

THE ANNUAL
INDIA M&A
ATLAS AWARDS



CONGRATULATIONS
to the
FINALISTS CIRCLE, 2012

5th ANNUAL
INDIA GROWTH AGENDA FORUM
and
GALA NETWORKING PARTY
AWARDS CELEBRATIONS

December 18, 2012
at the
Taj Palace Hotel
New Delhi



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Privately held, Global M&A Network is a diversified information, media and educational forum connecting company exclusively serving the mergers, acquisitions, alternative investing, restructuring and turnaround communities from New York, Chicago, San Francisco, Hong Kong, Mumbai/New Delhi, to London. The organization produces the prestigious M&A Atlas Awards worldwide.



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INDIA M&A ATLAS AWARDS | 2012

CONGRATULATIONS: 2012 FINALISTS CIRCLE

Annual Awards Gala Dinner: December 18, 2012, Taj Palace Hotel, New Delhi

M&A DEAL AWARDS

Eligibility Criteria: (1) Deals must be closed anytime in the period September 2011 to end of October, 2012. (2) Deal may be strategic or private equity from any sector, valued below billion USD in size. (3) Deal may be national or cross-border involving at least one entity from India.

M&A DEAL of the YEAR | LARGE (Qualified as deal size above 250 million USD)

- Binani Industries acquisition of 3B-The Fibreglass Company by Glass Fibre Holdings, subsidiary of BIL.
- Mitsui Sumitomo Insurance Co acquisition stake in Max New York Life Insurance, joint venture includes Max India and New York Life Insurance.
- Piramal Healthcare acquisition of Decision Resources Group from Providence Equity Partners.
- India Hospitality Corporation acquisition of Adelle Food Group from Duke Street Capital.
- Wockhardt sale of its nutrition business (Farex and Protinex) to Danone Group.
- Ybrant Digital merger with Lanco Global Systems.

M&A DEAL of the YEAR | MIDDLE MARKETS (Qualified as deal size above 100 to 250 million USD)

- Ascendas India Trust acquisition of real estate portfolio of buildings from Phoenix Infocity.
- Bharti Airtel acquisition stake of Tulip Telecom and Global Holding Asia Pacific entities from Qualcomm.
- Firepro Systems sale of majority stake to Anchor Electricals, subsidiary of Panasonic Corporation.
- Goldman Sachs PIA investment stake in ReNew Wind Power.
- Omnicom Group majority acquisition of Mudra Communications from Reliance.

M&A DEAL of the YEAR | SMALL MID MARKETS (Qualified as deal size above 5 to 100 million USD)

- CX Partners acquisition stake in Sutures India from Evolve Life Sciences.
- Everstone Capital acquisition stake in S. Chand & Company.
- Multiples Alternate Asset Management acquisition stake in Indian Energy Exchange from PTC Financial Services.
- Spen Liq, subsidiary of CESC, RP-Sanjiv Goenka Group acquisition of Firstsource Solutions Ltd
- Tech Mahindra acquisition of Hutchison Global Services India from Hutchison Global Services Holding.
- Warburg Pincus and International Finance Corporation investment stake in Au Financiers.

CROSS BORDER DEAL AWARDS

Eligibility Criteria: (1) Transaction involving at least one counterparty based in the India; (2) Deal size below a billion USD and deal must be closed anytime in the period September 2011 to end of October, 2012.

CROSS BORDER M&A DEAL of the YEAR | LARGE (Qualified as deal size above 200 million USD)

- Computer Sciences Corporation acquisition of AppLabs Technologies from Westbridge Group.
- India Hospitality Corporation acquisition of Adelle Food Group from Duke Street Capital.
- Mitsui Sumitomo Insurance Co acquisition of New York Life Insurance stake in Max New York Life Insurance.
- Nippon Life Insurance Company acquisition stake in Reliance Capital Asset Management.
- Wockhardt sale of its nutrition business (Farex and Protinex) to Danone Group.

CROSS BORDER M&A DEAL of the YEAR | MIDDLE MARKETS (Qualified as deal size above 100 to 200 million USD)

- Sanofi India majority acquisition of Universal Medicare.
- Fairbridge Capital, subsidiary of Fairfax Financial Holdings acquisition of Thomas Cook India from Thomas Cook Group plc.
- Firepro Systems sale of majority stake to Anchor Electricals, subsidiary of Panasonic Corporation.
- Indo Asian Electric, subsidiary of Legrand SA acquisition of Numeric Lanka Technologies and Numeric Power System from Numeric Power Systems.
- Omnicom Group majority acquisition of Mudra Communications from Reliance.
- Trafigura acquisition stake in Nagarjuna Oil Corporation.

