

AUTOMOTIVE INDUSTRY Q1 2024 VALUATION UPDATE



Introduction

We are pleased to share our Automotive Industry Multiples Valuation Update for Q1 2024.

At Seale & Associates, we are committed to providing process-driven solutions designed to optimize value and achieve our client's strategic objectives in a range of transactions, including Mergers, Acquisitions, Divestitures and Carve-Outs, Business Sales, Recapitalizations, and Joint Ventures, among other corporate finance and strategy consulting services.

Over the course of 25+ years, we have successfully served clients all over the world, and we are delighted to continue providing investment banking advisory services to our clients who are looking to grow through acquisitions or optimize their portfolios through strategic divestitures.

Seale has extensive experience advising leading multinational companies, private equity firms, and family-owned businesses across a wide range of industries.



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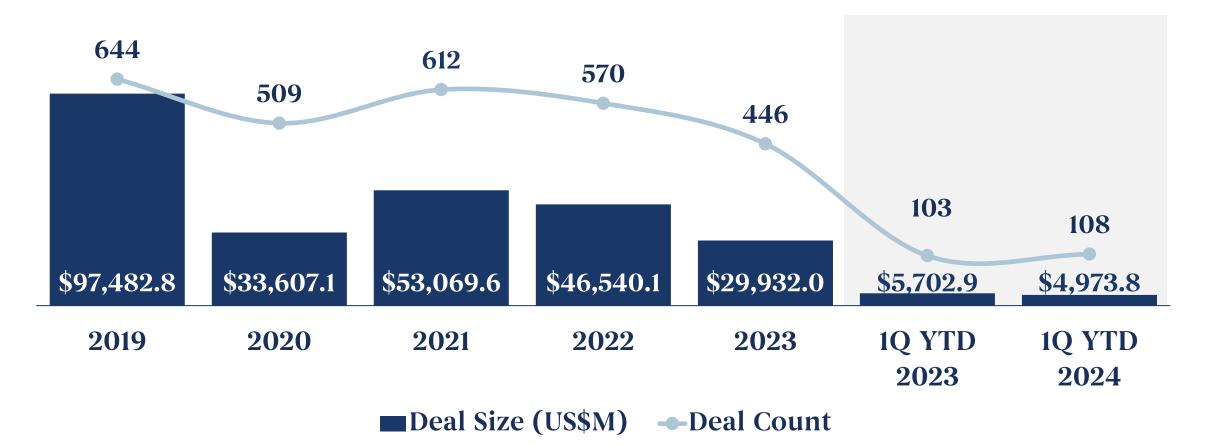


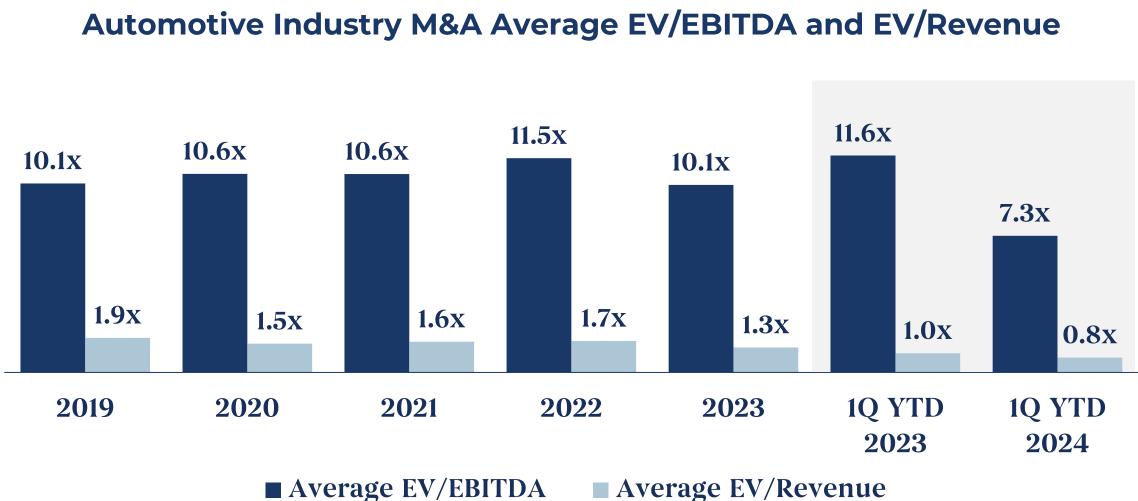
Automotive Industry Overview, M&A Trends and Market Intelligence

