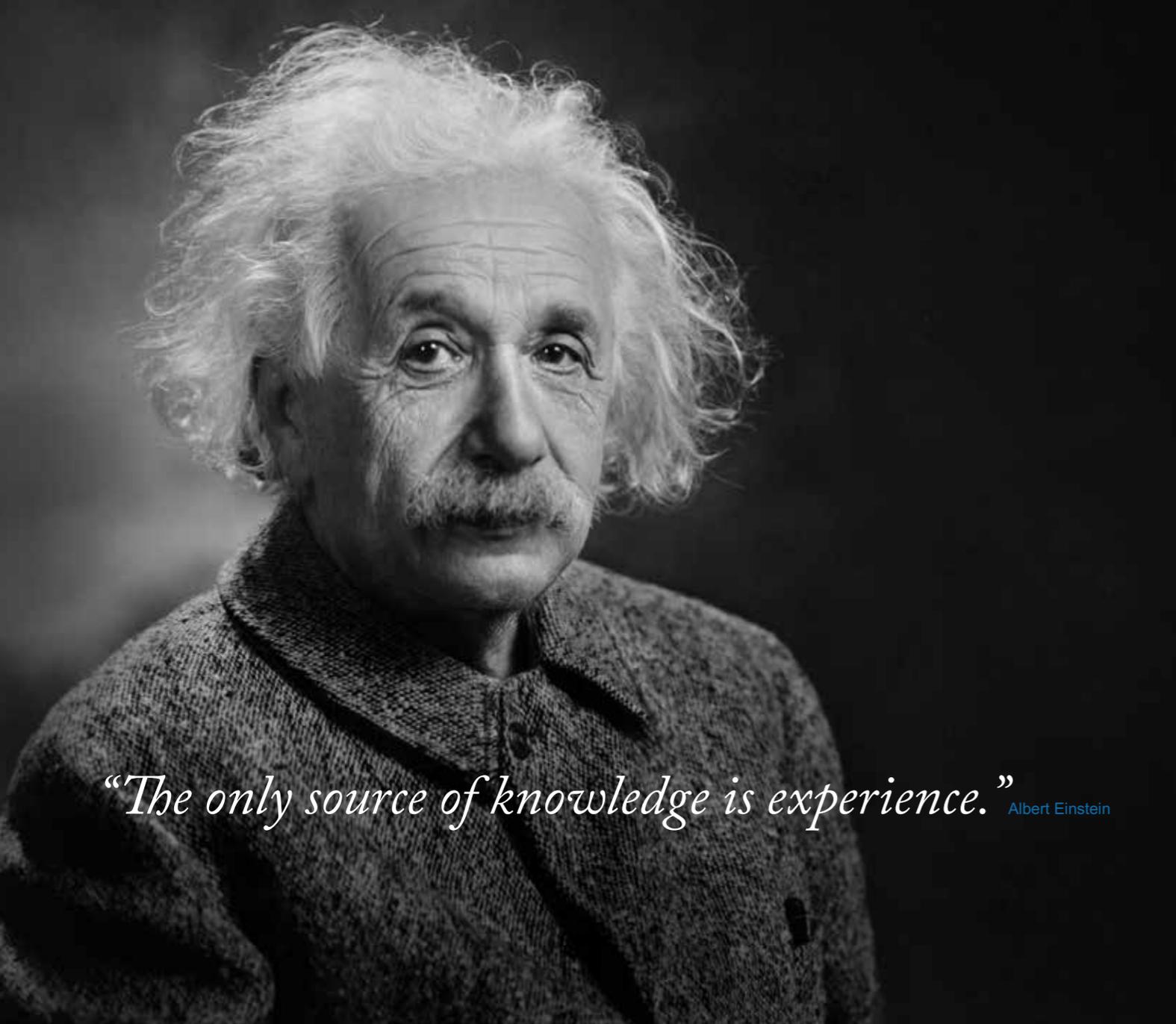


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Practising the science of M&A quietly and to great effect



“The only source of knowledge is experience.” Albert Einstein

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We prize experience above all.

In a complex wayward world it matters more than ever.

We are a boutique investment bank. We've been doing impressive work for our clients for nearly twenty years, using and developing our expertise. That's why we're trusted.

