



ABOUT ACG UK

2020 Brochure



Driving  
Middle-Market  
Growth®

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VIEW THE BROCHURE ONLINE: [ACG.ORG/UK/MEMBERSHIP-TOOLS](http://ACG.ORG/UK/MEMBERSHIP-TOOLS)

## Tap into impressive deal flow.

According to PitchBook, in 2018 European private equity firms accounted for:



**DEAL COUNT 3,494**  
TOTAL DEALS CLOSED



**£385.43BN**  
TOTAL DEAL VALUE



**£172.35BN**  
OF INVESTABLE CAPITAL

## ACG: MID-MARKET FOCUS

Middle-market deal making sustains and grows economies throughout the world. Working with deals from £1 million to £1 billion, this is where the bulk of business transactions take place. ACG members support deals from all sides, from advisors to banks to private equity professionals. All members play a critical role in helping grow and expand businesses.

Data provided by PitchBook

2018 industry data



# ACG: GLOBAL NETWORKING FOR THE MID-MARKET



Association for Corporate Growth

Driving  
Middle-Market  
Growth®

[ACG.ORG/UK](http://ACG.ORG/UK)

ACG's 14,500 members include professionals from private equity firms, corporations and lenders that invest in mid-market companies as well as from law, accounting, investment banking and other firms that provide advisory services across 59 chapters.

Founded in 1954, ACG is a global organisation serving 90,000 investors, executives, lenders and advisors to growth mid-market companies. ACG's mission is to drive mid-market growth.

ACG UK was launched in 2012 and has gathered significant traction within the industry, attracting both members and non-members through its high quality content-led events, premium networking opportunities and thought leadership.

*75% of ACG members report having done business with fellow members.\**

The return on investment has made ACG the most trusted and respected resource for mid-market dealmakers and business leaders who invest in growth and build companies.

ACG members value learning best practices from thought leaders and participating in networking events where they can grow relationships and make important connections to help their businesses both locally and cross-border.

