

THE M&A
ATLAS®
AWARDS

AMERICAS
Middle Markets



CONGRATULATIONS

to all the

2012 WINNERS



October 25, 2012: The AMERICAS M&A ATLAS AWARDS honored top deals, star deal maker teams and outstanding firms at the annual winners circle gala and dinner celebration held on the evening of October 24th, at the New York Marriott Marquis.

TRADITION of EXCELLENCE: Over the last five years, the M&A ATLAS AWARDS winners are selected purely on identifiable deal performance metrics across five broad criteria. It is never easy or quick to select the winners, and each deal is a precious achievement in its own domain. For 2012 a total of 612 deals were considered per eligibility standards, and ultimately, only 46 deals were judged as the award winning deals from the North and South Americas, including country deal awards from Brazil, Canada, Mexico and U.S.A.

About the Host: Global M&A Network produces high caliber educational and networking centered Intelligence Forums as well as the prestigious M&A ATLAS AWARDS, worldwide - from New York, Chicago, San Francisco, Hong Kong, Mumbai/New Delhi, to London.

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Annual Awards Gala Dinner, October 24, 2012

AMERICAS DEAL AWARDS WINNERS

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

WINNER: Materion Corporation acquisition of EIS Optics Ltd.

Award Recipient: Business Development Asia, financial advisor to Materion Corporation.

CROSS BORDER DEAL *of the YEAR* | MIDDLE MARKETS

WINNER: High Liner Foods Inc acquisition of "Icelandic USA" and Asian operations from the Icelandic Group.

Award Recipient: High Liner Foods Inc.

CROSS BORDER DEAL *of the YEAR* | LARGE

WINNER: 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.

Award Recipient: Xstrata Coal, subsidiary of Xstrata plc, Bennett Jones legal advisor to Xstrata Coal.

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

WINNER: Coble Trench Safety acquisition by United Rentals Inc.

Award Recipient: McColl Partners financial advisor to Coble Trench Safety.

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

WINNER: Valeant Pharmaceuticals International acquisition of Ortho Dermatologics assets from Janssen Pharmaceuticals.

Award Recipient: Valeant Pharmaceuticals International, Inc

M&A DEAL *of the YEAR* | LARGE

WINNER: Darden Restaurants, Inc acquisition of Yard House USA, Inc from TSG Consumer Partners.

Award Recipient: Darden Restaurants, Hunton & Williams legal advisor to Darden Restaurants.

NORTH AMERICA DEAL AWARDS WINNERS

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

WINNER: CRG Partners acquisition by Deloitte LP.

Award Recipient: Deloitte, Capstone Partners financial advisor to CRG Partners, Goulston & Storrs legal advisor to CRG Partners.

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

WINNER: Fossil, Inc. acquisition of Skagen Designs, Ltd. and certain of its international affiliates.

Award Recipient: Fenwick & West legal advisor to Skagen Designs Ltd.

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

WINNER: 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.

Award Recipient: TIAA-CREF, Greenberg Traurig, legal advisor to TIAA-CREF.

M&A DEAL *of the YEAR* | LARGE

WINNER: Salesforce.com Inc. acquisition of Buddy Media, LLC from investor group.

Award Recipient: Lowenstein Sandler legal advisor to Buddy Media

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SOUTH AMERICA DEAL AWARDS WINNERS

CORPORATE DEAL *of the YEAR*

WINNER: BRF Brasil Foods S.A. control acquisition stake in Empresa Avex S.A including the Danica Group.

Award Recipient: BRF Brasil Foods S.A.

PRIVATE EQUITY DEAL *of the YEAR*

WINNER: ACON Investments investment stake in BSM Engenharia S.A.

Award Recipient: ACON Investments

M&A DEAL *of the YEAR*

WINNER: Iochpe Holdings, LLC, subsidiary of Iochpe-Maxion S.A. acquisition of Hayes Lemmerz International, Inc.

Award Recipient: Iochpe Holdings

DEALMAKER TEAM AWARD WINNERS

CORPORATE M&A DEALMAKER TEAM *of the Year*

Award Recipient: **Valeant Pharmaceuticals International, Inc.**

Presented to: Mr. Hemanth J. Varghese, Ph.D., CFA, Vice President, Business Development for award winning transaction acquisition of Ortho Dermatologics along with numerous acquisitions by Valeant including Afexa Life Sciences in Canada, Atlantis Pharma in Mexico, Probiotica in Brazil, iNova in Asia Pacific, Natur Produkt in Russia, among others. Hemanth is the head of Valeant's Business Development group responsible for the company's mergers, acquisitions and partnering activities.

