



THE 9<sup>th</sup> ANNUAL  
**AMERICAS | MIDDLE MARKETS**  
Gala Celebration: October 26, 2017 | New York.



NOMINATION DEADLINE: **August 25, 2017.**  
SEND COMPLETED FORMS to: [info@globalmanetwork.com](mailto:info@globalmanetwork.com) | FAX (USA): 212.918.9066

World's most prestigious AMERICAS M&A ATLAS AWARDS, exclusively honors the best value-creating deals, outstanding firms, top-performing dealmakers and illustrious leaders from the American mid-market business, investors, and deals communities.

**PRESTIGE:**

Winning the independently governed M&A ATLAS AWARDS equates to achieving the “*Gold Standard of Performance*” seal of endorsement, validating excellence, and the organizations preeminent status in the local, regional, and global markets because the winners are selected based on “deal performance metrics”.

**OBJECTIVE STANDARDS:**

Prestige emanates from the integrity of the process. Winners are judged by point-indexed scoring method based on the transaction performance criteria, which includes pre-and-post execution outcomes; style, synergies/negotiation; sector characteristics; regulation/jurisdictions; stakeholder/community value-creation; leadership; brand strength; etc. Significantly, the process excludes involvement by industry partners or vendors to insure a 100% conflict-free process; and to avoid any “pay for play” influences.

► **NOMINATE + GAIN ADVANTAGE:**

We encourage you to enter nominations on behalf of your organization, colleagues, and clients to gain advantage of being considered first and early notification per your nomination winner status. Nominees are awarded the prized winner trophy for the transactions nominated by them provided the respective transaction team member(s) attend the gala ceremony to accept their deal winner trophy.

► **ELIGIBILITY:**

Deals size must be above \$5 million to less than a \$1 billion. Deals must be closed in the timeframe: August 1, 2016 – July 30, 2017. Forms must be fully completed to be eligible and for expedited consideration.

► **SELECTION:**

Deal winners are selected independently from eligible list of competitors based on deal performance metrics, and additional criteria for unique award categories. Firms are selected from the short-list of finalists immaterial of league table rankings. Firm performance standards include track record of accomplishments - transactions, expertise, leadership, client service and year to year improvements, etc.

► **WINNERS GALA Celebration:**

Winners of the prestigious awards are officially honored at the gala and trophy presentation ceremony, held following the *Americas Growth Agenda, Business Intelligence Forum*. Winners must attend the industry-exclusive gala dinner to accept their treasured trophy.

► **WINNER TROPHY Presentation Polices:**

**FIRM AWARDS:** Any member of the firm is able to accept their outstanding firm winner trophy.

**LEADERS & DEALMAKERS:** Leaders and dealmakers must personally attend the gala to accept their winner trophy.

**DEAL AWARD WINNERS:** It is the DEAL that wins! Naturally each deal consists of several advisors.

Trophy presentation order - (1st) nominees gain advantage; along with corporate or private equity firms; followed by (2) Lead buy-side advisors; followed by (3) lead sell-side advisors; followed by (4) co-advisors.

**NOTE:** Advisory Firms' that are part of several winning transactions as is often the case, must confirm team members who worked on the respective winning transaction to accept their prized deal winner trophy.

Trophies: Kindly confirm your guest booking early since it takes 20 days to prepare your treasured trophy.

**TERMS:** By submitting the entry form the nominee agrees and accepts to the following in its entirety:

Global M&A Network (GM&AN) reserves the right to re-classify entries and/or eliminate awards categories. GM&AN may include the winners in its news releases, marketing or online materials.

**CONFIDENTIALITY:** GM&AN does not disclose any data/private info on the entry forms to any external parties.

**AWARDS GALA:** Nominees/winners must attend the awards ceremony to accept their winner trophy. GM&AN does not ship trophies including to any registered guest winners who may miss the awards gala dinner.