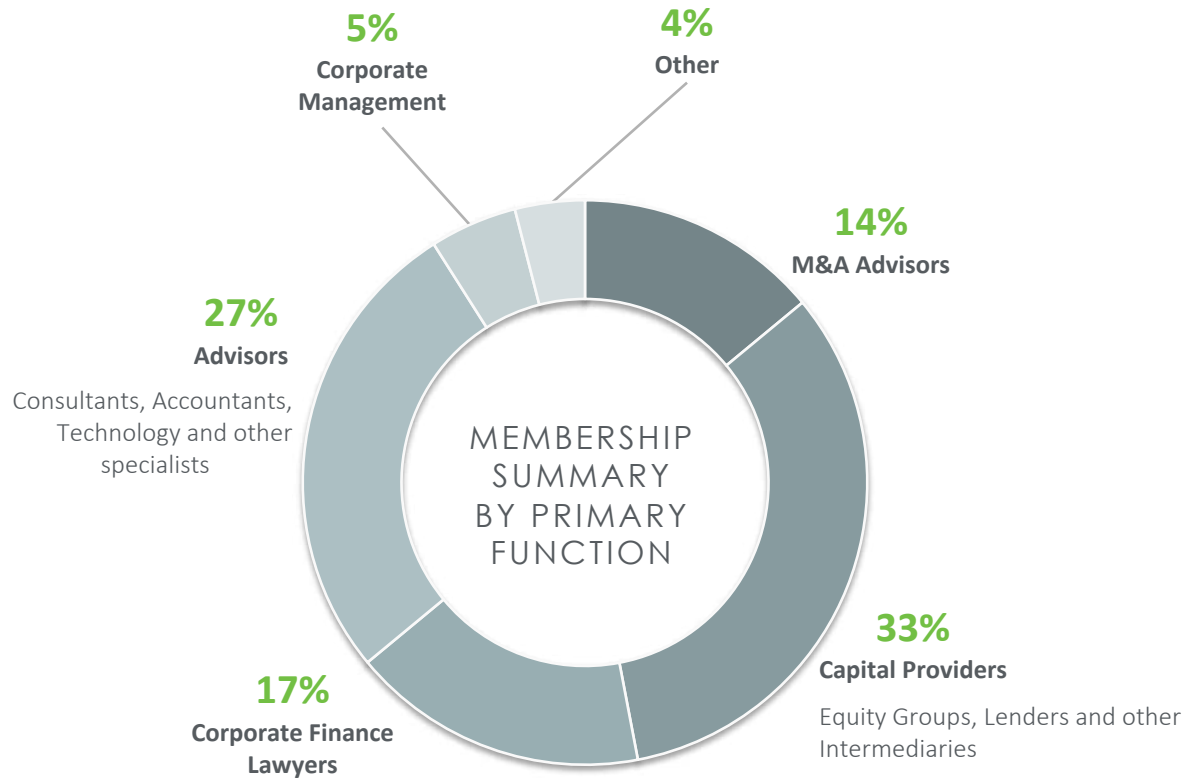
### **Why join ACG?**

- Access a global network of over 14,500 members from all areas of mid-market M&A – members received exclusive discounts on ACG events
- Over 1,200 networking events globally including InterGrowth
- Exclusive access to top financial data through the PitchBook Platform
- Expert intelligence with *Middle Market Growth* magazine, webinars, podcasts and more

\*ACG Global Membership Survey 2014



To give a flavour of ACG UK, our current membership is broken down as follows:



“ACG is a fantastic networking organisation, combining the best of building local groups with strong bonds and linking into to the wider global network where people are so willing to help”

ECI Partners

ACG.ORG/UK

Updated: November 2018

# DEALMAKERS AT ACG UK EVENTS

In 2019 ACG UK attracted guests from over 200 companies involved in mid-market M&A, including:

ABG Corporate Finance	DBG Management GP (Guernsey) Ltd	Karmijn Kapitaal	RPS Group
ABN AMRO Asset Based Finance N.V.	DC Advisory	Kilpatrick Townsend	RSM Corporate Finance
ACA Aponix	Denver Banker	KPMG	RSM UK
ACA Compliance Group	DFIN	KPMG Corporate Finance	Sage Business Coaching & Consulting
Accuracy	Dixon Hughes Goodman LLP	Kramer Levin	Santander Corporate & Commercial Banking
Add Then Multiply	Duane Morris	LCCG	Sapience Communications
Addleshaw Goddard	DuckerFrontier	LGB & Co	Schiedermair Rechtsanwälte
Aenon Corporate Finance	Duff & Phelps	Liberty Corporate Finance	Scottish Equity Partners
Agency Delta	Duke Street	Livingbridge	Semilla Capital Advisors
AIAC- American Industrial Acquisition Corporation	East Capital	Livingstone Partners	Shieldpay
Alantra	ECI Partners	Lloyds Banking Group	SIG
Altvia	Edad y Vida	Lockton	Silicon Valley Bank
Andante Asset Management	Eden Capital Management LLC	London School of Economics	Skyview Capital
Apax Partners	EHS Support LLC	Lund Elmer Sandager	SmartRoom
Apiary Capital	EK-Business Development und Consulting Services	MacIntyre Hudson Corporate Finance Ltd	Smith & Williamson
Ares Management	Endowment Research Group	Marriott Harrison LLP	Spencer Stuart
Association for Corporate Growth	Enko Capital	Marwood Group	St Mary University, London
Atheneum Partners	Equistone	Mayfair Equity Partners	Stella EOC
Atlas Tax Lawyers	EY-Parthenon	McDermott Will & Emery UK LLP	Stevens & Bolton LLP
B&C PLC	FGI	Megabuyte	Stifel
BackBay Communications	Fifth Third Bank	Merrill Corporation	Stirling Ackroyd Legal LLP
Baird	FPE Capital	Mitsubishi UFJ Research and Consulting Co.,Ltd	Swan Partners
Baker Tilly	Frazier & Deeter	Mobius Equity Partners	Synova Capital
BalciLaw Partners	ghSMART	Morera Asesores & Auditores	Talmix
Bank and Clients Plc	GK Strategy	Norgestion	Taylor Wessing LLP
Barker Associates	GLJ Capital Management, Ltd.	NorthHighland	Tenzing
BDA Partners (London) Ltd.	Global Counsel	Oakridge Partnership	The MITRE Corporation
BDO	Global Torchlight	onefourzero	The Rialto Consultancy
Beauhurst	GMG Ltd.	ONeToONE Corporate Finance	The Riverside Company
Beyond the Deal LLP	Goodwin Law	OpenGate Capital	ThinCats
Big Society Capital	Goodwin Procter (UK) LLP	Opus Corporate Finance LLP	Three Hills Capital Partners
BKF Capital Group, Inc.	Graco Inc.	Orion Partners	TMF Group
BM&T	Grant Thornton	Osborne Clarke LLP	Toda & Nel-Lo Lawyers
Bowmark Capital	Graphite Capital	Paul Simkin - KPMG	Tonic
Bridge Capital Associates, Inc.	Grey Matter Global Ltd.	PCA	TPA Capital
Bryan Cave Leighton Paisner LLP	Growth Capital Partners	Pepper Hamilton LLP	TSG Consumer
BTD	GT	PitchBook Data	UN Principles for Responsible Investment
Business Journalist & Editor	GymOfWealth.com	Plante Moran PLLC	University of Derby
Cadence Advisory	H.I.G. Capital	PMSI Strategy	US Tax & Financial Services
Capitalmind BV	HarbourVest Partners (UK) Ltd	Prea Ltd	Valery Capital
Capitalmind Corporate Finance Advisory	Hardington Capital	Presentation Solutions Limited	Vcheck Global LLC
Capstone Lawrence	Hemsley Wynne Furlonge LLP	Price Bailey LLP	Vitruvian Partners
Catalysis Advisory	HGGC	PricewaterhouseCoopers	Watermill Group
Cavendish	Houlihan Lokey	Pricoa Capital Group	Wedlake Bell LLP
CD Invest Consult GmbH	Houthoff	Principles for Responsible Investment	Wells Fargo
Cebile Capital	HPE Growth	Private Equity Communications	Wharton Asset Management
Charles Russell Speechlys	Industry Capital	Private Equity Non-Executive Chairman	White Oak Healthcare
Chiron Financial	Insight Equity	PwC	William Blair
Clairfield Israel	Investec	PwC Österreich GmbH	World Class Britain
Clearwater International	Iversen Associates	Raymond James Financial International	Worthington Industries, Inc.
Connor Consultancy Limited	Jamieson Corporate Finance	RedRidge Diligence Services	www.jigsaw-capital.com
Crowe	K&L Gates LLP	Riverside Europe	Wyvern Partners
Dartmouth Partners	Kadant Inc.	Robeco	



