



## GLOBAL MAJOR MARKETS, WINNERS CIRCLE: 2011

32 deal winners, 4 deal maker team honorees, 4 global firm wins

**New York, March 11, 2011:** Top deals, dealmaker teams and firm winners were honored at the annual M&A ATLAS AWARDS GLOBAL MAJOR MARKETS, held March 10 at the American Museum of Natural History. The evening host and master of ceremonies Ms. Julie Hyman of Bloomberg Television presented trophies to the winners represented from the corporate, private equity, financial and legal communities.

“Once again the awards honored the best of the brass from the global M&A communities. We congratulate and thank all the winner attendees for sharing an exciting and memorable evening with us and look forward to welcoming them next year.” Shanta Kumari, managing partner, Global M&A Network.

Gold standard of performance, the annual M&A ATLAS AWARDS, GLOBAL MAJOR MARKETS exclusively honors deals, dealmaker, and firms for completing transactions valued above a billion USD worldwide.

For 2011 a total of 238 deals were reviewed, of which 99 deals were qualified as finalists, of which only 32 deals were selected as winners. Winners are selected on “deal-performance” criteria per category by an independent award committee.

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**Global Major Markets Winners Circle Supplement:** Published on March 25 is write-up of the deal award winners, dealmaker teams and noteworthy transactions completed by the firm award honorees.

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**About:** Global M&A Network is a diversified information, media and conference connecting company. We serve the mergers, acquisitions, alternative investing, restructuring and turnaround communities worldwide.

Global M&A Network produces high caliber educational and networking centered forums as well as the highly regarded and prestigious **M&A ATLAS AWARDS** that honor the best in brass from major markets and the middle market dealmakers communities globally.

Global M&A Network is excited to launch the **dealmaker SPOT•LIGHT**, an online editorial that features intelligent insights from influential corporate, private equity, venture capital, investment bankers, lawyers and industry players from the global mergers and acquisitions deal communities in the world. Our regional **MARKET REPORTS** debuts specific findings, trends, and interviews from our respective global industry gatherings.

We invite you to participate and engage in our dynamic offerings.  
[www.globalmanetwork.com](http://www.globalmanetwork.com)



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## CONGRATULATIONS *to the* WINNERS

### GLOBAL DEALMAKER TEAM HONOREES:

*(Winner Selection Key Criteria: Recipient must have completed a deal that wins at the M&A Atlas Awards. The dealmaker award acknowledges the deal team leader on behalf of the deal, the team and the firm.)*

#### CORPORATE DEALMAKER: Abbott Laboratories Deal Team

*Deal Team Leaders:* William Chase, Vice President, Licensing and M&A,

In recognition of completing two major acquisitions: the award winning acquisition of Solvay Pharmaceuticals in Belgium and acquisition of Piramal's Healthcare Solutions in India.

#### PRIVATE EQUITY DEALMAKER: Silver Lake and Warburg Partners, Deal Teams

*Deal Team Leaders:* Mike Bingle, Managing Director, Silver Lake, James Neary, Managing Director, Warburg Pincus

In recognition of the buyout of Interactive Data Corporation from Pearson plc

#### M&A INVESTMENT BANKER: JP Morgan Securities, North America Deal Team

*North America Deal Team Leaders:* Christopher Ventresca, co-head of North American M&A, and recently appointed co-head of North America M&A, James Woolery.

In recognition of completing several top transactions including: Exxon Mobil acquisition of XTO; Xerox acquisition of Affiliated Computer Services; sale of Volvo Car Corp by the Ford Motor Company to Zhejiang Geely Holding Group; General Motors Company acquisition of AmeriCredit Corp.Co , among several other deals.

#### M&A LAWYER, 2011: Sullivan & Cromwell, Team LLP

Keith Pagnani, Partner

In recognition of advising Alcon on its acquisition by Novartis from Nestle as well IMS Healthcare in its acquisition by TPG Capital and CPP Investment Board.

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### GLOBAL FIRM *of the* YEAR:

*(Winner Selection Key Criteria: Several metrics including number of deal qualified as finalists and completed per eligibility standards globally, have global operations in three or more geographical markets, depth and diversity of sector expertise, practice leadership team. League table rankings are not factored in the winner selection process.)*

#### PRIVATE EQUITY FIRM *of the* YEAR:

Bain Capital LLC

#### M&A INVESTMENT BANK *of the* YEAR:

Goldman Sachs & Co

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

Sullivan & Cromwell LLP

#### M&A INVESTMENT BANK HOUSE *of the* YEAR:

Credit Suisse Group

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WINNERS CIRCLE SUPPLEMENT, published March 25, 2011.

