



Regulations and explanation M&A Awards 2016



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

www.overnames.nl



Welcome

Amstelveen, the Netherlands, October 2016

Dear colleague,

On Thursday 15 December 2016 the 17th edition of the annual M&A Awards will be held.

The M&A Awards is the landmark event for professionals working in M&A, corporate finance and private equity. 900 rainmakers celebrate excellence in the Beurs van Berlage in Amsterdam. Professionals simply cannot afford to miss out.

After the Brexit on the 23th of June uncertainty kicked in. Private equity started to be more careful and board rooms delayed acquisition plans.

In the first half of 2016 there were a remarkable number of six IPOs, in the second half only one. Shareholders rushed to get their company listed before the British referendum.

On a whole the market acted more carefully this year than in the peaking M&A boom of 2015. That was thanks to political uncertainties and high valuations. But the stimulating M&A fundamentals of preceding years are still in place.

That's why 2016 produced a healthy line up of Dutch big ticket deals. The acquisitions of Athlon car (1,1 billion), Propertize (895 million) and Van Gansewinkel (510 million) show that decision makers dare to take proper risks - even after Brexit.

Having said that, the exuberant days of 2015 are over. But there are still plenty of opportunities for the best dealmakers to get involved in interesting deals. The winners of the M&A Awards are living proof to that.

We are looking forward to see you on Thursday December 15th.

With kind regards,



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P.S. This document contains the regulations and explanations for all award categories. Notary Aart Kolhoff supervises the M&A Awards.

P.P.S. Don't miss out. Reserve your table for your team today. Only a few tables are left. Call Ezri +31 (0) 6 46 384 782. First come first served.

Regulations and definitions

The following regulations are applicable to the 2016 survey for the M&A Awards.

Definitions

- A. Regulations: this document which defines the establishment of the nominations and the determination of the winners.
- B. Organisation: Alex van Groningen BV, initiator and organiser of the M&A Awards.
- C. Top segment: Deals with a value of > 150 million euros.
- D. Midmarket: Deals with a value of 20 – 150 million euros.
- E. Small Cap: Deals with a value of < 20 miljoen euros.
- F. Experts: people working in M&A, corporate finance and/or private equity for many years in a senior positions such as partner or managing director.
- G. Professionals: Bankers, lawyers, advisors, tax specialists, private equity managers and general partners working in the fields of M&A, corporate finance and/or private equity, who qualify for a nomination and/or a M&A Award.
- H. Corporate M&A professionals: M&A Directors, CFOs and General Counsel of the largest (often listed) Dutch companies with M&A, Corporate Finance and legal in their portfolio. This also concerns managers of enterprises who regularly make use of services in the area of M&A, corporate finance and/or private equity.
- I. Deal: a transaction between multiple companies in which shares are bought and sold and/or funding is being provided.
- J. 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.
- K. Pitch: completed questionnaire for the categories Best Small Cap Deal and Best Young Talent, including a motivation describing which deal or talent is being nominated for an award.

Award categories

The M&A Awards are presented in three main categories. One series of categories for deals one for professionals and one for firms.

Categories for deals

- 1. Best Deal**
- 2. Best ECM Deal** (equity capital markets)
- 3. Best Deal Midmarket**
- 4. Best Smallcap Deal**

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

Categories for Financial Advisors (granted to a person)

- 5. Best M&A Advisor and 6. Best M&A Advisor Midmarket**

The Best M&A Advisor is foremost a rainmaker. He or she comes up with and sees deals before the others, knows how to keep the overview during a deal and protects a deal from going astray. The top advisor has a track record of complex

and cross border transactions. Of course there is a team behind all successes. The leader of the team, the deal maker, receives the award. Good M&A advisors know how to attract foreign buyers to Dutch companies and have an extensive network.

7. Best Transaction Support Advisor and 8. Best Transaction Support Advisor Midmarket

The Best Transaction Support Advisor has a strong analytical ability and is a good project manager. To the best advisor, the data room serves as an ammunition chamber for the M&A negotiations. The best advisor gets all skeletons out of the closet and contributes to negotiations for the best price and conditions for his or her client. The Best Transaction Support Advisor works efficiently, accurately and makes sure all M&A team members have the appropriate data for the best deal.