# MEMBERSHIP



**IN THE PAST YEAR ALONE THE UK CHAPTER HAS ATTRACTED 1000 DEALMAKERS AND M&A PROFESSIONALS FROM OVER 300 FIRMS TO ITS EVENTS**

As a member of ACG UK, you'll be instantly connected to a vast professional community of fellow mid-market dealmakers worldwide, with multiple opportunities to connect at both a local and global level, in-person and online.

The people of ACG include:

“ I joined ACG having attended numerous events across Europe, becoming one of a number of my colleagues across the globe to enjoy the well-curated and widely attended networking events that the group organises. Our institution is heavily focused on international M&A, and I have found the ACG one of the best forums within which to interact with likeminded professionals. Events are well attended by fellow private equity firms as well as leading intermediaries within international M&A. I have no hesitation in recommending the ACG to fellow M&A professionals, particularly those with a focus on international markets and cross-border activity ”

Thomas Seddon  
Riverside Europe



ACG.ORG/UK

THE COMPLETE GLOBAL DEALMAKING ECO-SYSTEM



# THE VALUE OF MEMBERSHIP

## A GLOBAL NETWORK

Access the only truly cross-border mid-market M&A network:

- **Instant access to all 14,500 ACG members worldwide via ACG's online membership directory**
- **Build business relationships through high level peer-to-peer networking**
- **Gateway to cross-border deal flow opportunities**
- **ACG CapitalLink** - a proprietary database of thousands of capital resources at your fingertips, including private equity firms, hedge funds, mezzanine investors, small business investment companies, valuation firms and M&A advisory firms
- **Get discounted access to PitchBook**, the leading research firm for Private Equity and Venture Capital, based on your firm size
- **Subscriptions to Middle Market Growth** - ACG's official digital publication, and Mergers & Acquisitions magazine - published in partnership with ACG, a £650 value, providing coverage and analysis of key deals and influential developments in the M&A field, featuring articles and columns written by ACG members and other leading experts.

