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## MERRILL DATASITE®

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# **ABOUT MERGERMARKET**

mergermarket is an independent Mergers and Acquisitions (M&A) intelligence service with an unrivalled network of dedicated M&A journalists based in 62 locations across the Americas, Europe, Asia-Pacific, the Middle-East and Africa. Unlike any other service of its kind, mergermarket specializes in providing forward-looking origination and deal flow opportunities integrated with a comprehensive deals database - resulting in real revenues for clients. Visit www.mergermarket.com.

# **FOREWORD**

Welcome to the half-year 2010 edition of Deal Drivers North America, published by mergermarket in association with Merrill DataSite®. This report provides a comprehensive review of North American M&A in the first half of 2010, with an in-depth analysis of recent activity and forward-looking insight for the remainder of the year.

The M&A market appears to be stabilizing as financing markets begin to improve and long-anticipated regulatory reforms are finally put into place. H1 2010 saw 1,701 deals worth US\$362.3bn, with volume remaining virtually stable compared to the previous half-year and value increasing by 8.7%.

Deal flow was strongest in the TMT sector, which accounts for nearly one-fifth of total deal volume (19.5%), followed by the mainstay Business Services and Industrials sectors which represent 14.5% and 14.1% of total volume, respectively. The largest deals of the first two quarters came from the Energy sector, which represents almost a third of aggregate deal value (32.5%), followed by the TMT sector with 14.9% and Life Sciences & Healthcare with 12.6%.

#### TECHNOLOGY, MEDIA AND TELECOMMUNICATIONS (TMT)

M&A activity in the TMT sector, which spans technology, media and telecom companies of all stripes, has been driven largely by tech companies' healthy appetite for mobile technology assets and the ongoing restructuring efforts of traditional media businesses. Some of the most notable technology deals of the first two quarters took the form of private equity exits, a prime example being Apple Inc.'s acquisition of mobile advertising company Quattro Wireless from Globespan Capital Partners and Highland Capital Partners for US\$275m, announced in January.

For their part, media companies have been at the center of contentious auction processes, including that of Canadian film studio Lions Gate Entertainment Corp. The US\$1.2bn acquisition of Lions Gate by Icahn Enterprises LP was announced in March but is still pending, while the auction for historic film studio Metro-Goldwyn-Mayer Inc. (MGM), struggling under its US\$4bn debt burden, is taking shape as this publication goes to print. Media M&A in the second half of the year promises to be equally if not more lively as companies rework their strategies in response to dynamic market conditions. A case in point is The Walt Disney Company, which in the third quarter has been acquiring digital assets and selling its more traditional ones.

#### **ENERGY**

M&A in the Energy sector, which accounts for eight of the top 20 largest transactions of H1 2010, has been driven largely by heightened interest from Asian buyers entering Canada, where 67% of deal value and 37.1% of deal volume comes from the Energy sector. Sinopec International Petroleum Exploration and Production Corporation returned to Canada this year with its US\$4.7bn acquisition of a 9.03% stake in Syncrude Canada Ltd. from ConocoPhillips Company, following its US\$8.8bn acquisition of Addax Petroleum Corporation in June of last year.

In the US, the largest Energy transaction involved oilfield services giant Schlumberger Limited, which acquired Smith International Inc. for US\$12.2bn in February. Going forward, Energy sector M&A in the US

should see an uptick in value and volume as the Gulf of Mexico oil spill has already triggered a good deal of asset sales in the third quarter. BP plc announced four asset sales in July alone, in line with its strategy of raising cash to meet financial penalties arising from the spill.

#### **FINANCIAL SERVICES**

As was the case throughout 2009, 2010 is seeing significant asset sale activity involving major players in the Financial Services space. American International Group (AIG) has generated some of the year's largest transactions, including the US\$15.5bn sale of its American Life Insurance business to MetLife Inc., announced in March, in what currently stands as the second largest Financial Services deal of 2010 to date. Other shrinking Financial Services companies include Bank of America Corporation (BofA), which announced in June that it would sell a 24.9% stake in Grupo Financiero Santander Serfin SA de CV to Banco Santander SA for US\$2.5bn, and Citigroup, which announced the sale of its Swedish operations to Marginalen AB in April. Peering ahead into the next half of the year, both BofA and Citigroup continue to boost deal volume as they let go of non-core units. BofA announced it would spin out its private equity operations and sell its global alternative fund administration division, while Citigroup announced the sale of its home loan and private equity divisions, in the third quarter of 2010.

### **FINANCIAL BUYERS**

Across all industry sectors, M&A activity during the first half of 2010 was marked by aggressive financial buyers and competitive auction processes. Lucrative deals include the US\$3.2bn buyout of Pearson Plc's Interactive Data Corporation (IDC) by Silver Lake Partners and Warburg Pincus LLC, and the US\$1.6bn acquisition of The Dow Chemical Company's Styron Corp. by Bain Capital LLC. Both targets fielded interest from an impressive mix of financial and strategic buyers straight through the second round of the auction. The acquisition of CKE Restaurants also indicates an increasingly competitive M&A climate: the restaurant operator had agreed to be acquired by Thomas H. Lee Partners for US\$919m in February but ultimately sold to Apollo Management LP in April after the private equity firm offered a superior US\$1bn bid.

#### OUTLOOK

Entering the second half of 2010, the M&A market is well-positioned for a continued rise in activity thanks to major developments in key sectors. The traditionally busy Energy sector is already seeing significant cross-border and domestic deal flow, and healthcare reform, passed in the second quarter, will likely spur industry-wide consolidation as Life Sciences & Healthcare companies prepare for less generous reimbursement models and heightened demand from the newly insured. Financial Services, meanwhile, should see its fair share of deal volume in the coming months as large, international banks continue to slim down while smaller regional banks across the US continue to consolidate. With all of these deal drivers firmly in place, M&A activity in all industry sectors is on track for a lively second half of 2010. We hope you find this half-year edition of Deal Drivers both useful and informative, and as always, we welcome your feedback.

# THE HEAT CHART

The Heat Chart represents 'companies for sale' stories written in the first half of 2010, based on mergermarket's proprietary intelligence. The Heat Chart therefore serves as a barometer of potential deal flow in specific regions and sectors across the North American region.

'Companies for sale' stories written in the first half of 2010 total 4,327, compared to 4,253 written in six months prior, with certain industries standing out as potential M&A hot spots.

The TMT sector is one such industry. With 963 for-sale stories written in H1 2010, up 10.7% from 863 stories in H2 2009, the sector is worth keeping an eye on in the months ahead. TMT, one of the hottest sectors on the H2 2009 Heat Chart, is already seeing its fair share of deal volume in H1 2010 as the sector represents 19.5% of overall deal volume in North America during this period.

## NORTH AMERICA HEAT CHART - INTELLIGENCE

	South	West	Mid West	Mid-Atlantic	New England	Canada	TOTAL
ТМТ	216	368	85	148	91	55	963
Life Sciences & Healthcare	169	139	115	113	60	27	623
Energy, Mining, Oil & Gas	202	104	45	39	17	189	596
Industrials, Chemicals & Engineering	107	73	126	54	43	47	450
Consumer	86	116	82	65	28	48	425
Financial Services	125	84	96	75	22	15	417
Business Services	81	52	28	40	20	29	250
Defense	81	31	15	17	16	3	163
Leisure	57	47	26	13	7	11	161
Transportation	31	21	23	13	3	12	103
Construction	23	15	24	9	2	8	81
Real Estate	17	26	13	9	3	3	71
Agriculture	2	3				8	13
Government	5	2	1	3			11
TOTAL	1,202	1,081	679	598	312	455	4,327

Hot	Warm	Cold
	75	30
105	60	15
90	45	0

The Heat Chart is based on 'companies for sale' stories tracked by mergermarket.com in H1 2010. Opportunities are captured according to the dominant sector and geography/region of the potential target company.

For definition of states within regions, see page 69 (Note to Heat Chart).



'Proceed with caution' are the words to live by for the rest of 2010 and into 2011.

A more stable economy and years of pent-up supply and demand should push M&A and IPO activity forward. At the same time, fears of a double-dip recession, a lackluster US job market and concern about the European economy in the wake of the Greek debt crisis have muted M&A expectations.

Large and traditionally acquisitive companies in healthier sectors such as technology, energy and healthcare will take advantage of their cash piles and flat market conditions to snap up more acquisitions. The Eurozone crisis and strong dollar also present opportunities to corporations eager to grow overseas.

Many do not have the stomach for acquisitions in the uncertain market climate, however, and plan to use their cash mostly to pay shareholder dividends and cut down on debt. The small to mid-market is likely to be the most active, as would-be acquirers carefully dip their toes back into M&A waters.

Private equity firms can't afford to be that conservative, however. After years of paralysis, private equity began to exit portfolio companies this year in order to provide limited partners (LPs) with returns, and convince them to invest in new funds. Private equity also started acquiring again, using equity from expiring funds. If that equity doesn't get used, they'll be forced to return it to investors.