9. Best Equity Capital Markets Banker

The ECM banker exactly knows the capital requirements of a client and has the right knowledge, contacts and drive to raise the financial resources via the capital markets to turn the IPOs, share issues and private placements into a success. The banker has the appropriate hard and soft skills to, under great pressure of time, take the responsibility for the execution of the billion dollar deals.

10. Best Valuator

The Best Valuator has a keen sense for the market value of a company. In addition to a command of the valuation methods, the valuator has a strong strategical insight and 'smells' synergy advantages. The Best Valuator has excellent technical skills and is someone with authority. He or she impacts the decision-makers: board, commissioners and shareholders.

11. Best Debt Advisor

The Best Debt Advisor operates independently of the banks, has great knowledge of the funding markets and a proven track record varying from acquisition finance to refinancing and restructuring. Debt advisory is more than a term sheet negotiating and wider than M&A transactions. Integrated process management and cooperation with financial due diligence teams, legal counsels and financiers is a must. Additional must haves: knowledge of the right persons and the right window within the different banks and a good credibility among those banks.

12. Best Restructuring Advisor

The Best Restructuring Advisor is involved in the largest and most complex restructuring programs and has an eye for the business as well as the human aspects of a restructuring program. He or she works closely together with the intensive management departments of the banks and delivers undeniable value for all stakeholders. The advisor has strong stamina, is able to work under high pressure and is a champion in all-nighters.

Categories for Legal Advisors (granted to a person)

13. Best M&A Lawyer and 14. Best M&A Lawyer Midmarket

The Best M&A Lawyer as lead counsel gives advice during a number of large and complex deals and plays a determining role in closing these deals. He/she is a lawyer who excels in project management, has tactical insight, experience in managing large (international) teams and maintains excellence in soft skills. Knowledge and expertise are crucial: not only of company law, but also of the financial aspects and developments in the industry. Deals in the midmarket segment are not necessarily less complex than the large deals, on the contrary. Relations with clients are very important. The Best M&A Lawyer Midmarket keeps

the overview, has extensive deal experience and has the soft skills to successfully close the deal.

15. Best Banking and Finance lawyer

The Best Banking and Finance lawyer understands the legal implications of corporate finance. In addition to having excellent legal knowledge the best banking lawyer is pragmatic, efficient and able to formulate straightforward advice. A banking lawyer should be able to adapt fast to the changing banking environment and have experience with complex funding instruments. Characteristics are: excellent lawyer, teamplayer, commercial and efficient.

16. Best Equity Capital Markets Lawyer

The Best Equity Capital Markets Lawyer is a lawyer who is involved in the large and complex capital market deals. He or she has the right knowledge of the business law and the capital markets to draw up the guarantees and agreements in the proper legal form to make a success of the cooperation between companies, banks and investors during capital market transactions such as IPOs.

Categories for finance providers (granted to a person)

17. Best Limited Partner

The Best Limited Partner is an investment manager at an institutional investor with the vision, knowledge and the network to select the right private equity funds to invest in. This way, the investment manager creates optimal and sustainable returns.

18. Best Private Equity Manager and 19. Best Private Equity Manager Midmarket

The Best Private Equity Manager is a partner of the organisation. He or she optimizes the growth of companies and adds value to all stakeholders involved. The Best Private Equity Manager has a strong network amongst institutional investors and family offices for fundraising. He or she receives the best ideas from corporate finance advisors and knows exactly which companies need funding.

20. Best Investment Manager Family Office

The Best Investment Manager Family Office is an investment manager at a family office with the vision, knowledge and the network to make the right investments. He or she selects the best private equity funds and chooses the best companies for direct holdings. This way, the Investment Manager Family Office creates optimal and sustainable returns for the prosperous family.

