



## **Regulations M&A Awards 2018**



**M&A Awards, showcasing excellence in M&A,  
corporate finance and private equity.**

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# Welcome

Amstelveen, the Netherlands, September 2018

Dear colleague,

It's that time of the year again; time for the M&A Awards! A moment to take a break from your hectic life as a dealmaker and to reflect with your peers and colleagues on the past twelve months. What have been the highlights? Which deals collapsed? And who will be the stars of the M&A show this year?

You will be surrounded by 1000 top-level dealmakers who all have had their successes and failures. This is the night to share, remember and of course celebrate together. Some dealmakers will pay little attention to what's on their dinner plate during the show, because they are in the race for one of the M&A Awards that will be presented

Over 200 experts in the field cast their votes to determine this year's winners. Only the best professionals, firms and transactions will take home an award. Having said that, you, winner or not, play an important role in the world of mergers and acquisitions. It's you, who shapes the future of our corporate landscape. The M&A Awards are here to honour the transactions and the hard-working professionals who made them happen.

The M&A Community Team is proud that 1000 professionals from the business sector, private equity, investment banking, corporate finance, consultancy and the legal profession come together each year during the M&A Awards.

Good to know. This year the M&A Awards are better and more exclusive than ever before making winning an award even more desirable; ten former awards-categories haven been substituted with new M&A Awards in the categories Private Equity and Young Talent, emphasizing their growing importance.

Don't forget to cast your votes. See you at the spectacular 19th edition of the M&A Awards in the Beurs van Berlage in Amsterdam on Thursday 13 December 2018. An event professionals simply cannot afford to miss out.

With kind regards,



Ezri Joy Blaauw  
M&A Community manager  
eblaauw@alexvangroningen.nl  
+31 (0) 6 46 384 782



Alex van Groningen  
Initiator  
avangroningen@alexvangroningen.nl  
+31 (0) 6 50 643 283

PS The 2018 M&A Awards is almost sold out. Don't miss out and reserve your table today. First come, first served. Professionals simply cannot afford to miss out.

# Regulations 2018

The following regulations are applicable to the 2018 survey for the M&A Awards.

## M&A Awards 2018 categories

*The M&A Awards are presented in three main award categories. One for deals, one for professionals and one for firms.*

### *Categories for deals*

#### **1. Best Deal, 2. Best ECM Deal, 3. Best Deal Mid-Market and 4. Best Small Cap Deal**

The best deals are characterized by speciality, complexity of the transaction, innovative funding, a fought bid battle, a competitive purchase price and/or an excellent strategy behind the transaction.

### *Categories for professionals*

#### **5. Best Young PE Manager, 6. Best Young M&A Advisor and 7. Best Young M&A Lawyer**

The best young and talented professionals (aged up to and including 35) make a strong contribution to the team, react quickly and cooperate well with seniors and clients. They are eager to learn, deliver superior performance and are regarded as upcoming stars.

#### **8. Best M&A Advisor and 9. Best M&A Advisor Mid-Market**

The best M&A Advisor ranks high in the MenA.nl league tables. He or she is involved in multiple striking deals. Deep understanding of markets, bespoke service and excellent dealmaking skills characterize the best M&A advisor. It's a people's business and clients are eager to do business with him or her.

#### **10. Best M&A Lawyer and 11. Best M&A Lawyer Mid-Market**

The Best M&A Lawyer ranks high in the MenA.nl league tables. His or her remarkable experiences in M&A makes him or her an outstanding and well recognized professional. Industry expertise, strong cross-border abilities, top notch legal knowledge and exceptional negotiating skills make him or her the most sought after lawyer in the market.

#### **12. Best Debt Advisor**

The Best Debt Advisor has a deep market insight and an excellent track record varying from acquisition finance to refinancing and restructuring. He or she excels in integrated process management and cooperates smoothless with clients, banks and lawyers.

#### **13. Best Transaction Services Advisor**

The Best Transaction Services Advisor identifies and solves all potential problems and contributes to a successful negotiation for the best price and conditions for his or her client. His or her advice is indispensable for a smooth transition and faster realisation of post-merger synergies.

#### **14. Best M&A Tax Advisor**

The title Best M&A Tax Advisor is earned by the professional who has an excellent track record and expertise in creating tax savvy deal-structures. He or she is a respected expert and adviser for solving complex tax questions and has a broad view and impact on the legal, commercial and financial aspects of the transaction. Ultimately, the best tax advisor saves millions and millions for his or her clients.