We have delivered complex deals which we believe larger but less fleet-footed firms might not have pulled off.

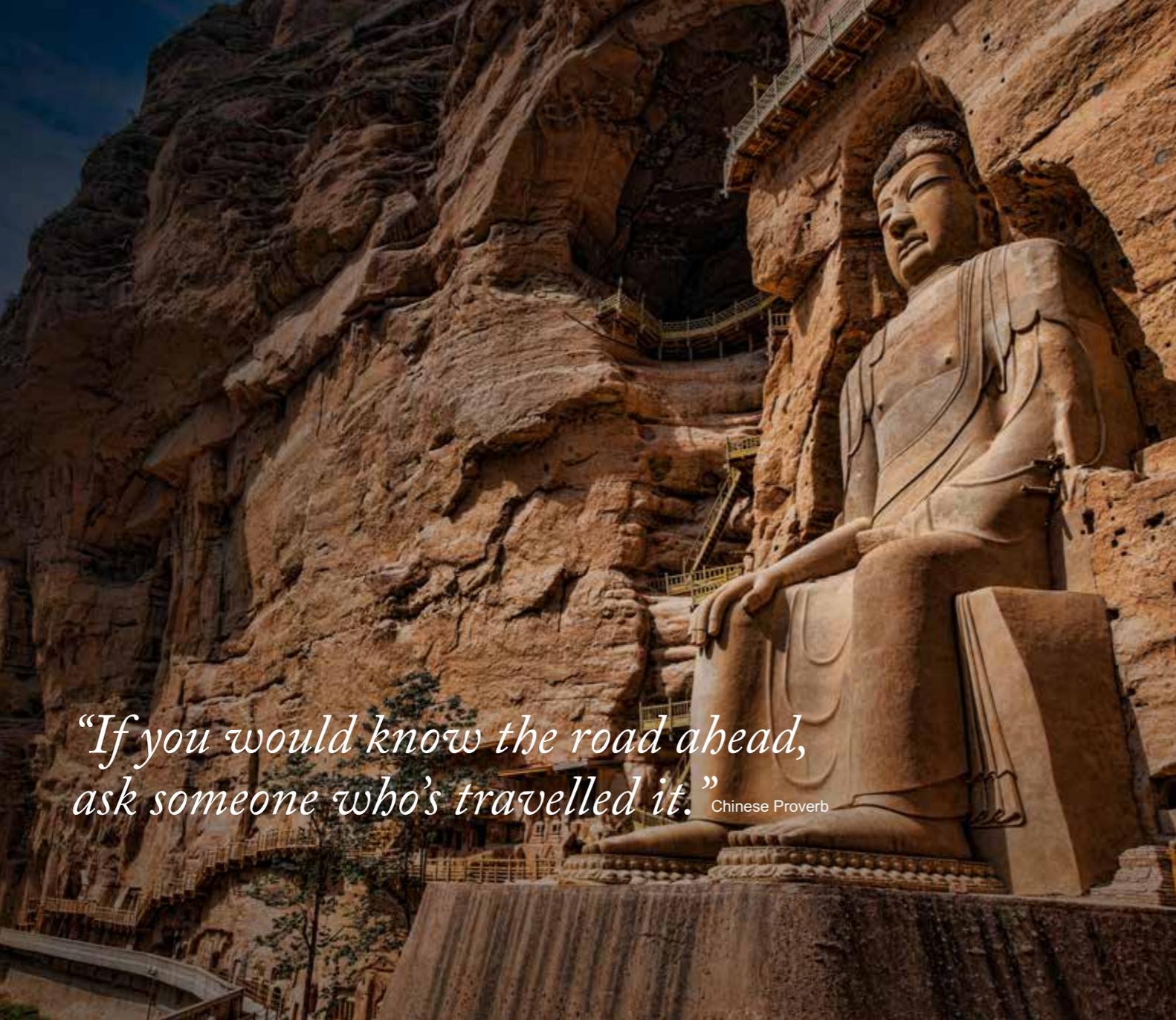
We unlock unexpected value by out-thinking others.

