

### NEW PARTNER FIRM JOINS CLAIRFIELD INTERNATIONAL IN THE US

Clairfield International has further expanded its global M&A presence through a new partnership in the United States with Atlanta-based investment bank Croft & Bender. Croft & Bender provides mergers and acquisitions, private capital-raising, and financial advisory services to middle-market and emerging growth companies. Croft & Bender will be exclusive partner for Clairfield in the United States.



Croft & Bender was founded in 1996 by Ed Croft and Ted Bender, former bankers at The Robinson-Humphrey Company, Inc. and today has a staff of 20 with six managing directors. In addition, the firm manages C&B Capital, three growth equity funds with over USD 80 million under management.

Recent notable transactions advised by Croft & Bender include:

- The merger of ControlScan, a provider of security and compliance solutions, with EchoSat, a portfolio company of Thompson Street Capital Partners.
- The sale of Automation Control Products, a provider of server management software, to Rockwell Automation.
- The sale of Service Brands International, a leading multi-concept residential services franchisor, to Dwyer Group.
- The sale of SEI Group, a leading installer of insulation and other building products, to Narrow Gauge Capital.

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### CLAIRFIELD AUSTRALIA CELEBRATES 30 YEARS SINCE FOUNDING



Paul Keehan, outgoing chairman of Clairfield International and Sharon Doyle, managing director.

The 6th of August marked 30 years since the founding of InterFinancial, Clairfield's exclusive partner in Australia. A reception was held at the Queensland Art Gallery and Gallery of Modern Art to celebrate the occasion with partners, clients, and friends sharing thoughts on the past 30 years and aspirations for the future.

Paul Keehan, chairman of InterFinancial, addressed the crowd on entering mid-life, a period for enterprise and a time to reflect upon the last 30 years. On this momentous occasion Paul announced his transition to a non-executive role with the firm. Paul has been a truly inspiring, ethical leader and has firmly left his stamp on InterFinancial's core values.

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The firm attributes its success to the close involvement of senior bankers in every aspect of deal execution, as well as its focus on key sectors including business services, consumer, technology, industrial, and healthcare. These sectors are also a focus of Clairfield International.

“Strong international access is challenging to find in the midmarket,” says Bo Briggs, managing director at Croft & Bender. “I am pleased that our partnership with Clairfield will permit us to offer our clients access to experts on the ground worldwide.”

Croft & Bender managing director Steve Hunter collaborated with Clairfield International previously in his career. “While there are several other loosely-structured international M&A-networks out there promising global

reach, Clairfield is a true one firm partnership that can deliver superior results for our clients providing seamless teamwork and high-quality services. I am thrilled to be working again with the professionals at Clairfield.”

“We are extremely impressed by the contact base and close relationships with clients that Croft & Bender dealmakers show across the US, including New York and West Coast, complementing our existing offices in New York and Miami. The Croft & Bender partnership shares values that are fully aligned with Clairfield’s,” says Alexander Klemm, executive chairman of Clairfield International. “We are pleased to welcome Croft & Bender on board and to gain greater access to this very important US-market for our clients and assist US clients in other parts of the world.”

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## CLAIRFIELD CONTINUES TO GROW WITH NEW SENIOR PARTNERS AND ADVISORS

Clairfield International has grown in the first half of 2017 with new partners and advisors on the senior level, adding to expertise in the technology, consumer, services, cleantech, and industrial sectors.

Clairfield Finland has merged with the leading debt advisory practice, adding senior partners **Timo Leino** and **Kalle Helander** to the team and increasing the number of Helsinki-based professionals to 20.



In the TMT sector, **Thierry Pepin**, a strategic and financial advisor with thorough sector and operational expertise in technology, has joined as a partner and will be in charge of the Canada desk. **Wolfgang Kroh**, an expert in payments and billing software who has led important technology companies, is a new senior advisor in the DACH region.

The industrials team welcomes another new senior advisor in Germany **Jörn Werner**, is CEO of ATU, the German auto parts and services group. A new senior partner in Italy, **Silverio Davoli**, brings skills in crossborder transactions, particularly in the services sector, with over 25 years of experience.