21. Best Venture Capital Manager

The Best Venture Capital Manager selects the best entrepreneurs and helps companies to grow with knowledge, network and capital. The Best Venture Capital Manager has a track record of successful investments. He or she is often associated with family offices or angel investors and raises millions for the growth of talented entrepreneurs. The venture capital manager realizes superior returns for investors, entrepreneurs and management.

22. Best Acquisition Finance Banker

The Best Acquisition Finance Banker looks ahead, anticipates, knows what the 'appetite' in the market is and knows how to price a deal on the right terms. Features include: a dedicated banker, product technically very competent, a networker, strong initiating/origination skills to win a deal and all-round knowledge to lead the implementation. In addition, there should be a good balance between the interests of the client and that of the bank.

Categories corporate dealmakers (granted to a person)

23. Best M&A Director

The Best M&A Director is a strong strategical thinker and an internal process coordinator. He/she has excellent knowledge of the industry, keeps an eye on opportunities and is immune to 'deal fever'. The M&A director brings out the best in his advisors. The Best M&A director is involved in one or multiple prestigious deals.

24. Best General Counsel

The Best General Counsel is a strategic process manager who tightly manages his/her team and the external legal advisors, from due diligence to signing. He/she knows the best lawyers and purchases legal advice at a competitive price. He/she makes sure to always have all legal information available, so the company is always one step ahead in the readmission negotiations. The Best General Counsel strongly focusses on risks and legal pitfalls. He or she is an expert in compliance, litigation and project management.

25. Best Buy Out Manager

Courage and perseverance are demanded when moving from manager to owner with a management buy-out. Timing is essential. We can speak of a successful, excellent performing buy-out manager when there is a demonstrable and substantial recovery or growth of the enterprise; growth in profitability, continuity and in value. A good buy-out manager sells his or her ideas well and represents the interests of all stakeholders. He or she proves that the enterprise will generate more value in a stand-alone-scenario than as part of a bigger company.

Categories other (granted to a person)

26. Best Young Talent

The Best Young Talent is a talented young M&A, corporate finance or private equity professional (to 35 years) who makes a strong contribution to the team, reacts quickly and cooperates well with the senior M&A professionals. He/she is eager to learn, is driven by talent and ambition, delivers superior performance and is regarded as a talent in the field by his or her colleagues.

27. Best M&A Tax Advisor

The Best M&A Tax Advisor cooperates with investors, lawyers, accountants, corporate finance departments and banks. He/she knows the latest changes of the tax system. The title Best M&A Tax Advisor is therefore meant for the tax professional who has excellent tax expertise and is fully informed of the legal, commercial and financial aspects of the transaction. The Best M&A Advisor presents his or her advice in comprehensible language. The best tax advisor saves millions for his or her clients.

28. Best PR Consultant

A good PR consultant creates support amongst all stakeholders. This is essential for a successful transaction. Communication with stakeholders forms an important part of the reputation of the organisation and is essential for a successful M&A deal. The Best PR consultant is in control of the representation in the media, amongst analysts and investors.

Categories for Firms:

29. Best Dutch M&A House

The Best Dutch M&A House ranks high in the MenA.nl league tables. The financial advisor has been involved in multiple deals of more than 100 million euros. The Best Dutch M&A House has a consistent team, looks ahead, anticipates, understands where the appetite in the market lies, has strong cross border abilities and knows how to negotiate a deal. Furthermore the balance between the interests of the client and those of the bank needs to be right.

30. Best Dutch Advisory Boutique

The Best Dutch Advisory Boutique is a small (<100 employees) and independent advisory firm and distinguishes among others by not providing debt for deals. The Best Dutch Advisory Boutique looks ahead, anticipates and understands where the appetite in the market lies. It often has a strong focus on a specific sector and/or practice area. It offers the same (or even better) quality of advice as the larger M&A houses and has a direct relationship with the client.

31. Best Dutch M&A Law Firm

The Best Dutch Law Firm ranks high in the MenA.nl league tables. The Best Dutch M&A Law Firm has advised multiple deals of more than 100 million euros. It has a consistent team, looks ahead, anticipates, understands where the appetite in the market lies, has strong cross border abilities and knows how to negotiate a deal. Furthermore the balance between the interests of the client and those of the firm needs to be right. It has a track record of complex and cross border transactions.

