

# INDIA M&A AWARDS

## CONGRATULATIONS: FINALIST CIRCLE

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*The Annual*

### INDIA GROWTH INTELLIGENCE FORUM and GALA DINNER & AWARDS CELEBRATIONS

*December 13, 2013, Grand Hyatt, Mumbai, India.*

**November 21, 2013:** Global M&A Network enthusiastically announces the finalists for the coveted India M&A Awards. The winners of one of the oldest and internationally recognized industry awards, are honored at the exclusive annual gala dinner held on December 13, 2013, in Mumbai.

**Top M&A DEALS, OUTSTANDING FIRM** and **DEALMAKER TEAMS of the YEAR** winners are be announced at the awards gala following the exclusive executive INDIA GROWTH INTELLIGENCE Forum roundtable meeting.

The "Gold Standard of Performance" logo sends a definitive message that the winner has achieved the highest international standards of excellence. INDIA M&A AWARDS is part of the prestigious ASIA PACIFIC M&A ATLAS AWARDS global brand.

#### **WHAT to DO** if you are among the TOP FINALISTS?

Many congratulations on making the highly competitive list of outstanding finalists circle. We encourage you to contact us for additional details. Importantly, we recommend confirming your participation and reservations for the INDIA GROWTH INTELLIGENCE FORUM and the AWARDS GALA.

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**INDIA GROWTH INTELLIGENCE FORUM**, an exclusive gathering of senior-level corporate, private equity, venture capital, entrepreneurs and related industry participants to explore factors impacting the "growth story" in the context of the economy and 2014 Elections.

**SHOW YOUR** Intellectual Capital, To speak, contact, program advisor ►

Meghna Suryakumar, Founder & Managing Attorney, Kelsaa  
Tel: +91 974 008 4883(IN) E: meghna.suryakumar@kelsaa.com

**AWARDS GALA CELEBRATIONS:** Winners are honored at the gala ceremony, and finalists nominees and winners must attend the awards gala to be honored by accepting their trophy.

**AWARDS** Enquiries, forum sponsorship, general info, contact ►

Raj Kashyap, managing partner at: T: 914.886.3085 E: raj@globalmanetwork.com  
Info + On-line Registration, visit: <https://globalmanetwork.com/asia-ma/register/>

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



## THE 6th ANNUAL INDIA M&A ATLAS AWARDS | 2013

**CONGRATULATIONS: AWARDS FINALISTS**

**WINNERS HONORED at: Awards Gala, December 13, 2013. Grand Hyatt, Mumbai.**

### TOP DEAL AWARDS

*Evaluation Criteria: (1) Strategic or PE, domestic or cross border deals from any sector; (2) Deal must have in the past 12 month period ending October, 2013. NOTE: It is the "DEAL" that wins. Deal advisor representatives must attend the awards gala to be officially recognized as a winner by accepting their trophy.*

#### INDIA DEAL of the YEAR

**SMALL MARKETS** | *Qualified as deal size above 5 million to 50 million USD, strategic or PE deals, domestic or cross-border.*

- Fairbridge Capital Private backed Thomas Cook India, acquisition of IKYA Human Capital Solutions.
- Gaja Capital Partners led acquisition stake in EuroKids International.
- L&T Finance Holdings acquisition of FamilyCredit from Société Générale Consumer Finance.
- Manipal Hospitals majority acquisition of Ankur Healthcare.
- Peepul Capital acquisition stake in Rhea Healthcare.
- Well Pack Papers & Containers sale of Laminate unit to Formica Laminates India.

#### INDIA DEAL of the YEAR

**MIDDLE MARKETS** | *Qualified as deal size above 50 million to 150 million USD, strategic or PE deals, domestic or cross-border.*

- Allcargo Logistics acquisition of Econocaribe Consolidators.
- Dalmia Bharat acquisition of Adhunik Cement.
- Coromandel International acquisition of Liberty Phosphate Group, and assets.
- ibiboGroup, subsidiary of Naspers acquisition of Pilani Soft Labs (redBus) from Seedfund, Inventus Capital and Helion Ventures.
- Macquarie India investment stake in Prime Focus.
- Varroc Group acquisition of Visteon joint venture stake in Visteon TYC Auto Lamps.

