



AWARDS 2015  
10 DECEMBER  
BEURS VAN BERLAGE



# Regulations and explanation M&A Awards 2015



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

# Welcome

Amstelveen, the Netherlands, October 2015

Dear colleague,

On Thursday 10 December we present the 16th edition of our yearly M&A Awards.

The M&A Awards, organized by Alex van Groningen BV, is the landmark event for professionals working in M&A, corporate finance and private equity. No less than 900 rainmakers celebrate excellence in a festive way in the Beurs van Berlage in Amsterdam, the Netherlands. Professionals simply cannot afford to miss out.

With the M&A Awards we seek to give you a representative overview of the Dutch deal market each year. Who are the most prominent M&A professionals and what have been the most prestigious deals?

M&A is booming in 2015. Dutch companies grasp numerous growth opportunities in cross border acquisitions and international buyers take their chances in the Netherlands.

Valuations are sky high and private equity investors see more opportunities for exits than ever.

Only the best in M&A, corporate finance and private equity were able to make an impact. They unite buyers and sellers, organize funding under the best conditions and accurately direct the whole M&A process. You see them on stage during the presentation of the M&A Awards 2015.

We are looking forward to see you on Thursday December 10th.

With kind regards,



Ruben Munsterman  
Editor-in-chief  
rmunsterman@alexvangroningen.nl  
+31 (0)6 46 82 66 81



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



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

*P.S. This document contains the regulations and explanations for all 32 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 2015 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 > 250 million euros.
- D. Midmarket: Deals with a value of 20 – 250 million euros.
- E. Small Cap: Deals with a value of < 20 miljoen euros.
- F. Expert: a person who has successfully worked in M&A, corporate finance and/or private equity for years and has a top function as a 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. Foreign professionals can also be nominated, on condition that they are active in the Dutch market.
- 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. This may also include a delisting from Euronext Amsterdam.
- J. ECM Deal: Completed equity capital markets transaction on Euronext Amsterdam which include among others an initial public offering (IPO), a follow on offering and a convertible bond offering.
- 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

### *Categories for deals*

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

Deals which are nominated for an award in one of the categories mentioned above 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 (<35) 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 organization 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 (new for 2015):*

#### **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 M&A Boutique**

The Best Dutch M&A Boutique is a small (<100 employees) and independent advisory and distinguishes among others by not providing debt for deals. The Best M&A 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 more 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 in the month of October, the organisation conducts a survey to appoint outstanding deals, professionals and firms in M&A, corporate finance and private equity.
- 2) Annually, the organisation draws up a list of approximately 200 companies which are leading in M&A, corporate finance and/or private equity in the Netherlands. Experts of these companies and corporate M&A professionals are invited to take part in the survey and to nominate professionals, deals and firms.
- 3) The M&A Awards have three main categories. One series of categories for deals one for professionals and one for firms
- 4) If the organisation decides that a category has not received enough votes, the organisation will cancel the category.
- 5) The survey is led by Ezri Joy Blaauw, M&A Community Manager.
- 6) The survey and the determination of the nominees and the winners of the M&A Awards are supervised by a civil notary. Any exceptions to these regulations are discussed with and approved by the civil notary.
- 7) The period to which the nominations relate, is from 1 November 2014 until 1 November 2015.
- 8) During the period of October 1st 2015 until November 1st 2015 the M&A Database and League tables are open for online members ([www.mena.nl](http://www.mena.nl)).

- 9) The M&A Awards and the survey will be evaluated annually and adjusted if necessary. Subject of evaluation are amongst others the experts, the regulations and the categories.

