



## 16<sup>TH</sup> ANNUAL M&A ADVISOR AWARDS WINNERS

### I. SECTOR DEAL OF THE YEAR

#### FINANCIALS DEAL OF THE YEAR (UNDER \$250MM)

##### **Sale of BISAM Technologies to FactSet Research Systems**

Raymond James

FactSet

#### FINANCIALS DEAL OF THE YEAR (OVER \$250MM)

##### **Sale of Bank of the Cascades to First Interstate BancSystem, Inc.**

Hunton & Williams LLP

Luse Gorman Pomerenk & Schick, P.C

#### ENERGY DEAL OF THE YEAR (UNDER \$100MM)

##### **Sale of SFI to Tri-Point Oil & Gas Production Systems, LLC**

ButcherJoseph & Co.

GreatBanc Trust Company

Tri-Point Oil & Gas Production Systems, LLC

#### ENERGY DEAL OF THE YEAR (OVER \$100MM)

##### **Restructuring of Peabody Energy Corporation, et al.**

Curtis, Mallet-Prevost, Colt & Mosle LLP

Jones Day

Armstrong Teasdale LLP

FTI Consulting Inc.

Morrison & Foerster LLP

Lazard Freres & Co. LLC

KPMG LLP

Ernst & Young LLP

Jefferies LLC

Berkeley Research Group LLC

## MATERIALS DEAL OF THE YEAR

### **Acquisition of Top Master, Inc. by Clio Holdings**

Jordan, Knauff & Company

## INFORMATION TECHNOLOGY DEAL OF THE YEAR (\$10MM-\$50MM)

### **Acquisition of Market Force Information, LLC by Main Street Capital**

Clearsight Advisors

## INFORMATION TECHNOLOGY DEAL OF THE YEAR (\$50MM-\$100MM)

### **Financing of Coretelligent**

Oakland Standard Co. / Clio Holdings

Drake Star Partners

Proskauer

Main Street Capital Corporation

Burns and Levinson

VSS

## INFORMATION TECHNOLOGY DEAL OF THE YEAR (\$100MM-\$1B)

### **Growth Investment in Tenstreet by Spectrum Equity**

Capstone Partners LLC

Spectrum Equity

Choate Hall & Stewart LLP

Tenstreet

Riddle & Wimbush

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

### **Acquisition of EMC by Dell**

Deloitte Consulting LLP

EMC

Dell

## TELECOMMUNICATION SERVICES DEAL OF THE YEAR

### **Acquisition of Hargray Communications**

McNally Capital

Stephens Capital Partners

## CONSUMER DISCRETIONARY DEAL OF THE YEAR (UNDER \$100MM)

### **Sale of i9 Sports to LNC Partners**

CSG Partners

LNC Partners

i9 Sports

DLA Piper

Robinson Brog

## CONSUMER DISCRETIONARY DEAL OF THE YEAR (OVER \$100MM)

### **Acquisition of Katz Broadcasting and Bounce Media by the E.W. Scripps Company Simultaneous**

BakerHostetler

The Ring Firm, P.C.

The E.W. Scripps Company

Wells Fargo

## CONSUMER STAPLES DEAL OF THE YEAR (UNDER \$100MM)

### **Acquisition of Ellison Bakery by Blackford Capital**

Blackford Capital

Generational Capital Markets, Inc.

## CONSUMER STAPLES DEAL OF THE YEAR (OVER \$100MM)

### **Sale of Del Real Foods to Palladium Equity Partners**

Lazard Middle Market

Skadden, Arps, Slate, Meagher & Flom

Palladium Equity Partners

## HEALTHCARE AND LIFE SCIENCES DEAL OF THE YEAR (UNDER \$100M)

### **Majority Recapitalization of CDx Diagnostics by Galen Partners**

BDA Partners

CDx Diagnostics

Galen Partners

Lowenstein Sandler LLP

Cooley LLP

CFO Squad

FTI Consulting

Citrix Sharefile

## HEALTHCARE AND LIFE SCIENCES DEAL OF THE YEAR (OVER \$100MM)

### **Steward Health Care System in \$1.25 Billion Transaction with Medical Properties Trust**

McDermott Will & Emery

Steward Health Care System LLC

Baker Donelson

Medical Properties Trust, Inc.

