REGULATIONS DUTCH M&A AWARDS



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

MAAwards.nl - MenA.nl



Dear dealmaker,

We would like to welcome you back on the 15th of December to the 23rd edition of the M&A Awards in the Beurs van Berlage in Amsterdam.

An opportunity to take a breather from your hectic life as a dealmaker and to celebrate the deals you've successfully brought to a closing. To connect with your peers and business partners at the end of the year, and beyond reflecting on the past twelve months, to look ahead at what successful steps to take the coming year.

You will be surrounded by top-level dealmakers who all have had their trials and triumphs. This is the night to share and remember. We will showcase the highlights and present the stars of this year's M&A show.

Only the best professionals and firms will take home an award. Having said that, you, winner or not, play an important role in the world of mergers and acquisitions. It's you, who shapes the future of our corporate landscape. The M&A Awards are here to honor the transactions and the hard-working professionals who made them happen.

It's not only taking home an award, it's also voting for who you think deserves an award. Don't forget to cast your vote.

This year, we would like to highlight that we will present the Best Diversity Firm award for the 2nd time, reflecting important upheavals in the industry and showcasing inclusion innovations which inspire others to follow suit.

See you at the spectacular 23rd edition of the M&A Awards in the Beurs van Berlage in Amsterdam on Thursday the 15th of December. An event where professionals can connect, win, and showcase themselves.

All the best,

Evelijn Hartvelt M&A Community Manager

Jurriën Morsch M&A Community Manager

PS The 2022 M&A Awards is almost sold out. Don't miss out and reserve your table or party tickets today on <u>MAAwards.nl.</u>

Award categories and criteria

The M&A Awards are presented in three main award categories. One for deals, one for professionals and one for firms. The following regulations are applicable to the 2022 survey for the M&A Awards.

Categories for deals 1. Best Deal, 2. Best ECM Deal, 3. Best Mid-Cap Deal and 4. Best Small Cap Deal

The best deals are determined by skilled execution, complexity of the transaction, innovative funding, a competitive purchase price and an excellent strategy behind the transaction. Also, a great deal shows evidence of great and authentic leadership, including development of a strong, progressive culture and wider contribution to all stakeholders and society.

Categories for professionals

5. Best Young PE Manager, 6. Best Young M&A Advisor and 7. Best Young M&A Lawyer

The best young and talented professionals (aged up to and including 35) with a minimum of between three and eight years of experience in the M&A profession and a proven track record of deals on <u>MenA.nl/deals</u>. The ideal candidate makes a strong contribution to the team, reacts quickly and cooperates well with seniors, juniors and clients. The person is eager to learn, delivers superior performance and is regarded as a rising star in one's field of expertise.

8. Best M&A Advisor and 9. Best M&A Advisor Mid-Market

The best M&A Advisor ranks high in the <u>MenA.nl/league-tables</u> league tables. The professional is involved in multiple striking deals. Deep understanding of markets, bespoke service and excellent dealmaking skills characterize the best M&A advisor. It's a people's business and clients are eager to do business with this individual.

10. Best M&A Lawyer and 11. Best M&A Lawyer Mid-Market

The Best M&A Lawyer ranks high in the <u>MenA.nl/league-tables</u> league tables. The individual's remarkable experiences in M&A makes the lawyer an outstanding and well recognized professional. Industry expertise, strong cross-border abilities, top notch legal knowledge and exceptional negotiating skills make this person the most sought-after lawyer in the market.

12. Best Debt Advisor

The Best Debt Advisor has a deep market insight and an excellent track record varying from acquisition finance to refinancing and restructuring. The advisor excels in integrated process management and cooperates smoothly with clients, banks and lawyers.

13. Best Transaction Services Advisor

The Best Transaction Services Advisor identifies and solves all potential problems and contributes to a successful negotiation for the best price and conditions for one's clients. The advice is indispensable for a smooth transition and faster realization of post-merger synergies.

14. Best M&A Tax Advisor

The title Best M&A Tax Advisor is earned by the professional who has an excellent track record and expertise in creating tax savvy deal-structures. The tax advisor is a respected expert and adviser for solving complex tax questions and has a broad view and impact on the legal, commercial and financial aspects of the transaction.

