

**DATE**

December 13, 2017

**SECTORS**

Real Estate

**DEAL TYPE**

M&A Advisory

**DEAL LOCATIONS**



**DEAL TEAM**



**Manuel Zulueta**  
CEO



**Diego Montealegre**  
Vice President

# DC Advisory advised Inmoglaciär on its sale to Cerberus



DC Advisory was engaged by the shareholders of Inmoglaciär in June 2017 to look for a strategic partner with the objective of obtaining financial support to develop their business plan. DC Advisory ran a process focused on international financial investors, building on the sector expertise and its international network.

Based on a deep understanding of the Shareholders' objectives our role included:

- valuation of the Company, design of the structure of the operation, preparation of marketing materials and due diligences (financial, legal, labour, tax and commercial) coordination;
- SPA, Shareholders agreement and Management Incentive Plan negotiation.

Following a competitive process, Cerberus successfully acquired a majority interest in Inmoglaciär with an investment commitment to finance its Business Plan.

This transaction illustrates once again DC Advisory's long-standing experience in successfully executing alliances between real estate developers and funds.