



THE ANNUAL INDIA M&A ATLAS AWARDS | 2011

CONGRATULATIONS:
AWARDS GALA CEREMONY:

TOP AWARD FINALISTS
Four Seasons Hotel, November 3, 2011 Mumbai

October 18, 2011. NEW YORK: Global M&A Network enthusiastically announces the top contenders for the coveted the India M&A of the Year Awards, recognizing the very best deals, dealmakers and firms from the Indian mergers and acquisitions communities.

To win at the INDIA M&A ATLAS awards is the ultimate mark of excellence as the winners are selected independently based on the deal performance metrics and creative approaches to achieve success.

GOLD STANDARD of PERFORMANCE, logo is a decisive mark of distinction, conveying that the winners have achieved the highest performance standards in mergers, acquisitions and alternative investing communities world-wide.

INDIA M&A AWARDS is part of the prestigious ASIA PACIFIC and the M&A ATLAS AWARDS global brand, honoring top deals, dealmakers and outstanding firms from the India mergers, acquisitions, corporate and private equity deal communities.

WINNERS are revealed for the 1st time at the awards gala ceremony held on November 3, 2011 following the India M&A Intelligence Forum. Nominee representatives and award recipients must register and attend the gala to be officially recognized and for winners to accept their trophy.

SELECTION STANDARDS: Contenders are qualified independently per eligibility standards for the individual firm award categories. Winners are selected based on identifiable performance criteria including -- nominated deals; diversity and/or specialization; track record; team leadership and attendance at the awards gala.

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

Many congratulations on making the coveted list of nominees. We strongly encourage you to contact us for additional details on next steps, and secondly, to confirm your attendance for the awards gala.

The awards is an first-rate opportunity for you to meet peers from the industry, be among clients and share in the celebration with the best in class dealmakers. Take advantage of the occasion, and reserve your corporate table or individual tickets.

WINNERS CIRCLE SUPPLEMENT

Winners circle supplement elaborates on the deal winners, spotlights dealmaker award recipients and profiles the firm of the year honorees. The supplement is produced by the editorial team at Global M&A Network. The focus is on the achievements, includes comments from award recipients. Published in January 2012, a complimentary copy is made available to all the awards gala attendees. The report is available on-line by request.

► **CONFIRM PARTICIPATION**, speak, support, attend, celebrate:

INDIA M&A INTELLIGENCE FORUM

November 3, 2011 *at the* Four Seasons Hotel, Mumbai India

ONCE AGAIN the fourth third annual gathering from the corporate, private equity, venture capital and senior industry professionals from the Indian communities to illuminate on the most significant developments, discover dynamics driving deals and intelligence for achieving deal success.

► **WINNER RECOGNITION POLICY:** Award finalists must attend the awards gala ceremony to accept their accolade. Order of recognition: Nominees first, followed by primary advisors to the buy-side, followed by sell side advisors.

► **TO PARTICIPATE, or CORPORATE TABLE RESERVATIONS:**

General Inquiries, Contact: Raj Kashyap, Managing Partner

T: +914.886.3085 E: raj@globalmanetwork.com

► **INDIA M&A INTELLIGENCE FORUM**, precedes the awards gala.

Speaker participation, contact:

Speakers, Contact: Nita Kastuar, Managing Director

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perfecting global opportunities

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CONGRATULATIONS: **FIRM of the YEAR AWARD FINALISTS**
AWARDS GALA CEREMONY: Four Seasons Hotel, November 3, 2011 Mumbai

OUTSTANDING FIRM of the YEAR AWARD CATEGORIES:

INDIA PRIVATE EQUITY FIRMS of the YEAR

(Eligibility Evaluation Criteria: (1) India based private equity firm; (2) Dedicated investment strategy and team presence in India, (3) Transactions completed in the last 12 month period ending September 1, 2011.)

ChrysCapital Investments
IDFC Private Equity
Kotak Private Equity Group
ICICI Venture Funds Management
TVS Capital

GLOBAL PRIVATE EQUITY FIRMS of the YEAR | INDIA GROUP

(Eligibility Evaluation Criteria: (1) Global private equity firm with a focused investment strategy in India; (2) Investment strategy across three distinct sector; (4) Notable deals completed in the previous 12 months including transactions by portfolio companies.)

