



THE M&A  
ATLAS®  
AWARDS

AMERICAS  
Middle Markets



## CONGRATULATIONS

*to all the*

## OUTSTANDING FINALISTS *of the YEAR, 2013*

AWARDS GALA DINNER  
OCTOBER 24, 2013, NEW YORK

October 3, 2013. New York: Global M&A Network congratulates the finalists circle for the coveted AMERICAS M&A ATLAS AWARDS in the categories of - **42 Deal** awards, **13 Outstanding Firm** awards, and **Star Dealmaker Team** awards.

The AMERICAS M&A ATLAS AWARDS is part of the prestigious M&A ATLAS AWARDS, world-wide recognizable brand.

For 2013, 626 deals were evaluated, from which only 263 deals made the finalists circle, and eventually **only 42** deals will win at the annual awards gala and dinner.

To win the AMERICAS M&A ATLAS AWARDS, is the ultimate mark of achievement because the winners are selected independently for completing top value generating transactions. Winners are first announced and honored at the annual awards gala following the industry-exclusive, **Americas M&A Deal Intelligence Forum**.

**WHAT to DO** if you are among the coveted list of finalists?

If you submitted nominations, please confirm your participation and attendance for the Americas M&A Deal Intelligence Forum and Awards Gala Dinner. If you did not enter nominations, you can still share in the win.

**Kindly, Contact:** Raj Kashyap, Managing Partner and President  
email: [raj@globalmanetwork.com](mailto:raj@globalmanetwork.com) or telephone: +914.886.3085 (USA)



THE **M&A**  
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AWARDS

## AMERICAS MID MARKET AWARDS

**CONGRATULATIONS: FINALISTS CIRCLE, 2013**

**WINNERS HONORED at: Awards Gala Dinner Ceremony, October 24, 2013. New York, USA.**

**AMERICAS M&A DEAL AWARDS FINALISTS:**

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

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

*Qualified as deal size between \$5 to \$150 million. Deal may be strategic or private equity, any sector from North or South Americas.*

- American Alliance Dialysis, entity controlled by ICV Partners acquisition of Atlantis Healthcare Group Puerto Rico.
- Agnico Eagle Mines acquisition of Urastar Gold.
- Automobile Protection Company, entity controlled by Stone Point Capital acquisition of GWC Warranty.
- J.M. Smucker acquisition of Enray.
- New Flyer Industries acquisition of North American Bus Industries from Cerberus Capital.
- SolarWinds acquisition N-able Technologies International.

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

*Qualified as deal size between \$150 to \$500 million. Deal may be strategic or private equity, any sector from North or South Americas.*

- Coca-Cola FEMSA acquisition of Companhia Fluminense de Refrigerantes.
- Cerveceria Costa Rica, subsidiary of Florida Ice and Farm Company acquisition of North American Breweries from KPS Capital Partners.
- Coeur d'Alene Mines Corporation acquisition of Orko Silver.
- Glatfelter acquisition of Fortress Security Papers (Dresden Papier) from Fortress Paper.
- NASDAQ OMX acquisition of Thomson Reuters' IR, PR and Multimedia Solutions Businesses.
- Ontario Teachers' Pension Plan acquisition of SeaCube Container.

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

*Qualified as deal size between \$500 to below \$1 billion. Deal may be strategic or private equity, any sector from North or South Americas.*

- Bunge sale of its Brazilian fertilizer business to Yara International.
- GTCR sale of Actient Pharmaceuticals to Auxilium Pharmaceuticals.
- Milacron, portfolio company of CCMP Capital Advisors, acquisition of Mold-Masters from 3i Group.
- Minera Frisco acquisition of Ocampo mine and assets from AuRico Gold.
- Starbucks acquisition of Teavana.
- TD Bank acquisition of Epoch Holdings.

### **CONSORTIUM DEAL of the YEAR**

*Qualified as an investor group led acquisition, deal size valued below \$1 billion from the Americas.*

- 3i Group led investor group including Neuberger Berman and Siguler Guff acquisition of Óticas Carol.
- Aquiline Capital Partners and Genstar Capital Management acquisition of Genworth Wealth Management unit.
- First Reserve Corporation and SK Capital Partners acquisition of TPC Group.
- MidOcean Partners led investor group including Vulcan Capital buyout of Water Pik from The Carlyle Group, EG Capital Group and Zodiac Marine & Pool.
- The Carlyle Group, Stone Point Capital, Pictet & Cie and Edmond de Rothschild Group buyout of Duff & Phelps.
- The Ranadive Group of investors acquisition of NBA Sacramento Kings from the Maloof family.

