# AMERICAS MIDDLE MARKETS M&A ATLAS

AWARDS GALA CEREMONY | October 24, 2012, New York, USA

## CONGRATULATIONS *to* 2012 FINALISTS

**September 30, 2012. NEW YORK:** Global M&A Network enthusiastically announces the 2012 FINALISTS for the Americas M&A awards. To win at the AMERICAS M&A ATLAS awards is the ultimate mark of excellence as the winners are selected independently based on deal performance metrics.
For 2012, a record number of 497 deals were evaluated!

AMERICAS M&A ATLAS AWARDS: Part of the prestigious M&A ATLAS AWARDS global brand, the annual awards honors outstanding firms, top deals and influential dealmakers from the North and South American mergers, acquisitions, private equity and corporate deal communities.

GOLD STANDARD *of* PERFORMANCE, the awards recognizes excellence based on identifiable performance metrics such as deal novelty and structure; sector and market complexities; jurisdictional intricacies; professional leadership; resourcefulness; among other criteria.

WINNERS are revealed for the 1st time at the awards gala ceremony held on October 24, 2012 following the AMERICAS M&A INTELLIGENCE FORUM meeting. Finalists and nominee representatives must attend the awards gala ceremony to be officially recognized by accepting their trophy.

NOMINATIONS PROCESS: We thank a number of industry firm's for submitting their nominations. Secondly, our team conducts its own research and due diligence and qualifies top deals as finalists.

### WHAT to DO if you are among the FINALISTS LIST?

Many congratulations on making the finalist circle list. Significantly, confirm your corporate table or individual delegate guest reservations for the forum and awards gala dinner. It is an excellent occasion to invite clients, colleagues, family and friends to celebrate the moment!

educate, connect, transform YOUR brand

AMERICAS MIDDLE MARKETS
M&A | 2012
October 24. | New York, NY, USA

- Intelligence Forum
- Awards Gala Dinner

PROGRAM OVERVIEW (Working Copy, Subject to revisions)

**JOIN** the interactive discussion about why the M&A deals have stalled this year - is it the economy, elections, regulation, valuations, or lack of solid targets? All the while, will 2013 see a rise in deal activity since corporations are under pressure to perform and financial buyers need to put cash to work or exit their holdings.

| | |
|---|---|
| **2.15 pm:** | Registration, Afternoon Snacks & Refreshments. |
| **3.00 - 3.50 pm:** | **AMERICAS MID MARKET M&A:** *From Today to Tomorrow.*<br>WHAT's Holding Up the Deal Activity? and, importantly, WHAT to anticipate the year ahead?. |
| **3.50 - 4.30 pm:** | **CROSS BORDER M&A INTELLIGENCE,** *Managing Deal Execution*<br>What buyers and sellers need to know about conducting a rigorous due diligence to ascertain risks, including in cross-border transactions. |
| **4.30 - 5.30 pm:** | **CORPORATE M&A OUTLOOK 2013**<br>Hear from active corporate development officers on how they are formulating their M&A strategies the year ahead. |
| **5.30 - 9.30 pm:** | **AMERICAS MIDDLE MARKET M&A ATLAS AWARDS GALA CEREMONY** |



► Contact: Raj Kashyap, Managing Partner P: 914.886.3085 E: raj@globalmanetwork.com
► Contact: Adam Freindlich, VP, Client Relations. P: 917-859-2734 E: adam@globalmanetwork.com

# CONGRATULATIONS *to* 2012 FINALISTS

## NORTH AMERICA PRIVATE EQUITY FIRM *of the* YEAR

EVALUATIVE CRITERIA: *(1) At least two notable acquisitions or sale transactions completed including any growth transactions completed by portfolio companies; (2) Focused buyout strategy in North America; (5) Team leadership, expertise and track record.*

GTCR Golder Rauner
Genstar Capital
Kelso & Company
ONCAP, mid market arm of Onex Partners
Platinum Equity

## NORTH AMERICA PRIVATE EQUITY FIRM *of the* YEAR | SMALL MID MARKETS

EVALUATIVE CRITERIA: *(1) SMALL MID MARKETS qualified as executing deals with equity invested predominately in the range between $50 to $5 million; (2) At least two notable acquisitions or sale transactions completed including any growth transactions completed by portfolio companies; (3) Focused buyout strategy in North America; (4) Team leadership, expertise and track record.*

Audax Private Equity
H.I.G. Capital
Kinderhook Industries
Grey Mountain Partners
The Riverside Company

## SOUTH AMERICA PRIVATE EQUITY FIRM *of the* YEAR

EVALUATIVE CRITERIA: *(1) At least one notable acquisitions or sale transactions completed including any growth transactions completed by portfolio companies; (3) Focused buyout strategy in South America; (4) Team leadership, expertise and track record.*

ACON Investments
Actis
General Atlantic
Stratus Private Equity
Vinci Partners

## TOP 10 NORTH AMERICA BOUTIQUE M&A INVESTMENT BANK *of the* YEAR

EVALUATIVE CRITERIA: *(1) Notable transaction completed in the previous 12 months; (2) "Boutique" firm is qualified by specialization by (a) deal size; (b) sector advisory focus; (c) unique cross-border advisory capabilities; (3) Improvement in terms of volume and values on deals from 2011.*

BB&T Capital Partners
Corporate Finance Associates
GCA Savvian Group
McColl Partners
Stephens Inc.
Business Development Asia
Capstone Partners
Greene Holcomb & Fisher
Roth Capital Partners
Woodbridge International

## TOP 10 NORTH AMERICA M&A INVESTMENT BANK *of the* YEAR

EVALUATIVE CRITERIA: *(1) Notable transaction completed in the stated timeframe; (2) Mid-market segment qualified as advising predominately in deal size ranging above $5 million to $500 million, (3) Improvement in terms of volume and values on deals advised from 2012; (4) Diversity on deals closed across various industry sectors; (5) Dedicated North America team presence.*

Harris Williams & Company
Jefferies & Company
Lincoln International
RBC Capital Markets
Stifel Financial Group
Houlihan Lokey Howard & Zukin
Lazard Middle Markets
Robert W. Baird & Co.
Sagent Advisors
William Blair & Company