#### INDIA DEAL of the YEAR

**LARGE MARKETS** | *Qualified as deal size above 150 million USD, strategic or PE deals, domestic or cross-border.*

- Infosys Technologies acquisition of Lodestone Management Consulting.
- KKR India acquisition of the Alliance Tire Group from Warburg Pincus.
- My Homes Industries, joint venture of CRH acquisition of Sree Jayajothi Cements.
- Pantaloon Retail India demerger from The Future Group and control acquisition by Aditya Birla Nuvo.
- Rain CII Carbon, subsidiary of Rain Commodities acquisition of Rutgers from Triton.
- Sun Pharmaceutical Industries acquisition of DUSA Pharmaceuticals.

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### TOP CROSS BORDER DEAL AWARDS

*Evaluation Criteria: (1) Deal involving at least one counter-party from India; (2) Deal must have in the past 12 month period ending October, 2013. NOTE: It is the "DEAL" that wins. Deal advisor representatives must attend the awards gala to be officially recognized as a winner by accepting their trophy.*

#### CROSS BORDER DEAL of the YEAR

**SMALL MARKETS** | *Qualified as deal size above 5 million to 50 million USD, in-bound or out-bound transactions.*

- Dr. Reddy's Laboratories acquisition of OctoPlus.
- Sale of L&T Plastics Machinery to Toshiba Machine Co.
- MakeMyTrip acquisition of HotelTravel.com.
- SDS Biotech, subsidiary of Idemitsu Kosan acquisition of Sree Ramcides Chemicals from ePlanet Capital.
- Waaree Group acquisition of Cesare Bonetti.
- Well Pack Papers & Containers sale of Laminate unit to Formica Laminates, subsidiary of Fletcher Building.

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*Participate, Show Your Leadership Role at:*

**INDIA GROWTH INTELLIGENCE FORUM** | December 13, 2013. Grand Hyatt, Mumbai

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

**Info + Registrations:** <https://globalmanetwork.com/india-growth-ma/>



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### TOP CROSS BORDER DEAL AWARDS

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#### CROSS BORDER DEAL of the YEAR

MIDDLE MARKETS | *Qualified as deal size above 50 million to 150 million USD, in-bound or out-bound transactions.*

- Aliaxis acquisition of Ashirvad Pipes.
- Hassad Food Company majority acquisition of Bush Foods Overseas from Standard Chartered Private Equity.
- Jindal Steel and Power acquisition of CIC Energy.
- MakeMyTrip acquisition of HotelTravel.com.
- Mahindra UGINE Steel acquisition stake by Mitsui and Sanyo Special Steel.
- Tata Consultancy Services acquisition of ALTI.
- Varroc Group acquisition of Visteon joint venture stake in Visteon TYC Auto Lamps Co.

#### CROSS BORDER DEAL of the YEAR

LARGE MARKETS | *Qualified as deal size above 150 million in-bound or out-bound transactions.*

- Cipla control acquisition of Cipla Medpro South Africa.
- Claris Life sciences acquisition and investment by Osaka Pharmaceutical Factory and Mitsui & Co.
- Infosys Technologies acquisition of Lodestone Management Consulting.
- Jindal Poly Films acquisition of Global BOPP films business of ExxonMobil Chemical.
- Rain CII Carbon, subsidiary of Rain Commodities acquisition of Rutgers from Triton.
- Sahara India Pariwar acquisition of the Plaza Hotel New York from El Ad US Holdings and Kingdom Holding.

### TOP CORPORATE DEAL AWARDS

*Evaluation Criteria: Strategic transaction, can be domestic or cross-border; Deal must be closed in the past 12 month period ending October 1, 2013. NOTE: It is the "DEAL" that wins. Deal advisor representatives must attend the awards gala to be officially recognized as a winner by accepting their trophy.*

#### CORPORATE DEAL of the YEAR

SMALL MID MARKETS | *Qualified as deal size below 50 million USD, domestic or cross-border.*

- Aditya Birla Chemicals acquisition of the Chlor-Alkali and Phosphoric Acid Division of Solaris Chemtech Industries.
- Manipal Hospitals majority acquisition of Ankur Healthcare.
- OCP Asia and Network18 India acquisition of TV18 Home Shopping Network.
- Sale of L&T Plastics Machinery to Toshiba Machine Co.
- Waaree Group acquisition of Cesare Bonetti.
- Well Pack Papers & Containers sale of Laminate unit to Formica Laminates, subsidiary of Fletcher Building.

#### CORPORATE DEAL of the YEAR

MIDDLE MARKETS | *Qualified as deal size above 50 million to 150 million USD, domestic or cross-border.*

- Allcargo Logistics acquisition of Econocaribe Consolidators.
- Dalmia Cement Bharat acquisition of Adhunik Cement.
- Max India sale of Biaxially Oriented Polypropylene Film, Max Specialty Films assets to Treofan.
- Mahindra UGINE Steel acquisition stake by Mitsui and Sanyo Special Steel.
- Magma Fincorp acquisition of GE Money Housing Finance and assets from GE Capital India.
- Wipro Consumer Care acquisition of L.D. Waxson Group.