32. Best Dutch Law Boutique M&A

The Best Dutch Law Boutique M&A has advised multiple deals. It has shown to meet the needs of their clients by offering the same and even better quality of advice as the larger law firms. The partners and juniors of the best law boutique are very outward looking, focusing on clients only. Lawyers of a boutique go back to the core of their profession, ambition and personal skills, and create value by delivering specialized advice based on experience.

Framework

- 1) Annually, the organisation draws up a list of approximately 250 leading companies in M&A, corporate finance and/or private equity. Experts working in these companies as well as corporate M&A professionals are invited to take part in the M&A Awards survey to nominate professionals, deals and companies.
- 2) In the month of October, the organisation conducts the M&A Awards survey. Experts are granted free access to the M&A Database (www.mena.nl) to lookup deals and dealmakers.
- 3) The determination of the nominees and the winners of the M&A Awards is supervised by a civil notary.
- 4) 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. The organisation verifies if all votes and nominations meet the requirements as stipulated in these regulations. The organisation also verifies if all pitches in the categories Best Young Talent and Best Small Cap Deal are of a high standard. If needed, votes, nominations and pitches are declared invalid.

2. If the organisation decides that a category has not received enough votes, the organisation will cancel the category.
3. In all categories, except the categories Best Small Cap Deal and Best Young Talent, the nominees and winners are determined by the number of votes of the experts.
4. Votes of experts who work for the ten largest Dutch dealmakers (legal advisors and M&A advisors), sorted by value and amount of deals according to the MenA.nl league tables and votes cast by M&A directors, Private Equity managers, CFOs and general counsel, are counted twice.
5. In the categories Best M&A Lawyer, Best M&A Advisor, Best Transaction Support Advisor, Best Dutch M&A Law Firm and Best Dutch M&A House the score is a combination of the number of votes from experts and the company's or professional's position in the league tables of MenA.nl. Each weighing 50%. With regards to the league tables the number of deals on the one hand and the value of the deals on the other hand are taken into account. *For example: M&A Advisor X has received the most votes from experts and holds position 1 based on the number of votes. The score is $10 - 1 = 9$. He holds position 1 in the league tables based on numbers and position 3 based on value. His score in the league tables is $((10 - 1) + (10 - 3) * 0.5 = 8$. His total score amounts to $(9 + 8) * 0.5 = 8.5$.*
6. In the categories Best M&A Lawyer Midmarket, Best M&A Advisor Midmarket and Best Transaction Support Advisor Midmarket the score is a combination of the number of votes from experts and the professional's position in the league tables of MenA.nl. Each weighing 50%. With regards to the league tables only the number of deals is taken into account. *For example: M&A Advisor X has received the most votes from experts and holds position 1 based on the number of votes. The score is $10 - 1 = 9$. He holds position 1 in the league tables based on numbers. His score in the league tables is $(10 - 1) = 9$. His total score amounts to $(9 + 9) * 0.5 = 9$.*
7. If multiple persons, deals and/or companies receive the same amount of votes, the organisation decides who to nominate and/ or who will win.
8. The winners in the categories Best Small Cap Deal and Best Young Talent are chosen based on the submitted pitch forms. Every pitch receives a score from the editorial office of MenA.nl. The score is determined for 50% by the votes of the visitors of MenA.nl and for 50% by the rating of the organisation. The submitted pitches are published on MenA.nl.

Regulations for experts

1. The judgement of only one expert per company will be taken into account in the survey, unless it is a large company which offers multiple disciplines and services, such as acquisition advice, transaction support, tax advice and/or debt advisory.
2. 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 questionnaire 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.
3. An expert is allowed to nominate multiple professionals or deals in one category.
4. If experts vote for themselves, those votes are invalid. Experts may vote for a colleague.
5. In case an expert casts a vote in a category for professionals and he/she only mentions the name of a company, the vote will be given to the professional of that company who has the most votes.
6. An expert is not allowed to nominate a professional or deal or firm in multiple categories. In this case the vote in the category with the fewest votes is cancelled.