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*Participate, Show Intellectual Capital, Firm Leadership Role at:*

**AMERICAS M&A DEAL INTELLIGENCE FORUM | October 24, 2013. New York, USA.**

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

*Qualified as deal size between \$5 to \$150 million, Cross border transaction from the Americas.*

- Curtiss-Wright Corporation acquisition of Phönix Group.
- Hoshizaki America acquisition of Macom Industria.
- Marlin Equity Partners acquisition of Nokia Siemens Networks' Optical business.
- Michelman acquisition Ecronova Polymer.
- Seaport Capital sale of MCV Broadband to NTT DOCOMO.
- Sherwin-Williams acquisition of Changzhou Pulanna Coating.

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

*Qualified as deal size between \$150 to below \$500 million, Cross border transaction from the Americas.*

- Amgen acquisition of deCODE Genetics.
- Cisco acquisition of Intucell.
- Glatfelter Co acquisition of Fortress Security Papers (Dresden Papier) from Fortress Paper.
- Joh. A. Benckiser Group acquisition of Caribou Coffee Company.
- McAfee, subsidiary of Intel, acquisition of Stonesoft.
- Patton Media along with investors including Baring Vostok, UFG and Russia Direct Fund acquisition of Karo Films.

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

*Qualified as deal size between \$500 to below \$1 billion, Cross border transaction from the Americas.*

- Al-Jazeera Satellite Network acquisition of Current Media.
- Bunge sale of its Brazilian fertilizer business to Yara International.
- ALS acquisition of Reservoir Group from SCF Partners.
- Hormel Foods acquisition of Skippy from Unilever.
- Royal DSM acquisition Fortitech from Trilantic Capital Partners.
- Scotiabank and Grupo SURA joint venture acquisition of AFP Horizonte.

**NORTH AMERICA M&A DEAL AWARDS FINALISTS:**

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

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

*Qualified as deal size \$5 to \$150 million. Deal may be strategic or private equity involving entity from North America.*

- American Alliance Dialysis, entity controlled by ICV Partners acquisition of Atlantis Healthcare Group Puerto Rico.
- Andrew & Everett/Ry-Con Specialty Foods acquisition by PANOS Brand, company of High Road Capital.
- Bionostics sale to Techne Corporation.
- Dynapower Company acquisition by Pflingsten Partners.
- INCIPIO Technologies acquisition of BRAVEN.
- Markwins International acquisition of Physicians Formula.
- New Flyer Industries acquisition of North American Bus Industries from Cerberus Capital.
- Party City acquisition of iParty Corp.

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### **NORTH AMERICA M&A DEAL AWARDS FINALISTS:**

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

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

*Qualified as deal size \$150 to \$500 million. Deal may be strategic or private equity involving entity from North America.*

- Argonaut Gold acquisition of Prodigy Gold.
- Automobile Protection Corporation, portfolio company of Stone Point Capital, acquisition of GWC Warranty Corp.
- Blucora acquisition of Monoprice.
- BWAY Corporation, company of Platinum Equity acquisition of Ropak Packaging from LINPAC Group.
- Coeur d'Alene Mines acquisition of Orko Silver.
- Martin Management Corporation acquisition by Employees Stock Ownership Trust.

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

*Qualified as deal size above \$500 to below \$1 billion. Deal may be strategic or private equity involving entity from North America.*

- AltaGas acquisition of Blythe Energy from LS Power Equity Advisors.
- Apax Partners acquisition of Cole Haan from NIKE.
- CCL Industries acquisition of Office and Consumer Products and DES business from Avery Dennison.
- GTCR sale of Actient Pharmaceuticals to Auxilium Pharmaceuticals.
- Grupo Gigante acquisition of joint venture stake in Office Depot de Mexico.
- Milacron, portfolio company of CCMP Capital Advisors, acquisition of Mold-Masters from 3i Group.

#### **NORTH AMERICA CORPORATE**

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

*Qualified as deal size \$5 to \$150 million. Deal may be corporate acquisition, merger or divestment from North American markets.*

- Bionostics sale to Techne Corporation.
- Curtiss-Wright Corporation acquisition of Williams Controls.
- Deloitte acquisition of McColl Partners.
- National Pain Institute acquisition by Prospira Pain Care.
- NTT Workforce Development Institute acquisition by ECPI University.
- ORBCOMM acquisition of GlobalTrak division of System Planning Corporation and Mobinet.

#### **NORTH AMERICA CORPORATE**

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

*Qualified as deal size \$150 to \$500 million. Deal may be corporate acquisition, merger or divestment from North American markets.*

- Blucora acquisition of Monoprice.
- CECO Environmental Corporation acquisition of Met-Pro.
- Fortune Brands Home & Security acquisition of WoodCrafters Home Products.
- IAC acquisition of About.com.
- NASDAQ OMX acquisition of Thomson Reuters' IR, PR and Multimedia Solutions Businesses.
- TDS Telecommunications acquires assets of Baja Broadband from M/C Partners.