CROSS BORDER M&A DEAL of the YEAR | SMALL MID MARKETS (Qualified as deal size above 5 to 100 million USD)

- ICICI Venture sale of Radiant Research to CRA Holdings, a portfolio company of Kinderhook Industries.
- Dhunseri Petrochem & Tea acquisition of Makandi Tea & Coffee Estates and Kawalazi Estate Company.
- Komli Media Inc acquisition of Admax Networking Holdings.
- Murugappa Group sale of Laserwords to SPi Global.
- Shalaks Pharmaceuticals sale of dermatology and baby care business to Invida Holdings.
- The Indian Public School acquisition of South Hills Academy.

NOTE: It is the "DEAL" that wins. Deal nominees and/or deal advisor representatives must attend the awards gala ceremony to be officially recognized as a winner by accepting their trophy. To secure your registrations, contact Raj Kashyap at raj@globalmanetwork.com.



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CORPORATE DEAL AWARDS

Eligibility Criteria: (1) Strategic transaction, can be domestic or cross-border; (2) Deal size below a billion USD, and deal must be closed anytime in the period September 2011 to end of October, 2012.

CORPORATE M&A DEAL of the YEAR | LARGE (Qualified as deal size above 250 million USD)

- Binani Industries acquisition of 3B-The Fibreglass Company by Glass Fibre Holdings, subsidiary of BIL.
- India Hospitality Corporation acquisition of Adelle Food Group from Duke Street Capital.
- Mitsui Sumitomo Insurance Co acquisition stake in Max New York Life Insurance, joint venture includes Max India and New York Life Insurance.
- Piramal Healthcare acquisition of Decision Resources Group from Providence Equity Partners.
- Ybrant Digital merger with Lanco Global Systems.

CORPORATE M&A DEAL of the YEAR | MIDDLE MARKETS (Qualified as deal size above 100 to 250 million USD)

- Sanofi India majority acquisition of Universal Medicare.
- Bharti Airtel acquisition stake of Tulip Telecom and Global Holding Asia Pacific entities from Qualcomm.
- Indo Asian Electric, subsidiary of Legrand SA acquisition of Numeric Lanka Technologies and Numeric Power System from Numeric Power Systems.
- Jindal Steel and Power acquisition of CIC Energy Corp.
- Life Healthcare Group investment stake in Max Healthcare Institute.
- Omnicom Group majority acquisition of Mudra Communications from Reliance.

CORPORATE M&A DEAL of the YEAR | SMALL MID MARKETS (Qualified as deal size above 5 to 100 million USD)

- Aanjaneya Lifecare acquisition of Apex Drugs and Intermediates.
- Centre For Sight Private acquisition of majority stake in New Vision Laser Centre.
- FashionAndYou acquisition of UrbanTouch.
- Jagran Prakashan acquisition of Suvi Information Management.
- Komli Media Inc acquisition of Admax Networking Holdings.
- Tech Mahindra acquisition of Hutchison Global Services India from Hutchison Global Services Holding.

PRIVATE EQUITY DEAL AWARDS

Eligibility Criteria: (1) Private equity acquisition/investment stake; (2) Deal size below a billion USD, and deal must be closed anytime in the period September 2011 to end of October, 2012.

PRIVATE EQUITY DEAL of the YEAR | LARGE (Qualified as deal size above 100 million USD)

- Advent International acquisition of a stake in Quality Care India.
- Fairbridge Capital, subsidiary of Fairfax Financial acquisition of Thomas Cook India from Thomas Cook Group.
- General Atlantic investment stake in Fourcee Infrastructure Equipments.
- Morgan Stanley Infrastructure Partners investment stake in Continuum Energy.
- SBI Macquarie investment in Ashoka Concessions.

PRIVATE EQUITY DEAL of the YEAR | MIDDLE MARKETS (Qualified as deal size above 50 to less than 100 million USD)

- Actis investment stake in Endurance Technologies from Standard Chartered Private Equity.
- Jacob Ballas and International Finance Corporation investment stake in Super Religare Laboratories.
- India Equity Partners acquisition of the domestic road operations from TNT Express.
- Goldman Sachs PIA investment stake in ReNew Wind Power.
- Olympus Capital Asia acquisition of stake in DM Healthcare from India Value Fund.