► Contact: Raj Kashyap, Managing Partner — P: 914.886.3085 E: raj@globalmanetwork.com
► Contact: Adam Freindlich, VP, Client Relations. — P: 917-859-2734 E: adam@globalmanetwork.com

# CONGRATULATIONS *to* 2012 FINALISTS

## TOP 10 SOUTH AMERICA M&A INVESTMENT BANK *of the* YEAR

EVALUATIVE CRITERIA: *(1) Notable transaction completed in the previous 12 months; (2) Mid-market segment qualified as advising predominately in deal size ranging above $5 million to $500 million, (3) Improvement in terms of volume and values on deals advised from the previous year, (4) Diversity on deals across various industry sectors; (5) Dedicated South America team presence.*

Citigroup
Banco BTG Pactual
Credit Suisse
HSBC
Rothschild
Banco Itau BBA
Banco Bradesco SA
Goldman Sachs
Lazard
Virtus BR Partners

## TOP 10 NORTH AMERICA M&A LAW FIRM *of the* YEAR

EVALUATIVE CRITERIA: *(1) Notable transaction completed in the previous 12 months; (2) Mid-market segment qualified as advising predominately in deal size ranging above $5 million to $500 million, (3) Improvement in terms of volume and values on deals advised from 2012; (4) Diversity on deals across various industry sectors; (5) Dedicated North America team presence.*

DLA Piper , LLP
Greenberg Traurig LLP
Jones Day LLP
Latham & Watkins LLP
Vinson & Elkins LLP
Fenwick West LLP
Gowling Lafleur Henderson LLP
Kirkland & Ellis LLP
Morrison & Foerster, LLP
White & Case LLP

## TOP 10 SOUTH AMERICA M&A LAW FIRM *of the* YEAR

EVALUATIVE CRITERIA: *(1) Notable transaction completed in the previous 12 months; (2) Mid-market segment qualified as advising predominately in deal size ranging above $5 million to $500 million, (3) Improvement in terms of volume and values on deals advised over the previous year, (4) Diversity on deals across various industry sectors; (5) Dedicated North America team presence.*

Azevedo Sette Avogados
Dechert
Lefosse Advogados
Machado, Meyer, Sendacz e Opice
Skadden, Arps, Slate, Meagher & Flom LLP
Baker & McKenzie
Davis Polk & Wardwell
Mattos Filho, Veiga Filho, Marrey Jr. e Quiroga Advogados
Pinheiro Neto Advogados
Tozzini Freire Teixeira e Silva

## ACCOUNTING & TRANSACTIONS ADVISOR *of the* YEAR

BDO
Deloitte
Ernst & Young
KPMG
PriceWaterHouse
Crowe Horwath
Duff & Phelps
Grant Thornton
McGladrey, Inc

## M&A TECHNOLOGY SOLUTIONS PROVIDER *of the* YEAR

BMC SmartRoom
Firmex, Inc
IntraLinks
Merrill DataSite
RR Donnelley

*The prestigious,*

**DEAL MAKER TEAM AWARDS** *of the Year*
WINNERS ANNOUNCED *at the* GALA CEREMONY

- ► CORPORATE DEAL TEAM
- ► PRIVATE EQUITY DEAL TEAM
- ► M&A INVESTMENT BANKER
- ► M&A LAWYER
- ► M&A BOUTIQUE INVESTMENT BANKER

*Award is presented to a deal team leader for successfully executing an award winning deal.*



► Contact: Raj Kashyap, Managing Partner P: 914.886.3085 E: raj@globalmanetwork.com
► Contact: Adam Freindlich, VP, Client Relations. P: 917-859-2734 E: adam@globalmanetwork.com

## AMERICAS DEAL

AWARDS CATEGORIES

***Note:*** *It is the DEAL that wins! Firm's that nominated have the advantage of being recognized as a winner if their deal wins.*

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

*Qualified as deal size between $5 to $200 million. Deal may be strategic or private equity, any sector from North or South Americas.*

- Bob Trailers Inc sale to the Britax Group Ltd.
- Materion Corporation acquisition of EIS Optics Ltd.
- MKS Instruments, Inc. acquisition of Plasmart, Inc.
- SRI/Surgical Express Inc merger with Surgical Health plc.
- Tessera Technologies, Inc, subsidiary DigitalOptics Corp acquisition of Vista Point Technologies assets from Flextronics International Ltd.
- Thoma Bravo acquisition of InfoVista Inc.

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

*Qualified as deal size between $200 to $500 million. Deal may be strategic or private equity, any sector from North or South Americas.*

- AAR Corp acquisition of Telair International GmbH and Nordisk Aviation Products, AS from Teleflex Inc.
- Cencosud S.A takeover of Jumbo Retail Argentina S.A. from UBS A.G.
- EMC Corporation acquisition of XtremIO.
- High Liner Foods Inc acquisition of "Icelandic USA" and Asian operations from the Icelandic Group.
- Platinum Equity sale of 3B-The Fibreglass Company to Binani Industries, subsidiary of the Braj Binani Group.
- The Hain Celestial Group, Inc. acquisition of Daniels Group from the SATS Ltd.

### CROSS BORDER DEAL *of the* YEAR | LARGE

*Qualified as deal size above $500 million. Deal may be strategic or private equity, any sector from North or South Americas.*

- Amgen Inc acquisition of Mustafa Nevzat Pharmaceuticals.
- General Mills Inc acquisition of Yoki Alimentos SA.
- National Oilwell Varco, Inc. acquisition of NKT Flexibles I/S from NKT Holding and Subsea 7 S.A venture.
- Prestige Brands Holdings, Inc. acquisition of seventeen over-the-counter brands from GlaxoSmithKline, plc.
- SonoSite, Inc. acquisition by FUJIFILM Holdings Corp.
- Xstrata Coal, subsidiary of Xstrata plc acquisition of Sukunka Coal Project from Tailsman Energy Inc, and simultaneous sell down of interest to JX Nippon Oil and Energy.