We believe three things are fundamental:

- Operating below the radar
- Really understanding our clients' objectives
- Partnering industry expertise with seasoned M&A practitioners



“Our task is focusing on the fundamental qualities of a business. That simple.” Paul Zisman



*“If you would know the road ahead,
ask someone who’s travelled it.”* Chinese Proverb

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Our skills

What distinguishes us is how we embed very senior industry advisors in our teams, people who can identify unthought-of opportunities. We concentrate on areas where we have deep expertise:

Media – digital, publishing, broadcasting, exhibitions and creative services

Technology – data, information, analytics and telecommunications

Luxury goods – brands and retail

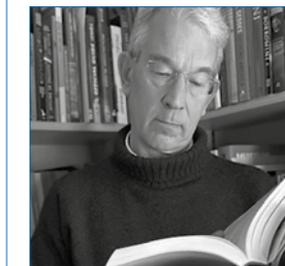
Professional services – legal, consulting and creative industries

Insolubles – those tricky issues which others cannot or will not solve or understand

Our clients and counterparties come from around the world including North and South America, the Middle East, India, Australia and across Europe.

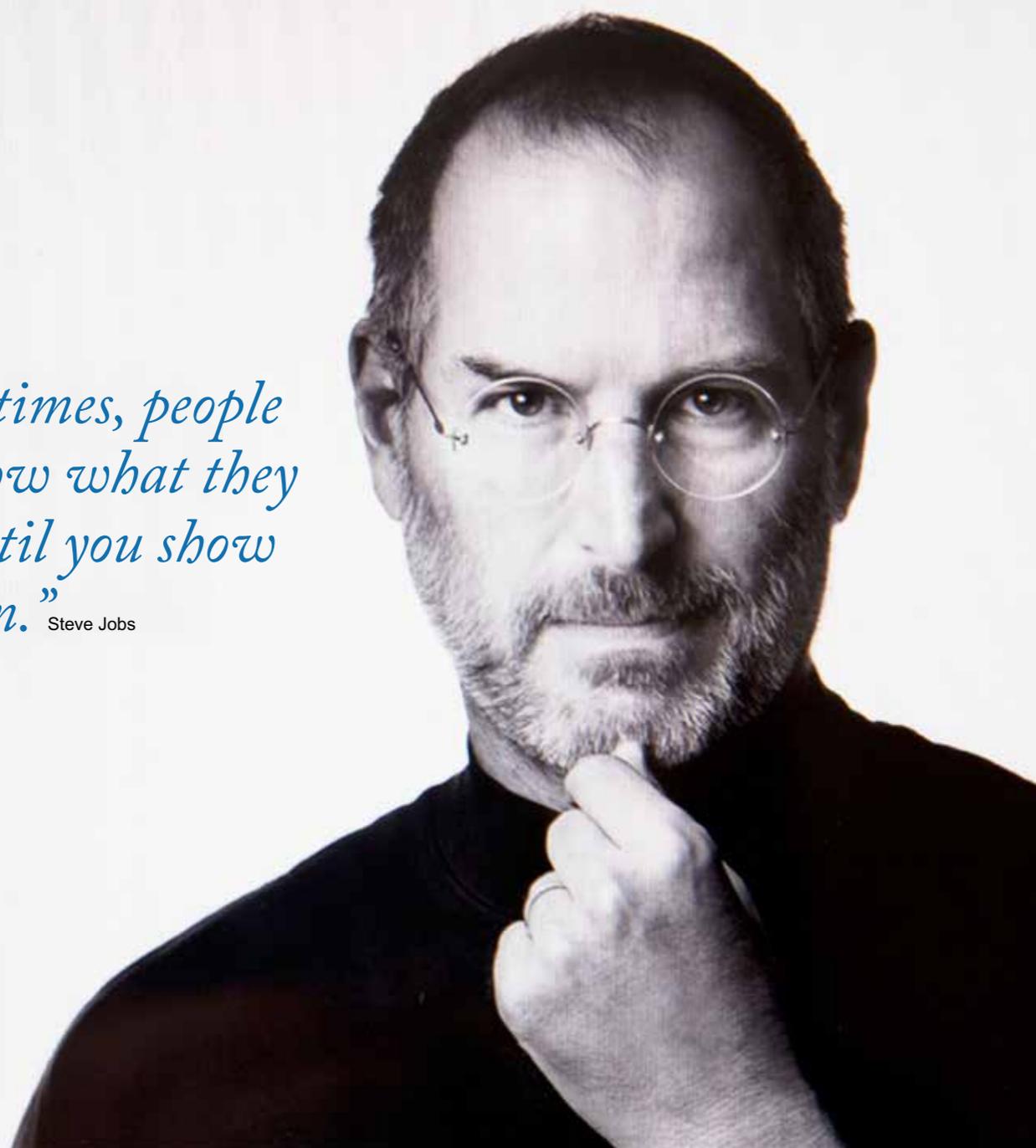
*“A wide variety
of skills give more
routes to success.”*