**AMERICAS GROWTH AGENDA Strategy + Solutions Forum | October 25-26, 2017, New York, USA.**

► ENQUIRIES, Kindly Contact: Raj Kashyap (USA) ☎ + 914.886.3085 ✉ [raj@globalmanetwork.com](mailto:raj@globalmanetwork.com)

► INFORMATION & PAST WINNERS: <https://globalmanetwork.com/americas-ma/>



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**VALUE CREATING DEAL AWARDS, ENTRY FORMS**

**AMERICAS DEAL** Categories: (North or South Americas)

- (1) Deal of the Year
- (2) Cross Border Deal of the Year
- (3) Corporate Deal of the Year
- (4) Private Equity Deal of the Year

**COUNTRY DEAL** Categories:

- (1) Brazil Deal of the Year
- (2) Canada Deal of the Year
- (3) Caribbean Deal of the Year
- (4) Mexico Deal of the Year
- (5) USA Deal of the Year

**AMERICAS INDUSTRY DEAL** Categories: (North or South Americas)

- (1) Consumer Deal of the Year (Goods, Entertainment, Food & Bev)
- (2) Energy Deal of the Year (Oil, Gas, Renewable, IT Services)
- (3) Financial Deal of the Year (including FinTech)
- (4) Healthcare Deal of the Year (including IT)
- (5) Industrials Deal of the Year (Goods, Biz Services, etc.)
- (6) Materials Deal of the Year (Resources, Mining, etc.)
- (7) Retail & Hospitality Deal of the Year
- (8) TMT Deal of the Year (Tech, Telecom, Media, etc.)
- (9) Transport & Logistics Deal of the Year
- (10) Utilities of the Year (Power, waste services, etc.)

**NOMINATION: One form per deal for consideration of all applicable categories.**

NOMINEE: Person filling and submitting this form. "C": Company; "N": Name.

|    |            |
|----|------------|
| C: | Firm Type: |
| N: | Title:     |
| E: | E:         |

**PART A: DEAL INFORMATION**

- (1) Transaction:
- (2) Country (Acquirer & Target):
- (3) Deal Size (Required: Actual or rounded in increments of \$5 million.):
- (4) Deal Close Date (month/year):
- (5) Sector:

**PART B: NOMINEE: DEAL TEAM LEADER** (Required. "N": Name. ("Leader" is primary advisor to deal/assignment.)

|    |        |
|----|--------|
| N: | Title: |
| E: | E:     |

**PART C: EXTERNAL REFERENCE.** (Required. "C": Company; "N": Name. (Hint, Client reference is best.)

|    |        |
|----|--------|
| N: | Title: |
| C: | E:     |

**PART D: ADVISORS.** (Required. "C": Company; "N": Name of advisor". N/A if no advisors were used for the deal.)

BUY-SIDE Lead Investment Bankers, Lawyers, Accounting/Due Diligence Advisors, as applicable:

|    |    |    |    |
|----|----|----|----|
| C: | N: | E: | E: |
| C: | N: | E: | E: |
| C: | N: | E: | E: |
| C: | N: | E: | E: |

SELL-SIDE Lead Investment Bankers, Lawyers, Accounting/Due Diligence Advisors, as applicable:

|    |    |    |    |
|----|----|----|----|
| C: | N: | E: | E: |
| C: | N: | E: | E: |
| C: | N: | E: | E: |
| C: | N: | E: | E: |

**OPTIONAL:** In short, list top 3 reasons why the transaction creates value and is a worthy winner.

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**OUTSTANDING INVESTORS AWARDS, ENTRY FORMS**

**AMERICAS INVESTOR** *Categories:*

- (1) America Institutional Investor of the Year (LP with focused investment strategy in North America.)
- (2) America Infrastructure Investor of the Year
- (3) America Private Equity Firm of the Year | Large Mid Markets (Focus North America. Excludes Latin America.)
- (4) America Private Equity Firm of the Year | Small Middle Markets (Focus North America. Excludes Latin America.)
- (5) Latin America Private Equity Firm of the Year
- (6) Latin America Infrastructure Investor of the Year

