

ABOUT ACG UK



Driving Middle-Market Growth®

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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

4

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

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

G

ColeTaylor Business

MEMBERS RECEIVE EXCLUSIVE DISCOUNTS ON ACG EVENTS.

ABOUT ACG



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 grown 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 Services SM
- Private Capital, Public Good SM
- Access Anytime, Business Anywhere SM

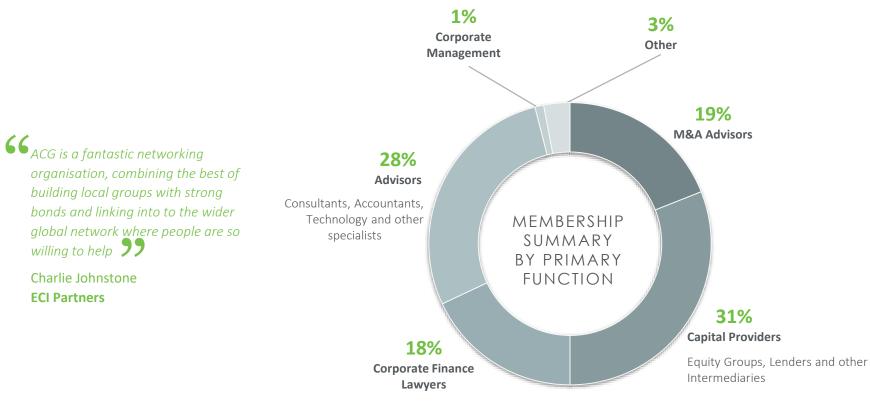
*ACG Global Membership Survey 2014

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ABOUT ACG UK



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



WWW.ACG.ORG/UK

Updated: November 2017

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 Aberdeen Asset Management ACA Aponix Accuracy Addleshaw Goddard Adviser Agilitas AIAC- American Industrial Acquisition Corporation ALANTRA Alcuin Capital Partners ALRUD Law Firm Ansarada Apollo Global Management LLC Apollo MidCap Financial Arela Capital Advisers Arion Capital Limited Arzinger Association for Corporate Growth Atlantic Pacific Equipment (AT-PAC) Atlas Fiscalisten N.V. Atlas Tax Lawyers August Equity Aurelius Avalon Capital AzGen Scientific Holdings Plc BackBay Communications Bank of America Merrill Lynch Bank of Ireland Barings **BDA Partners** BDO LLP Bean Partners Limited Beechbrook Beiten Burkhardt Rechtsanwaltsgesellschaft mbH Bennett Jones LLP Berenberg Bertram Capital Berwin Leighton Paisner **Bibby Financial services** BKL Bloomberg Bluefin BM&T LLP BoardEx Bond Dickinson LLP Border Equity Partners Brebners Bridges Fund Management Burda **BV** Resources CA Kilgore Ltd Cadence Advisory Cairngorm Capital Calculus Capital Caledonia Investments Cambridge Associates

Canaccord Genuity Capitalmind Corporate Finance Advisory Catalysis Advisory Cavendish Cavendish Corporate Finance CEG CentralNic plc Charles Russell Speechlys LLP Chevalier & Sciales Chief Officers Group Chiron Financial LLC CIL Citicourt & Co. Limited Citrix City University Clark Group Clearwater International CliftonLarsonAllen LLP Clvdesdale Bank Cognizant Coller Capital Columbia Lake Partners Cooley (UK) LLP Cordet Cozen O'Connor Creative Media Systems Crescent Capital Crowe Clark Whitehill Crutchfield Capital Crystal & Company DBG Management GP (Guernsey) Limited DC Advisorv Deloitte **Dixon Hughes Goodman** DLA Piper Domanski Zakrzewski Palinka Sp.k. Donnelley Financial Solutions DS-Concept DST Systems Inc DSW Transaction Services Duane Morris Duff & Phelps Dunedin Eagle Point ECI Partners Elite Corporate Fitness Elysian Capital EOC Partners EuroDev M&A Furovals EΥ Family Business Place FGI Fieldfisher Fifth Step Limited Fifth Third Bank

finncap Foresight Group LLP Foundation Investment Partners FPE Capital Freestyle Marketing Gatelev plc GCA Altium Gleacher Shacklock Global PE Alliance Global Torchlight Goodwin Procter Gowling WLG (UK) LLP GPCF Grant Thornton Graphite Capital Graycliff Partners Grey Matter Global Ltd Growth Capital Partners LLP GT H2 Equity Partners Harris Williams Hickman Shearer HIG Capital **HLM Consulting** HMT Houthoff Buruma HPE Growth Capital HSBC lain Purves IBB Law Information Commissioners Office Interfor Corp Invest Europe Investarget Investec Investment Executive IOD J&A Garrigues Jamieson Corporate Finance Japan Bank for International Cooperation Jones Dav JZ International KPMG Laurel Consultancy LLC LDC Lecturer & Writer Leumi ABL LGB Corporate Finance Liberty Corporate Finance Lincoln Linear B Livingstone Partners Llovds Bank Lonsdale Partners Luther Rechtsanwaltsgesellschaft Lyceum Capital

Macquarie Bank Limited Managed Solutions Group, DB Schenker Marlborough Partners Marlin Equity Partners Marriott Harrison LLP Marwood Group Mazars LLP McDermott Will & Emery Mergers Alliance Merrill Corporation Metric Capital MidMarket Capital Advisors Minter Ellison Mitsui MML Capital Mobeus Equity Partners Moore Stephens Morgan Rossiter Morrison & Foerster (UK) LLP MyLender NetSuite NewSpring Capital Norgestion NVM Private Equity Octopus Investments **ONEtoONE** Corporate Finance Ortus Group Pace Palatine Private Equity LLP Peak Rock Capital PEI Media People Puzzles Pepper Hamilton LLP PER Personal Presentation Ltd PillarFour Capital Inc PIMCO Pirola Corporate Finance SpA PitchBook Plante Moran PLLC PMSI Strategy PNC Praesidian Capital Europe LLP PREA LTD Presentation Solutions Limited Pricoa Capital Group Principles for Responsible Investment (PRI) Private Equity international PwC PwC Österreich GmhH Quercus Corporate Finance Rabobank Raymond James Investment Banking RBS Results International **RGL** Forensics

