



*"Let me introduce our Corporate Finance division. In **ACN** (Acender Capital Network) we are committed to you and your business by creating value, delivering quality services and sharing our experience in each strategic or financial advice and transaction support."*

Antonio Castilla.



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Why ACN Corporate Finance?

We are a professional services firm with wide and diverse experience in the local and regional market, having advised on transactions to worldwide clients and across multiple industries.

We are committed in helping you to capitalize your business opportunities, reducing the associated risks and in achieving a successful process, because we are aligned with your goals and we are committed to create value.

Our flexible and dedicated team, lead and coordinate all areas involved in transactions and investments in accordance with our clients needs.

We combine Corporate Finance and Transaction Advisory Services expertise, which are aim to support and assist in all stages of a transaction.

We jointly enclose our clients in all stages of heir business development, providing solutions, support and advice to every challenge they face.

Our service lines, include the following services

Transaction Advisory

- **Due Diligence**, either Buy & Sell side (Financial, Tax and Labor).
- Assistance in negotiations and **SPA** (Sales Purchase Agreement).
- **Price adjustments**.
- **Carve out** assistance .
- Accounting, financial and strategic advice for local and international **arbitration**.
- **Data Room** Organization and Management.
- Country analysis and Entry Support.
- Market, competitive and regulatory environment analysis.
- Transaction Tax structuring assistance
- **Strategic planning and preparation** for a transaction

Corporate Finance

- **M & A** (Mergers & Acquisitions) advisory services .
- Strategic partners search.
- Business **Valuations**.
- Financial modeling (build or review).
- Strategic consulting and business plans
- Impairment Test.

Restructuring

- **Project Finance**
- Restructuring liabilities
- Financings and capital raise

Our main services include:

M&A

We assist in structuring and planning a transaction, by improving the negotiating position and limiting the loss in value.

- We develop all the M&A process from planning through target search and approach to closure.
- We assist on Negotiations and closing processes (SPA).

Financial Modelling

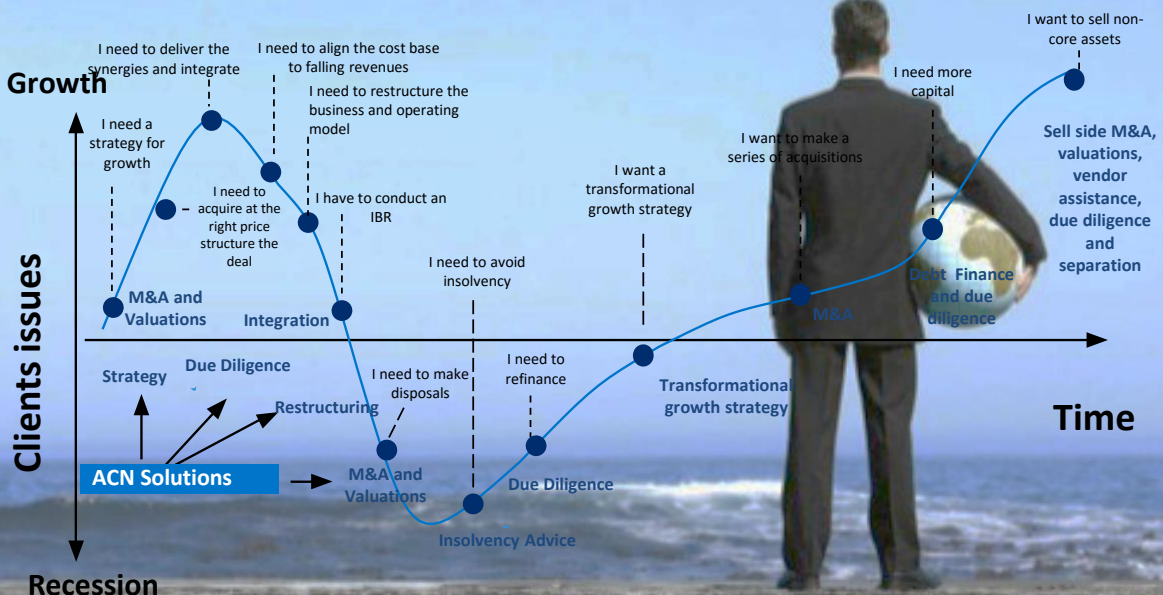
We build and review models that project future cash flows and financial statements that enable a better management and decision-making for the model user.

Due Diligence

We advise on the sell or buy side, in performing Preliminary Due Diligence (for offer or bid processes), Full Due diligence (or confirmatory) and Post Deal Due Diligence, focused on making a diagnosis or price adjustment.

Price Adjustment and Arbitration

We perform post deal assessment and analyze SPA conditions. Additionally we assist on all strategic, financial and accounting aspects in arbitration processes, as a result of a price adjustment or transaction dispute, either under a local or international basis.