Categories for firms 15. Best M&A Law Firm and 16. Best Dutch M&A Law Boutique

The Best M&A Law Firm ranks high in the <u>MenA.nl/league-tables</u> league tables. The firms' elite teams with strong cross-border abilities and in depth industry knowledge is much in demand and indispensable for any successful merger or acquisition.

17. Best M&A House and 19. Best M&A House Mid-Market

The Best M&A House ranks high in the <u>MenA.nl/league-tables</u> league tables. The firm is widely known as the preferred party by CEOs and investors. The Best Dutch M&A House is a rainmaker and a shaper of the Dutch corporate landscape. It performs beyond expectations.

20. Best Private Equity House, 21. Best Private Equity House Mid-Market, 22. Best Private Equity House Lower Mid-Market, 23. Best Family Office, 24. Best Hands-On Investment firm, 25. Best Venture & Growth Capital Provider

The winners in this category are leading the pack with smart investments that bring sustainable value to all shareholders and stakeholders. The winning firms are involved in landmark deals and are considered a role model for the industry.

26. Best Acquisition Finance Provider

The Best Acquisition Finance Provider is a bank or direct lender best known for its anticipation of clients' interests, outstanding knowledge and ability to combine attractive pricing with the right terms. Its technically very competent teams are exemplary.

27. Best Diversity Award

Inclusion is crucial in today's society, which is why we would like to award the firm which over the past year has contributed the greatest and therefore meeting society's demand. The winning firm has shown crucial innovative progress, which is reproductible and moving the needle the most, providing inspiration for others.

Framework

- **1.** Annually in October, the organization conducts the M&A Awards survey.
- **2.** Based on the M&A League Tables, the organization draws up a list of leading companies in M&A, corporate finance and private equity. Added to this list are corporates involved in deals from the end of 2021 until the end of 2022 larger than 50 million euros. Experts working in these companies are invited to take part in the survey.
- **3.** The M&A League Tables is used by the organization to create longlists for the survey and to select and check experts, nominated deals and firms.
- 4. The deals must at least have one Dutch component. A company is regarded Dutch if it is listed on the Euronext Amsterdam Stock Exchange or is headquartered in the Netherlands or has key activities in the Netherlands. Exceptions can be made (1) if the editorial board of MenA.nl has reasons to assume a company is registered in the Netherlands for other than operational reasons (e.g. fiscal), (2) in case the company uses dual headquarters, (3) or in case the company separated the legal and operational headquarters.
- **5.** Deals need to be announced (*nothing in the public domain is to question the eventual approval of the transaction) or closed between October 15, 2021 and October 16, 2022.
- 6. A deal can only be nominated once for the M&A Awards.
- 7. A deal, professional 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 or firm.
- **8.** Firms and professionals must have been actively involved in multiple mid-market and largecap deals between November 1, 2021 and November 1, 2022. Foreign firms and professionals can also be nominated, on the condition that they have been active in this time frame in the Dutch market.
- Questionnaires for the categories Best Deal and Best Deal Mid-Cap must be submitted via MAAwards.nl. Only forms received before October 23, 2022 23:59 hours are valid.
- 10. Questionnaires for the categories Best Small Cap Deal, Best Young M&A Advisor, Best You ng Private Equity Manager and Best Young M&A Lawyer must be submitted via <u>MAAwards.nl</u>. Only forms received before October 23, 2022 23:59 hours are valid.
- **11.** Questionnaire for the new award The Best Diversity Firm must be submitted via <u>MAAwards.nl</u>. Only forms received before October 31,2022 23:59 hours are valid.

- **12.** All questionnaires must contain a minimum of 500 and a maximum of 1,500 words. By submitting the form, the organization is given permission to publish the pitch forms on, among others, <u>MenA.nl</u>.
- **13.** The determination of the nominees and the winners of the M&A Awards is supervised by a civil law notary.
- **14.** The M&A Awards are evaluated annually. Subjects of evaluation are among others the regulations and the categories.

