



ABOUT ACG UK

2018 Brochure



Driving
Middle-Market
Growth®

CONTENTS

1

About ACG:
Global Networking for the Mid-Market

2

Membership

3

Event Calendar & Partnership Opportunities

4

Additional Opportunities

5

Contact Details

WWW.ACG.ORG/UK



DEAL COUNT 3,452
REPRESENTS 97% OF
ALL M&A DEALS IN THE
UK



**DEAL VALUE £75.25
BN**
REPRESENTS 47% OF
ALL M&A DEAL VALUE
IN THE UK



£83.12 BN
COMPANY REVENUE



477,870 JOBS

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.

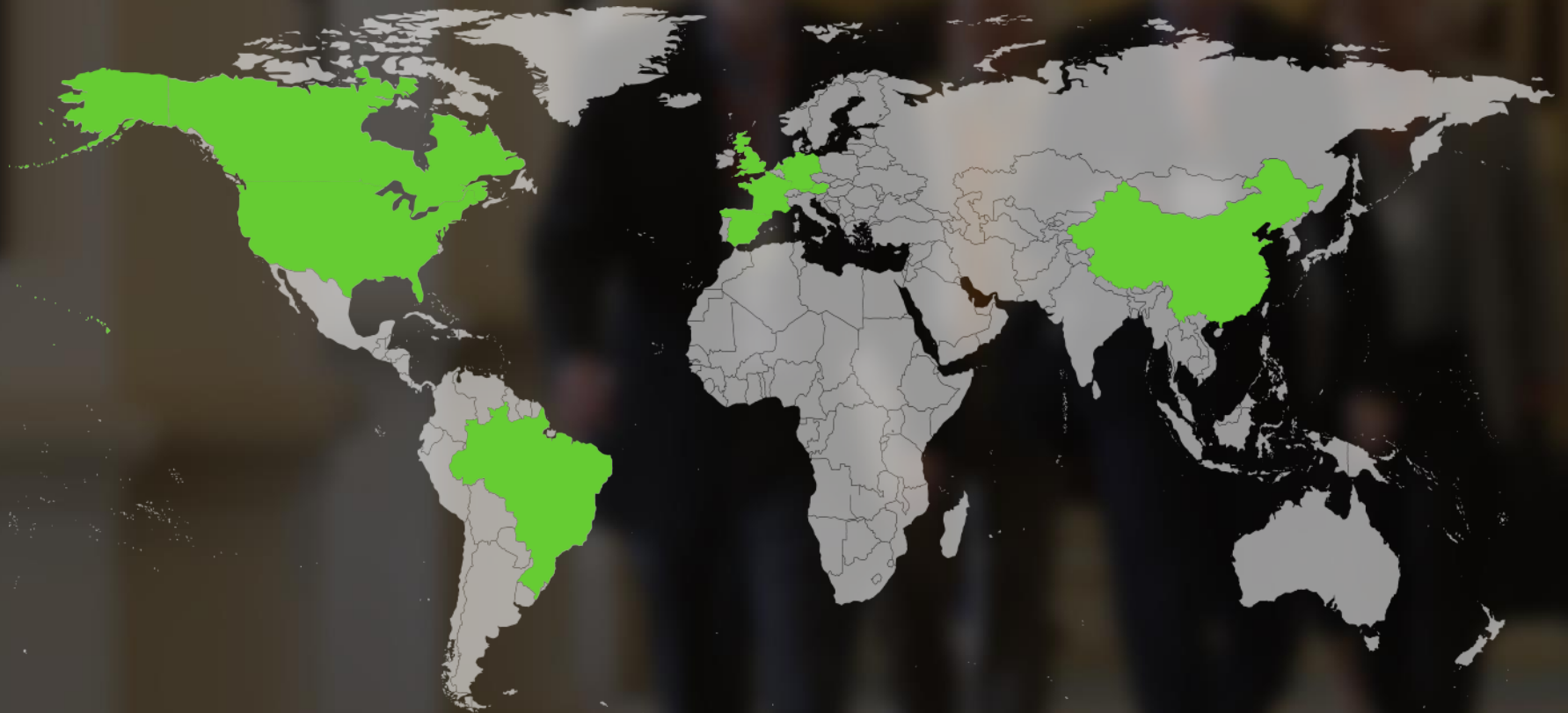
Data provided by PitchBook

2015 industry data



ACG: GLOBAL NETWORKING FOR THE MID-MARKET

WITH 59 CHAPTERS ACROSS THE WORLD...