## Determination nominees and winners

1. The Editor-in-chief Ruben Munsterman of the M&A Community verifies if all votes and nominations meet the requirements as stipulated in the regulations. He also verifies if all pitches are of a high standard. If needed, votes, nominations and pitches will be declared invalid.
2. 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](http://MenA.nl) and for 50% by the rating of Editor-in-chief Ruben Munsterman of the M&A Community. The submitted pitches are published on MenA.nl.
3. In the other categories 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 (lawyers and advisors), sorted by value according to the league tables of [MenA.nl](http://MenA.nl) and the votes cast by the M&A directors, CFOs and general counsel, are counted twice.
5. In the categories Best M&A Lawyer, Best M&A Advisor, Best Dutch M&A Law Firm and Best Dutch M&A House, the position in the league tables of [MenA.nl](http://MenA.nl) will be taken into account for 50%. The other 50% of the score will be determined by the position based on the number of votes. With regards to the league tables the deals on the one hand and the value of the deal on the other hand will be taken into account. The following calculation will be made: 50% league tables:  $((10 - \# \text{ league table number}) + (10 - \# \text{ league table deal value})) * 0.5$  50% votes:  $\# \text{ votes}$ .  $\#$  indicates the position in the league table.  
*For example: M&A Advisor X has received the most votes from experts and holds position 1 based on the number of votes. His score is  $10 - 1 = 9$ . His office 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. If multiple persons, deals and/or companies receive the same amount of votes, the editor-in-chief of the M&A Community decides which person or deal will be nominated or which person or deal will win.

## Regulations for experts and votes

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 organisation 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. One expert is allowed to nominate multiple professionals or deals in one category.
4. If experts vote for themselves, those votes are invalid. However, 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 the 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 that case the vote in the category with the fewest votes will be cancelled.



## Regulations for nominations

1. Deals must at least have one Dutch component. The buyer, seller, target, advisor and/or financier must be Dutch.
2. A deal can only be nominated for the M&A Awards once.
3. Professionals must have been actively involved in prestigious deals between 1 November 2014 and 1 November 2015.
4. 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.
5. 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 can be submitted via [www.overnames.nl](http://www.overnames.nl). Only forms received before 1 November 2015 24:00 hours are valid. By submitting the form, the organization is given permission to publish the pitch forms on, amongst others, [MenA.nl](http://MenA.nl).

## Announcement of the results

1. All nominees are invited – strictly personal – as a guest of the M&A Awards, where the winning deals and professionals will be announced during diner. During the after party the Awards for Best Young Talent, Best M&A Dutch House, Best Dutch M&A Boutique, Best Dutch M&A Law Firm, Best Dutch Law Boutique M&A will be presented.
2. Nominees receive a confirmation of their nomination by e-mail, via a statement 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.
3. A description will be made of all nominated deals, companies and professionals. This description will be used in various publications. The 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, amongst others, [MenA.nl](http://MenA.nl) and several other media. If the organization does not receive a description, it will draft up a text at its sole discretion.
4. All nominees and winners receive a media kit containing the logo of the M&A Awards, which they can use in their communication.

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# 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. AAC Capital Partners
3. ABN AMRO Corporate Finance & Capital Markets
4. ABN AMRO Leveraged Finance
5. ABN AMRO ECM
6. ABN AMRO Escrow & Settlement
7. ABN AMRO Participaties
8. Accuracy
9. Active Capital
10. Advent International
11. AKD Advocaten & Notarissen
12. Allen & Overy
13. Allen & Overy Tax
14. AlpInvest Partners
15. Alvarez & Marsal
16. Antea Participaties
17. AON
18. Apax Partners
19. Aperghis & Co
20. Avedon Capital Partners
21. Baker & McKenzie
22. Baker Tilly Berk
23. Bank of America Merrill Lynch
24. Banning Advocaten
25. Barclays Capital
26. BDO Corporate Finance
27. Bencis Capital Partners
28. Berkeley Corporate Finance
29. Biesheuvel Jansen advocaten
30. BNP Paribas
31. Boekel De Nerée
32. Boer & Croon Corporate Finance
33. Capgemini
34. Capitalmind
35. Catalyst Advisors
36. Chestnut Advisors
37. Cinven
38. Citigate First Financial
39. Citigroup
40. CitySavvy
41. Clifford Chance

