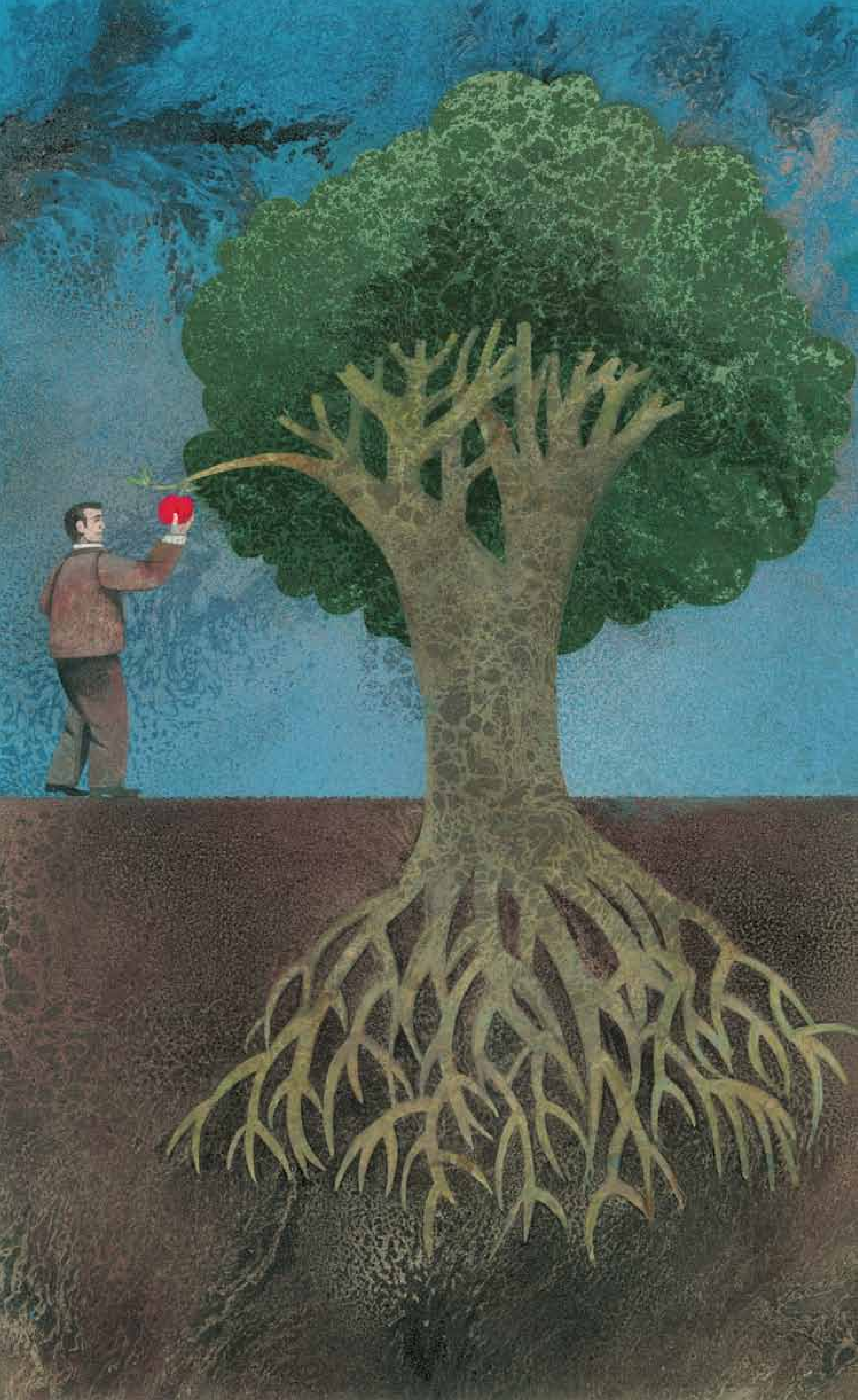
Pablo Rión y Asociados

Fusiones | Adquisiciones | Finanzas Corporativas



Embracing each task with a fresh approach is the mark of the professional who has worked ceaselessly over time.