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### **NORTH AMERICA M&A DEAL AWARDS FINALISTS:**

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#### **NORTH AMERICA CORPORATE**

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

*Qualified as deal size \$500 and below a billion USD. Deal may be corporate acquisition, merger or divestment from North American markets.*

- Avis Budget Group acquisition of Zipcar.
- Cubist Pharmaceuticals acquisition of Trius Therapeutics.
- CCL Industries acquisition of Office and Consumer Products and DES business from Avery Dennison.
- Hormel Foods Corp acquisition of Skippy from Unilever.
- Minera Frisco acquisition of Ocampo mine and assets from AuRico Gold.
- MSC Industrial Direct acquisition of North American distribution business of the Barnes Group.

#### **NORTH AMERICA PRIVATE EQUITY**

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

*Qualified as deal size \$5 to \$100 million. Private equity investment stake of buyout from North American markets.*

- Ampersand Capital acquisition of Willow Laboratories.
- Corinthian Capital Group acquisition of Friedrich Air Conditioning.
- H.I.G Capital acquisition stake in California Forensic Medical Group.
- Marlin Equity Partners acquisition of Nokia Siemens Networks' Optical business.
- Post Capital Partners acquisition of Invo Healthcare Associates.
- The Riverside Company acquisition of ProSites.

#### **NORTH AMERICA PRIVATE EQUITY**

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

*Qualified as deal size \$100 to \$500 million. Private equity investment stake of buyout from North American markets.*

- American Capital acquisition of Cambridge Major Laboratories from Arlington Capital Partners.
- Avista Capital Partners acquisition of Telular Corporation.
- Birch Hill Equity Partners acquisition of Softchoice Corporation.
- EQT acquisition of Westway Group.
- JLL Partners acquisition BioClinica and CoreLab Partners and subsequent merger.
- Lee Equity Partners acquisition of Edelman Financial Group.
- Thoma Bravo acquisition of Keynote Systems.

#### **NORTH AMERICA PRIVATE EQUITY**

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

*Qualified as deal size \$500 to less than a billion. Private equity investment stake of buyout from North American markets.*

- Apax Partners acquisition of Cole Haan from NIKE.
- Leonard Green & Partners has acquired CCC Information Services from Investcorp.
- TowerBrook Capital Partners acquisitions of True Religion Apparel.
- Siris Capital Group acquisition of Transaction Network Services.
- The Carlyle Group, Stone Point Capital, Pictet & Cie and Edmond de Rothschild Group buyout of Duff & Phelps.
- Vista Equity Partners buyout of Websense.

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### **SOUTH AMERICA M&A DEAL AWARDS FINALISTS:**

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#### **SOUTH AMERICA M&A DEAL of the YEAR | LARGE MARKETS**

*Qualified as deal size above \$250 million; strategic or private equity, any sector, involving at least one entity from the South Americas.*

- Actis and Mainstream Renewable Power acquisition stake in Aela Energía.
- Banco Davivienda acquisition of HSBC's retail operations in Costa Rica, Honduras and El Salvador.
- Bunge sale of its Brazilian fertilizer business to Yara International.
- Empresa Nacional de Telecomunicaciones acquisition of Nextel del Perú from NII Holdings.
- Scotiabank and Grupo SURA joint venture acquisition of AFP Horizonte.
- The Carlyle Group majority acquisition of Tok&Stok.

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

*Qualified as deal size below \$200 million; strategic or private equity, any sector, involving at least one entity from the South Americas.*

- Darby Private Equity investment stake in Alta Rail Technology.
- Estrella International Energy Services, portfolio company of Southern Cross acquisition of San Antonio Internacional.
- Encompass Digital Media acquisition of TIBA Satellite Services.
- Hoshizaki America acquisition of Macom Industria.
- General Atlantic investment stake in XP Investimentos.
- H.I.G. Capital acquisition of Cel Lep

#### **SOUTH AMERICA CORPORATE M&A**

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

*Qualified as deal size below a billion USD, corporate acquisition, merger or divestment involving at least one entity from the South Americas.*

- Bunge sale of its Brazilian fertilizer business to Yara International.
- Duke Energy International acquisition of Iberoamericana de Energía Ibener.
- Embotelladora Andina acquisition of Embotelladora Coca-Cola Polar.
- OPKO Health acquisition of Silcon Comércio, Importacao Exportacao de Produtos Farmaceuticos e Cosmeticos.
- SapientNitro, a subsidiary of Sapient Corporation acquisition of iThink.
- Scotiabank and Grupo SURA joint venture acquisition of AFP Horizonte.

#### **SOUTH AMERICA PRIVATE EQUITY**

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

*Qualified as deal size below a billion USD, deal must be private equity investment or acquisition in South America.*

- 3i Group led investor group including Neuberger Berman and Siguler Guff acquisition of Óticas Carol.
- Acon Investments and Capital International Private Equity acquisition of Vetra Energia from Inveravante.
- Actis and Mainstream Renewable Power acquisition stake in Aela Energía.
- Darby Private Equity investment stake in Alta Rail Technology.
- H.I.G. Capital acquisition stake in Creme Mel Sorvetes.
- The Carlyle Group majority acquisition of Tok&Stok.