Apollo Global Management
Apax Partners
Standard Chartered Private Equity
The Blackstone Group
Warburg Pincus

VENTURE CAPITAL FIRMS of the YEAR

(Eligibility Evaluation Criteria: (1) Venture Capital fund with focused early and growth investment strategy in India, (2) Dedicated team in India; (3) Notable deals completed in the previous 12 months including transactions by portfolio companies.)

Helion Venture Partners
Intel Capital
Nexus Venture Partners
Norwest Venture Partners
Sequoia Capital

INDIA M&A INVESTMENT BANK of the YEAR

(Eligibility Evaluation Criteria: (1) India based investment bank with dedicated M&A team; (2) Notable deals completed in the previous 12 months)

Avendus Capital
Enam Securities
ICICI Investment Banking
Religare Capital Markets Ltd
Kotak Investment Banking

INDIA M&A INVESTMENT BANK of the YEAR | INTERNATIONAL

(Eligibility Evaluation Criteria: (1) Global investment bank with dedicated M&A team in India; (2) Notable deals completed in the previous 12 months including cross-border transactions. (3) Selection based on deal size primarily below 500mm USD)

Bank of America Merrill Lynch
Citi Global Markets
Ernst & Young
Morgan Stanley
Rothschild
Standard Chartered

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THE ANNUAL INDIA M&A ATLAS AWARDS | 2011

CONGRATULATIONS:
AWARDS GALA CEREMONY:

FIRM *of the* YEAR AWARD FINALISTS
Four Seasons Hotel, November 3, 2011 Mumbai

OUTSTANDING FIRM *of the* YEAR AWARD CATEGORIES:

INDIA M&A LAW FIRM *of the* YEAR AWARD

AZB & Partners
Amarchand & Mangaldas & Suresh A Shroff
J Sagar & Associates
Khaitan & Co
Nishith Desai Associates

INDIA M&A BOUTIQUE INVESTMENT *of the* YEAR AWARD

Ambit Corporate Finance
Jones Lang LaSalle
o3 Capital Global Advisory
Mape Advisory Group
Singhi Advisors

ACCOUNTING & TRANSACTION ADVISORS *of the* YEAR

Deloitte
Ernst & Young
Grant Thornton
KPMG

Additionally, the following award winners are revealed at the awards gala ceremony:

INDIA DEAL TEAM AWARD

Recipients are revealed for the **1st time** at the awards gala ceremony, and must be present to personally accept their trophy. Categories include:

- Corporate M&A Dealmaker *of the* Year
- Private Equity Dealmaker *of the* Year
- Venture Capital Dealmaker *of the* Year
- M&A Investment Banker *of the* Year
- M&A Boutique Investment Banker *of the* Year
- M&A Lawyer *of the* Year
- Private Equity Lawyer *of the* Year

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THE ANNUAL INDIA M&A ATLAS AWARDS | 2011

CONGRATULATIONS: M&A DEAL of the YEAR AWARDS FINALISTS

AWARDS GALA CEREMONY: Four Seasons Hotel, November 3, 2011 Mumbai

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

(Eligibility Standards: Deal may be strategic or private equity, domestic or cross-border, closed in specified time frame and below billion USD in size)

- JSW Steel, subsidiary of JSW Group acquisition of Ispat Industries Ltd. *Advisors: Amarchand Mangaldas & Suresh Shroff, Economic Laws Practice, Enam Securities, Kotak Investment Banking*
- HOV Services LLC, subsidiary of HOV Services Ltd, a portfolio company of Hands On Ventures merger with Source Corporation, portfolio company of Apollo Global Management. (SourceHOV Inc.) *Advisor: Morgan Stanley & Co.*
- Mahindra & Mahindra Ltd acquisition Ssangyong Motors Company. *Advisors: Rothschild, Samsung Securities, AZB & Partners, Bae, Kim & Lee.*
- Schneider Electric SA acquisition of Luminous Power Technologies Pvt. *Advisor: P&A Law Offices*
- Reckitt Benckiser Group plc acquisition of Paras Pharmaceuticals Limited from investor group. *Advisors: JPMorgan, Morgan Stanley*