### M&A DEAL *of the* YEAR | SMALL MID MARKETS

*Qualified as deal size $5 to $200 million. Deal may be strategic or private equity, any sector exclusive to North or South America.*

- Coble Trench Safety acquisition by United Rentals Inc.
- Gildan Activewear Inc. acquisition of Anvil Holdings, Inc.
- Insight Venture Partners investment stake in Open English.
- LM Sistemas acquisition by Genesys Laboratórios de Telecomunicações Ltda, subsidiary of Genesys Lab.
- Smart Balance, Inc. acquisition of Udi's Healthy Foods, LLC from affiliate of E&A Industries
- Tredegar Corporation acquisition of Terphane from Vision Capital.

### M&A DEAL *of the* YEAR | MIDDLE MARKETS

*Qualified as deal size $200 to $500 million. Deal may be strategic or private equity, any sector exclusive to North or South America.*

- ACI Worldwide, Inc. acquisition of S1 Corporation
- Endeavour Silver Corp. acquisition AuRico Gold's El Cubo and the Guadalupe y Calvo from AuRico Gold Inc.
- Genstar Capital acquisition of eResearch Technology, Inc.
- Golf Town Canada Inc, portfolio company of OMERS Private Equity, acquisition of Golfsmith International Inc .
- Liberty Energy Utilities, subsidiary of Algonquin Power & Utilities Corp acquisition of Granite State Electric Company and Energy North Natural Gas Inc. from the National Grid USA.
- Valeant Pharmaceuticals International, Inc. acquisition of Ortho Dermatologics assets from Janssen Pharmaceuticals, Inc.



► Contact: Raj Kashyap, Managing Partner P: 914.886.3085 E: raj@globalmanetwork.com

► Contact: Adam Freindlich, VP, Client Relations. P: 917-859-2734 E: adam@globalmanetwork.com

## AMERICAS DEAL

AWARDS CATEGORIES

***Note:*** *It is the DEAL that wins! Firm's that nominated have the advantage of being recognized as a winner if their deal wins.*

### M&A DEAL of the YEAR | LARGE

*Qualified as deal size above $500 million. Deal may be strategic or private equity, any sector exclusive to North or South America.*

- Darden Restaurants, Inc acquisition of Yard House USA, Inc from TSG Consumer Partners.
- Gaz Métro Inc. through its wholly owned subsidiary, Northern New England Energy Corporation acquisition of Central Vermont Public Service Corporation.
- Grupo Elektra, S.A.B. de C.V., acquisition of Advance America Inc.
- General Mills Inc acquisition of Yoki Alimentos SA.
- Iochpe Holdings, LLC, subsidiary of Iochpe-Maxion S.A. acquisition of Hayes Lemmerz International, Inc.
- McKesson Corp acquisition of Drug Trading Company from the Katz Group and Medicine Shoppe Canada Inc.

## NORTH AMERICA DEAL

AWARDS CATEGORIES

### M&A DEAL *of the* YEAR | SMALL MID MARKETS

*Qualified as deal size above $5 to $100 million. Deal may be strategic or private equity, any sector from North America.*

- Gildan Activewear Inc. acquisition of Anvil Holdings, Inc.
- CRG Partners acquisition by Deloitte LP.
- DealerTrack Holdings, Inc. acquisition of 1st Auto Transport Directory, Inc.
- Grey Mountain Partners through its affiliate, Infrastructures Investors LLC, acquisition of Ajubeo LLC.
- High Sierra Sport Company acquisition by Samsonite International S.A.
- The Riverside Company acquisition of Baby Jogger LLC.

### M&A DEAL *of the* YEAR | MIDDLE MARKETS

*Qualified as deal size above $100 to $250 million. Deal may be strategic or private equity, any sector from North America.*

- Fossil, Inc. acquisition of Skagen Designs, Ltd. and certain of its international affiliates.
- Genstar Capital acquisition of eResearch Technology, Inc.
- Golf Town Canada Inc, portfolio company of OMERS Private Equity, acquisition of Golfsmith International Inc.
- Henry Schein, Inc. acquisition of Butler Schein Animal Health from Oak Hill Capital Partners.
- Meredith Corporation acquisition of Allrecipes.com from The Reader's Digest Association Inc.
- Resolute Forest Products (AbitibiBowater Inc.) acquisition of Fibrek Inc.

### M&A DEAL *of the* YEAR | UPPER MID MARKETS

*Qualified as deal size above $250 to $500 million. Deal may be strategic or private equity, any sector from North America.*

- Capistrano Wind Partners, entity controlled by Teachers Insurance and Annuity Association of America, Cook Inlet Region Inc. and Edison Mission Energy acquisition of wind farm assets.
- Liberty Energy Utilities, subsidiary of Algonquin Power & Utilities Corp acquisition of Granite State Electric Company and Energy North Natural Gas Inc. from the National Grid USA.
- Sycamore Partners acquisition of Talbots Inc.
- Royal Purple, Inc. acquisition by Calumet Specialty Products Partners, L.P.
- Valeant Pharmaceuticals International, Inc. acquisition of Ortho Dermatologics assets from Janssen Pharmaceuticals, Inc.
- Walker Group Holdings acquisition by Wabash National Inc.

### M&A DEAL *of the* YEAR | LARGE

*Qualified as deal size above $500 million. Deal may be strategic or private equity, any sector from North Americas.*

- Ascena Retail Group, Inc. acquisition of Charming Shoppes, Inc.
- Beam Inc. acquisition of Pinnacle Vodka and Calico Jack from White Rock Distilleries Inc.
- Cerberus Capital Management acquisition of AT&T Advertising and Interactive Business Solutions (Yellow Pages).
- Jacksonville Jaguars Ltd, National Football League team acquisition by Shahid R. Khan.
- Platinum Equity acquisition of a majority interest in Caterpillar Logistics Services from Caterpillar Inc
- Salesforce.com Inc. acquisition of Buddy Media, LLC.



