



BroadSpan Advises AGS on the Acquisition of A.R. Savage & Son



Miami, Florida – February 2024 – We are pleased to announce that BroadSpan Capital acted as exclusive financial advisor to Agencias Universales S.A. (“AGS”) and its shareholders on the acquisition of 70% of the outstanding shares of A.R. Savage & Son (“A.R. Savage”).

AGS is part of AGUNSA, a leading multinational shipping and logistics company with operations in more than 20 countries in Latin America, the Caribbean, Europe, Asia, and the United States.

A.R. Savage is a leader in the United States maritime community with over 70 years of operations specializing in providing ship agency, freight forwarding, and line handling services to clients on Florida’s west coast and abroad.

AGS’ acquisition of A.R. Savage supports its global expansion strategy, further enhancing its international footprint and strengthening its existing agency business worldwide. As one of only thirty-four (34) Certified Agent Members of the Association of Ship Brokers and Agents (ASBA) in the United States, A.R. Savage, now part of AGS, serves as an ideal platform for expansion in this region and beyond. Operating centrally from Tampa, AGS anticipates immediate commercial synergies, especially in the Gulf Coast region as it stands as the preferred port of entry in the United States for South and Central American companies.

“We congratulate AGS on their continued successful expansion into the U.S. market and are very pleased to leverage our regional and U.S. capabilities to support in this effort.” commented BroadSpan CEO Mike Gerrard.

DEAL CONTACTS










Christian Vandendriessche
 Managing Director
 Office: +1 (305) 424-3400
 Email: cvandendriessche@brocap.com

Juan Dib
 Director
 Office: +1 (305) 424-3404
 Email: jdib@brocap.com

ABOUT BROADSPAN

BroadSpan Capital LLC, founded in 2001, is an independent investment banking firm that provides corporations, partnerships and government institutions with impartial advice related to mergers & acquisitions and financial restructuring in Latin America and the Caribbean. BroadSpan delivers solutions to clients from its offices in Miami, Rio de Janeiro, São Paulo, Mexico City and Medellín and through affiliate offices located in 30 countries around the world.

SELECTED BROADSPAN TRANSACTIONS

 has sold its 56.3% stake in  December 2023 BroadSpan acted as exclusive financial advisor to CLICO Trinidad / Oman	 has sold 100% of shares to  November 2023 BroadSpan acted as exclusive financial advisor to Laboratorios Arsal El Salvador	 has sold a 51% stake to  April 2023 BroadSpan acted as exclusive financial advisor to PimsOil Brazil	 has acquired a 97.6% stake in  April 2023 BroadSpan acted as exclusive financial advisor to Bepensa United States / Mexico	 has sold their equity interests in two anhydrous ammonia plants located in the Caribbean February 2023 BroadSpan acted as exclusive financial advisor to EOG Trinidad
---	---	---	---	--