PRIVATE EQUITY DEALMAKER *of the Year*

Award Recipient: **H.I.G Capital**

Presented to: Jeff Zanarini and Chris Laitala, Managing Directors on behalf of the H.I.G. Capital north America deal team. H.I.G. co-founded in 1993 by Sami Mnaymneh and Tony Tamer is one of the most active buyout investors in middle market companies. With over 225 investment professionals, H.I.G has acquired more than 200 companies since its founding. Notable buyouts in 2012 include the award winning deal buyout of Comverge, Inc, along with acquisition of InterDent, sale of Vantage Specialty Chemicals. Earlier this year, H.I.G Capital expanded into Latin America by establishing the Rio de Janeiro office, headed by Fernando Marques Oliveira.

M&A LAWYER *of the Year*

Award Recipient: **Hunton & Williams, LP**

The award is presented to a legal team for advising on award winning transaction, which illustrates keen understanding of transaction issues, and above all, superior client service. Award presented to Gary Thompson, partner, co-head corporate finance and M&A practice group for advising on the award winning deal - Darden Restaurants in its all cash acquisition of Yard USA. The firm leadership team includes Justin (Jay) Moore, partner and head of corporate practice, Steven Patterson, partner co-head of corporate and M&A practice, and Fernando Alonso, partner and chairman of Latin America practice.

M&A INVESTMENT BANKER *of the Year*

Award Recipient: **BMO Capital Partners Team**

The award is presented to an BMO Capital for quality of advice on series of awards winning deals - Resolute Forest acquisition of Fibrek and Gaz Métro acquisition of Central Vermont Public Service. Both deals demonstrated the team's depth of expertise on complex transactions, talent and elevated standards of client service. The BMO Capital M&A leadership team includes Andre Hidi, head of Global M&A group, Scott Humphrey, head of U.S. M&A group.

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DEALMAKER TEAM AWARD WINNERS

BOUTIQUE M&A INVESTMENT BANKER *of the Year*

Award Recipient: **Capstone Partners Team**

The award is presented to Capital Partners, a boutique investment bank for quality of advice on award winning transaction -- the sale of CRG Partners to Deloitte LLP, along with several notable deals executed by the team including the cross-border transaction - the sale of BOB Trailers to Britax Group, sale of Surgical Monitoring Associates®, sale of Academy of Healing Arts, etc. Capstone Partners founded by John Ferrara, president and managing partner, and Jacob Voorhees, principal and founding member is headquartered in Boston.

NORTH AMERICA DEAL AWARDS WINNERS

CORPORATE DEAL *of the YEAR* | SMALL MID MARKETS

WINNER: IMS Research Holdings acquisition by IHS Inc.

Award Recipient: Marlin & Associates financial advisor to IMS Research Holdings

CORPORATE DEAL *of the YEAR* | MIDDLE MARKETS

WINNER: ACI Worldwide, Inc. acquisition of S1 Corporation

Award Recipient: ACI Worldwide Inc, Wells Fargo Securities financial advisor to ACI Worldwide, Raymond James financial advisor to S1 Corporation.

CORPORATE DEAL *of the YEAR* | LARGE

WINNER: Charming Shoppes, Inc. acquisition by the Ascena Retail Group, Inc.

Award Recipient: Schulte Roth & Zabel legal advisor to Charming Shoppes Inc.

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

WINNER: H.I.G. Capital acquisition of Comverge, Inc.

Award Recipient: H.I.G. Capital.

PRIVATE EQUITY DEAL *of the YEAR* | MIDDLE MARKETS

WINNER: GTCR acquisition of Fundtech Ltd and merger with BankServ.

Award Recipient: GTCR

PRIVATE EQUITY DEAL *of the YEAR* | LARGE

WINNER: Cerberus Capital Management acquisition of AT&T Advertising and Interactive Business Solutions

Award Recipient: Schulte Roth & Zabel legal advisor to Cerberus Capital Management

COUNTRY DEAL AWARDS WINNERS

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

WINNER: Tredegar Corporation acquisition of Terphane from Vision Capital.

Award Recipient: Deloitte Corporate Finance financial advisor to Tredegar Corporation

Deal winners circle: Hunton & Williams, LP

BRAZIL M&A DEAL *of the YEAR* | LARGE MID MARKETS

WINNER: CPFL Energia SA and its subsidiary CPFL Energias Renovaveis SA acquisition of Bons Ventos Geradora de Energia SA, by acquiring BVP SA (BVP).

Award Recipient: Machado, Meyer, Sendacz e Opice legal advisor to CPFL Energia.