### *Categories for firms*

#### **15. Best M&A Law Firm and 16. Best Dutch M&A Law Boutique**

The Best M&A Law Firms rank high in the MenA.nl league tables. Its elite teams with strong cross-border abilities and in depth industry knowledge are much in demand and indispensable for any successful merger or acquisition.

#### **17. Best M&A House**

The Best M&A House ranks high in the MenA.nl league tables. The firm is widely known as the preferred party by CEOs and investors. The Best Dutch M&A House is a rainmaker and a shaper of the Dutch corporate landscape. It performances beyond expectation.

#### **18. Best Private Equity House, 19. Best Private Equity House Mid-Market, 20. Best Private Equity House Lower Mid-Market, 21. Best Family Office, 22. Best Hands-On Investment firm, 23. Best Venture & Growth Capital Provider**

The winners in this category are leading the pack with smart investments that bring sustainable value to all shareholders and stakeholders. The winning firms are involved in landmark deals and are considered a role model for the industry.

#### **24. Best Acquisition Finance Provider**

The Best Acquisition Finance Provider is a bank or direct lender best known for its anticipation of clients' interest, outstanding knowledge and ability to combine attractive pricing with the right terms. It's technically very competent teams are exemplary.



## Definitions

1. Regulations: this document which defines the nomination process and the determination of the winners.
2. Organisation: Alex van Groningen BV, Burgemeester Haspelslaan 63, NL 1181 NB Amstelveen, initiator and organiser of the M&A Awards.
3. Segments for deal and professionals: Top segment: deals with a value larger than 250 million euros. Mid-market segment: deals with a value between 50 and 250 million euros. Small cap segment: deals with a value between 5 and 50 million euros.
4. Private equity categories: Top segment: funds larger than 1 billion euros. Mid-market segment: funds with a value between 100 million and 1 billion euros. Lower mid-market segment: funds with a value up to 100 million euros.
5. Experts: people working in M&A, corporate finance and/or private equity in senior positions such as partner or managing director. As well as M&A Directors, CFOs and General Counsel of the largest Dutch companies with M&A, Corporate Finance in their portfolio.
6. Deal: a transaction between multiple companies in which shares are bought and sold and/or funding is being provided.
7. ECM Deal: Completed equity capital markets transaction on Euronext Amsterdam which include among others an initial public offering (IPO), a follow on offering, a convertible bond offering or a delisting.
8. Pitch: completed questionnaire for the categories Best Small Cap Deal, Best Young M&A Advisor, Best Young Private Equity Manager and Best Young M&A Lawyer, including a motivation describing which deal or talent is being nominated for an award.
9. Longlist: a list naming deals, firms or professionals used in the survey. Enabling voters to select their favorite deal, firm or professional.

## Framework

1. Annually in the month of October, the organisation conducts the M&A Awards survey.
2. Based on the M&A League Tables ([www.mena.nl](http://www.mena.nl)), the organisation draws up a list of leading companies in M&A, corporate finance and/or private equity. Added to this list are companies involved in 2017 and 2018 in deals larger than 50 million euros. Experts working in these companies are invited to take part in the M&A Awards survey.
3. The M&A League Tables ([www.mena.nl](http://www.mena.nl)) is used by the organisation to create longlists for the survey and to select and check experts, nominated deals and firms per category.
4. Experts are granted free access to the M&A League Tables to lookup deals and dealmakers. Submitting deals, companies and professionals to the M&A League Tables is free.
5. Deals must at least have one Dutch component. The buyer, seller, target, advisor and/or financier must be Dutch. Deals need to be announced or closed between 1 November 2017 and 1 November 2018. A deal can only be nominated for the M&A Awards once.
6. A deal and/or professional and/or firm cannot be nominated in multiple categories. In that case the nomination in the category with the most votes will count and the nomination in the other category will be cancelled. The votes will not be lost, but will be added to the score of this deal/professional/firm.
7. Firms and professionals must have been actively involved in deals between 1 November 2017 and 1 November 2018. Foreign firms and professionals can also be nominated, on condition that they are active in the Dutch market.
8. The pitch forms for the categories Best Small Cap Deal, Best Young M&A Advisor, Best Young Private Equity Manager and Best Young M&A Lawyer must be submitted via [www.overnames.nl](http://www.overnames.nl). Only forms received before 1 November 2018 24:00 hours are valid. The pitch forms must contain a minimum of 1000 and a maximum of 2000 words. By submitting the form, the organisation is given permission to publish the pitch forms on, amongst others, [MenA.nl](http://MenA.nl).
9. The determination of the nominees and the winners of the M&A Awards is supervised by a civil law notary.
10. The M&A Awards are evaluated annually. Subjects of evaluation are amongst others the experts, the regulations and the categories.