PRIVATE EQUITY DEAL of the YEAR | SMALL MID MARKETS (Qualified as deal size above 5 to less than 50 million USD)

- 3i Group investment stake in Supreme Infrastructure BOT Holdings.
- Aditya Birla Private Equity investment in Trimax IT Infrastructure & Services.
- ChrysCapital Investments investment in Intas Pharmaceuticals.
- Everstone Capital acquisition stake in S. Chand & Company.
- Fidelity Growth Partners India acquisition stake in AbsolutData Research and Analytics Solutions.
- Reliance Equity Advisors investment in Butterfly Gandhimathi Appliances.

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VENTURE CAPITAL DEAL *of the YEAR*

- Accel Partner investment in BookMyShow.
- Ascent Capital investment in BigBasket.com.
- Lightspeed Venture Partners led investment in Dhingana along with Inventus Capital Partners and Helion Venture Partners.
- New Enterprise Associates investment in Trishe Developers.
- Norwest Venture Partners investment stake in Manthan Systems.
- Sequoia Capital India investment into Edusys Services Private Ltd.
- Ujjivan Financial Services investment by consortium of investors including Netherlands Development Finance, Wolfensohn Capital Partners, along with existing investors, including Lok Capital, Caspian Advisors, Sequoia Capital, Unitus and Elevar Equity.

HEALTHCARE DEAL *of the YEAR*

- Aanjaneya Lifecare acquisition of Apex Drugs and Intermediates.
- Advent International acquisition of a stake in Quality Care India.
- Centre For Sight Private acquisition of majority stake in New Vision Laser Centre.
- CX Partners acquisition stake in Sutures India from Evolve Life Sciences.
- Matrix Partners investment in Mewar Orthopedics.

TECHNOLOGY DEAL *of the YEAR*

- FashionAndYou acquisition of UrbanTouch.
- IDG Ventures and Indo-US Venture Partners investment stake in Zivame.
- Komli Media Inc acquisition of Admax Networking Holdings.
- Spent Liq, subsidiary of CESC, RP-Sanjiv Goenka Group acquisition of Firstsource Solutions Ltd
- Ybrant Digital merger with Lanco Global Systems.

OUTSTANDING FIRM *of the YEAR AWARDS*

INDIA PRIVATE EQUITY FIRM *of the YEAR*

Eligibility Criteria: India based private equity firm; Dedicated investment strategy in India; Transactions completed in the last 12 month period ending September 30, 2012.

Aditya Birla Private Equity
ChrysCapital Investments
Everstone Capital
India Equity Partners
Multiples Alternate Asset Management
Tata Capital

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

Eligibility Criteria: Global private equity firm with a focused investment strategy in India; Investment strategy across three distinct sectors; Notable deals completed in the previous 12 months including transactions by portfolio companies.

Actis
Advent India PE Advisors
General Atlantic
Olympus Capital Asia
Standard Chartered Private Equity
The Blackstone Group
Warburg Pincus

INDIA VENTURE CAPITAL FIRM *of the YEAR*

Eligibility/Evaluation Criteria: Venture Capital fund with focused early and growth investment strategy in India; Notable deals completed in the previous 12 months including transactions by portfolio companies.

Accel Partners
New Enterprise Associates
Norwest Venture Partners
Helion Venture Partners
Lightspeed Venture Partners
Sequoia Capital



THE M&A ATLAS AWARDS

THE ANNUAL
INDIA M&A ATLAS AWARDS GALA *and* DINNER
Evening of DECEMBER 18th, 2012. New Delhi

Pertinent Information



AWARDS GALA & CEREMONY (4th Annual)

- ▶ **WINNERS:** Winners are revealed for the FIRST time at the gala ceremony. Finalist nominees, award recipients and representatives must attend the gala to be officially honored by accepting their trophy.
- ▶ **CONNECT:** Gala ceremony is a perfect occasion to celebrate and strengthen business relations with star dealmakers and "WHO'S WHO" executives from the corporate, private equity, investment banks, legal deal communities.
- ▶ **LOCATION:** This year's gala and dinner is held at the Taj Palace Hotel, New Delhi India. Venue details are made available only to confirmed and registered guest attendees. Space is limited and we appreciate your prompt confirmation.
- ▶ **WINNERS ATTENDANCE:** For the "Deal" and "Firm of the Year", awards, the deal team member or firm representatives are able to accept the trophy. For the "dealmaker team" awards, the individual dealmaker must confirm his or her attendance at the gala. For "Leadership Achievement" accolade the invited leader must attend to accept the honors on behalf of the management team and the firm.
- ▶ **TROPHY PRESENTATION POLICY: It is the deal that wins!**
Naturally there are multitude of advisors for any given deal, and following is our policy for trophy presentations: (a) Corporate or private equity acquirer; *followed by* (b) primary/lead financial and/or legal advisor to the acquirer; *followed by*, (c) primary/lead financial and/or legal advisor to the sell-side; *followed by* (d) secondary advisors on the deal. All the nominees are presented with trophy for a specific deal provided the financial or legal dealmakers are registered guest at the gala; as invited and/or entered nominations.
- ▶ **WINNER CIRCLE STATEMENT:** *Official Winners Circle* announcement is made available on 2 pm the next day and includes trophy recipients as well as acknowledges the deal advisors who had attended the awards gala ceremony. Firms that do not have any representation at the awards gala are not considered winners, and need to get written consent of Global M&A Network.