Paul Zisman



“A lot of times, people don’t know what they want until you show it to them.”

Steve Jobs



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What We Do

We work with companies of all sizes, from multinationals to start-ups.

We also have a specific skill in working with family offices, understanding their often complex needs and unspoken agendas.

Size is irrelevant to us. We’ve worked alongside our clients on a \$650m transatlantic merger or a growth equity funding round.

We have a strong track record in unlocking transactions which clients thought undeliverable and executing them so they are invisible until announced.

We operate below the radar.

In today’s world money, resource and a big, bulge bracket name alone are not enough to guarantee success.

Patience, a restless creativity and the ability to interpret the innermost thoughts of the client are the keys.



“A small, expert strike-force team beats a large, uncoordinated group every time.” Paul Zisman

“If you want something new, you have to stop doing something old.” Peter F. Drucker

Peter F. Drucker

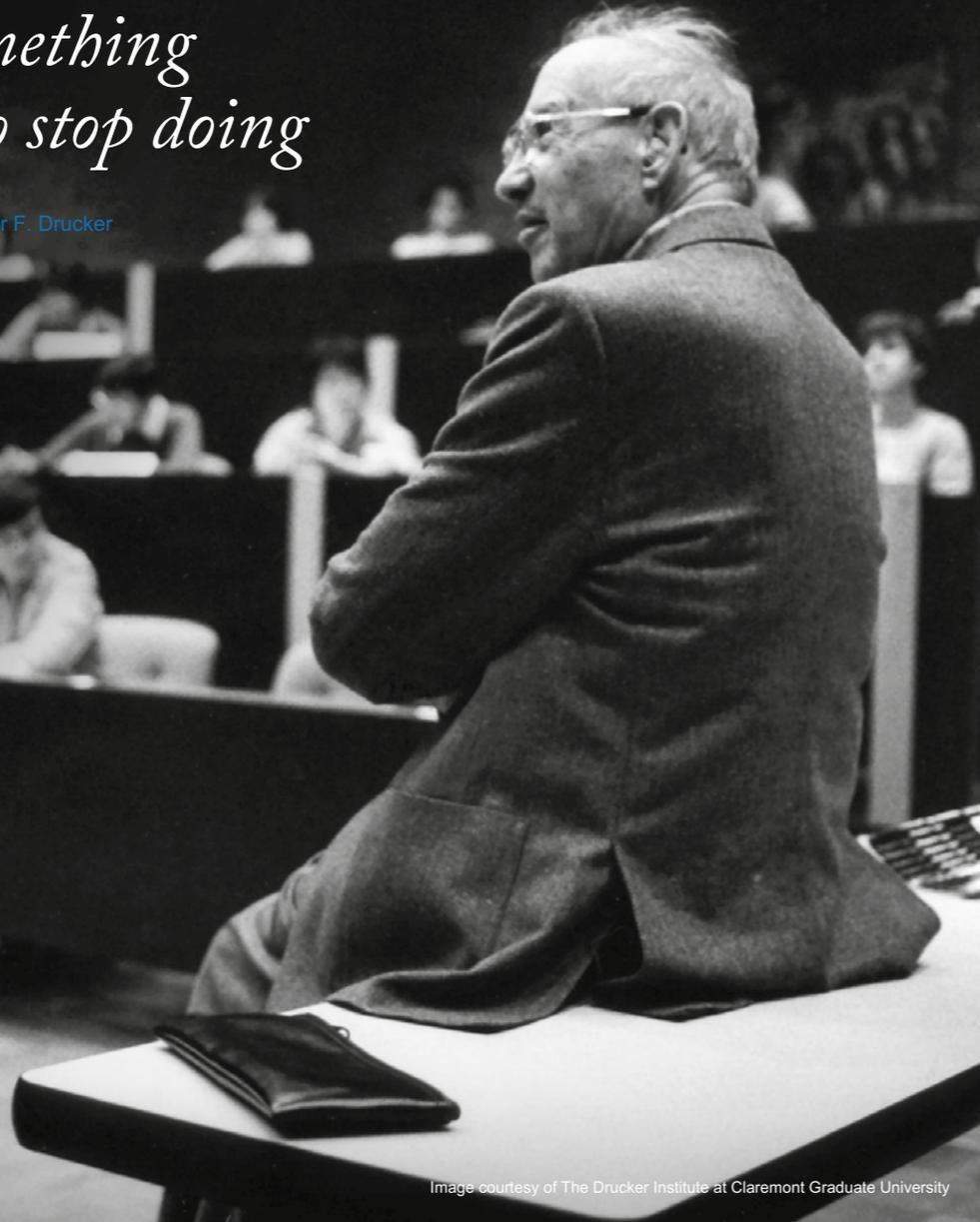


Image courtesy of The Drucker Institute at Claremont Graduate University

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Our Creativity

Creativity is the thinking which delivers the route through the roadblocks.

And the best thinking nearly always comes from a diversity of stimuli.

Our eclectic team of advisors and business leaders includes artists, scientists, journalists, broadcasters, musicians, authors, oarsmen and academics.

The insights from these diverse disciplines allow us to find innovative and unthought-of solutions to our clients' challenges.

“We constantly try to create better and more profitable solutions” Paul Zisman





Positioning a publishing business so buyers looked to its future not to its past.