Regulations for nominations

1. 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 2015 and 1 November 2016. A deal can only be nominated for the M&A Awards once.
2. Professionals must have been actively involved in prestigious deals between 1 November 2015 and 1 November 2016. Foreign professionals can also be nominated, on condition that they are active in the Dutch market.
3. 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.
4. The pitch forms for the categories M&A Awards Best Small Cap Deal and Best Young Talent must contain a minimum of 500 and a maximum of 1500 words. The pitch forms must be submitted via www.overnames.nl. Only forms received before 1 November 2016 24:00 hours are valid. By submitting the form, the organisation is given permission to publish the pitch forms on, amongst others, MenA.nl.

Announcement of the results

1. Nominees receive a confirmation of their nomination by e-mail, via a statement on several websites such as Overnames.nl, MenA.nl and 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.

Experts

Managing directors and senior partners (experts in M&A, corporate finance and / or private equity) of the companies below vote for the M&A Awards. Also M&A Directors , CFOs and General Counsel of the largest (often listed) Dutch companies with M&A in their portfolio receive the voting questionnaire.

M&A professionals

1. 3i
2. 5Square
3. AAC Capital Partners
4. ABN AMRO - M&A Corporate Finance
5. ABN AMRO - ECM
6. ABN AMRO - Acquisition Finance
7. ABN AMRO - Escrow & Settlement
8. ABN AMRO Participaties
9. Accuracy
10. Active Capital
11. Advent International
12. AKD Advocaten & Notarissen - Notarissen
13. AKD Advocaten & Notarissen - Banking & Finance
14. AKD Advocaten & Notarissen - M&A
15. AKD Advocaten & Notarissen - Tax
16. Allen & Overy - Banking & Finance
17. Allen & Overy - ECM
18. Allen & Overy - M&A
19. Allen & Overy - Tax
20. Allen & Overy Tax
21. AlpInvest Partners
22. Alvarez & Marsal
23. Antea Participaties
24. AON
25. Apax Partners
26. Aperghis & Co
27. Auxilium Capital
28. Avedon Capital Partners
29. Baker & McKenzie - Banking & Finance
30. Baker & McKenzie - ECM
31. Baker & McKenzie - M&A
32. Baker & McKenzie - Tax
33. Baker Tilly Berk
34. Bank of America Merrill Lynch
35. Banning Advocaten
36. Barclays Capital
37. BarentsKrans - M&A
38. BarentsKrans - Banking & Finance
39. BDO - M&A Corporate Finance
40. BDO - Debt Advisory
41. BDO - Due Diligence

42. BDO - Valuation
43. Bencis Capital Partners
44. Biesheuvel Jansen advocaten
45. BNP Paribas - M&A
46. BNP Paribas - ECM
47. Boekel De Nerée
48. Boer & Croon Corporate Finance
49. Capitalmind
50. Chestnut Advisors
51. Cinven
52. Citigate First Financial
53. Citigroup
54. CitySavvy
55. Clifford Chance - Banking & Finance
56. Clifford Chance - ECM
57. Clifford Chance - M&A
58. Clifford Chance - Tax
59. CMS - Tax
60. CMS - M&A
61. CMS - Tax
62. CMS - Banking & Finance
63. Convent Capital
64. CORP.
65. CorporateWise
66. Credit Suisse
67. CVC Capital Partners
68. Dasym Investment Strategies
69. DB&S
70. De Brauw Blackstone Westbroek - Banking & Finance
71. De Brauw Blackstone Westbroek - ECM
72. De Brauw Blackstone Westbroek - M&A
73. De Brauw Blackstone Westbroek - Tax
74. De Breij Evers Boon
75. De Hoge Dennen Capital
76. Deloitte - M&A Corporate Finance
77. Deloitte - Debt Advisory
78. Deloitte - Due Diligence
79. Deloitte - Valuation
80. Delta Lloyd Mezzanine fund
81. Deutsche Bank - M&A Corporate Finance
82. Deutsche Bank - Aquisition Finance
83. Dijkstra Voermans
84. DLa Piper - Banking & Finance
85. DLA Piper - M&A
86. DLA Piper - Tax
87. Dolfin Capital
88. Duff & Phelps
89. Ecart Invest
90. Egeria
91. Emendo Capital
92. Endeit Capital

