



THE M&A  
ATLAS  
AWARDS

4<sup>TH</sup> ANNUAL  
EUROPE, MIDDLE EAST, AFRICA



CONGRATULATIONS  
*to all the*

2015 WINNERS!

**May 2, 2015:** Global M&A Network, honored the winners the 4<sup>th</sup> ANNUAL EUROPE, MIDDLE EAST and AFRICA M&A ATLAS AWARDS in the “*Deals of the Year*” and outstanding “*Firm of the Year*” unique awards categories at the annual awards gala ceremony held on last week on the evening of April 30<sup>th</sup>, 2015 at the Park Lane Hotel in London.

“Once again, we are delighted to continue the tradition of excellence and honor the best of the brass from the wider European, Middle East and African M&A communities. We congratulate and thank all the winner’ attendees for sharing the evening with us and look forward to welcoming them again next year.” Shanta Kumari, chief executive officer and global group editor at, Global M&A Network.

**about: EMEA M&A ATLAS AWARDS:** As part of the world’s most prestigious industry awards, the EMEA awards exclusively honors excellence for middle market deals valued below a billion dollars in the categories of best deals and outstanding firm of the year awards.

**Prestige & Merit:** Winning the M&A ATLAS AWARDS equates to achieving the highest “Gold Standard of Performance” acclaim locally, regionally and globally since the winners are selected independently for successfully closing the best value-generating deals over the past eight years. The award validates corporate growth, private equity investment strategy, deal team talents, as well as the organization competitive brand leadership position.

**General enquiries, logo, marketing materials, photo’s, kindly, contact:**

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# THE M&A ATLAS AWARDS

EUROPE,  
MIDDLE EAST  
AFRICA

**CONGRATULATIONS: DISTINGUISHED WINNERS | 2015.**  
4<sup>th</sup> ANNUAL AWARDS GALA, London, United Kingdom



**IQBAL KHAN**  
Chief Executive Officer  
Fajr Capital Group

*Recipient of the:*  
**LEADERSHIP ACHIEVEMENT AWARD** *of the Year.*

The award is in recognition of Mr. Khan's long-standing accomplishments to advance and contribute in the area of Islamic Finance as well as to make growth and value creating investments.

Mr. Khan is also a member of the Board of Directors of Bank Islam Brunei Darussalam, Jadwa Investment and MENA Infrastructure. Previously, he was the founding CEO of HSBC Amanah, the global Islamic financial services division of the HSBC Group.

We congratulate Mr. Khan and the Fajr Capital team, wishing them many success.

## MIDDLE EAST OUTSTANDING FIRM AWARDS

*Winners of the Year*

**MIDDLE EAST**  
PRIVATE EQUITY FIRM *of the Year*  
WINNER: **Fajr Capital**

**MIDDLE EAST**  
M&A INVESTMENT BANK *of the Year*  
WINNER: **Barclays**

**MIDDLE EAST**  
M&A LAW FIRM *of the Year*  
WINNER: **Freshfields Bruckhaus Deringer**

**NOTE:** **Winners** are honored at the 4<sup>th</sup> annual awards gala. Only firm's attending the gala and accepting the "winner's trophy" are able to purchase additional trophy's for their colleagues or clients. Firm's that did not attend the gala and receive their winner trophy cannot purchase or receive the trophies regardless of the registration status.

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## EUROPE OUTSTANDING FIRM AWARDS

*Winners of the Year*

### EUROPE

PRIVATE EQUITY FIRM *of the Year*

WINNER: **Kohlberg Kravis Roberts & Co**

### EUROPE MIDDLE MARKETS

PRIVATE EQUITY FIRM *of the Year*

WINNER: **The Riverside Company**

### UNITED KINGDOM

PRIVATE EQUITY FIRM *of the Year*

WINNER: **LDC Private Equity**

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### EUROPE

M&A INVESTMENT BANK *of the Year*

WINNER: **Rothschild**

### EUROPE

M&A LAW FIRM *of the Year*

WINNER: **Baker & McKenzie**

### EUROPE

M&A TAX ADVISOR *of the Year*

WINNER: **Ernst & Young**

### EUROPE

ACCOUNTING & TRANSACTIONS ADVISOR *of the Year*

WINNER: **Grant Thornton**

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## AFRICA OUTSTANDING FIRM AWARDS

*Winners of the Year*

### AFRICA

PRIVATE EQUITY FIRM *of the Year*

WINNER: **Development Partners International**

### AFRICA

M&A INVESTMENT BANK *of the Year*

WINNER: **Ernst & Young Corporate Finance**

### AFRICA

M&A LAW FIRM *of the Year*

WINNER: **ENS Africa**

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## EUROPE REGIONAL OUTSTANDING FIRM AWARDS

