

CALLING ALL ENTRIES!

BUYOUTS DEAL OF THE YEAR AWARDS 2017

Buyouts is now accepting nominations for its 17th annual Deal Of The Year Awards, which honor exceptional buyouts that were fully or mostly realized in 2016. We no longer have a requirement that applicants be based in the United States. The deadline for submissions is Friday, Feb. 24, 2017.

Winners will be selected in six categories (listed on the next page) and results will be published in an issue of *Buyouts* to be distributed this spring.

QUALIFICATIONS

- To be considered for the Deal Of The Year awards in various size categories, the original purchase must involve a majority stake purchase, full or partial private equity sponsorship, and result in the target company remaining private or going private. (Thus, transactions such as PIPEs and the merger of two public companies will not be considered.)
- The LBO firm must have exited at least the majority of its equity position, and therefore must no longer be the lead investor. We will consider deals where the LBO firm retains a small equity position. Exits can take the form of a sale to another private equity firm, a strategic buyer or an IPO.
- The exit must have closed in 2016 (but could have been agreed to or announced in 2015). With the exception of the International deal of the year, we will consider U.S. transactions only.
- There is no minimum deal size, but it's unlikely that we would strongly consider a deal with an enterprise value of less than \$10 million at exit time.
- We will recognize the lead sponsor of a deal and potentially co-sponsors, if they played a significant role.

WHAT WINS?

Listed below are the most significant criteria by which the deal related entries will be judged by the editors of *Buyouts*. Most award winners will be exceptional in one or two of these areas, and it is not necessary to excel in all of them to win. This year, we plan to open up some of the major awards to online voting; however, the results will be just one data point used in the selection process.

- **Origination** (Was the deal proprietary?)
- **Innovation** (How was your approach unique?)
- **Timeliness** (How quickly and efficiently was the deal agreed to and financed? What obstacles were overcome?)
- **Financing structure and subsequent refinancings**
- **Success of any add-on transactions**
- **Operational and personnel improvements**
- **Exit** (How well were options vetted? How good was the timing?)

DEADLINE: FRIDAY, FEB 24, 2017

Send application via email to cwitkowsky@buyoutsinsider.com, or by mail to Chris Witkowsky, c/o *Buyouts*, 9 East 38th Street, New York, New York, 10016. Email is preferred. Please refrain from calling with individual pitches.

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SUBMISSIONS

Deals can be submitted for as many categories as you like. Also, there is no penalty for one firm nominating multiple deals for one category. Submissions for each available award must include the following:

- Executive summary of the deal, highlighting those aspects of the deal that make it most deserving of recognition, not to exceed 200 words.
- Bullet point highlights of no more than two pages, or an essay not to exceed 1,000 words, describing why the transaction deserves an award, including details listed below:

1 Please submit the target name, purchase price and details of the capital structure post-closing. We'd also like details on the condition of the company when you purchased it. Please supply such details as trailing 12-month revenue, EBITDA, number of employees, factories and other relevant financial metrics. Also provide the names of all parties involved (other sponsors, law firms, accounting firms, investment banks, etc.).

2 As for the exit, we'd like to know the sale price, the date of purchase agreement and closing, and the names of all parties involved (other sponsors, law firms, accounting firms, investment banks, etc.). Please supply trailing 12-month revenue, EBITDA, number of employees, factories, and other relevant financial metrics and benchmarks.

3 Please supply an explanation of how much value was created during your ownership through organic growth and add-on acquisitions. For any add-on acquisitions, please provide timing, purchase price and relevant financial metrics.

4 The strongest entries will provide supporting details, anecdotes and independent, third-party evaluations. We welcome contact information for third parties who could discuss the transaction.

5 Please provide any relevant backup documentation, including press clippings, etc.

6 Show the net and gross IRR for the transaction as well as net and gross multiple of investment.

AWARD CATEGORIES

SMALL MARKET DEAL OF THE YEAR:

Recognizing the sale of a company with an enterprise value at the time of the exit of up to \$200 million.

MIDDLE MARKET DEAL OF THE YEAR:

Recognizing the sale of a company with an enterprise value at the time of the exit of \$200 million up to \$1 billion.

LARGE MARKET DEAL OF THE YEAR:

Recognizing the sale of a company with an enterprise value at the time of the exit of \$1 billion or more.

INTERNATIONAL DEAL OF THE YEAR:

Recognizing the exit of a company with headquarters in Europe. This deal can be of any size.

TURNAROUND OF THE YEAR:

Defined as a situation where the LBO sponsor acquired a depressed or struggling company and made significant, identifiable improvements. While the improvements could have been made before 2016, the exit must have come in last year. This deal can be of any size.

DEAL OF THE YEAR:

The greatest LBO exit of 2016. This will be given to the single deal that stands out for its innovation and execution. It is not necessary to submit a separate application for Deal Of The Year if you have entered for one of the other deal categories. This deal can be of any size.