► Contact: Raj Kashyap, Managing Partner P: 914.886.3085 E: raj@globalmanetwork.com

► Contact: Adam Freindlich, VP, Client Relations. P: 917-859-2734 E: adam@globalmanetwork.com

## NORTH AMERICA DEAL
AWARDS CATEGORIES

***Note:*** *It is the DEAL that wins! Firm's that nominated have the advantage of being recognized as a winner if their deal wins.*

### CORPORATE DEAL *of the* YEAR | SMALL MID MARKETS
*Qualified as deal size between $5 to $200 million. Corporate deal from any sector, involving one entity from North America.*

- CRG Partners acquisition by Deloitte LP.
- Hospice Family Care Inc. acquisition by Curo Health Services.
- IHS Inc. acquisition of IMS Research Holdings.
- MKS Instruments, Inc. acquisition of Plasmart, Inc.
- Schiff Nutrition International Inc acquisition of Airborne Inc
- Resolute Forest Products (AbitibiBowater Inc.) acquisition of Fibrek Inc.

### CORPORATE DEAL *of the* YEAR | MIDDLE MARKETS
*Qualified as deal size between $200 to $500 million. Corporate deal from any sector, involving one entity from North America.*

- ACI Worldwide, Inc. acquisition of S1 Corporation
- AltaGas Ltd. acquisition of Pacific Northern Gas Ltd.
- Bed Bath & Beyond Inc. acquisition of Cost Plus, Inc.
- Cisco Inc acquisition of Lightwire, Inc.
- Royal Purple, Inc. acquisition by Calumet Specialty Products Partners, L.P.
- Wabash National Corp. acquisition of the Walker Group Holdings Inc from Insight Equity Holdings LLC

### CORPORATE DEAL *of the* YEAR | LARGE
*Qualified as deal size above $500 million. Corporate deal from any sector, involving one entity from North America.*

- Ascena Retail Group, Inc. acquisition of Charming Shoppes, Inc.
- McGladrey & Pullen, LLP acquisition of RSM McGladrey, Inc. from H&R Block, Inc.
- Prestige Brands Holdings, Inc. acquisition of seventeen over-the-counter brands from GlaxoSmithKline, plc.
- SS&C Technologies Holdings, Inc. acquisition of GlobeOp Financial Services S.A.
- Valeant Pharmaceuticals International, Inc. acquisition of iNova Pharmaceuticals from investor group.
- Xstrata Coal, subsidiary of Xstrata plc acquisition of Sukunka Coal Project from Tailsman Energy Inc, and simultaneous sell down of interest to JX Nippon Oil and Energy.

### PRIVATE EQUITY DEAL o*f the* YEAR | SMALL MID MARKETS
*Qualified as deal size between $5 to $100 million. Buyout deal from any sector, involving one entity from North America.*

- Audax Group acquisition of Advanced Dermatology & Cosmetic Surgery.
- Frontier Capital acquisition stake in Healthx, Inc.
- Grey Mountain Partners through its affiliate, Infrastructures Investors LLC, acquisition of Ajubeo LLC.
- H.I.G. Capital acquisition of Comverge, Inc.
- Incline Equity Partners acquisition of Dorner Mgf Corporation.
- Star Avenue Capital, LLC investment stake in Macadamia Natural Oil.
- The Riverside Company acquisition of Baby Jogger LLC.

### PRIVATE EQUITY DEAL *of the* YEAR | MIDDLE MARKETS
*Qualified as deal size between $200 to $500 million. Buyout deal from any sector, involving one entity from North America.*

- Genstar Capital acquisition of eResearch Technology, Inc.
- GTCR acquisition of Fundtech Ltd and merger with BankServ.
- Huntsman Gay Global Capital acquisition of Citadel Plastics from Wind Point Partners.
- JLL Partners, Inc. acquisition of American Dental Partners, Inc.
- ONCAP, the mid-market arm of Onex Partners acquisition of Davis-Standard from investor group.
- Sycamore Partners acquisition of Talbots Inc.



► Contact: Raj Kashyap, Managing Partner P: 914.886.3085 E: raj@globalmanetwork.com
► Contact: Adam Freindlich, VP, Client Relations. P: 917-859-2734 E: adam@globalmanetwork.com

# CONGRATULATIONS *to* 2012 FINALISTS

## NORTH AMERICA DEAL
AWARDS CATEGORIES

***Note:*** *It is the DEAL that wins! Firm's that nominated have the advantage of being recognized as a winner if their deal wins.*

### PRIVATE EQUITY DEAL *of the* YEAR | LARGE
*Qualified as deal size above $500 million. Buyout deal from any sector, involving one entity from South America.*

- Apollo Global Management acquisition of Great Wolf Resorts Inc.
- American Securities acquisition of Unifrax Corp from AEA Investors.
- Brazos Private Equity Partners led merger and recapitalization of companies Ennis Paint and Flint Trading, Inc.
- Cerberus Capital Management acquisition of AT&T Advertising and Interactive Business Solutions (Yellow Pages).
- Platinum Equity acquisition of a majority interest in Caterpillar Logistics Services from Caterpillar Inc.
- Welsh, Carson, Anderson & Stowe and JMI Equity acquisition of Triple Point Technology, Inc. from ABRY Partners and management.

## SOUTH AMERICA DEAL
AWARDS CATEGORIES

### M&A DEAL *of the* YEAR
*Deal may be strategic or private equity, any sector involving at least one counterparty from the South Americas.*

- Banco Davivienda acquisition of HSBC's retail operations in Costa Rica, Honduras and El Salvador.
- BTG Pactual acquisition of Celfin Capital.
- General Mills Inc acquisition of Yoki Alimentos SA.
- Iochpe Holdings, LLC, subsidiary of Iochpe-Maxion S.A. acquisition of Hayes Lemmerz International, Inc.
- Electrolux acquisition of Sigdo Koppers' stake in Compañia Tecno Industrial S.A.
- Quiñenco S.A., subsidiary of Grupo Luksic acquisition of Petróleos Transandinos and Operaciones y Servicios Terpel from Organizacion Terpel S.A., a subsidiary of Empresas Copec S.A.