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Definitions

- **1.** Regulations: this document defining the nomination process and the determination of the winners.
- Organization: Sijthoff Media, Weesperplein 4, 1018 WZ Amsterdam, organiser of the M&A Awards.
- **3.** M&A League Tables: a database maintained by Sijthoff Media listing deals and professionals in the Dutch market that is used in the M&A Awards procedure. Submitting deals, companies and professionals to the M&A League Tables is free of charge. The M&A League Tables is freely accessible in the month October. See <u>MenA.nl</u>.
- 4. Deals and professionals categories:
 - a. Large-cap segment: deals with a value larger than 250 million euros.
 - b. Mid-market segment: deals with a value between 50 and 250 million euros.
 - c. Small Cap segment: deals with a value between 5 and 50 million euros.
- 5. Private equity categories:
 - a. Top segment: funds larger than 1 billion euros.
 - b. Mid-market segment: funds with a value between 100 million and 1 billion euros.
 - c. Lower mid-market segment: funds with a value up to 100 million euros.
- **6.** Experts: people working in M&A, corporate finance and/or private equity in senior positions such as partner or managing director as well as M&A Directors, CFOs and General Counsel of the largest Dutch companies with M&A, Corporate Finance in their portfolio.
- Panel of judges: small dedicated groups of experts selected to cast their votes for specific M&A Awards categories.
- 8. Survey: online research among experts to determine M&A Awards results.
- **9.** Deal: a transaction between multiple companies in which shares are bought and sold and/or funding is being provided.
- **10.** 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.
- **11.** Questionnaire: completed endorsement for the categories Best Small Cap Deal, Best Young M&A Advisor, Best Young Private Equity Manager and Best Young M&A Lawyer describing which deal or talent is nominated.

12. Longlist: a list naming deals, firms or professionals used in the survey. Enabling voters to choose their favorite. Longlists are drafted on the M&A League Tables and the organization's insight.

Determination nominees and winners

- In the categories Best Deal and Best Deal Mid-Cap, pre-nominations can be submitted via MAAwards.nl. Scores are determined for 75% by a panel of judges and for 25% by votes of visitors of <u>MenA.nl</u>.
- 2. In the categories Best Small Cap Deal, Best Young M&A Advisor, Best Young Private Equity Manager and Best Young M&A Lawyer, pre-nominations can be submitted via <u>MaAwards</u>. <u>nl</u>. Scores are determined for 75% by panels of judges and for 25% by votes of visitors of <u>MenA.nl</u>.
- **3.** In the category Best Small Cap Deal, pitches are presented by the nominees in front of the panel of judges.
- **4.** In the categories Best Young M&A Advisor, Best Young Private Equity Manager and Best Young M&A Lawyer, nominees will present themselves and their pitch in front of a panel of judges.
- 5. In the category Best Diversity Firm, firms nominate themselves by responding to the questionnaire after which a panel of judges will choose the winner based on three criteria: Move the needle is what they are doing moving the needle in Diversity & Inclusion. Reproducible is what they are doing capable of being easily replicated and so gaining greater traction in the industry. Innovative is what they are doing innovative and different.
- 6. The results in all other categories are exclusively based on the outcome of the survey.
- 7. The survey outcome is calculated by combining the number of votes and the position in the M&A League Tables (<u>MenA.nl/league-tables</u>). Each weighing 50%. The number of deals and the value of the deals are taken into account.*

