

Small Global

Estáter, the investment boutique responsible for notorious mergers and acquisitions, opened an office in London and already thinks about having another unit in New York by the end of 2012.

“Since the 90s, we think in a more global business. People are fundamental and we now have who we searched for the command in Europe,” said the partner Pécio de Souza.

“We are a small company focused on large transactions. We close between four and six transactions per year,” according to Souza, who alongside three partners leads a team of 33 people.

“We look for transactions, they do not come after us.” As in the case of Ipiranga and Pão de Açúcar, he recalls. Souza also gave the supermarket chain an advisory related to the attempted transaction with Carrefour.

“We study shareholding characteristics, the company’s and the global sector’s momentum,” he affirms. Until the deal is closed, Estáter receives “for the mandate a fixed amount of R\$200 thousand, which is donated to social projects.”

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http://estater.com.br/news/1%20-%20folha%20de%20s.%20paulo%20-%20sp%2026.12.11_b2.pdf