



ABOUT ACG UK
Membership
Partnership
Event Programme

Association for Corporate 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.

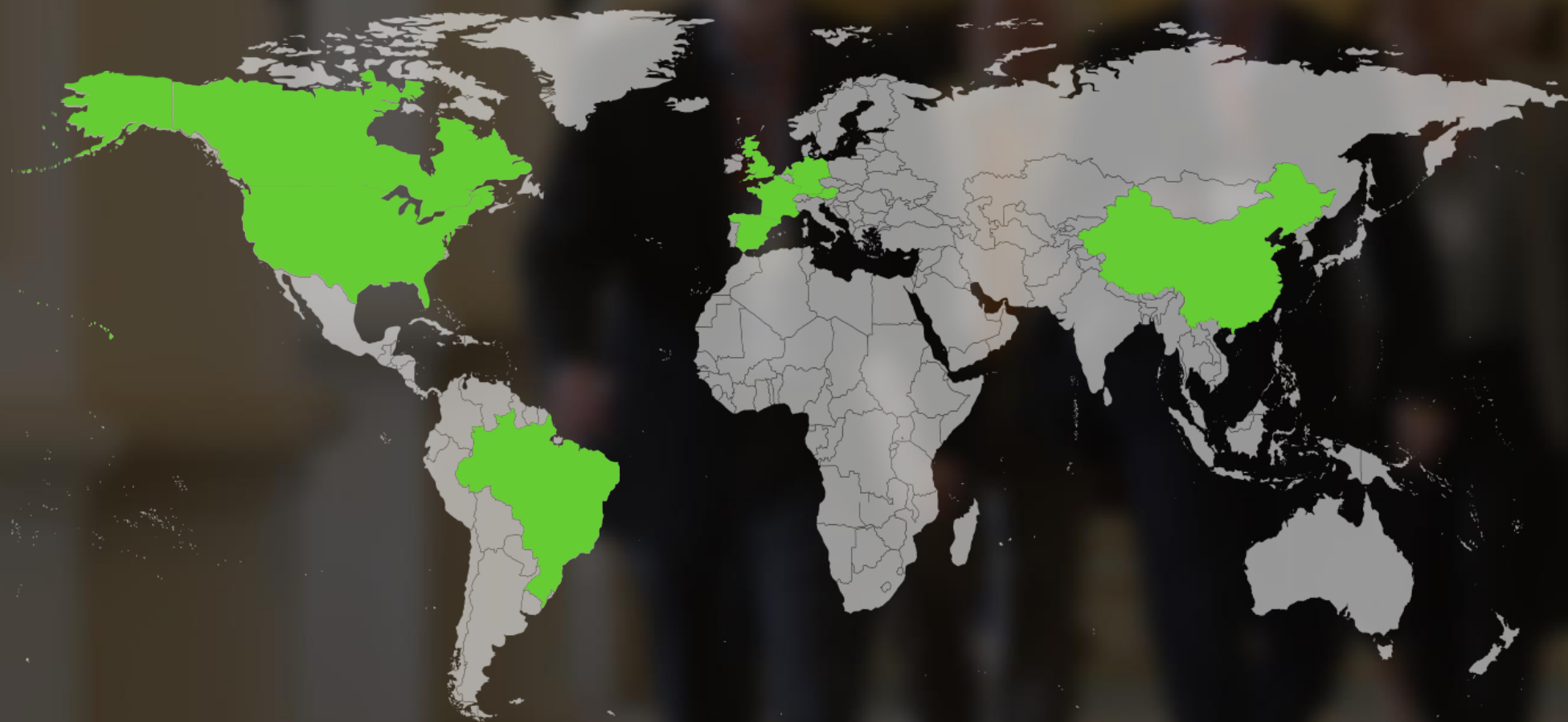
Data provided by PitchBook

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 Taylor Bank



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 with his hand. In the center, a woman with long brown hair, wearing a black blazer and a necklace, is smiling and looking towards the man on the left. She has her arms crossed and is wearing a gold watch. A name tag on her chest reads "EUROGRIP FRANCE STAR" and "ACG PARTNER". On the right, another man in a dark suit is looking towards the woman. The background shows a blurred indoor setting with a whiteboard and a television screen.

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 TM
- Diverse Needs, Targeted Services SM
- Private Capital, Public Good SM
- Access Anytime, Business Anywhere SM