“ *Having attended many events in London, Europe and North America, what continues to impress me is the breadth of attendees. I have made many contacts that I would not have met through the networking groups I usually attend* ”

## A FULL EVENT CALENDAR

- **Complimentary access to UK content-led thought leadership events such as breakfast briefings, executive roundtables and expert panel discussions both in London and regionally**
- **Preferential event pricing for guests**
- **Preferential member pricing** for you and your guests to larger events such as the Golf Day and Wine Event
- **Access and preferential pricing to ACG events worldwide including:**
  - 1200+ ACG chapter events globally
  - ACG InterGrowth, an annual meeting of 2000+ dealmakers in the USA each Spring

## AWARENESS & PARTNERSHIP

- **Premium networking opportunities** to connect with mid-market decision makers at every event and online
- **Get involved:** become part of an agile, inclusive, neutral and growing community which exists for its members' benefit, giving you the opportunity to engage and maximise your investment
- **Preferential access** to partnership opportunities at ACG events globally
- **Access to partnership opportunities** at ACG EuroGrowth and InterGrowth, the premier annual mid-market networking events in Europe and the US

## MEMBERSHIP OPTIONS

### Corporate | £829 + VAT

Three named members; ability to send colleagues to events on your behalf

### Individual - Flexible | £429 + VAT

One named member; ability to send a colleague to events on your behalf

### Individual | £329 + VAT

One named member; no event substitutions

All options valid for 12 months

# EVENT CALENDAR & PARTNERSHIP OPPORTUNITIES

**THANK YOU**  
ACG GLOBAL PARTNERS & SPONSORS

INTERGROWTH 2014

OFFICIAL SPONSOR OF GROWTH™ PARTNER

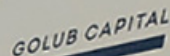


GROWTH LEADER PARTNER

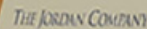
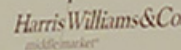


BLUETHORN 2014

GROWTH CHAMPION



GROWTH SUPPORTER



ALLIANCE PARTNERS

8TH ANNUAL WOMEN'S  
ALTERNATIVE INVESTMENT SUMMIT  
8TH ANNUAL WOMEN'S  
PRIVATE EQUITY SUMMIT  
THE FINANCIAL EXECUTIVES  
NETWORKING GROUP

NATIONAL CENTER FOR  
THE MIDDLE MARKET  
PRICAP  
WINSTON PRIVATE EQUITY  
VENTURE CAPITAL ASSOCIATION



# PARTNERSHIP OPPORTUNITIES

**ACG UK's Partnership Programme is based on developing strategic relationships with organisations serving the mid-market.** Each ACG UK partner receives a partnership package with marketing benefits across the Chapter's portfolio of efficient and effective face-to-face events, thought leadership and brand exposure.

## PARTNERSHIP HIGHLIGHTS

### Host a Table

Create a presence for your firm at each event. Partners are encouraged to provide a takeaway/promotional piece at each meeting.

### Be Present

Nothing can beat connecting face-to-face. Partnership packages include complimentary tickets for each event and preferential pricing for additional guests.

### Gain Brand Visibility

See your firm's logo on ACG UK's website, in marketing materials, on event signage and recognised on stage at each event. For annual sponsors, speaking opportunities are also available.

### Complimentary Memberships

All three annual partnership options include complimentary memberships to ACG UK.

## PARTNERSHIP LEVELS

Partnerships are available on an annual or per event basis at three levels – Gold, Platinum and Diamond. Event series partnerships are also available for a specific programme stream.