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## AMERICAS MID MARKET AWARDS

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### **COUNTRY M&A DEAL AWARDS FINALISTS:**

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#### **BRAZIL M&A DEAL of the YEAR**

*Qualified as deal size above million and below a billion USD, deal may be strategic or private equity, involving a counterparty in Brazil.*

- 3i Group led investor group including Neuberger Berman and Siguler Guff acquisition of Óticas Carol.
- Abril Educação acquisition of Wise Up brands.
- Encompass Digital Media acquisition of TIBA Satellite Services.
- Group 1 Automotive acquisition of UAB Motors Participacoes.
- H.I.G. Capital acquisition of Cel Lep
- Hoshizaki America acquisition of Macom Industria.

#### **MEXICO M&A DEAL of the YEAR**

*Qualified as deal may be strategic or private equity, involving a counterparty from Mexico.*

- Arca Continental acquisition of Wise Foods from Palladium Equity Partners.
- Grupo Gigante acquisition of joint venture stake in Office Depot de Mexico.
- Coca-Cola FEMSA acquisition of Companhia Fluminense de Refrigerantes.
- Mexichem acquisition of vinyl dispersion assets from PolyOne Corporation.
- MATC Digital, subsidiary of American Tower Corp acquisition of 883 telecommunication sites from Axtel.
- Minera Frisco acquisition of Ocampo mine and assets from AuRico Gold.

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

*Qualified as deal size in range of below \$500 million, deal may be strategic or private equity, involving a counterparty from Canada.*

- Argonaut Gold acquisition of Prodigy Gold.
- Birch Hill Equity Partners acquisition of Softchoice Corporation.
- Cavendish Farms acquisition of Maple Leaf Foods Inc.'s potato processing business.
- New Flyer Industries acquisition of North American Bus Industries.
- Ontario Teachers' Pension Plan acquisition of SeaCube Container.
- The Hillman Group acquisition of H. Paulin.

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

*Qualified as deal size in range of \$500 to below \$1 billion, deal may be strategic or private equity, involving a counterparty from Canada.*

- AltaGas acquisition of Blythe Energy from LS Power Equity Advisors.
- CCL Industries acquisition of Office and Consumer Products and DES business from Avery Dennison.
- Cogeco Cable Inc. acquisition of Peer 1 Network Enterprises.
- Hecla Mining Company acquisition of Aurizon Mines.
- Milacron, portfolio company of CCMP Capital Advisors, acquisition of Mold-Masters from 3i Group.
- TD Bank Group acquisition of Epoch.

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### **COUNTRY M&A DEAL AWARDS FINALISTS:**

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

*Qualified as deal size below \$50 million, deal may be strategic or private equity, involving a counterparty from USA.*

- Andrew & Everett / Ry-Con Specialty Foods acquisition by PANOS Brands, company of High Road Capital.
- INCIPIO Technologies acquisition of BRAVEN.
- National Pain Institute acquisition by Prospira Pain Care.
- NTT Workforce Development Institute acquisition by ECPI University.
- The Reserve Group acquisition of Great Lakes Castings.
- Sherwin-Williams acquisition of Changzhou Pulanna Coating.

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

*Qualified as deal size in range above \$50 million to \$150 million, deal may be strategic or private equity, involving a counterparty from USA.*

- Automobile Protection Corporation, a portfolio company of Stone Point Capital, acquisition of GWC Warranty Corp.
- Bionostics sale to Techne Corporation.
- Dynapower Company acquisition by Pflingsten Partners.
- Heelys acquisition by Sequential Brands Group.
- Pharmaceutical Product Development (PPD) acquisition of Acurian.
- TriHealth acquisition of Evendale Medical Center.

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

*Qualified as deal size in range of \$150 to below \$500 million, deal may be strategic or private equity, involving a counterparty from USA.*

- Adap.tv acquisition by AOL
- Blucora acquisition of Monoprice.
- CECO Environmental Corporation acquisition of Met-Pro.
- IAC acquisition of About.com.
- Martin Management Corporation acquisition by Employees Stock Ownership Trust.
- TDS Telecommunications acquires assets of Baja Broadband from M/C Partners.

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

*Qualified as deal size in range of \$500 to below a billion, deal may be strategic or private equity, involving a counterparty from USA.*

- Church & Dwight Co. acquisition of Avid Health.
- GTCR sale of Actient Pharmaceuticals to Auxilium Pharmaceuticals.
- Humana acquisition of Metropolitan Health Networks.
- Ingram Micro acquisition of Brightpoint.
- Ocwen Financial acquisition of Homeward Residential from WL Ross & Co.
- The Ranadive Group of investors acquisition of NBA Sacramento Kings from the Maloof family.