Industry Overview:

- The **challenging economic conditions** that suppressed deal activity in 2023 are expected to stabilize in 2024, though they will continue to impact the deal-making landscape. Factors such as inflation, interest rates, and supply chain disruptions will necessitate cautious and strategic deal-making to mitigate risks and enhance profitability
- There's a clear trend towards **electrification and enhanced connectivity**, pushing companies to adapt through M&A activities. These transactions are not just about expansion but are crucial for integrating cutting-edge technologies and securing a competitive edge in a rapidly evolving market
- Automotive leaders are pursuing M&A focused on digital, software, and electrification Innovation, adapting to an electric future through acquisitions, joint ventures, and strategic alliances. It is expected to see further M&A activity in electric vehicles (EVs) and connected automated shared electric (CASE) assets
- In response to global supply chain challenges, companies are focusing on M&A strategies that help build more regionalized and resilient supply chains. This includes investments aimed at reducing dependency on distant markets, particularly those affected by geopolitical tensions
- The automotive M&A landscape has been characterized more by longterm collaborations and joint ventures at an operational level rather than **full-scale corporate mergers**. This approach aligns with the industry's transformation towards battery-powered and software-defined vehicles

Automotive Industry M&A Deal Size and Volume





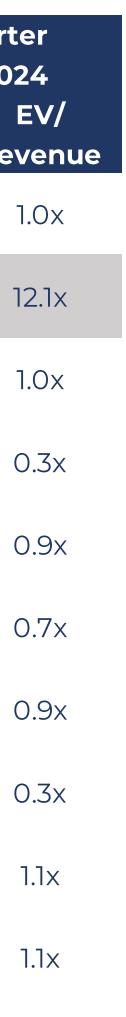




Automotive Global Comparable Public Companies (1/2)

Company		Country	Market	Enterprise Value	Revenue	EBITDA		Average BITDA	First Q Mar. 3	-
Company		Country	Cap. US\$M	US\$M	US\$M	Margin	2022	2023	EV/ EBITDA	E Reve
Bayerische Motoren Werke Aktiengesellschaft		DEU	\$70,471	\$161,204	\$167,504	16.0%	7.6x	6.8x	6.0x	1.0
Ferrari N.V.	Ferrari	ITA	\$78,531	\$80,014	\$6,609	31.5%	26.5x	31.7x	38.4x	12
Ford Motor Company	Ford	USA	\$53,018	\$175,426	\$177,494	7.3%	10.8x	12.7x	13.6x	1.0
Geely Automobile Holdings Limited	GEELYAUTO	HKG	\$11,881	\$8,643	\$24,818	3.8%	17.4x	13.4x	9.2x	0.
General Motors Company	gm	USA	\$52,354	\$158,121	\$174,871	9.4%	8.4x	7.9x	9.6x	0.
Honda Motor Co., Ltd.	HONDA	JPN	\$60,620	\$95,498	\$128,126	13.6%	4.7x	4.8x	5.5x	0.
Hyundai Motor Company	НУШПОЛІ	KOR	\$37,676	\$116,356	\$122,509	12.8%	10.8x	8.0x	7.4×	0.
Kia Corporation		KOR	\$32,310	\$20,079	\$73,858	14.7%	2.4x	1.6x	1.9x	Ο.
Mercedes-Benz Group AG	Mercedes-Benz	DEU	\$82,476	\$180,250	\$163,530	16.0%	7.6x	6.7x	6.9x	1.
Renault SA	RENAULT	FRA	\$13,656	\$63,504	\$56,507	12.3%	9.8x	9.4x	9.1x	1.