## Determination nominees and winners

1. In the categories Best Small Cap Deal, Best Young M&A Advisor, Best Young Private Equity Manager and Best Young M&A Lawyer pitches are submitted and evaluated by the organisation. The score is determined for 25% by the votes of the visitors of MenA.nl and for 75% by the rating of a panel of judges. Judgement is based on the presentation of the pitches at a round table. All pitches are published on MenA.nl.
2. To determine the results in the other categories a survey is held among experts. This survey contains for several categories longlists with professionals, firms and deals. These longlists are based on the M&A League Tables ([MenA.nl](http://MenA.nl)) and the organisation's insight. The survey offers the option "name other deal / professional / firm".
3. Nominees and winners are calculated by combining the number of votes in the survey from experts and the company's position in the M&A League Tables ([MenA.nl](http://MenA.nl)). Each weighing 50%. The number of deals and the value of the deals are taken into account. \*
4. Votes of experts who work for the ten largest dealmakers in the Netherlands (legal advisors and M&A advisors), sorted by value and amount of deals according to the [MenA.nl](http://MenA.nl) League Tables and votes cast by CEOs, CFOs, M&A directors, Private Equity managers and general counsel, are counted twice.
5. To prevent a potential bias from votes from experts working at the same company, the judgement of only one expert per company will be taken into account in the survey. Unless it is a larger company which offers multiple disciplines and services, such as acquisition advice, transaction services, tax advice or debt advisory.
6. If multiple experts in the same discipline and from the same company participate in the survey, only the rating of the expert with the most completed survey will be taken into account. If two experts have filled in the questionnaire equally, only the rating of the most senior expert will be taken into account.
7. If an expert votes for a firm he or she is currently working for or votes on him- or herself, the vote is declared invalid.
8. The organisation verifies if all pitches, votes and nominations meet the requirements as stipulated in these regulations. If needed, pitches, votes and nominations are declared invalid. If the organisation decides that a category has not received enough votes or the number of pitches is lower than 3, the organisation cancels the category.
9. If multiple persons, deals and/or companies receive the same amount of votes, the organisation decides who to nominate and/ or who will win.

*\* Explication: The first step is to calculate points based on the votes from experts. Suppose the nominee holds position 1 based on the number of votes. This gives  $11 - 1$  (position) = 10 points. The second step is to calculate points based on the M&A League Tables. Suppose the nominee holds position 1 in the M&A League Tables based on the number of deals done and position 3 based on the total deal value of deals done. The score in the league tables is  $(11 - 1) * 50\% + (11 - 3) * 50\% = 9$ . The third step is to combine the points from the votes and the M&A League Tables. The total score is  $(10 + 9) * 50\% = 9,5$ .*

## Announcement of results

1. Nominees receive a confirmation of their nomination by e-mail, via announcements on several websites such as [Overnames.nl](http://Overnames.nl), [MenA.nl](http://MenA.nl) and [FM.nl](http://FM.nl), as well as via media such as the Dutch FD newspaper, M&A Magazine and CFO Magazine.
2. A description is made of nominated deals, companies and professionals. This description will be used in various publications. Nominees are asked to submit the requested information with regards to the deal (particulars, size, etc.). These descriptions will be revised and then published on MenA.nl. If the organisation does not receive a description, it will draft up a text at its sole discretion.
3. All nominees and winners receive a media kit containing the logo of the M&A Awards, which they can use in their communication.

