



has been acquired by



sonepar

The undersigned served as
exclusive financial advisor to
Melexa, S.A.
in this transaction



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Sonepar Acquires Melexa

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CLEVELAND, May 28, 2014 – The investment bank of Vetus Partners announced that its client, Melexa S.A. and its affiliates (collectively, “Melexa”), have been acquired by Sonepar. Melexa is the largest distributor of electrical and datacom supplies in Colombia with annual sales exceeding €80 million. The Company covers the country with its eight branches, and also has a presence in Panama. As a Rockwell distributor, Melexa supplies industrial customers, resellers, and installers with cable, industrial automation, and datacom products and solutions. Vetus Partners served as exclusive financial advisor to Melexa. Terms of the transaction were not disclosed.

Ricardo (CEO), Eduardo (CFO), and Arturo (CIO) Rodriguez Mutis and their 330 associates will leverage Sonepar’s strength to accelerate their business growth in Colombia. As a result of this acquisition, Sonepar now operates in a total of 40 different countries.

Ricardo Rodriguez stated: “It’s been a long journey since we decided that it was strategic for Melexa to have a partner. The route of materializing the plan required a lot of patience and the results would never have been the same without Vetus as our advisor. The Vetus team is world class.” The Vetus deal team was led by Jim Miller, Managing Director & Principal.

About Vetus Partners LLC

The investment banking firm of Vetus Partners helps private and public companies maximize the value of their businesses by providing a comprehensive array of financial advisory services relating to sell-side M&A, capital raising, corporate divestitures, financial restructuring, and management buyouts. Vetus’ investment bankers have served as financial advisors in a broad range of transactions, both domestic and cross-border, with an aggregate dollar volume exceeding \$5 billion. Over the past decade, the Principals of Vetus have represented dozens of companies and private equity clients throughout the world. For more information please visit www.vetuspartners.com

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About Melexa

Established in 1973, Melexa is the leading value-added distributor of electrical and datacom supplies in Colombia. The Company serves a large, diversified base of customers in the industrial, commercial, and residential markets. The Company operates a localized distribution model and has the leading share of electrical supplies distribution throughout the country. For more information please visit www.melexa.com.

About Sonepar

Sonepar is an independent family-owned company with global market leadership in distribution of electrical products and related services. Founded in 1969, Sonepar employs 36,000 associates at 190 entities in 40 countries. In 2013, Sonepar posted sales of €16.3 billion.