### CORPORATE DEAL *of the* YEAR
*Qualified as a corporate deal from any sector, involving one entity from South America.*

- BTG Pactual acquisition of Celfin Capital.
- BRF Brasil Foods S.A. control acquisition stake in Empresa Avex S.A including the Danica Group.
- CPFL Energia SA and its subsidiary CPFL Energias Renovaveis SA acquisition of Bons Ventos Geradora de Energia SA, by acquiring BVP SA.
- Cencosud S.A takeover of Jumbo Retail Argentina S.A.
- Diageo plc acquisition of Ypióca Agroindustrial de Bebidas.
- Quiñenco S.A., subsidiary of Grupo Luksic acquisition of Petróleos Transandinos and Operaciones y Servicios Terpel from Organizacion Terpel S.A., a subsidiary of Empresas Copec S.A.

### PRIVATE EQUITY DEAL *of the* YEAR
*Qualified as a private equity buyout or significant investment deal from any sector, involving one entity from South America.*

- ACON Investments investment stake in BSM Engenharia S.A.
- Insight Venture Partners investment stake in Open English.
- General Atlantic investment stake in Decolar.com.
- Southern Cross investment stake in Estrella International Energy Services Ltd.
- Stratus Group majority stake in Maestro.
- Toutatis Inc. acquisition by glendonTodd Capital LLC and Performa Partners.
- Vinci Capital acquisition stake Le Biscuit from Santa Anna family.



► Contact: Raj Kashyap, Managing Partner P: 914.886.3085 E: raj@globalmanetwork.com
► Contact: Adam Freindlich, VP, Client Relations. P: 917-859-2734 E: adam@globalmanetwork.com

## REGIONAL DEAL
AWARDS CATEGORIES

***Note:*** *It is the DEAL that wins! Firm's that nominated have the advantage of being recognized as a winner if their deal wins.*

### BRAZIL M&A DEAL *of the* YEAR | MIDDLE MARKETS
*Qualified as deal size above $5 to $250 million USD, any sector involving at least one counterparty from Brazil.*

- General Atlantic investment stake in Decolar.com.
- Insight Venture Partners investment stake in Open English.
- LM Sistemas acquisition by Genesys Laboratórios de Telecomunicações Ltda, subsidiary of Genesys Lab.
- Tredegar Corporation acquisition of Terphane from Vision Capital.
- Valeant Pharmaceuticals International, Inc. acquired Probiotica Laboratorios Ltda.
- Vinci Partners acquisition stake of Cecrisa Revestimentos Ceramicos S.A.

### BRAZIL M&A DEAL *of the* YEAR | LARGE MID MARKETS
*Qualified as deal size above $250 million USD, any sector involving at least one counterparty from Brazil.*

- BTG Pactual acquisition of Celfin Capital.
- BRF Brasil Foods S.A. control acquisition stake in Empresa Avex S.A including the Danica Group .
- CPFL Energia SA and its subsidiary CPFL Energias Renovaveis SA acquisition of Bons Ventos Geradora de Energia SA, by acquiring BVP SA (BVP).
- Iochpe Holdings, LLC, subsidiary of Iochpe-Maxion S.A. acquisition of Hayes Lemmerz International, Inc.
- Diageo plc acquisition of Ypióca Agroindustrial de Bebidas.
- Grupo Brazil Pharmasaid acquisition of Big Benn Group.

### MEXICO M&A DEAL of the YEAR
*Qualified as deal size above $5 million USD, any sector involving at least one counterparty from Mexico.*

- ACON Investments led a investor consortium for controlling stake in Hidrotenencias, S.A.
- Brenntag Mexico, S.A. de C.V. acquisition of Amco Internacional S.A. de C.V.
- Discovery Americas announced an investment in ADM Education.
- Grupo Elektra, S.A.B. de C.V., acquisition of Advance America Inc.
- Nexxus Capital investment in Moda Holding, S.A.P.I. de C.V. for Moda to acquire Zingar.
- Tracfone Wireless, Inc., subsidiary of América Móvil, S.A.B. de C.V. acquisition of Simple Mobile, Inc.

### CANADA M&A DEAL *of the* YEAR | MIDDLE MARKETS
*Qualified as deal size above $5 to $250 million USD, any sector involving at least one counterparty from Canada*

- Gildan Activewear Inc. acquisition of Anvil Holdings, Inc.
- Birch Hill Equity Partners acquis ition of the Distinction Group Inc.
- Golf Town Canada Inc, portfolio company of OMERS Private Equity, acquisition of Golfsmith International Inc.
- High Liner Foods Incorporated acquisition of "Icelandic USA" and Asian operations from the Icelandic Group.
- Resolute Forest Products (AbitibiBowater Inc.) acquisition of Fibrek Inc.
- Semtech Corporation acquisition of Gennum Corporation

### CANADA M&A DEAL *of the* YEAR | LARGE MID MARKETS
*Qualified as deal size above $250 million USD, any sector involving at least one counterparty from Canada.*

- Gaz Métro Inc. through its wholly owned subsidiary, Northern New England Energy Corporation acquisition of Central Vermont Public Service Corporation.
- McKesson Corp acquisition of the Drug Trading Company from the Katz Group and Medicine Shoppe Canada Inc.
- Sterling Partners acquisition of MOSAID Technologies Inc.
- Teck Resources Limited acquisition of SilverBirch Energy Corporation.
- Valeant Pharmaceuticals International, Inc. acquisition of iNova Pharmaceuticals from investor group.
- Yamana Gold Inc. acquisition of Extorre Gold Mines Limited.



