

DATE

July 23, 2011

SECTORS

Financial Services

DEAL LOCATIONS



DEAL TEAM



Raúl J. Julián
Managing Director



Henry Berczely
Managing Director

DC Advisory advised BMN on the reorganisation of the exclusive distribution agreements with Caser in the General Insurance business



Background

- BMN is a financial institution created in 2010 from the merger of four Savings Banks: Caja Murcia, Caixa Penedès, Sa Nostra and Caja Granada
- In December 2010, it had a commercial network of 1,674 branches
- Its operations are focused on retail banking in the Mediterranean coast (91% of the branches). In addition, BMN has a significant presence in Madrid

Process

- DC Advisory (DC) advised BMN on the reorganization of its distribution agreements in General Insurance, establishing a new partnership with Caser as exclusive insurance partner across BMN's branch network
- BMN is the bank resulting from the merger of the following Savings Banks: Caja Murcia, Caixa Penedès, Sa Nostra and Caja Granada
- DC advised BMN throughout the process, contacting potential bidders and assisting BMN in negotiating all key economic and contractual aspects of the transaction
- The deal was structured through a single agency contract for the entire network of BMN and the disposal of Caixa Penedès Assegurances Generals (100%), the Non-Life Insurance subsidiary of Caixa Penedès
- The price was structured as a payment disbursed at closing, and potential additional earn-out payments subject to performance
- With this transaction, DC strengthens its leadership in the Spanish FIG / Insurance sector, having advised on the only two bancassurance reorganizations already completed after the recent concentration of Savings Banks

