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.
MEMBERS RECEIVE EXCLUSIVE DISCOUNTS ON ACG EVENTS.
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℠
• Private Capital, Public Good℠
• Access Anytime, Business Anywhere℠

*ACG Global Membership Survey 2014
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

MEMBERSHIP SUMMARY BY PRIMARY FUNCTION

- 31% Capital Providers
  Equity Groups, Lenders and other Intermediaries
- 19% M&A Advisors
- 28% Advisors
  Consultants, Accountants, Technology and other specialists
- 18% Corporate Finance Lawyers
- 1% Corporate Management
- 3% Other
- 8% Corporate, Management Consultants, Accountants, Technology and other specialists
- 3% Other

Data correct as of November 2016
In the past year alone the UK chapter has attracted 1,000 dealmakers from over 200 firms to its events, including:

- Activa Capital
- Addleshaw Goddard
- AHV Associates
- Albion Ventures
- Alcuin Capital
- AlixPartners
- Altius
- Alvarez & Marsal
- Amadeus Capital Partners
- Armstrong Transaction Services Ltd
- Augentius
- BackBay Communications
- Baird Capital
- Banca Privada Andorra
- Bank of America Merrill Lynch
- Bank of London & The Middle East
- BDA LLC
- Beechbrook Capital LLP
- Bertram Capital
- Berwind Corporation
- BKL
- Blake Cassetts & Graydon LLP
- Bloomberg
- Bluebox
- Bluefin Group
- BlueGem Capital Partners LLP
- Brian Mansell & Tilley LLP
- Bridges Ventures LLP
- Brockhaus Private Equity
- Bryan Cave
- Buchanan Investment Group
- Business Development Asia
- C.W. Downer & Co.
- Calculus Capital
- Cambridge Associates Limited
- Capital IQ
- Carlyle
- Cavendish Corporate Finance
- CBPE
- Chamonix Private Equity
- Charles Russell Speechlys
- Cheyne Capital Management (UK) LLP
- Cil
- Clearwater International
- Clyde & Co
- Connection Capital
- Corporate Finance Magazine
- Couzens Business Advisory Ltd
- Crescent Capital
- Criticaleye
- Crowe Clark Whitehill LLP
- CTF Corporate & Financial Communications
- DC Advisory
- Dealreporter Europe
- Deloitte
- Dentons
- Dixon Hughes Goodman LLP
- DNA Performance
- Dofin Capital
- Duane Morris
- Duff & Phelps
- DWJ LLP
- ECI Partners
- Eicon GmbH
- Elysian Capital
- Enigma Security Solutions
- EOC Partners
- ESPE Partners
- Evercore
- EY
- Faegre Baker Daniels
- Family Office Review
- FFP
- Forward Private Equity
- Francisco Partners Operations LLP
- Freedom Ventures
- Fried Frank
- G2 Capital Advisors UK
- GF Investments
- GHQ Capital
- Gimv
- GK Strategy Ltd
- Goldman Sachs
- Grant Thornton UK LLP
- Growth Capital Partners LLP
- H.I.G. Capital Partners
- Hamilton Lane
- HarbourVest Partners
- Hilco Valuation Services
- HMT LLP
- Houthoff Buruma
- Howard Kennedy LLP
- HPD Software
- HPE Growth Capital
- HSBC Invoice Finance
- Huron Consulting Group
- Hutton Consulting
- IAG UK
- Inflexion Private Equity
- IntraLinks Deal Nexus
- Invesco Perpetual
- Investec
- Jamieson
- Jausas Legal y Tributario
- JP Morgan Securities PLC
- JPS Partners
- Jurit LLP
- JZ International
- Kempen Investments
- Key Capital Partners
- KPMG
- Lazar & Co
- LCD
- Leumi ABL
- Liderum
- Livingbridge
- Livingstone Partners LLP
- Löbbecke & Cie. GmbH
- London Stock Exchange
- LPEQ Ltd
- Lund Elmer Sandager
- Luther Rechtsanwaltschaft mbH
- Lyceum Capital
- Maitland
- Macaya Consulting
- Marlborough Partners
- Marlin Equity Partners
- Marriott Harrison LLP
- Manwood Group
- Maven Capital Partners
- MBA & Company
- MC Integrated
- McGladrey
- Meketa Investment Group
- Merced Capital (UK) Ltd
- Merrill Corporation
- Metric Capital Partners LLP
- Miura Private Equity
- Mobeus Equity Partners LLP
- Morgan Rossiter
- MTaHer
- Murray Devine
- MWE LLP
- Newport Board Group
- Next Wave Partners
- NSBO
- NVM Private Equity
- Och-Ziff Capital Management
- Palatine Advisors
- PER
- Plante & Moran, PLLC
- PNC Business Credit
- Praesidian Capital Europe LLP
- Prea
- Presentation Solutions
- Pricoa Capital Group
- Private Debt Investor
- PwC
- Quayle Munro
- Quercus Corporate Finance
- Radius
- RBS
- RCapital
- Rede Partners
- Results International
- Reuters
- Riverside Europe
- Rothschild
- RPS
- RR Donnelly
- RSM
- RSMGassó
- S&P Capital IQ
- Searchlight Capital Partners
- Selloco
- Seyfarth Shaw LLP
- Shell
- Sheridans
- Sherman Financial
- Shore Capital Asset Management
- Smith & Williamson
- Sovereign Capital
- Squire Patton Boggs (UK) LLP
- Stevens & Bolton LLP
- Taylor Wessing LLP
- The Appointment Group
- The Riverside Company
- Trivista Business Group
- Tullett Prebon Alternative Investments
- UK Business Angels Association
- Unquote
- VA Business Solutions
- Valery Capital
- Vine Street Capital LLP
- Whitesell Corporation
- William Blair
- WX Corporate Finance
- Wyvern Partners
- YFM Equity Partners
- Zenith Corporate Finance
- Zurich Insurance
IN THE PAST YEAR ALONE THE UK CHAPTER HAS ATTRACTED 1000 DEALMAKERS FROM OVER 200 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
• Instant access to all 14,500 ACG members worldwide via ACG’s online membership directory
• 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.