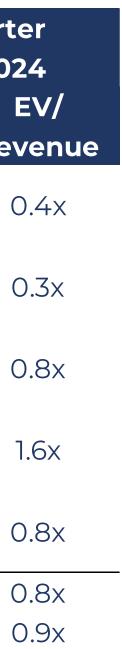




Automotive Global Comparable Public Companies (2/2)

		Country	v Market Valu		Value	EBITDA		Average BITDA	First Q Mar. 3	-
Company		Country	Cap. US\$M	US\$M	US\$M	Margin	2022	2023	EV/ EBITDA	E Reve
Stellantis N.V.	STELLANTIS	NLD	\$110,190	\$91,602	\$204,493	15.2%	1.4x	1.1×	2.9x	0.
Subaru Corporation	SUBARU	JPN	\$17,134	\$8,948	\$29,500	14.6%	2.7x	1.6x	2.1x	0.
Suzuki Motor Corporation	\$ SUZUKI	JPN	\$22,169	\$25,467	\$33,554	12.5%	5.7x	5.1x	6.1x	0.
Toyota Motor Corporation	ΤΟΥΟΤΑ	JPN	\$337,838	\$487,806	\$298,080	16.2%	9.8x	9.8x	10.1x	1.0
Volkswagen AG		DEU	\$72,408	\$283,983	\$347,026	11.9%	7.7x	7.7x	6.9x	0.
Excluded from mean and median						Mean	6.9x	6.9x	6.9x	0.
						Median	7.7x	7.7×	6.9x	0.

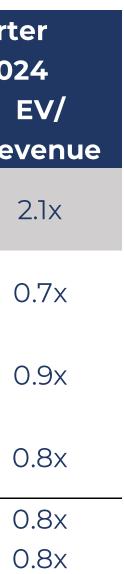




Motorcycles Global Comparable Public Companies

		Country	Market	Enterprise	Revenue		Annual Average EV/EBITDA		First Quar Mar. 31, 20	
Company		Country	Cap. US\$M	Value US\$M	US\$M	Margin	2022	2023	EV/ EBITDA	E Revo
Harley-Davidson, Inc.	HARLEY-DAVIDSON	USA	\$5,973	\$12,007	\$5,777	18.0%	11.6x	9.9x	11.6x	2.
Piaggio & C. SpA	PIAGGIO	ITA	\$1,120	\$1,595	\$2,152	14.5%	6.1x	5.8x	5.1x	0.
PIERER Mobility AG	PIERER Mobility AG	AUT	\$1,717	\$2,534	\$2,871	12.2%	8.2x	7.6x	7.3x	0.
Yamaha Motor Co., Ltd.	VAMAHA	JPN	\$9,286	\$13,015	\$15,962	13.2%	5.1x	5.3x	6.2x	0.
Excluded from mean and median						Mean	6.5x	6.2x	6.2x	0.
						Median	7.2x	6.7x	6.7x	0.



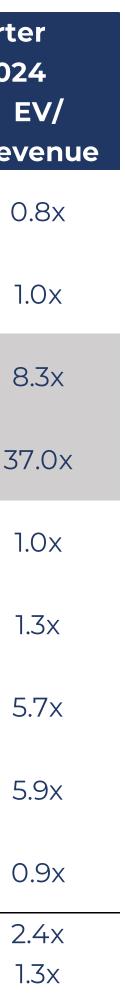


Electric Vehicles Global Comparable Public Companies

Company		Country	Market	Enterprise Value	e Revenue US\$M	EBITDA	Annual Average EV/EBITDA		First Quar Mar. 31, 20	
Company		Country	Cap. US\$M	US\$M	US\$M	Margin	2022	2023	EV/ EBITDA	E Revo
BYD Company Limited	BYD	CHN	\$79,118	\$70,655	\$84,075	12.5%	35.2x	16.5x	6.7x	0.
Li Auto Inc.	Li Auto	CHN	\$30,062	\$17,471	\$17,152	7.6%	_	74.2x	13.5x	1.0
Lucid Group, Inc.		USA	\$6,555	\$5,123	\$619	-	-	-	-	8.
Nikola Corporation	NIKOLA	™ USA	\$1,389	\$1,208	\$33	-	_	-	-	37
NIO Inc.		CHN	\$9,362	\$7,808	\$7,703	-	-	-	-	1.
Rivian Automotive, Inc.	RIVIAN	USA	\$10,703	\$6,254	\$4,977	-	-	-	-	1.
Tesla, Inc.	TILA	USA	\$559,854	\$541,308	\$94,745	15.5%	66.7x	39.0x	36.8x	5.
Workhorse Group Inc.	WORKHORSE	USA	\$74	\$77	\$13	-	-	-	-	5.
XPeng Inc.	XXPENG	CHN	\$7,224	\$3,677	\$4,248	_	-	-	_	0
Excluded from mean and median								Mean	10.1x	2.