**COUNTRY INVESTOR** *Categories:*

- (7) Canada Private Equity Firm of the Year
- (8) Mexico Private Equity Firm of the Year
- (9) USA Private Equity Firm of the Year
- (10) USA Lender of the Year

**NOMINATION:** One form per firm for consideration of all categories. Forms must be fully completed.

**Note:** We encourage your nominations for consideration. Secondly, Global M&A Network will release list of firm finalists.

NOMINEE: Person filling and submitting the form. "C": Company; "N": Name.

|    |            |
|----|------------|
| C: | Firm Type: |
| N: | Title:     |
| E: | E:         |

**PART A: FIRM Information**

- (1) Nominated Firm:
- (2) Award Category:
- (3) Total Number and approximate Value of deals closed in 2017:
- (4) Firm Headquarters, City and Country:
- (5) List top acquisition or investment transaction closed in 2017.

**PART B: PRACTICE HEAD** (Required. "C": Company; "N": Name.)

|    |            |
|----|------------|
| C: | Firm Type: |
| N: | Title:     |
| E: | E:         |

**PART C: EXTERNAL REFERENCE** (Required. "C": Company; "N": Name. (Hint, Client reference is best.)

|    |        |
|----|--------|
| N: | Title: |
| C  | E      |

OPTIONAL. Describe top 3 reasons why the nominated firm is a worthy winner. Hint: Include testimony from clients or peers. (50 words or less. DO NOT exceed the word limit.)

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**OUTSTANDING M&A INVESTMENT BANK AWARDS, ENTRY FORMS**

**AMERICAS Categories:**

- (1) America Investment Bank of the Year
- (2) Latin America Investment Bank of the Year
- (3) America Global Middle Market Investment Bank of the Year (Firm must have local presence in 3 or more global markets)
- (4) America Global Small-Mid Market Investment Bank of the Year (Firm must have local presence in 3 or more global markets)

**COUNTRY Categories (Middle Markets):**

- (1) Brazil Investment Bank of the Year
- (2) Canada Investment Bank of the Year
- (3) U.S.A Investment Bank of the Year

**USA BOUTIQUE INVESTMENT BANKS by SECTOR:**

- (1) ESOP Investment Bank of the Year
- (2) Energy Investment Bank of the Year
- (3) Healthcare Investment Bank of the Year
- (4) Technology Investment Bank of the Year
- (5) Private Equity M&A Investment Bank of the Year

**NOMINATION: One Form per Firm** for consideration of all categories. Forms must be fully completed.

**Note:** We encourage you to nominate and gain advantage per our consideration. Secondly, Global M&A Network will release list of firm finalists. League table rankings do not factor in the selection of the winner.

NOMINEE: Person filling and submitting the form. "C": Company; "N": Name.

|    |            |
|----|------------|
| C: | Firm Type: |
| N: | Title:     |
| ☎: | ☎:         |

**PART A: FIRM Information**

- (1) Nominated Firm:
- (2) Award Categories:
- (3) Total Number and Value of deals closed in 2017:
- (4) Firm Headquarters, City and Country:
- (5) List top 2 transactions closed in 2017.

DEAL 1:

DEAL 2:

**PART B: PRACTICE HEAD (Required. "C": Company; "N": Name.)**

|    |            |
|----|------------|
| C: | Firm Type: |
| N: | Title:     |
| ☎: | ☎:         |

**PART C: EXTERNAL REFERENCE (Required. "C": Company; "N": Name. (Hint, Client reference is best.)**

|    |        |
|----|--------|
| N: | Title: |
| C  | ☎      |

OPTIONAL. Describe top 3 reasons why the nominated firm is a worthy winner. Hint: Include testimony from clients or peers. (50 words or less. DO NOT exceed the word limit.)

