GTM completes acquisition of quantiQ in Brazil, creating the largest independent chemical distribution platform in Latin America

- GTM and quantiQ will begin to integrate operations

São Paulo, Brazil (April 3, 2017). GTM Holdings, S.A. (GTM), one of the largest chemical distributors in Latin America, today announced the completion of the acquisition of Brazil’s largest chemical distributor, quantiQ, from Braskem, the largest petrochemical company in the Americas, after approval by the Brazilian competition authority, Conselho Administrativo de Defesa Econômica (CADE).

The deal was announced to the market in January and is valued at R$ 550 million. quantiQ adds a differentiated and fully developed business line to GTM’s existing chemical distribution businesses in Brazil, creating the largest, independent chemical distribution platform in Latin America. The transaction further consolidates GTM’s leadership position across the Latin American market.

Advent International, one of the largest and most experienced global private equity investors, is the controlling shareholder of GTM and provided equity financing to support GTM’s acquisition of quantiQ.

Founded in 1991 as Ipiranga Química, quantiQ has a long track record in the chemicals industry and is a well-recognized brand. The company has a complete portfolio in commodities, performance and specialty products, offering value-added services for its 5,000+ clients in 50 different end markets, including cosmetics, pharmaceuticals and nutrition. quantiQ is the leading chemical distributor in Brazil in a fragmented market where the top 10 players have only 30% market share.
quantiQ and GTM will now begin to integrate operations and together will operate 62 distribution centers in 12 countries throughout Latin America with nine application laboratories and serve over 15,000 customers across 50+ different market segments. As a result, GTM’s enlarged platform will now be able to offer customers and suppliers a wider chemical distribution network and a broader, more innovative product range based on state-of-the-art technologies.

“The acquisition of quantiQ consolidates our presence in Brazil, creating a leading regional platform that offers a robust set of solution based services to our customers and suppliers across Latin America,” said Michael van Marle, Chairman and CEO of GTM. “Together, GTM and quantiQ provide the market with a new, robust option that integrates a unique portfolio of innovative products, technologies, services and solutions. GTM is now a one stop shop solution.”

“The acquisition of quantiQ by GTM represents a very important step in our success. The transaction will provide quantiQ with increased competitiveness, a complementary product portfolio and many business opportunities,” said Armando Bighetti, who will continue to lead quantiQ in Brazil.”. “The quantiQ team is highly enthusiastic with expectations of strong growth and the pursuit of leadership in chemical distribution opportunities in Latin America.”

As part of the closing of the transaction, GTM has decided to move its head office to São Paulo. Brazil is the largest market in Latin America and quantiQ is now the largest operation in the GTM platform. The company also considers it important to be located in the financial center of Brazil to have direct access to the most dynamic capital market in Latin America.

Additionally, Michael van Marle, Chairman and CEO of GTM Holdings, has decided to transition from his current role to serve the newly combined company in an advisory capacity by remaining a board member and shareholder. Jose Berges, current COO of GTM Holdings, will assume the role of CEO and will be based in São Paulo. Mr. Berges has extensive experience working at multinational companies focused on chemicals in general and specifically in Latin America. GTM’s Board expresses its gratitude for Mr. van Marle’s visionary leadership and for the critical role that he played in the growth of the company over the past 14 years and is confident that Mr. Berges will be able to lead the company successfully and continue its current path of growth.
About GTM
GTM was founded in 1983 in Guatemala. Since then, the company has grown both organically and through acquisitions to become one of the largest distributors of chemicals in Latin America. GTM provides chemicals and logistics services to more than 11,600 customers in a range of industries from personal care to oil exploration through its 51 centers in 12 countries, including Brazil, Mexico, Guatemala, El Salvador, Honduras, Nicaragua, Costa Rica, Panama, Colombia, Ecuador, Peru and Argentina.

The company also has supply offices in the United States and China, as well as exclusive commercial representations in India, South Korea and Germany. For more information, visit [www.gtm.net](http://www.gtm.net).

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About Advent International
Founded in 1984, Advent International is one of the largest and most experienced global private equity investors. The firm has invested in more than 320 private equity transactions in 40 countries. As of December 31, 2016, it had $41 billion in assets under management. With offices on four continents, Advent has established a globally integrated team of over 190 investment professionals across North America, Europe, Latin America and Asia. The firm focuses on investments in five core sectors, including business and financial services; healthcare; industrial; retail, consumer and leisure; and technology, media and telecom. After more than 30 years dedicated to international investing, Advent remains committed to partnering with management teams to deliver sustained revenue and earnings growth for its portfolio companies.

Advent has been active in the chemicals and materials industry for more than 25 years, during which time it has invested in over 30 companies in the sector globally. Its recent investments in the sector include Quala, VIAKEM, GTM, Allnex, Maxam, Mondo Minerals, Oxea and H.C. Starck.

Advent is one of the most experienced private equity investors in Latin America, with a 20- year track record spanning over 50 investments and $6 billion in capital raised for the region. Advent's latest fund, LAPEF VI, has $2.1 billion in committed capital and is being
invested across Latin America by a team of 40 investment professionals based in Mexico, Brazil, Colombia and Peru. For more information, visit www.adventinternational.com.

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