



ABOUT ACG UK

2019 Brochure



Driving
Middle-Market
Growth®

CONTENTS

1

About ACG:
Global Networking for the Mid-Market

2

Membership

3

Event Calendar & Partnership Opportunities

4

Additional Opportunities

5

Contact Details

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, has her arms crossed and is smiling. 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' visible.

MEMBERS RECEIVE EXCLUSIVE
DISCOUNTS ON ACG EVENTS.



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:

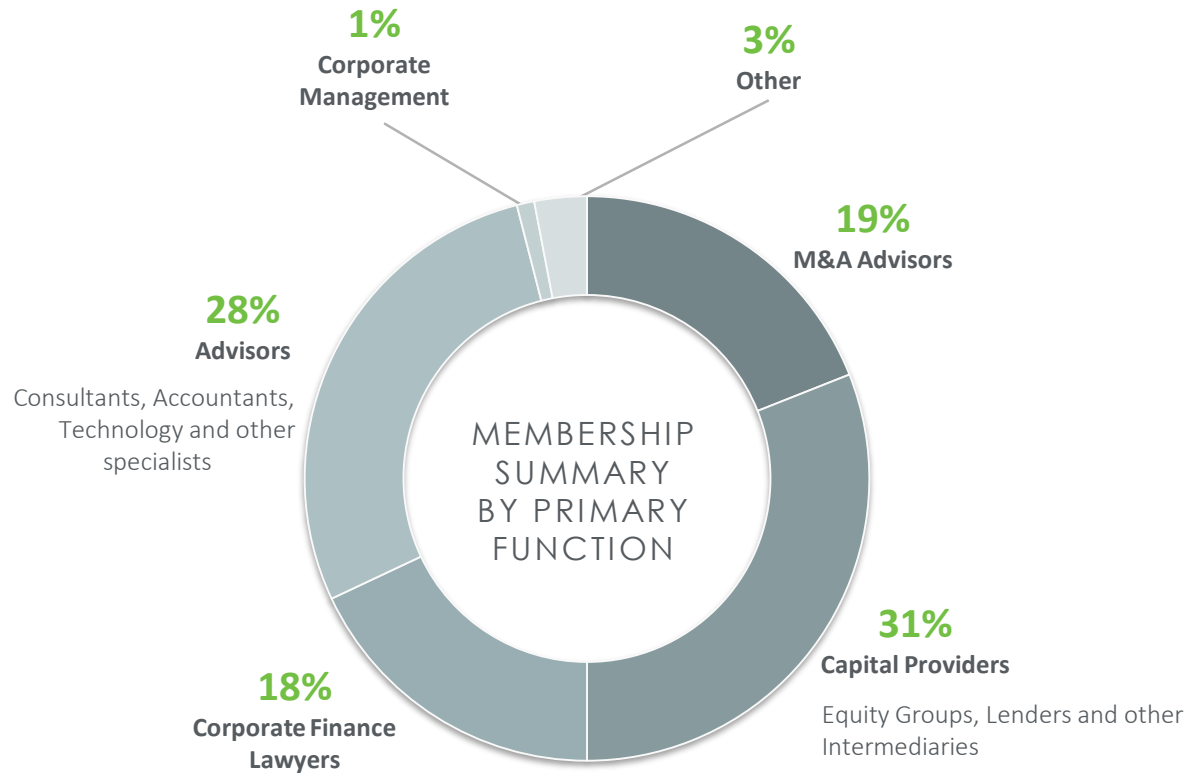
- Local Community, Global Reach™
- Diverse Needs, Targeted ServicesSM
- Private Capital, Public GoodSM
- Access Anytime, Business AnywhereSM

*ACG Global Membership Survey 2014

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”

ECI Partners

ACG.ORG/UK

Updated: November 2018

DEALMAKERS AT ACG UK EVENTS

In 2018 ACG UK attracted 1,000 dealmakers from nearly 300 firms* to its events, including:

