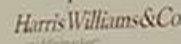
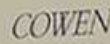
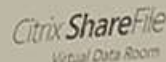


THANK YOU ACG GLOBAL PARTNERS & SPONSORS

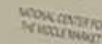
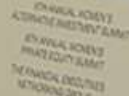
GROWTH CHAMPION



GROWTH SUPPORTER



ALLIANCE PARTNERS



BLUETHORN 2014

PARTNERSHIP OPPORTUNITIES

ACG UK's Partnership Programme is based on developing strategic relationships with organisations serving the mid-market. Each ACG UK partner receives a partnership package with marketing benefits across the Chapter's portfolio of efficient and effective face-to-face events, thought leadership and brand exposure.

UK events currently run in London, Manchester and Leeds.

PARTNERSHIP HIGHLIGHTS

Host a Table

Create a presence for your firm at each event. Partners are encouraged to provide a takeaway/promotional piece at each meeting.

Be Present

Nothing can beat connecting face-to-face. Partnership packages include complimentary tickets for each event and preferential pricing for additional guests.

Gain Brand Visibility

See your firm's logo on ACG UK's website, in marketing materials, on event signage and recognised on stage at each event. For annual sponsors, speaking opportunities are also available.

Complimentary Memberships

All three annual partnership options include complimentary memberships to ACG UK.

PARTNERSHIP LEVELS

Partnerships are available on an annual or per event basis at three levels – Gold, Platinum and Diamond. Event series partnerships are also available for a specific programme stream.

See overleaf for our event calendar and full breakdown of single event, annual and event series opportunities



Events now running in Manchester and Leeds

EVENT CALENDAR

2018

September

- Gin Masterclass & Tasting | 27th at The Punchbowl, London

October

- Networking Drinks | 17th in London
- Trends in Growth | 31st Breakfast, Smith & Williamson, London
- Roundtable Lunch: PE Portfolio Management in a Downturn | London

November

- Women in M&A | 6th in London
- Winter Wine Event | 21st in London

2019

January

- Trends in Alternative Capital | London
- Social Event | London

February

- Economic Outlook 2019 | 7th February, Bank of America, London

March

- Culinary Evening | London
- Networking Drinks | London

April

- Women in M&A | London

May

- InterGrowth 2019 | 6th-8th, Orlando
- Trends In Management | London

June

- EuroGrowth 2019 | 11th-12th, London
- Networking Drinks | London

Visit acg.org/uk for event details

Please note the event calendar is occasionally subject to change. Additional events may be added

ANNUAL PARTNERSHIPS

“Our team greatly values its association with ACG, finding the high quality and varied events a great place for networking, both locally in the UK and also internationally”

Rebecca Guerin
RSM Corporate Finance

ACG UK's
event programme
now runs in
London,
Manchester and
Leeds

GOLD £5,000 + VAT per annum ★

- For each event:**
- **Partnership listing/recognition in pre-event marketing, event page and onsite at the event**
 - **Partner logo displayed on every presentation**
 - **Partner logo on ACG UK website**
 - **Ability to provide a takeaway/promotional piece**
 - **A table and branded signage to display promotional material**
 - **Refreshments for onsite Partner staff during each event**
- Plus:**
- 1 complimentary individual chapter membership for the term of the agreement
 - 2 complimentary tickets to each event, in addition to onsite Partner event staff for core content-led events, e.g. panel discussions and networking events; OR
 - 1 complimentary ticket for larger events, e.g. Golf Day, Wine Tasting and Summer Drinks party
 - Opportunity to display ACG Partner logo on partner's website and other channels
 - Logo recognition and weblink in the UK newsletter

PLATINUM £10,000 + VAT per annum ★★

- Benefits as listed under Gold Partnership in bold plus:**
- 2 complimentary individual chapter memberships for the term of the agreement
 - Post-event list of attendees and companies*
 - Pull-up Banner (provided by the Partner) at the Partner table for the to be displayed in the designated Partner area
 - 4 complimentary tickets to each event, in addition to onsite Partner event staff for core content-led events, e.g. panel discussions and networking events; OR
 - 1 complimentary ticket for larger events, e.g. Golf Day, Wine Tasting and Summer Drinks Party
 - Speaker/moderator opportunities at an event/s (subject to ACG UK Steering Committee approval)
 - Opportunity to contribute an article in the UK newsletter

DIAMOND £15,000 + VAT per annum ★★★

- Benefits as listed under Gold Partnership in bold plus:**
- **Sector exclusivity – maximum of 1 Partner per professional category**
 - Complimentary corporate chapter membership (3 named members) for the term of the agreement
 - Post-event contact details of attendees including name, company and email address*
 - Pop-up stand (provided by the Partner) to a maximum size of 3m wide x 0.5m deep to be displayed in the designated Partner area, or a Pull-up Banner (provided by the Partner) to be displayed in the designated Partner area
 - 6 complimentary tickets to each event, in addition to onsite Partner event staff for core events, e.g. panel discussions and networking events, OR
 - 3 complimentary tickets for larger events, e.g. Golf Day, Wine Tasting and Summer Drinks party
 - Speaker/moderator opportunities at an event/s (subject to ACG UK Steering Committee approval)
 - Opportunity to contribute a thought leadership article as a key feature in the UK newsletter

**Please note that due to current UK and EU legislation data collected and shared by ACG UK with Platinum and Diamond Partners must not be shared outside of the EEA. All partnership agreements are subject to contract and settlement of the invoice prior to commencement of the agreement*