Median 13.5x

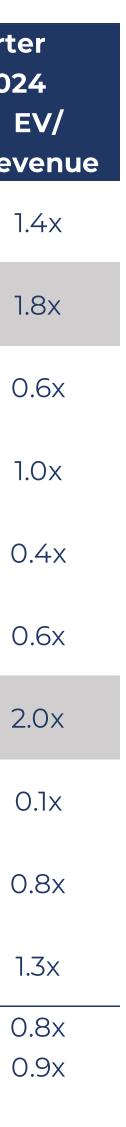




Trucks Global Comparable Public Companies

		• •	Market	Enterprise	Revenue	EBITDA		Average BITDA	First C Mar. 3	-
Company		Country	Cap. US\$M	Value US\$M	US\$M	Margin	2022	2023	EV/ EBITDA	E Rev
AB Volvo (publ)	VOLVO	SWE	\$55,369	\$70,088	\$51,688	15.6%	10.2x	9.8x	8.7x	٦.
Ashok Leyland Limited	ASHOK LEYLAND	IND	\$6,034	\$9,782	\$5,450	16.0%	20.9x	14.6x	11.2x	1.
CIMC Vehicles (Group) Co., Ltd.	CIMC	CHN	\$2,435	\$1,807	\$3,276	10.9%	9.8x	8.0x	5.1x	0
Daimler Truck Holding AG	DAIMLER TRUCK	DEU	\$40,713	\$59,911	\$60,366	11.3%	11.9x	8.4x	8.8x	٦.
Hino Motors, Ltd.	OHINO	JPN	\$1,935	\$4,030	\$10,022	3.6%	6.5x	8.5x	11.2x	0.
Isuzu Motors Limited	ISUZU	JPN	\$10,170	\$12,879	\$22,428	12.9%	5.5x	4.6x	4.5x	0
PACCAR Inc		USA	\$64,920	\$70,700	\$35,398	18.4%	12.4x	9.7x	10.9x	2.
Sinotruk Jinan Truck Co.,Ltd		CHN	\$2,574	\$794	\$6,133	4.4%	5.0x	6.6x	3.0x	0
Traton SE	TRATON	DEU	\$17,985	\$39,669	\$51,229	14.1%	6.7x	5.5x	5.5x	0.
Yutong Bus Co.,Ltd.	YUTONG	CHN	\$6,092	\$4,829	\$3,745	8.2%	33.5x	17.6x	15.7x	1.
Excluded from mean and median						Mean Median	8.5x 10.0x	7.6x 8.5x	7.6x 8.7x	0.



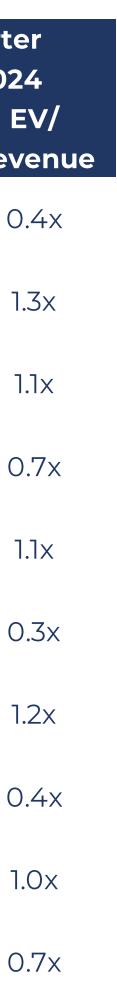


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Autoparts Global Comparable Public Companies (1/2)

			Market	Enterprise	Revenue	EBITDA		Average BITDA	First Q Mar. 3	Ĩ
Compa	any	Country	Cap. US\$M	Value US\$M	US\$M	Margin	2022	2023	EV/ EBITDA	E' Reve
Aisin Corporation	AISIN	JPN	\$11,083	\$14,463	\$32,452	8.5%	4.1x	5.2x	5.2x	0.
Aptiv PLC	• A P T I V •	IRL	\$21,719	\$27,162	\$20,134	12.9%	17.3x	15.4x	10.4x	1.3
Autoliv, Inc.	Autoliv	SWE	\$9,800	\$11,351	\$10,597	12.6%	8.4x	8.7x	8.5x	1.
BorgWarner Inc.	&BorgWarne	USA	\$8,023	\$10,656	\$14,410	13.3%	5.5x	5.7x	5.5x	0.
Brembo N.V.	Obrembo	ITA	\$4,140	\$4,681	\$4,231	16.6%	7.6x	7.5x	6.6x	1.
OPmobility	PLASTIC OMNIUM	FRA	\$1,876	\$3,697	\$11,128	7.1%	6.7x	5.8x	4.7x	0.
DENSO Corporation	DENSO	JPN	\$56,272	\$58,177	\$47,227	10.9%	8.8x	8.6x	11.3×	1.:
Forvia SE	FORVIA 'faurecia	FRA	\$2,988	\$12,343	\$29,397	9.5%	6.4x	6.6x	4.4x	0.
Garrett Motion Inc.	Garrett ADVANCING MOTION	CHE	\$2,368	\$3,804	\$3,831	16.4%	2.6x	3.9x	6.0x].(
Hanon Systems	Hanon	KOR	\$2,318	\$4,901	\$7,074	9.3%	10.1x	9.0x	7.5x	0.

