

# 12<sup>TH</sup> ANNUAL INTERNATIONAL M&A AWARD WINNERS

## I. SECTOR DEAL OF THE YEAR

### ENERGY DEAL OF THE YEAR

#### Acquisition of W&W Energy Services by Petrofac

GulfStar Group

Petrofac, Inc.

W&W Energy Services, Inc.

Lynch Chappell & Alsup

PwC

### FINANCIALS DEAL OF THE YEAR

#### Investment in Interswitch by Visa

FT Partners

Interswitch

Visa

### MATERIALS DEAL OF THE YEAR

#### Sale of Republic Metals Corporation to Asahi Holdings, Inc.

SSG Capital Advisors, LLC

Akerman LLP

CBIZ, Inc.

Ernst & Young LLP

Paladin Management Group, LLC

Arnold & Porter

Cooley LLP

Luskin Stern & Eisler LLP

RPA Advisors, LLC

### CONSUMER DISCRETIONARY DEAL OF THE YEAR

#### Acquisition of Majority Interest in AXS TV and HDNET Movies Networks by Anthem Sports & Entertainment

Clear Skies Partners

HD Net LLC

Anthem Sports & Entertainment

### CONSUMER STAPLES DEAL OF THE YEAR

#### Acquisitions of Good Food Holdings and New Seasons Markets by EMart

Dentons

EY

McMillan Doolittle

Piper Jaffray & Co

Citigroup

KPMG

Paul Hastings

### PROFESSIONAL SERVICES DEAL OF THE YEAR

#### Sale of VONQ to CapitalD

Raymond James

VONQ

CapitalD

### INFORMATION TECHNOLOGY DEAL OF THE YEAR (Under \$1B)

#### Investment in Fractal Analytics by Apax Partners

Fractal Analytics

APAX Partners

TA Associates

Khazanah Nasional

### INFORMATION TECHNOLOGY DEAL OF THE YEAR (Over \$1B)

#### Acquisition of ConvergeOne by CVC Capital Partners

Raymond James

CVC Capital Partners

ConvergeOne

## **TELECOMMUNICATION SERVICES DEAL OF THE YEAR**

### **Partnership between Legacy Telecommunications, Inc. and Enertech Resources Holdings**

JD Merit  
Legacy Telecom

Enertech Resources Holdings  
Tower Arch Capita

## **HEALTHCARE/LIFE SCIENCES DEAL OF THE YEAR**

### **Acquisition of Spectrum Solutions and Go-2 Fulfillment by DW Healthcare Partners**

Generational Equity  
EY  
Haynes & Boone  
Paul Hastings  
Corporate Diligence Specialists (CDS)

DW Healthcare Partners  
Hub International  
Skidmore Olausson  
Workman Nydegger

## **INDUSTRIALS DEAL OF THE YEAR**

### **Acquisition of Cincinnati Sub-Zero's Industrial Test Chamber business from Gentherm by Weiss Technik**

Statesman Corporate Finance  
Cincinnati Sub Zero (CSZ)

Weiss Technik, The Schunk Group

## **II. FIRM OF THE YEAR**

### **ACCOUNTING/DUE DILIGENCE FIRM OF THE YEAR**

ACA Compliance Group

### **BOUTIQUE INVESTMENT BANKING FIRM OF THE YEAR**

Equiteq

### **INVESTMENT BANKING FIRM OF THE YEAR**

KPMG Corporate Finance LLC

### **LATIN AMERICAN INVESTMENT BANKING FIRM OF THE YEAR**

PC Capital IB

### **COMMUNICATIONS FIRM OF THE YEAR**

FTI Consulting Strategic Consulting

### **PRIVATE EQUITY FIRM OF THE YEAR**

L Catterton

### **VALUATION FIRM OF THE YEAR**

VRC | Valuation Research

## **III. PRODUCT/SERVICE OF THE YEAR**

### **PRODUCT/SERVICE OF THE YEAR - INFORMATION MANAGEMENT**

CT Corporation's Global Services

### **PRODUCT/SERVICE OF THE YEAR - MARKET DATA & RESEARCH**

Pitchly

### **PRODUCT/SERVICE OF THE YEAR - PROFESSIONAL SERVICES**

EY People Advisory Services

## **IV. PROFESSIONAL OF THE YEAR**

### **INVESTMENT BANKER OF THE YEAR**

Robert Koven, Managing Director, Leonis Partners

### **CORPORATE DEVELOPMENT PROFESSIONAL OF THE YEAR**

Peter Wexler, Chief Legal Officer, Schneider Electric

### **LEGAL ADVISOR OF THE YEAR**

Germaine Gurr, Partner, White & Case

### **SERVICE PROFESSIONAL OF THE YEAR**

Carlo Franke, Partner, Palo Alto Strategy Group

## **V. CORPORATE/STRATEGIC DEAL OF THE YEAR**

### **CORPORATE/STRATEGIC DEAL OF THE YEAR (\$10MM To \$50MM)**

#### **Sale of Aulick Leasing Corp. and ShirAul, LLC to TFI International, Inc.**

Bridgepoint Investment Banking

ShirAul, LLC

Aulick Leasing Corp.

