Discovery Americas announces investment in Arrenda+

- Through its fund DAIV, Discovery Americas, reached an agreement to invest MX$662m (US$32.5m) in Arrenda+, a non-bank lending and leasing institution specialized in SMEs looking for alternative sources of funding, on the 12 of June 2018.
- This is the first DAIV investment in financial services, which is one of the fund’s target sectors.
- “We’ve found in Arrenda+ a group of partners and a platform with exceptional growth potential,” said Alberto Moreno, founding partner of Discovery Americas.

Mexico City June 13, 2018 – Last June 12, 2018, Discovery Americas (DA), through its fund DAIV (BMV:DAIVCK16), agreed to invest MX$662m (US$32.5m) in Arrenda+, a non-bank lending and leasing institution specialized in SMEs looking for alternative sources of funding. The deal is still pending regulatory approval from the Mexican Anti-Trust Commission (COFECE).

“We’ve found in Arrenda+ a group of partners and a platform with exceptional growth potential,” said Alberto Moreno, founding partner of Discovery Americas.

Additionally, Armando Martínez, managing director at DA, said that: “Arrenda+ has developed an innovative business model and an impressive track record as a recurrent issuer in the capital markets.”

Arrenda+ is a non-bank financial institution (NBFI) that has become one of the largest players in the Mexican market with a fast-growing portfolio that has outpaced the Mexican financial industry’s growth by 2.7x. Currently, Arrenda+ has a portfolio worth more than MX$2bn (US$96.6m), which is diversified by industry and type of asset. It also has a regional focus in Jalisco, which represents a competitive advantage.

“This partnership with Discovery Americas will allow us to grow, expand our geographical footprint to the rest of the country, and compete through an outstanding customer service,” said Alberto Martínez Rubio, CEO of Arrenda+.

This is the first investment for DAIV in financial services, which is one of the fund’s target sectors. Previously, DA has invested in other industries, such as healthcare, transportation and logistics, and education.

The advisors for DA were Ritch Mueller as legal advisor, DMTax as tax advisor, KPMG as accounting advisor, Akya assisted the strategy and Fidem did IT. Gonzalez Luna Abogados was the legal advisor for Arrenda+.

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About Discovery Americas
Discovery Americas (DA) is one of the leading private equity firms in Mexico. Since 2003, it has raised and invested seven funds and led investments in 18 companies in various sectors including health, transportation, education, and financial services. Among those investments, DA was the lead investor in the formation of Volaris, Mexico’s leading low-cost airline, and in Traxión, a leading logistics and transportation company, both of which are now public companies. DA also has investments in Kedu School Network, a company focused on the K-12 segment, AMCO, a company devoted to the development of learning systems for the same segment, H+, a healthcare company focused on the development and operation of hospitals, assisted-living residences, and related businesses, and in Arrenda+, a non-bank lending and finance institution specialized in SMEs looking for an alternative source of funding.

About Arrenda+
Arrenda+ is a leading non-bank financial institution (NBFI) that has become one of the largest players in the Mexican leasing and financing market with a fast-growing portfolio that has outpaced the Mexican financial industry’s growth by 2.7x. Currently, Arrenda+ has a portfolio worth more than MX$2bn (US$96.6m), which is diversified by industry and type of asset. It also has a regional focus in Jalisco, which represents a competitive advantage.

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