42. CMS Derks Star Busmann
43. CORP.
44. Convent Capital
45. CorporateWise
46. Credit Suisse
47. CVC Capital Partners
48. Dasym Investment Strategies
49. DB&S
50. De Brauw Blackstone Westbroek
51. De Breij Evers Boon
52. De Hoge Dennen Capital
53. Deloitte Corporate Finance
54. Deloitte Transaction Services
55. Deutsche Bank
56. Deutsche Bank Structured Finance
57. Dijkstra Voermans
58. DLA Piper
59. Dolfin Capital
60. Duff & Phelps
61. Ecart Invest
62. Egeria
63. Emendo Capital
64. EQT
65. Eversheds
66. EY Transaction Advisory Services
67. F. van Lanschot Bankiers
68. Mahler Corporate Finance
69. Foreman Capital
70. Freshfields Bruckhaus Deringer
71. Gilde Buyout
72. Gilde Equity Management
73. Gilde Healthcare Partners
74. GIMV
75. Goldman Sachs
76. Grant Thornton
77. Greenfield Capital Partners
78. H2 Equity Partners
79. HAL Investments
80. Hartenlust Group
81. HB Capital
82. Hemmingway Corporate Finance
83. Hill + Knowlton Strategies
84. Henq
85. Hogan Lovells Amsterdam
86. Holland Corporate Finance
87. Holland Corporate Finance Debt Advisory
88. Holland Corporate Finance Small Cap Advisory
89. Holland Private Equity
90. Holland Van Gijzen
91. Holland Venture
92. Houthoff Buruma

93. Iepenstaete
94. IK Investment Partners
95. Independent Capital Partners
96. ING Corporate Finance
97. ING Structured Acquisition Finance Benelux
98. ING ECM
99. JanssenBroekhuysen advocaten
100. Jones Day
101. J.P.Morgan
102. JSA Tax Consultancy
103. Karmijn Kapitaal
104. Kempen & Co
105. Keen Venture Partners
106. KKR
107. KPMG Corporate Finance
108. KPMG Meijburg & Co
109. KPMG Transaction Services
110. Lazard
111. Legadex
112. Leonardo & Co.
113. Lexence
114. Linklaters
115. Lincoln International
116. Lion Capital
117. Loyens & Loeff
118. Loyens & Loeff Tax
119. Luminous
120. Main Capital Partners
121. MBCF
122. Mentha Capital
123. Montagu
124. Morgan Stanley
125. NautaDutilh
126. Newion Investments
127. NIBC Bank
128. Nielen Schuman
129. Nimbus
130. Nomura Nederland
131. NoorderHuys Participaties
132. Norton Rose Fullbright
133. Nordian Capital Partners
134. NPM Capital
135. O2 Capital
136. Oyens & Van Eeghen
137. Parcom Capital
138. Permira Advisors
139. PhiDelphi Corporate Finance
140. Ploum Lodder Princen
141. Prime Ventures
142. PwC Corporate Finance
143. PwC Tax Advisory

144. PwC Transaction Support
145. QAT Investments
146. Quore Capital
147. Rabo Private Equity
148. Rabo International M&A
149. Rabobank Leveraged Finance
150. Reggeborgh
151. Sequoia
152. Rothschild
153. Simmons & Simmons
154. Sincerius Financial Due Diligence
155. Solving IMCG
156. Stampa Communications
157. Stibbe
158. STEK
159. Synergia Capital Partners
160. TaylorWessing
161. TC Partners
162. TIIN Capital
163. The Carlyle Group
164. Van Campen Liem
165. Van den Ende & Deitmers
166. Van Doorne
167. Van Oers Corporate Finance
168. Varova Investments
169. Vondel Finance
170. Waterland Private Equity
171. William Blair
172. 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 list below?  
Let us know: Ezri Joy Blaauw, [eblaauw@alexvangroningen.nl](mailto:eblaauw@alexvangroningen.nl) , tel 06 46 384782 and / or  
Ruben Munsterman, [rmunsterman@alexvangroningen.nl](mailto:rmunsterman@alexvangroningen.nl) , tel 06 46 82 66 81.

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# Winners 2014 -2000

*Professionals and deals. Exemplifying excellence in M&A, corporate finance and private equity. M&A Awards winners 2014- 2000.*