Rialto Consultancy Rise Partners Limited Riverside Europe Rosenblatt Solicitors RPS GROUP PLC **RSM** Corporate Finance RSM US S&P Global Market Intelligence Salutem Healthcare Santander SBM Ventures, LLC Scottish Equity Partners Secure Trust Bank Sheridans SIA Group Silicon Valley Bank Sistema Capital Partners Skyview Capital, LLC SmartRoom Smith and Williamson Souter Investments Spell Capital Partners Squire Patton Boggs Stag Advisory Stella EOC Stevens & Bolton LLP StoneCalibre Stratulat Albulescu Attorneys at Law Taylor Wessing LLP Tenzing - Private Equity The Appointment Group The Deal The M&A Advisor Thomson Reuters TMF Group Travers Smith LLP Trident Trust Company Luxembourg TW Consultancy UC Capital US Tax & Financial Services Valad Europe Valery Capital Vermilion Partners Vespa Capital Vistra Netherlands Walker Morris LLP Watermill Group Wellesley Wharton PE & VC Association White Oak Global Advisors, LLC William Blair World Class Britain Zambelli Tassetto - Studio Legale

MEMBERSHIP

MHA JOINS



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 **77**

Thomas Seddon Riverside Europe

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:



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

acg.org/uk/membership-tools/join-or-renew

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



INTERGROWTH'2014

Grant Thornton

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MERRILL

5-29 5-20 80.00



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

WWW.ACG.ORG/UK



Events now running in Manchester and Leeds

2018

November

- Do Diverse Investment Teams Make Better Investments | 6th in London
- Winter Wine Event | 21st in London
- Trends in Private Equity A Management Perspective | 28th in Leeds

2019

January

- Trends in Fast-Paced Growth | London
- Sports Social | London

February

• Economic Outlook 2019 | 7th February, London

March

- Cookery Evening | London
- Networking Drinks | London

April

• Women in M&A | London

May

• InterGrowth 2019 | 6th-8th, Orlando

EVENT CALENDAR

• 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 22

Rebecca Guerin and contract exercise RSM Corporate Finance honton

MERRILL

GROWTH LEADER PARTNER

ACG UK's event (programme now runs in

London.

Manchester and

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:

GOLD

£5,000 + VAT per annum

- 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 .0,000 + 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

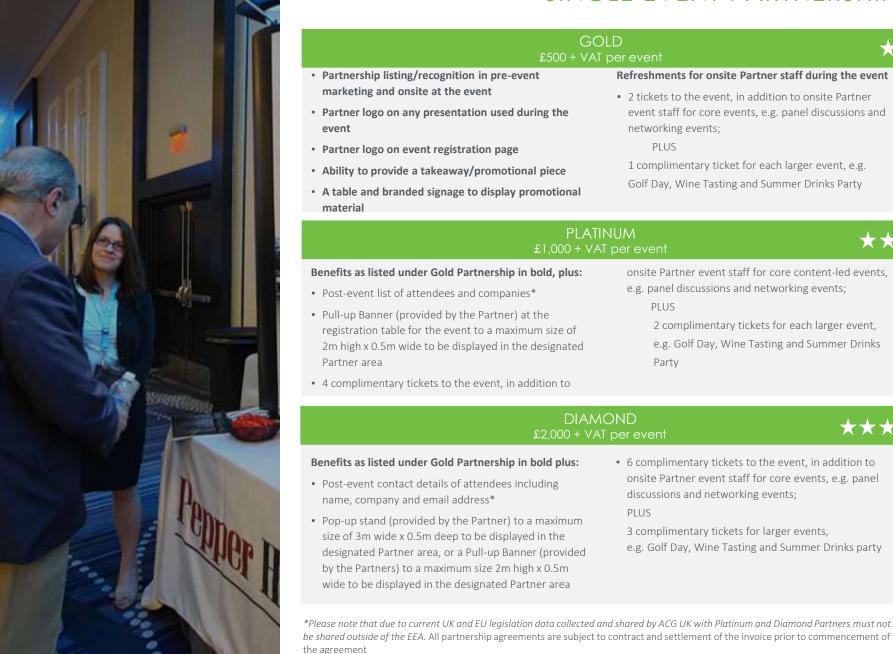
Benefits as listed under Gold Partnership in bold plus:

- 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







Refreshments for onsite Partner staff during the event

- 2 tickets to the event, in addition to onsite Partner event staff for core events, e.g. panel discussions and networking events;
 - 1 complimentary ticket for each larger event, e.g. Golf Day, Wine Tasting and Summer Drinks Party

onsite Partner event staff for core content-led events. e.g. panel discussions and networking events;

> 2 complimentary tickets for each larger event, e.g. Golf Day, Wine Tasting and Summer Drinks

• 6 complimentary tickets to the event, in addition to onsite Partner event staff for core events, e.g. panel discussions and networking events;

3 complimentary tickets for larger events,

e.g. Golf Day, Wine Tasting and Summer Drinks party

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



Photo from EuroGrowth® 2017



Photo from the 2015 Public Policy Summit.

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

EUROGROWTH®

<u>EuroGrowth</u> 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®

<u>InterGrowth</u> 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

CONTACT US

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



Helen Jacobi, Executive Director hjacobi@acg.org



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