With more than 23 years experience in mergers and acquisitions, in Mexico, we have become one of the industry´s benchmark firms.

We are an independent, privately held advisory firm specializing in mergers, acquisitions and corporate finance.

Our history speaks for itself: we have closed more than 110 transactions with a total value above US$1.7 billion. This has given rise to our solid reputation through both results, our professional approach, and apace with the growing competitiveness of the domestic and international financial markets.

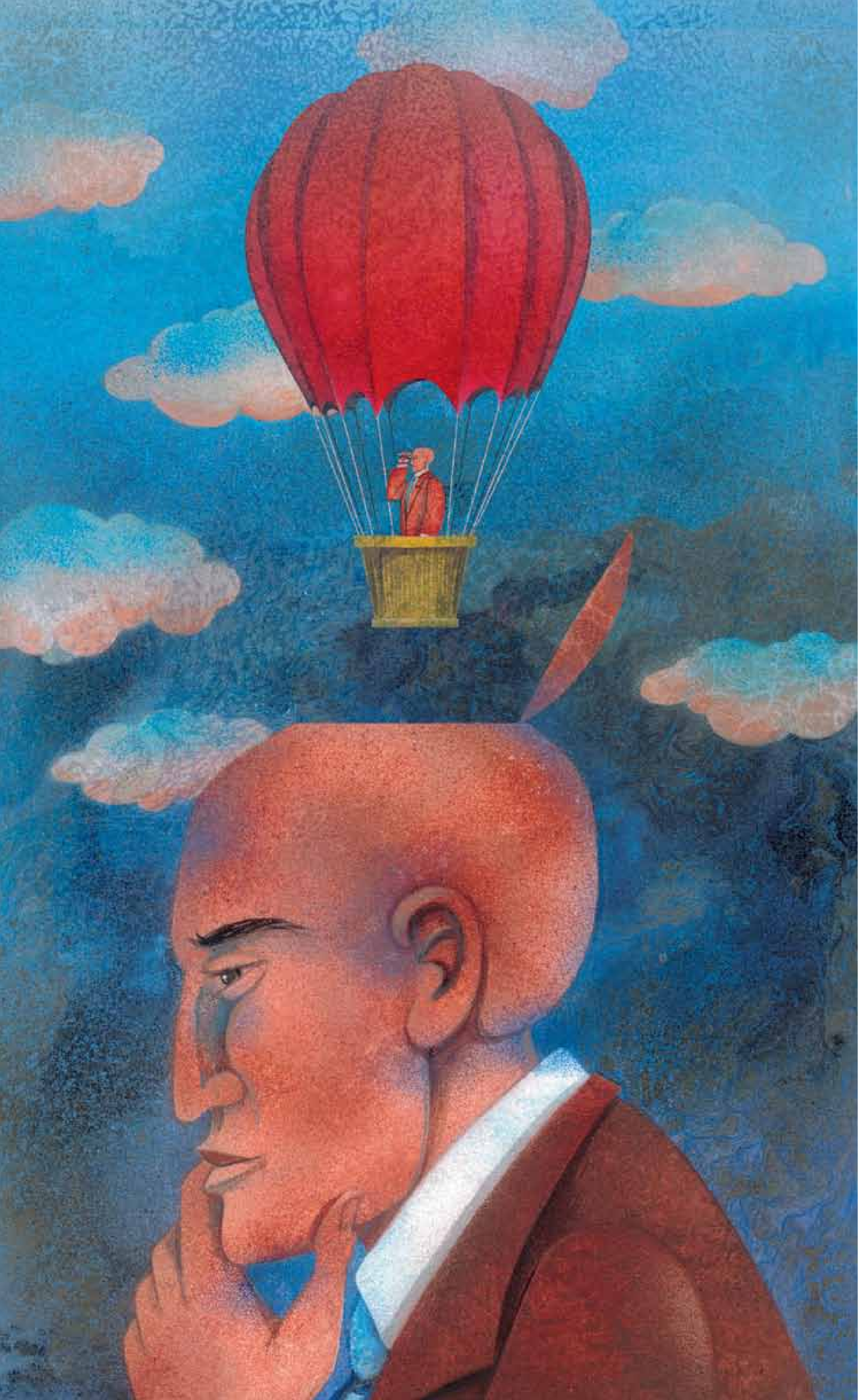
Mankind created borders only to transcend them hand in hand with others

Through our partnership with Global M&A Partners we can combine a worldwide presence with local market knowledge.

