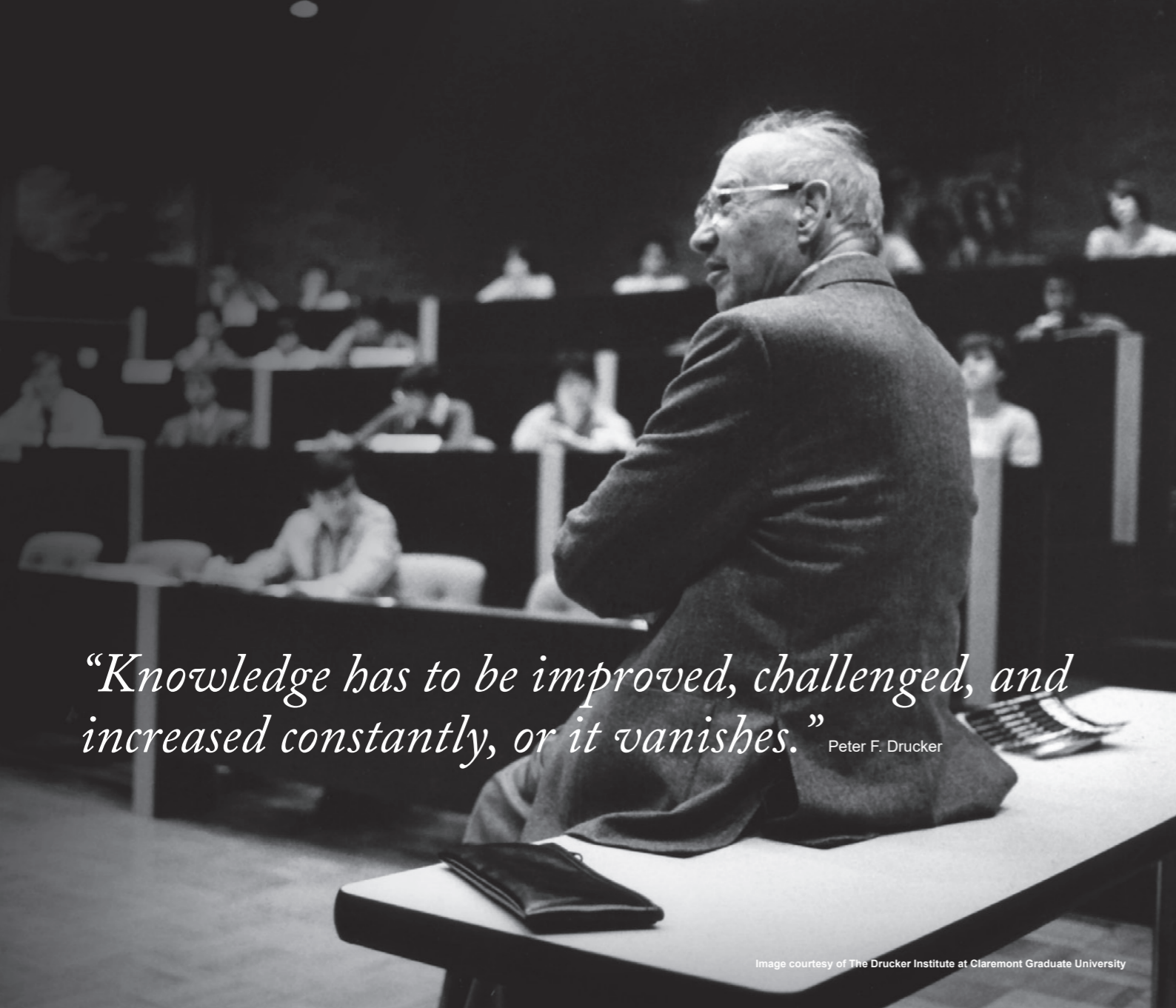


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Practising the science of M&A quietly and to great effect



“Knowledge has to be improved, challenged, and increased constantly, or it vanishes.” Peter F. Drucker