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

- Avantor Performance Materials Holdings S.A, portfolio company of New Mountain Capital acquisition of RFCL Limited from ICICI Venture Funds Management Company Limited. *Advisors: Lazard India Private, Rothschild, AZB & Partners, Hemant Sahai Associates*
- Jyothy Laboratories Ltd of acquisition of Henkel India. *Advisors: Mape Advisory Group*
- Legrand acquisition of Indo Asian Fusegear Ltd. *Advisors include: Ambit Corporate Finance, Ernst & Young, J Sagar Associates, Amarchand & Mangaldas & Suresh A Shroff*
- Pearson plc acquisition of majority interest in Tutorvista from the investor group including Sequoia Capital, Lightspeed Ventures, and from strategic investors Manipal Education and Medical Group. *Advisors: Ernst & Young, AZB & Partners, ALMT*
- Tata Realty Realty and Infrastructure Limited, acquisition of Peepul Tree Properties Pvt. Ltd from Kotak India Real Estate Fund, Kotak Mahindra Investments Limited. *Advisors: Jones Lang LaSalle, Whadia Ghandy & Co*

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

- AMS Technologies Ltd acquisition of Abacus Business Solutions. *Advisors: Indus Law*
- Consortium investment stake by Oak India Investments and includes ICICI Bank and Asia Pacific Capital in Ybrant Digital Ltd. *Advisor: Indus Law*
- Fortis Global Healthcare acquisition stake in Lanka Hospitals Corporation plc. *Advisors: Religare Capital Markets Ltd*
- Life Technologies acquisition of Applied Biosystems Distribution business from Lab India. *Advisors: Business Development Asia, ICICI Investment Bank*
- Iky Human Capital Solutions, portfolio company of India Equity Partners acquisition of Magna Infotech. *Advisors: Grant Thornton, TATVA Legal, MMB Legal*
- Sale of Mid Day Multimedia to Jagran Prakashan Ltd. *Advisors: Singhi Advisors, Nishith Desai Associates*

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► **TABLE BOOKING CONTACTS:**

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CONGRATULATIONS: M&A DEAL of the YEAR AWARDS FINALISTS
AWARDS GALA CEREMONY: Four Seasons Hotel, November 3, 2011 Mumbai

CROSS BORDER DEAL of the YEAR | LARGE (Qualified as deal size above 250 million USD)

(Eligibility Standards: Any sector; in-bound or out-bound and the deal must involve at least one entity from the India, deal size below billion USD)

- Aditya Birla Group acquisition of Columbian Chemicals Company from One Equity Partners. *Advisors: HSBC, Standard Chartered, Shearman & Sterling, Simpson Thacher & Bartlett*
- Bain Capital and Government of Singapore Investment Corporation (GIC Investment) investment into Hero Investments Private Ltd through acquisition of stake from Honda Motor Company. *Advisors: Khaitan & Co., J. Sagar Associates, AZB & Partners, Desai & Diwanji, Standard Chartered Bank, Nomura Securities*
- Mahindra & Mahindra Ltd acquisition Ssangyong Motors Company. *Advisors: Rothschild, Samsung Securities, AZB & Partners, Bae, Kim & Lee.*
- Serco Group plc acquisition of Intelenet Global Services Pvt., Ltd. from investor group including The Blackstone Group, Housing Development Finance Corporation and others. *Advisors: Avendus Advisors; Barclays Capital, Citi; Talwar, Thakore & Associates, Linklaters; Simpson Thacher & Bartlett*
- Schneider Electric SA acquisition of Luminous Power Technologies Pvt. *Advisor: P&A Law Offices*

CROSS BORDER DEAL of the YEAR | MIDDLE MARKETS (Qualified as deal size above 100 million USD)

- EXL Service acquisition of Outsource Partners Ltd. *Advisors: Avendus, Nishith Desai Associates, Khaitan & Co, Paul Weiss, Rifikind Whartson & Garrison, Cooley.*
- Jyothy Laboratories Ltd of acquisition of Henkel India. *Advisors: Mape Advisory Group*
- Legrand acquisition of Indo Asian Fusegear Ltd. *Advisors include: Ambit Corporate Finance, Ernst & Young, J Sagar Associates, Amarchand Mangaldas & Suresh Shroff*
- Pearson plc acquisition of majority interest in Tutorvista from the investor group including Sequoia Capital, Lightspeed Ventures, and from strategic investors Manipal Education and Medical Group. *Advisors: Ernst & Young, AZB & Partners, ALMT*