# Winners 2017 -2000

*Exemplifying excellence in M&A, corporate finance and private equity.*

- **Best Deal:** Toyota Industries - Vanderlande Industries (2017), Qualcomm - NXO (2016), Ahold - Delhaize (2015), Ziggo - Liberty Global (2014), JAB - D.E. Master Blenders (2013), ASML - Intel, Samsung, TSMC (2012), 3i - Action (2011), Bencis - Catalpa (2010), Jumbo Supermarkten - Super de Boer (2009), Nederlandse Staat - Fortis (2008), AkzoNobel - ICI (2007), F. van Lanschot bankiers - Kempen & Co (2006), ABN AMRO - Antonveneta (2005), Heineken - BBAG (2003), Aalberts Industries - Yorkshire Fittings (2002), Buhrmann - Samas Groep Office Division (2001), Numico - Rexall Sundown (2000)
- **Best Deal Mid-Market:** Ergon Capital Partners - Keesing Media Group (2017), Parcom Capital - Simpel (2016), Egeria - Imtech Traffic & Infra (2015), Flamco - Aalberts Industries (2014), IK Investment Partners - Ampelmann (2013), AAC Capital Partners - Salad Signature (2012), NPM & Management - Kiwa (2011)
- **Best ECM Deal:** IPO VolkerWessels (2017), IPO Takeaway.com (2016), IPO Grandvision (2015), IPO IMCD (2014)
- **Best Small Cap Deal:** Active Capital Company - Arnold Suhr (2017), Orange - Login Consultants (2016), Scheybeeck Investments - S-P-S (2015), Salarisprofs - Manpower (2014)
- **Best Buy Out Manager:** Jim Vermeule, DentConnect (2017), René Moos, Basic-Fit (2016), David de Buck, CEO Intertrust (2015), José Duarte - UNIT4 (2014), Jan van der Tempel - Ampelmann (2013), Erik Bras, Salad Signature (2012), Matthijs van der Lely, Selexyz (2010), Daniël Ropers, Bol.com (2009), Maria van der Sluijs-Plantz, TMF (2008), Ronald van Zetten, HEMA (2007), Huub van Doorne, Lucas Bols (2006), Marc Staal, Borstlap (2005), Ed Hamming, Vendex-KBB (2004), Theo Willemsen, Raet (2003)
- **Best M&A Advisor:** Bastiaan Vaandrager - Rothschild (2017, 2016, 2013, 2010), Maurits Duynstee, ING (2015, 2012, 2009), Hugo Peek - ABN AMRO (2014), Rob Oudman, Leonardo & Co (2011), Wouter Han, Lazard (2008), Rob Oudman, BNP Paribas (2007), Bob Elfring, Lehman Brothers (2006), Maarten Wolleswinkel, Holland Corporate Finance (2005), Paul Nielen, Nielen van Schaik (2004)
- **Best M&A Advisor Mid-Market:** Matthew Gooch, William Blair (2017), Eric Wijs, Lincoln International (2016), Robert Specken, ING Bank (2015), Jorn van Etten - ABN AMRO (2014), Onno Sloterdijk, KPMG (2013, 2012, 2009, 2008, 2007), Rob van der Laan, Boer & Croon (2011), Maarten Wolleswinkel, Holland Corporate Finance (2010), Yme van der Wal, Phidelpi (2006)
- **Best M&A Lawyer:** Arne Grimme, De Brauw Blackstone Westbroek (2017, 2016, 2015, 2014, 2013), Jan Louis Burggraaf, Allen & Overy (2012, 2011, 2010, 2009, 2007, 2006, 2005 and 2004), Karine Kodde, Allen & Overy (2008)
- **Best M&A Lawyer Mid-Market:** Matthijs Ingen-Housz, INGEN HOUSZ (2017), Luc Habets, Lexence (2016), Karine Kodde, Allen & Overy (2015), Herman Kaemingk, Loyens & Loeff (2014, 2013, 2012, 2011, 2010, 2009, 2007, 2006), Femke Bierman, Allen & Overy (2008)
- **Best Private Equity Manager:** Pieter de Jong, 3i (2017, 2016, 2015), Bram Grimmelt - Advent International (2014), Hugo van Berckel, CVC Capital Partners (2013, 2012, 2011, 2010, 2007), Lex Douze, Waterland Private Equity (2009), Joost Verbeek, Rabo Private Equity (2008), Rob Thielen, Waterland (2006), Boudewijn Molenaar, Gilde (2005), Alexander van Wassenaer, AlpInvest (2004)

