

SIGULER GUFF

Siguler Guff Invests in Verzani & Sandrini, a Fast-Growing Business Services Provider in Brazil

~Siguler Guff has an established track record of growth equity investments in the region~

São Paulo, Brazil – December 22, 2022 -- Siguler Guff & Company, LP (“Siguler Guff”), a global multi-strategy private markets investment firm with a history of growth equity investments in Brazil, announced today that it has made a R\$150 million investment in Verzani & Sandrini, Ltda. (“V&S” or the “Company”). With Siguler Guff’s support, V&S will be poised to continue to grow and expand its services through additional acquisition activity.

Founded in 1967 by businessman Dalton Verzani in the Santo André municipality of São Paulo, V&S is a leading provider of integrated and innovative solutions for facilities management, security, and maintenance in Brazil.

The Company began raising capital from outside investors in 2017 when it partnered with NEO Investimentos, and used the funds to begin making acquisitions. Following in 2020, Kinea Investimentos, the private equity arm of Itaú Unibanco, infused R\$150 million into the Company, allowing V&S to make a total of 12 acquisitions. In doing so, the Company has generated R\$1.3 billion in additional revenue across existing and new geographies.

The business services market in Brazil is localized and highly fragmented, clearing a path for V&S to significantly increase its presence through a finely-tuned mergers and acquisitions strategy.

“It’s a very big space for consolidation,” said Cesar Collier, Partner and Head of Latin America for Siguler Guff. “In the United States, the two largest companies in this sector already have about 40% of the market.”

Already, the Company serves 1,300 companies with 63,000 employees throughout Brazil. Revenue for 2022 is expected to reach over R\$3 billion, which represents growth of approximately 20% year-over-year.

To learn more about Siguler Guff’s investment in V&S, please refer to today’s reporting by [Brazil Journal](#).

About Siguler Guff

Siguler Guff is a leading global multi-strategy private markets investment firm, which together with its affiliates, has approximately \$17 billion of assets under management, as of June 30, 2022, and over 30 years of investment experience. Siguler Guff seeks to generate strong, risk adjusted returns by focusing opportunistically on market niches. Siguler Guff’s core investment strategies include opportunistic and private credit, small business private equity, distressed real estate and emerging markets. Siguler Guff’s investment products include direct investment funds, multi-manager funds, and customized separate accounts. Founded in 1991 and headquartered in New York, Siguler Guff maintains offices in Boston, London, Mumbai, São Paulo, Shanghai, Seoul, Tokyo, Hong Kong and Houston, TX. To learn more about Siguler Guff, please visit www.sigulerguff.com.