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**OUTSTANDING M&A LAW FIRM AWARDS, ENTRY FORMS**

**AMERICAS Categories:**

- (1) America Law Firm of the Year
- (2) Latin America Law Firm of the Year

**COUNTRY Categories:**

- (4) Brazil Law Firm of the Year
- (5) Canada Law Firm of the Year
- (6) Mexico Law Firm of the Year
- (7) U.S.A Law Firm of the Year

**USA MID-MARKET LAW FIRM by SECTOR:**

- (1) ESOP Law Firm of the Year
- (2) Energy Law Firm of the Year
- (3) Healthcare & Life Sciences Law Firm of the Year
- (4) Technology Law Firm of the Year

**NOMINATION: One Form per Firm** for consideration of all categories. Forms must be fully completed.

**Note:** We encourage you to nominate and gain advantage per our consideration. Secondly, Global M&A Network will release list of firm finalists. League table rankings do not factor in the selection of the winner.

NOMINEE – Person filling and submitting the form. “C”: Company; “N”: Name.

|           |            |
|-----------|------------|
| <b>C:</b> | Firm Type: |
| <b>N:</b> | Title:     |
| <b>E:</b> | <b>A:</b>  |

**PART A: FIRM Information**

- (1) Nominated Firm:
- (2) Award Categories:
- (3) Total Number and Value of deals closed in 2017:
- (4) Firm Headquarters, City and Country:
- (5) List top 2 transactions closed in 2017.

DEAL 1:

DEAL 2:

**PART B: PRACTICE HEAD (Required. “C”: Company; “N”: Name.)**

|           |            |
|-----------|------------|
| <b>C:</b> | Firm Type: |
| <b>N:</b> | Title:     |
| <b>E:</b> | <b>A:</b>  |

**PART C: EXTERNAL REFERENCE (Required. “C”: Company; “N”: Name. (Hint, Client reference is best.)**

|           |          |
|-----------|----------|
| <b>N:</b> | Title:   |
| <b>C</b>  | <b>E</b> |

OPTIONAL. Describe top 3 reasons why the nominated firm is a worthy winner. Hint: Include testimony from clients or peers. **(50 words or less. DO NOT exceed the word limit.)**

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**OUTSTANDING M&A SERVICES FIRM AWARDS, ENTRY FORMS**

**AMERICAS Categories:**

- (1) M&A Accounting and Tax Firm *of the Year*
- (2) Valuations Firm *of the Year*
- (3) Virtual Data Room Firm *of the Year*

**NOMINATION: One Form per Firm** for consideration of all categories. Forms must be fully completed.

**Note:** We encourage you to nominate and gain advantage per our consideration. Secondly, Global M&A Network will release list of firm finalists. League table rankings do not factor in the selection of the winner.

NOMINEE: Person filling and submitting the form. "C": Company; "N": Name.

|    |            |
|----|------------|
| C: | Firm Type: |
| N: | Title:     |
| ☎: | ☎:         |

**PART A: FIRM Information**

- (1) Nominated Firm:
- (2) Award Categories:
- (3) Total Number and Value of deals closed in 2017:
- (4) Firm Headquarters, City and Country:
- (5) List top 2 transactions closed in 2017.

DEAL 1:

DEAL 2:

**PART B: PRACTICE HEAD (Required. "C": Company; "N": Name.)**

|    |            |
|----|------------|
| C: | Firm Type: |
| N: | Title:     |
| ☎: | ☎:         |

**PART C: EXTERNAL REFERENCE (Required. "C": Company; "N": Name. (Hint, Client reference is best.)**

|    |        |
|----|--------|
| N: | Title: |
| C: | ☎:     |

OPTIONAL. Describe top 3 reasons why the nominated firm is a worthy winner. Hint: Include testimony from clients or peers. (50 words or less. DO NOT exceed the word limit.)