- **Best Private Equity Manager Mid-Market:** Zoran van Gessel, Bencis Capital Partners (2017, 2012, 2010 and 2008), Bas Glas, Gilde Equity Management (2016), Perry Bos – Nordian Capital Partners (2015, 2014), Remko Hilhorst - IK Investment Partners (2013), , Bob Kramer, ABN AMRO Participaties (2011), Menno van der Meer, Bencis Capital Partners (2009), Gerhard Nordemann, Gilde Investment Management (2007)
- **Best Limited Partner:** Eric-Jan Vink, PGGM (2017, 2016), Ruulke Bagijn, PGGM (2015), Eric-Jan Vink, PGGM (2014)
- **Best Investment Manager Family Office:** Taco Rietveld, HB Capital (2017), Stef Koning, HB Capital (2016, 2014), Jaap van Wiechen, HAL Investments (2015)
- **Best Venture Capital Manager:** Sake Bosch, Prime Ventures (2017, 2016, 2015, 2014, 2013, 2012 and 2011)
- **Best Acquisition Finance Banker:** Franck de Lange, ABN AMRO (2017), Laetitia Thate, ING Bank (2016), Laetitia Thate, ING Bank (2015), Marin Boon, Rabobank (2014, 2013, 2012, 2011), Diederik Kolfschoten, Deutsche Bank (2010), Mark Milders, ING (2009), Riëlla van de Vondervoort, Bank of Scotland (2008, 2007), Erwin de Jong, ABN AMRO (2006, 2004)
- **Best Acquisition Finance Banker Mid-Market:** Twan Geurts, Rabobank (2008 and 2007), Alexander Olgers, F. van Lanschot Bankiers (2006)
- **Best Debt Advisor:** Daan Bouwman, Nielen Schuman (2017, 2016, 2015, 2014, 2013 and 2012), Paul Nielen, Nielen Schuman (2011), Robert Schuman, Nielen Schuman (2010)
- **Best M&A Director:** Pim Berendsen, PostNL (2017), Stewart McCrone, Philips (2016), Marc Koster - Heineken (2015, 2014), Ivo Lurvink, ING Groep (2013 and 2012), James Nolan, Philips (2011)
- **Best M&A Tax Advisor:** Rowdy Schouten, JSA Tax Consultancy (2017, 2016, 2015), Rowdy Schouten, JSA Tax (2014, 2013, 2011), Oscar Janssen, JSA Tax (2012), Arthur Goedkoop, Deloitte (2010), Guido Derckx, Loyens & Loeff (2009, 2004), Remko Franssen, Deloitte (2008), Oscar Kinders, PwC (2007 and 2006), Olaf van er Donk, Allen & Overy (2005)
- **Best Post Merger Integration Advisor:** Harold de Bruijn - KPMG (2014), Jasper Knol Bruins, Deloitte (2013 and 2012)
- **Best PR Advisor:** Uneke Dekkers, CFF Communications (2017), Frans van der Grint, Hill+Knowlton Strategies (2016, 2015, 2014, 2013, 2012), Ingo Heijnen, Hill+Knowlton Strategies (2011, 2010), José Tijssen, CFF Communications (2009, 2008)
- **Best Restructuring Advisor:** Peter Wolterman - PwC (2017, 2015, 2014, 2013), Stefaan Vansteenkiste, Alvarez & Marsal (2016),
- **Best Transaction Services Advisor Mid-Market:** Remco van Daal, PwC (2017, 2016), Arnoud Oltmans – Deloitte (2015, 2014), Niek Kolkman - KPMG (2013)
- **Best Transaction Services Advisor:** Hans Dullaert, PwC (2017), Ad Veken, Deloitte (2016, 2015, 2014, 2010, 2008), Ewald van Hamersveld, KPMG (2013, 2012 and 2011), Maurice Dercks, Deloitte (2009), Cornelis Smaal, PwC (2007), Peter van Mierlo, PwC (2006, 2005)
- **Best Valuator:** Wim Holterman, PwC (2017, 2016, 2015, 2014, 2012, 2011, 2010), Jeroen Weimer, KPMG (2013 and 2008), Henk Oosterhout, Duff & Phelps (2009)
- **Best Equity Capital Markets Banker:** Pim Kist, ING Bank (2017), Chris van Schuppen, ABN AMRO (2016, 2015), Willem-Jan Meijer, ING (2014)
- **Best Equity Capital Markets Lawyer:** Tim Stevens, Allen & Overy (2017), Pieter Schütte, Stibbe (2016, 2015), Jan Willem Hoevers, De Brauw Blackstone Westbroek (2014)
- **Best Banking and Finance Lawyer:** Jelle Hofland, Clifford Chance (2017), Femke Bierman, Allen & Overy (2016, 2015)
- **Best General Counsel:** Lonneke de Beer, SHV Holdings (2017), Corneel Ryde, Intertrust Group (2016, 2015), Jan Pieter Witsen Elias, Ziggo (2014)
- **Best Young Talent:** Niels Jonker, Rabobank (2017), Peter de Kluijver, Rabobank (2016), Sabine Schoute, Loyens & Loeff (2015), Remco Goes, Deloitte (2014), Laura de Jong, AKD (2013)
- **Best M&A House Dutch Market:** ING Bank (2017, 2016 and 2015)



- **Best Dutch M&A Boutique:** Rothschild (2017), Nielen Schuman (2016), Leonardo & Co (2015)
- **Best Dutch M&A Law Firm:** Allen & Overy (2017, 2016), De Brauw Blackstone Westbroek (2015)
- **Best Dutch M&A Law Boutique:** De Breij Evers Boon (2017, 2015), Vriman M&A Lawyers (2016)

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