Expect more private equity exits throughout the year, particularly in firm strongholds such as the consumer and services sectors. Secondary buyouts also should remain popular, given the IPO market's lackluster performance and strategic buyers' cautious outlook. A number of private equity-owned companies have failed to price their filed S-1s, and dual-track processes are being run as a matter of course

The IPO market also will be busy, though not as active as many had hoped in the beginning of 2010. "We are seeing a number of IPOs coming off the market, but we're seeing a number to replace them," says Kathleen Shelton Smith, Principal of Renaissance Capital, an IPO research firm. General Motors (GM) is expected to IPO this year, in what will be "the biggest US

Regulatory reforms will be another driver of 2010 and 2011 activity. A number of health care services businesses are up for sale by their private equity owners. The health care reform bill, which should encourage smaller and less efficient businesses to merge, is expected to give an extra push to consolidation in that industry. Financial services reform should spur more banking consolidation.

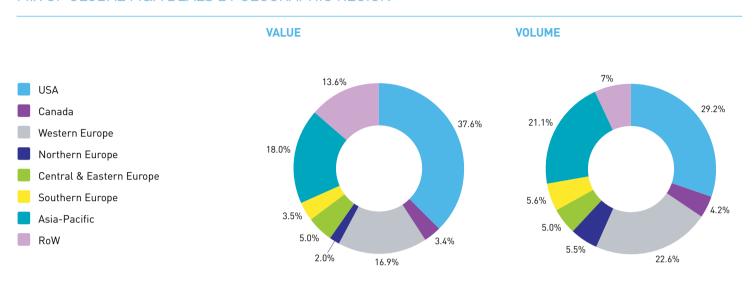
by Abigail Roberts, Global Editor, mergermarket

"After years of paralysis, private equity began to exit portfolio companies this year in order to provide limited partners with returns, and convince them to invest in new funds"

# TOP 20 ANNOUNCED DEALS FOR YEAR ENDING JUNE 30, 2010

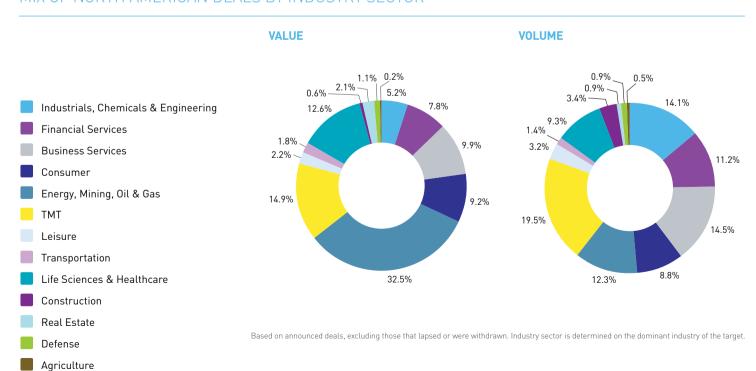
Announced date	Status	Bidder company	Target company	Sector	Vendor company	Deal value US\$(m)
01-Mar-10	L	Prudential Plc	American International Assurance Company Limited	Financial Services	American International Group Inc	35,500
22-Apr-10	Р	CenturyLink	Qwest Communications International Inc	TMT		22,153
08-Mar-10	Р	MetLife Inc	American Life Insurance Company	Financial Services	American International Group Inc	15,544
25-Feb-10	Р	The Coca-Cola Company	Coca-Cola Enterprises Inc (North American operations)	Consumer	Coca-Cola Enterprises Inc	12,280
21-Feb-10	Р	Schlumberger Limited	Smith International Inc	Energy, Mining, Oil & Gas		12,198
19-Jan-10	С	Williams Partners LP	The Williams Companies Inc (certain gas pipeline and domestic midstream businesses)	Energy, Mining, Oil & Gas	The Williams Companies Inc	11,750
11-Feb-10	Р	FirstEnergy Corp	Allegheny Energy Inc	Energy, Mining, Oil & Gas		8,960
09-Mar-10	Р	Merial-Intervet	Intervet/Schering-Plough Animal Health; and Merial Limited	Life Sciences & Healthcare	Merck & Co Inc; and Sanofi- Aventis SA	8,250
28-Apr-10	Р	PPL Corporation	E.ON US LLC	Energy, Mining, Oil & Gas	E.ON AG	7,625
11-Mar-10	Р	BP plc	Devon Energy Corporation (assets in the deepwater Gulf of Mexico, Brazil and Azerbaijan)	Energy, Mining, Oil & Gas	Devon Energy Corporation	7,000
11-Feb-10	Р	Air Products & Chemicals Inc	Airgas Inc	Business Services		6,834
28-Feb-10	С	Merck KGaA	Millipore Corporation	Life Sciences & Healthcare		6,760
31-Mar-10	Р	Brookfield Asset Management Inc; Fairholme Capital Management LLC; and Pershing Square Capital Management LP	General Growth Properties Inc (65% stake)	Real Estate		6,550
14-Jun-10	С	Questar Corporation (Shareholders)	QEP Resources Inc	Energy, Mining, Oil & Gas	Questar Corporation	6,438
03-May-10	Р	UAL Corporation	Continental Airlines Inc	Transportation		6,192
12-May-10	С	SAP AG	Sybase Inc	Business Services		5,102
28-May-10	Р	Royal Dutch Shell Plc	East Resources Inc	Energy, Mining, Oil & Gas	Kohlberg Kravis Roberts & Co	4,700
12-Apr-10	С	Sinopec International Petroleum Exploration and Production Corporation	Syncrude Canada Ltd [9.03% stake]	Energy, Mining, Oil & Gas	ConocoPhillips Company	4,650
15-Feb-10	L	Yara International ASA	Terra Industries Inc	Industrials, Chemicals & Engineering		4,204
25-Jan-10	С	KDDI Corporation	Jupiter Telecommunications Co Ltd (37.80% stake)	TMT	Liberty Global Inc	4,014

## MIX OF GLOBAL M&A DEALS BY GEOGRAPHIC REGION



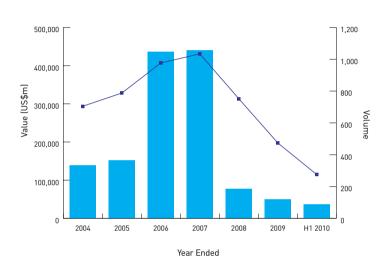
Based on announced deals, excluding those that lapsed or were withdrawn. Geographic region is determined with reference to the dominant location of the target.

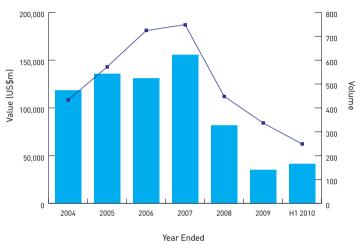
### MIX OF NORTH AMERICAN DEALS BY INDUSTRY SECTOR



## NORTH AMERICAN BUYOUTS

### **NORTH AMERICAN EXITS**

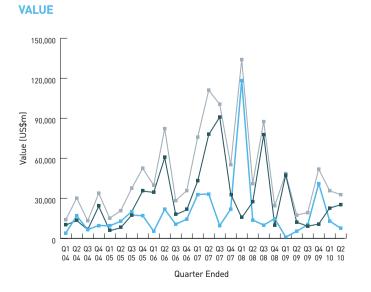




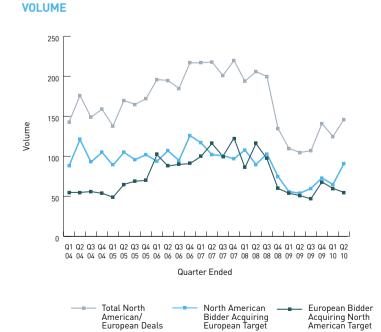
Based on announced deals, excluding those that lapsed or were withdrawn, where the dominant location of the target is in North America.



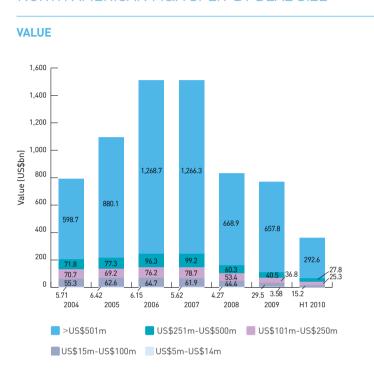
### TRANSATLANTIC DEALS

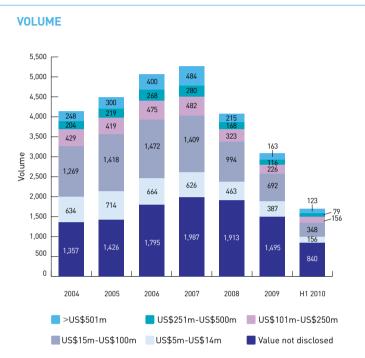


Based on dominant location of target and bidder and excludes all buyouts.