Pablo Rión y Asociados is the exclusive partner in Mexico for Global M&A Partners, a global investment banking firm specializing in transactions within the US$50 to US$500 million range. With a footprint in 45 countries, Global M&A Partners, founded in the year 2000, has successfully advised on more than 1,500 transactions, with a total value above US$39 billion.

As the Mexican partner of Global M&A Partners, we have access to banks, investment funds, investors and firms involved in mergers and acquisitions around the world. This brings us ever closer to professionals with local market knowledge and valuable relations in North & South America, Europe, the Middle East, Africa, Asia and Oceania.

GLOBALM&A PARTNERS



Total freedom comes from a clear grasp of one's own principles and values and sticking to them.

We alone are the masters of our own independence.
The advice we give is totally free of conflict of interest.
We act with transparency, and stand behind our values

We believe in long term relationships with our clients. We advise them how to achieve their goals when selling or acquiring a business, or raising money to grow their company. Since the inception of our firm in 1990, we have delivered tangible, measurable results in both domestic and cross-border transactions, across a broad spectrum of industries.

We have built strong relationships with Mexican companies - both medium and large, private and public - as indeed with international clients, often guiding them through multiple acquisition and sale transactions over time. We feel honoured at the trust they have placed in us over the years.

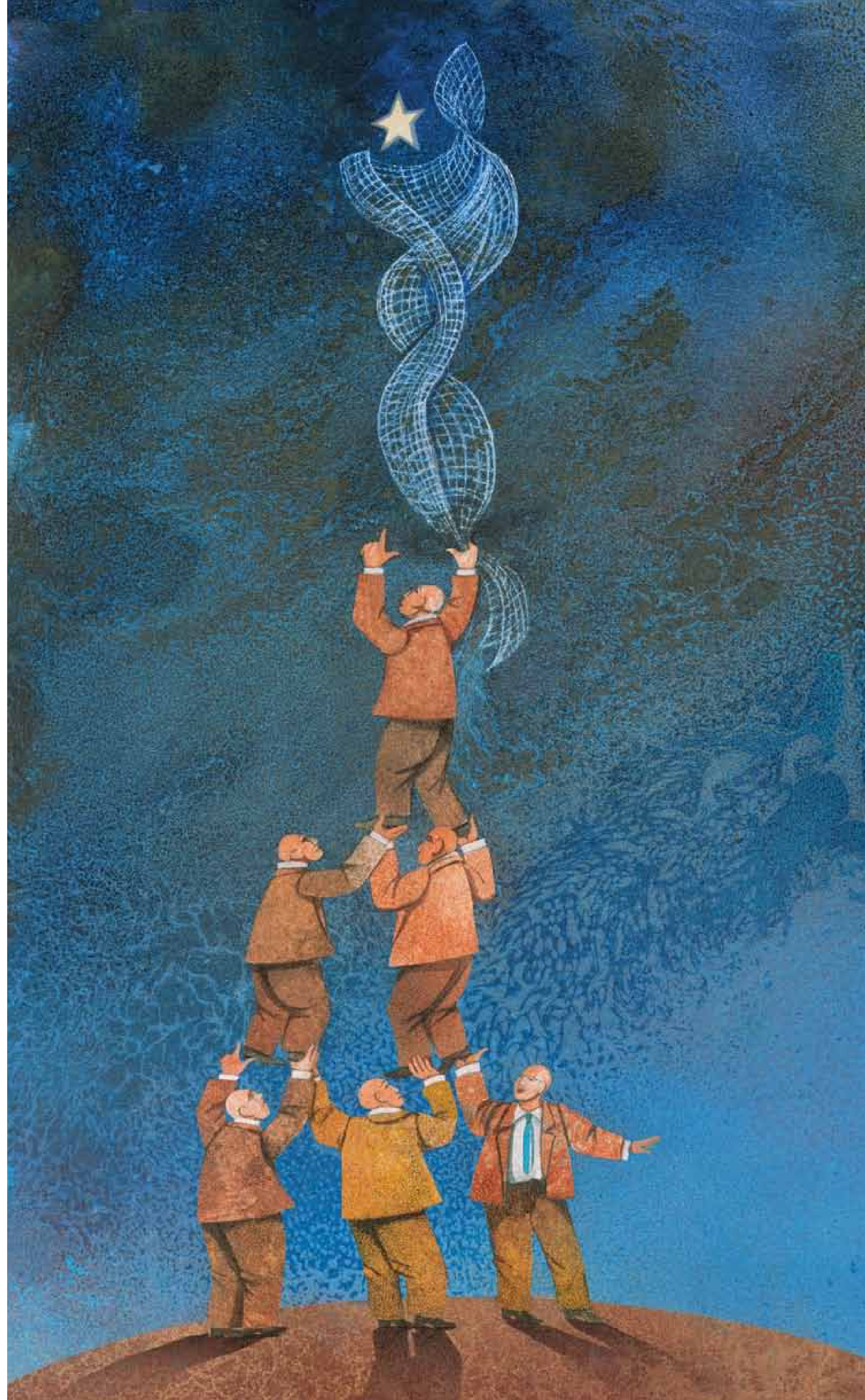
We specialize in transactions valued at between US$20 million and US$200 million, which we structure through tailor-made processes to suit each specific project.