THE VALUE OF MEMBERSHIP

A GLOBAL NETWORK

A FULL EVENT CALENDAR

• Complimentary access to UK content-led thought leadership events such as breakfast briefings, executive roundtables and expert panel discussions
• Preferential member pricing for you and your guests to larger events such as the Golf Day, Wine Revolution and Summer Drinks Party
• 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
  – ACG EuroGrowth, the premier mid-market event for the European region

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 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 mid-market networking events in Europe and the US

“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.”

MEMBERSHIP OPTIONS

Corporate | £829 + VAT
Three named members

Individual - Flexible | £429 + VAT
One named member with option to send a colleague to events on your behalf

Individual | £329 + VAT
One named member, no event substitutions

JOIN NOW
WWW.ACG.ORG/UK
EVENT CALENDAR & PARTNERSHIP OPPORTUNITIES
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.

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

2017

September
Networking Drinks, London | Wednesday 20th
Women in M&A | Wednesday 27th

October
Trends in Private Equity from a Management Perspective | Thursday 12th

November
EuroGrowth 2017, Hilton Bankside London | 6th & 7th
eurogrowth.org
(partnerships available by separate negotiation)

December
The Wine Revolution | Thursday 7th
Networking Drinks, Manchester - date TBA

Visit acg.org/uk for event details

2018

January
Economic Outlook for 2018 | Thursday 25th

February
Trends in IPO

March
Women in M&A
Networking Drinks, London

May
InterGrowth 2018, San Diego | 2nd-4th
intergrowth.org
Networking Drinks, Manchester

June
EuroGrowth 2018, Amsterdam | 19th & 20th

July
Summer Party

Please note the event calendar is occasionally subject to change
# 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;  
  OR  
  1 complimentary ticket for larger events, 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;  
  OR  
  2 complimentary tickets for larger events, 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;  
  OR  
  3 complimentary tickets for larger events, e.g. Golf Day, Wine Tasting and Summer Drinks party

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*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.*
ANNUAL PARTNERSHIPS

**GOLD**  
£5,000 + VAT per annum

<table>
<thead>
<tr>
<th>For each event:</th>
<th>Plus:</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Partnership listing/recognition in pre-event marketing, event page and onsite at the event</td>
<td>• 1 complimentary individual chapter membership for the term of the agreement</td>
</tr>
<tr>
<td>• Partner logo displayed on every presentation</td>
<td>• 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</td>
</tr>
<tr>
<td>• Partner logo on ACG UK website</td>
<td>• Opportunity to display ACG Partner logo on partner’s website and other channels</td>
</tr>
<tr>
<td>• Ability to provide a takeaway/ promotional piece</td>
<td>• Logo recognition and weblink in the UK newsletter</td>
</tr>
<tr>
<td>• A table and branded signage to display promotional material</td>
<td></td>
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<tr>
<td>• Refreshments for onsite Partner staff during each event</td>
<td></td>
</tr>
</tbody>
</table>

**PLATINUM**  
£10,000 + VAT per annum

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

**DIAMOND**  
£15,000 + VAT per annum

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<thead>
<tr>
<th>Benefits as listed under Gold Partnership in bold plus:</th>
<th>• 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</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Sector exclusivity – maximum of 1 Partner per professional category</td>
<td>• Speaker/moderator opportunities at an event/s (subject to ACG UK Steering Committee approval)</td>
</tr>
<tr>
<td>• Complimentary corporate chapter membership (3 named members) for the term of the agreement</td>
<td>• Opportunity to contribute a thought leadership article as a key feature in the UK newsletter</td>
</tr>
<tr>
<td>• Post-event contact details of attendees including name, company and email address*</td>
<td></td>
</tr>
<tr>
<td>• 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 Pullup Banner (provided by the Partner to be displayed in the designated Partner area</td>
<td></td>
</tr>
</tbody>
</table>

*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.
**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.

Both event series are currently open to partnership applications.
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 2017 will be held in London on 6th/7th November and EuroGrowth 2018 in Amsterdam on 19th/20th.

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
CONTACT US

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

Helen Jacobi, Executive Director
acguk@acg.org

+44 (0)7812 995049

ASSOCIATION FOR CORPORATE GROWTH
MUNRO HOUSE
PORTSMOUTH ROAD
COBHAM, SURREY KT11 1PP
UNITED KINGDOM

WWW.ACG.ORG/UK  @UKACG

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