



THE M&A  
ATLAS®  
A W A R D S

## GLOBAL MAJOR MARKETS

CONGRATULATIONS:

DEAL WINNERS *of the* YEAR, 2017  
OUTSTANDING FIRM FINALISTS

### 9<sup>th</sup> ANNUAL NETWORKING GALA & DINNER CEREMONY

**6.00 pm, November 2<sup>nd</sup>, 2017.  
Intrepid Museum, New York, USA.**



Global M&A Network congratulates deal awards winners and distinguished group of outstanding firm finalists for the one and only, M&A ATLAS AWARDS, Global Major Markets.

World's most prestigious awards, honors excellence exclusively for executing growth-generating, transformational transactions valued above a billion dollars from all corners of the globe.

In a highly competitive process, 396 transactions were analyzed per eligibility standards to compete in various categories of global industry, regional, private equity, corporate, cross border, and global "Deal of the Year" award winners.

#### **PRESTIGE:**

Winning the award equates to achieving the "Gold Standard of Performance" seal of endorsement, validating excellence, and preeminent status in the local, regional or global markets since winners are selected on "transaction performance merits", team expertise and record of accomplishments.

#### **WHAT to DO? NEXT STEPS.**

Congrats on making the distinguished group of winners.

Please contact us for additional information.

Significantly, as an advisor to the winning transaction, kindly confirm your deal team and firm guest registrations for the awards gala ceremony to accept your treasured winner trophy.

Enquiries or Gala Dinner Bookings, Contact:

Raj Kashyap (US) ☎ 914.886.3085 ✉ [raj@globalmanetwork.com](mailto:raj@globalmanetwork.com)

**NOTE:** The awards gala is held in conjunction with the **Americas Growth Forum during the day at Sheraton Times Square**, and Americas M&A Awards Gala. Winners are invited to the forum.

HOST:

globalM&Anetwork  
perfecting global opportunities



# THE M&A ATLAS AWARDS



**9<sup>th</sup> ANNUAL GALA & DINNER CEREMONY**  
*6.00 pm, November 2<sup>nd</sup>, 2017, Intrepid Museum, NY.*

## **GLOBAL INDUSTRIES** *Deal Awards Winners*

### **GLOBAL CONSUMER GOODS DEAL** *of the YEAR*

**WINNER:** Coty acquisition of Beauty Brands from Procter & Gamble Company.

### **GLOBAL ENERGY & SERVICES DEAL** *of the YEAR*

**WINNER:** Schumberg acquisition of Cameron International.

### **GLOBAL ENTERTAINMENT & MEDIA DEAL** *of the YEAR*

**WINNER:** NBC Universal, subsidiary of Comcast acquisition of DreamWorks Animation SKG.

### **GLOBAL e-COMMERCE DEAL** *of the YEAR*

**WINNER:** Walmart acquisition of Jet.com.

### **GLOBAL FINANCIAL SERVICES DEAL** *of the YEAR*

**WINNER:** CBOE acquisition of Bats Global Markets.

### **GLOBAL INDUSTRIALS DEAL** *of the YEAR*

**WINNER:** Johnson Controls acquisition of Tyco International.

### **GLOBAL PHARMA & HEALTHCARE DEAL** *of the YEAR*

**WINNER:** Abbott acquisition of St. Jude Medical.

### **GLOBAL RETAIL & SERVICES DEAL** *of the YEAR*

**WINNER:** Royal Ahold acquisition of Delhaize Group (Ahold Delhaize).

### **GLOBAL RENEWABLE ENERGY DEAL** *of the YEAR*

**WINNER:** Tesla acquisition of SolarCity.

### **GLOBAL TECHNOLOGY DEAL** *of the YEAR*

**WINNER:** Microsoft acquisition of LinkedIn.

### **GLOBAL TELECOM DEAL** *of the YEAR*

**WINNER:** Altice acquisition of Cablevision.

### **GLOBAL TRANSPORT DEAL** *of the YEAR*

**WINNER:** Alaska Air Group acquisition of Virgin America.

### **GLOBAL UTILITIES & SERVICES DEAL** *of the YEAR*

**WINNER:** Waste Connections merger with Progressive Waste Solutions (Waste Connections).

*Standards: Best Growth-Generating Transformational Transaction by Global Industry Sectors and Sub-Sectors.*