## INDUSTRIALS DEAL OF THE YEAR (\$10MM-\$50MM)

### **Acquisition of Efficiency Production, Inc. by Trinity EPI, LLC (a subsidiary of Trinity Industries (NYSE:TRN))**

P & M Corporate Finance

Trinity Industries

Efficiency Production, Inc.

Honigman Miller Schwartz and Cohn LLP

## INDUSTRIALS DEAL OF THE YEAR (\$50MM-\$100MM)

### **Acquisition of Experi-Metal Inc. (EMI) by the Watermill Group**

Watermill Group

Quarton International

K&L Gates

Cerberus Business Finance

Goodwin Procter LLP

Blais, Halpert, Lieberman & Greene LLC

Phoenix Management Services

Greystone Environmental Management, LLC

Risk Strategies Company

Research Insights

## INDUSTRIALS DEAL OF THE YEAR (\$100MM-\$250MM)

### **Sale of National Label Company and its Affiliates**

SSG Capital Advisors LLC

Jones Day

Dilworth Paxson LLP

Deloitte

Getzler Henrich & Associates LLC

Blank Rome LLP

Goldberg Kohn Ltd.

## INDUSTRIALS DEAL OF THE YEAR (OVER \$250MM)

### **Restructuring of ULTR**

Miller Buckfire  
PJT Partners  
ZLP Law Partners  
Houlihan Lokey  
Alix Partners  
Millbank

FTI Consulting  
Seward & Kissel  
White & Case  
Hughes Hubbard  
Watson Farley

## PROFESSIONAL SERVICES (B-TO-B) DEAL OF THE YEAR (UNDER \$100MM)

### **Divestiture of Brand Advantage Group by Safeguard Business Systems, Inc.**

Safeguard Business Systems, Inc.

Brand Advantage Group by Safeguard

## PROFESSIONAL SERVICES (B-TO-B) DEAL OF THE YEAR (OVER \$100MM)

### **Significant Growth Investment in BillingTree in Parthenon Capital Partners**

Marlin & Associates  
Billing Tree

Parthenon Capital

## UTILITIES DEAL OF THE YEAR

### **Acquisition of Red Wolf Company LLC by Broadwind Energy Inc.**

Generational Equity  
Red Wolf Company  
Broadwind Energy

Robinson Bradshaw  
Thompson Coburn LLP

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

### ACCOUNTING/DUE DILIGENCE FIRM OF THE YEAR

Katz, Sapper & Miller

### BOUTIQUE INVESTMENT BANKING FIRM OF THE YEAR

GulfStar Group

### COMMUNICATIONS FIRM OF THE YEAR

BackBay Communications

### CONSULTING FIRM OF THE YEAR

Conway MacKenzie

### INVESTMENT BANKING FIRM OF THE YEAR

Generational Equity

### LAW FIRM OF THE YEAR

Koley Jessen

## LENDER FIRM OF THE YEAR

Golub Capital

## PRIVATE EQUITY FIRM OF THE YEAR

L Catterton

## VALUATION FIRM OF THE YEAR

Berkeley Research Group

## 2017 M&A ADVISOR EMERGING INDUSTRY LEADER

Guangdong Yun Fu Group

### **III. PROFESSIONAL OF THE YEAR**

#### INVESTMENT BANKER OF THE YEAR

Steve McLaughlin, Founder, Managing Partner and CEO, Financial Technology Partners

#### DEAL PROFESSIONAL OF THE YEAR

Patrick O'Keefe, Founder and CEO, O'Keefe

#### CHINA M&A ADVISOR AWARD OF THE YEAR

Ziguo Sang, Assistant President, China Great Wall Asset Management Co., Ltd.

Jianyong Wu, Partner, Grant Thornton China

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

#### **PAS Drives Business Growth with M&A Integration**

Ernst & Young LLP

### **V. DEAL FINANCING OF THE YEAR**

#### DEBT FINANCING OF THE YEAR

##### **Financing of WLR Automotive**

Madison Street Capital

WLR Automotive

Stonebriar Commercial Finance

#### EQUITY FINANCING OF THE YEAR

##### **Series A Financing of CloudCheckr from Level Equity**

Signal Hill

Level Equity

## VI. RESTRUCTURING DEAL OF THE YEAR

### RESTRUCTURING DEAL OF THE YEAR (\$10MM-\$100MM)

#### **Restructuring of Wildfish**

Capstone Partners  
Tonneson & Co.