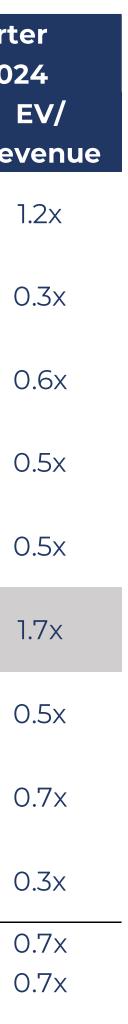




Autoparts Global Comparable Public Companies (2/2)

Company		Country	Market	Enterprise Value	Revenue	EBITDA		Average BITDA	First Q Mar. 3	-
Company		Country	Cap. US\$M	US\$M	US\$M	Margin	2022	2023	EV/ EBITDA	E Rev
HELLA GmbH & Co. KGaA		DEU	\$10,213	\$10,310	\$8,595	11.4%	13.0x	176.9x	10.5x	1.
Hyundai Mobis Co.,Ltd	MOBIS	KOR	\$17,109	\$12,350	\$43,848	8.6%	3.2x	3.2x	3.3x	0
Koito Manufacturing Co., Ltd.	Korro	JPN	\$5,157	\$3,633	\$6,281	11.2%	5.6x	5.6x	5.2x	0
Lear Corporation	LEAR . CORPORATION	USA	\$8,263	\$10,681	\$23,616	8.1%	7.1x	6.2x	5.6x	0
Magna International Inc.	Å MAGNA	CAN	\$15,655	\$21,914	\$43,094	10.0%	5.6x	5.6x	5.1x	0
Niterra Co., Ltd.	Niterra	JPN	\$6,751	\$6,728	\$4,062	22.1%	4.3x	4.5x	7.5x	1.
Schaeffler AG	SCHAEFFLEI	r deu	\$4,491	\$8,334	\$17,527	12.3%	3.2x	3.5x	3.9x	0
Stanley Electric Co., Ltd.	STANLEY	JPN	\$2,984	\$2,267	\$3,123	19.0%	4.6x	4.5x	3.8x	0
Valeo SE	Valeo	FRA	\$3,050	\$8,228	\$23,783	8.9%	6.1x	5.0x	3.9x	0
Excluded from mean and median						Mean Median	5.9x 6.1x	6.4x 5.7x	5.4x 5.5x	0 0







Tires Global Comparable Public Companies (1/2)

		Country	Market	Value	Revenue		Annual Average EV/EBITDA		First Quar Mar. 31, 20	
Company		Country	Cap. US\$M	Value US\$M	US\$M	Margin	2022	2023	EV/ EBITDA	E Reve
Apollo Tyres Limited	apollo	IND	\$3,555	\$4,106	\$2,991	17.2%	7.9x	9.0x	8.0x	٦.
Bridgestone Corporation	SRIDGESTON	e jpn	\$30,121	\$31,089	\$28,514	18.5%	5.4x	5.3x	5.9x	1.
CEAT Limited	CEVL	IND	\$1,300	\$1,544	\$1,433	13.5%	10.0x	10.0x	8.0x	1.
Continental Aktiengesellschaft	@ntinental 3	DEU	\$14,436	\$19,502	\$44,128	10.0%	5.2x	5.2x	4.4x	0.
Guizhou Tyre Co.,Ltd.		CHN	\$924	\$1,145	\$1,391	12.9%	10.9x	9.8x	6.4x	0.
Hankook Tire & Technology Co., Ltd.	<i>- Шнапкоо</i>	K KOR	\$4,893	\$3,770	\$6,615	20.3%	3.5x	3.3x	2.8x	0.
Kumho Tire Co., Inc.	KUMHO TIRE	1 KOR	\$1,252	\$2,763	\$2,991	16.9%	15.1x	10.7x	5.5x	0.
Compagnie Générale des Établissements Michelin Société en commandite par actions	MICHELIN	FRA	\$27,398	\$31,114	\$30,578	19.3%	5.3x	4.9x	5.3x	٦.
MRF Limited		IND	\$6,789	\$6,874	\$3,020	16.5%	14.7x	16.3x	13.8x	2.
Nokian Renkaat Oyj	nokicin Renkaat	FIN	\$1,299	\$1,540	\$1,266	12.6%	5.0x	4.3x	9.6x	1.
Pirelli & C. S.p.A.	IRELLI	ITA	\$6,124	\$8,957	\$7,452	20.1%	7.2x	6.0x	6.0x	1.