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**TOP PERFORMING DEAL MAKER AWARDS, ENTRY FORMS**

Prestigious accolade is presented to a single deal-team leader on behalf of the firm for closing an outstanding, value-generating transaction. The nominee must attend the gala ceremony to accept the winner trophy.

**AMERICAS & LATIN AMERICA Categories:**

- (1) Corporate Deal Team *of the Year*
- (2) Private Equity Deal Team *of the Year*
- (3) Investment Banker *of the Year*
- (4) Lawyer *of the Year*
- (5) Boutique Investment Banker *of the Year*

**NOMINATION:** One Form per Dealmaker nominee. Forms must be fully completed.

NOMINEE: Person filling and submitting the form. "C": Company; "N": Name.

|    |            |
|----|------------|
| C: | Firm Type: |
| N: | Title:     |
| E: | F:         |

**PART A:**

- (1) Award Category:
- (2) Nominee Full Name:
- (3) Nominee Title:
- (4) Company
- (5) Nominee Phone:
- (6) Nominee Email:
- (7) List top transaction closed by the nominee in 2017.

**PART B: PRACTICE HEAD (Required. "C": Company; "N": Name.)**

|    |            |
|----|------------|
| C: | Firm Type: |
| N: | Title:     |
| E: | F:         |

**PART C: EXTERNAL REFERENCE (Required. "C": Company; "N": Name. (Hint, Client reference is best.)**

|    |        |
|----|--------|
| N: | Title: |
| C  | E      |

OPTIONAL. Describe below why the nominee firm is a worthy winner. Hint: Include testimony from clients or peers. (50 words or less. DO NOT exceed the word limit.)

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**ILLUSTRIOUS LEADERSHIP ACHIEVEMENT AWARDS ENTRY FORM**

Growth Leadership Achievement Award is the highest honor bestowed to an accomplished and an illustrious c-level executive in admiration of their management skills, bold vision and contributions made to advance and grow their respective organizations, industries and markets. Moreover, the award validates the organizations' preeminent status in the local, regional, and international markets.

**Corporate Growth Leadership Awardee:** Presented to CEO, chairman or founder of a public or private corporate entity for delivering growth including via M&A, JV, R&D investment strategies. The recipient must be with the respective organization for 5 years or more.

**Private Equity Growth Leadership Awardee:** Presented to CEO, founder, managing partner of private equity firm for consistently creating value and track record of outstanding firm performance. The recipient must be with the respective organization for 10 years or more.

**M&A Leadership Awardee:** Presented to a skillful investment banker, lawyer or industry professional with over 15 years of experience for their expertise, client service and contributions made in the M&A industries. The recipient must be with the respective organization for 10 years or more.

**Women Leadership Awardee:** Presented to a senior executive with over 10 years of experience from the North America mid-market M&A deal industries in recognition of her long-standing record of accomplishments, as well as contributions made in the industry.

**Lifetime Leadership Awardee:** Tribute to a veteran professional from private equity, investment bank or legal deal community with over 20 years of illustrious experience as well as unique contributions made in the industry.

**NOMINATION:** One form per Leader nominee. Forms must be fully completed.

NOMINEE: Person filling and submitting the form. "C": Company; "N": Name.

|    |            |
|----|------------|
| C: | Firm Type: |
| N: | Title:     |
| E: | A:         |

**PART A: LEADERSHIP AWARD Nominee Information.**

- (1) Award Category:
- (2) Name:
- (3) Title:
- (4) Company:
- (5) Telephone:
- (6) Email:
- (7) Number of years at the firm and industry:

**PART B: EXTERNAL REFERENCE (Required. "C": Company; "N": Name. (Hint, Client reference is best.)**

|    |            |
|----|------------|
| N: | Title:     |
| C: | Firm Type: |
| E: | A:         |

MILESTONES: (Optional) List in **50 words or less**, key growth initiatives delivered by the nominee.

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