An efficient impulse is solely that which strikes a balance between experience and drive.

Our team of experts brings together expertise, drive, dexterity, and energy in a balanced fashion between risk taking and cautious restraint.

Our experience in investment banking, covering various industries, ensures that our advice to clients is profound. We always seek to optimize shareholder benefits through innovate and tailor-made solutions.

The Pablo Rión y Asociados team is a diverse and talented group of professionals with ample experience within M&A and corporate finance, combined with experience from other sectors such as strategic planning, management, operations, manufacturing and marketing. All our partners have at least ten years experience in mergers and acquisitions, and indeed some of us have successful careers spanning more than two decades.



Our Services

Mergers: Pablo Rión y Asociados are experts in successfully merging two or more companies through asset or share swaps.

Acquisitions: We start by helping our clients identify target companies meeting the desired profile, then we guide them all the way through to a successful transaction. This involves our initiating contact with targets by using our extensive network in Mexico and abroad, formal discussions, preliminary valuation, negotiation and structure of the acquisition, then on through coordinating due diligence, drafting contracts and other related documents to close the transaction. We can also advise on how best to fund the acquisition, constantly striving to optimize the purchase and financing terms.

Sales: Our initial advice to each of our clients starts with an indicative valuation of their company, then forward all the way through to completion of the transaction. We identify and contact selected potential buyers, negotiate and structure the sale, coordinate due diligence, drafting contracts and other transactional documents until a closing takes place. Our aim is to maximize client benefit and secure the best possible terms of sale.

Corporate Finance: We structure financings, capital raising and debt restructurings and have excellent relationships with the financial institutions and private equity community.

Corporate Finance

Valuations and fairness opinions: We determine the fair market value of a company or investment project, be this as a basis for an eventual transaction, for estate purposes, or in order to back a share or asset swap between partners. To achieve this we use a variety of internationally recognized valuation techniques.

Debt financing: We help companies obtain credits in excess of $15 million for financing expansion projects, for working capital requirements and acquisitions, amongst other financial transactions. We do this through procuring senior, junior, mezzanine or convertible debt.

Debt Restructuring and Refinancing: We assist our clients with refinancing or restructuring of their debt under manageable payment terms and rates, linked to their cash flow generating capacity and available guarantees.

Raising Capital: When a client needs to finance growth projects or repay debt to improve their capital structure, we can help raise equity, be this through equity funds, via private or strategic investors, and using different structures and types of investments.

Initial Public Offering – structuring and consulting: We guide clients through valuation and structuring of IPOs and debt issuance, seeking to optimize conditions and timing for placement of shares or bonds, through a third party brokerage house.

Pablo Rión y Asociados

Experienced financial and transactional advice of the highest level.