**Note:**

Winners are officially honored at the industry-exclusive gala dinner. Deal-team advisors by firm must register and attend for the gala ceremony to accept their treasured trophy. M&A Atlas Awards, Global Major Markets Gala is held in conjunction with Americas Growth Forum and Americas M&A Awards Gala on November 2, 2017 in New York.

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## REGIONAL

### *Deal Awards Winners*

ASIA PACIFIC DEAL *of the YEAR* | Above \$5 billion.

**WINNER:** Tencent acquisition of Supercell.

ASIA PACIFIC DEAL *of the YEAR* | Above \$1 billion, below \$5 billion.

**WINNER:** Reliance Infratel demerger from Reliance Communications and acquisition of majority stake by Brookfield Infrastructure Group.

ASIA PACIFIC PRIVATE EQUITY DEAL *of the YEAR*

**WINNER:** CVC Capital and management led take-private of Nirvana Asia.

EUROPE DEAL *of the YEAR* | Above \$15 billion.

**WINNER:** 3 Italia mergers with Wind Telecom joint venture held of CK Hutchison and VimpelCom.

EUROPE DEAL *of the YEAR* | Above \$1 billion, below \$15 billion.

**WINNER:** Air Liquide acquisition of Airgas.

EUROPE PRIVATE EQUITY DEAL *of the YEAR*

**WINNER:** EQT acquisition of Kuoni Travel Holding.

MIDDLE EAST DEAL *of the YEAR*

**WINNER:** Qatar National Bank acquisition of Finansbank.

AMERICA DEAL *of the YEAR* | Above \$25 billion.

**WINNER:** Enbridge merger Spectra Energy.

AMERICA DEAL *of the YEAR* | \$10 billion to \$25 billion.

**WINNER:** Newell Rubbermaid acquisition of Jarden Corporation.

AMERICA DEAL *of the YEAR* | Above \$1 billion, below \$10 billion.

**WINNER:** Algonquin Power & Utilities Corp. acquisition of The Empire District Electric Company.

AMERICA PRIVATE EQUITY DEAL *of the YEAR*

**WINNER:** Investor group including Investcorp, CDPQ and PSP Investments management-led acquisition of AlixPartners from CVC Capital.

*Standards: Best Growth-Generating Transformational Transaction by Region.*

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## REGIONAL

### *Deal Awards Winners*

**LATIN AMERICA DEAL of the YEAR** | Above \$5 billion.

**WINNER:** Banco Bradesco acquisition of HSBC Brasil assets from HSBC.

**LATIN AMERICA DEAL of the YEAR** | Above \$1 billion, below \$5 billion

**WINNER:** Pampa Energía acquisition of Petrobras Argentina.

## AMERICAS COUNTRY

### *Deal Awards Winners*

**BRAZIL DEAL of the YEAR**

**WINNER:** BM&F BOVESPA acquisition of CETIP.

**CANADA DEAL of the YEAR**

**WINNER:** Lowe's Companies acquisition of Rona.

**MEXICO DEAL of the YEAR**

**WINNER:** Linzor Capital Partners acquisition of the GE Capital Mexico business.

**U.S.A DEAL of the YEAR** | Above \$25 billion.

**WINNER:** Charter Communications acquisition of Time Warner Cable, including acquisition of Bright House Networks (Spectrum).