Source: Capital IQ

























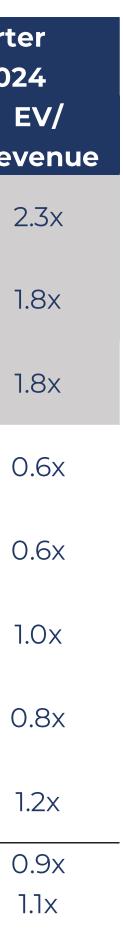




Tires Global Comparable Public Companies (2/2)

		Country	Market	Enterprise Value	Revenue		Annual Average EV/EBITDA		First Quar Mar. 31, 20	
Company		Country	Cap. US\$M	US\$M	US\$M	Margin	2022	2023	EV/ EBITDA	E Rev
Qingdao Sentury Tire Co., Ltd.	SENTURY TIRE	CHN	\$3,209	\$2,675	\$1,149	22.9%	16.7×	15.4x	10.2x	2.
Sailun Group Co., Ltd.	SAILUN	CHN	\$6,411	\$7,146	\$3,864	15.2%	14.9x	12.2x	12.2x	1.
Shandong Linglong Tyre Co.,Ltd.		CHN	\$4,197	\$5,290	\$2,884	13.3%	27.2x	26.9x	13.8x	٦.
Sumitomo Rubber Industries, Ltd.		JPN	\$3,265	\$4,386	\$7,783	13.1%	4.5x	6.1x	4.3x	0
The Goodyear Tire & Rubber Company	GOOD [©] YEAR	USA	\$3,901	\$11,817	\$19,662	9.2%	5.3x	6.5x	6.5x	0
The Yokohama Rubber Company, Limited	YOKOHAMA	JPN	\$4,278	\$6,755	\$6,513	16.1%	4.8x	6.1x	6.4x	٦.
Toyo Tire Corporation	TOYO TIRES	JPN	\$2,878	\$3,075	\$3,654	19.5%	4.6x	5.2x	4.3x	0.
Triangle Tyre Co.,Ltd	Tires TRIANGLE	CHN	\$1,794	\$1,693	\$1,433	15.9%	9.0x	8.4x	7.4x	1.
Excluded from mean and median						Mean	7.8x	7.1x	6.3x	0.
						Median	7.2x	6.5x	6.4x	٦.





Industry – Global Transactions (1/2)

Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	Re
Mar-24	PIAA	JPN	Provides and manufactures automotive lighting and silicone wiper systems	※宇佐美	ІСНІКОН	100.0%	\$23.1	-	
Mar-24	Automotive assets of Arrival Automotive	GBR	Manufactures parts for electric vehicle production	 - C A N O O - 	VLLINV	100.0%	-	-	
Mar-24	Interflex	GBR	Manufactures parts and accessories for motor vehicles	avon group	-	100.0%	-	-	
Mar-24	City Spring Group	CAN	Provides truck and trailer parts, axles, and spring manufacturing services	DEXTER	-	100.0%	-	-	
Mar-24	No. of the second secon	ITA	Provides high-performance motorcycles and racing technologies	KIM GROUP	-	50.1%	-	-	
Mar-24	SPHEROS	FRA	Develops and manufactures thermal management solutions for commercial vehicles	H. I. G.	Valeo	100.0%	-	-	
Mar-24	CORPORATION	USA	Designs and manufactures custom sealing solutions for automotive and industrial sectors	CWIndustrial Partners	-	100.0%	-	-	
Mar-24	teg electrical drive engineering	DEU	Develops and manufactures electric drive systems for commercial vehicles	POCLAIN Hydraulics	_	>50.0%	-	-	
Mar-24		USA	Provides vehicle interior cleaning and sanitizing products	C spiffy	-	100.0%	-	-	
Feb-24	COOPER TIRES	GBR	Manufactures and distributes rubber tires and related products for various automotive applications		GOODFYEAR	100.0%	-	-	
Feb-24	Spirii	DNK	Provides electric vehicle charging solutions	Edenred	NORDIC ALPHA PARTNERS	88.0%	-	-	