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### AMERICAS INDUSTRY M&A DEAL AWARDS FINALISTS:

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#### CONSUMER GOODS DEAL of the YEAR

*Deal size below a billion USD, involving one entity from the North or South Americas consumer products and services industries.*

- Corinthian Capital Group acquisition of Friedrich Air Conditioning Co.
- Heelys acquisition by Sequential Brands Group.
- Iconix Brand Group acquisition of Lee Cooper.
- Johnson & Johnson acquisition of Shanghai Elsker Mother & Baby from investor group.
- Swander Pace acquisition of gloProfessional.
- Sale of Method Products to Ecover Belgium.

#### CONSUMER RETAIL DEAL of the YEAR

*Deal size below a billion USD, involving one entity from the North or South Americas retail, hospitality and related industries.*

- 3i Group led investor group including Neuberger Berman and Siguler Guff acquisition of Óticas Carol.
- Ace Hardware Corp acquisition of Westlake Ace Hardware from Goldner Hawn Johnson & Morrison.
- CCL Industries acquisition of Office and Consumer Products and DES business from Avery Dennison.
- HGGC acquisition stake in MyWebGrocer from Stripes Group.
- Party City acquisition of iParty Corp.
- Webster Capital acquisition of Best Friends Pet Care from Brynwood Partners.

#### ENERGY & SERVICES DEAL of the YEAR

*Deal size below a billion USD, involving one entity from the North or South Americas energy, power, services and related industries.*

- AltaGas acquisition of Blythe Energy from LS Power Equity Advisors.
- Dynapower Company acquisition by Pflingsten Partners.
- Bonterra Energy Corp acquisition of Spartan Oil Corp.
- Martin Management Corporation acquisition by Employees Stock Ownership Trust.
- SolarWinds acquisition N-able Technologies International.
- Summit Midstream Partners acquisition of Bear Tracker Energy.

#### ENTERTAINMENT & MEDIA DEAL of the YEAR

*Deal size below a billion USD, from the North or South Americas entertainment, media, marketing, and related industries.*

- Adap.tv acquisition by AOL.
- Corona Investment Partners acquisition of Printronix from Vector Capital.
- Encompass Digital Media acquisition of TIBA Satellite Services.
- Sinclair Broadcast Group acquisition of Fisher Communications.
- The Ranadive Group of investors acquisition of NBA Sacramento Kings from the Maloof family.
- Wood Creek Capital Management acquisition of Concord Music Group from Village Roadshow Entertainment.

#### FINANCIAL SERVICES DEAL of the YEAR | MID MARKETS

*Deal size below a billion USD, from the North or South Americas financial services industries.*

- Automobile Protection Corporation, a portfolio company of Stone Point Capital, acquisition of GWC Warranty Corp.
- Deloitte acquisition of McColl Partners.
- Enstar Group acquisition of SeaBright Holdings.
- Fifth Street Finance has acquired Healthcare Finance Group.
- Lee Equity Partners acquisition of Edelman Financial Group.
- PacWest Bancorp acquisition of First California Financial Group.

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#### FINANCIAL SERVICES DEAL of the YEAR | LARGE MARKETS

*Deal size above \$500 million USD, involving one entity from the North or South Americas financial services industries.*

- Ocwen Financial acquisition of Homeward Residential from WL Ross & Co.
- TD Bank Group acquisition of Epoch.
- The Carlyle Group, Stone Point Capital, Pictet & Cie and Edmond de Rothschild Group buyout of Duff & Phelps.
- Stifel Financial acquisition of Keefe Bruyette & Woods.
- Univest acquisition of John T. Fretz Insurance Agency.

#### FINANCIAL TECH & SERVICES DEAL of the YEAR

*Deal size below a billion USD, involving one entity from the North or South Americas tech solutions from the financial services industries.*

- ACI Worldwide acquisition of Online Resources.
- Bregal Sagemount acquisition stake in Network Merchants.
- eFront acquisition of DMLT.
- ION Trading Group acquisition of Financial Software Systems.
- Fidelity National Information Services acquisition of mFoundry.
- SunGard acquisition of XcitekSolutionsPlus.

#### FOOD & BEVERAGE DEAL of the YEAR

*Deal size below a billion USD, involving one entity from the North or South Americas food, beverage and related industries.*

- Arca Continental acquisition of Wise Foods from Palladium Equity Partners.
- Cerveceria Costa Rica, subsidiary of Florida Ice and Farm Company acquisition of North American Breweries from KPS Capital Partners.
- Hormel Foods acquisition of Skippy from Unilever.
- Joh. A. Benckiser Group acquisition of Caribou Coffee Company.
- Post Holdings acquisition of Hearthside Food Solutions.
- NBTY acquisition of Balance Bar Company from Brynwood Partners.