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### TOP CORPORATE DEAL AWARDS

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#### CORPORATE DEAL of the YEAR

**LARGE MID MARKETS** | *Qualified as deal size above 150 million USD, domestic or cross-border.*

- Infosys Technologies acquisition of Lodestone Management Consulting.
- MphasiS acquisition of Digital Risk.
- My Homes Industries, joint venture of CRH acquisition of Sree Jayajothi Cements.
- Pantaloon Retail India demerger from The Future Group and control acquisition by Aditya Birla Nuvo.
- Rain CII Carbon, subsidiary of Rain Commodities acquisition of Rutgers from Triton.
- Sun Pharmaceutical Industries acquisition of DUSA Pharmaceuticals.

### TOP PRIVATE EQUITY DEAL AWARDS

*Evaluation Criteria: (1) Private equity acquisition stake in any sector; (2) Deal must have in the past 12 month period ending October, 2013.*

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#### PRIVATE EQUITY DEAL

*of the YEAR* | **SMALL MID MARKETS** (*Qualified as deal size above 5 million to below 25 million USD*)

- Banyan Tree Growth Capital acquisition stake in Atria Brindavan Power.
- CDC and The Abraaj Group acquisition stake in Rainbow Hospitals.
- CX Partners acquisition stake in Transaction Solutions International.
- Gaja Capital Partners led investment in EuroKids International.
- Motilal Oswal Private Equity acquisition stake in Magicrete Building Solutions.
- Peepul Capital acquisition stake in Rhea Healthcare.
- Reliance Alternative Investments acquisition stake in Khadim India.

#### PRIVATE EQUITY DEAL

*of the YEAR* | **MIDDLE MARKETS** (*Qualified as deal size 25 to below 100 million USD.*)

- Actis acquisition stake in Symbiotec Pharmed.
- Everstone Capital acquisition stake in Transpole Logistics.
- Fidelity Growth Partners India acquisition stake in Trivitron Healthcare from ePlanet Ventures and Headland Capital.
- India Value Fund Advisors acquisition stake in Vallabhadas Kanji from Ascent Capital.
- IDFC Alternative Asset acquisition stake in Parag Milk Foods.
- Multiples Alternate Asset Management acquisition stake in Milltec Machinery.
- TA Associates acquisition stake in Fractal Analytics.

#### PRIVATE EQUITY DEAL

*of the YEAR* | **LARGE MARKETS** (*Qualified as deal size above 100 million USD*)

- Baring Private Equity Asia acquisition stake in Hexaware Technologies.
- Partners Group acquisition of majority stake in CSS Corp from SAIF Partners, Goldman Sachs and Sierra Ventures.
- Goldman Sachs Principal Group investment stake in ReNew Power.
- KKR India acquisition stake in Alliance Tire Group from Warburg Pincus.
- The Blackstone Group majority acquisition stake in Agile Electric Sub-assembly and Igarashi Motors.
- TPG India acquisition stake in Shriram City Union Finance.
- Warburg Pincus acquisition stake in Future Capital Holdings (Capital First).

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### TOP VENTURE CAPITAL DEAL AWARDS

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#### VENTURE CAPITAL DEAL of the YEAR | (Qualified as size above 5 million USD.)

- Aavishkaar Venture Management investment in Electronic Payment and Services.
- Ascent Capital investment in Skanray Technologies.
- Intel Capital investment in NxtGen Datacenter & Cloud Technologies.
- Norwest Venture Partners investment in Snowman Logistics.
- Matrix Partners investment in Meditrina Hospitals.
- Sequoia Capital India investment stake in Vini Cosmetics.
- Snapdeal investment stake by eBay, Recruit Holdings, Intel Capital, ru-Net and Saama Capital.

#### VENTURE CAPITAL DEAL of the YEAR | Early Stage (Qualified as size over 1 million to 5 million, USD, Early Stage Investment.)

- Clearstone Venture Partners investment stake in Games2Win.
- Emerge Ventures investment in MedGenome Labs.
- Helion Venture Partners and Blumberg Capital investment in MyGola.
- Inventus Capital Partners and Mumbai Angels investment in eDreams Edusoft.
- Kae Capital and Nexus Venture investment in CloudByte.
- Kalaari Capital investment in RoboSoft Technologies.
- Tata Capital Innovations Fund investment in Vaultize.