## CONGRATULATIONS to the WINNERS

### M&A DEAL of the YEAR WINNERS:

*(Winner selection: Several performance metrics chief among which are number of unique markets affected by the deal, multi-level jurisdiction issues, deal style, growth prospects via new markets/product offerings, operation/distribution /scale, team resiliency, brand, financial value for the stakeholders – management/HR; clients/customers; shareholder and the novelty of the deal. Deals are grouped by transaction size for objective evaluation within the sub-groups. Please note: It is the deal that “wins” and primary deal team representatives are able to accept the accolade on behalf of their work on the deal. Firms attending the awards gala are included in the deal winner circle acknowledgment.)*

#### DEAL of the YEAR (above 15 billion USD)

WINNER: America Movil SAB de CV acquisition of Carso Global Telecom and Telmex Internacional SAB de CV

*Presented to:* America Movil SAB

*Deal winners circle:* Credit Suisse

#### DEAL of the YEAR (deal range 10 to 15 billion USD)

WINNER: Bharti Airtel Ltd acquisition of Zain Africa BV from Mobile Telecommunications Company KSC

*Presented to:* Standard Chartered, AZB & Partners

*Deal winners circle:* Barclays Capital, UBS Investment Bank

#### DEAL of the YEAR (deal range 5 to 10 billion USD)

WINNER: Abbott Laboratories acquisition of Solvay Pharmaceuticals SA.

*Presented to:* Abbott Laboratories

*Deal winners circle:* Barclays Capital, Rothschild

#### DEAL of the YEAR (deal range 1 to 5 billion USD)

WINNER: Zhejiang Geely Holding Group Co. Ltd acquisition of Volvo Car Corp from the Ford Motor Company

*Presented to:* Rothschild, Freshfields Bruckhaus Deringer LLP

*Deal winners circle:* J.P. Morgan

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### CROSS BORDER DEAL WINNERS:

*(Winner selection key criteria: Several metrics similar to deal of the year, with emphasis on cross-border issues faced by the acquirer including takeover approval process in the target host country. Deals are grouped by transaction size for objective evaluation within the sub-groups. Please note: It is the deal that “wins” and primary deal team representatives are able to accept the accolade on behalf of their work on the deal. Only firms attending the awards gala are included in the deal winner circle acknowledgment.)*

#### CROSS BORDER M&A DEAL of the YEAR (above 5 billion USD)

WINNER: Kraft Foods Inc acquisition of Cadbury plc.

*Presented to:* Kraft Foods Inc, Centerview Partners

*Deal winners circle:* Lazard, Goldman Sachs, UBS Investment Bank

#### CROSS BORDER M&A DEAL of the YEAR (deal range 1 to 5 billion USD)

WINNER: Cisco Systems acquisition of Tandberg ASA

*Presented to:* Cisco Systems, Fenwick & West LLP, Lazard

*Deal winners circle:* JP Morgan Securities

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**CONGRATULATIONS to the WINNERS**

**PRIVATE EQUITY and CONSORTIUM DEAL HONORS:**

*(Winner selection key criteria: Several metrics similar to deal of the year, with emphasis on buyout strategy compatibility to firm/fund objectives, target company growth value prospects, exit potentials, acquirer deal team resiliency, and creation of financial value for the investors. Please note: It is the deal that "wins" and primary deal team representatives are able to accept the accolade on behalf of their work on the deal. Only firms attending the awards gala are included in the deal winner circle acknowledgment.)*

**PRIVATE EQUITY DEAL of the YEAR**

**WINNER:** Blue Acquisition Holding Corp, an entity controlled by 3G Capital acquisition of Burger King Holdings

*Presented to:* 3G Capital; Kirkland & Ellis, LLP

*Deal winners circle:* Barclays Capital, JP Morgan Securities, Lazard, Goldman Sachs

**CONSORTIUM DEAL of the YEAR**

**WINNER:** Silver Lake and Warburg Partners acquisition of Interactive Data Corporation from Pearson plc

*Presented to:* Silver Lake and Warburg Partners

*Deal winners circle:* Barclays Capital Inc., Credit Suisse, Goldman, Sachs & Co, UBS Investment Bank, Simpson Thacher & Bartlett LLP

**CORPORATE DEAL WINNERS:**

*(Winner selection key criteria: Performance criteria similar to deal of the year with emphasis on strategic rationale, takeover style, synergy metrics. Deals are grouped by transaction size for objective evaluation within the sub-groups. Please note: It is the deal that "wins" and primary deal team representatives are able to accept the accolade on behalf of their work on the deal. Only firms attending the awards gala are included in the deal winner circle acknowledgment.)*