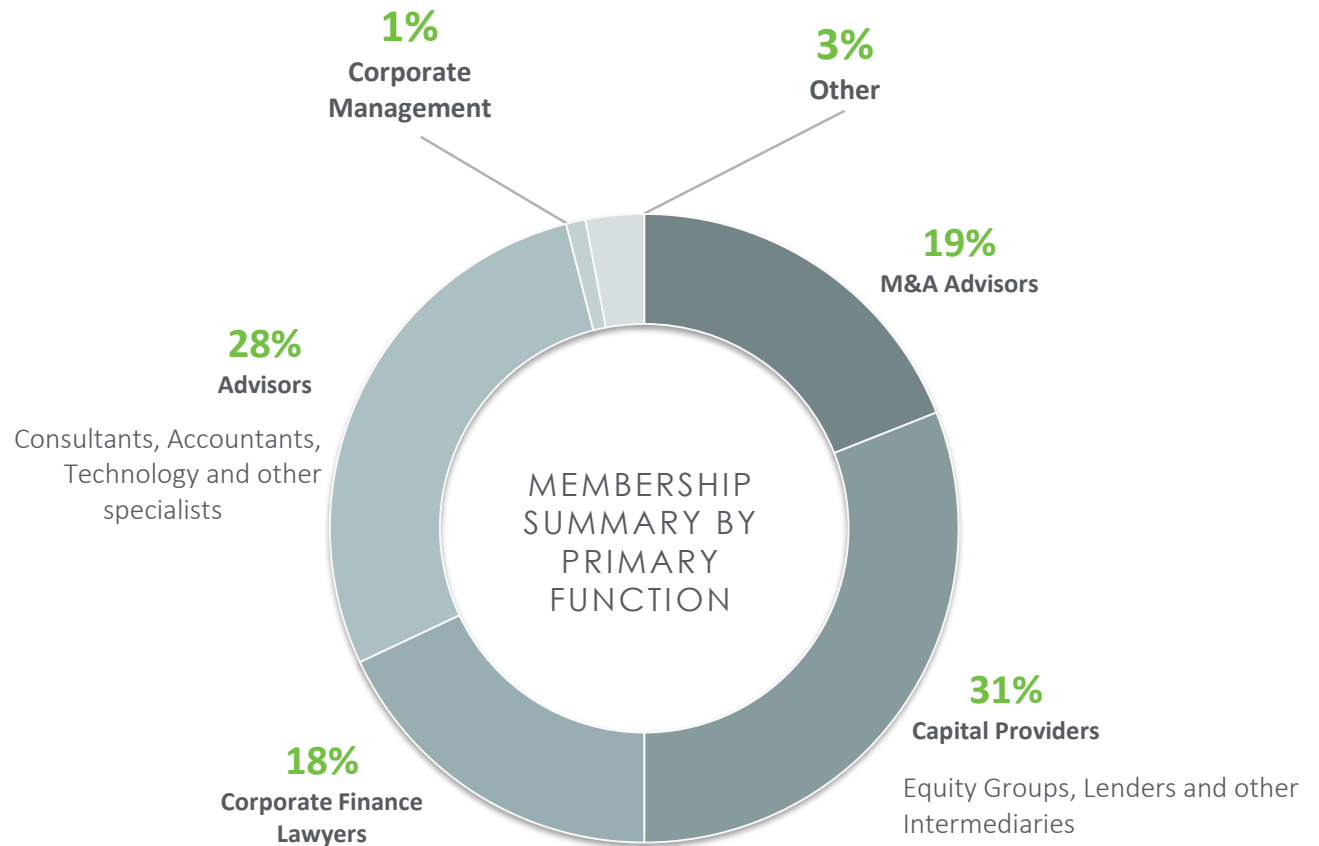
*ACG Global Membership Survey 2014



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



DEALMAKERS AT ACG UK EVENTS

In the past year alone the UK chapter has attracted 1,000 dealmakers from over 200 firms to its events, including:

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



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 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:



WWW.ACG.ORG/UK

THE COMPLETE GLOBAL DEALMAKING ECO-SYSTEM

THE VALUE OF MEMBERSHIP

A GLOBAL NETWORK

- **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.

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*”

WWW.ACG.ORG/UK

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

EVENT CALENDAR & PARTNERSHIP OPPORTUNITIES

INTERGROWTH 2014

OFFICIAL SPONSOR OF GROWTH™ PARTNER



GROWTH LEADER PARTNER



MERGE/S&A ACQUISITIONS



VENUE

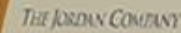
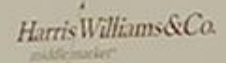
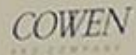
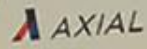


THANK YOU ACG GLOBAL PARTNERS & SPONSORS

GROWTH CHAMPION



GROWTH SUPPORTER



ALLIANCE PARTNERS

ETHICAL WOMEN'S
ALTERNATE INVESTMENT SUMMIT
ETHICAL WOMEN'S
PRIVATE EQUITY SUMMIT
THE FINANCIAL EXECUTIVES
NETWORKING GROUP

NATIONAL CENTER FOR
THE MIDDLE MARKET
PRICAP
SPARTAN PRIVATE EQUITY
VENTURE CAPITAL ASSOCIATION



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.

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*

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

Visit acg.org/uk for event details

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

**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

“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



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
- Plus:**
- 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 Pullup Banner (provided by the Partner) to be displayed in the designated Partner area
- Plus:**
- 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*

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 3 times per year
- Partner firm to provide venue and cover associated costs for at least one event

NETWORKING DRINKS SERIES

£2000 + VAT

- 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 total

Both event series are currently open to partnership applications

ADDITIONAL OPPORTUNITIES



Photo from EuroGrowth® 2015



Photo from the 2015
Public Policy Summit.

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](https://twitter.com/UKACG)