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

- AMS Technologies Ltd acquisition of Abacus Business Solutions. *Advisors: Indus Law*
- Crompton Greaves, subsidiary of Avantha Group acquisition of Emotron AB from Polaris Private Equity. *Advisors: Carnegie Investment Bank, Mannheimer Swartling, Vinge*
- Fortis Global Healthcare acquisition stake in Lanka Hospitals Corporation plc. *Advisors: Religare*
- Life Technologies acquisition of Applied Biosystems Distribution business from Lab India. *Advisors: Business Development Asia, ICICI Investment Bank*
- Marico Ltd acquisition of International Consumer Products Group from equity partners Mekong Capital and BankInVest.

VENTURE CAPITAL DEAL of the YEAR

(Eligibility Standards: Venture capital funding in Indian company.)

- Norwest Ventures, Helion Ventures, Nexxus Ventures investment stake in Komali Media.
- Indo US Ventures investment in Indiaplaza.in. *Advisors: Volve Capital Management, DSK Legal*
- Intel Capital in ETechAces & Marketing & Consulting, Pvt
- Yatra Online Private Limited investment stake by Valiant Capital Management, Norwest Venture Partners, Intel Capital
- Sequo Capital and IDG Ventures India stake in Sourcebits.

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AWARDS GALA CEREMONY: Four Seasons Hotel, November 3, 2011 Mumbai

PRIVATE EQUITY DEAL of the YEAR | LARGE (Qualified as deal size above 150 million USD) (Eligibility Standards: Any sector; private equity acquisition or investment stake in an Indian company.)

- Apollo Global Management investment stake in Welspun Corp Ltd and Welspun Maxsteel Ltd. *Advisors: Khaitan & Co, Amarchand Mangaldas & Suresh Shroff, Akin Gump Strauss Hauer Feld, Lazard*
- Bain Capital and Government of Singapore Investment Corporation (GIC Investment) investment into Hero Investments Private Ltd through acquisition of stake from Honda Motor Company. *Advisors: Khaitan & Co., J. Sagar Associates, AZB & Partners, Desai & Diwanji, Standard Chartered Bank, Nomura Securities*
- HOV Services LLC, subsidiary of HOV Services Ltd, a portfolio company of Hands On Ventures merger with Source Corporation, portfolio company of Apollo Global Management. (SourceHOV Inc.) *Advisor: Morgan Stanley & Co.*
- Tata Realty Realty and Infrastructure Limited, acquisition of Peepul Tree Properties Pvt. Ltd from Kotak India Real Estate Fund, Kotak Mahindra Investments Limited. *Advisors: Jones Lang LaSalle, Whadia Ghandy & Co*
- Warburg Pincus investment stake in Diligent Power. *Advisors: Avendus, Amarchand & Mangaldas & Suresh A Shroff, AZB & Partners.*

PRIVATE EQUITY DEAL of the YEAR | MID MARKET (Qualified as deal size above 50 million USD)

- 3i Group plc investment stake in KMC Infratech Ltd, a subsidiary of KMC Constructions. *Advisors: Spark Capital, DSK Law*
- JP Morgan Asia Infrastructure Fund investment in Nandi Infrastructure Corridor Enterprises. *Advisors: o3 Capital Global Advisory, Amarchand & Mangaldas & Suresh A Shroff*
- Magma Fincorp Ltd. investment by Kohlberg Kravis Roberts & Co. L.P. and International Finance Corporation. *Advisors: Ernst & Young, Wadia Ghandy & Co*
- Financial Inclusion Network & Operations Ltd investment stake by The Blackstone Group. *Advisors: Ernst & Young, Luthra & Luthra, Khaitan & Co*
- The Blackstone Group investment stake in Jagran Media Network, Pvt. Ltd *Advisor: Khaitan & Co*

PRIVATE EQUITY DEAL of the YEAR | BOUTIQUE MARKET (Qualified as deal size above 5 million USD)