Image courtesy of The Drucker Institute at Claremont Graduate University

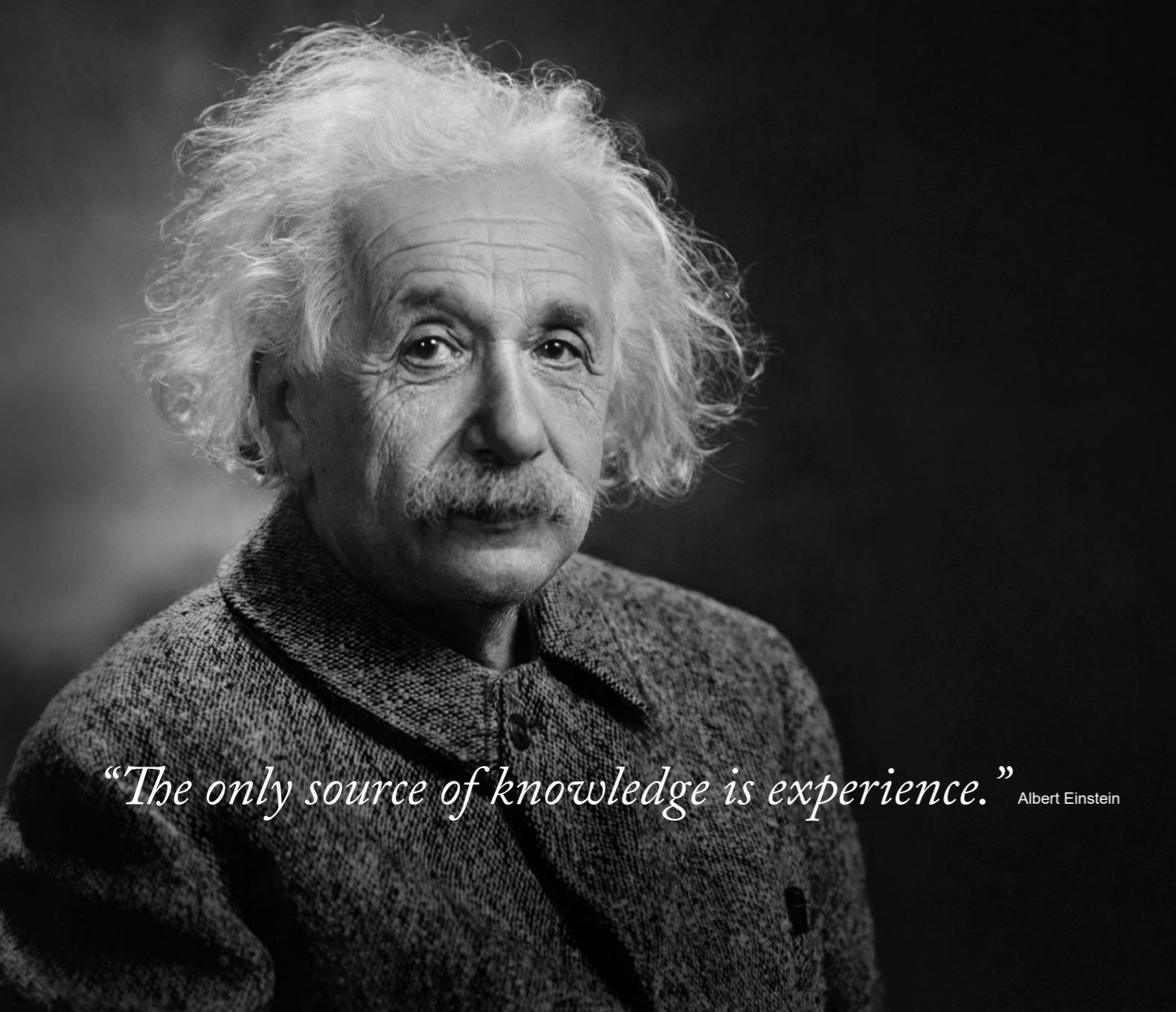
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Europa Partners is a London-based, boutique investment bank which provides knowledgeable, experienced, impartial advice and execution services.