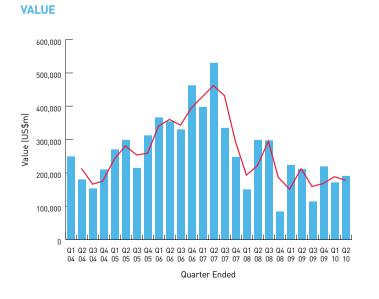


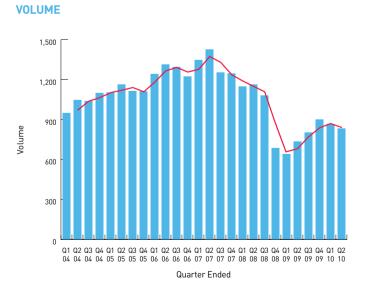
## NORTH AMERICAN M&A SPLIT BY DEAL SIZE





## NORTH AMERICAN QUARTERLY M&A ACTIVITY





Based on announced deals, excluding those that lapsed or were withdrawn, where the dominant location of the target is in North America

 Moving average trend line

# FINANCIAL ADVISORS

#### **TOP 20 - RANKED BY VALUE**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
2	1	Goldman Sachs	142,255	89
11	2	Deutsche Bank	99,966	47
7	3	Barclays Capital	99,601	49
1	4	Morgan Stanley	99,035	63
9	5	Credit Suisse	90,829	64
3	6	JPMorgan	87,218	54
5	7	Bank of America Merrill Lynch	81,172	58
13	8	Lazard	68,326	44
4	9	Citigroup	62,369	39
16	10	UBS Investment Bank	48,676	42
6	11	Evercore Partners	36,995	9
18	12	Perella Weinberg Partners	35,507	10
8	13	Blackstone Group Holdings	30,649	11
55	14	Tudor, Pickering, Holt & Co	22,002	9
12	15	Greenhill & Co	20,780	17
25	16	HSBC Bank	18,245	11
15	17	RBC Capital Markets	15,907	37
24	18	Allen & Company	15,462	6
33	19	Jefferies & Company	13,724	34
14	20	Rothschild	13,506	39

#### **TOP 20 - RANKED BY VOLUME**

TOP 20 - NAINED DT VOLOME						
H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals		
1	1	Goldman Sachs	142,255	89		
6	2	Credit Suisse	90,829	64		
2	3	Morgan Stanley	99,035	63		
5	4	Bank of America Merrill Lynch	81,172	58		
3	5	JPMorgan	87,218	54		
13	6	Barclays Capital	99,601	49		
11	7	Deutsche Bank	99,966	47		
7	8	Lazard	68,326	44		
4	9	UBS Investment Bank	48,676	42		
10	10	Citigroup	62,369	39		
9	11	Rothschild	13,506	39		
12	12	RBC Capital Markets	15,907	37		
15	13	Jefferies & Company	13,724	34		
34	14	TD Securities	8,112	29		
8	15	Houlihan Lokey	5,577	29		
19	16	KPMG	4,543	26		
18	17	CIBC World Markets	5,800	22		
39	18	Lincoln International	476	21		
16	19	Macquarie Group	4,201	20		
14	20	PricewaterhouseCoopers	1,986	19		

The financial advisor league tables by value and volume have been run from 01/01/2010 to 06/30/2010, excluding lapsed and withdrawn deals. The tables are based on advice to a North American bidder, target or vendor and cover all sectors.

## **LEGAL ADVISORS**

### **TOP 20 - RANKED BY VALUE**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
4	1	Simpson Thacher & Bartlett	135,814	64
1	2	Skadden Arps Slate Meagher & Flom	98,780	60
7	3	Cleary Gottlieb Steen & Hamilton	90,204	34
5	4	Sullivan & Cromwell	87,130	42
18	5	Latham & Watkins	84,732	69
16	6	Weil Gotshal & Manges	84,027	49
3	7	Wachtell, Lipton, Rosen & Katz	82,817	32
2	8	Cravath Swaine & Moore	73,282	24
12	9	Dewey & LeBoeuf	70,300	46
15	10	Debevoise & Plimpton	66,876	18
6	11	Davis Polk & Wardwell	64,403	34
10	12	Shearman & Sterling	54,699	39
13	13	Blake, Cassels & Graydon	50,268	53
89	14	Herbert Smith/Gleiss Lutz/Stibbe	43,793	16
31	15	Baker Botts	43,737	23
22	16	Fried Frank Harris Shriver & Jacobson	38,490	24
101	17	Slaughter and May	38,449	10
195	18	Norton Rose	35,500	5
39	19	Gibson Dunn & Crutcher	34,771	40
9	20	Paul Weiss Rifkind Wharton & Garrison	32,204	29

### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
4	1	DLA Piper	5,837	80
1	2	Jones Day	31,177	78
5	3	Kirkland & Ellis	15,982	74
2	4	Latham & Watkins	84,732	69
25	5	Simpson Thacher & Bartlett	135,814	64
3	6	Skadden Arps Slate Meagher & Flom	98,780	60
7	7	Blake, Cassels & Graydon	50,268	53
15	8	Weil Gotshal & Manges	84,027	49
6	9	Dewey & LeBoeuf	70,300	46
17	10	Sullivan & Cromwell	87,130	42
18	11	Gibson Dunn & Crutcher	34,771	40
9	12	Shearman & Sterling	54,699	39
14	13	Stikeman Elliott	15,578	37
20	14	O'Melveny & Myers	17,823	35
28	15	K&L Gates	9,590	35
11	16	Wilson Sonsini Goodrich & Rosati	3,557	35
13	17	Cleary Gottlieb Steen & Hamilton	90,204	34
29	18	Davis Polk & Wardwell	64,403	34
10	19	Osler, Hoskin & Harcourt	20,049	34
22	20	Morgan Lewis & Bockius	8,809	34

The legal advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010 and include lapsed and withdrawn deals. The tables are are based on advice to a North American bidder, target or vendor and cover all sectors.

## FINANCIAL ADVISORS - MID-MARKET (US\$10M-US\$250M)

#### **TOP 20 - RANKED BY VALUE**

#### **Company Name** of Deals 1 Morgan Stanley 2,734 18 6 2 Credit Suisse 2.612 16 2,549 Goldman Sachs 18 RBC Capital Markets 2.279 Jefferies & Company Bank of America Merrill Lynch 1,681 12 CIBC World Markets 12 UBS Investment Bank 1,460 Rothschild GMP Securities 13 1 409 Lazard Macquarie Group 1.334 Houlihan Lokey TD Securities 43 14 HSBC Bank Raymond James & Associates Sandler O'Neill & Partners Greenhill & Co 881 65 19 Ernst & Young 1 20 JPMorgan

#### **TOP 20 - RANKED BY VOLUME**

TOP 20 - KANKED BY VOLUME							
H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals			
4	1	Morgan Stanley	2,734	18			
5	2	RBC Capital Markets	2,279	18			
9	3	Credit Suisse	2,612	16			
3	4	Goldman Sachs	2,549	16			
12	5	Jefferies & Company	1,778	16			
21	6	CIBC World Markets	1,610	15			
2	7	Houlihan Lokey	1,328	15			
28	8	GMP Securities	1,409	13			
7	9	Lazard	1,359	13			
10	10	Bank of America Merrill Lynch	1,681	12			
6	11	UBS Investment Bank	1,460	12			
8	12	Rothschild	1,413	11			
14	13	Macquarie Group	1,334	11			
33	14	TD Securities	1,159	10			
43	15	Raymond James & Associates	935	10			
26	16	Sandler O'Neill & Partners	903	9			
140	17	BB&T Capital Markets	664	9			
1	18	JPMorgan	722	7			
16	19	Canaccord Genuity	669	7			
29	20	KPMG	517	7			

The financial advisor mid-market league tables by value and volume have been run from 01/01/2010 to the 06/30/2010, excluding lapsed and withdrawn deals. The tables are are based on advice to a North American bidder, target or vendor and cover all sectors.

# LEGAL ADVISORS - MID-MARKET (US\$10M-US\$250M)

#### **TOP 20 - RANKED BY VALUE**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
3	1	Blake, Cassels & Graydon	2,460	21
5	2	Kirkland & Ellis	2,441	25
15	3	DLA Piper	2,325	34
17	4	Weil Gotshal & Manges	1,991	16
1	5	Latham & Watkins	1,951	22
6	6	Skadden Arps Slate Meagher & Flom	1,878	17
45	7	Hogan Lovells	1,862	25
61	8	Morrison & Foerster	1,825	17
26	9	Stikeman Elliott	1,764	17
12	10	Wilson Sonsini Goodrich & Rosati	1,643	19
40	11	Simpson Thacher & Bartlett	1,586	12
9	12	Shearman & Sterling	1,582	11
13	13	O'Melveny & Myers	1,544	13
2	14	Dewey & LeBoeuf	1,403	14
27	15	Paul Weiss Rifkind Wharton & Garrison	1,391	8
101	16	Fulbright and Jaworski	1,339	17
47	17	Sidley Austin	1,284	10
28	18	Davis Polk & Wardwell	1,190	11
22	19	Fasken Martineau	1,141	12
96	20	Ogilvy Renault	1,118	9

#### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
9	1	DLA Piper	2,325	34
6	2	Kirkland & Ellis	2,441	25
27	3	Hogan Lovells	1,862	25
1	4	Latham & Watkins	1,951	22
3	5	Blake, Cassels & Graydon	2,460	21
8	6	Wilson Sonsini Goodrich & Rosati	1,643	19
7	7	Skadden Arps Slate Meagher & Flom	1,878	17
54	8	Morrison & Foerster	1,825	17
17	9	Stikeman Elliott	1,764	17
75	10	Fulbright and Jaworski	1,339	17
10	11	Osler, Hoskin & Harcourt	1,089	17
2	12	Jones Day	1.079	17
18	13	Weil Gotshal & Manges	1,991	16
5	14	Dewey & LeBoeuf	1,403	14
13	15	O'Melveny & Myers	1,544	13
60	16	Simpson Thacher & Bartlett	1,586	12
21	17	Fasken Martineau	1,141	12
11	18	Shearman & Sterling	1,582	11
41	19	Davis Polk & Wardwell	1,190	11
15	20	Gibson Dunn & Crutcher	971	11

The legal advisor mid-market league tables by value and volume have been run from 01/01/2010 to the 06/30/2010 and include lapsed and withdrawn deals. The tables are are based on advice to a North American bidder, target or vendor and cover all sectors.