93. EQT
94. Eversheds - M&A
95. Eversheds - Banking & Finance
96. EY - M&A Corporate Finance
97. EY - Debt Advisory
98. EY - Due Diligence
99. EY - Valuation
100. F. van Lanschot Bankiers
101. Foreman Capital
102. Freshfields Bruckhaus Deringer
103. Freshfields Bruckhaus Deringer - Banking & Finance
104. Freshfields Bruckhaus Deringer - ECM
105. Freshfields Bruckhaus Deringer - M&A
106. Freshfields Bruckhaus Deringer - Tax
107. Gilde Buyout
108. Gilde Buyout Partners
109. Gilde Equity Management
110. Gilde Healthcare Partners
111. GIMV
112. Goldman Sachs
113. Grant Thornton
114. Greenfield Capital Partners
115. H2 Equity Partners
116. HAL Investments
117. Hartenlust Group
118. HB Capital
119. Hemmingway Corporate Finance
120. Henq
121. HG Capital
122. Hill + Knowlton Strategies
123. Hogan Lovells Amsterdam
124. Holland Corporate Finance
125. Holland Corporate Finance Debt Advisory
126. Holland Corporate Finance Small Cap Advisory
127. Holland Private Equity
128. Holland Van Gijzen
129. Holland Venture
130. Houlihan Lokey
131. Houlihan Lokey Leonardo
132. Houthoff Buruma
133. Houthoff Buruma - Banking & Finance
134. Houthoff Buruma - ECM
135. Houthoff Buruma - M&A
136. Houthoff Buruma - Tax
137. HPE Growth
138. Iepenstaete
139. IK Investment Partners
140. Improved Corporate Finance
141. Independent Capital Partners
142. ING - M&A / Corporate Finance
143. ING - ECM

144. ING - Structured Acquisition Finance
145. InKef Capital
146. J.P.Morgan
147. JanssenBroekhuysen advocaten
148. Jones Day
149. Jones Day - Banking & Finance
150. Jones Day - M&A
151. Jones Day - M&A
152. Jones Day - Tax
153. JSA Tax Consultancy
154. Karmijn Kapitaal
155. Keen Venture Partners
156. Kempen & Co
157. KKR
158. KPMG - M&A Corporate Finance
159. KPMG - Debt Advisory
160. KPMG - Due Diligence
161. KPMG - Valuation
162. KPMG Meijburg & Co
163. Lazard
164. Legadex
165. Leonardo & Co.
166. Lexence
167. Lexence - M&A
168. Life Sciences Partners
169. Lincoln International
170. Linklaters
171. Linklaters - Banking & Finance
172. Linklaters - ECM
173. Linklaters - M&A
174. Linklaters - Tax
175. Lion Capital
176. Loyens & Loeff - Banking & Finance
177. Loyens & Loeff - M&A
178. Loyens & Loeff Tax
179. Luminous
180. Mahler Corporate Finance
181. Main Capital Partners
182. Mazars Financial Advisory Services
183. MBCF
184. Mentha Capital
185. Montagu
186. Morgan Stanley
187. NautaDutilh - ECM
188. NautaDutilh - Banking & Finance
189. NautaDutilh - M&A
190. NautaDutilh - Tax
191. Newion Investments
192. NIBC Bank
193. Nielen Schuman - M&A
194. Nielen Schuman - Debt Advisory