*See overleaf for our event calendar and full breakdown of single event, annual and event series opportunities*



# EVENT CALENDAR

## 2020

### February

- *Economic & Geopolitical Outlook 2020*  
12<sup>th</sup> February | Charles Russell Speechlys,  
London

### March

- *Trends In: Evolving The Use Of Due Diligence –  
The Next Frontier*  
19<sup>th</sup> March | Smith & Williamson, London

### April

- *InterGrowth 2020*  
20<sup>th</sup>-22<sup>nd</sup> April | Aria Resort, Las Vegas
- *Spring Wine Event & Economic Update*  
29<sup>th</sup> April | PwC, London

### May

- *Trends In: Cross-Border US-UK Management  
Terms – Differences & Variations*
- *Leeds Capital Connection*

### June

- *Human Capital: How To Sure Fire Your  
Career Development*
- *Summer Networking Event*

### September

- *Trends In: Debt*

### October

- *Human Capital Event*

### November

- *Curated Networking & Winter Wine Event*

## 2021

### February

- *Economic & Geopolitical Outlook 2021*

Visit [acg.org/uk/events](https://www.acg.org/uk/events) for full details and registration

*Please note the event calendar is subject to change.*

# YEAR-ROUND ANNUAL PARTNERSHIPS

“Our team greatly values its association with ACG, finding the high quality and varied events a great place for networking, both locally in the UK and also internationally”

Rebecca Guerin  
RSM Corporate Finance

Our event programme now runs in London, Manchester and Leeds

## GOLD £5,000 + VAT per annum ★

### For each event:

- **Partnership listing/recognition in pre-event marketing, event page and onsite at the event**
- **Partner logo displayed on every presentation**
- **Partner logo on ACG UK website**
- **Ability to provide a takeaway/promotional piece**
- **A table and branded signage to display promotional material**
- **Refreshments for onsite Partner staff during each event**

### Plus:

- 1 complimentary individual chapter membership for the term of the agreement
- 2 complimentary tickets to each event, in addition to onsite Partner event staff for core content-led events, e.g. panel discussions and networking events; OR
- 1 complimentary ticket for larger events, e.g., Wine Events
- Opportunity to display ACG Partner logo on partner's website and other channels
- Logo recognition and weblink in the UK newsletter

## PLATINUM £10,000 + VAT per annum ★★

### Benefits as listed under Gold Partnership in bold plus:

- 2 complimentary individual chapter memberships for the term of the agreement
- Post-event list of attendees and companies\*
- Pull-up Banner (provided by the Partner) at the Partner table for the to be displayed in the designated Partner area
- 4 complimentary tickets to each event, in addition to onsite Partner event staff for core content-led events, e.g. panel discussions and networking events; OR
- 1 complimentary ticket for larger events, e.g. Wine Events
- Speaker/moderator opportunities at an event/s (subject to ACG UK Steering Committee approval)
- Opportunity to contribute an article in the UK newsletter

## DIAMOND £15,000 + VAT per annum ★★★

### Benefits as listed under Gold Partnership in bold plus:

- **Sector exclusivity – maximum of 1 Partner per professional category**
- Complimentary corporate chapter membership (3 named members) for the term of the agreement
- Post-event contact details of attendees including name, company and email address\*
- Pop-up stand (provided by the Partner) to a maximum size of 3m wide x 0.5m deep to be displayed in the designated Partner area, or a Pull-up Banner (provided by the Partner) to be displayed in the designated Partner area
- 6 complimentary tickets to each event, in addition to onsite Partner event staff for core events, e.g. panel discussions and networking events, OR
- 3 complimentary tickets for larger events, e.g. Wine Events
- Speaker/moderator opportunities at an event/s (subject to ACG UK Steering Committee approval)
- Opportunity to contribute a thought leadership article as a key feature in the UK newsletter

\*Please note that due to current UK and EU legislation data collected and shared by ACG UK must not be shared outside of the EEA. All partnership agreements are subject to contract and settlement of the invoice prior to commencement of the agreement



# SINGLE EVENT PARTNERSHIP

## GOLD

£500 + VAT per event



- **Partnership listing/recognition in pre-event marketing and onsite at the event**
- **Partner logo on any presentation used during the event**
- **Partner logo on event registration page**
- **Ability to provide a takeaway/promotional piece**
- **A table and branded signage to display promotional material**

### Refreshments for onsite Partner staff during the event

- 2 tickets to the event, in addition to onsite Partner event staff for core events, e.g. panel discussions and networking events;
- PLUS
- 1 complimentary ticket for each larger event, e.g. Wine Tasting and Summer Drinks Party