We seek long-term relationships built around critical issues, strategic and financial, with listed and private companies, family-owned businesses and private equity.

We offer advice on mergers and acquisitions, capital raises, defence against unsolicited approaches or activist campaigns and assistance in repositioning businesses.





“The only source of knowledge is experience.” Albert Einstein

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We prize experience above all.

Deep understanding and experience are precious. Whilst we may be a compact business we have in our team some of the most experienced, influential operators in their respective spheres.

For over two decades we have delivered complex deals which required senior attention and expertise. Critically, we give all our clients the care, thought and ingenuity that achieves the best results.

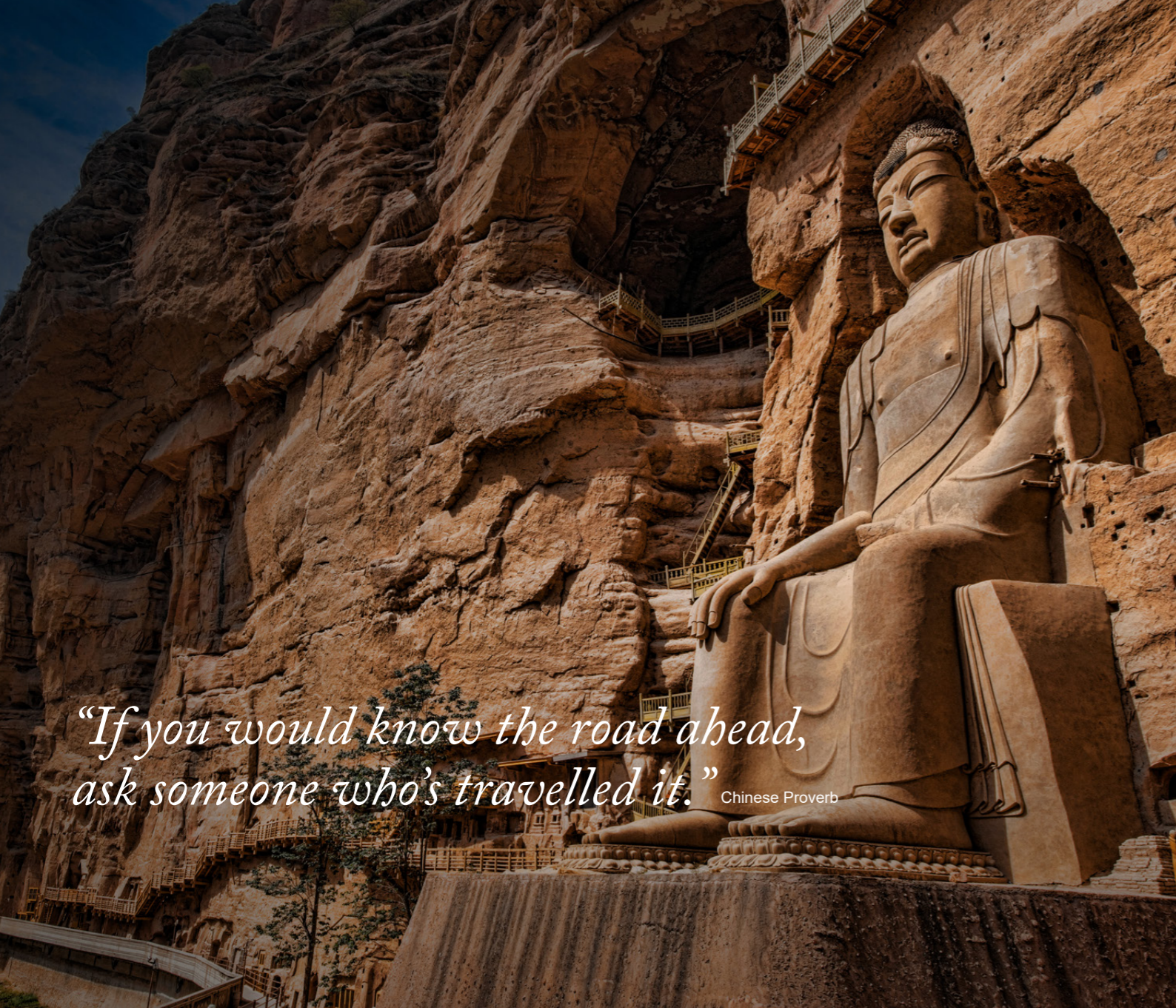
Three things are fundamental to our thinking:

- We operate below the radar.
- We really understand our clients' objectives.
- We have some of the most experienced and committed minds to call upon.



“A small, expert strike-force beats a large, uncoordinated group every time.”

Paul Zisman



*“If you would know the road ahead,
ask someone who’s travelled it.”* Chinese Proverb

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Enhancing our skills

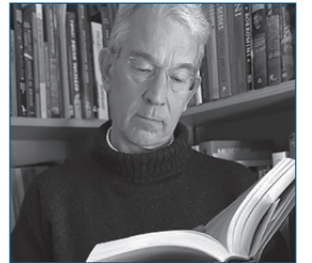
Recently we invited Jan Skarbek to join us.

Over the past 30 years he has developed diverse UK client and transaction experience. He has acted as a long-standing adviser to many UK companies (publicly listed and privately-owned) and private equity firms.

His arrival signals an important expansion in Europa Partners’ offering to clients.

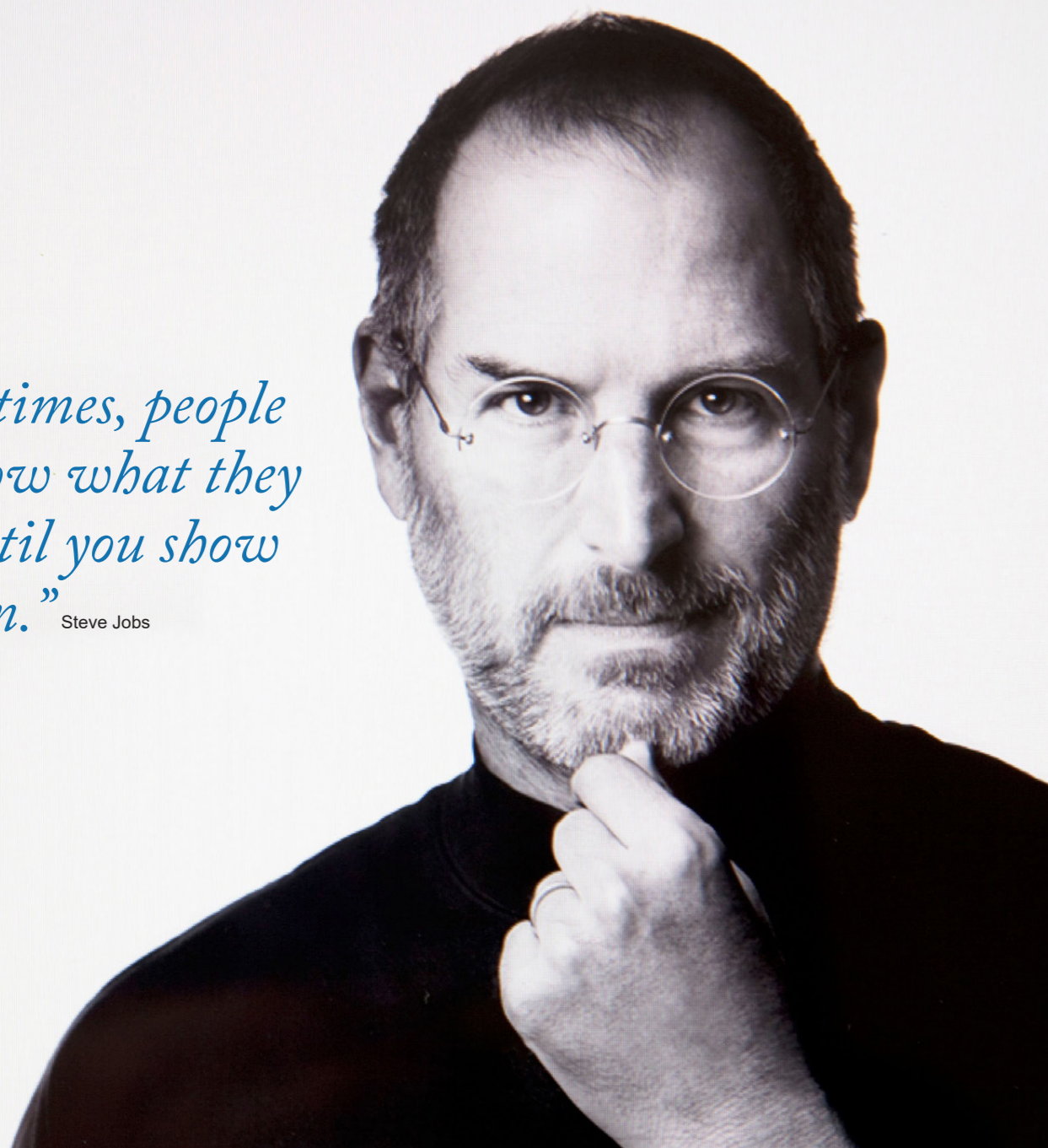
“Jan’s wide variety of remarkable skills and experience give more routes to success.”

