

DATE

December 13, 2017

SECTORS

Real Estate

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Manuel Zulueta
CEO

DC Advisory advised Inmoglaciari on its sale to Cerberus



DC Advisory was engaged by the shareholders of Inmoglaciari 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 Inmoglaciari 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.