#### HEALTHCARE SERVICES DEAL of the YEAR

*Deal size below a billion USD, involving one entity from the North or South Americas healthcare provider and related industries.*

- American Alliance Dialysis, entity controlled by ICV Partners acquisition of Atlantis Healthcare Group Puerto Rico.
- Emeritus acquisition of Nurse On Call from Kinderhook Industries
- GTCR acquisition of Correctional Healthcare Companies.
- H.I.G Capital acquisition stake in California Forensic Medical Group.
- National Pain Institute acquisition by Prospira Pain Care.
- Post Capital Partners acquisition of Invo Healthcare Associates.
- TriHealth acquisition of Everdale Medical Center.

#### HEALTHCARE TECH DEAL of the YEAR

*Deal size below a billion USD, from the North or South Americas healthcare technology related solutions.*

- Allscripts acquisition of dbMotion.
- Athenahealth acquisition of Epocrates.
- Medtronic acquisition of Cardiocom.
- JLL Partners acquisition BioClinica and CoreLab Partners and subsequent merger.
- Pharmaceutical Product Development (PPD) acquisition of Acurian.
- Thoma Bravo acquisition of Medware Information Systems.

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**AMERICAS M&A DEAL INTELLIGENCE FORUM | October 24, 2013. New York, USA.**

Enquiries, contact: Raj Kashyap, Managing Partner at P: 914.886.3085 E: raj@globalmanetwork.com



THE **M&A**  
**ATLAS**  
AWARDS

## AMERICAS MID MARKET AWARDS

**CONGRATULATIONS: FINALISTS CIRCLE, 2013**

**WINNERS HONORED at: Awards Gala Dinner Ceremony, October 24, 2013. New York, USA.**

### AMERICAS INDUSTRY M&A DEAL AWARDS FINALISTS:

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

#### INDUSTRIAL MATERIALS DEAL of the YEAR

*Deal size below a billion USD, involving one entity from the North or South Americas resources, chemicals, packaging and related industries.*

- Arsenal Capital Partners acquisition of International Fiber Corporation from Swander Pace Capital.
- First Reserve Corporation and SK Capital Partners acquisition of TPC Group.
- Glatfelter acquisition of Fortress Security Papers (Dresden Papier) from Fortress Paper.
- Hi-Crush Partners acquisition of D&I Silica.
- Michelman acquisition Ecronova Polymer.
- The Reserve Group acquisition of Great Lakes Castings.

#### MANUFACTURING & SERVICES DEAL of the YEAR | MID MARKETS

*Deal size below a \$250 million USD, involving one entity from the North or South Americas industrial manufacturing, services, etc.*

- CCPI acquisition by Prospect Capital Corporation.
- Curtiss-Wright Corporation acquisition of Williams Controls.
- Echelon Capital acquisition of Lyon Workplace.
- Irving Place Capital acquisition of Chromalox from Sentinel Capital Partners.
- Isleworth Capital Partners acquisition of S.I. Jacobson Manufacturing.
- Sherwin-Williams acquisition of Changzhou Pulanna Coating.

#### MANUFACTURING & SERVICES DEAL of the YEAR | LARGE MARKETS

*Deal size above a \$250 million USD, involving one entity from the North or South Americas industrial manufacturing, services, etc.*

- Brady Corporation acquired Precision Dynamics Corporation from Water Street Healthcare Partners.
- BWAY Corporation, company of Platinum Equity acquisition of Ropak Packaging.
- CECO Environmental acquisition of Met-Pro.
- Dover Corporation acquisition of Anthony International from Avista Capital Partners.
- Milacron, portfolio company of CCMP Capital Advisors, acquisition of Mold-Masters from 3i Group.
- MSC Industrial Direct Co acquisition of North American distribution business of the Barnes Group.

#### MINING & METALS DEAL of the YEAR

*Deal size below a billion USD, involving one entity from the North or South Americas mining and related industries.*

- Agnico Eagle Mines acquisition of Urastar Gold Corp.
- Argonaut Gold acquisition of Prodigy Gold.
- Coeur d'Alene Mines acquisition of Orko Silver.
- Hecla Mining Company acquisition of Aurizon Mines.
- Minera Frisco acquisition of Ocampo mine and assets from AuRico Gold.

#### PHARMA & DEVICES DEAL of the YEAR

*Deal size above \$250 million below a billion USD, involving one entity from the North or South Americas pharma, OTC, devices industries.*

- Bionostics sale to Techne Corporation.
- GTCR sale of Actient Pharmaceuticals to Auxilium Pharmaceuticals.
- Gilead Sciences acquisition of YM BioSciences.
- JHP Pharmaceuticals acquisition by Warburg Pincus from Morgan Stanley Principal Investments.
- Pharmaceutical Product Development (PPD) acquisition of Acurian.
- Valeant Pharmaceuticals International acquisition of Obagi Medical Products.