195. Nimbus
196. Nomura Nederland
197. NoorderHuys Participaties
198. Nordian Capital Partners
199. Norton Rose Fulbright - M&A
200. Norton Rose Fulbright - Tax
201. Norton Rose Fullbright
202. NPM Capital
203. O2 Capital
204. Oyens & Van Eeghen
205. Parcom Capital
206. Permira
207. PhiDelphi Corporate Finance
208. Ploum Lodder Princen
209. Prime Ventures
210. PwC - M&A Corporate Finance
211. PWC - Debt Advisory
212. PWC - Due Diligence
213. PWC - Valuation
214. QAT Investments
215. Quore Capital
216. Rabobank - M&A Corporate Finance
217. Rabobank - ECM
218. Rabobank - Acquisition Finance
219. Rabo Private Equity
220. Reggeborgh
221. Rothschild
222. Sequoia
223. Simmons & Simmons - Banking & Finance
224. Simmons & Simmons - Tax
225. Simmons & Simmons - M&A
226. Simmons & Simmons - ECM
227. Sincerius
228. Stampa Communications
229. Standard Investment
230. STEK
231. Stibbe - Banking & Finance
232. Stibbe - Tax
233. Stibbe - ECM
234. Stibbe - M&A
235. Synergia Capital Partners
236. TaylorWessing - Banking & Finance
237. TaylorWessing - Tax
238. TaylorWessing - M&A
239. TC & Partners
240. The Carlyle Group
241. TIIN Capital
242. TPG Capital
243. Van Campen Liem
244. Van den Ende & Deitmers
245. Van Doorne - Banking & Finance

246. Van Doorne - Tax
247. Van Doorne - M&A
248. Van Doorne - ECM
249. Van Oers Corporate Finance
250. Varova Investments
251. Vondel Finance
252. Vriman – Vriesendorp Mees Ankum
253. Waterland Private Equity
254. William Blair
255. Wintertaling

Corporate M&A professionals

M&A Directors, CFOs and General Counsel of the following largest (often listed) Dutch companies with M&A, Corporate Finance and legal in their portfolio working at the following companies will vote for the M&A Awards:

1. Aalberts
2. ABN AMRO Corporate Development
3. Aegon
4. Ahold
5. AkzoNobel
6. Alliander
7. AMG
8. Aperam
9. Arcadis
10. ASMI
11. ASML
12. BAM Groep
13. Binck
14. Boskalis
15. Brunel
16. Crucell
17. Delta Energie
18. Delta Lloyd Groep
19. DSM
20. Endemol
21. Eneco
22. Enexis
23. Eureka
24. Eyeworks
25. Flow Traders
26. Fugro
27. Gasunie
28. Grontmij
29. GrandVision
30. Heijmans
31. Heineken
32. Hes Beheer
33. IMCD
34. ING

35. J.A. Benckiser (JAB)
36. Jumbo
37. Kema
38. Kiadis Pharma
39. Kiwa
40. Klépierre
41. KPN
42. Leaseplan
43. Logica
44. Lucas Bols
45. Corbion
46. Mediq
47. Ministerie van Financiën
48. Nederlandse Gasunie
49. NN Group
50. NS
51. Nuon
52. Nutreco
53. NXP
54. Océ
55. Orangefield Group
56. Ordina
57. Persgroep Nederland
58. Pharming
59. Philips
60. Pon Holdings
61. PostNL
62. Provimi Holding
63. Rabobank Corporate Development
64. Randstad
65. Refresco Gerber
66. Relx Group
67. Royal Friesland Campina
68. RTL
69. SBM Offshore
70. Schiphol Group
71. Shell
72. SHV Holdings
73. SNS Reaal
74. Stork
75. Talpa
76. Takeaway
77. Telegraaf Media Groep
78. TenCate
79. TenneT
80. TNT Express
81. TomTom
82. Unibail Rodamco
83. Unilever
84. Unit4
85. USG

86. Vopak
87. Wavin
88. Wessanen
89. Wolters Kluwer
90. Ziggo

Do you have any suggestions about who is missing or may not belong in the lists? Let us know: Ezri Joy Blaauw, eblaauw@alexvangroningen.nl , tel 06 46 384782.