- **Best Deal:** 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:** Flamco – Aalberts Industries (2014), IK Investment Partners - Ampelmann (2013), AAC Capital Partners – Salad Signature (2012), NPM & Management – Kiwa (2011)
- **Best ECM Deal:** IMCD IPO (2014)
- **Best Small Cap Deal:** Salarisprofs – Manpower (2014)
- **Best Buy Out Manager:** 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:** Hugo Peek – ABN AMRO (2014), Bastiaan Vaandrager - Rothschild (2013 en 2010), Maurits Duynstee, ING (2012 en 2009), 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:** Jorn van Etten – ABN AMRO (2014), Onno Sloterdijk, KPMG (2013, 2012, 2009, 2008 en 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 (2014 en 2013), Jan Louis Burggraaf, Allen & Overy (2012, 2011, 2010, 2009, 2007, 2006, 2005 en 2004), Karine Kodde, Allen & Overy (2008)
- **Best M&A Lawyer Midmarket:** Herman Kaemingk, Loyens & Loeff (2014, 2013, 2012, 2011, 2010, 2009, 2007, 2006), Femke Bierman, Allen & Overy (2008)
- **Best Private Equity Manager:** Bram Grimmelt – Advent International (2014), Hugo van Berckel, CVC Capital Partners (2013, 2012, 2011, 2010 en 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 (2014), Remko Hilhorst - IK Investment Partners (2013), Zoran van Gessel, Bencis Capital Partners (2012, 2010 en 2008), 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 (2014)

- **Best Investment Manager Family Office:** Stef Koning – HB Capital Partners (2014)
- **Best Venture Capital Manager:** Sake Bosch, Prime Ventures (2014, 2013, 2012 en 2011)
- **Best Acquisition Finance Banker:** Marin Boon, Rabobank (2014, 2013, 2012 en 2011), Diederik Kolfshoten, Deutsche Bank (2010), Mark Milders, ING (2009), Riëlla van de Vondervoort, Bank of Scotland (2008 en 2007), Erwin de Jong, ABN AMRO (2006, 2004)
- **Best Acquisition Finance Banker Midmarket:** Twan Geurts, Rabobank (2008 en 2007), Alexander Olgers, F. van Lanschot Bankiers (2006)
- **Best Debt Advisor:** Daan Bouwman, Nielen Schuman (2014, 2013 en 2012), Paul Nielen, Nielen Schuman (2011), Robert Schuman, Nielen Schuman (2010)
- **Best M&A Director:** Marc Koster - Heineken (2014), Ivo Lurvink, ING Groep (2013 en 2012), James Nolan, Philips (2011)
- **Best M&A Tax Advisor:** Rowdy Schouten, JSA Tax Consultancy (2014, 2013, 2011), Oscar Janssen, JSA Tax Consultancy (2012), Arthur Goedkoop, Deloitte (2010), Guido Derckx, Loyens & Loeff (2009, 2004), Remko Franssen, Deloitte (2008), Oscar Kinders, PwC (2007 en 2006), Olaf van der Donk, Allen & Overy (2005)
- **Best Post Merger Integration Advisor:** Harold de Bruijn - KPMG (2014), Jasper Knol Bruins, Deloitte (2013 en 2012)
- **Best PR Consultant:** Frans van der Grint, Hill + Knowlton (2014, 2013 en 2012), Ingo Heijnen, Hill & Knowlton (2011 en 2010), José Tijssen, Citigate First Financial (2009 en 2008)
- **Best Restructuring Advisor:** Peter Wolterman - PwC (2014 en 2013)
- **Best TAS Advisor Midmarket:** Arnoud Oltmans – Deloitte (2014), Niek Kolkman - KPMG (2013)
- **Best Transaction Support Advisor:** Ad Veken – Deloitte (2014), Ewald van Hamersveld, KPMG (2013, 2012 en 2011), Ad Veken, Deloitte (2010 en 2008), Maurice Dercks, Deloitte (2009), Cornelis Smaal, PwC (2007), Peter van Mierlo, PwC (2006, 2005)
- **Best Valuator:** Wim Holterman – PwC (2014), Jeroen Weimer, KPMG (2013 en 2008), Wim Holterman, PwC (2012, 2011 en 2010), Henk Oosterhout, Duff & Phelps (2009)
- **Best Equity Capital Markets Banker:** Willem-Jan Meijer – ING (2014)
- **Best Equity Capital Markets Lawyer:** Jan Willem Hoevers – De Brauw Blackstone Westbroek (2014)
- **Best General Counsel:** Jan Pieter Witsen Elias – Ziggo (2014)
- **Best Young Talent:** Remco Goes - Deloitte (2014), Laura de Jong - AKD (2013)