GET EXCLUSIVE ACCESS TO ACG'S SEARCHABLE
DATABASE OF OVER 14,500 M&A PROFESSIONALS

CG

Thank you
**ColeTaylor
BusinessCap**
A Division of Cole



OVER 1,200 REGIONAL, NATIONAL
AND GLOBAL EVENTS EACH YEAR.



MEMBERS RECEIVE EXCLUSIVE
DISCOUNTS ON ACG EVENTS.



Association for Corporate Growth

Driving
Middle-Market
Growth®

ACG's 14,500 members include professionals from private equity firms, corporations and lenders that invest in middle-market companies, as well as from law, accounting, investment banking and other firms that provide advisory services. Founded in 1954, ACG is a global organisation with 59 chapters.

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.**

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.

Become involved and engaged to truly take advantage of all that ACG has to offer.

ACG's global strategic pillars are:

- Local Community, Global Reach™
- Diverse Needs, Targeted ServicesSM
- Private Capital, Public GoodSM
- Access Anytime, Business AnywhereSM

*ACG Global Membership Survey 2014

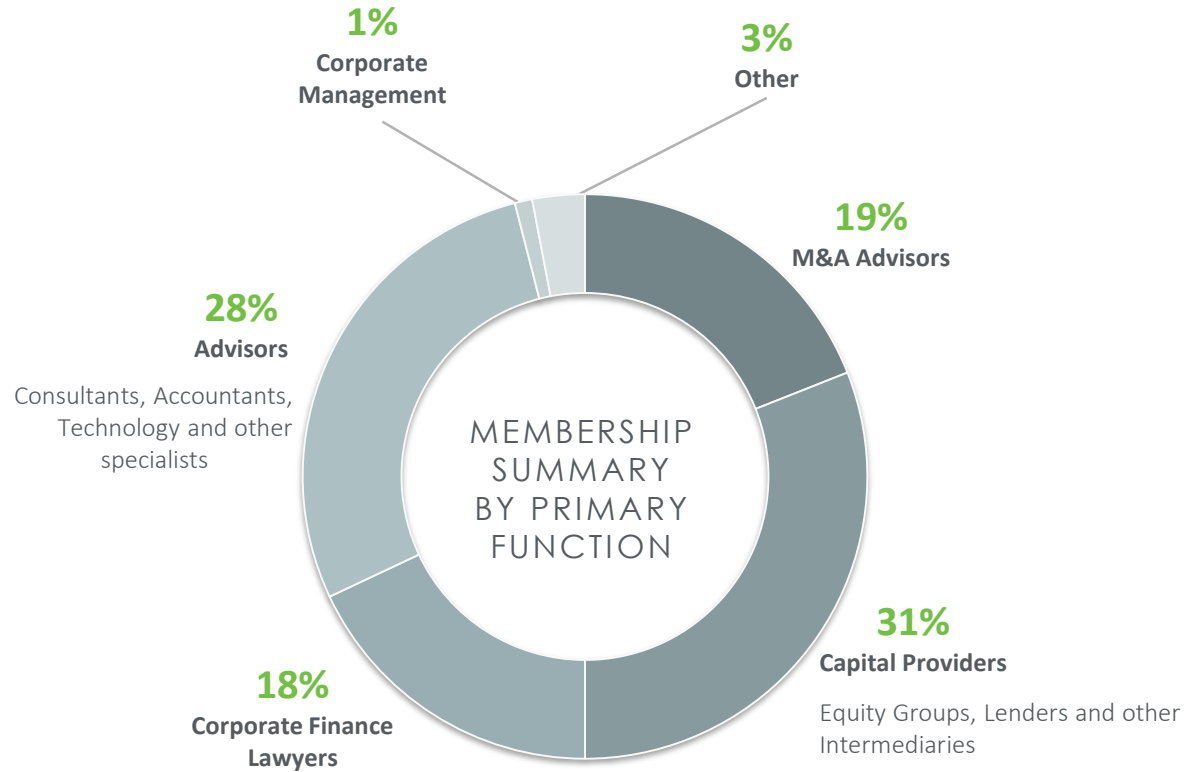
WWW.ACG.ORG/UK



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”