- Avigo Capital Partners stake in Super Religare Laboratories. *Avigo Capital Partners.*
- Consortium investment stake by Oak India Investments and includes ICICI Bank and Asia Pacific Capital in Ybrant Digital Ltd. *Advisor: Indus Law*
- IL&FS, Darby and Asia Mezzanine stake in SFO Technologies. *Advisors o3 Capital Global Advisory, Amarchand & Mangaldas & Suresh A Shroff*
- Standard Chartered Private Equity stake in Bush Foods Overseas, Ltd. *Advisor: Khaitan & Co*
- TA Associates investment stake in Tega Industries. *Advisors: Avendus, Khaitan & Co, Argus Partners, Goodwin Procter*

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

(Eligibility Standards: Any sector; domestic or cross-border, deal must be closed in specified time frame, deal size below billion USD)

- Aditya Birla Group acquisition of Columbian Chemicals Company from One Equity Partners. *Advisors: HSBC, Standard Chartered, Shearman & Sterling, Simpson Thacher & Bartlett*
- Genpact Limited acquisition of Headstrong Corporation. *Advisors: Citigroup Global Markets Inc, UBS, Morgan Stanley*
- JSW Steel, subsidiary of JSW Group acquisition of Ispat Industries Ltd. *Advisors: Amarchand Mangaldas & Suresh Shroff, Economic Laws Practice, Enam Securities, Kotak Investment Banking*
- Mahindra & Mahindra Ltd acquisition Ssangyong Motors Company. *Advisors: Rothschild, Samsung Securities, AZB & Partners, Bae, Kim & Lee.*
- Schneider Electric SA acquisition of Luminous Power Technologies Pvt. *Advisor: P&A Law Offices*
- Spice Jet Limited acquisition by KAL Airways and Mr. Kalanithi Maran from Royal Holding Services and Wilbur Ross. *Advisors: Amarchand Mangaldas & Suresh Shroff, AZB & Partners, Naveen Goel Law Offices, Weil Gotsal & Manages, Enam Securities*

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

- EXL Service acquisition of Outsource Partners Ltd. *Advisors: Avendus, Nishith Desai Associates, Khaitan & Co, Paul Weiss, Rifikind Whartson & Garrison, Cooley.*
- Jyothy Laboratories Ltd of acquisition of Henkel India. *Advisor: Mape Advisory Group*
- Iky Human Capital Solutions, portfolio company of India Equity Partners acquisition of Magna Infotech. *Advisors: Grant Thornton, TATVA Legal, MMB Legal*
- Schneider Electric acquisition of DIGILINK business from Smartlink Network Systems Ltd. *Advisor: P&A Law Offices, Amarchand Mangaldas & Suresh Shroff, RippleWave Equity*
- Sale of Mid Day Multimedia to Jagran Prakashan Ltd. *Advisors: Singhi Advisors, Nishith Desai Associates*

▶ **WINNERS recognition policy**

AWARDS CEREMONY: Winners officially honored at the ceremony by accepting their trophy. Senior level firm representatives are able to accept the award. A great way to celebrate and share accolade with colleagues and clients.

DEALMAKER TEAM WINNERS: Presented to a senior deal team leader on behalf of the deal. She or he must attend the gala ceremony to accept their accolade and trophy.

DEAL AWARDS: It is the DEAL that WINS. Nominees have the upper hand in being recognized. If you entered nominations, and you have registered to attend the awards gala, then you will be honored by accepting the trophy. Since there are multiple nominations, please visit the web per the winners-trophy presentation policies.

▶ **INDIA M&A REGISTRATION: Corporate tables or individual delegate registrations.**

(1) STANDARD: 1400 net USD per delegate.

(2) AWARDS GALA TABLE: 4500 net USD

ON-LINE registration visit: <https://www.globalmanetwork.com/americasmaregister.php>

▶ **INDIA M&A INTELLIGENCE FORUM and AWARDS GALA INFORMATION**

ATTIRE: Business formal, neck-tie required.

CHECK-IN: Business card is required per prior confirmation.

CLIENTS/FAMILY: We recommend nominees to invite their clients. Spouse/family are welcomed.

PHOTOS: Feel free to have our photographer take your individual or team, photos.

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