Paul Zisman



“A lot of times, people don’t know what they want until you show it to them.”

Steve Jobs



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What We Do

We work with companies of all sizes, from multinationals to start-ups.

We also have a specific skill in working with family-owned businesses, understanding their often-complex needs and unspoken agendas.

We have a strong track record in unlocking transactions which clients thought undeliverable, and then executing them so they are invisible until announced.

We operate below the radar.

In today’s world a big, bulge-bracket name alone does not guarantee success.

Experience, restless creativity, and the ability to interpret the innermost thoughts of the client and counterparty are the keys. All this, plus world-class expertise, amount to a powerful formula.



“We constantly try to create better and more profitable solutions”

Paul Zisman



“True intuitive expertise is learned from prolonged experience.” Daniel Kahneman

Our Creativity

Creativity is intuitive thinking which delivers a route through roadblocks.

Creativity is what bureaucratic and complex organisations stifle.

Creativity is the magic that inspires innovation and the thinking that helps discover new and better ways of solving problems.

And the best thinking comes from a diversity of stimuli and prolonged experience.

Our diverse team of full-time professionals, advisors and business leaders includes artists, scientists, journalists, broadcasters, musicians, authors, cricketers, oarsmen and academics.

“Creativity thrives in the absence of conflicting clutter.”

Jan Skarbek



Some selected
recent deals
completed by
our partners

BC PARTNERS
Valtech *

BC PARTNERS and VALTECH

Buy side
Financial adviser to BC Partners and portfolio company Valtech, on the interlocking, recommended offer for Kin & Carta PLC.

FOREFRONT ADVISERS

Sell side
Financial adviser to Forefront Advisers on the sale to DeHavilland (Bridgepoint).

Pearson

PEARSON PLC

Strategic adviser
Strategic adviser to Pearson PLC on response to multiple approaches by Apollo.

expertreviews

EXPERT REVIEWS

Sell side
Financial adviser to Expert Reviews on the sale to MVF (Bridgepoint).

CVC
Capital Partners

CVC CAPITAL PARTNERS

Buy side
Financial adviser to CVC on the acquisition of Unilever's Tea business (Ekaterra).

TATE & LYLE

TATE & LYLE PLC

Sell side
Financial adviser to Tate & Lyle PLC on the Class 1 disposal of a majority stake in its Primary Products business.

Parker

PARKER HANNIFIN (US)

Buy side
Financial adviser to Parker on the acquisition of Meggit PLC.