Industry - Global Transactions (2/2)

Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA Re
Feb-24	AUTOMOTIVE TENSIONERS INC.	USA	Manufactures automotive aftermarket pulleys and tensioners	CLOYES	-	100.0%	-	-
Feb-24	Hyundai Mobis Hydrogen Division	KOR	Develops hydrogen fuel cell technologies for automotive applications	HYUNDRI	MOBIS	100.0%	\$164.0	-
Jan-24	AIS Distribution Services Limited	, IND	Distributes automotive glass and related products	AIS Asahi India Glass Ltd.	Map Auto Ltd.	50.0%	\$9.5	-
Jan-24		GBR	Manufactures roller shutter doors for commercial vehicles	SDIPTECH	JR Industries Holdings Ltd	100.0%	\$32.6	-
Jan-24	Chongqing plant of Hyundai Motor	CHN	Manufactures vehicles and focuses on advanced automotive technologies	Yufu Industrial Complex Construction Co.	НУШПОЯІ	100.0%	\$277.3	-
Jan-24	SPORTECH	USA	Designs and manufactures thermoformed plastic components for vehicle enclosures and windshields	A PATRICK	CAPITAL PARTNERS	100.0%	\$315.0	6.8x







Selected Transactions Commentary

has acquired utomotive assets of Arrival Automotive

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from

to invest and create value." Tony Aquila, CEO of Canoo



"We have been impressed by Spheros' track record of continuous growth, and we see significant potential in leveraging its worldwide leadership position to support a transition towards clean and sustainable mobility solutions. We believe H.I.G. is the ideal partner to support the management team in the next phase of its growth."

Tobias Borkowski, Managing Director of H.I.G. Capital



Edenred has acquired Spirii from NORDIC ALPHA PARTNERS

"Mantaline's technology, engineering and operational excellence, coupled with industry leading products, sets the foundation for a strong platform for growth. We are excited to partner with, and support, Mark Trushel, the Mantaline management team and employees with the achievement of their long-term strategy." Matt Lombardo, Partner of CW Industrial Partners

"We are excited to bolster our offerings as we embark on this new journey alongside Spirii. This operation expands our reach to a broader network of clients. With this acquisition, Edenred reinforces its commitment to spearheading innovative eMobility solutions and to helping its clients in their electrification transition." Diane Coliche, Chief Operating Officer of Edenred

"Our current strategy will save our shareholders tens of millions of dollars, which today, is not properly reflected in the value of our company. We remain focused on capital discipline and the smartest way





