

Date: 25/05/10

Mergers Alliance Annual Conference May 2010 – Barcelona, Spain

The past 18 months have proved to be a torrid time for businesses around the globe. A lack of funding and a nervousness in the market is subduing an already depressed market.

However, it is during these tough times that we see the innovative thinking and drive of those corporate finance professionals that have the knowledge and experience to turn these tough times into an opportunity to enhance their clients' ability to get the best deal.

We have seen the proof of this high level of performance during 2009, with strong results in the Thomson Reuters Mid-Market M&A tables (out-performing not only all the other M&A networks but also a number of the large investment banks):

Worldwide Deals < \$100m Advisor Ranking Based on Value

Excluding Equity Carveouts, Withdrawn Deals & Open Market Repurchases

Rank	Financial Advisor	1/1/2009 - 12/31/2009		
		Ranking Value (\$m)	Mkt Share	# of Deals
1	UBS	2846.1	1.5	110
2	Nomura	2546.5	1.4	102
3	Morgan Stanley	2510.6	1.4	112
4	JP Morgan	2335.9	1.3	101
5	PricewaterhouseCoopers	2193.7	1.2	196
6	Rothschild	2146.2	1.2	134
7	Lazard	1976.3	1.1	117
8	Goldman Sachs & Co	1916.8	1.0	98
9	KPMG	1838.9	1.0	246
10	Deutsche Bank AG	1771.1	1.0	93
11	Ernst & Young LLP	1767.1	1.0	138
12	Mizuho Financial Group	1711.7	0.9	109
13	Daiwa Securities SMBC	1564.1	0.8	71
14	Bank of America Merrill Lynch	1504.1	0.8	77
15	Credit Suisse	1498.0	0.8	112
16	Houlihan Lokey Howard & Zukin	1412.2	0.8	77
17	RBC Capital Markets	1388.7	0.8	60
18	Macquarie Group	1385.8	0.8	57
19	Citi	1339.5	0.7	72
20	Deloitte & Touche	1283.2	0.7	139
21	CIMB Group Sdn Bhd	1212.7	0.7	65
22	Mitsubishi UFJ Financial Group	1023.8	0.6	55
23	Mergers Alliance	854.2	0.5	47
24	Jefferies & Co Inc	835.3	0.5	36
25	Guangdong Securities	812.2	0.4	39

Any European Involvement < \$100m Advisor Ranking Based on Value

Excluding Equity Carveouts, Withdrawn Deals & Open Market Repurchases

Rank	Financial Advisor	1/1/2009 - 12/31/2009		
		Ranking Value (\$m)	Mkt Share	# of Deals
1	UBS	1805.8	3.3	71
2	JP Morgan	1525.9	2.8	65
3	Rothschild	1277.5	2.4	103
4	Lazard	1226.4	2.3	73
5	Morgan Stanley	1093.6	2.0	48
6	PricewaterhouseCoopers	1008.9	1.9	109
7	Credit Suisse	787.2	1.5	64
8	KPMG	774.5	1.4	140
9	Ernst & Young LLP	752.5	1.4	74
10	Deutsche Bank AG	712.8	1.3	48
11	Bank of America Merrill Lynch	690.1	1.3	27
12	Deloitte & Touche	677.9	1.3	71
13	Mergers Alliance	636.8	1.2	34
14	BNP Paribas SA	613.1	1.1	48
15	Goldman Sachs & Co	563.9	1.0	43
16	Nomura	558.3	1.0	23
17	Calyon	492.7	0.9	15
18	Jefferies & Co Inc	488.1	0.9	20
19	Citi	459.2	0.9	28
20	Close Brothers	449.5	0.8	39
21	ING	429.2	0.8	50
22	Standard Chartered PLC	416.9	0.8	8
23	UniCredit Group	415.5	0.8	32
24	Global M&A	383.2	0.7	51
25	HSBC Holdings PLC	380.1	0.7	22

local knowledge...

...global reach



With this in mind, it was the perfect time for the members of Mergers Alliance to get together to discuss how best to capitalise on their collective strength.

This event was kindly hosted by Norgestion, the leading independent corporate finance firm in Spain, and was held at the Claris Hotel in Barcelona, between the 15th – 17th May 2010. The conference was focused on cross border business development and under this theme, a number of extensive bi-lateral meetings were held between each of the member firms of the network. These meetings were designed to ensure that any potential opportunities were taken advantage of and a number of firms came away with potential opportunities to explore.

We also focused on three sectors during this event. Healthcare, Food & Drink and Cleantech. Three sectors where Mergers Alliance has extensive knowledge, experience and track record.

With almost 50 delegates attending from the 18 member firms across the globe, this was a real statement of commitment from the member firms. Dedicating the time and man hours to travel across the globe to meet up with their friends and colleagues from around the world. Clearly there are fewer deals due to limited or non-existent financing but as members of the No.1 International Cross-border network, it was clear to all present that due to their involvement in the Mergers Alliance group, their ability to win mandates; find buyers and close deals has lead to a large pipeline of work between member firms. In fact, we are very confident this pipeline could see Mergers Alliance have the best year to date in terms of deals closed and fees won.

local knowledge...

...global reach





The Mergers Alliance team in Barcelona, Spain

Maarten de Jongh, Co-Chairman of Mergers Alliance and Director of Norgestion Catalunya, hosted this years spring conference and had this to say,:

“Bringing all our colleagues together from around the world, to meet in one place at one time, was hugely beneficial. We were not only able to discuss opportunities between us but we also had the opportunity to introduce some of our local clients to our international colleagues.”

Regarding the conference, Stas Michael, the Mergers Alliance Business Manager, had this to say:

“With the current state of the market, it is really pleasing to see the benefit our members derive from being part of this tight knit group. Clearly there was significant thought leadership developed, proving the value of coming together to exchange ideas and further advance our relationships with industry.”

For further information, please contact:

Stas Michael

local knowledge...
...global reach



Mergers Alliance

Mergers Alliance is an international network of independent firms offering high quality advice on mid market transactions. By bringing together an international team of dedicated corporate finance specialists with real experience of completing transactions together, Mergers Alliance provides a local contact point with an international reach. Cross border transactions represent an increasing proportion of M&A activity and Mergers Alliance is well placed to offer advice on delivering the full benefits of an acquisition, through to detailed integration planning.

The network has offices in the following cities:

Amsterdam	Frankfurt	Moscow
Bangalore	's-Hertogenbosch	New York
Barcelona	Helsinki	Nottingham
Bilbao	Hong Kong	Paris
Beijing	Istanbul	San Sebastian
Birmingham	Johannesburg	Singapore
Bogotá	Kiev	Stockholm
Bologna	Kolkata	Surat
Boston	London	Toronto
Burlington	Madrid	Tokyo
California	Melbourne	Warsaw
Chennai	Mexico City	
Chicago	Milan	
Denver	Minsk	

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