## PR ADVISORS

#### **TOP 20 - RANKED BY VALUE**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
4	1	Joele Frank Wilkinson Brimmer Katcher	84,530	41
3	2	Sard Verbinnen & Co	65,228	33
2	3	Kekst and Company	62,276	48
1	4	Brunswick Group	38,457	28
8	5	Abernathy MacGregor Group (AMO)	24,408	42
5	6	FD	24,336	34
12	7	Finsbury Group	11,575	14
13	8	Kreab Gavin Anderson	9,165	5
9	9	Maitland (AMO)	4,963	8
29	10	Owen Blicksilver Public Relations	4,669	10
100	11	Hanmer Group	3,739	2
151	12	Estudio de Comunicacion	3,736	2
26	13	Edelman	3,068	9
-	14	Ira Wuelfing Kommunikation	3,009	1
-	15	Mount & Nadler	2,822	1
169	16	Penrose Financial	2,294	4
-	17	Stanton Public Relations & Marketing	2,291	8
-	18	Hudson Sandler	2,148	2
64	19	Capital MS&L	2,126	6
-	20	Innisfree M&A	1,996	2

#### TOP 20 - RANKED BY VOLUME

TUP 20 -	- KANKE	D BY VOLUME		
H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
1	1	Kekst and Company	62,276	48
4	2	Abernathy MacGregor Group (AMO)	24,408	42
5	3	Joele Frank Wilkinson Brimmer Katcher	84,530	41
2	4	FD	24,336	34
3	5	Sard Verbinnen & Co	65,228	33
6	6	Brunswick Group	38,457	28
9	7	Finsbury Group	11,575	14
12	8	Owen Blicksilver Public Relations	4,669	10
43	9	Integrated Corporate Relations	1,027	10
32	10	Edelman	3,068	9
13	11	Citigate	1,876	9
7	12	Maitland (AMO)	4,963	8
-	13	Stanton Public Relations & Marketing	2,291	8
37	14	Capital MS&L	2,126	6
34	15	Lippert/Heilshorn & Associates	1,285	6
10	16	Brainerd Communicators	1,072	6
15	17	Chris Tofalli Public Relations	170	6
22	18	Kreab Gavin Anderson	9,165	5
11	19	Weber Shandwick Worldwide	1,446	5
8	20	Sloane & Company	632	5

The PR advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010 and exclude lapsed and withdrawn deals. The tables are are based on advice to a North American bidder, target or vendor and cover all sectors.

# PR ADVISORS - MID-MARKET (US\$10M-US\$250M)

### **TOP 20 - RANKED BY VALUE**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
3	1	Joele Frank Wilkinson Brimmer Katcher	1,981	17
1	2	Kekst and Company	1,632	13
4	3	Brunswick Group	1,513	11
2	4	FD	1,342	13
6	5	Sard Verbinnen & Co	1,033	7
5	6	Abernathy MacGregor Group (AMO)	921	10
8	7	Citigate	794	6
40	8	Finsbury Group	543	4
88	9	Integrated Corporate Relations	404	7
11	10	Buchanan Communications	401	3
-	11	Edelman	347	4
-	12	Stanton Public Relations & Marketing	302	3
-	13=	Blanc & Otus	250	1
-	13=	Penrose Financial	250	1
-	15	Outcast Communications	242	2
-	16	Mackenzie Partners	237	1
-	17	Perfect Relations	233	1
-	18	Tavistock Communications	231	1
36	19	Lane Marketing Communications	218	1
-	20	DF King & Co	210	1

### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
4	1	Joele Frank Wilkinson Brimmer Katcher	1,981	17
2	2	Kekst and Company	1,632	13
1	3	FD	1,342	13
6	4	Brunswick Group	1,513	11
3	5	Abernathy MacGregor Group (AMO)	921	10
5	6	Sard Verbinnen & Co	1,033	7
88	7	Integrated Corporate Relations	404	7
8	8	Citigate	794	6
13	9	Finsbury Group	543	4
-	10	Edelman	347	4
10	11	Buchanan Communications	401	3
-	12	Stanton Public Relations & Marketing	302	3
-	13	Outcast Communications	242	2
-	14	Lytham Partners	201	2
49	15	Weber Shandwick Worldwide	166	2
-	16	Pelham Bell Pottinger	154	2
47	17	Capital MS&L	139	2
-	18	BackBay Communications	136	2
-	19	City Profile Group	131	2
-	20	ICIS (UK)	96	2

The PR advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010 and exclude lapsed and withdrawn deals. The tables are are based on advice to a North American bidder, target or vendor and cover all sectors.



# Financial Reform Act will push smaller banks to sell, while FDIC deals get tougher to do.

As the Financial Reform Act is put into action, buyers and sellers will approach M&A cautiously

The sweeping reforms, signed into law on July 21, 2010 by President Obama, will significantly alter the regulatory environment, covering everything from mortgage reform to the newly established Bureau of Consumer Financial Protection

"[The financial reform law] adds to the regulatory burden and aging board members and CEOs are going to throw up their hands and say, 'I don't need this anymore,'" said Jeffrey Wishner, managing director at KBW.

"There will be a lot of M&A activity but not in the next six months. Buyers still have options to merge via assisted deals with the Federal Deposit Insurance Corp (FDIC)." he added.

In the past six months, the FDIC forced many banks in the Midwest and Northwest into receivership. The banking regulatory body is moving from market to market, Wishner said, adding that Colorado could be the next wave of multiple bank failures.

But those deals are slowing down in terms of large-scale opportunities and pricing has increased, making traditional M&A more appealing, several industry sources said. Bank divestitures will be particularly appealing into 2011 because "buyers want branches, deposits and good loans," one of the sources said. In July, for example, NBH Holdings announced the acquisition of 38 Bank Midwest branches in Kansas and Missouri from Dickinson Financial, one of the largest community bank divestitures in eight years, the source said.

FDIC deals will continue to make sense for MB Financial, Wintrust and First Midwest, but most buyers may only complete one or two assisted deals, the source said.

Stressed survivors will sell for a low premium or no premium to larger players, said Jeff Brand, principal at KBW. Given the new financial overhaul, it makes sense to partner up and cut costs, he said. For the next several years, it will be difficult to be a US\$250m-asset bank in the US and those players will have to change their business plan or merge. Smaller banks with less than US\$2bn in assets will attract large private equity investors, Brand said. "Expect activity like Sun Bancorp and WL Ross & Co. deals in the Midwest in the coming months," Brand said. On July 8, 2010, Sun Bancorp announced a US\$100m equity investment from

At the same time, an increase in capital gains tax next year will push small-to-mid-sized players to merge with larger players. Tax rates on long-term capital gains and dividends is set to increase from a 15% maximum this year to 20% next year, and another 3.8% in 2013. That will result in increased deal activity in the insurance brokerage space, said Kevin Donahue, managing director at Mystic Capital Advisors Group. Players such as Hub International and USI Holdings will be dominant buyers. Most micro-cap players are entrepreneurs and if they wait until next year to sell, they will have to grow EBITDA at least 8% just to avoid feeling the effects of the capital gains tax increase compounded with a soft market. "All of the major strategic players will be rolling out the cash." Donahue said.

In the financial technology space, M&A will be driven by three groups of sellers: entrepreneurs who went through hard times and have pent-up desire to sell, private equity firms who see opportunities to get liquidity, and corporations divesting divisions, said Ken Marlin, founder of Marlin & Associates, an investment bank that advises fintech companies. Marlin said his firm expects a lot of activity in the US\$50m - US\$200m range, with strategic players able to fund such smaller deals using their own cash and borrowing capacity. But private equity remains cautious in the financial technology space, he added.

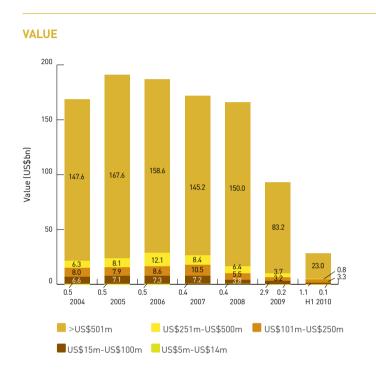
by Monique Lewis

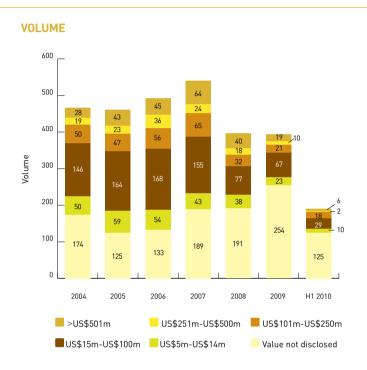
"An increase in capital gains tax next year will push small-to-midsized players to merge with larger players."