► Contact: Raj Kashyap, Managing Partner P: 914.886.3085 E: raj@globalmanetwork.com
► Contact: Adam Freindlich, VP, Client Relations. P: 917-859-2734 E: adam@globalmanetwork.com

## REGIONAL DEAL
AWARDS CATEGORIES

***Note:*** *It is the DEAL that wins! Firm's that nominated have the advantage of being recognized as a winner if their deal wins.*

### U.S.A M&A DEAL *of the* YEAR | SMALL MID MARKETS
*Qualified as deal size above $5 to $200 million USD, corporate or private equity, any sector involving one counterparty from USA.*

- City of Nashua acquisition of Pennichuck Corporation.
- Cal-Ore Life Flight merger with REACH Air Medical Services, portfolio company of New Heritage Capital.
- Frontier Capital investment stake in Healthx, Inc.
- Manchester Lynch Integrated Media acquisition of San Diego Union Tribune.
- Shamrock Manufacturing LLC acquisition by Prime Natural Resources, Inc.
- Smart Balance, Inc. acquisition of Udi's Healthy Foods, LLC from affiliate of E&A Industries

### U.S.A M&A DEAL *of the* YEAR | MIDDLE MARKETS
*Qualified as deal size above $200 to $500 million USD, corporate or private equity, any sector involving one counterparty from USA.*

- Bed Bath & Beyond Inc. acquisition of Cost Plus, Inc.
- Capistrano Wind Partners, entity controlled by Teachers Insurance and Annuity Association of America, Cook Inlet Region Inc. and Edison Mission Energy acquisition of wind farm assets.
- Cisco Inc acquisition of Lightwire, Inc.
- Fossil, Inc. acquisition of Skagen Designs, Ltd. and certain of its international affiliates.
- Kelso & Company acquisition of Augusta Sportswear, Inc.
- Royal Purple, Inc. acquisition by Calumet Specialty Products Partners, L.P

### U.S.A M&A DEAL *of the* YEAR | LARGE MID MARKETS
*Qualified as deal size above $500 million. Deal may be strategic or private equity, any sector from USA.*

- Cerberus Capital Management acquisition of AT&T Advertising and Interactive Business Solutions (Yellow Pages).
- Darden Restaurants, Inc acquisition of Yard House USA, Inc from TSG Consumer Partners.
- Jacksonville Jaguars Ltd, National Football League team acquisition by Shahid R. Khan.
- NGL Energy Partners LP merger with High Sierra Energy LP and High Sierra Energy GP, LLC.
- Salesforce.com Inc. acquisition of Buddy Media, LLC.
- SonoSite, Inc. acquisition by FUJIFILM Holdings Corp.



► Contact: Raj Kashyap, Managing Partner P: 914.886.3085 E: raj@globalmanetwork.com
► Contact: Adam Freindlich, VP, Client Relations. P: 917-859-2734 E: adam@globalmanetwork.com

## AMERICAS INDUSTRY DEAL AWARDS

***Note:*** *It is the DEAL that wins! Firm's that nominated have the advantage of being recognized as a winner if their deal wins.*

### AEROSPACE & DEFENSE SERVICES DEAL *of the* YEAR

*Deal may be strategic or private equity, North or South America, exclusive to aerospace, defense or government industries.*

- B/E Aerospace acquisition of UFC Aerospace Corp.
- Berger Group Holdings, Inc. acquisition of Ranger International Services Group.
- General Dynamics acquisition of Force Protection, Inc.
- ICF International Inc acquisition of Ironworks Consulting, L.L.C.
- Kratos Defense & Security Solutions acquisition of Composite Engineering, Inc.
- TransDigm Group Inc acquisition of AmSafe Global Holdings from Berkshire Partners and Greenbriar Equity.

### CONSUMER GOODS & SERVICES DEAL *of the* YEAR

*Deal may be strategic or private equity, North or South America, exclusive to consumer goods, consumer manufacturing, services.*

- Bob Trailers Inc sale to the Britax Group Ltd.
- Fossil, Inc. acquisition of Skagen Designs, Ltd. and certain of its international affiliates.
- High Sierra Sport Company acquisition by Samsonite International S.A.
- Kelso & Company acquisition of Augusta Sportswear, Inc.
- Prestige Brands Holdings, Inc. acquisition of seventeen over-the-counter brands from GlaxoSmithKline, plc.
- Star Avenue Capital, LLC investment stake in Macadamia Natural Oil.

### CONSUMER RETAIL SERVICES DEAL *of the* YEAR

*Deal may be strategic or private equity, North or South America, exclusive to retail services including restaurant.*

- Ascena Retail Group, Inc. acquisition of Charming Shoppes, Inc.
- Bed Bath & Beyond Inc. acquisition of Cost Plus, Inc.
- Bi-Lo LLC, acquisition of Winn-Dixie Stores.
- Cencosud S.A takeover of Jumbo Retail Argentina S.A.
- Hudson's Bay Co acquisition of Lord & Taylor LLC.
- Oak Hill Capital Partners control acquisition of Earth Fare, Inc. from Monitor Clipper Partners.

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

*Deal may be strategic or private equity, from North or South America, exclusive to energy industries.*

- AltaGas Ltd. acquisition of Pacific Northern Gas Ltd.
- Atlas Resource Partners, L.P acquisition of Titan Operating, L.L.C.
- Crescent Point Energy Corp. acquisition of assets from PetroBakken Energy Ltd.
- Keyera Corp. acquisition of Alberta EnviroFuels Inc.
- NGL Energy Partners LP merger with High Sierra Energy LP and High Sierra Energy GP, LLC.
- Quiñenco S.A., subsidiary of Grupo Luksic acquisition of Petróleos Transandinos and Operaciones y Servicios Terpel from Organizacion Terpel S.A., a subsidiary of Empresas Copec S.A.

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

*Deal may be strategic or private equity, from North or South America, exclusive to entertainment, media, marketing industries.*

- Cerberus Capital Management acquisition of AT&T Advertising and Interactive Business Solutions (Yellow Pages).
- Boston Ventures Investment Partners acquisition of Northstar Travel Media, LLC
- Manchester Lynch Integrated Media acquisition of San Diego Union Tribune.
- Meredith Corporation acquisition of Allrecipes.com from The Reader's Digest Association Inc.
- Nautic Partners investment stake in LifeStreet Media.
- Vistaprint, Inc acquisition of Webs Inc.

### FINANACIAL SERVICES DEAL *of the* YEAR

*Deal may be strategic or private equity, from North or South America, exclusive to financial services industries.*

- BTG Pactual acquisition of Celfin Capital.
- Canaccord Financial Inc. acquisition of Collins Stewart Hawkpoint plc.
- CRG Partners acquisition by Deloitte LP.
- Grupo Elektra, S.A.B. de C.V., acquisition of Advance America Inc.
- McGladrey & Pullen, LLP acquisition of RSM McGladrey, Inc. from H&R Block, Inc.
- Nationwide Insurance acquisition of Harleysville Mutual Insurance and Harleysville Group.