Casner & Edwards  
Wildfish

### RESTRUCTURING DEAL OF THE YEAR (\$100MM-\$250MM)

#### **Acquisition of Walter Energy Canada by Conuma Coal Resources Limited**

Dentons US LLP  
KPMG Canada

Osler, Hoskin & Harcourt LLP  
McMillan LLP

### RESTRUCTURING DEAL OF THE YEAR (OVER \$250MM)

#### **Restructuring of Payless Holdings LLC and its debtor affiliates**

Province  
Pachulski Stang Ziehl & Jones LLP  
Alvarez & Marsal  
Guggenheim Partners  
The Michel- Shaked Group  
Kirkland & Ellis LLP

Armstrong Teasdale  
Polsinelli  
Curtis, Mallet-Prevost, Colt & Mosle LLP  
RCS Real Estate Advisors  
Munger Tolles  
Houlihan Lokey

## VII. CORPORATE/STRATEGIC DEAL OF THE YEAR

### CORPORATE/STRATEGIC DEAL OF THE YEAR (\$10MM-\$25MM)

#### **Acquisition of Red Wolf Company LLC by Broadwind Energy Inc.**

Generational Equity  
Red Wolf Company  
Broadwind Energy

Robinson Bradshaw  
Thompson Coburn LLP

### CORPORATE/STRATEGIC DEAL OF THE YEAR (\$25MM - \$50MM)

#### **Acquisition(s) of BRI, DART, SAJO & McKees Rocks Transfer Stations by Apex Environmental Resources Holdings**

Prophet Equity  
Raymond James  
Akerman LLP  
EnviroSolutions, Inc.  
Gordon & Rees

AIG Investments  
Jackson Walker LLP  
Sprock Capital Advisory  
SLR International Corp

### CORPORATE/STRATEGIC DEAL OF THE YEAR (\$50MM-\$100MM)

#### **Sale of Florajen by American Lifeline, Inc. to Clarion Brands, a portfolio company of Swander Pace**

Cleary Gull Inc.  
American Lifeline, Inc.  
Swander Pace Capital  
Foley & Lardner LLP  
Clarion Brands, LLC  
American Lifeline, Inc.

Poppy CPA  
Antares Capital  
Kirkland & Ellis LLP  
Duff & Phelps, LLC  
L.E.K. Consulting, LLC

## CORPORATE/STRATEGIC DEAL OF THE YEAR (\$100MM–\$500MM)

### **Globe Holding Company LLC sale to Mine Safety Inc.**

Belden Hill Partners LLC  
Devine Millimet

MSA Safety Inc.

## CORPORATE/STRATEGIC DEAL OF THE YEAR (\$500MM–\$1B)

### **Acquisition of Maintenance Supply Headquarters by Lowe's**

Maintenance Supply Headquarters  
Crutchfield Capital Corporation  
Goldman Sachs & Co.

Porter Hedges  
Hunton & Williams

## CORPORATE/STRATEGIC DEAL OF THE YEAR (OVER \$1B)

### **Acquisition of BNC Bancorp by Pinnacle Financial Partners**

Bass, Berry & Sims PLC  
Banks Street Partners  
BNC Bancorp  
Davis, Polk & Wardwell LLP  
J.P. Morgan

Keefe, Bruyette & Woods  
Pinnacle Financial Partners, Inc.  
Sandler O'Neill & Partners  
Troutman Sanders LLP  
Wachtell Lipton Rosen & Katz

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

### CROSS BORDER DEAL OF THE YEAR (\$10MM–\$50MM)

#### **Acquisition of Mineral Fusion Natural Brands by BWX Limited**

Curtis, Mallet-Prevost, Colt & Mosle LLP

Morrison Cohen LLP

### CROSS BORDER DEAL OF THE YEAR (50MM–\$100MM)

#### **Acquisitions of Hydropool Inc. (Canada) & BathWraps (RHT Inc.) (US) by Jacuzzi Brands LLC's**

Sphaeris Capital Management LLC

Blaney McMurtry LLP

### CROSS BORDER DEAL OF THE YEAR (\$100MM–\$500MM)

#### **Sale of BISAM Technologies to FactSet Research Systems**

Raymond James

FactSet

### CROSS BORDER DEAL OF THE YEAR (OVER \$500MM)

#### **Acquisition of CST Brands by Alimentation Couche-Tard**

Faegre Baker Daniels  
Wachtell, Lipton Rosen & Katz  
Merrill Lynch

Bank Of America  
Davies Ward Phillips & Vieberg

## 2017 CHINA M&A ADVISOR AWARDS

### **Acquisition of GE Appliances by Qingdao Haier Co.**

KWM

Qingdao Haier Co.