# TOP 15 ANNOUNCED DEALS FOR YEAR ENDING JUNE 30, 2010

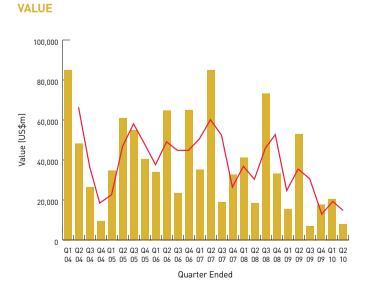
Announced date	Status	Bidder company	Target company	Vendor company	Deal value US\$(m)
01-Mar-10	L	Prudential Plc	American International Assurance Company Limited	American International Group Inc	35,500
08-Mar-10	Р	MetLife Inc	American Life Insurance Company	American International Group Inc	15,544
09-Jun-10	Р	Banco Santander SA	Grupo Financiero Santander Serfin SA de CV (24.90% stake)	Bank of America Corporation	2,500
26-Apr-10	Р	Hertz Global Holdings Inc	Dollar Thrifty Automotive Group Inc		2,245
17-May-10	Р	Man Group Plc	GLG Partners Inc		1,701
16-Feb-10	С	JPMorgan Chase & Co	RBS Sempra Commodities LLP (European and Asian operations)	RBS Sempra Commodities LLP	1,700
03-Mar-10	С	Max Capital Group Ltd	Harbor Point Limited		1,485
18-Feb-10	С	Fairfax Financial Holdings Limited	Zenith National Insurance Corp		1,440
18-May-10	Р	Itausa - Investimentos Itau SA	Itau Unibanco Holding SA (1.25% stake)	Bank of America Corporation	1,115
28-Jan-10	С	Goldman Sachs	Sumitomo Mitsui Financial Group Inc (2.51% stake)		1,112
10-Feb-10	С	Affiliated Managers Group Inc	Pantheon Ventures Limited	Russell Investments	775
16-Apr-10	С	QBE Insurance Group Limited	NAU Country Insurance Company	Lightyear Capital LLC	565
02-Mar-10	С	Canadian Imperial Bank of Commerce; Goshen Investments LLC; The Bermuda Government Pension Funds; The Carlyle Group LLC; and Wellcome Trust Limited	Bank of NT Butterfield & Son Limited (82.50% stake)		550
29-Jan-10	Р	Citigroup Inc	LQ Inversiones Financieras SA (8.52% stake)	Quinenco SA	534
29-Apr-10	Р	Ford Financial Fund LP	Pacific Capital Bancorp (undisclosed economic interest)		500

## M&A SPLIT BY DEAL SIZE

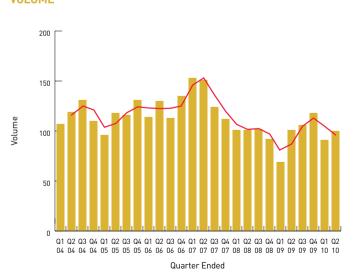




## **QUARTERLY M&A ACTIVITY**



## **VOLUME**



Based on announced deals, excluding those that lapsed or were withdrawn, where the dominant industry of the target is the Financial Services sector. Geographic region is determined with reference to the dominant location of the target.

 Moving average trend line

## FINANCIAL ADVISORS

#### **TOP 20 - RANKED BY VALUE**

#### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals	H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
2	1	Bank of America Merrill Lynch	25,831	13	4	1	Sandler O'Neill & Partners	1,524	16
7	2	Credit Suisse	19,849	10	9	2	Keefe, Bruyette & Woods	421	15
9	3	Goldman Sachs	19,682	5	2	3	Bank of America Merrill Lynch	25,831	13
3	4	Barclays Capital	19,410	7	12	4	Credit Suisse	19,849	10
1	5	Citigroup	17,231	5	1	5	Morgan Stanley	12,852	9
6	6	Deutsche Bank	15,966	4	20	6	Barclays Capital	19,410	7
11	7=	Blackstone Group Holdings	15,544	1	3	7	UBS Investment Bank	1,110	7
-	7=	HSBC Bank	15,544	1	51	8	TD Securities	263	7
4	9	Morgan Stanley	12,852	9	14	9	JPMorgan	5,333	6
18	10	JPMorgan	5,333	6	10	10	Stifel, Nicolaus & Company	432	6
-	11	Santander Global Banking and Markets	2,500	1	8	11	Macquarie Group	389	6
8	12	Perella Weinberg Partners	1,931	2	6	12	Goldman Sachs	19,682	5
-	13	Moelis & Company	1,701	1	7	13	Citigroup	17,231	5
19	14	Sandler O'Neill & Partners	1,524	16	52	14	Rothschild	606	5
-	15=	Tegris	1,457	1	11	15	Deutsche Bank	15,966	4
-	15=	Violy & Company	1,457	1	5	16	Lazard	867	4
36	17	KPMG	1,190	3	22	17	Houlihan Lokey	411	4
10	18	UBS Investment Bank	1,110	7	16	18	KPMG	1,190	3
5	19	Lazard	867	4	-	19	CIBC World Markets	588	3
38	20	Royal Bank of Scotland Group	867	1	-	20	Hovde Financial	-	3

The financial advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010, excluding lapsed and withdrawn deals. The tables are based on advice to a North American bidder, target or vendor and cover the Financial Services sector.

### LEGAL ADVISORS

#### **TOP 20 - RANKED BY VALUE**

#### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals	H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
3	1	Simpson Thacher & Bartlett	56,077	14	2	1	Sullivan & Cromwell	54,573	16
2	2	Cleary Gottlieb Steen & Hamilton	55,359	7	14	2	Simpson Thacher & Bartlett	56,077	14
4	3	Sullivan & Cromwell	54,573	16	7	3	Dewey & LeBoeuf	21,483	12
41	4	Weil Gotshal & Manges	52,805	7	1	4	Skadden Arps Slate Meagher & Flom	2,581	11
5	5	Davis Polk & Wardwell	43,750	8	22	5	Davis Polk & Wardwell	43,750	8
43	6	Debevoise & Plimpton	38,167	4	13	6	Cleary Gottlieb Steen & Hamilton	55,359	7
61	7	Norton Rose	35,500	2	17	7	Weil Gotshal & Manges	52,805	7
6	8=	Cravath Swaine & Moore	35,500	1	6	8	Wachtell, Lipton, Rosen & Katz	4,984	7
-	8=	Herbert Smith/Gleiss Lutz/Stibbe	35,500	1	20	9	Allen & Overy	1,854	7
47	8=	Slaughter and May	35,500	1	34	10	Kilpatrick Stockton	208	7
32	11	Dewey & LeBoeuf	21,483	12	32	11	Bracewell & Giuliani	-	6
103	12	Alston & Bird	15,816	4	29	12	Blake, Cassels & Graydon	2,475	5
23	13	Nishimura & Asahi	15,694	3	48	13	Jones Day	2,398	5
191	14	White & Case	15,601	3	16	14	Freshfields Bruckhaus Deringer	1,580	5
149	15=	CMS	15,544	1	111	15	Torys	1,440	5
-	15=	Uria Menendez	15,544	1	21	16	Bryan Cave	325	5
7	17	Wachtell, Lipton, Rosen & Katz	4,984	7	9	17	Debevoise & Plimpton	38,167	4
94	18	Shearman & Sterling	3,341	3	57	18	Alston & Bird	15,816	4
1	19	Skadden Arps Slate Meagher & Flom	2,581	11	19	19	Paul Weiss Rifkind Wharton & Garrison	1,809	4
13	20	Linklaters	2,560	3	45	20	Stikeman Elliott	385	4

The legal advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010 and include lapsed and withdrawn deals. The tables are based on advice to a North American bidder, target or vendor and cover the Financial Services sector.



# Industrial deals proliferate while double dip specter looms.

The first half of 2010 saw deal activity pick up among industrial companies, in addition to the return of the leveraged buyout.

The current M&A environment remains "modestly optimistic" but the prospect of a double-dip recession in 2011 may push companies into selling in the second half of 2010 before their window of opportunity snaps shut again.

#### **STRONG CHEMICALS**

Dealmaking in chemicals looks strong, with one banker saying in late July that at least 25 companies were for sale. Among the chemical deals expected in the second half of 2010 are: Eastman Chemical's sale of its PET business; Ashland's sale of its US\$3bn distribution arm; and the IPO or sale of Arizona Chemical. Others, such as A Schulmann, PolyOne, and Clariant, are looking at bolt-on buys as they move away from commodity chemicals to higher margin niche products.