Winners 2015 -2000

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

- **Best Deal:** 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), Akzo Nobel - 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 Midmarket:** 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:** Grandvision (2015), IMCD IPO (2014)
- **Best Small Cap Deal:** Scheybeeck Investments - S-P-S (2015), salarisprofs - Manpower (2014)
- **Best Buy Out Manager:** 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:** Maurits Duynstee, ING (2015, 2012, 2009), Hugo Peek - ABN AMRO (2014), Bastiaan Vaandrager - Rothschild (2013, 2010), 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 Midmarket:** 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 (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 Midmarket:** 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 (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 Midmarket:** Perry Bos - Nordian Capital Partners (2015, 2014), Remko Hilhorst - IK Investment Partners (2013), Zoran van Gessel, Bencis Capital Partners (2012, 2010 and 2008), Bob Kramer, ABN AMRO Participaties (2011), Menno van der Meer, Bencis Capital Partners (2009), Gerhard Nordemann, Gilde Investment Management (2007)

- **Best Limited Partner:** Ruulke Bagijn, PGGM (2015), Eric-Jan Vink, PGGM (2014)
- **Best Investment Manager Family Office:** Jaap van Wiechen, HAL Investments (2015), Stef Koning – HB Capital Partners (2014)
- **Best Venture Capital Manager:** Sake Bosch, Prime Ventures (2015, 2014, 2013, 2012 and 2011)
- **Best Acquisition Finance Banker:** Laetitia Thate, ING Bank (2015), Marin Boon, Rabobank (2014, 2013, 2012, 2011), Diederik Kolfshoten, 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 Midmarket:** Twan Geurts, Rabobank (2008 and 2007), Alexander Olgers, F. van Lanschot Bankiers (2006)
- **Best Debt Advisor:** Daan Bouwman, Nielen Schuman (2015, 2014, 2013 and 2012), Paul Nielen, Nielen Schuman (2011), Robert Schuman, Nielen Schuman (2010)
- **Best M&A Director:** 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 (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 der Donk, Allen & Overy (2005)
- **Best Post Merger Integration Advisor:** Harold de Bruijn - KPMG (2014), Jasper Knol Bruins, Deloitte (2013 and 2012)
- **Best PR Consultant:** Frans van der Grint, Hill + Knowlton (2015, 2014, 2013, 2012), Ingo Heijnen, Hill & Knowlton (2011, 2010), José Tijssen, Citigate First Financial (2009, 2008)
- **Best Restructuring Advisor:** Peter Wolterman - PwC (2015, 2014, 2013)
- **Best Transaction Support Advisor Midmarket:** Arnoud Oltmans – Deloitte (2015, 2014), Niek Kolkman - KPMG (2013)
- **Best Transaction Support Advisor:** Ad Veken, Deloitte (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 (2015 and 2014), Jeroen Weimer, KPMG (2013 and 2008), Wim Holterman, PwC (2012, 2011 and 2010), Henk Oosterhout, Duff & Phelps (2009)
- **Best Equity Capital Markets Banker:** Chris van Schuppen, ABN AMRO (2015), Willem-Jan Meijer, ING (2014)
- **Best Equity Capital Markets Lawyer:** Pieter Schütte, Stibbe (2015), Jan Willem Hoevers, De Brauw Blackstone Westbroek (2014)
- **Best Banking and Finance Lawyer:** Femke Bierman, Allen & Overy (2015)
- **Best General Counsel:** Corneel Ryde, Intertrust Group (2015), Jan Pieter Witsen Elias, Ziggo (2014)
- **Best Young Talent:** Sabine Schoute, Loyens & Loeff (2015), Remco Goes, Deloitte (2014), Laura de Jong, AKD (2013)
- **Best M&A House Dutch Market:** ING Bank (2015)
- **Best Dutch M&A Boutique:** Leonardo & Co (2015)
- **Best Dutch M&A Law Firm:** De Brauw Blackstone Westbroek (2015)
- **Best Dutch M&A Law Boutique:** De Breij Evers Boon (2015)