## PLATINUM

£1,000 + VAT per event



### Benefits as listed under Gold Partnership in bold, plus:

- Post-event list of attendees and companies\*
- Pull-up Banner (provided by the Partner) at the registration table for the event to a maximum size of 2m high x 0.5m wide to be displayed in the designated Partner area

- 4 complimentary tickets to the event, in addition to onsite Partner event staff for core content-led events, e.g. panel discussions and networking events;
- PLUS
- 2 complimentary tickets for each larger event, e.g. Wine Tasting and Summer Drinks Party

## DIAMOND

£2,000 + VAT per event



### Benefits as listed under Gold Partnership in bold plus:

- Post-event contact details of attendees including name, company and email address\*
- Pop-up stand (provided by the Partner) to a maximum size of 3m wide x 0.5m deep to be displayed in the designated Partner area, or a Pull-up Banner (provided by the Partners) to a maximum size 2m high x 0.5m wide to be displayed in the designated Partner area

- 6 complimentary tickets to the event, in addition to onsite Partner event staff for core events, e.g. panel discussions and networking events;
- PLUS
- 3 complimentary tickets for larger events, e.g. Wine Tasting and Summer Drinks party

*\*Please note that due to current UK and EU legislation data collected and shared by ACG UK with Platinum and Diamond Partners must not be shared outside of the EEA. All partnership agreements are subject to contract and settlement of the invoice prior to commencement of the agreement*

# EVENT SERIES PARTNERSHIPS

## Human Capital Series

ACG has long been a supporter of encouraging and developing Human Capital in the industry.

Launched in Summer 2016 (formerly Women in M&A) our UK programme brings together valuable idea sharing, networking and thought leadership helping support 'human capital' career growth and development with premium guest speakers.

2-3 events per annum.

## Trends In Series

Our Trends In Series takes deeper dives into hot topics specific to mid-market M&A. Designed to be a highly efficient and effective way of accessing thought leadership and expertise.

2-3 events per annum.

### HUMAN CAPITAL SERIES

£2000 + VAT per annum

- **Sector exclusivity – maximum of 1 partner per professional category**
- Partnership listing/recognition in pre-event marketing and onsite at each event
- Partner logo on any presentation used during each event
- Partner logo on event registration page
- Ability to provide a takeaway/promotional piece
- A table and branded signage to display promotional material
- 4 complimentary tickets to each event
- Preferential pricing for additional guests
- This programme will run a minimum of twice a year
- Partner firm to provide venue and cover associated costs for at least one event

### TRENDS IN SERIES

£2000 + VAT per annum

- **Sector exclusivity – maximum of 1 partner per professional category**
- Partnership listing/recognition in pre-event marketing and onsite at each event
- Partner logo on any presentation used during each event
- Partner logo on event registration page
- Ability to provide a takeaway/promotional piece
- A table and branded signage to display promotional material
- 4 complimentary tickets to each event
- Preferential pricing for additional guests
- This programme will run a minimum of twice a year
- Partner firm to provide venue and cover associated costs for at least one event

Both event series are currently open to partnership applications.

# INTERNATIONAL PARTNERSHIP OPPORTUNITIES

## THERE ARE MULTIPLE OPPORTUNITIES AVAILABLE OUTSIDE OF ACG UK TO GET INVOLVED GLOBALLY



### INTERGROWTH®

[InterGrowth](#) takes place in the US every spring attracting over 2000 dealmakers from the US and across the globe for three days of non-stop networking and dealmaking.

Preferential rates available for non-North American attendees.

### PLEASE NOTE, THESE OPPORTUNITIES ARE IN ADDITION TO ANY AGREEMENT WITH ACG UK AND REQUIRE SEPARATE NEGOTIATION

Contact: Christine Melendes, VP Strategic Events & Partnerships, ACG Global [cmelendes@acg.org](mailto:cmelendes@acg.org)





# CONTACT US

To explore membership or partnership opportunities with ACG UK, please contact:



Helen Jacobi, Executive Director

[hjacob@acg.org](mailto:hjacobi@acg.org)



+44 (0)7812 995049

## **ASSOCIATION FOR CORPORATE GROWTH**

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PORTSMOUTH ROAD  
COBHAM, SURREY KT11 1PP  
UNITED KINGDOM

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