**U.S.A DEAL of the YEAR** | \$15 billion, below \$25 billion.

**WINNER:** Envision Healthcare acquisition of AMSURG.

**U.S.A DEAL of the YEAR** | \$5 billion, below \$15 billion.

**WINNER:** Southern Company acquisition of AGL Resources.

**U.S.A DEAL of the YEAR** | Above \$1 billion, below \$5 billion.

**WINNER:** Cash America International merger with FirstCash Financial Services.

*Standards: Best Growth-Generating Transformational Transaction by Region.*

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## GLOBAL CORPORATE

*Deal Awards Winners*

**GLOBAL CORPORATE DEAL of the YEAR** | Above \$15 billion.

**WINNER:** Visa acquisition of Visa Europe.

**GLOBAL CORPORATE DEAL of the YEAR** | Above \$5 billion, below \$15 billion.

**WINNER:** Ball acquisition of Rexam, and sale of assets in Europe, Brazil and United States to Ardagh.

**GLOBAL CORPORATE DEAL of the YEAR** | Above \$1 billion, below \$5 billion.

**WINNER:** NTT Data acquisition of Dell IT Services unit (formerly Perot Systems).

*Standards: Growth-Generating Transformational Strategic Transaction from Any Part of the World.*

## GLOBAL INVESTOR

*Deal Awards Winners*

**GLOBAL PRIVATE EQUITY DEAL of the YEAR**

**WINNER:** Apollo Global acquisition of The ADT Corporation.

**GLOBAL INFRASTRUCTURE DEAL of the YEAR**

**WINNER:** Brookfield Infrastructure Partners and Qube Holdings led consortium including Global Infrastructure Partners, British Columbia Investment Management Corporation, Canada Pension Plan Investment Board, CIC Capital, GIC Private and Qatar Investment Authority acquisition of Asciano.

*Standards: Value-Creating transaction, Exemplifying the Characteristics of Assets Acquired by Alternative Investors.*

## CROSS BORDER

*Deal Awards Winners*

**CROSS BORDER DEAL of the YEAR** | Above \$15 billion.

**WINNER:** SoftBank acquisition of ARM Holdings.

**CROSS BORDER DEAL of the YEAR** | \$5 billion to \$15 billion.

**WINNER:** Qingdao Haier acquisition of GE Appliance Business from General Electric.

**CROSS BORDER DEAL of the YEAR** | Above \$1 billion, below \$5 billion.

**WINNER:** Steinhoff International acquisition of Mattress Firm Holding.

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## EMERGING MARKETS

*Deal Awards Winners*

**EMERGING MARKETS DEAL of the YEAR** | Above \$5 billion.

**WINNER:** Rosneft led group including Trafigura and United Capital acquisition of Essar Oil from Essar Group.

**EMERGING MARKETS DEAL of the YEAR** | Above \$1 billion, below \$5 billion.

**WINNER:** Solb Misr acquisition by National Service Authority.

*Emerging Markets Standards: Growth-Generating Transformational Transaction involving Parties from Developing Markets.*

## GLOBAL

*Deal Awards Winners*

**GLOBAL DEAL of the YEAR** | Above \$100 billion.

**WINNER:** Anheuser-Busch InBev acquisition of SABMiller, and divestment of assets including MillerCoors joint venture acquisition by Molson Coors, and Asahi Group acquisition of select European Brands.

**GLOBAL DEAL of the YEAR** | \$50 billion, below \$100 billion.

**WINNER:** Dell, MSD Partners and Silver Lake acquisition of EMC.

**GLOBAL DEAL of the YEAR** | \$25 billion, below \$50 billion.

**WINNER:** Shire acquisition of Baxalta.

**GLOBAL DEAL of the YEAR** | \$10 billion, below \$25 billion.

**WINNER:** Marriott International acquisition of Starwood Hotels & Resorts Worldwide.

**GLOBAL DEAL of the YEAR** | \$5 billion, below \$10 billion.

**WINNER:** Samsung Electronics acquisition of Harman International.

**GLOBAL DEAL of the YEAR** | \$1 billion, below \$5 billion.

**WINNER:** Samsonite International acquisition of Tumi.

*Standards: Growth-Generating Transformational Transaction Impacting Several International Markets.*