TFI International, Inc.

### **CORPORATE/STRATEGIC DEAL OF THE YEAR (Over \$50MM To \$100MM)**

#### **Acquisition of Global Sales Training Inc dba Richardson by Sales Performance International**

Capstone Headwaters

Armstrong Teasdale

Clifford Chance

Alvarez & Marsal

Sales Performance International

Kartesia

### **CORPORATE/STRATEGIC DEAL OF THE YEAR (Over \$100MM)**

#### **Acquisition of Primal Nutrition by Kraft Heinz**

Sheppard, Mullin, Richter & Hampton LLP

Kraft Heinz

Primal Nutrition

Paul Weiss Rifkind Wharton & Garrison

## **VI. CROSS BORDER DEAL OF THE YEAR**

### **CROSS BORDER DEAL OF THE YEAR (Over \$10MM To \$50MM)**

#### **Sale of Micropen Technologies Corp. to Exxelia USA**

InterOcean Advisors LLC

Lincoln International

Exxelia USA

Micropen Technologies Corp.

### **CROSS BORDER DEAL OF THE YEAR (Over \$50MM To \$100MM)**

#### **Acquisition of OdontoCompany by L Catterton**

L Catterton

OdontoCompany

### **CROSS BORDER DEAL OF THE YEAR (Over \$100MM To \$250MM)**

#### **Acquisition of 3M Co.'s Product Safety Division by Teledyne Technologies**

McGuireWoods LLP

Teledyne Technologies

3M Co.

Cleary Gottlieb Steen & Hamilton LLP

### **CROSS BORDER DEAL OF THE YEAR (Over \$250MM To \$500MM)**

#### **Trade Sale of RAFI GmbH & Co. KG to Oaktree**

ACXIT Capital Partners

RAFI GmbH & Co.

Oaktree

## **CROSS BORDER DEAL OF THE YEAR (Over \$500MM To \$1B)**

### **Sale of Prinova to Nagase**

Lazard Middle Market  
Nagase Holdings America Corporation  
RSM

Levenfeld Pearlstein  
Prinova Group  
GCA Advisors

## **CROSS BORDER DEAL OF THE YEAR (Over \$1B)**

### **Acquisition of Schwan's Company by CJ CheilJedang**

Piper Sandler & Co.  
Morgan Stanley

Schwan's Company  
CJ CheilJedang

## **VII. PRIVATE EQUITY DEAL OF THE YEAR**

### **PRIVATE EQUITY DEAL OF THE YEAR (\$10MM To \$50MM)**

#### **Mobius Equity Partners investment in Access Partnership**

Equiteq  
Access Partnership

Mobius Equity Partners

### **PRIVATE EQUITY DEAL OF THE YEAR (Over \$50MM To \$100MM)**

#### **Acquisition of Spectrum Solutions and Go-2 Fulfillment by DW Healthcare Partners**

Generational Equity  
EY  
Haynes & Boone  
Paul Hastings  
Corporate Diligence Specialists (CDS)

DW Healthcare Partners  
Hub International  
Skidmore Olausson  
Workman Nydegger

### **PRIVATE EQUITY DEAL OF THE YEAR (Over \$100MM To \$250MM)**

#### **Sale of Lakeshirts to Carlson Private Capital Partners**

Vermillion Capital

Carlson Private Capital Partners

### **PRIVATE EQUITY DEAL OF THE YEAR (Over \$250MM To \$500MM)**

#### **Gridiron Capital's Partnership with Jacent Strategic Merchandising**

Gridiron Capital  
Stifel

Jacent Strategic Merchandising

### **PRIVATE EQUITY DEAL OF THE YEAR (Over \$500MM To \$1B)**

#### **Sale of Combell Group to Hg Capital**

Raymond James  
Hg Capital

Combell Group  
Waterland

### **PRIVATE EQUITY DEAL OF THE YEAR (Over \$1B to \$10B)**

#### **GenesisCare's capital raising including KKR investment and European TLB**

Record Point  
European TLB  
Herbert Smith Freehills  
KKR Capital Markets  
Morgan Stanley  
Record Point

EY  
GenesisCare  
King & Wood Mallesons  
L.E.K. Consulting  
PwC  
UBS

### **PRIVATE EQUITY DEAL OF THE YEAR (Over \$10B)**

#### **Acquisition of Buckeye Partners, L.P. (NYAE: BLP) by IFM Investors**

White & Case LLP  
IFM Investors

Buckeye Partners, L.P.

## VIII. REGIONAL DEAL OF THE YEAR

### AFRICA REGIONAL DEAL OF THE YEAR

**Organizational structure with affiliates of Nitya Capital (“Nitya”), Silverpeak and the Olayan Group**  
Gray Reed & McGraw LLP  
Shearman & Sterling  
Roberts Markel Weinberg Butler Hailey PC

Nitya Capital (“Nitya”)  
Olayan Group  
Silverpeak

### ASIA REGIONAL DEAL OF THE YEAR

#### Financing of Betta/Xcovery

Zhejiang T&C Law Firm  
Linklaters LLP

Betta  
Xcovery

### EUROPE REGIONAL DEAL OF THE YEAR

#### Acquisition of ConvergeOne by CVC Capital Partners

Raymond James  
CVC Capital Partners

ConvergeOne

### NORTH AMERICA REGIONAL DEAL OF THE YEAR

#### Acquisition of MS Industries, Inc. by Gnutti Carlo USA, Inc.

Howard & Howard Attorneys PLLC  
Gnutti Carlo USA, Inc.  
MS Industries, Inc.

Weil, Gotshal & Manges LLP  
UHY  
GCI

## IX. RESTRUCTURING DEAL OF THE YEAR

### RESTRUCTURING DEAL OF THE YEAR

#### Chapter 11 Sale of Orchids Paper Products Company

Polsinelli  
Reed Smith LLP  
Deloitte Transactions and Business Analytics LLP  
Winston & Strawn LLP

Reed Smith LLP  
Skadden, Arps, Slate, Meagher & Flom LLP  
K&L Gates LLP  
Lowenstein Sandler LLP

## X. DEAL FINANCING OF THE YEAR

### DEAL FINANCING OF THE YEAR

#### Debt Financing of H.J. Baker by BMO Harris Bank

Carter Morse & Goodrich  
H.J. Baker

BMO Harris Bank

## XI. M&A DEAL OF THE YEAR

### M&A DEAL OF THE YEAR (\$10MM to \$25MM)

#### Acquisition of Malfy super-premium Italian gin by Pernod Ricard

Curtis, Mallet-Prevost, Colt & Mosle LLP  
Chiesa Shahinian & Giantomasi PC  
RBC Capital Markets

Strike, Kerr & Johns, Beverage Law Group LLP  
Malfy Super-Premium Italian Gin  
Pernod Ricard

### M&A DEAL OF THE YEAR (Over \$25MM To \$50MM)

#### Acquisition of Genesys Holdings Limited by H2O Innovation Inc.

BCMS  
Genesys Holdings  
KPMG  
McCarthy Tetrault

DJH Accountants Ltd  
Mills & Reeve LLP  
H2O Innovation Inc.

**M&A DEAL OF THE YEAR (Over \$50MM To \$100MM)**

**Acquisition of Global Sales Training Inc dba Richardson by Sales Performance International**

Capstone Headwaters

Alvarez & Marsal

Armstrong Teasdale

Clifford Chance

Kartesia

Sales Performance International

**M&A DEAL OF THE YEAR (Over \$100MM To \$250MM)**

**Acquisition of Signicat by Nordic Capital**

FT Partners

Signicat

Nordic Capital

**M&A DEAL OF THE YEAR (Over \$250MM To \$500MM)**

**Sale of IQMS to Dassault Systèmes SE**

Harris Williams

IQMS

Dassault Systèmes SE

**M&A DEAL OF THE YEAR (Over \$500MM To \$1B)**

**Sale of ArrMaz, a portfolio company of Golden Gate Capital, to Arkema**

Lazard Middle Market

Arkema

ArrMaz

Deloitte

Golden Gate Capital

Kirkland & Ellis

Moelis & Company

PwC

Proskauer

Valance Group

**M&A DEAL OF THE YEAR (Over \$1B)**

**Acquisition of ConvergeOne by CVC Capital Partners**

Raymond James

ConvergeOne

CVC Capital Partners

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