SINGLE EVENT PARTNERSHIP

GOLD ★

£500 + VAT per event

- | | |
|--|--|
| <ul style="list-style-type: none"> • Partnership listing/recognition in pre-event marketing and onsite at the event • Partner logo on any presentation used during the event • Partner logo on event registration page • Ability to provide a takeaway/promotional piece • A table and branded signage to display promotional material | <p>Refreshments for onsite Partner staff during the event</p> <ul style="list-style-type: none"> • 2 tickets to the event, in addition to onsite Partner event staff for core events, e.g. panel discussions and networking events; <p style="text-align: center;">PLUS</p> <p>1 complimentary ticket for each larger event, e.g. Golf Day, Wine Tasting and Summer Drinks Party</p> |
|--|--|

PLATINUM ★★

£1,000 + VAT per event

- | | |
|--|--|
| <p>Benefits as listed under Gold Partnership in bold, plus:</p> <ul style="list-style-type: none"> • Post-event list of attendees and companies* • Pull-up Banner (provided by the Partner) at the registration table for the event to a maximum size of 2m high x 0.5m wide to be displayed in the designated Partner area • 4 complimentary tickets to the event, in addition to | <p>onsite Partner event staff for core content-led events, e.g. panel discussions and networking events;</p> <p style="text-align: center;">PLUS</p> <p>2 complimentary tickets for each larger event, e.g. Golf Day, Wine Tasting and Summer Drinks Party</p> |
|--|--|

DIAMOND ★★★

£2,000 + VAT per event

- | | |
|---|--|
| <p>Benefits as listed under Gold Partnership in bold plus:</p> <ul style="list-style-type: none"> • Post-event contact details of attendees including name, company and email address* • Pop-up stand (provided by the Partner) to a maximum size of 3m wide x 0.5m deep to be displayed in the designated Partner area, or a Pull-up Banner (provided by the Partners) to a maximum size 2m high x 0.5m wide to be displayed in the designated Partner area | <ul style="list-style-type: none"> • 6 complimentary tickets to the event, in addition to onsite Partner event staff for core events, e.g. panel discussions and networking events; <p style="text-align: center;">PLUS</p> <p>3 complimentary tickets for larger events, e.g. Golf Day, Wine Tasting and Summer Drinks party</p> |
|---|--|

**Please note that due to current UK and EU legislation data collected and shared by ACG UK with Platinum and Diamond Partners must not be shared outside of the EEA. All partnership agreements are subject to contract and settlement of the invoice prior to commencement of the agreement*

EVENT SERIES PARTNERSHIPS

Women in M&A Programme

ACG has long been a supporter of encouraging and supporting women in the industry.

Launched in Summer 2016 our UK programme brings together valuable idea sharing, networking and thought leadership helping support women in their careers with premium guest speakers.

Networking Drinks Series

Launched in 2017 this new networking series alternates between London and Manchester with approximately four events per year. Designed to be an informal, highly efficient and effective way of peer-to-peer networking with midmarket M&A dealmakers.

WOMEN IN M&A PROGRAMME

£2500 + VAT

- **Sector exclusivity – maximum of 1 partner per professional category**
- Partnership listing/recognition in pre-event marketing and onsite at each event
- Partner logo on any presentation used during each event
- Partner logo on event registration page
- Ability to provide a takeaway/promotional piece
- A table and branded signage to display promotional material
- 4 complimentary tickets to each event
- Preferential pricing for additional guests
- This programme will run a minimum of twice per year
- Partner firm to provide venue and cover associated costs for at least one event

NETWORKING DRINKS SERIES

£2000 + VAT per region

- Partnership listing/recognition in pre-event marketing and onsite at each event
 - Partner logo on any presentation used during each event
 - Partner logo on event registration page, where appropriate
 - Ability to provide a takeaway/promotional piece
 - 2 complimentary tickets to each event
- This programme will run a minimum of 4 times per year in London.
- Regional networking drinks series partnerships are also available in Manchester and Leeds – contact us to enquire.

Both event series are currently open to partnership applications

ADDITIONAL OPPORTUNITIES

THERE ARE MULTIPLE OPPORTUNITIES AVAILABLE OUTSIDE OF ACG UK TO GET INVOLVED GLOBALLY

EUROGROWTH®

[EuroGrowth](#) takes place each year in Europe. The premier source for international networking and deal flow in the middle market, EuroGrowth brings together 200 financial professionals (private equity groups, intermediaries, lenders, limited partners, service advisory firms, corporate executives and development officers) from all industry segments across Europe and the globe, offering attendees three key benefits: capital, connections and deals.

EuroGrowth 2019 will be held at the Hilton Bankside, London on 11th/12th June.

INTERGROWTH®

[InterGrowth](#) takes place in the US every spring attracting over 2000 dealmakers from the US and across the globe for three days of non-stop networking and dealmaking.

LEADERSHIP CONFERENCE & PUBLIC POLICY SUMMIT

Each year, ACG brings together top middle-market leaders in Washington, D.C. for two days of networking and strategic planning at ACG's Leadership Conference and Public Policy Summit. ACG Board of Directors, Chapter Leaders and Partner firms will be included in this important week.

The Public Policy Summit engages ACG members in important conversations around policy issues involving regulations and legislation that are critical to the middle market. ACG's Summit will give attendees a greater understanding of how Washington policymakers view the middle market and ways to change the narrative to one that shows the positive impact that middle-market private capital investment has on the U.S. economy.

PLEASE NOTE, THESE OPPORTUNITIES ARE IN ADDITION TO ANY AGREEMENT WITH ACG UK AND REQUIRE SEPARATE NEGOTIATION

Contact: Maggie Endres, Director, Strategic Development, ACG Global mendres@acg.org



Photo from EuroGrowth® 2017



Photo from the 2015 Public Policy Summit.

CONTACT US

To explore membership or partnership opportunities with ACG UK, please contact:



Helen Jacobi, Executive Director

[hjacobiacg.org](mailto:hjacobi@acg.org)



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