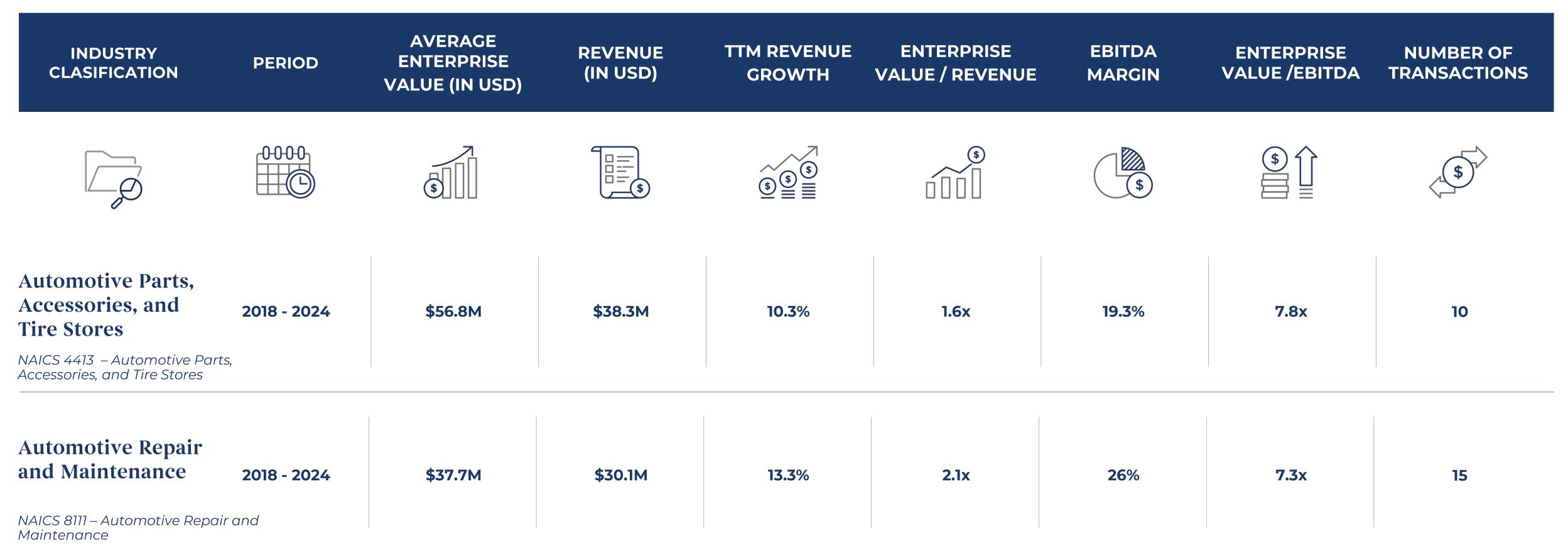








Private Equity Transactions



Notes:

- this blind approach, the data submitted is less likely to be biased or manipulated.

• Data obtained via GF Data, a subscription-based information platform, offering detailed information and metrics about the transactions of Private Equity funds in the U.S. • The data is provided under a blind confidential format. Users of the data are unable to identify the exact company and transaction corresponding to the transaction details. Given





INMAGUSA

TARGET Grupo Galaz, S.A. de C.V. ("INMAGUSA")

TRANSACTION TYPE Divestiture advisory

INDUSTRIES Automotive Components

GEOGRAPHY Monclova, Coahuila

SITUATION

Seale & Associates was retained by the family owners of INMAGUSA, a leading Mexican frame rails manufacturer to advise on a valuation and strategic analysis of the business and eventually a divestiture process.

SEALE & ASSOCIATES' APPROACH

Seale professionals ran a comprehensive analysis of the situation and determined an ideal transaction structure that addressed the concerns of all family members. Seale professionals managed a preferred buyer process with IOCHPE-MAXION (BOVESPA:MYPK3), while maintaining the option to initiate a competitive auction process with other potential strategic buyers. Seale's disciplined approach to a preferred buyer process allowed it to maintain momentum and negotiating leverage throughout the process and ensure closing at a fair value and terms.

OUTCOME

The process resulted in the sale of INMAGUSA to lochpe-Maxion S.A. ("lochpe-Maxion"), a Brazilian producer of wheels and chassis for commercial vehicles, wheels for light vehicles, railway freight cars and railway castings.

AUTOMOTIVE Q1 2024



"I strongly recommend Seale for family-owned businesses because their professionals have the experience, skills and attentive personalities"



"After our father passed away, my sisters and I were left with a growing business to manage, and not surprisingly we had different needs and ideas of how best to manage the business going forward. Seale skillfully analyzed the range of strategic alternatives and guided us to the best solution for our family - the sale of our truck part manufacturing business to a Brazilian strategic buyer...I strongly recommend Seale for family-owned businesses because their professionals have the experience, skills and attentive personalities to make each, and every family member feel comfortable when analyzing and making important strategic decisions."

Eva Galaz, Former President and CEO of Grupo Galaz



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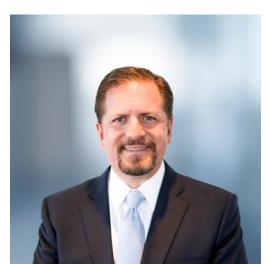
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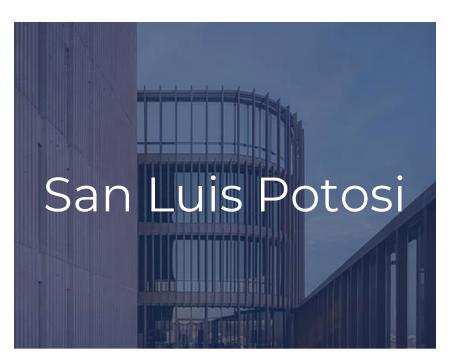
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