In the construction sector, consolidation has been afoot and is expected to continue. The first half saw plenty of distressed transactions among building product distribution companies with Gores Group-backed Stock Building Supply buying companies out of bankruptcy, and US LBM and ABC Supply also buying. In the second half of 2010, some notable building products manufacturers are also expected to sell: Associated Materials has hired Deutsche Bank for a sale process, while Euramax filed to go public in July.

#### **PRIVATE EQUITY EXITS**

Many of those transactions highlight the fact that private equity is looking to unload some of their long-held investments. Euramax, Associated Materials and Arizona Chemical are all backed by private equity. But private equity firms are also sitting on a US\$500bn mountain of capital they want to deploy after a two-year

drought. That cash can be levered up to do deals worth US\$1.3tn — more than the Chinese stock market. Many have started using that cash. The LBO, left for dead during the downturn, came back with a bang in April with Cerberus Capital Management's US\$1.4bn buyout of defense firm Dyncorp.

#### **DEFENSE SET FOR FRENZY**

The defense sector is one area set for a frenzy of dealmaking over the next six months as larger companies evaluate their portfolios in an effort to improve margins or comply with tougher conflict of interest rules. In June, Lockheed Martin announced plans to divest two units under its Information Systems & Global Services (IS&GS) division. One of those—the Enterprise Integration Group (EIG)—is being sold because of worries over federal Organizational Conflicts of Interest regulations. In the face of budget cuts for marine operations in the US and Europe, Northrop Grumman in July announced it is exploring strategic alternatives for its shiphuilding business.

Deals like these are expected to continue. Another driver in the defense market will be the major military need for unmanned aerial vehicles (UAVs), making small to mid-size companies in the sector very attractive. One source called it one of the hottest sectors in defense right now, with companies potentially looking to sell over the last six months of the year.

New fuel-economy and emissions targets for cars and trucks will also spur consolidation among distressed automotive companies and freight forwarders that don't have the capital to meet the new environmental regulations.

Vessel shippers are cutting back on bringing chassis to the ports, which truckers use to load freight. Many smaller intermodal carriers won't be able to bear the extra cost of buying or bringing their own chassis to the docks and be forced to consolidate.

#### STILL A SELLER'S MARKET

Several corporate buyers emerged with big cash hoards looking to make strategic acquisitions in the early half of 2010, but they are much more discerning than ever before, said bankers. Nonetheless, this is still regarded as a seller's market—buyers are being forced to value companies based on "normalized earnings", that is, adjusted to remove the negative impact of the economic recession. Bankers say hundreds of companies are being marketed at the moment.

Yet there are warning signs—persistently high unemployment, the faltering stock market, the expiration of Bush's temporary tax cuts at the end of 2010, spluttering car and home sales—that indicate things may turn sour again in 2011 Bill Ridenour, president of Polymer Transaction Advisors, says that many companies that came through the economic downturn of 2007-9 are thinking about the risks of a double dip recession and are hunkering down again. "Some of those that survived the recession are out of the emergency room, but they could suffer a relanse"

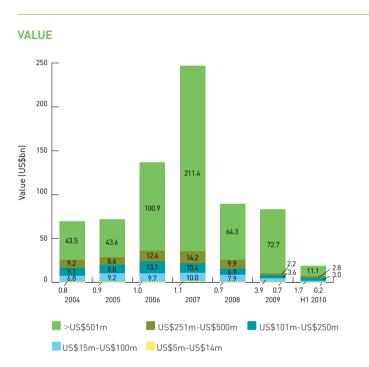
by Mark Andress, Amanda Levin, Richard Tekneci and Sam Weisberg

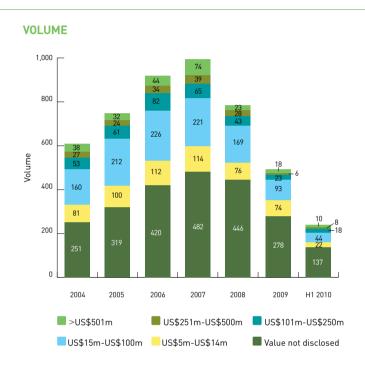
"Another driver in the defense market will be the major military need for unmanned aerial vehicles (UAVs), making small to midsize companies in the sector very attractive."

TOP 15 ANNOUNCED DEALS FOR YEAR ENDING JUNE 30, 2010

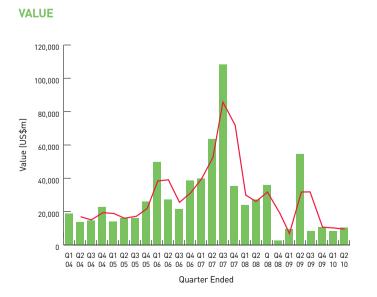
Announced date	Status	Bidder company	Target company	Vendor company	Deal value US\$(m)
15-Feb-10	L	Yara International ASA	Terra Industries Inc		4,204
18-Jan-10	С	Tyco International Ltd	Brink's Home Security Holdings Inc		1,836
28-Mar-10	С	Zhejiang Geely Holding Group Company Limited	Volvo Cars Corporation	Ford Motor Company	1,800
02-Mar-10	С	Bain Capital LLC	Styron Corp.	The Dow Chemical Company	1,630
30-Jun-10	Р	Gerdau SA	Gerdau Ameristeel Corporation (33.70% stake)		1,607
29-Jun-10	Р	Emerson Electric Company	Chloride Group Plc		1,548
19-May-10	Р	Honeywell International Inc	Sperian Protection SA	Essilor International SA	1,380
20-Jun-10	Р	Corn Products International Inc	National Starch & Chemical Company	Akzo Nobel NV	1,300
22-Apr-10	С	Oak Hill Capital Partners LP	The Hillman Companies Inc	Code Hennessy & Simmons LLC; and Ontario Teachers Pension Plan	956
29-Mar-10	С	Madison Dearborn Partners LLC	BWAY Holding Company		829
26-Apr-10	С	GTCR Golder Rauner LLC	Protection One Inc		826
01-Jun-10	С	Progress Rail Services Inc	Electro-Motive Diesel Inc	Berkshire Partners LLC; and Greenbriar Equity Group LLC	820
29-Apr-10	Р	GrafTech International Limited	C/G Electrodes LLC; and Seadrift Coke LP [81.10% stake]		692
21-Jun-10	Р	ITT Corporation	Godwin Pumps of America Inc		585
10-May-10	Р	Comtech Telecommunications Corp	CPI International Inc		445

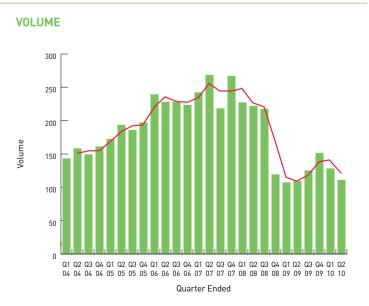
M&A SPLIT BY DEAL SIZE





## **QUARTERLY M&A ACTIVITY**





Based on announced deals, excluding those that lapsed or were withdrawn, where the dominant industry of the target is the Industrials, Chemicals & Engineering sector. Geographic region is determined with reference to the dominant location of the target.

 Moving average trend line

### FINANCIAL ADVISORS

#### TOP 20 - RANKED BY VALUE

#### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals	H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
16	1	JPMorgan	10,202	12	6	1	Lincoln International	300	13
18	2	Citigroup	5,675	6	9	2	JPMorgan	10,202	12
1	3	Morgan Stanley	5,427	6	3	3	Lazard	3,624	12
13	4	Barclays Capital	4,933	6	15	4	Credit Suisse	2,250	9
5	5	Rothschild	4,747	8	8	5	PricewaterhouseCoopers	309	9
25	6	Deutsche Bank	4,438	6	1	6	Rothschild	4,747	8
6	7	Lazard	3,624	12	21	7	Goldman Sachs	2,149	7
8	8	Credit Suisse	2,250	9	22	8	Citigroup	5,675	6
15	9	Goldman Sachs	2,149	7	13	9	Morgan Stanley	5,427	6
81	10	Moelis & Company	2,075	2	20	10	Barclays Capital	4,933	6
3	11	Blackstone Group Holdings	1,980	2	37	11	Deutsche Bank	4,438	6
10	12	HSBC Bank	1,959	3	23	12	Harris Williams & Co	192	6
7	13	KPMG	1,902	5	5	13	KPMG	1,902	5
11	14	RBC Capital Markets	1,844	2	45	14	Jefferies & Company	899	5
12	15	Greenhill & Co	1,629	2	4	15	UBS Investment Bank	771	5
-	16	Investec	1,548	1	63	16	BB&T Capital Markets	247	5
-	17	Credit Agricole CIB	1,380	1	48	17	Imperial Capital	250	4
35	18	Jefferies & Company	899	5	7	18	Deloitte	63	4
-	19	Morgan Keegan & Company	857	2	19	19	HSBC Bank	1,959	3
19	20	Bank of America Merrill Lynch	829	1	43	20	W.Y. Campbell & Company	310	3

The financial advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010, excluding lapsed and withdrawn deals. The tables are based on advice to a North American bidder, target or vendor and cover the following sectors: Automotive; Chemicals & Materials; Industrials – electronics; automation and products and services; and Manufacturing – other.