Charlie Johnstone
ECI Partners



DEALMAKERS AT ACG UK EVENTS

In 2017 ACG UK attracted over 1,000 dealmakers from nearly 300 firms* to its events, including:

3P Equity Europe	Canaccord Genuity	finncap	Macquarie Bank Limited	Rialto Consultancy
Aberdeen Asset Management	Capitalmind Corporate Finance Advisory	Foresight Group LLP	Managed Solutions Group, DB Schenker	Rise Partners Limited
ACA Aponix	Catalysis Advisory	Foundation Investment Partners	Marlborough Partners	Riverside Europe
Accuracy	Cavendish	FPE Capital	Marlin Equity Partners	Rosenblatt Solicitors
Addleshaw Goddard	Cavendish Corporate Finance	Freestyle Marketing	Marriott Harrison LLP	RPS GROUP PLC
Adviser	CEG	Gateley plc	Marwood Group	RSM Corporate Finance
Agilitas	CentralNic plc	GCA Altium	Mazars LLP	RSM US
AIAC- American Industrial Acquisition Corporation	Charles Russell Speechlys LLP	Gleacher Shacklock	McDermott Will & Emery	S&P Global Market Intelligence
ALANTRA	Chevalier & Sciales	Global PE Alliance	Mergers Alliance	Salutem Healthcare
Alcuin Capital Partners	Chief Officers Group	Global Torchlight	Merrill Corporation	Santander
ALRUD Law Firm	Chiron Financial LLC	Goodwin Procter	Metric Capital	SBM Ventures, LLC
Ansarada	CIL	Gowling WLG (UK) LLP	MidMarket Capital Advisors	Scottish Equity Partners
Apollo Global Management LLC	Citicourt & Co. Limited	GPCF	Minter Ellison	Secure Trust Bank
Apollo MidCap Financial	Citrix	Grant Thornton	Mitsui	Sheridans
Arela Capital Advisers	City University	Graphite Capital	MML Capital	SIA Group
Arion Capital Limited	Clark Group	Graycliff Partners	Mobeus Equity Partners	Silicon Valley Bank
Arzinger	Clearwater International	Grey Matter Global Ltd	Moore Stephens	Sistema Capital Partners
Association for Corporate Growth	CliftonLarsonAllen LLP	Growth Capital Partners LLP	Morgan Rossiter	Skyview Capital, LLC
Atlantic Pacific Equipment (AT-PAC)	Clydesdale Bank	GT	Morrison & Foerster (UK) LLP	SmartRoom
Atlas Fiscalisten N.V.	Cognizant	H2 Equity Partners	MyLender	Smith and Williamson
Atlas Tax Lawyers	Coller Capital	Harris Williams	NetSuite	Souter Investments
August Equity	Columbia Lake Partners	Hickman Shearer	NewSpring Capital	Spell Capital Partners
Aurelius	Cooley (UK) LLP	HIG Capital	Norgestion	Squire Patton Boggs
Avalon Capital	Cordet	HLM Consulting	NVM Private Equity	Stag Advisory
AzGen Scientific Holdings Plc	Cozen O'Connor	HMT	Octopus Investments	Stella EOC
BackBay Communications	Creative Media Systems	Houthoff Buruma	ONetoONE Corporate Finance	Stevens & Bolton LLP
Bank of America Merrill Lynch	Crescent Capital	HPE Growth Capital	Ortus Group	StoneCalibre
Bank of Ireland	Crowe Clark Whitehill	HSBC	Pace	Stratulat Albulescu Attorneys at Law
Barings	Crutchfield Capital	Iain Purves	Palatine Private Equity LLP	Taylor Wessing LLP
BDA Partners	Crystal & Company	IBB Law	Peak Rock Capital	Tenzing - Private Equity
BDO LLP	DBG Management GP (Guernsey) Limited	Information Commissioners Office	PEI Media	The Appointment Group
Bean Partners Limited	DC Advisory	Interfor Corp	People Puzzles	The Deal
Beechbrook	Deloitte	Invest Europe	Pepper Hamilton LLP	The M&A Advisor
Beiten Burkhardt Rechtsanwaltsgesellschaft mbH	Dixon Hughes Goodman	Investarget	PER	Thomson Reuters
Bennett Jones LLP	DLA Piper	Investec	Personal Presentation Ltd	TMF Group
Berenberg	Domanski Zakrzewski Palinka Sp.k.	Investment Executive	PillarFour Capital Inc	Travers Smith LLP
Bertram Capital	Donnelley Financial Solutions	IOD	PIMCO	Trident Trust Company Luxembourg
Berwin Leighton Paisner	DS-Concept	J&A Garrigues	Pirola Corporate Finance SpA	TW Consultancy
Bibby Financial services	DST Systems Inc	Jamieson Corporate Finance	PitchBook	UC Capital
BKL	DSW Transaction Services	Japan Bank for International Cooperation	Plante Moran PLLC	US Tax & Financial Services
Bloomberg	Duane Morris	Jones Day	PMSI Strategy	Valad Europe
Bluefin	Duff & Phelps	JZ International	PNC	Valery Capital
BM&T LLP	Dunedin	KPMG	Praesidian Capital Europe LLP	Vermilion Partners
BoardEx	Eagle Point	Laurel Consultancy LLC	PREA LTD	Vespa Capital
Bond Dickinson LLP	ECI Partners	LDC	Presentation Solutions Limited	Vistra Netherlands
Border Equity Partners	Elite Corporate Fitness	Lecturer & Writer	Pricoa Capital Group	Walker Morris LLP
Brebners	Elysian Capital	Leumi ABL	Principles for Responsible Investment (PRI)	Watermill Group
Bridges Fund Management	EOC Partners	LGB Corporate Finance	Private Equity international	Wellesley
Burda	EuroDev M&A	Liberty Corporate Finance	PwC	Wharton PE & VC Association
BV Resources	Eurovals	Lincoln	PwC Österreich GmbH	White Oak Global Advisors, LLC
CA Kilgore Ltd	EY	Linear B	Quercus Corporate Finance	William Blair
Cadence Advisory	Family Business Place	Livingstone Partners	Rabobank	World Class Britain
Cairngorm Capital	FGI	Lloyds Bank	Raymond James Investment Banking	Zambelli Tassetto - Studio Legale
Calculus Capital	Fieldfisher	Lonsdale Partners	RBS	
Caledonia Investments	Fifth Step Limited	Luther Rechtsanwaltsgesellschaft	Results International	
Cambridge Associates	Fifth Third Bank	Lyceum Capital	RGL Forensics	