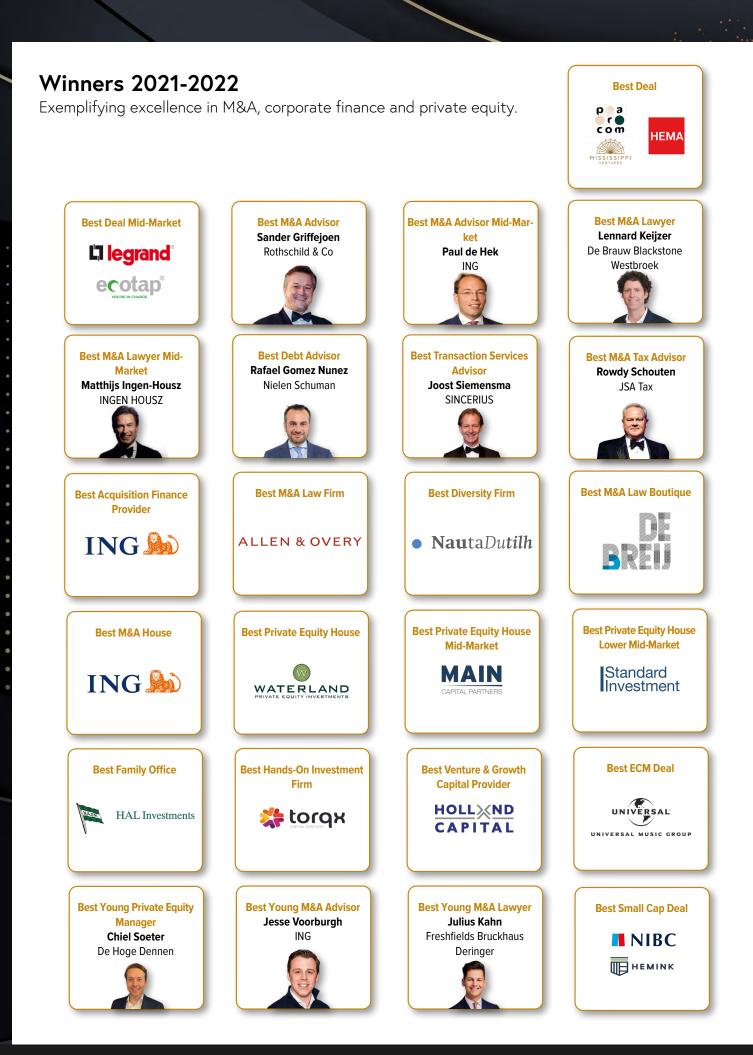
8. Votes of experts who work for the ten largest legal advisors and M&A advisors, sorted by value and amount of deals according to the <u>MenA.nl/league-tables</u> and votes cast by CEOs, CFOs, M&A directors, Private Equity managers and general counsel, are counted twice.

- **9.** To prevent a potential bias from votes from experts working at the same company, the judgement of only one expert per company will be taken into account in the survey. Unless it is a larger company which offers multiple disciplines and services, such as acquisition advice, transaction services, tax advice or debt advisory.
- **10.** 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 survey 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.
- **11.** Experts are allowed to nominate multiple professionals or deals in one category.
- **12.** If an expert votes for a firm he or she is currently working for or votes on him or herself, the vote is declared invalid.
- **13.** The organization verifies if all questionnaires, votes and nominations meet the requirements as stipulated in these regulations. If needed, endorsements, votes and nominations are declared invalid. If the organization decides that a category has not received enough votes or the number of endorsements is lower than 3, the organization withdraws the category.
- **14.** If multiple persons, deals or companies receive the same amount of votes, the organization decides who to nominate and who will win.

* Explication: The first step is to calculate points based on the votes from experts. Suppose the nominee holds position 1 based on the number of votes. This gives 11 - 1 (position) = 10 points. The second step is to calculate points based on the M&A League Tables. Suppose the nominee holds position 1 in the M&A League Tables based on the number of deals done and position 3 based on the total deal value of deals done. The score in the league tables is (11 - 1)*50% + (11 - 3)*50% = 9. The third step is to combine the points from the votes and the M&A League Tables. The total score is (10 + 9)*50% = 9.5.

Announcement of results

- Nominees receive a confirmation of their nomination by e-mail, via announcements on <u>MAAwards.nl</u>, <u>MenA.nl</u>, <u>CFO.nl</u> and <u>FM.nl</u> as well as via media such as M&A Magazine and CFO Magazine and Het Financieele Dagblad.
- 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 <u>MenA.nl</u>. If the organization 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.
- 4. The winners will be announced during the exclusive gala dinner on the night of the M&A



Winners 2000-2020

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

Awards 2022 on December 15th. Best Deal Takeaway.com - Just Eat 2020

ATHORA - VIVAT - NN 2019

The Carlyle Group & GIC - AkzoNobel Specialty Chemicals 2018

Toyota Industries - Vanderlande Industries 2017

Qualcomm - NXO 2016

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 AkzoNobel - 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