**CORPORATE M&A DEAL of the YEAR (above 15 billion USD)**

**WINNER:** Met Life Inc acquisition of American Life Insurance Company from American International Group

*Presented to:* Credit Suisse

*Deal winners circle:* Bank of America Merrill Lynch, Barclays Capital, Goldman Sachs, Davis Polk & Wardwell LLP, Freshfields Bruckhaus Deringer, LLP, Sullivan & Cromwell LLP, Simpson Thacher & Bartlett LLP

**CORPORATE M&A DEAL of the YEAR (deal range 10 to 15 billion USD)**

**WINNER:** Williams Partners LP acquisition of The Williams Pipeline

*Presented to:* Andrews Kurth LLP; Barclays Capital; Tudor Pickering Holt & Co

**CORPORATE M&A DEAL of the YEAR (deal range 5 to 10 billion USD)**

**WINNER:** Xerox Corporation acquisition of Affiliated Computer Services Inc.

*Presented to:* Xerox Corporation; Simpson Thacher & Bartlett, LLP; J.P. Morgan Securities

**CORPORATE M&A DEAL of the YEAR (deal range 1 to 5 billion USD)**

**WINNER:** Braskem SA acquisition of Polibutenos SA Industrias Quimicas; Quattor Participacoes SA and Unipar Comercial from Uniao de Industrias Petroquimicas (UNIPAR)

*Presented to:* Braskem SA

**DIVESTITURE | SPIN-OFF DEAL of the YEAR** *(Winner selection key criteria: Similar to corporate deal criteria, with emphasis on rationale for the asset divestment in creating value, effect on existing operations and evaluative metrics of the acquirer/new team.)*

**WINNER:** EDF Group sale of UK distribution business to Cheung Kong Infrastructure Holdings and Hong Kong Electric

*Presented to:* Barclays Capital

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### REGIONAL DEAL WINNERS:

*(Winner selection key criteria: Similar to deal of the year, with emphasis given to affect of the transaction on regional markets and competitiveness. Deals can be intra-region, asset value by region, or out-bound by region. Please note: It is the deal that "wins" and primary deal team representatives are able to accept the accolade on behalf of their work on the deal. Only firms attending the awards gala are included in the deal winner circle acknowledgment.)*

#### AFRICA DEAL *of the* YEAR

WINNER: Kinross Gold Corporation acquisition of Red Back Mining Inc.

*Presented to:* Kinross Gold Corporation; Blake Cassels & Graydon, LLP

*Deal winners circle:* Rothschild, Sullivan & Cromwell LLP

#### ASIA-PACIFIC DEAL *of the* YEAR

WINNER: Nippon Oil Corporation acquisition of Nippon Mining Holdings Inc.

*Presented to:* UBS Investment Bank

*Deal winners circle:* JP Morgan; Bank of America Merrill Lynch; Davis Polk & Wardell LLP

#### EUROPE DEAL *of the* YEAR

WINNER: Alstom and Schneider Electric consortium acquisition of Areva's Transmission and Distribution business

*Presented to:* Societe Generale Corporate Investment Banking; Gide Loyrette Nouel

*Deal winners circle:* Bank of America Merrill Lynch; Credit Suisse; Lazard; Rothschild, Davis Polk & Wardwell, LLP

#### NORTH AMERICA DEAL *of the* YEAR *(above 5 billion USD)*

WINNER: Exxon Mobil Corporation acquisition of XTO Energy Inc

*Presented to:* JP Morgan Securities; Davis Polk Wardell, LLP

*Deal winners circle:* Barclays Capital

#### NORTH AMERICA DEAL *of the* YEAR *(deal range 1 to 5 billion USD)*

WINNER: General Motors Company acquisition of AmeriCredit Corp.

*Presented to:* Andrews Kurth LLP, Bank of America Merrill Lynch, Hunton & Williams LLP

*Deal winners circle:* Credit Suisse, JP Morgan

#### OCEANIC DEAL *of the* YEAR

WINNER: Reynolds Group Holdings Ltd acquisition of Pactiv Corp.