MEMBERSHIP



IN THE PAST YEAR ALONE THE UK CHAPTER HAS ATTRACTED 1000 DEALMAKERS FROM OVER 300 FIRMS TO ITS EVENTS, REPRESENTING £5BN IN DRY POWDER

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

WWW.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

Individual - Flexible | £429 + VAT

One named member; option 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

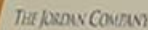
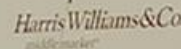
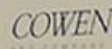
OFFICIAL SPONSOR OF GROWTH PARTNER



GROWTH LEADER PARTNER



GROWTH SUPPORTER



ALLIANCE PARTNERS

15th ANNUAL WOMEN'S
ALTERNATIVE INVESTMENT SUMMIT

17th ANNUAL WOMEN'S
PRIVATE EQUITY SUMMIT

THE FINANCIAL EXECUTIVES
NETWORKING GROUP

NATIONAL CENTER FOR
THE MIDDLE MARKET

FINCAP

INNOVATION PRIVATE EQUITY
VENTURE CAPITAL ASSOCIATION



CLARITY
CORPORATE
GROWTH

BLUETHORN 2014

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.

UK events currently run in London, Manchester and Leeds.

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



Events now running in Manchester and Leeds

EVENT CALENDAR

2018

January

Economic Outlook for 2018 | Thursday 25th

February

Roundtable Lunch – GDPR | London

March

Trends In IPO | Thursday 15th - London

Networking Drinks | Leeds

Trends In Alternative Capital | Manchester

April

Spring Wine Event | Thursday 26th - London

Women in M&A | London

May

InterGrowth 2018, San Diego | 2nd-4th

Trends In Alternative Capital | London

June

EuroGrowth 2018, Amsterdam | 19th & 20th

Networking Drinks | London

Roundtable Lunch | Leeds

September

Trends In Event | Manchester

Women in M&A | London

October

Trends in the Workforce of the Future | London

Networking Drinks | London

November

Trends In Event | Leeds

December

Winter Social Event

Visit acg.org/uk for event details

Please note the event calendar is occasionally subject to change. Additional events may be added