### TOP INDUSTRY DEAL AWARDS

*NOTE: It is the "DEAL" that wins. Deal advisor representatives must attend the awards gala to be officially recognized as a winner by accepting their trophy.*

#### HEALTHCARE DEAL of the YEAR

*Qualified as deal size below billion USD, from the healthcare and wellness services sector, excludes pharmaceutical and life sciences.*

- CDC and The Abraaj Group acquisition stake in Rainbow Hospitals.
- Manipal Hospitals majority acquisition of Ankur Healthcare.
- Mitsui & Co. Global Investment acquisition stake in Guardian Pharmacy.
- Multiples Alternate Asset Management control acquisition stake in Vikram Hospital.
- Peepul Capital acquisition stake in Rhea Healthcare.
- VLCC Group control acquisition stake in Global Vantage Innovative Group.

#### PHARMACEUTICAL DEAL of the YEAR

*Qualified as deal size below billion USD, from the wider pharmaceutical, devices, life sciences and services sectors.*

- Actis acquisition stake in Symbiotec Pharamlab.
- Claris Life sciences acquisition and investment by Osaka Pharmaceutical Factory and Mitsui & Co.
- Hospira Healthcare acquisition of API facility and R&D centers from Orchid Chemicals & Pharmaceuticals.
- Smith & Nephew acquisition of Adler Mediequip brands and assets of Sushrut Surgicals from Pitre family.
- Sun Pharmaceutical Industries acquisition of DUSA Pharmaceuticals.
- Tata Capital Innovations Fund investment in Mitra Biotech.

#### TECHNOLOGY DEAL of the YEAR

*Qualified as deal size below billion USD, from the wider technology industries including internet and tech services sectors.*

- Baring Private Equity Asia acquisition stake in Hexaware Technologies.
- ibiboGroup, subsidiary of Naspers acquisition of Pilani Soft Labs (redBus) from Seedfund, Inventus Capital and Helion Ventures.
- MphasiS acquisition of Digital Risk.
- Partners Group acquisition of majority stake in CSS Corp from SAIF Partners, Goldman Sachs, Sierra Ventures.
- Snapdeal investment stake by eBay, Recruit Holdings, Intel Capital, ru-Net and Saama Capital.
- Tata Consultancy Services acquisition of ALTI.

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**TOP INDUSTRY DEAL AWARDS**

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**REAL ESTATE DEAL of the YEAR**

*Qualified as deal size below billion USD, from the real estate, hospitality industries.*

- Avenue Venture Partners acquisition stake in Rohan Builders.
- Ceebros Property Development Private Limited acquisition of Viceroy Property Chennai Hotel Project.
- DLF sale of Silverlink Resorts (Amanresorts) to Mahaman Assets.
- Red Fort Capital acquisition stake in Lotus Green Developments.
- The Blackstone Group acquisition of HCC Real Estate.

*The Coveted,*

*Deal Maker Team Awards of the Year:*

CORPORATE M&A DEAL TEAM

PRIVATE EQUITY DEAL TEAM

VENTURE CAPITAL TEAM

M&A INVESTMENT BANKER

M&A BOUTIQUE INVESTMENT BANKER

M&A LAWYER

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

**OUTSTANDING FIRM  
of the YEAR AWARDS**

**TOP 10 PRIVATE EQUITY FIRM of the YEAR, 2013**

*Eligibility Criteria: Indian exclusive, and notable deals completed in the last 12 month period.*

Aditya Birla Private Equity

CX Partners

ChrysCapital

IDFC Alternative

ICICI Ventures

Multiples Alternate Asset Management

Motilal Oswal Private Equity

Peepul Capital

Tata Capital

TVS Capital

**GLOBAL PRIVATE EQUITY FIRM of the YEAR | INDIA GROUP, 2013**

*Eligibility Criteria: Global private equity firm with a dedicated investment strategy and team presence in India; notable deals completed in the previous 12 months including transactions by portfolio companies.*

Actis

Baring Private Equity Asia

Fidelity Growth Partners

General Atlantic

Goldman Sachs Principal Investments

Kohlberg Kravis Roberts India

Standard Chartered Private Equity

The Blackstone Group

TPG Capital

Warburg Pincus

**INDIA VENTURE CAPITAL FIRM of the YEAR, 2013**

*Eligibility Criteria: VC fund with a focused strategy and team presence in India; notable investments made in the previous 12 months.*