‘Thank you to Paul Zisman and the talented group of people at Europa Partners for concluding a successful deal for the sale of Haynes Publishers. This is the second time that I have worked with Paul, retaining Europa, and it is the second successful conclusion. Good planning, good advice, calmness and the highest level of integrity and professionalism. A pleasure to work with Europa Partners.’
Eddie Bell, Chairman, Haynes Publishing Group

‘Haynes has been an incredibly important part of my life. I was apprehensive about selling the business and was grateful for Paul Zisman’s wise guidance and counsel. Paul held the family’s hands through the sale process. He was calm, cool, good humoured and highly professional. The result speaks for itself.’
J Haynes, CEO Haynes Publishing Group



Practising the science of acquisition quietly and to great effect.



‘Thanks too to Paul Zisman and his team at Europa who have been an unfailing source of calm and sensible advice in a mad, mad world, and without whom we would not be here today.’
Sir Bernard Gray, Executive Chairman, New Scientist

‘New Scientist is an iconic and cherished brand and it was important for RBI to find the right home where it might flourish. Europa Partners understood this and using their industry networks were able to identify a number of potential partners. It is through their relationships that we were able to find a good partner for New Scientist. Their flexible, pragmatic approach and support were invaluable in helping us achieve our goals.’
Paul White, Global Strategy Director, Reed Business Information



A great British brand sold to a skilled new owner.



‘Europa Partners’ ability to raise £56m in co-investor equity with just one telephone call was rather impressive.’
Sir Peter Burt, Chairman, Promethean Investments

‘It was your contacts, patience and guidance that created the platform which led to a successful conclusion.’
Scott Malvenan, Chief Executive, Sofa Brands International



Taking a much loved publication into a new family.



‘New Scientist is a world-renowned publication loved by its readers, and we are both thrilled and proud to welcome it to the DMGT family,’ said Lord Rothermere, the chairman of the Mail’s parent company.