*Winners of the Year*

UNITED KINGDOM *Outstanding*  
M&A INVESTMENT BANK *of the YEAR*  
**WINNER: Rothschild**

UNITED KINGDOM *Outstanding*  
M&A LAW FIRM *of the YEAR*  
**WINNER: Herbert Smith Freehills**

CENTRAL EASTERN EUROPE *Outstanding*  
M&A INVESTMENT BANK *of the YEAR*  
**WINNER: UBS Investment Bank**

CENTRAL EASTERN EUROPE *Outstanding*  
M&A LAW FIRM *of the YEAR*  
**WINNER: Dentons**

FRANCE *Outstanding*  
M&A INVESTMENT BANK *of the YEAR*  
**WINNER: Societe Generale CIB**

FRANCE *Outstanding*  
M&A LAW FIRM *of the YEAR*  
**WINNER: Dechert**

GERMANY *Outstanding*  
M&A INVESTMENT BANK *of the YEAR*  
**WINNER: Deutsche Bank**

GERMANY *Outstanding*  
M&A LAW FIRM *of the YEAR*  
**WINNER: Hogan Lovells**

ITALY *Outstanding*  
M&A INVESTMENT BANK *of the YEAR*  
**WINNER: Banca IMI**

ITALY *Outstanding*  
M&A LAW FIRM *of the YEAR*  
**WINNER: Chiomenti Studio Legal**

NORDIC *Outstanding*  
M&A INVESTMENT BANK *of the YEAR*  
**WINNER: Carnegie Investment Bank**

NORDIC *Outstanding*  
M&A LAW FIRM *of the YEAR*  
**WINNER: Roschier**

*Note: Firm award winners are selected independently irrespective of league table rankings, based on technical performance criteria such as – firm track record, (2) regional market expertise; (3) team experience – sectors, leadership, etc.; (4) client service; and, (5) year to year improvements in terms of volume and values as well quality of deals successfully completed.*

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## EUROPE DEAL *of the* YEAR AWARDS WINNERS

*Note: It is the deal that wins!*

### EUROPE DEAL *of the* YEAR | LARGE MID MARKETS

**DEAL WINNER:** AAA Auto Group sale to Arbis Capital.

*Winner: William Blair & Company, financial advisor to AAA Auto Group.*

### EUROPE DEAL *of the* YEAR | MIDDLE MARKETS

**DEAL WINNER:** Farnair Holdings acquisition by ASL Aviation Group.

*Winner: Seabury Group financial advisor to Farnair Holdings.*

### EUROPE DEAL *of the* YEAR | SMALL MID MARKETS

**DEAL WINNER:** Monitise acquisition of Pozitron Yazilim.

*Winner: Baker & McKenzie – Esin Attorney Partnership, legal advisor to Monitise.*

### EUROPE CROSS BORDER DEAL *of the* YEAR | LARGE MID MARKETS

**DEAL WINNER:** Cineworld acquisition of Cinema City International.

*Winner: Barclays, financial advisor to Cineworld.*

### EUROPE CROSS BORDER DEAL *of the* YEAR | MIDDLE MARKETS

**DEAL WINNER:** Lapmaster Group Holdings acquisition of Peter Wolters.

*Winner: Headwaters MB, financial advisor to Lapmaster Group.*

### EUROPE CROSS BORDER DEAL *of the* YEAR | SMALL MID MARKETS

**DEAL WINNER:** Systran acquisition by CSLi.

*Winner: Herbert Smith Freehills, legal advisor to CSLi.*

### EUROPE PRIVATE EQUITY DEAL *of the* YEAR | LARGE MID MARKETS

**DEAL WINNER:** Cinven acquisition of Gas Natural Fenosa Telecomunicaciones.

*Winner: 360 Corporate financial advisor to Cinven.*

### EUROPE PRIVATE EQUITY DEAL *of the* YEAR | MIDDLE MARKETS

**DEAL WINNER:** Investcorp acquisition of SPGPrints Group from Bencis Capital Partners.

*Winner: William Blair & Company, financial advisor to Bencis Capital.*

### EUROPE PRIVATE EQUITY DEAL *of the* YEAR | SMALL MID MARKETS

**DEAL WINNER:** The Riverside Company acquisition of Optima (dba Mec3).

*Winner: The Riverside Company.*

### EUROPE CORPORATE DEAL *of the* YEAR | SMALL MID MARKETS

**DEAL WINNER:** Mahindra Two Wheelers, a subsidiary of Mahindra & Mahindra acquisition of Peugeot Motorcycles. *Winner: Mahindra Group.*