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COUNTRY DEAL AWARDS WINNERS

MEXICO M&A DEAL *of the YEAR*

WINNER: Advance America Inc acquisition by Grupo Elektra, S.A.B. de C.V., subsidiary of Grupo Salinas
Award Recipient: Wells Fargo Securities financial advisor to Advance America Inc.

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

WINNER: Resolute Forest Products ((Abitibi Bowater) acquisition of Fibrek Inc.
Award Recipient: BMO Capital Partners financial advisor to Resolute Forest Products

CANADA M&A DEAL *of the YEAR* | LARGE MID MARKETS

WINNER: Gaz Métro Inc. through its wholly owned subsidiary, Northern New England Energy Corporation acquisition of Central Vermont Public Service Corporation.
Award Recipient: BMO Capital Partners financial advisor to Gaz Métro Inc.

U.S.A M&A DEAL *of the YEAR* | SMALL MID MARKETS

WINNER: City of Nashua acquisition of Pennichuck Corporation.
Award Recipient: City of Nashua, New Hampshire

U.S.A M&A DEAL *of the YEAR* | MIDDLE MARKETS

WINNER: Royal Purple, Inc. acquisition by Calumet Specialty Products Partners, L.P
Award Recipient: Cleary Gull financial advisor to Royal Purple, Inc

U.S.A M&A DEAL *of the YEAR* | LARGE MID MARKETS

WINNER: Jacksonville Jaguars Ltd, National Football League team acquisition by Shahid R. Khan.
Award Recipient: Jacksonville Jaguars, Shahid Khan

AMERICAS INDUSTRY DEAL AWARDS WINNERS

AEROSPACE & DEFENSE SERVICES DEAL *of the YEAR*

WINNER: Kratos Defense & Security Solutions Inc acquisition of Composite Engineering, Inc.
Award Recipients: Kratos Defense & Security Solutions, Andrews Kurth legal advisor and Janes Capital Partners financial advisor to Composite Engineering respectively.

CONSUMER GOODS & SERVICES DEAL *of the YEAR*

WINNER: Prestige Brands Holdings, Inc. acquisition of 17 over-the-counter brands from GlaxoSmithKline, plc.
Award Recipient: Sawaya Segalas & Co financial advisor to Prestige Brands Holdings.

CONSUMER RETAIL SERVICES DEAL *of the YEAR*

WINNER: BI-LO LLC, acquisition of Winn-Dixie Stores.
Award Recipient: Hunton & Williams legal advisor to BI-LO, a portfolio company of Lone Star Funds.

ENTERTAINMENT & MEDIA DEAL *of the YEAR*

WINNER: Vistaprint, Inc acquisition of Webs Inc.
Award Recipient: Raymond James | Morgan Keegan, financial advisor to Vistaprint N.V.

FINANCIAL TECHNOLOGY DEAL *of the YEAR*

WINNER: Welsh, Carson, Anderson & Stowe and JMI Equity acquisition of Triple Point Technology, Inc.
Award Recipient: Marlin & Associates financial advisor to Welsh, Carson, Anderson & Stowe.

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

WINNER: Beam Inc. acquisition of Pinnacle Vodka and Calico Jack from White Rock Distilleries Inc.
Award Recipient: Beam Inc.

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AMERICAS INDUSTRY DEAL AWARDS WINNERS

FOOD & BEVERAGE DEAL of the YEAR | MIDDLE MARKETS

WINNER: Petri Baking Products Inc, acquisition by Ralcorp Holdings Inc.

Award Recipient: McColl Partners financial advisor to Petri Baking Products Inc.

HEALTHCARE SERVICES DEAL of the YEAR

WINNER: Cal-Ore Life Flight merger with REACH Air Medical Services, portfolio company of New Heritage Capital.

Award Recipient: Provident Healthcare Partners financial advisor to Cal-Ore Life Flight.

INDUSTRIALS DEAL of the YEAR

WINNER: Shamrock Manufacturing LLC acquisition by Prime Natural Resources, Inc.

Award Recipient: Corporate Finance Associates financial advisor to Shamrock Manufacturing LLC.

MINING & RESOURCES DEAL of the YEAR

WINNER: 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.

Award Recipient: Xstrata Coal, subsidiary of Xstrata plc.

PHARMA & DEVICES DEAL of the YEAR | MIDDLE MARKETS

WINNER: Healthx, Inc. recapitalization stake by Frontier Capital

Award Recipient: Berkery Noyes financial advisor to Healthx Inc

PHARMA & DEVICES DEAL of the YEAR | LARGE MID MARKETS

WINNER: Amgen acquisition of Mustafa Nevzat Pharmaceuticals.