*The Guardian
March 3rd 2021*



Our Clients and
Counterparties



Acquisition by 3i of ABX Logistics from the Kingdom of Belgium



Acquisition by 3i of Euro-Druckservice Aktiengesellschaft



Concyssa-Latinaguas
Sale of 80% of Aguas de Tumbes to Aguas de Manizales



Sale of Makinson Cowell to KPMG



Reed Business Information
Sale of New Scientist to Kingston Acquisitions



DMG Media
Acquisition of New Scientist by DMG Media, the consumer media business of DMGT



Financial adviser to the Northern Rock Foundation in protecting its interests ahead of the nationalisation of Northern Rock



Acquisition by Norwood Immunology of Virosome Biologicals



Acquisition of Axiom Consulting from Aon by Royal London Corporate Equity



Sale of Armit Wines to Baarsma Wine Group



Sale by Autobar, a Charterhouse Development Capital company, of King Belgium and King Netherlands to Ergon Capital Partners



Preparing expert witness statements for the Competition Commission enquiry into the ownership of Stanstead, Edinburgh and Glasgow airports



Sale of OAG Worldwide to United Business Media



Electra Europe
Acquisition of OAG Worldwide by Electra Partners Europe



Sale of pH Group to Experian



Acquisition by Premier Asset Management of two OEIC funds from Aberdeen Unit Trust Managers



Acquisition of certain insurance properties by Qatar Insurance Company



Sale of Boat International Media to a consortium of investors



Sale of Church House Trust to Virgin Money



Acquisition of Millburns Restaurants by Compass Group



Purchase of Condor Travel by Aureos Latin America Fund



Real Estate Company
Restructuring and strategic advice to a major real estate company in a restructuring and subsequent refinancing



Sale of Savoy Asset Management to Syndicate Asset Management



Promethean Investments
Equity financing in support of the purchase of Sofa Brands International by funds managed by Promethean Investments



Promethean Investments
Purchase of Sofa Brands International by funds managed by Promethean Investments



Purchase by Schroders of a 25% stake in Axis Asset Management



Sale of Countryside Properties to Oaktree



Acquisition of Early Learning Centre by Chelsea Stores, funded by DC Thomson and Rhone Capital



Sale of Excerpta Medica to Adelphi Group, a subsidiary of Omnicom Group



Sale of Europackaging to MidOcean Partners



Financial Adviser and Rule 3 Adviser to TripleArc plc on the recommended cash offer by office2office plc



Sale of TV2 Norway's interest in Canal Digital Norge to Telenor



Citizen
Acquisition of VIO Worldwide from British Telecom and Scitex Corporation by Citizen



Preparation of a report providing an analytical critique of the Department for Transport assessment process for the West Coast Rail Franchise bid



Acquisition of TDS Logistics by Walsh Western International



Acquisition by Conduit Investments of Fantasy Island Theme Park



Sale of GF-X to Descartes



Purchase of Heartwood by Handelsbanken



Sale of Key Business Finance Corporation to Heritable Bank



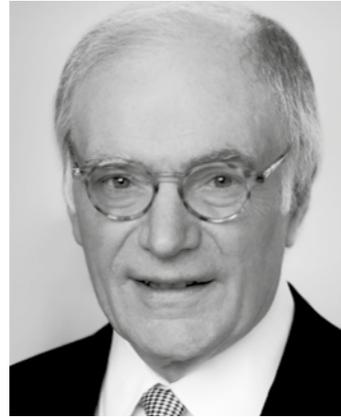
Financing in support of acquisition of TDS Logistics by Walsh Western International



Sale of Haynes Publishing Group to Infopro Digital

*Our Partners and
Specialist Advisors*

PARTNERS



NEIL BENEDICT
Media & Luxury goods
specialist. Ex Salomon and
Dillon, Read.



PAUL ZISMAN
Co-founded Europa Partners.
Ex UBS and a TMT specialist.



SERGE DESPRAT
Global Fund specialist. Ex
SG Warburg, EBRD, Edmond
de Rothschild and PwC.



PAUL MARSHALL
Execution & CFO.
Ex CFO of UBS Capital.