► Contact: Raj Kashyap, Managing Partner P: 914.886.3085 E: raj@globalmanetwork.com
► Contact: Adam Freindlich, VP, Client Relations. P: 917-859-2734 E: adam@globalmanetwork.com

**AMERICAS INDUSTRY DEAL**

AWARDS CATEGORIES

***Note:*** *It is the DEAL that wins! Firm's that nominated have the advantage of being recognized as a winner if their deal wins.*

### FINANACIAL TECHNOLOGY DEAL *of the* YEAR

*Deal may be strategic or private equity, from North or South America, exclusive to financial technology, services.*

- ACI Worldwide, Inc. acquisition of S1 Corporation
- GTCR acquisition of Fundtech Ltd and merger with BankServ.
- InfoSpace, Inc. (Blucora, Inc) acquisition of TaxACT i.e. 2nd Story Software from TA Associates.
- IHS Inc. acquisition of IMS Research Holdings.
- SS&C Technologies Holdings, Inc. acquisition of GlobeOp Financial Services S.A.
- Thomson Reuters acquisition of FX Alliance Inc. (FXall).

### FOOD & BEVERAGE DEAL *of the* YEAR | LARGE MID MARKETS

*Deal size above $250 million, may be strategic or private equity, from North or South America, exclusive to food and beverage industries.*

- B&G Foods Inc. acquisition of Culver Specialty Brands B&G Foods, Inc from Unilever plc
- Beam Inc. acquisition of Pinnacle Vodka and Calico Jack from White Rock Distilleries Inc.
- Diageo plc acquisition of Ypióca Agroindustrial de Bebidas.
- General Mills Inc acquisition of Yoki Alimentos SA.
- Flowers Foods Inc acquires Lepage Bakeries Inc.

### FOOD & BEVERAGE DEAL of the YEAR | MIDDLE MARKETS

*Deal size above $5 to $250 million, may be strategic or private equity, from North or South America, exclusive to food and beverage industries.*

- Constellation Brands, Inc. acquisition of the Mark West wine brand from Purple Wine Company, LLC
- High Liner Foods Inc acquisition of "Icelandic USA" and Asian operations from the Icelandic Group.
- Petri Baking Products Inc, acquisition by Ralcorp Holdings Inc.
- Smart Balance, Inc. acquisition of Udi's Healthy Foods, LLC from affiliate of E&A Industries
- TreeHouse Foods Inc. acquisition of Naturally Fresh Inc

### HEATHCARE SERVICES DEAL *of the* YEAR

*Deal may be strategic or private equity, from North or South America, exclusive to healthcare industry, excludes pharma, devices, IT.*

- Cal-Ore Life Flight merger with REACH Air Medical Services, portfolio company of New Heritage Capital.
- Henry Schein, Inc. acquisition of Butler Schein Animal Health from Oak Hill Capital Partners.
- Hospice Family Care Inc. acquisition by Curo Health Services.
- JLL Partners, Inc. acquisition of American Dental Partners, Inc.
- Metropolitan Health Networks, Inc. acquisition of Continucare Corporation.
- SRI/Surgical Express Inc merger with Surgical Health plc.

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

*Deal size above $250 million, may be strategic or private equity, North or South America, exclusive to general industrial and manufacturing.*

- Brazos Private Equity Partners led merger and recapitalization of Ennis Paint and Flint Trading, Inc.
- Carpenter Technology acquisition of Latrobe Specialty Metals from The Watermill Group and Hicks Equity Partners
- Danaher Corporation acquisition of X-Rite Inc.
- Huntsman Gay Global Capital acquisition of Citadel Plastics from Wind Point Partners.
- Indorama Ventures Public Co., acquisition of the Chemical Business from Old World Transportation, Ltd.
- Sonoco Products Co acquisition of Tegrant Corp

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

*Deal size above $5 to $250 million, may be strategic or private equity, North or South America, exclusive to general industrial and manufacturing.*

- Coble Trench Saftey, Inc. acquisition of United Rentals Inc.
- General Bearing Corporation sale to the SKF Group.
- Incline Equity Partners acquisition of Dorner Mgf Corporation
- Niagara LaSalle Corporation acquisition by Optima Specialty Steel, Inc.
- ONCAP, the mid-market arm of Onex Partners acquisition of Davis-Standard from investor group.
- Shamrock Manufacturing LLC acquisition by Prime Natural Resources, Inc.



► Contact: Raj Kashyap, Managing Partner P: 914.886.3085 E: raj@globalmanetwork.com
► Contact: Adam Freindlich, VP, Client Relations. P: 917-859-2734 E: adam@globalmanetwork.com

## AMERICAS INDUSTRY DEAL

AWARDS CATEGORIES

***Note:*** *It is the DEAL that wins! Firm's that nominated have the advantage of being recognized as a winner if their deal wins.*

### MINING & RESOURCES DEAL *of the* YEAR

*Deal may be strategic or private equity, from North or South America, exclusive to mining, basic resources industries.*

- Endeavour Silver Corp. acquisition AuRico Gold's El Cubo and the Guadalupe y Calvo from AuRico Gold Inc.
- Kinross Gold Corporation sale of Crixás gold mine (Serra Grande Brazil) to AngloGold Ashanti.
- Teck Resources Limited acquisition of SilverBirch Energy Corporation.
- U.S. Silver Corporation merger with RX Gold & Silver Inc.
- Xstrata Coal, subsidiary of Xstrata plc acquisition of Sukunka Coal Project from Tailsman Energy Inc, and simultaneous sell down of interest to JX Nippon Oil and Energy.
- Yamana Gold Inc. acquisition of Extorre Gold Mines Ltd.