BE PREPARED & ENJOY:

- First and foremost, secure your company's bookings since space is very limited.
- Yes, you may invite your family, spouse, etc for the awards gala and dinner.
- Attire: Business Formal.
- Acceptance Remarks: Be prepared to deliver jubilant short remarks on your winnings. If you were not directly involved in executing the deal, then appreciation remark is fine. **Do not make remarks about your non-involvement** in the deal since this reflects poorly on the organization you are representing.
- Networking: Have plenty of business cards on hand, and be sure to have sufficient number of executives from your firm to connect and celebrate with your clients. Global M&A Network does not make attendee information available pre or post event per our privacy policy.
- Photos: Electronic file is made available 5-10 days post gala. Also, you should take advantage of our photographer if you wish to have specific photo with the trophy, with your colleague or clients.

HOST & PRODUCER: **Global M&A Network, LLC** is a diversified information, media and events connecting company. We serve mergers, acquisitions, corporate, private equity, venture capital, financial services, institutional investors, turnaround and related industries worldwide.

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The coveted,

Deal Maker Team Awards:

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

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

Ambit Corporate Finance
Business Development Asia
o3 Capital Global Advisory
Mape Advisory Group
Singhi Advisors
Veda Corporate Advisors

INDIA M&A INVESTMENT BANK *of the* YEAR

Aventus Capital
Axis Capital (Enam Securities)
BMR Advisors
Ernst & Young Corporate Finance
Grant Thornton Corporate Finance
Kotak Mahindra Bank
ICICI Securities Ltd

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

Bank of America Merrill Lynch
Barclays Capital
Citigroup
Goldman Sachs
Lazard
Morgan Stanley

INDIA M&A LAW FIRM *of the* YEAR

Amarchand & Mangaldas & Suresh A Shroff & Co.
AZB & Partners
Desai & Diwanji
J Sagar Associates
Khaitan & Co
Trilegal

ACCOUNTING & TRANSACTIONS FIRM *of the* YEAR

Deloitte
Ernst & Young
Grant Thornton
KPMG
PricewaterhouseCoopers



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program

INDIA GROWTH AGENDA | FORUM MEETING

Boardroom style executive meeting brings together best minds from the business community to share and discuss actionable ideas. To speak on lead panel, or join in discussion, contact us.

1.30 pm: Registration, Afternoon Refreshments

2.00 pm: **Keynote Presentation:** Policy Perspective, Government of India

3.00 pm: **Roundtable Discussion:** Corporate Growth, Organic and Inorganic Strategy for 2013.

4.00 pm: **Roundtable Discussion:** PE&VC Investment Outlook for 2013.

AWARDS GALA *and* DINNER CEREMONY

6.00 pm: Networking Cocktail Holiday Party.

7.15 pm: Awards Ceremony

8.15 pm: Dinner and Networking After Party.

9.30 pm: Farwell.

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 confirm your VIP registrations for the forum and awards gala dinner.

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.

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 holiday party. So, kindly reserve your firm corporate table - option to reserve premium table for 10 guests OR corporate table of 5 guests; OR register for firm delegates.

delegate guest attendee information:

ATTIRE: Business Formal (neck-tie required).

CHECK-IN: 2 sets of business card is required (one for SurPrize Holiday Gift Winner Drawing.)

CLIENTS: Yes, feel free to invite your clients to share in the accolade.

SPOUSE & FAMILY: Yes, family, friends are welcomed.

ATTENDANCE policy: Space is highly limited and is by first come basis. Sponsors are guaranteed attendance; firm with corporate table have premium position at the gala dinner.

▶ DIRECT INQUIRIES to:

Participate at the "India Growth Agenda", sponsor or register,

Raj Kashyap, Managing Partner

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