*Presented to:* Debevoise & Plimpton LLP

*Deal winners circle:* Credit Suisse

#### SOUTH AMERICA DEAL *of the* YEAR

WINNER: Mineração Naque S.A, subsidiary of Vale acquisition of Bunge Participações e Investimentos S.A stake in Fertilizantes Fosfatados SA from the Bunge Company S.A

*Presented to:* Vale SA (Mineração Naque S.A)

*Deal winners circle:* Credit Suisse; Davis Polk & Wardwell, LLP

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#### GLOBAL INDUSTRY DEAL WINNERS:

*(Winner selection key criteria: Several performance criteria similar to deal of the year, with specific emphasis on industry sector metrics including operation/distribution/pricing, new markets, brand, and novelty of the deal. Transactions can be anywhere from around the globe. Please note: It is the deal that "wins" and primary deal team representatives are able to accept the accolade on behalf of their work on the deal. Only firms attending the awards gala are included in the deal winner circle acknowledgment.)*

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

WINNER: Phillips-Van Heusen Corporation acquisition of Tommy Hilfiger Corporation from Apax Partners

*Presented to:* Phillips-Van Heusen Corporation

*Deal winners circle:* Bank of America Merrill Lynch, Barclays Capital, Credit Suisse, Simpson Thacher & Bartlett LLP

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

WINNER: China Petrochemical Corp (Sinopec) acquisition stake in Repsol Brazilian arm

*Presented to:* Scotia Waterous

#### FINANCIAL SERVICES DEAL *of the* YEAR

WINNER: Altegrity, Inc, owned by Providence Equity Partners acquisition of Kroll Inc

*Presented to:* Debevoise & Plimpton LLP

#### FOOD & BEVERAGE DEAL *of the* YEAR

WINNER: Pepsi Co acquisition of The Pepsi Bottling Group, Inc and PepsiAmericas, Inc.

*Presented to:* PepsiCo, Centerview Partners, Davis Polk Wardell, LLP

*Deal winners circle:* Bank of America Merrill Lynch, Goldman Sachs, Sullivan & Cromwell, LLP

#### INDUSTRIAL & MANUFACTURING DEAL *of the* YEAR

WINNER: Guangzhou Automobile Group Co. buyout of Denway Motors Ltd.

*Presented to:* Freshfields Bruckhaus Deringer LLP

*Deal winners circle:* J.P. Morgan

#### HEALTHCARE & PHARMACEUTICAL DEAL *of the* YEAR

WINNER: Novartis AG majority acquisition of Alcon Inc from Nestlé SA

*Presented to:* Sullivan & Cromwell LLP

*Deal winners circle:* Goldman Sachs, Credit Suisse, Blake, Cassels & Graydon, LLP

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

WINNER: CF Industries Holdings, Inc. acquisition of Terra Industries Inc.

*Presented to:* Rothschild, Credit Suisse

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

WINNER: The Walt Disney Company acquisition of Marvel Entertainment Inc.

*Presented to:* Bank of America Merrill Lynch; Paul, Hastings, Janofsky & Walker LLP

*Deal winners circle:* Goldman Sachs

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**GLOBAL INDUSTRY DEAL WINNERS** (*continued*):

**TECHNOLOGY & SERVICES DEAL** *of the* **YEAR**

WINNER: SAP America Inc. subsidiary of SAP acquisition of Sybase, Inc.

*Presented to:* SAP America Inc.

*Deal winners circle:* Barclays Capital, Lazard

**TELECOM & SERVICES M&A DEAL** *of the* **YEAR**

WINNER: Merger of Kyivstar GSM CJSC with VimpelCom Ltd

*Presented to:* UBS Investment Bank

*Deal winners circle:* Credit Suisse, J.P. Morgan, Rothschild

**TRANSPORT & SERVICES M&A DEAL** *of the* **YEAR**

WINNER: Berkshire Hathaway Inc acquisition of Burlington Northern Santa Fe

*Presented to:* Goldman, Sachs & Co

**UTILITIES & POWER M&A DEAL** *of the* **YEAR**

WINNER: PPL Corporation acquisition of EON US LLC from E.ON. AG

*Presented to:* Simpson Thacher & Bartlett, LLP

*Deal winners circle:* Credit Suisse, Goldman Sachs, Sullivan & Cromwell LLP; Davis Polk & Wardwell LLP

► **mark your calendars for 2012:**

**M&A ATLAS AWARDS GALA  
GLOBAL MAJOR MARKETS**

February 23, 2012 | New York, United States of America  
Lincoln Center of Performing Arts (*tad*)

Accepting industry nominations beginning:  
May 1, 2011 through December 2011

New: Beginning for 2012, Global M&A Network will invite top global mergers and acquisitions senior professionals to vote on the top deal nominees for selecting the deal winners. The voting is similar to the Academy Awards that is - it is 100% confidential, anonymous, and the results of the votes are audited by the independent awards committee.

To be invited among select group of award voters, contact: Raj Kashyap.

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