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Numico - Rexall Sundown 2000

Best Deal Mid-Cap Royal DSM - Royal CSK 2020

Van Leeuw - Benteler 2019

Nuts Groep - Nederlandse Energie Maatschappij 2018

Ergon Capital Partners - Keesing Media Group 2017

Parcom Capital - Simpel 2016

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 IPO of CM.Com

2020

IPO Adyen 2018

IPO VolkerWessels 2017

IPO Takeaway.com 2016

IPO Grandvision 2015

IPO IMCD 2014

> Best Small Cap Deal

Infoplaza - Weeronline.nl 2020

Companjen Family - Bakker Bart 2019

KPN - QSight IT 2018

Active Capital Company - Arnold Suhr 2017

Orange - Login Consultants 2016

Scheybeeck Investments - S-P-S 2015

Salarisprofs - Manpower 2014

Best M&A Advisor Bastiaan Vaandrager - Rothschild 2020, 2019, 2018, 2017, 2016, 2013, 2010

Maurits Duynstee - ING 2015, 2012, 2009

Hugo Peek - ABN AMRO 2014

Rob Oudman - Leonardo & Co 2011

Wouter Han - Lazard 2008

Rob Oudman - BNP Paribas 2007

Bob Elfring - Lehman Brothers 2006

Maarten Wolleswinkel - Oaklins Netherlands 2005

Paul Nielen - Nielen van Schaik 2004 Best M&A Lawyer Mid-Market

Matthijs Ingen-Housz - INGEN HOUSZ 2020, 2017

Dennis de Breij - DeBreij 2019

Bram Caudri - Houthoff 2018

Luc Habets - Lexence 2016

Karine Kodde - Allen & Overy 2015

Herman Kaemingk - Loyens & Loeff 2014, 2013, 2012, 2011, 2010, 2009, 2007, 2006

Femke Bierman - Allen & Overy 2008

> Best Debt Advisor

Daan Bouwman - Nielen Schuman 2020, 2019, 2018, 2017, 2016, 2015, 2014, 2013, 2012

Paul Nielen - Nielen Schuman 2011

Robert Schuman - Nielen Schuman 2010

Best Transaction Services Advisor

Remco van Daal - PwC 2020, 2019

Joost Siemensma - SINCERIUS 2018

Hans Dullaert - PwC 2017

Ad Veken - Deloitte 2016, 2015, 2014, 2010, 2008

Ewald van Hamersveld - KPMG 2013, 2012, 2011

Maurice Dercks - Deloitte 2009

Cornelis Smaal - PwC 2007 Best M&A Tax Advisor Rowdy Schouten - JSA Tax 2020, 2019, 2018, 2017, 2016, 2015, 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, 2006

Olaf van der Donk - Allen & Overy 2005

Best Young M&A Lawyer Marieke Pols - NautaDutilh 2020

Olivier Valk - Allen & Overy 2019

Richard Witvliet - Houthoff 2018

Best Young M&A William Jones - Rabobank 2019

> Myrthe van Bijsterveld - Rabobank 2018

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Best Young Private Equity Manager