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## OUTSTANDING INVESTORS

*Distinguished Awards Finalists:*

### GLOBAL INSTITUTIONAL INVESTOR *of the YEAR*

CIC Capital  
Canada Pension Plan Investment Board  
Caisse de dépôt et placement du Québec  
GIC Special Investments  
Qatar Investment Authority

*Evaluation Standards: Public funds investing direct or co-investing with private equity and/or alternative investors, worldwide.*

### GLOBAL PRIVATE EQUITY FIRM *of the YEAR*

Apollo Global Management  
CVC Capital Partners  
Kohlberg Kravis Roberts  
The Blackstone Group  
TPG Capital

### GLOBAL INFRASTRUCTURE INVESTOR *of the YEAR*

Brookfield  
Global Infrastructure Partners  
I Squared Capital  
Macquarie  
Partners Group

*Firm Performance Evaluation Standards: (1) Notable transactions closed in the stated timeframe; (2) Presence in world markets, team expertise and leadership, plus investments and exits transactions record of accomplishment.*

## OUTSTANDING INVESTMENT BANKS

*Distinguished Awards Finalists:*

### GLOBAL M&A INVESTMENT BANK *of the YEAR*

Bank of America Merrill Lynch  
Barclays  
Goldman Sachs  
J.P Morgan  
Lazard  
Morgan Stanley

### EMERGING MARKETS M&A INVESTMENT BANK *of the YEAR*

Bank of America Merrill Lynch  
Citigroup  
Goldman Sachs  
J.P Morgan  
UBS Investment Bank

### INDEPENDENT M&A INVESTMENT BANK *of the YEAR*

Allen & Co  
Centerview  
Evercore  
Guggenheim Securities  
PJT Partners

*Firm Performance Evaluation Standards: (1) Outcome of top closed transactions valued above a billion USD; (2) Year to year improvements; (3) Global markets presence (3 plus regions); cross-border expertise, team leadership, record of executing transactions, and client service.*

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## **OUTSTANDING LAW FIRMS**

*Distinguished Awards Finalists:*

### **GLOBAL M&A**

**LAW FIRM of the YEAR**

Freshfields Bruckhaus Deringer  
Linklaters  
Simpson Thacher & Bartlett  
Skadden Arps Slate Meagher & Flom  
Sullivan & Cromwell

### **EMERGING MARKETS M&A**

**LAW FIRM of the YEAR**

Allen & Overy  
Davis Polk & Wardwell  
Freshfields Bruckhaus Deringer  
King & Wood Malleson  
Linklaters

*Firm Performance Evaluation Standards: (1) Outcome of top closed transactions valued above a billion USD; (2) Year to year improvements; (3) Global markets presence (3 plus regions); cross-border expertise, team leadership, record of executing transactions, and client service.*

## **OUTSTANDING SERVICE PROVIDERS**

*Distinguished Awards Finalists:*

### **GLOBAL M&A TAX ADVISOR of the YEAR**

Deloitte  
Ernst & Young  
KPMG  
PwC

### **GLOBAL STRATEGY CONSULTING**

**FIRM of the YEAR**

Accenture  
Bain & Company  
McKinsey & Co  
Boston Consulting Group  
PwC Strategy

### **GLOBAL M&A PUBLIC RELATIONS**

**FIRM of the YEAR**

Brunswick Group  
Finsbury  
FTI Strategic Communications  
Joele Frank Wilkinson Brimmer Katcher  
Sard Verbinnen & Co

*Firm Performance Evaluation Standards: (1) Outcome of closed transactions valued above a billion USD; (2) Year to year improvements; (3) Global markets presence (3 plus regions); cross-border expertise, team leadership, client service and track record of accomplishment.*

### **GLOBAL M&A VIRTUAL DATA ROOM**

**FIRM of the YEAR**

**WINNER:**

**Venue® Data Rooms, Donnelley Financial Solutions**

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NOVEMBER 2, 2017 | Intrepid Museum, New York, USA.

