



THE ANNUAL
INDIA M&A ATLAS AWARDS
CONGRATULATIONS *to the* WINNERS CIRCLE 2011

November 4, 2011, Mumbai India: Top deals, outstanding dealmaker teams and A-list firms were honored at the annual INDIA M&A AWARDS, held at the Four Seasons Hotel, in Mumbai last night.

Ms. Arushi Virani fashion model and actress presented trophies to the winners across 23 categories of awards including the India deal, dealmaker team and firm of the year awards.

“Once again the awards honored the best in class from the Indian mid market M&A communities. The winners showed resourcefulness, creativity and tenacity in completing an impressive array of transactions in times of uncertainty. We thank all the winner attendees for sharing a memorable evening and look forward to their participation next year.” Shanta Kumari, managing partner and chief executive officer, Global M&A Network.

INDIA M&A AWARDS is part of the prestigious **ASIA PACIFIC** and the **M&A ATLAS AWARDS** global brand honoring top deals, outstanding dealmakers and A-list firms from the India mergers, acquisitions, corporate, private equity, venture capital, investment bank, intermediaries and the legal deal communities.

COMPETITIVE SELECTION process: Winners are selected independently, based on measurable and identifiable performance criteria including: (1) nominations received, (2) transaction characteristics such as novelty/rationale/structure/transactional risk, (3) sector and market complexities; (4) post transaction metrics such as stakeholder value, share holder value, leverage, management; (5) jurisdictional and antitrust intricacies; (6) professionalism, leadership, resourcefulness, among additional evaluative criteria. Methodology and results are verified independently.

WINNERS are revealed for the 1st time at the awards gala ceremony held on November 3, 2011 following the India M&A Intelligence Forum. Nominee representatives and award recipients must register and attend the gala to be officially recognized and for winners to accept their trophy.

Global M&A Network is a diversified information, media, conference and awards connecting company. We serve the mergers, acquisitions, alternative investing, restructuring and turnaround communities worldwide. Global M&A Network is the producer and organizer of the highly regarded and prestigious M&A ATLAS AWARDS, that honor best in class deals, deal teams and firms from the corporate, private equity, investment bank, law, and related deal communities. For more information, visit: www.globalmanetwork.com

DEAL *of the* YEAR AWARD WINNERS

INDIA M&A DEAL *of the* YEAR | LARGE (Qualified as deal size 250 million USD or above)

WINNER: HOV Services LLC, subsidiary of HOV Services Ltd, a portfolio company of Hands On Ventures merger with Source Corporation, portfolio company of Apollo Global Management. (SourceHOV Inc.)

Presented to: SourceHOV, Inc.

INDIA M&A DEAL *of the* YEAR | MIDDLE MARKETS (Qualified as deal size 100 million USD or above)

WINNER: Tata Realty and Infrastructure Ltd acquisition of Peepul Tree Properties Pvt. Ltd from Kotak India Real Estate Fund, Kotak Mahindra Investments, Ltd.

Presented to: Jones Lang LaSalle

Deal winners circle: AZB & Partners

INDIA M&A DEAL *of the* YEAR | SMALL MID MARKETS (Qualified as deal size 5 million USD or above)

WINNER: Sale of Mid Day Multimedia to Jagran Prakashan Ltd.

Presented to: Singhi Advisors, Nishith Desai Associates

General Inquiries, Contact: Raj Kashyap, managing partner, T: 914.886.3085 or E: raj@globalmanetwork.com



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DEAL of the YEAR AWARD WINNERS

INDIA CORPORATE DEAL of the YEAR | LARGE (Qualified as deal size above 250 million USD)

WINNER: Schneider Electric SA acquisition of Luminous Power Technologies.

Presented to: Schneider Electric SA, P&A Law Offices

INDIA CORPORATE DEAL of the YEAR | MIDDLE MARKETS (Qualified as deal size 5 million USD or above)

WINNER: Jyothy Laboratories Ltd acquisition of Henkel India.

Presented to: Jyothy Laboratories Ltd, Mape Advisory Group

INDIA CROSS BORDER DEAL of the YEAR | LARGE (Qualified as deal size 250 million USD or above)

WINNER: Mahindra & Mahindra Ltd acquisition Ssangyong Motors Company.

Presented to: Mahindra & Mahindra Ltd

Deal winners circle: AZB & Partners

INDIA CROSS BORDER DEAL of the YEAR | MIDDLE MARKETS (Qualified as deal size 100 million USD or above)

WINNER: Legrand Group acquisition of Indo Asian Fusegear Ltd.

Presented to: Ambit Corporate Finance, Ernst & Young, J Sagar Associates, Amarchand Mangaldas & Suresh Shroff.

INDIA CROSS BORDER DEAL of the YEAR | SMALL MID MARKETS (Qualified as deal size 5 million USD or above)

WINNER: Life Technologies acquisition of Applied Biosystems Distribution business from Lab India.

Presented to: Business Development Asia

Deal winners circle: AZB & Partners

INDIA PRIVATE EQUITY DEAL of the YEAR | LARGE (Qualified as deal size 150 million USD or above)

WINNER: Warburg Pincus investment stake in Diligent Power.