Some Transactions and Clients that our team have worked and advised.

"Our team has participated in several consulting projects, by planning, leading and conducting fieldwork.

We have extensive experience in major industries; with national and international clients, allowing us to deliver services in different views and perspectives"

Some of our clients:

- Diana Naturals(France).
- Areas (Spain).
- **Prudential** (USA).
- G4S (UK).
- Amec (Canada).
- Fresenius Kabi (Germany).
- Presto.
- Millennium fund (USA).
- Regus (UK).
- Quark expeditions Inc. (Canada).
- **Bradesco** (Brazil).
- Cooke Aquaculture Inc. (Canada).
- DSI Soprofont industrial
- Equifax.
- **HDI Gerling** (Germany).
- **ISS** (Denmark).
- **JSW Mining** (India).
- Laureate (USA).
- Hercules Do Brasil.
- **Quiñenco**.
- Securitas (Sweden).
- Invesco.
- Lavalin (Canada).
- **Ontario Teacher Pension Plan** (Canada).
- Polar star Mining (Canada).
- **Mitsui & Co.** (Japan).
- Prosegur (Spain).
- SN Power (Norway).
- VTR.
- Aguas Andinas
- **Bank of America** (USA).
- Monte Paz (Uruguay).
- Dole.
- Gendre Management (Switzerland).
- OPTrust (Canada).
- Amerigo (Spain).
- **Mitsubishi corp.** (Japan).
- Aurubis (Alemania).
- Inv. Consolidadas (Andronico Luksic).
- Thomson Reuters (USA).
- Grupo Calidra (Mexico).
- **Canada Pension Plan Inv. Board.**(Canada)
- Canterbury Graasland (N.Zeland).
- Biotoscana.
- Molinera San Cristobal.
- Quicorp (Peru).
- Securitas (USA)
- **Concha y Toro**
- CMPC
- Gasco
- Renault (France)
- General Motors (USA)
- GNB Sudameris (USA)
- Citigroup (USA)
- Banco de Chile
- **Grupo Santander**
- Deutsche Bank
- Scotia Bank
- CSAV
- Endesa
- **Principal Financial group** (USA).
- Multibank (Panama)
- Superintendencia de Bancos de Panamá
- **Sumitomo Metal Mining** (Japan).
- RSA (Venezuela)
- Grupo AZVI
- Skanska (Sweden)
- **Statkraft** (Norway)
- Transam.
- Zurich (Switzerland).
- **Grupo Brescia** (Peru).
- Celfin.
- Bancomext (Mexico).
- BBVA (Spain).
- BNP Paribas (France).
- Minera Esperanza.
- Opticas GMO.
- Universia (Spain).
- Varel (USA).
- Masisa.
- **Unilever.**
- Iberdrola.
- **Grupo Sura** (Colombia).

Some Transactions and Clients that our team have worked and advised.

Some of the Transactions where we have participated:

- Biofrut.
- **Cadena Gatsby.**
- AFP Bansander.
- Worldwide Security.
- CadeIdepe.
- Laboratorios Sanderson.
- Sanderson Perú.
- BBVA BEX.
- Turismo Antartica XXI.
- AFP Cuprum.
- **Salmones Cupquellan.**
- Fosminas.
- Agrihmerc.
- Datum.
- **ISE Chile Seguros Generales.**
- Glanzend.
- **Santa Fé Mining / JSW.**
- IP Escuela de Musica Moderna.
- Logos Quimica Ltda.
- **ESSO chile.**
- Seguricorp.
- Trabajando.com.
- Varel.
- Triconos mineros.
- **Empresas Melon.**
- Tunel San Cristobal.
- BancoEstado AGF.
- Syndicated loan for Minera Esperanza.
- Opticas GMO.
- RBS Seguros de Vida.
- VST Ingenieros.
- Chépica Primera de Pencahue.
- Project El Morro from Xstrata.
- Teleemergencia.
- Ibener.
- **Transam y Will. / Entel**
- Grupo Aguas Nuevas.
- Arbitraje Bancomext - Global Vias.
- Cementos Melón.
- Proyecto Caserones de Minera Lumina.
- Nestle-Soprole.
- Minera Standard Uno.
- Iridium Concesiones de infraestructura.
- **Cementos Pacasmayo.**
- Fundicion Altonorte.
- **Canal 13 / Andronico Luksic**
- Legal Publishing.
- Aguas Andinas.
- **ING / Grupo Sura**
- Prodemac.
- **Minera Quadra.**
- Santander Seguros de Vida y Seguros Generales.
- Cales Inacesa.
- Molinera Ferrer.
- **Empresa Electrica Pilmaiquen / Statkraft**
- RSA Venezuela
- **M- Dent Chile / Kavo Kerr**