Award Recipient: Amgen Inc.

TECHNOLOGY & TELECOM DEAL of the YEAR | MIDDLE MARKETS

WINNER: 1st Auto Transport Directory, Inc. acquisition by DealerTrack Holdings, Inc.

Award Recipients: Roth Capital Partners financial advisor and Morrison Foerster legal advisor to 1st Auto Transport Directory, respectively.

TECHNOLOGY & TELECOM DEAL of the YEAR | LARGE MID MARKETS

WINNER: Facebook Inc acquisition of AOL patent portfolio from Microsoft Corporation.

Award Recipient: Fenwick & West legal advisor to Facebook Inc.

REAL ESTATE & HOSPITALITY DEAL of the YEAR

WINNER: Morton's Restaurant Group, Inc. acquisition by Landry's, Inc .

Award Recipient: Schulte Roth & Zabel legal advisor to Morton's Restaurant Group, Inc.

TRANSPORT & LOGISTICS, SERVICES DEAL of the YEAR

WINNER: Walker Group Holdings Inc acquisition by Wabash National Corp.

Award Recipient: Harris Williams & Company financial advisor to Walker Group Holdings

Deal winners circle: Hunton & Williams, LP

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OUTSTANDING FIRM AWARD WINNERS

NORTH AMERICA, PRIVATE EQUITY FIRM *of the YEAR*: **GTCR Golder Rauner**

NORTH AMERICA, PRIVATE EQUITY FIRM *of the YEAR* | SMALL MID MARKETS: **H.I.G. Capital**

SOUTH AMERICA, PRIVATE EQUITY FIRM *of the YEAR*: **ACON Investments**

NORTH AMERICA BOUTIQUE, M&A INVESTMENT BANK *of the YEAR*: **Roth Capital Partners**

NORTH AMERICA, M&A INVESTMENT BANK *of the YEAR*: **Harris Williams & Company**

NORTH AMERICA, M&A LAW FIRM *of the YEAR*: **Morrison & Foerster, LLP**

SOUTH AMERICA, M&A INVESTMENT BANK *of the YEAR*: **Citigroup**

SOUTH AMERICA, M&A LAW FIRM *of the YEAR*: **Machado, Meyer, Sendacz e Opice Advogados**

AMERICAS ACCOUNTING & TRANSACTIONS, ADVISOR *of the YEAR*: **Deloitte TAS**

AMERICAS M&A TECHNOLOGY SOLUTIONS PROVIDER *of the YEAR*: **IntraLinks**

must know •

AMERICAS MID MARKET M&A BANKERS
AMERICAS MID MARKET M&A LAWYERS
empowering report, spotlights choice group of firms

about:

First of its kind, reports features choice group of top M&A bankers and lawyers exclusively from the perennial mid-markets firms, illuminating their unique talents, tradition and the firm capabilities. Significantly, the electronically published report reaches and serves to inform private equity and corporate deal communities world-wide. So in light of the growing competition, this middle market firms golden opportunity to accentuate their differentiated strengths, record and tradition of advising on mid market deals.

merit...why it matters:

What should have been a high volume and value of M&A deal activity this year, has turned out to be the slowest in pace since 2009. Furthermore, the slowdown and especially in the large-billion dollar deals has intensified competition for winning business in the middle markets arena.

how to be included:

Global M&A Network will invite short list of bankers and lawyers from firms primarily known for their mid-market advisory practice. Foremost, priority and preference is given to firm's winning at the AMERICAS M&A ATLAS AWARDS, 2012. If you have received our invite for inclusion, then this is your golden chance to respond. If you have not received an invite, then feel free to submit information on why we must consider you for inclusion.

submission deadline: November 29, 2012

editorial questions:

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THE M&A ATLAS[®] A W A R D S



HONORS

top deals
star dealmaker teams
A-list firms

from the
mergers, acquisitions, private equity, venture capital, turnaround communities
world-wide.

▶ **PARTICIPATE** at any number of regional annual awards:

2012:

ASIA PACIFIC M&A ATLAS AWARDS GALA

November 16, 2012. Hong Kong

INDIA M&A AWARDS GALA

December 14, 2012. New Delhi

2013: spring - summer

PE | VC ATLAS AWARDS GALA

February 12, 2013. San Francisco

M&A ATLAS AWARDS, GLOBAL MAJOR MARKETS

April 2013. Washington DC

EUROPE M&A ATLAS AWARDS

Summer, 2013. London

TURNAROUND ATLAS AWARDS

June, 2013. Chicago

ENQUIRIES to participate, nominate or to attend, contact:

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