Accel India

Ascent Capital

Intel Capital

Inventus Capital Partners

Kalaari Capital Partners

Nexus Venture Partners

Norwest Venture Partners

Matrix Partners India

Helion Venture Partners

Sequoia Capital India

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**OUTSTANDING FIRM**  
*of the* YEAR AWARDS

INDIA | BOUTIQUE M&A INVESTMENT BANK  
*of the* YEAR, 2013

Ambit Corporate Finance  
IDFC Capital  
Motilal Oswal Investment Advisors  
Singhi Advisors  
Unitus Capital

BMR Advisors  
Mape Advisory Group  
o3 Capital Global Advisory  
Spark Capital Advisors  
Veda Corporate Advisors

INDIA M&A INVESTMENT BANK  
*of the* YEAR, 2013

Axis Capital  
Ernst & Young Corporate Finance  
JM Financial  
ICICI Securities

Aventus Capital  
Grant Thornton Corporate Finance  
Kotak Investment Banking  
Yes Bank

GLOBAL M&A INVESTMENT BANK  
*of the* YEAR | INDIA GROUP, 2013

Barclays Capital  
Ernst & Young Corporate Finance  
HSBC Investment Banking  
Morgan Stanley

Citigroup  
Goldman Sachs  
KPMG Corporate Finance  
Rothschild

INDIA M&A LAW FIRM  
*of the* YEAR, 2013

Amarchand & Mangaldas & Suresh A Shroff & Co.  
Desai & Diwanji  
J Sagar Associates  
Luthra & Luthra  
Trilegal

AZB & Partners  
DSK Legal  
Khaitan & Co  
Nishith Desai Associates  
Wadia Ghandy & Co

ACCOUNTING & TRANSACTIONS  
FIRM *of the* YEAR, 2013

Deloitte  
Grant Thornton  
PricewaterhouseCoopers

Ernst & Young  
KPMG

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PROGRAM

*Show Your Expertise, Leadership, Confirm Participation at:*

**INDIA GROWTH INTELLIGENCE FORUM**

*An Executive Meeting to share ideas, explore solutions, build connections.*

2.00 - 2.45 pm India Growth: What's NeXT?, Matrix of Risks-Solutions and Opportunities-Actions

2.45 - 3.15 pm Corporate Growth Leadership

3.15 - 3.45 pm Entrepreneurial Leadership

3.45 - 4.30 pm Private Equity and Venture Capital Investment Strategy, Risks--Opportunities.

4.30 - 5.00 pm Investor Leadership: Private Equity

5.00 - 5.45 pm Global Growth and M&A Priorities

**INDIA: Qualified Speakers, Attendees, General, contact, program advisor:**

Meghna Suryakumar, Founder & Managing Attorney, Kelsaa

Tel: +91 974 008 4883(IN) E: meghna.suryakumar@kelsaa.com



**WHAT to DO** *if you are among the* **COVETED FINALISTS LIST?**

Many congratulations on making the coveted and competitive list of top contenders. We strongly encourage you to contact us for more info, and importantly to confirm your participation and attendance for the industry exclusive gathering of senior professionals.

**WINNERS** are revealed for the 1st time at the awards gala ceremony and finalists/nominee representatives **must attend the awards gala ceremony** to be officially recognized by accepting their trophy.

**SELECTION STANDARDS:** Winners are selected independently based on identifiable transaction performance criteria including -- deal structure, novelty, value creation; team leadership and attendance at the awards gala.

Top 50: Asia Pacific M&A  
★ dealmakers

**Top India M&A Dealmakers Announced,**  
**Presenting: "Distinction in Deal Making",** certificate.

The highly coveted and competitive list of the India-based, Private Equity Dealmakers, M&A Investment Bankers, and M&A Lawyers are officially announced at the India Growth Forum and M&A Awards, and presented with the "Distinction in Deal Making", certificate.

Selected dealmakers or their representatives must attend the gathering to receive their "Distinction in Deal Making", certificate. Dealmakers who receive the certificate at the gala will also have ★ designation on their on-line editorial listing.

► **RESERVATIONS: FORUM, AWARDS GALA & HOLIDAY CELEBRATION**

As many of you know, the awards gala is 1st-rate occasion to invite your colleagues, clients, family, friends to join in the winners celebration and the holiday party.

So, kindly reserve your firm corporate table - option to reserve business table of 5 guests; OR VIP premium table of 10 guests OR register at the available individual guest rates.

**Awards Reservations, Forum Sponsorship, General Info, contact:**

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globalM&Anetwork  
perfecting global opportunities

M&A★dealmakers

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