Presented to: Avendus Capital

Deal winners circle: Amarchand & Mangaldas & Suresh A Shroff, AZB & Partners

INDIA PRIVATE EQUITY DEAL of the YEAR | MIDDLE MARKETS (Qualified as deal size 50 million USD or above)

WINNER: The Blackstone Group acquisition stake in Jagran Media Network, Pvt.

Presented to: Khaitan & Co

INDIA PRIVATE EQUITY DEAL of the YEAR | BOUTIQUE (Qualified as deal size 5 million USD or above)

WINNER: IL&FS, Darby and Asia Mezzanine stake in SFO Technologies.

Presented to: o3 Capital Global Advisory

Deal winners circle: Amarchand & Mangaldas & Suresh A Shroff, AZB & Partners

VENTURE CAPITAL DEAL of the YEAR

WINNER: Norwest Ventures, Helion Ventures, Nexxus Ventures investment stake in Komali Media.

Presented to: Norwest Ventures, Helion Ventures, Komali Media

INFRASTRUCTURE DEAL of the YEAR

WINNER: 3i Group plc investment stake in KMC Infratech Ltd, a subsidiary of KMC Constructions.

Presented to: 3i Group

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INDIA FIRM of the YEAR AWARDS

(Selection Key Criteria: Several metrics including number of deal qualified as finalists and completed in mid market segments per eligibility standards, depth and diversity of team and sector expertise, practice leadership team.)

INDIA PRIVATE EQUITY FIRM of the YEAR: **WINNER:** IDFC Private Equity

GLOBAL PRIVATE EQUITY FIRM of the YEAR | INDIA GROUP : **WINNER:** Apax Partners

VENTURE CAPITAL FIRM of the YEAR: **WINNER:** Norwest Ventures

INDIA M&A INVESTMENT BANK of the YEAR: **WINNER:** Avendus Capital

M&A INVESTMENT BANK of the YEAR | INTERNATIONAL: **WINNER:** Morgan Stanley Pvt

INDIA M&A LAW FIRM of the YEAR: **WINNER:** AZB & Partners

INDIA M&A BOUTIQUE INVESTMENT BANK of the YEAR: **WINNER:** Mape Advisory

ACCOUNTING & TRANSACTION ADVISORS of the YEAR: **WINNER:** Ernst & Young

M&A DEALMAKER TEAM award recipients:

(Winner Selection Key Criteria: Recipient must have completed a deal that is either a winner or completing in several categories at the M&A Atlas Awards. The award acknowledges the deal team leader on behalf of the team and the firm.)

CORPORATE M&A DEALMAKER of the YEAR:

Award Recipient: Abhishek Jain, Corporate M&A

Firm: Schneider Electric SA

PRIVATE EQUITY DEALMAKER TEAM of the YEAR:

Award Recipient: Shashank Singh, Partner, Aditya Joshi, Principal, and team

Firm: Apax Partners

VENTURE CAPITAL DEAL TEAM of the YEAR:

Award Recipient: Rahul Chandra, Co-founder, Managing Director, and team

Firm: Helion Ventures

M&A INVESTMENT BANKER TEAM of the YEAR:

Award Recipient: Shyam Shenthur, TR Srinivas & Team

Firm: o3 Capital Global Advisory

M&A LAWYER of the YEAR

Award Recipient: Anand Pathak, Managing Partner

Firm: P&A Law Offices

M&A BOUTIQUE INVESTMENT BANKER TEAM of the YEAR:

Award Recipient: Sanjay Sakhuja, Chief Executive Officer

Firm: Ambit Corporate Finance

PRIVATE EQUITY LAW TEAM of the YEAR:

Award Recipient: Rabindra Jhunjhunwala & team

Firm: Khaitan & Co

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► **CONFIRM PARTICIPATION** *as a*
speaker, supporter, attendee, *at:*

ASIA PACIFIC M&A INTELLIGENCE FORUM
ASIA PACIFIC M&A ATLAS AWARDS GALA
DECEMBER 6, 2011 | HONG KONG JOCKEY CLUB, Hong Kong

The annual gathering brings together dealmakers from the corporate, private equity, venture capital and senior professionals from the Asian mergers and acquisitions communities to illuminate on the most significant developments and gain intelligence for achieving success in executing transactions against a backdrop of changing global economy and financial markets.

Gain intelligence and engage on key topics including:

- ASIA PACIFIC M&A INTELLIGENCE: ANALYSIS & OUTLOOK
- PRIVATE EQUITY DEAL INTELLIGENCE
- CHINA M&A INTELLIGENCE
- LEGAL M&A INTELLIGENCE
- DUE DILIGENCE INTELLIGENCE
- CORPORATE M&A STRATEGY



Gold Standard of Performance, the awards honors top deals, sought-after dealmakers and outstanding firms from the Asia Pacific and Oceanic mergers acquisitions and alternative investing communities. Winners are officially honored at the awards gala ceremony and must be present to accept their trophy.

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