CLAYTON DUBILIER & RICE

CLAYTON DUBILIER & RICE

Sell side
Financial adviser to Clayton, Dubilier & Rice on the disposal of a minority stake in Belron to H&F, BlackRock and GIC.

CLAYTON DUBILIER & RICE

CLAYTON DUBILIER & RICE

Take Private
Financial adviser to Clayton, Dubilier & Rice on the take private of UDG Healthcare PLC.

TDR Capital

TDR CAPITAL

Take Private
Financial adviser to TDR Capital on the take private of Arrow Global PLC.

EURAZEO

EURAZEO (FRANCE)

Sell side
Financial adviser to Eurazeo on the disposal of co-controlling stake in Planet to Advent.

DMGT

DMGT

Buy side
Financial adviser to DMG Media, the consumer business of DMGT, on the acquisition of New Scientist.

RS

RS COMPONENTS PLC

Equity placing
Financial adviser to RS on an equity placing.

William HILL

WILLIAM HILL PLC

Sell side
Financial adviser to William Hill PLC, on recommended offer by Caesars Entertainment.

Haynes

HAYNES PUBLISHING GROUP PLC

Sell side
Financial adviser to Haynes Publishing Group PLC on recommended offer by InfoPro Digital.

nrg

NRG (US)

Buy side
Financial adviser on the acquisition of Direct Energy Home from Centrica PLC.

Ingredion

INGREDION (US)

Buy side
Financial adviser to Ingredion on the purchase of 75% of PureCircle PLC.

Advent International
GLOBAL PRIVATE EQUITY

ADVENT INTERNATIONAL

Take Private
Financial adviser to Advent International on the take private of Cobham PLC.

MERLIN ENTERTAINMENTS GROUP

MERLIN ENTERTAINMENTS PLC

Sell side
Financial adviser to Merlin Entertainments Group on recommended offer by Kirby, Blackstone and CPPIB.

Disney

DISNEY (US)

Strategic adviser
Financial adviser to Disney (US) on its options related to Sky PLC including a Full Panel Appeal and Auction Process.

Shire

SHIRE PLC

Sell side
Financial adviser to Shire PLC on the recommended cash and shares offer by Takeda.

NEX

NEX PLC

Sell side
Financial adviser to NEX PLC on recommended offer by CME Group.

Advent International
GLOBAL PRIVATE EQUITY

ADVENT INTERNATIONAL

Take Private
Financial adviser to Advent International on the take private of Laird PLC.

CANYON BRIDGE

CANYON BRIDGE

Take Private
Financial adviser to Canyon Bridge on the take private of Imagination Technologies PLC.

NewScientist

RELX & REED BUSINESS INFORMATION

Sell side
Financial adviser to RELX and Reed Business Information on the sale of New Scientist to Kingston Acquisitions.

PERMIRA

PERIMA

Buy side
Financial adviser to Perima on the acquisition by The Lowell Group of Intrum's Nordic 'carve out' businesses.

DS Smith

DS SMITH PLC

Buy side and equity issue
Financial adviser to DS Smith PLC on the acquisition of Interstate Resources and related equity issue.

Advent International
GLOBAL PRIVATE EQUITY

ADVENT INTERNATIONAL

Take Private
Financial adviser to Advent International on the take private of Brammer PLC.

Sbi Sofa Brands International

SOFA BRANDS INTERNATIONAL

Buy side
Financial adviser to the acquirer, a consortium of investors led by Promethean Investments.

QIA

QATAR INVESTMENT AUTHORITY

Buy side
Financial adviser to QIA on joint acquisition with Brookfield of Songbird Estates PLC and chain principle offer for Canary Wharf Group.

ARMIT WINES

ARMIT WINES

Sell side
Financial adviser to Armit Wines on their sale to Baarsma Wines.

MAKINSON COWELL

MAKINSON COWELL

Sell side
Financial adviser to Makinson Cowell on its acquisition by KPMG.

ELSEVIER

EXCERPTA MEDICA

Sell side
Financial adviser to Elsevier on the sale of Excerpta Medica to Omnicom subsidiary Adelphi.