**The Integration of Swisse for Biostime**  
Deloitte Consulting

Biosmite

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

### PRIVATE EQUITY DEAL OF THE YEAR (\$10MM-\$25MM)

#### **Acquisition of Snowwhite Hospitality by Blackford Capital**

Blackford Capital  
Aleutian Capital Partners

Fridman Law Group, PLLC

### PRIVATE EQUITY DEAL OF THE YEAR (\$25MM-\$50MM)

#### **Acquisition of Mid-West Wholesale Hardware by High Road Capital Partners**

High Road Capital Partners  
TM Capital Corp.  
EGS Financial Investigative Services, an Alorica Company  
Ramboll Environ  
Gerson Lehrman Group  
Investor Group Services LLC

Jones Day  
Performance Improvement Partners  
RSM US LLP  
Whitman Advisors  
Willis Towers Watson  
Monroe Capital  
RBN & Associates

### PRIVATE EQUITY DEAL OF THE YEAR (\$50MM-\$100MM)

#### **Acquisition of Pinarello by L Catterton**

Nctm Studio Legale  
L Catterton  
Pinarello

Mazzoni, Regoli, Cariello Pagni Studio Legale  
Alantra  
KPMG

### PRIVATE EQUITY DEAL OF THE YEAR (\$100MM-\$250MM)

#### **Sale of Paysimple to Providence Equity**

Raymond James

Providence Equity

### PRIVATE EQUITY DEAL OF THE YEAR (\$250MM-\$1B)

#### **Joint Venture between BD and APAX Partners to Create Vyaire Medical**

Deloitte Consulting LLP

Apax Partners

### PRIVATE EQUITY DEAL OF THE YEAR (OVER \$1B)

#### **Stone Point Acquiring Ownership Stake in Focus Financial**

Kramer Levin Naftalis & Frankel LLP  
Focus Financial

Stone Point Capital  
KKR

### 2017 M&A ADVISOR INDUSTRY INNOVATION AWARD

The Museum of Mergers and Acquisitions

### 2017 M&A ADVISOR GLOBAL M&A ACHIEVEMENT AWARD

China Mergers & Acquisitions Association



## X. M&A DEAL OF THE YEAR

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

#### **The merger of Aergo Solutions LLC and Citadel Outsource Group, LLC**

BCMS Corporate LLC

Citadel Outsource Group, LLC

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

#### **Sale of Cyber Security Solutions (CSS) business of Sypris Electronics LLC to Analog Devices, Inc.**

Mesirow Financial

Analog Devices

Wilmer Hale

Sypris Solutions

Middleton Reutlinger

Intralinks

### M&A DEAL OF THE YEAR (\$50MM-\$75MM)

#### **Acquisition of Starpoint Solutions by Yoh**

Day & Zimmermann

Sett & Lucas

### M&A DEAL OF THE YEAR (\$75MM-\$100MM)

#### **Acquisition of API Applicazioni Plastiche Industriali S.p.A. by Trinseo LLC**

Headwaters MB

API Applicazioni Plastiche Industriali S.p.A.

Trinseo LLC

### M&A DEAL OF THE YEAR (\$100MM-\$200MM)

#### **Restructuring and Sale of Trans Energy, Inc.**

Gordian Group

Haynes & Boone

Opportune

### M&A DEAL OF THE YEAR (\$200MM-\$500MM)

#### **Acquisition of Katz Broadcasting and Bounce Media by the E.W. Scripps Company**

BakerHostetler

The Ring Firm, P.C.

The E.W. Scripps Company

Wells Farg

### M&A DEAL OF THE YEAR (\$500MM-\$1B)

#### **Sale of YP Holdings by Cerberus Capital Management**

Schulte Roth & Zabel LLP

Cerberus Capital Management

Dex Media Inc.

### M&A DEAL OF THE YEAR (\$1B-\$5B)

#### **Acquisition of CLARCOR Inc. by Parker Hannifin Corporation**

Bass, Berry & Sims PLC

Jones Day

Goldman Sachs & Co.

Parker Hannifin

CLARCOR Inc.

M&A DEAL OF THE YEAR (OVER \$5B)

**Acquisition of EMC by Dell**  
Deloitte Consulting LLP  
EMC

Dell

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