



## **Arlington Advises London-based Beavertown Brewery and India-based Bira91**

Arlington Capital Advisors has continued its peerless track-record in global craft beer, representing two more international leaders in the first half of 2018. We represented Bira91 in its capital raise led by Brussels-based Sofina and most recently advised Beavertown Brewery in its minority investment from Heineken. Over the last 5 years, Arlington principals have advised on more than 25 craft beer transactions, totaling over \$5 billion in Enterprise Value. We've partnered our clients with top-tier financial investors and strategic acquirers from across the globe and continue to focus on the international craft beverage landscape.



### **Arlington Advises Beavertown Brewery in its Minority Investment from Heineken – June 2018**

Arlington's principals, as registered securities agents of M&A Securities Group, Inc., acted as exclusive financial advisors to Beavertown Brewery in its minority investment from Heineken International.

Founded by Logan Plant in 2012, Beavertown produces the UK's top-rated beer and has developed a cult-like following across Europe. With the investment, Beavertown will build

its state-of-the-art brewery called Beaverworld and continue leading the charge to once again make London a beer capital of the world.

“I couldn’t have asked to have worked with a more dedicated and knowledgeable team. Arlington helped us through what has been one of the most important periods of our life as a brewery. My key objectives were aligned and met and now Team Beaver get to kick on, importantly maintaining control of our vision and direction. I am thrilled about what the future holds for us all at Beavertown. I can’t wait to build Beaverworld, a world-renowned brewery and visitor experience in London, finally helping us to fulfill our missing of getting great beer out to the masses,” said Logan.

“I believe this is a monumental transaction for the global craft brewing world and will significantly expand access to Beavertown’s world-class brews,” commented Vann Russell, Founder and Managing Partner of Arlington Capital Advisors. “We’re thrilled to have facilitated this partnership and look forward to watching Logan and the Beavertown team continue their journey to put amazing craft beer on every street corner.”



### **Arlington Advises Bira91 in its Capital Raise from Sofina – May 2018**

Arlington’s principals, as registered securities agents of M&A Securities Group, Inc., acted as exclusive financial advisors to Bira91 in its capital raise led by Brussels-based Sofina. Established in 2015 by Ankur Jain, Bira91 is the largest craft brewery in India and one of the fastest growing beer brands in the world.

“The proceeds will be used primarily for expansion of Bira91’s distribution in the Indian market, though we have also set foot in key global markets such as the US and Asia Pacific region. The craft beer business is at a key inflection point in both the United States and the rest of the world, and we expect that this new capital will have a fundamental impact on the sector,” said Ankur. “The Arlington team did an outstanding

job managing the transaction process. Their deep knowledge and experience in the global craft beer scene was extremely valuable, and we look forward to working with them again in the future.”

“Bira91 is transforming craft beer and driving the global shift towards more flavor and color,” commented Vann Russell, Founder and Managing Partner of Arlington Capital Advisors. “It was an honor working with Ankur and his team, and we look forward to following Bira91’s journey in the years to come.”

## About Arlington Capital Advisors

Arlington Capital Advisors is a boutique investment bank that specializes in providing middle-market businesses with advisory services. Arlington focuses on providing strategic advice to its clients, including sell-side and buy-side mergers and acquisitions, sourcing growth capital and other capital-centric strategic alternatives for businesses across a wide array of industries including a specific focus and expertise in consumer businesses.

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