### PHARMA & DEVICES DEAL *of the* YEAR | LARGE MID MARKETS

*Deal size above $250 million, may be strategic or private equity, North or South America, exclusive to pharma, medical devices, IT.*

- Amgen Inc acquisition of Mustafa Nevzat Pharmaceuticals.
- Affymetrix Inc., acquisition of eBioscience Holding Company, Inc.
- AngioDynamics, Inc. acquisition of Navilyst Medical from Avista Capital Partners.
- Bausch + Lomb acquisition of ISTA Pharmaceuticals, Inc.
- Salix Pharmaceuticals, Ltd. acquisition of Oceana Therapeutics, LLC from Kelso & Co.
- SonoSite, Inc. acquisition by FUJIFILM Holdings Corporation.

### PHARMA & DEVICES DEAL *of the* YEAR | MIDDLE MARKETS

*Deal size above $5 million, may be strategic or private equity, North or South America, exclusive to pharma, medical devices, IT.*

- Frontier Capital investment stake in Healthx, Inc.
- Linden Capital Partners acquisition of SeraCare Life Sciences.
- Luminex Corporation acquisition of GenturaDx.
- MTS Medication Technologies Inc. acquisition by Omnicell Inc.
- Schiff Nutrition International Inc acquisition of Airborne Inc.
- Water Street Healthcare Partners acquisition of Sports Medicine Business Unit, Breg, Inc from Orthofix International.

### TECHNOLOGY & TELECOM DEAL *of the* YEAR | LARGE MID MARKETS

*Deal size above $250 million, strategic or private equity, North or South America, exclusive to tech, telecom, industries.*

- Blackbaud Inc. acquisition of Convio Inc.
- Facebook Inc acquisition of AOL patent portfolio from Microsoft.
- Ixia Inc. acquisition of BreakingPoint Systems, Inc.
- Salesforce.com Inc. acquisition of Buddy Media, LLC.
- Verizon Communications Inc. acquisition of Hughes Telematics, Inc.
- Welsh, Carson, Anderson & Stowe and JMI Equity acquisition of Triple Point Technology, Inc.

### TECHNOLOGY & TELECOM DEAL *of the* YEAR | MIDDLE MARKETS

*Deal size above $5 to $250 million, strategic or private equity, North or South America, exclusive to tech, telecom, industries.*

- Best Buy acquisition of mindSHIFT Technologies.
- DealerTrack Holdings, Inc. acquisition of 1st Auto Transport Directory, Inc.
- DTS, Inc. acquisition of SRS Labs, Inc.
- LinkedIn Inc. acquisition of SlideShare.
- Vocus Inc. acquisition of iContact.
- Thoma Bravo acquisition of InfoVista Inc.



► Contact: Raj Kashyap, Managing Partner P: 914.886.3085 E: raj@globalmanetwork.com
► Contact: Adam Freindlich, VP, Client Relations. P: 917-859-2734 E: adam@globalmanetwork.com

## AMERICAS INDUSTRY DEAL
AWARDS CATEGORIES

***Note:*** *It is the DEAL that wins! Firm's that nominated have the advantage of being recognized as a winner if their deal wins.*

### REAL ESTATE & HOSPITALITY DEAL *of the* YEAR
*Deal may be strategic or private equity, North or South America, exclusive to real estate, hospitality including restaurant industries.*

- Angelo, Gordon & Co. acquisition of Benihana Inc.
- Apollo Global Management acquisition of Great Wolf Resorts Inc.
- Landry's, Inc acquisition of Morton's Restaurant Group, Inc.
- Medical Properties Trust, Inc. acquisition of 16 existing post acute care hospitals from Ernest Health, Inc.
- Pegasus Capital Advisors L.P. acquisition of Six Senses Resorts & Spas.
- Summit Housing Partners, LLC merger with Bailey Properties, LLC.

### TRANSPORT & LOGISTICS, SERVICES DEAL *of the* YEAR
*Deal may be strategic or private equity, North or South America, exclusive to power, utilities, infrastructure industries.*

- American Industrial Partners acquisition of Heil Trailer International, Inc.
- AmerisourceBergen Corporation acquisition of World Courier Group, Inc.
- Radiant Global Logistics, Inc. acquisition of Isla International Ltd.
- Universal Truckload Services Inc. acquisition of Linc Logistics Company
- Platinum Equity acquisition of a majority interest in Caterpillar Logistics Services from Caterpillar Inc.
- Wabash National Corp. acquisition of the Walker Group Holdings Inc from Insight Equity Holdings LLC

*about the*
DEAL AWARDS: Please note, foremost, it is the "DEAL" that is judged as a winner.

Naturally there are multiple advisors to a transaction, and trophy is awarded only to those firms and deal teams that have confirmed attendance at the gala ceremony. Further, per our awards policy, firm's that have entered nominations have the advantage of being honored if their deal wins.

Global M&A Network makes every effort to inform all the finalist and especially the top two front runners for each category - including corporate, private equity and primary advisors. We encourage firm's that have entered nominations to invite their clients and deal team members to share in the occasion.

# CONGRATULATIONS

*to all the*

# FINALISTS *of* 2012

Global M&A Network is a diversified information, media and educational forum connecting company. We exclusively serve the mergers, acquisitions, alternative investing, restructuring and turnaround communities worldwide.

We invite you to participate, profit and engage in our dynamic offerings, worldwide.
www.globalmanetwork.com

globalM&Anetwork
perfecting global opportunities

►PARTICIPATE at any number of regional annual awards:

**2012:**

ASIA PACIFIC MID MARKETS M&A ATLAS AWARDS GALA
November 16, 2012, Hong Kong

INDIA MID MARKETS M&A AWARDS GALA
December TBA, 2012, New Delhi

**2013:** spring - summer

PE&VC ATLAS AWARDS GALA
Spring, 2013. San Francisco

M&A ATLAS AWARDS, GLOBAL MAJOR MARKETS
Spring, 2013, New York Stock Exchange

EUROPE M&A MID MARKET ATLAS AWARDS
Summer, 2013, London

TURNAROUND ATLAS AWARDS
Summer, 2012, Chicago



► Contact: Raj Kashyap, Managing Partner P: 914.886.3085 E: raj@globalmanetwork.com
► Contact: Adam Freindlich, VP, Client Relations. P: 917-859-2734 E: adam@globalmanetwork.com