#### LEGAL ADVISORS

#### **TOP 20 - RANKED BY VALUE**

#### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals	H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
32	1	Kirkland & Ellis	7,097	16	1	1	Jones Day	118	17
40	2	Latham & Watkins	6,528	11	2	2	Kirkland & Ellis	7,097	16
16	3	Freshfields Bruckhaus Deringer	6,454	9	10	3	Latham & Watkins	6,528	11
37	4	Simpson Thacher & Bartlett	5,182	6	7	4	Skadden Arps Slate Meagher & Flom	3,768	11
12	5	Davies Ward Phillips & Vineberg	4,441	2	50	5	Freshfields Bruckhaus Deringer	6,454	9
-	6	Wikborg Rein & Co	4,221	2	13	6	Mayer Brown	3,260	9
-	7	Thommessen	4,204	1	16	7	K&L Gates	188	9
8	8	Shearman & Sterling	3,979	6	3	8	Baker & McKenzie	168	9
10	9	Skadden Arps Slate Meagher & Flom	3,768	11	5	9	DLA Piper	111	7
28	10	Mayer Brown	3,260	9	25	10	Simpson Thacher & Bartlett	5,182	6
13	11	Blake, Cassels & Graydon	2,955	4	6	11	Shearman & Sterling	3,979	6
14	12	Torys	2,830	5	45	12	CMS	64	6
26	13	Cleary Gottlieb Steen & Hamilton	2,459	4	33	13	Torys	2,830	5
-	14	Davis Polk & Wardwell	2,294	5	-	14	Davis Polk & Wardwell	2,294	5
33	15	Linklaters	2,239	5	14	15	Linklaters	2,239	5
-	16	Debevoise & Plimpton	2,188	4	53	16	Allen & Overy	1,691	5
-	17	Lenz & Staehelin	2,001	2	119	17	Sidley Austin	1,655	5
142	18	Ashurst	1,933	3	51	18	Sullivan & Cromwell	1,640	5
54	19	Loyens & Loeff	1,910	2	9	19	Clifford Chance	665	5
55	20	Slaughter and May	1,907	4	46	20	Herbert Smith/Gleiss Lutz/Stibbe	16	5

The legal advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010 and include lapsed and withdrawn deals. The tables are based on advice to a North American bidder, target or vendor and cover the following sectors: Automotive; Chemicals & Materials; Industrials – electronics; automation and products and services; and Manufacturing – other.



# Capital is king as energy producers reposition on land and at sea.

International oil conglomerates, resourcehungry Asian companies and private equity firms looking to participate in the resilient US energy industry are expected to invest heavily this year in oil and gas assets – an investment the sector needs. Horizontal fracturing technology requires capital; offshore spill liabilities are expensive; regulatory delays can burn cash; wind and solar farm construction requires financing.

On top on everyone's mind is the fate of the offshore drilling industry in the wake of the BP oil spill. While deals won't materialize until the Obama administration's drilling ban is lifted and more clarity on regulations is given, offshore drilling has not stopped for good and neither has M&A.

Consolidation is expected to occur in the midto long-term as new regulatory burdens and added safety requirements drive economies of scale higher. Companies may choose to move onshore in the near term, especially to the shales. Small offshore companies will need to bulk up, and could try to minimize their offshore exposure by looking for buyers or sources of capital. At the very least, they could sell working interests in their wells, says Lance Gilliland, Managing Director at Tudor Pickering Holt.

When it comes to developing the US shales, there's a lot of opportunity, especially in the Marcellus, says Bill Marko, Managing Director at Jefferies. The "tremendous" amount of capital required to develop tens of millions of shale acres will drive domestic and internationa majors, private equity, and Asian players to invest in the shales through M&A or joint ventures. Smaller companies, in need of new technologies and economies of scale, may get snapped up by companies able to run huge capital programs and dozens of rigs, he adds.

#### **RENEWABLE ENERGY**

Much of the fate of the renewable sector hangs on potential government initiatives such as a carbon tax, feed-in tariffs and the uncertain extension of stimulus dollars. Until then, renewable energy projects will struggle to obtain financing in the conservative economic climate. A number of solar energy companies have pulled IPOs this year. Weak natural gas prices also have scuttled many buyers' interest in capital-heavy wind assets, notes Daniel Brown, Associate in Utilities and Alternative Energy at Keybanc Capital Markets.

One bright spot on the renewable front may be in the utilities arena. "Increased presence of environmental regulation will also be a catalyst in utility M&A," says Brian Tate, Managing Director and Head of Power & Utilities at Wells Fargo Securities. "We expect to see renewable focused acquisitions as utility companies work towards their renewable portfolio standards."

#### UTILITIES

Rumors and speculation involving nearly every big name in utilities have been rampant following this year's utilities deals. "The utility M&A market is likely to gain further momentum in the coming year due to several factors, including the increased quality of industry players' balance sheets and their improved access to the capital markets," Tate says.

Regulators could be an impediment to deals, as they have been in the past. "To the extent that regulators are open to consolidation, you'll see [companies] out there with appetite," notes Keybanc's Brown.

### **OILFIELD SERVICES**

Oilfield services M&A tends to be driven by opportunistic reshuffling of businesses instead of macro trends, says Tudor Pickering's Gilliland. Large players will continue to look for proprietary technology, and consolidation should occur at a steady pace. "Anything directed toward shale" will be attractive as onshore activity is poised to come back, says Paul Moorman, Managing Director at Southwest Securities.

#### MINING

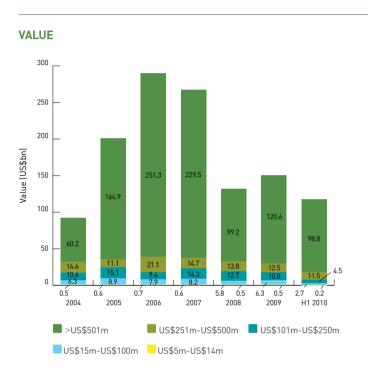
In mining, fears of a double dip continue to cause uncertainty in the precious metals space. Many in the sector are holding their breaths to see if gold will gain on fears of a downward spiraling economy or if it has reached its peak, foreshadowing the bursting of the proverbial bubble. In base metals, demand from Asia continues to drive the market. Canadian, African, and South American companies with large base metal deposits, specifically copper, molybdenum and iron ore, continue to see acquisition and partnering proposals from Asia, China in particular. While more deals like China Railway Construction and Tongling Nonferrous Metals joint acquisition of Corriente Resources in 2009 for US\$549m are expected, partnerships and off-take agreements in return for funding are likely to be more numerous.

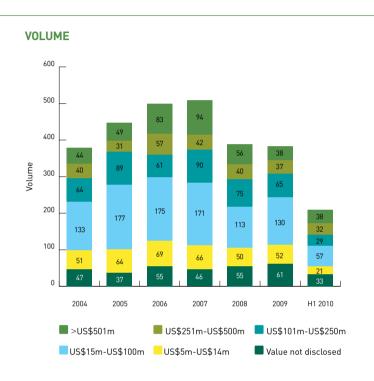
"Smaller companies, in need of new technologies and economies of scale, may get snapped up by companies able to run huge capital programs."

# TOP 15 ANNOUNCED DEALS FOR YEAR ENDING JUNE 30, 2010

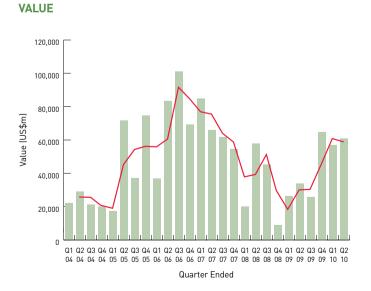
Announced date	Status	Bidder company	Target company	Vendor company	Deal value US\$(m)
21-Feb-10	Р	Schlumberger Limited	Smith International Inc		12,198
19-Jan-10	С	Williams Partners LP	The Williams Companies Inc (certain gas pipeline and domestic midstream businesses)	The Williams Companies Inc	11,750
11-Feb-10	Р	FirstEnergy Corp	Allegheny Energy Inc		8,960
28-Apr-10	Р	PPL Corporation	E.ON US LLC	E.ON AG	7,625
11-Mar-10	Р	BP ptc	Devon Energy Corporation (Assets in the deepwater Gulf of Mexico, Brazil and Azerbaijan)	Devon Energy Corporation	7,000
14-Jun-10	С	Questar Corporation (Shareholders)	QEP Resources Inc	Questar Corporation	6,438
28-May-10	Р	Royal Dutch Shell Plc	East Resources Inc	Kohlberg Kravis Roberts & Co	4,700
12-Apr-10	С	Sinopec International Petroleum Exploration and Production Corporation	Syncrude Canada Ltd (9.03% stake)	ConocoPhillips Company	4,650
15-Apr-10	Р	Apache Corporation	Mariner Energy Inc		3,917
15-Mar-10	С	Consol Energy Inc	Dominion Resources (Appalachian E&P business)	Dominion Resources Inc	3,475
11-Jun-10	Р	Buckeye Partners LP	Buckeye GP Holdings L.P	ArcLight Capital Partners LLC; and Kelso & Company	2,774
28-Jun-10	С	Noble Corp	FDR Holdings Limited	Riverstone Holdings LLC; and The Carlyle Group LLC	2,160
11-Apr-10	Р	RRI Energy Inc	Mirant Corporation		2,088
20-Jan-10	L	Hydro Quebec International Inc	NB Power [7 hydroelectric facilities and 2 diesel peaking units]	NB Power	1,752
21-Apr-10	С	Calpine Corporation	Conectiv Energy (power generation assets)	Pepco Holdings Inc	1,630

M&A SPLIT BY DEAL SIZE





## **QUARTERLY M&A ACTIVITY**





Quarter Ended

**VOLUME** 

Based on announced deals, excluding those that lapsed or were withdrawn, where the dominant industry of the target is the Energy sector. Geographic region is determined with reference to the dominant location of the target.