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

ACG UK's
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. Golf Day, Wine Tasting and Summer Drinks party
 - 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. Golf Day, Wine Tasting and Summer Drinks Party
 - 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. Golf Day, Wine Tasting and Summer Drinks party
 - 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 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*



SINGLE EVENT PARTNERSHIP

GOLD ★

£500 + VAT per event

- | | |
|--|--|
| <ul style="list-style-type: none"> • 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 | <p>Refreshments for onsite Partner staff during the event</p> <ul style="list-style-type: none"> • 2 tickets to the event, in addition to onsite Partner event staff for core events, e.g. panel discussions and networking events; <p style="text-align: center; padding-left: 40px;">PLUS</p> <p>1 complimentary ticket for each larger event, e.g. Golf Day, Wine Tasting and Summer Drinks Party</p> |
|--|--|

PLATINUM ★★

£1,000 + VAT per event

- | | |
|--|--|
| <p>Benefits as listed under Gold Partnership in bold, plus:</p> <ul style="list-style-type: none"> • 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 | <p>onsite Partner event staff for core content-led events, e.g. panel discussions and networking events;</p> <p style="text-align: center; padding-left: 40px;">PLUS</p> <p>2 complimentary tickets for each larger event, e.g. Golf Day, Wine Tasting and Summer Drinks Party</p> |
|--|--|

DIAMOND ★★★

£2,000 + VAT per event

- | | |
|---|--|
| <p>Benefits as listed under Gold Partnership in bold plus:</p> <ul style="list-style-type: none"> • 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 | <ul style="list-style-type: none"> • 6 complimentary tickets to the event, in addition to onsite Partner event staff for core events, e.g. panel discussions and networking events; <p style="text-align: center; padding-left: 40px;">PLUS</p> <p>3 complimentary tickets for larger events, e.g. Golf Day, Wine Tasting and Summer Drinks party</p> |
|---|--|

**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

Women in M&A Programme

ACG has long been a supporter of encouraging and supporting women in the industry.

Launched in Summer 2016 our UK programme brings together valuable idea sharing, networking and thought leadership helping support women in their careers with premium guest speakers.

Networking Drinks Series

Launched in 2017 this new networking series alternates between London and Manchester with approximately four events per year. Designed to be an informal, highly efficient and effective way of peer-to-peer networking with midmarket M&A dealmakers.

WOMEN IN M&A PROGRAMME

£2500 + VAT

- **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 3 times per year
- Partner firm to provide venue and cover associated costs for at least one event

NETWORKING DRINKS SERIES

£2000 + VAT

- 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, where appropriate
 - Ability to provide a takeaway/promotional piece
 - 2 complimentary tickets to each event
- This programme will run a minimum of 4 times per year in total in both London and regionally

Both event series are currently open to partnership applications

ADDITIONAL OPPORTUNITIES



Photo from EuroGrowth® 2017

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

EUROGROWTH®

[EuroGrowth](#) takes place each year in Europe. The premier source for international networking and deal flow in the middle market, EuroGrowth brings together 200 financial professionals (private equity groups, intermediaries, lenders, limited partners, service advisory firms, corporate executives and development officers) from all industry segments across Europe and the globe, offering attendees three key benefits: capital, connections and deals. EuroGrowth 2018 will be held in Amsterdam on 19th/20th June.

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.

LEADERSHIP CONFERENCE & PUBLIC POLICY SUMMIT

Each year, ACG brings together top middle-market leaders in Washington, D.C. for two days of networking and strategic planning at ACG's Leadership Conference and Public Policy Summit. ACG Board of Directors, Chapter Leaders and Partner firms will be included in this important week.

The Public Policy Summit engages ACG members in important conversations around policy issues involving regulations and legislation that are critical to the middle market. ACG's Summit will give attendees a greater understanding of how Washington policymakers view the middle market and ways to change the narrative to one that shows the positive impact that middle-market private capital investment has on the U.S. economy.



Photo from the 2015 Public Policy Summit.

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

Contact: Maggie Endres, Director, Strategic Development, ACG Global mendres@acg.org

CONTACT US

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



Helen Jacobi, Executive Director

acguk@acg.org



+44 (0)7812 995049

ASSOCIATION FOR CORPORATE GROWTH

REGISTERED OFFICE:

MUNRO HOUSE

PORTSMOUTH ROAD

COBHAM, SURREY KT11 1PP

UNITED KINGDOM

WWW.ACG.ORG/UK

[@UKACG](#)