



In 2020 we contracted the consulting services from Acretio, as commercial advisor in an M&A transaction for the acquisition of several storage terminals for chemical products in the Gulf Coast of the United States.

The Acretio team demonstrated the deep knowledge and experience they have in midstream matters and developed high quality materials that enabled a good understanding of the terminals current and potential business opportunities.

The work performed by Acretio included a diverse group of topics around the terminal business like location, connectivity and utilization and positioning of the assets within the competitive landscape, expansion opportunities and risks/restrictions, product mix analysis compared to peers and market needs, fees analysis vs competitors, potential customers analysis by categories, interest of potential customers in the terminals, revenues and expenses assessment (current and projections), and Capex requirements for expansion.

The Acretio team showed at all time a strong commitment towards the quality of their work, compliance with the schedule and were very sensitive to the needs of their customer. Their work supported us in the decision-making process to prepare the offer for potentially acquiring the assets.

I have no doubt that we will count again with Acretio in further projects.

Andrés Suárez

Global Lead Strategy & Innovation