ABN AMRO Private Equity	CBPE Capital	Goodwin	Marlin Equity	RPS Group PLC
Accuracy	CD Invest Consult GmbH	Grant Thornton	Marriott Harrison	RSM Corporate Finance
Acuity	CentralNic plc	Graphite Capital	Marsh	RSM US
Addleshaw Goddard	Charles Russell Speechlys	Greenberg Glusker	Marwood Group	Rutgers Posch
ADVISO Corporate Finance	Chief Officers Group	Grey Matter Global Ltd.	Maven Capital Partners	S&P Global Market Intelligence
Alantra	Chiron Finance	Growth Capital Partners	McDermott Will & Emery	Santander
American Industrial Acquisition Corporation	City University	Hamilton Lane	Mercia Fund Managers	SBM Ventures Equity Ltd
Amico Amicus	Clarity Corporate Finance	Harris Williams	Mercurio Capital Ltd	Schiedermaier Rechtsanwälte
Andante Asset Management	Clearwater International	Hayfin	Merrill Corporation	Sentio Partners
Apiary Capital	Clevergig	Hays Macintyre	Metric	Signal Capital
Arbor Lake Capital LLC	CliftonLarsonAllen	Hemsley Wynne Furlonge LLP	MHA Corporate Finance	SJPP
Arma Partners	Cognizant	Hertoghs Advocaten	MidMarket Capital Advisors	Skyview Capital
Ashfords LLP	Commerce.AI	Hickman Shearer	Milliken & Company	Smedvig Capital
Ashurst LLP	Consultant	HL Trad GmbH	Minter Ellison	Smith & Williamson
Atlas Fiscalisten N.V.	Crescent	Höcker advocaten	MML Capital	Software Improvement Group BV
August Equity	Crestline Investors, Inc.	Hollyport Capital	Mobeus Equity Partners	Sovereign Capital Partners
August Law Group, P.C.	Crowe Clark Whitehill LLP	Houlihan Lokey	Moonfare	Squire Patton Boggs (UK)
Avant Ventures	Crutchfield Capital	Houthoff	Morera Asesores & Auditores	Stella EOC
Aztec Group	DBG Management GP (Guernsey) Ltd	Hoynig Rokh Monegier	Morgan Rossiter	Stevens & Bolton LLP
B&C PLC	DC Advisory	HPE Growth Capital	Morrison & Foerster	STNL Advisors
BackBay Communications	Deloitte	HSBC	Needle Mackenzie Spencer	Stonehaven Capital
Bank of America	Denver Banker	HVK Stevens	Nielsen Schuman	StoryWand
Bank of Ireland	DFIN	Ignite Growth	NINtec	Strategic Hospitality Consulting
Barclays	DHG	Improved Corporate Finance	Norgeston	Superlative Recruitment
BDA Partners	DLA Piper	Inflexion	Northedge Capital	SVB
BDO	Dow Schofield Watts	Informa	NVM Private Equity	Synova Capital
BDO USA LLP	Duane Morris	Intralinks	Oakridge Partnership	Target Advisory
Bean Partners	Duff & Phelps	Investec	Onyx Finances	Tax Advisory Partnership
Beechbrook Capital	Duke Street	Jamieson Corporate Finance	Ortus Group/Opus	Tenzing Private Equity
Berwin Leighton Paisner LLP	Dutch Analytics	Jones Day	Osborne Clarke	The M&A Advisor
Bestport	DWF (France) AARPI	JSA Tax Consultancy BV	Palatine Private Equity	The Rialto Consultancy
Bestport Capital	Eaw consulting	JZ International	Parul Garg	The Riverside Company
BGF	ECI Partners	Karmijn Kapitaal	PEI Media	Thinking Dimensions
Blockhaus	Eli Global	Key Capital Partners	Pepper Hamilton LLP	Thomson Reuters
Bloomberg Intelligence	Enact	KL Marketing	Phoenix	Tiqets
Blueback Global	Equistone	Knight Corporate Finance	PillarFour Capital	TMF Group
BM Advisory	Erasmus University Rotterdam	KPMG	Pinsent Masons	Tosca Debt Capital
BM&T	ERG	KPMG Law	PitchBook	TPA
Board Equity	ERM	KPMG Law Rechtsanwaltsgesellschaft mbH	Plante Moran	Underwood & Co Solicitors
BoardEx	Ethos Partners	Langcliffe Merger Connect	PMSI Strategy	US Tax & Financial Services
Bolster Investment Partners	Eurazeo PME	LDC	PNC Business Credit	Valery Capital BV
Bowmark Capital	European Investment Fund	Legadex	PQ Corporation	Velocity Global
Bridge Capital Associates, Inc.	Expense Reduction Analysts	Leumi ABL	Praesidian Capital Europe	VenturesOne Investments
Bridgepoint	EY-Parthenon	Levine Leichtman Capital Partners	Praetura Commercial Finance	Vespa
Bridges Fund Management	Ffizency	LGB Corporate Finance	PREA Ltd	VIR Corporate Finance
BroadSpan Capital	FGI	Liberty Corporate Finance	PredictLeads	Vistra
Bryan Cave Leighton Paisner LLP	FGI Worldwide	Lincoln International	Presentation Solutions	Vitruvian Partners
BTD Consulting	Fidal	Livewords	Pricoa Capital Group	VU University Amsterdam
Business Journalist & Editor	Fieldfisher LLP	LivingBrige	Primary Capital	Walker Morris
Cadence Advisory LLP	Fifth Third Bank	Livingstone Partners	PwC	Wallder Limited
Calculus Capital	finncap	Lloyds Bank	Quint Wellington Redwood	Watson Farley & Williams
Cambridge Associates LLC	Foresight Group	Lloyds Bank Commercial Banking	Raymond James	WH Ireland
Capital Mind	Freshminds	Lockton Companies	RBS	Wharton PE & VC Alumni Association
Capitalmind Corporate Finance Advisory	GCA Altium	London Stock Exchange Group	Real Deals Magazine	William Blair
Catalysis Advisory Ltd	ghSmart	Lonsdale Capital Partners	Refresco	Workshare
Catapult	GK Strategy	Lotus Family Office	Resourceive	World Class Britain
Cavendish	Global Counsel	Luther Rechtsanwaltsgesellschaft mbH	RGL Forensics	YFM Equity Partners
Cavendish Corporate Finance	Global Torchlight	Manchester Square Partners LLP	Riverside Europe	Yingde Group Ltd