The cleantech team welcomes additional expertise from new senior advisor **Marcus Jentsch**. Most recently Marcus was CFO of juwi AG, the leading international project developer for renewable energies in Germany where he led the successful restructuring and turnaround of the company.

On the other side of the globe, **Simon Douglas** has joined the Australian office as a director where he specializes in advising midmarket companies through event-driven activity. In Mexico **Gerardo Godard** is a new managing director. Gerardo was previously at Invex, a public financial holding where he specialized in midmarket M&A and debt capital markets both inside and outside Mexico.

## CLAIRFIELD AUSTRALIA CELEBRATES 30 YEARS SINCE FOUNDING

Sharon Doyle, managing director, highlighted that InterFinancial was ranked as #6 in the whole of Australia and New Zealand for M&A transactions up to \$50m in CY2016 (and #14 up to \$500m), ranking above far larger competitors. Sharon then looked to the future and highlighted some examples of recent initiatives by InterFinancial:

- Development of an online valuation product that delivers a high-quality, indicative valuation, and puts power in the hands of clients so that they can make well-informed, higher-impact investment decisions.
- Launching a growth-consulting division with specialist skills and flexible capacity that will assist clients in defining and executing value-building initiatives. A team of experienced consultants will engage on growth strategy development & project management, buy-side advisory services including investment case development, integration planning and synergy identification; and post-merger integration services.
- Establishing a permanent Sydney office with the recruitment of Chris Munday, who has strong private equity and consulting experience.



Clairfield International has proved an amazingly effective partnership for InterFinancial clients, with over 70% of InterFinancial's transactions over the last two years involving international targets. Sharon and her team secure incredible access through more than 20 partner firms and are currently active with strategic parties out of the US, Benelux, and China. This relationship has continued to strengthen and Australian partners plan to engage ever more actively with international partners from Clairfield in the future.

"We would like to thank not only the clients who have trusted us with such significant events in their own journey, but also all of the other people in our market and our team members who have helped us to find these opportunities, create solutions, and then deliver fantastic outcomes," says Sharon Doyle. "We celebrated the fact that as we looked around the room, we saw not 'business contacts and clients' but a fantastic group of friends that we have made throughout our journey. We genuinely enjoy providing clear, direct, informed and fearless advice for our clients and ensuring that we continue to make an impact in every engagement; and we plan to keep doing this for many years to come."

## NEW BOARD APPOINTMENTS

The board of directors of Clairfield International is pleased to announce the appointment of Alexander Klemm as executive chairman and Thierry Chetrit as vice chairman.

Alex joined Clairfield in 2015 and was appointed vice chairman in 2016 after a long career in international corporate finance serving in the most important world capitals of finance. Thierry, the founder of French boutique intuitucapital, the precursor to Clairfield France, has particular expertise in crossborder

transactions involving both strategic buyers and private equity funds.

"Clairfield is confident that Alex will take the group forward strategically in the years to come," says Brian O'Hare, managing partner at Clairfield Spain and outgoing chairman. "The continuity of his work and strong leadership in achieving the ambitious aims we have set ourselves as a firm worldwide will benefit the firm and our clients."



## RECENT TRANSACTIONS

### Germany



acquired



Food services

### Austria/Switzerland



acquired



Digital marketing

### Poland/Czech Republic



acquired



Forge

### Australia



was sold to



E-health systems

### Brazil



was sold to



IT services

### France



sold

Prodont Holliger  
to



Dental instruments

### Spain



acquired



Electronic controls

### Norway



merged with



Meal boxes

### Netherlands



acquired



Elderly care

### Italy



sold its  
282 MW wind portfolio  
to



Renewable energy

### Germany/France



was sold to



Automotive engineering

### Denmark



was sold to



DIY goods

### UK



was sold to



Pump manufacturer

### Mexico



received an investment  
from



Construction solutions

### Finland



acquired



IT infrastructure

### UK/Italy

A majority stake of  
DS DATA SYSTEM (UK)  
owner of the software



was sold to



Internet services