Leonard Spigt - Active Capital Company 2020

Ronald Kemmeren - HPE Growth 2019

Best Transaction Services Advisor Mid-Market

Remco van Daal - PwC 2017, 2016

Arnoud Oltmans – Deloitte 2015, 2014

Niek Kolkman - KPMG 2013

Best M&A House Dutch Market Rothschild 2018

ING Bank 2019, 2017, 2016, 2015

Best Dutch M&A Boutique Rothschild 2017

Nielen Schuman 2016

Leonardo & Co 2015

Arthur Goedkoop - Deloitte 2010

Best Dutch M&A Law Firm Allen & Overy 2020, 2019, 2018, 2017, 2016

De Brauw Blackstone Westbroek 2015

Best Dutch M&A Law Boutique De Breij 2020, 2019, 2017, 2015

Stek 2018

Vriman M&A Lawyers 2016

Best Acquisition Finance Provider ING Bank 2020, 2019, 2018

Best Venture & Growth Capital Provider Holland Capital 2020

Prime Ventures 2019, 2018

Best Hands-On Investment Firm Standard Investment 2020, 2018

Torqx 2019

Best Family Office NPM Capital 2020, 2019, 2018

Best Private Equity House Lower Mid-Market

Active Capital Company 2020

Standard Investment 2019

AAC Capital 2018

Best Private Equity House Mid-Market Parcom Capital 2020, 2019

Bencis Capital Partners 2018

Best Private Equity House Waterland Private Equity 2020, 2019, 2018

Best Young Talent Niels Jonker - Rabobank 2017

> Peter de Kluijver - Rabobank 2016

Sabine Schoute - Loyens & Loeff 2015

Remco Goes - Deloitte 2014

Laura de Jong - AKD 2013 Best Buy Out Manager Jim Vermeule - DentConnect 2017

> René Moos - Basic-Fit 2016

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 Group 2008

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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 Valuator Wim Holterman - PwC 2017, 2016, 2015, 2014, 2012, 2011, 2010

Jeroen Weimer - KPMG 2013, 2008

Henk Oosterhout - Duff & Phelps 2009

Best Equity Capital Markets Banker

Pim Kist - ING Bank 2017

Chris van Schuppen - ABN AMRO 2016, 2015

Willem-Jan Meijer - ING 2014

Best Equity Capital Markets Lawyer

Tim Stevens - Allen & Overy 2017

Pieter Schütte - Stibbe 2016, 2015

Jan Willem Hoevers - De Brauw Blackstone Westbroek 2014

Best Banking and Finance Lawyer Jelle Hofland - Clifford Chance 2017

Femke Bierman - Allen & Overy 2016, 2015

Best General Counsel Lonneke de Beer - SHV Holdings 2017

Corneel Ryde - Intertrust Group 2016, 2015

Jan Pieter Witsen Elias - Ziggo 2014

Best Post Merger Integration Advisor

Harold de Bruijn - KPMG 2014

Jasper Knol Bruins - Deloitte 2013, 2012

> Best PR Advisor

Uneke Dekkers - CFF Communications 2017

Frans van der Grint - Hill+Knowlton Strategies 2016, 2015, 2014, 2013, 2012

Ingo Heijnen - Hill+Knowlton Strategies 2011, 2010

José Tijssen - CFF Communications 2009, 2008

Best Restructuring Advisor Peter Wolterman - PwC 2017, 2015, 2014, 2013

Stefaan Vansteenkiste - Alvarez & Marsal 2016

Best Private Equity Manager Pieter de Jong - 3i 2017, 2016, 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 Mid-Market

Zoran van Gessel - Bencis Capital Partners 2017, 2012, 2010, 2008

Bas Glas - Gilde Equity Management 2016

Perry Bos – Nordian Capital Partners 2015, 2014

Remko Hilhorst - IK Investment Partners 2013

Bob Kramer - ABN AMRO Participaties 2011

Menno van der Meer - Bencis Capital Partners 2009

Gerhard Nordemann - Gilde Investment Management 2007

Best M&A Director

Pim Berendsen - PostNL 2017

Stewart McCrone - Philips 2016

MarcKoster - Heineken 2015, 2014

Ivo Lurvink - ING Groep 2013, 2012

James Nolan - Philips 2011 **Best Limited Partner** Eric-Jan Vink - PGGM 2017, 2016

Ruulke Bagijn - PGGM 2015

Eric-Jan Vink - PGGM 2014

Best Investment Manager Family Office

Taco Rietveld - HB Capital 2017

Stef Koning - HB Capital 2016, 2014

Jaap van Wiechen - HAL Investments 2015

Best Venture Capital Manager

Sake Bosch - Prime Ventures 2017, 2016, 2015, 2014, 2013, 2012 and 2011

Best Acquisition Finance Banker

Franck de Lange - ABN AMRO 2017

Laetitia Thate - ING Bank 2016, 2015

Marin Boon - Rabobank 2014, 2013, 2012, 2011

Diederik Kolfschoten - 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 Mid-Market

Twan Geurts - Rabobank 2008, 2007

Alexander Olgers - F. van Lanschot Bankiers 2006



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