SPECIALIST ADVISORS



PAUL BOSSON
Software



MARK BOSTOCK
Transport Infrastructure



RUPERT DARWALL
Transport Economics



NICK FORSTER
Exhibitions



RICHARD HALL
Marketing Services



RICHARD LEWIS JONES
Luxury Goods, Fashion,
Media



CHARLES LLEWELLYN
Professional Services



DAVID LOWEN
Broadcasting



MASSIMO MARINELLI
Media & Internet



JOHN RANELAGH
Broadcasting



ALAN ROSLING
India

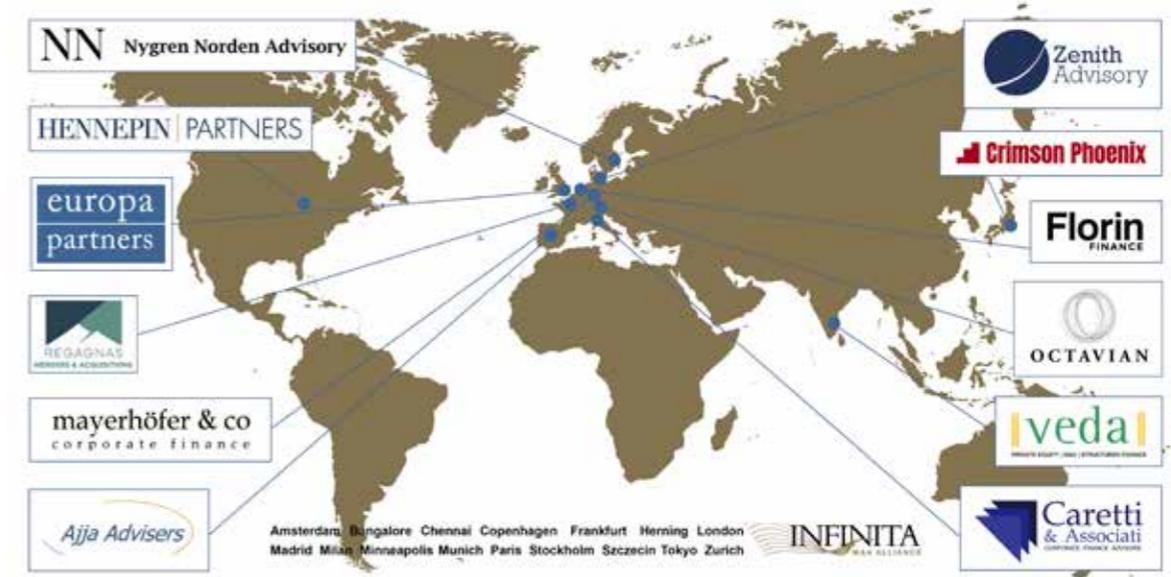


AMEET SHAH
Tech & Communications



NICHOLAS WAPSHOTT
Publishing

“You earn reputation by trying to do hard things well.” Jeff Bezos



Infinita Alliance. World-wide insight, world class expertise

Increasingly in all forms of business it's the partnerships we create that change our capability.

We are a member of the Infinita alliance. This enhances our reach, experience and skills.

The Infinita M&A Alliance brings together experienced, independent professionals with very extensive contacts and knowledge, each member being highly adapted to the specific requirements of their local market. The strong collaborative culture allows us to mine and apply our combined wisdom, relationships and transaction experience gained across many sectors and geographies, for the benefit of every client.





“We are all soloists working as a consort pulling in the same direction.” Andrew Carwood, The Cardinal's Musick

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Contact

Paul Zisman

Europa Partners

33 St. James's Square

London SW1Y 4JS

Direct: **+44 20 7451 4523**

Mobile: **+44 7768 347 350**

Main: **+44 20 7451 4500**

Email: **pzisman@europapartners.com**

Authorised and regulated by
The Financial Conduct Authority



THE GEORGIAN GROUP

Paul Zisman was honoured to be elected as Chairman of the Georgian Group in 2020. Their work in researching, promoting and protecting Georgian architecture has established them as the leading voice and expert in this field.

georgiangroup.org.uk



THE CARDINAL'S MUSICK

Paul Zisman chairs the Cardinal's Musick, voted the third greatest choir in the world by Gramophone Magazine. They're a vocal ensemble focusing on Renaissance music.

cardinalsmusick.com

*“True intuitive expertise is learned
from prolonged experience”* Daniel Kahneman

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Europa Partners
33 St James's Square, London SW1Y 4JS
Phone: +44 20 7451 4500