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A W A R D S

## AMERICAS MID MARKET AWARDS

**CONGRATULATIONS: FINALISTS CIRCLE, 2013**

**WINNERS HONORED at: Awards Gala Dinner Ceremony, October 24, 2013. New York, USA.**

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

*Deal size above \$250 million below a billion USD, from the North or South Americas pharma, OTC, devices and related industries.*

- Blucora acquisition of Monoprice.
- Francisco Partners acquisition stake in Corsair Components.
- NOVACAP acquisition of Host.net.
- Marlin Equity Partners acquisition of Nokia Siemens Networks' Optical business.
- Seaport Capital sale of MCV Broadband to NTT DOCOMO.
- TA Associates majority investment in DigiCert.
- TDS Telecommunications acquires assets of Baja Broadband.

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

*Deal size above \$250 million below a billion USD, from the North or South Americas broader tech, online, mobile and telecom industries.*

- Avago Technologies acquisition of CyOptics.
- Empresa Nacional de Telecomunicaciones acquisition of Nextel del Perú from NII Holdings.
- Ingram Micro acquisition of Brightpoint.
- Oracle acquisition of Eloqua.
- Pamlico Capital sale of NewWave Communications to Rural Broadband Investments.
- Sandisk acquisition of SMART Storage Systems.

*plus the coveted:*

#### **NORTH AMERICAS DEAL MAKER TEAM :**

**PRIVATE EQUITY DEAL TEAM *of the Year***

**CORPORATE M&A DEAL *of the Year***

**M&A INVESTMENT BANKER *of the Year***

**BOUTIQUE M&A INVESTMENT BANKER *of the Year***

**M&A LAWYER *of the Year***

*NOTE: Winners are announced at the awards gala and nominees must attend to accept their trophy.*

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### OUTSTANDING FIRM of the YEAR FINALISTS

#### NORTH AMERICA PRIVATE EQUITY FIRM of the YEAR | MIDDLE MARKETS

*Evaluative Criteria: (1) Two or more notable buyout/exit transactions; and any portfolio company growth deals completed in the stated timeframe; (2) Firm's buyout deals predominately above \$50 million and below a billion USD; (3) A proven and focused North America-based investment strategy across three unique sectors;(4) Team leadership, expertise and track record.*

#### GTCR

Irving Place Capital  
Kohlberg & Company  
MidOcean Partners  
Platinum Equity

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

*Evaluative Criteria: (1) Two or more notable buyout/exit transactions; and any portfolio company growth deals completed in the stated timeframe; (2) Firm's buyout deals predominately in the range below \$75 USD; (3) A proven and focused North America-based investment strategy across three unique sectors;(4) Team leadership, expertise and track record.*

#### H.I.G. Capital

Incline Equity Partners  
Ridgemont Equity Partners  
Sentinel Capital Partners  
The Riverside Company

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

*Evaluative Criteria: (1) One or more notable transactions including any portfolio company growth deals completed in the stated timeframe; (2) A proven and focused South America-based investment strategy;(3) Team leadership, expertise and track record.*

#### ACON Investments

Actis  
Darby Private Equity  
GP Investments  
H.I.G. Capital  
Nexus Group  
Southern Cross

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

*Evaluative Criteria: (1) Notable transaction completed in the stated timeframe; (2) Boutique practice qualified either by size, sector, or specialty practice; (3) Improvement in terms of volume and values on deals advised from 2012. (4) Firm expertise, track record, team leadership and importantly, client service.*

Business Development Asia  
Corporate Finance Associates  
Capstone Partners  
FTI Consulting  
Provident Healthcare Partners

Berkery, Noyes & Co.  
CSG Partners  
DA Davidson & Co.  
The McLean Group  
Roth Capital Partners

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### OUTSTANDING FIRM of the YEAR FINALISTS

#### 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 the size ranging above \$5 million to \$500 million, (3) Improvement in terms of volume and values on deals advised from 2012; (4) Dedicated North America team; (5) Firm expertise, track record, team leadership and importantly, client service.*

BMO Capital  
Houlihan Lokey  
Lazard Middle Markets  
Raymond James & Co  
Wells Fargo Securities

Harris Williams & Co.  
Jefferies & Co.  
Robert W. Baird & Co.  
Stifel Financial Group  
William Blair & Co.

#### TOP 10 SOUTH 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) Dedicated South America team; (5) Firm expertise, track record, team leadership and importantly, client service.*

Banco Itau BBA  
Credit Suisse  
Goldman Sachs  
J.P Morgan  
Rothschild

Banco BTG Pactual  
Citigroup  
HSBC  
Lazard  
UBS

#### TOP 10 NORTH AMERICA

##### M&A LAW FIRM of the YEAR

*Evaluative Criteria: (1) Notable transaction completed in the stated timeframe; (2) Mid-market segment qualified as advising predominately in the size ranging above \$5 million to \$500 million, (3) Improvement in terms of volume and values on deals advised from 2012; (4) Dedicated North America team; (5) Firm expertise, track record, team leadership and importantly, client service.*

Blake Cassels & Graydon  
DLA Piper  
Greenberg Traurig  
Kirkland & Ellis  
Latham & Watkins