### EUROPE CORPORATE DEAL *of the* YEAR | LARGE MID MARKETS

**DEAL WINNER:** Powszechny Zaklad Ubezpieczen (PZU) acquisition of RSA Group assets in Lithuania, Latvia, Estonia and Poland. *Winners Circle: Deutsche Bank, UBS.*

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### **MIDDLE EAST DEAL of the YEAR AWARDS WINNERS**

*Note: It is the deal that wins!*

#### **MIDDLE EAST DEAL of the YEAR**

**DEAL WINNER:** Fajr Capital led investor group acquisition of National Petroleum Services.

*Winner: Fajr Capital.*

#### **MIDDLE EAST CROSS BORDER DEAL of the YEAR**

**DEAL WINNER:** Millennium Offshore Services to acquire Seafox Group (Seafox).

*Winner: EFG-Hermes, financial advisor to Millennium Offshore Services.*

#### **MIDDLE EAST PRIVATE EQUITY DEAL of the YEAR**

**DEAL WINNER:** EFG Hermes Private Equity acquisition stake in EDPR France from EDP Renewables, subsidiary of Energias de Portugal Renovaveis.

*Winners Circle: Global Capital Finance, financial advisor to EFG Hermes Private Equity, EFG Hermes Private Equity.*

### **AFRICA DEAL of the YEAR AWARDS WINNERS**

*Note: It is the deal that wins!*

#### **AFRICA DEAL of the YEAR**

**DEAL WINNER:** Ethos Private Equity led investor group including Development Partners International and Public Investment Corporation acquisition of RTT Group.

*Winners Circle: Ethos Private Equity, Development Partners International, and ENS Africa.*

#### **AFRICA DEAL of the YEAR | SMALL MID MARKETS**

**DEAL WINNER:** FBN Insurance acquisition of Oasis Insurance.

*Winners Circle: FBN Insurance, FBN Capital.*

#### **AFRICA CROSS BORDER DEAL of the YEAR**

**DEAL WINNER:** The Foschini Group acquisition Phase Eight.

*Winner: ENS Africa legal advisor to The Foschini Group.*

#### **AFRICA CORPORATE DEAL of the YEAR**

**DEAL WINNER:** First Bank of Nigeria acquisition of West Africa Operations assets of ICB Group.

*Winner: FBN Capital.*

#### **AFRICA PRIVATE EQUITY DEAL of the YEAR**

**DEAL WINNER:** Kohlberg Kravis Roberts investment in Afriflora.

*Winner: KKR, maiden investment in Ethiopia based Afriflora, founded and operated by the Barnhoorn family.*

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**Plan AHEAD, SAVE the Date:**

**Thursday, MARCH 10<sup>th</sup>, 2016**

5<sup>th</sup> ANNUAL

EUROPE, MIDDLE EAST, AFRICA M&A ATLAS AWARDS GALA

Destination: London, United Kingdom.

- About** ▶ “Gold Standard of Performance”, the world’s most prestigious industry awards honors the best value creating deals and outstanding firms from the European, Middle East and the African middle market deal communities.
- Prestige** ▶ Winning the M&A Atlas Awards validates the deal team expertise and leadership for completing value generating deals and the firm’s preeminent position in the local, regional and global markets since winners are selected independently for the past 9 years.
- Winners Selection** ▶ **Deal award winners** are selected independently based on evaluative metrics such as – Transaction rationale, synergy, style; (2) value, structure; (3) markets, sectors; (4) transaction impact; (5) deal team expertise and leadership. **Firm award winners** are selected independently irrespective of league table rankings, based on technical performance criteria such as – track record, (2) regional market expertise; (3) team experience – sectors, leadership, etc.; (4) client service; and, (5) significantly, year to year improvements in terms of volume and values.
- Awards Gala** ▶ Winners are honored at the annual awards gala and dinner, trophy presentation ceremony. As always, winners and deal teams must attend the gala to accept the industry’s most “elegant and prized trophy”. Global M&A Network does not ship or sell trophies including to any registered guests who are unable to confirm alternative firm substitutes.

**2016** ▶ **NOMINATIONS: Global M&A Network will accept industry nominations beginning from September 10<sup>th</sup>, 2015 through December 31<sup>st</sup>, 2015.**

Industry professionals can enter nominations on behalf of their firms, colleagues or clients. There are no fees to nominate.

**QUALIFICATIONS:**

Deals must be above 5 million and below billion USD in size.  
Deals must be closed any time in the period of January 2015 – December 2015.

**VALIDATE YOUR Achievements,**

Details + Upcoming Info, visit: <https://globalmanetwork.com/europe-ma>

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