## RELEVANT INFORMATION

World's most prestigious award honors excellence from the deal communities singularly for transactions valued above a billion USD in size from all corners of the globe. The independently governed awards recognize achievements in the categories of best value-creating deals, outstanding firms, top-performing professionals, and illustrious growth leaders.

### INDEPENDENT GOVERNANCE & STANDARDS

Prestige emanates from the integrity of the process. Winners are judged by point-indexed scoring method based on the transaction criteria that includes pre-and-post execution outcome; deal style/negotiation; sector complexities; regulation/jurisdictions; stakeholder/community value impact; leadership; brand strength; etc.

Significantly, the process does not involve industry partners or vendors to insure a 100% conflict-free process. We do not accept awards gala sponsorship from industry advisors to avoid any "pay for play" influences.

### TROPHY PRESENTATION POLICY

Winners are honored at the annual gala ceremony. Following is the prized trophy presentation policy:

**LEADERS & PROFESSIONALS:** Recipient **must personally** accept their treasured trophy at the gala ceremony.

**OUTSTANDING FIRMS:** Team members can accept their outstanding firm winner trophy on behalf of the organization.

**TRANSACTIONS:** It is deal that wins, and naturally consists of several advisors.

1. Nominee Advantage. Awarded the prized winner trophy for the transactions nominated by them provided the respective transaction team members attend the gala ceremony to accept their deal winner trophy.
2. Corporate and Asset Acquirers. We notify and invite all the relevant organizations as part of the winning deal.
3. Buy-side Advisors: Primary financial, legal, deal advisors, *followed by*
4. Target Sell-Side Advisors: Primary financial, legal, deal advisors to the seller, *followed by*
5. Co- or secondary transactional advisors.

**NOTE:** Advisory Firms' that are part of several winning transactions must confirm deal-team members who worked on the winning transaction to accept their winner trophy.

### AWARDS GALA GUEST GUIDE

Welcome to the annual celebration of the world's most exclusive, competitive, and prestigious industry awards. The following guide will prepare you enjoy, connect and celebrate your achievements.

- ATTENDANCE:** Prior confirmation is required. Registration includes networking cocktail reception, tour of the USS Intrepid Museum, and three-course dinner inclusive of tax and transaction costs. Check-in: Business card is required.
- VENUE:** **Iconic, Intrepid Sea, Air & Space Museum**, located on Pier 86, West 46th St and 12th Ave, New York city. Phone: 212-245-0072. We recommend cab or car service to get at the Intrepid. There is a security check. Museum tour including the space pavilion is prior to dinner at 7 pm.
- ATTIRE:** Black-tie for the awards gala celebrations. Business attire for the day meeting.
- WINNER Remarks:** Deal and firm awards winner remarks is limited to 2 minutes. Leaders and professional award winners kindly limit your award acceptance remarks to maximum of 5 minutes.
- PHOTOS:** Photographer is available for personal photos with colleagues, family, or friends throughout the evening. Electronic files sent 3-5 day's post gala free of any fees.
- TROPHY:** Yes...the trophy is made of crystal and breakable Custom box is available for secure transport. We do not ship trophies including to any registered winners who may miss the gala. It is best to register a few firm guests to accept the trophy on behalf of the firm or deal team.
- PROMOTION:** "Winners Circle" official press release is made available within 24 hours, along with logo and testimonial comments as requested. Firms' attending the gala are acknowledged on all the winning deals advised by the firm regardless of having received the winner trophy.
- Global or Local**
- CONTACT:** Raj Kashyap (USA) ☎ 914.886.3085 ✉ [raj@globalmanetwork.com](mailto:raj@globalmanetwork.com)

HOST:

