EUROPEAN M&A AWARDS 2010

The Financial Times and The Mergermarket Group are delighted to announce the shortlist for the fourth annual European M&A Awards.

The awards are designed to recognise excellence in corporate, private equity, banking and legal M&A expertise and the winners are chosen through a unique selection process which utilises both empirical data and independent expert opinion to form a reasoned and substantiated selection.

The M&A awards are an excellent opportunity for you to meet industry peers and recognise the accomplishments of dealmakers at the avant-garde of the profession. Book your table or place now.

What to do if you’re on a shortlist

Many congratulations on being nominated. You are invited to make a submission for the judging panel to consider. Please contact Rachel Rivers at awards@mergermarket.com for more details on next steps. Submissions must be made no later than 25 October.

Order of Ceremony

18.00 – Champagne Reception
19.15 – Welcome address from Hamilton Matthews, CEO, The Mergermarket Group
19.25 – Dinner
21.00 – Awards Ceremony hosted by Louisa Bojesen of CNBC
22.15 – Drinks
00.00 – Carriages

For further information about table bookings, please contact: awards@mergermarket.com, +44 (0)20 7059 6301.

Please note that the dress code is Black Tie. Please specify any dietary requirements when confirming your participation.
AWARD CATEGORIES

M&A DEAL OF THE YEAR (CORPORATE AWARD)

PRIVATE EQUITY DEAL OF THE YEAR

FINANCIAL ADVISER OF THE YEAR
Credit Suisse
JPMorgan
KPMG
Lazard
Morgan Stanley
Rothschild

LEGAL ADVISER OF THE YEAR
Allen & Overy
CMS
Freshfields Bruckhaus Deringer
Linklaters
Slaughter and May

MID-MARKET FINANCIAL ADVISER OF THE YEAR
DC Advisory Partners
Deloitte
KPMG
Morgan Stanley
Rothschild

ACCOUNTANCY FIRM OF THE YEAR
Deloitte Touche Tohmatsu
Ernst & Young
Grant Thornton UK
KPMG
PricewaterhouseCoopers

MID-MARKET LEGAL ADVISER OF THE YEAR
DLA Piper
Freshfields Bruckhaus Deringer
Latham & Watkins
Linklaters
Skadden Arps Slate Meagher & Flom

PUBLIC RELATIONS FIRM OF THE YEAR
Brunswick Group
Citigate
FD
Finsbury Group
Maitland (AMO)

PRIVATE EQUITY FINANCIAL ADVISER OF THE YEAR
Credit Suisse
KPMG
PricewaterhouseCoopers
Rothschild
UBS Investment Bank

PRIVATE EQUITY LEGAL ADVISER OF THE YEAR
Clifford Chance
Freshfields Bruckhaus Deringer
Latham & Watkins
Linklaters
SJ Berwin
Weil Gotshal & Manges

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COUNTRY AWARDS: FINANCIAL ADVISERS

AUSTRIA & SWITZERLAND
- Citigroup Inc
- Credit Suisse
- Goldman Sachs
- Morgan Stanley
- UBS Investment Bank

BENELUX
- Deloitte
- ING
- KPMG
- PricewaterhouseCoopers
- Rabobank NV
- Rothschild

CENTRAL EASTERN EUROPE
- BNP Paribas SA
- Deloitte (formerly Deloitte & Touche Corporate Finance)
- KPMG
- UniCredit Group

FRANCE
- BNP Paribas SA
- Goldman Sachs
- Morgan Stanley
- Rothschild
- Societe Generale

GERMANY
- Deutsche Bank AG
- Goldman Sachs
- KPMG
- Lazard
- Morgan Stanley
- UBS Investment Bank

IBERIA
- Banco Espirito Santo de Investimento
- Credit Suisse
- JPMorgan
- KPMG
- Morgan Stanley
- UBS Investment Bank

IRELAND
- IBI Corporate Finance
- KPMG
- Morgan Stanley
- Rothschild

ISRAEL
- Bank of America Merrill Lynch
- Goldman Sachs
- JPMorgan
- Morgan Stanley

ITALY
- Banca IMI/Intesa Sanpaolo
- Mediobanca SpA
- Morgan Stanley
- Rothschild
- UniCredit Group

MIDDLE EAST & NORTH AFRICA
- BNP Paribas SA
- Credit Suisse
- Deutsche Bank AG
- Goldman Sachs
- HSBC Bank plc
- Morgan Stanley

NORDIC
- Carnegie Investment Bank AB
- Danske Markets Corporate Finance
- Morgan Stanley
- PricewaterhouseCoopers
- SEB Enskilda

RUSSIA & CIS
- Credit Suisse
- Goldman Sachs
- JPMorgan
- Morgan Stanley
- Royal Bank of Scotland Group Plc

SUB-SAHARAN AFRICA
- BNP Paribas SA
- Investec
- JPMorgan
- Rand Merchant Bank
- UBS Investment Bank

TURKEY
- 3 Seas Capital Partners
- IS Investment Securities
- Raiffeisen Investment AG
- Standard Unlu Menkul Degerler

UNITED KINGDOM
- Credit Suisse
- Goldman Sachs
- JPMorgan Cazenove
- Morgan Stanley
- Rothschild
- UBS Investment Bank

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# COUNTRY AWARDS: LEGAL ADVISERS

## AUSTRIA & SWITZERLAND
- Baer & Karrer
- Blake, Cassels & Graydon
- Homburger
- Latham & Watkins
- Lenz & Staehelin

## BENELUX
- Allen & Overy
- De Brauw Blackstone Westbroek
- Linklaters
- Loyens & Loeff
- NautaDutilh

## CENTRAL EASTERN EUROPE
- Allen & Overy
- Clifford Chance
- Salans
- Weil Gotshal & Manges
- White & Case

## FRANCE
- Cleary Gottlieb Steen & Hamilton
- Gide Loyrette Nouel
- Hogan Lovells
- Linklaters
- Weil Gotshal & Manges

## GERMANY
- Clifford Chance
- CMS
- Freshfields Bruckhaus Deringer
- Hengeler Mueller
- Noerr

## IBERIA
- Cuatrecasas, Goncalves Pereira
- Garrigues
- Uriu Menendez
- Freshfields Bruckhaus Deringer
- Raposo Bernardo & Associados
- Skadden Arps Slate Meagher & Flom

## IRELAND
- A&L Goodbody
- Arthur Cox
- Matheson Ormsby Prentice
- Skadden Arps Slate Meagher & Flom
- William Fry

## ISRAEL
- Sullivan & Cromwell
- Kirkland & Ellis
- Willkie Farr & Gallagher
- Zellermayer Pelossof & Co
- Morrison & Foerster
- Fischer Behar Chen & Co
- Herzog Fox & Neeman

## ITALY
- Bonelli Erede Pappalardo
- Chiomenti Studio Legale
- d’Urso Gatti e Bianchi - Studio Legale Associato
- Gianni, Origoni, Grippo & Partners
- Legance Studio Legale Associato
- Studio Pedersoli e Associati

## MIDDLE EAST & NORTH AFRICA
- Allen & Overy
- Baker & McKenzie
- Latham & Watkins
- Linklaters
- Shearman & Sterling
- Talwar, Thakore and Associates

## NORDIC
- Latham & Watkins
- Mannheimer Swartling
- Selmer
- Thommessen
- Vinge

## RUSSIA & CIS
- Skadden Arps Slate Meagher & Flom LLP
- Akin Gump Strauss Hauer & Feld
- Egorov, Puginsky, Afanasiev & Partners (EP&A&P)
- Cleary Gottlieb Steen & Hamilton LLP
- Herbert Smith/Gleiss Lutz/Stibbe
- Linklaters
- Olympex Advisers LLP
- Sayenko Kharenko

## SUB-SAHARAN AFRICA
- DLA Cliffe Dekker Hofmeyr Inc
- Edward Nathan Sonnenbergs
- Linklaters
- Webber Wentzel
- Werksmans

## TURKEY
- Esin Law Firm
- Ismen
- Pekin & Bayar Law Firm
- Kinstellar
- Linklaters

## UNITED KINGDOM
- CMS
- DLA Piper
- Freshfields Bruckhaus Deringer
- Linklaters
- Slaughter and May

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METHODOLOGY

The selection procedure is a three stage process designed to select a winner in the most objective, comprehensive and equitable way.

Stage 1
mergermarket M&A deal data - an industry standard source for advisory league tables - has been used to generate shortlists for the award categories. Financial advisers, law firms, PR firms, accountancy firms and private equity houses have been shortlisted according to both the total volume and total value of announced deals they have worked on in 2010. For financial advisers, accountancy firms, private equity houses and PR firms we have excluded lapsed and withdrawn deals. The selection process uses a proprietary ranking system which is inclusive of all deals in the database, resulting in a comprehensive shortlist of the top advisors for each award category.

To ensure the most accurate deal value and volume data is recorded in the mergermarket database, please submit full details of your transactions to deals@mergermarket.com.

Stage 2
Shortlisted organisations are then invited to submit a tiebreaker of 300 words maximum for each nominated award outlining why they qualify to win.

Stage 3
The independent judging panel of M&A experts will be provided with details of all the relevant deals each of the shortlisted firms have worked on, as well as the tiebreaker submissions, and will thrash out the winner for each category. The judging panel includes senior respected business figures from the advisory, corporate and private equity worlds. A vote will be conducted to determine the winner of each award.

The judging panel for 2010 is:
- Johannes Huth, Head of Europe, KKR
- Charlie Geffen, Senior Partner, Ashurst
- Scott Moeller, Professor, Cass Business School
- Susan Kilsby, Chairman, Mergers and Acquisitions EMEA, Credit Suisse
- Paulo Pereira, Partner, Perella Weinberg Partners
- Philip Keevil, Senior Partner, Compass Advisers
- Scott Simpson, Partner, Skadden, Arps, Slate, Meagher & Flom (UK) LLP & Affiliates
- Thomas King, Head of IBD EMEA, Co-Head of Global Corporate Finance, Barclays Capital
- Philip Whitchelo, Head of M&A Strategy, IntraLinks
- Catherine Ford, Managing Editor - Remark, The Mergermarket Group
- Lina Saigol, M&A Editor, Financial Times
- Giovanni Amodeo, Editor EMEA, mergermarket

The judges have been asked to assess the following in their considerations:
- The strategic nature of the deals worked on.
- The complexity of the deals worked on, including but not limited to the deals’ cross-border/jurisdictional nature, their structure and negotiation to completion.
- The financing requirements of the deal.
- The groundbreaking or novel nature of the deals.

These criteria will allow the awards to underline the importance of the number and sizes of transactions announced, as well as recognise particular deals, companies and people within a wider geographic or market context. Our aim is to establish a preeminent awards event for European M&A - based on principles of veracity, accuracy and insight.

Date range:
29-Sep-09 to 28-Sep-10

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FOR FURTHER INFORMATION ABOUT THE SHORTLIST AND SUBMISSIONS, PLEASE CONTACT:

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