Bryan Cave  
Fenwick & West  
Jones Day  
Kramer Levin Naftalis & Frankel  
Wilson Sonsini Goodrich & Rosati

#### TOP 10 SOUTH AMERICA

##### M&A LAW FIRM 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) Dedicated South America team; (5) Firm expertise, track record, team leadership and importantly, client service.*

Baker & McKenzie  
Mattos Filho, Veiga Filho, Marrey Jr. e Quiroga  
Pinheiro Neto  
Simpson, Thacher & Bartlett  
Tozzini Freire Teixeira e Silva

Lefosse Advogados  
Machado, Meyer, Sendacz e Opice  
Sherman & Sterling  
Souza, Cescon, Barriau & Flesch  
Sullivan & Cromwell

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### OUTSTANDING FIRM *of the YEAR* FINALISTS

#### MID MARKET LENDER \*

##### FIRM *of the YEAR*

Ares Capital  
Babson Capital Finance  
CIT Group  
Fifth Street Finance  
Golub Capital  
GE Capital  
NXT Capital

#### SMALL MID MARKET LENDER \*

##### FIRM *of the YEAR*

Abacus Finance Group  
CapitalSouth Partners  
CIT Group  
Madison Capital Funding  
Monroe Capital  
Triangle Capital

*\* NEW Category. Selection Criteria: (1) Lenders providing financing primarily to private equity sponsored transactions; (2) Notable transaction completed in the stated timeframe; (2) Mid-market and Small Mid-market segments qualified predominately in financing size ranging on average between \$100 million to \$5 million, (3) Firm expertise, track record, team leadership and importantly, client service. Please note, we have excluded traditional commercial banking entities.*

#### M&A PUBLIC RELATIONS FIRM *of the YEAR*

Brunswick Group  
FTI Consulting  
Joele Frank  
Kekst and Company  
Sard Verbinnen & Co  
The Abernathy MacGregor Group

*\* NEW Category. Given our long-standing experience in the global public relations, publishing and marketing industries, we know first-hand that delivering a timely, clear and an informative message is vital to create confidence for a M&A transaction. It is equally important to have an skilled, media savvy and friendly public relations firm to deliver a confident message. This year, the finalists are selected based on their role advising on notable strategic and/or buyout transactions primarily in the North American markets; as well as for their team leadership, client positioning and working with a variety of media channels.*

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

*Evaluative Criteria: (1) Notable transaction completed in the stated timeframe; (2) Firm expertise, innovation, track record, team leadership and importantly, client commitment and service.*

EthosData  
Firmex  
IntraLinks  
Merrill DataSite  
RR Donnelley  
V-Rooms (Due Diligence Online)

#### ACCOUNTING & TRANSACTIONS ADVISOR *of the YEAR*

*Evaluative Criteria: (1) Notable transaction completed in the stated timeframe; (2) Firm expertise, track record, team leadership and importantly, client service.*

BDO	Crowe Horwath
Deloitte	Duff & Phelps
Ernst & Young	Grant Thornton
KPMG	McGladrey
Weiser Mazars	PriceWaterHouse

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Top 50: [Americas M&A](#)  
★ dealmakers

Global M&A Network is delighted to launch the **first and only one** of its kind editorial, featuring the most influential, brilliant and innovative dealmakers from the North and South Americas in three significant categories of:

Top 50: Americas Private Equity Dealmakers

Top 50: Americas M&A Investment Bankers

Top 50: Americas M&A Lawyers

The coveted and highly competitive list is part of the M&A Star Dealmakers, world-wide program. The dynamic list changes year-to-year, and is published on-line.

**WHO Makes the List?** Senior-level professionals, with a distinguished record of executing value generating and game-changing transactions. The brilliant professional is responsible for guiding the team and must have closed outstanding transactions in the last 12 months.

We also refer to the prestigious M&A Atlas Awards because over the past several years, the awards has honored the best value-generating transactions and associated dealmakers.

**Official Announcement:** Similar to the published, *Top 100: Restructuring and Turnaround Professionals* list, the Top 50: Americas M&A Dealmakers list is officially released in a published brochure available only at the Americas M&A Deal Intelligence Forum.

**Disclosure:** Dealmaker's and/or representatives from their firm's participating at the annual Europe M&A Deal Intelligence Forum, will earn a golden star "★" on their on-line listing.

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### Americas M&A Deal Intelligence Forum

Exclusive industry gathering of corporate, private equity and top dealmakers to discuss on factors impacting deal activity in today's increasingly competitive marketplace. Significantly, to explore solutions on sourcing deals and delivering value-oriented results.

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- AMERICAS: M&A Deal Drivers, Review and Outlook.
- CROSS BORDER: Intelligence on Executing Deals, Hot Destinations.
- PRIVATE EQUITY: Best Practices on Sourcing Deals in a Competitive Environment.

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