MEMBERSHIP



“ 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

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:



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; option to send colleagues to events on your behalf

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

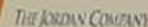
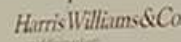
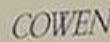
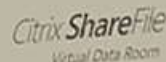
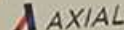


THANK YOU ACG GLOBAL PARTNERS & SPONSORS

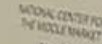
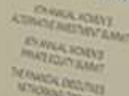
GROWTH CHAMPION



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



EVENT CALENDAR

2019

January

- **Economic & Geopolitical Landscape 2019**
30th January | Charles Russell Speechlys,
London

March

- **Networking Drinks**
14th March | The Refinery New Street Square,
London

April

- **Spring Wine Event**
11th April | London

May

- **Trends In Management**
22nd May | Smith & Williamson, London

June

- **EuroGrowth 2019**
11th & 12th | Hilton London Bankside

September

- **Human Capital Lab**
London

October

- **Trends in Alternative Capital**
RSM UK, London

November

- **Winter Wine Event**
London

2020

January

- **Economic & Geopolitical Landscape 2020**
Charles Russell Speechlys, London

Regional events for Manchester and Leeds to follow.

Visit [acg.org/uk](https://www.acg.org/uk) for event details

Please note the event calendar is subject to change.

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

Our 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., Wine Events
- 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. Wine Events
- 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. Wine Events
- 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



- **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**

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;

PLUS

1 complimentary ticket for each larger event, e.g. Golf Day, Wine Tasting and Summer Drinks Party

PLATINUM
£1,000 + VAT per event



Benefits as listed under Gold Partnership in bold, plus:

- 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

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

PLUS

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

DIAMOND
£2,000 + VAT per event



Benefits as listed under Gold Partnership in bold plus:

- 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

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

PLUS

3 complimentary tickets for larger events, e.g. Golf Day, Wine Tasting and Summer Drinks party

**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

Human Capital Lab Series

ACG has long been a supporter of encouraging and developing Human Capital in the industry.

Launched in Summer 2016 (formerly Women in M&A) our UK programme brings together valuable idea sharing, networking and thought leadership helping support career growth and development with premium guest speakers.

Networking Drinks Series

Launched in 2017 this new networking series alternates between London, Leeds 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.

HUMAN CAPITAL LAB SERIES

£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

INTERNATIONAL PARTNERSHIP 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 and 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.

Preferential rates available for non-North American attendees.

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

Contact: Christine Melendes, VP Strategic Events & Partnerships, ACG Global cmelendes@acg.org

CONTACT US

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



Helen Jacobi, Executive Director

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



+44 (0)7812 995049

ASSOCIATION FOR CORPORATE GROWTH

REGISTERED OFFICE:

MUNRO HOUSE

PORTSMOUTH ROAD

COBHAM, SURREY KT11 1PP

UNITED KINGDOM

ACG.ORG/UK

[@UKACG](#)