BAA

BAA

Expert witness
Preparation of expert witness reports for BAA contesting the Competition Commission's decision for BAA to dispose of Stansted and Edinburgh Airports or Glasgow Airport.

Virgin trains

VIRGIN TRAINS

Strategic adviser
Preparation of a comprehensive report to provide an analytical critique of the DFT assessment process for the West Coast rail franchise bid on behalf of Virgin Trains.

Our Partners



PAUL ZISMAN

Paul co-founded Europa Partners in 2000. He spent the largest part of his career prior to Europa Partners in TMT M&A at SBC Warburg (now UBS). After UBS he was a Board Director at the specialist media bank Guinness Mahon.



JAN SKARBEK

Jan has 30-years of diverse client relationships and transaction experience working with public companies and private equity in the U.K.



PAUL MARSHALL

Paul is Chief Financial Officer and a senior member of the transactions execution team. He has been Chief Financial Officer of UBS Capital, GMT Communications Partners and Lion Capital. He started his career as an accountant at Ernst & Young.



NEIL BENEDICT

Based in New York, Neil was formerly a Partner & MD at Salomon Brothers, where he was Head of International Capital Markets, and a Partner & MD at Dillon, Read in New York & Tokyo. He is a member of the International Media Council of the Paley Center in New York and a non-executive director of Qatar Investment Fund plc.

*Specialist
Advisors*



RUPERT DARWALL
Transport Economics



SERGE DESPRAT
Global Fund Specialist



NICK FORSTER
Exhibitions



RICHARD HALL
Marketing Services



RICHARD LEWIS JONES
Luxury Goods, Fashion,
Media



DAVID LOWEN
Broadcasting



MASSIMO MARINELLI
Media & Internet



JOHN RANELAGH
Broadcasting



ALAN ROSLING
India



AMEET SHAH
Tech & Communications



NICHOLAS WAPSHOTT
Publishing

“You earn reputation by trying to do hard things well.” Jeff Bezos

A world map with a dark background and light-colored continents. The map is surrounded by logos of various financial advisory firms. The logos are arranged in a grid-like pattern around the map. The map has several white dots indicating office locations in Europe, Asia, and the Americas.

europa partners

eponyme partners
FUSIONS ACQUISITIONS

MILLANAISIA ADVISORS

Zenith Advisory

HENNEPIN PARTNERS

Crimson Phoenix

PRETIUM ADVISORY

Florin FINANCE

mayerhöfer & co
corporate finance

OCTAVIAN

Caretti & Associati
CORPORATE FINANCE ADVISORS

veda
PRIVATE EQUITY | M&A | STRUCTURED FINANCE

Amsterdam Bangalore Chennai Copenhagen Frankfurt Herning Istanbul
London Milan Minneapolis Munich Paris Seoul Szczecin Tokyo Zurich

Infinita Alliance. World-wide insight, world class expertise

Increasingly it's partnerships that change our capability.

We are a member of the Infinita Alliance.

The Infinita M&A Alliance brings together experienced, independent professionals from across Europe, Asia and the USA with very extensive contacts and knowledge, each member being highly adapted to the specific requirements of their local market. The strong collaborative culture allows us to mine and apply our combined wisdom, relationships and transaction experience gained across many sectors and geographies, for the benefit of every client.



"We are all soloists working as a consort pulling in the same direction." Andrew Carwood, The Cardinall's Musick

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Authorised and regulated by The Financial Conduct Authority

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THE GEORGIAN GROUP

Paul Zisman was honoured to be elected as Chairman of the Georgian Group in 2020. Their work in researching, promoting and protecting Georgian architecture has established them as the leading voice and expert in this field.

georgiangroup.org.uk



THE CARDINALL'S MUSICK

Paul Zisman chairs the Cardinall's Musick, voted the third greatest choir in the world by Gramophone Magazine. They're a vocal ensemble focusing on Renaissance music.

cardinallsmusick.com

“I didn’t get where I am by thinking about it or dreaming it. I got there by doing it” Estee Lauder

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