 Moving average trend line

## FINANCIAL ADVISORS

#### **TOP 20 - RANKED BY VALUE**

#### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals	H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
10	1	Goldman Sachs	40,312	12	5	1	Credit Suisse	28,466	16
4	2	Deutsche Bank	28,775	12	2	2	RBC Capital Markets	3,750	15
5	3	Credit Suisse	28,466	16	67	3	TD Securities	4,298	13
6	4	Barclays Capital	23,507	10	6	4	Goldman Sachs	40,312	12
26	5	Tudor, Pickering, Holt & Co	21,877	8	8	5	Deutsche Bank	28,775	12
2	6	Morgan Stanley	15,349	10	9	6	BMO Capital Markets	4,940	12
7	7	UBS Investment Bank	15,167	8	7	7	CIBC World Markets	4,551	12
11	8	Citigroup	14,236	6	19	8	GMP Securities	1,935	11
14	9	JPMorgan	14,221	9	18	9	Barclays Capital	23,507	10
17	10	Bank of America Merrill Lynch	14,111	8	1	10	Morgan Stanley	15,349	10
13	11	Scotia Capital	9,729	7	15	11	JPMorgan	14,221	9
38	12	Blackstone Group Holdings	7,625	1	14	12	FirstEnergy Capital	3,346	9
24	13	Jefferies & Company	5,839	4	10	13	Macquarie Group	2,509	9
40	14	Stifel, Nicolaus & Company	5,400	4	37	14	Tudor, Pickering, Holt & Co	21,877	8
15	15	BMO Capital Markets	4,940	12	4	15	UBS Investment Bank	15,167	8
3	16	CIBC World Markets	4,551	12	22	16	Bank of America Merrill Lynch	14,111	8
67	17	TD Securities	4,298	13	3	17	Scotia Capital	9,729	7
-	18	SunTrust Robinson Humphrey Capital Markets	3,762	2	16	18	National Bank Financial	1,639	7
1	19	RBC Capital Markets	3,750	15	-	19	Paradigm Capital	698	7
18	20	FirstEnergy Capital	3,346	9	11	20	Peters & Co	510	7

The financial advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010, excluding lapsed and withdrawn deals. The tables are based on advice to a North American bidder, target or vendor and are based on the following sectors: Energy, Mining, and Utilities – other:

### **LEGAL ADVISORS**

### **TOP 20 - RANKED BY VALUE**

#### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals	H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
13	1	Baker Botts	41,937	17	2	1	Vinson & Elkins	25,785	18
14	2	Latham & Watkins	35,712	14	18	2	Baker Botts	41,937	17
6	3	Vinson & Elkins	25,785	18	24	3	Latham & Watkins	35,712	14
11	4	Skadden Arps Slate Meagher & Flom	24,515	10	1	4	Blake, Cassels & Graydon	20,649	14
2	5	Blake, Cassels & Graydon	20,649	14	4	5	McCarthy Tetrault	4,417	14
25	6	Wachtell, Lipton, Rosen & Katz	19,065	5	9	6	Osler, Hoskin & Harcourt	9,443	12
100	7	Simpson Thacher & Bartlett	17,331	8	42	7	Fulbright and Jaworski	1,563	11
46	8	Akin Gump Strauss Hauer & Feld	15,077	9	15	8	Skadden Arps Slate Meagher & Flom	24,515	10
40	9	Bracewell & Giuliani	13,464	7	28	9	Akin Gump Strauss Hauer & Feld	15,077	9
-	10	O'Melveny & Myers	12,778	3	3	10	Burnet Duckworth & Palmer	3,761	9
-	11	Gibson Dunn & Crutcher	11,750	1	7	11	Stikeman Elliott	1,836	9
20	12	Dewey & LeBoeuf	11,519	5	105	12	Simpson Thacher & Bartlett	17,331	8
27	13	Sullivan & Cromwell	9,479	4	6	13	Fasken Martineau	2,303	8
7	14	Osler, Hoskin & Harcourt	9,443	12	26	14	Bracewell & Giuliani	13,464	7
36	15	Baker & McKenzie	7,936	4	36	15	Alston & Bird	6,947	6
10	16	Fraser Milner Casgrain	7,882	4	16	16	Andrews Kurth	5,619	6
30	17	K&L Gates	7,625	2	14	17	Borden Ladner Gervais	786	6
34	18	Linklaters	7,450	2	11	18	Dorsey & Whitney	212	6
-	19	Barbosa, Mussnich & Aragao	7,000	1	47	19	Wachtell, Lipton, Rosen & Katz	19,065	5
16	20	Alston & Bird	6,947	6	13	20	Dewey & LeBoeuf	11,519	5

The legal advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010 and include lapsed and withdrawn deals. The tables are based on advice to a North American bidder, target or vendor and are based on the following sectors: Energy, Mining, and Utilities – other.



Consumer M&A is on the rebound, and may rise further in the second half of the year as would-be buyers regain confidence from the steadying economy.

Recession resistant sectors such as food, beverages and pet products will remain M&A hot spots, bankers say. But as the economy improves, they believe that a wider range of sectors will attract interested buyers and sellers

One deal rumor that keeps resurfacing is a possible bid by Nestle to purchase General Mills. Mead Johnson also remains a logical target for Nestle, as well as Groupe Danone and Unilever. Speculation about a Mead Johnson deal has been around since the company's separation from Bristol-Myers in late 2009, and most dealmakers expect a bidding war in the next six to 12 months.

International players also may tap the US for beer brands, with Japan-based beer and soft drink company Sapporo recently expressing interest in acquiring premium beer companies local to the states.

Expect more deals in pet food, pet accessories and pet nutritional supplements, with some valuations north of 10x EBITDA reflecting the sector's growth potential. For instance, Procter & Gamble in May made a complementary addition to its pet food segment when it acquired Natura Pet Products for an undisclosed sum

Major apparel makers VF Corporation and Kellwood have expressed a desire to return to the market this year as acquirers. Phillips-Van Heusen in March agreed to purchase Tommy Hilfiger for US\$3bn, and remains on the hunt for buys.

Although consumer deals are on the rise, industry valuations will not mirror 2007, when companies sold at historic premiums, warns one banker. Consumers themselves still have obstacles in their spending path, the banker pointed out, with unemployment and access to personal credit hindering factors.

#### Private equity deals take the spotlight

After a two-year hiatus, the consumer sector has once again become a popular place for private equity exits. That trend will continue in the next six months or longer if the debt markets remain open. Lenders are willing to lend, but the gap between buyer and seller expectations remains a threat to deals in the second half of the year.

The consumer deal environment, particularly in food, is so robust that private equity firms are expected to exit or attempt to exit almost every single food holding older than two years. For instance, Pinnacle Foods, the New Jersey-based food company owned by the Blackstone Group, is likely to go public within the next year one banker says.

### Restaurants make a comeback

During the recession, private equity firms felt compelled to hold onto their restaurant investments, says Paul Huffman, a managing director with Hadley Partners. But as the recession eases, a number of funds will start to prune restaurants from their portfolios.

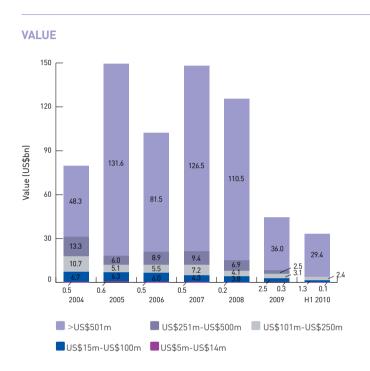
In a turning point for the slumping industry, officially classified as the Leisure sector by mergermarket, CKE Restaurants in April sold to Apollo Management for US\$1bn after previously receiving a US\$919m offer from Thomas H. Lee Partners (THL). The same month, US-based Lee Equity Partners LLC, founded by THL-founder Thomas H. Lee, acquired pizza chain Papa Murphy's from Charlesbank Capital Partners for an undisclosed consideration. Papa Murphy's reportedly sold for 10x EBITDA, and has been a banner deal this year due to its high valuation.

The bulk of activity during the latter half of the year will likely be between private equity firms and privately-held companies, or public companies going private. Strategic buyers, focused on improving their core operations, are unlikely to return to the market by the end of the year "The bulk of activity during the latter half of the year will likely be between private equity firms and privately-held companies, or public companies going private. Strategic buyers, focused on improving their core operations, are unlikely to return to the market by the end of the year."

# TOP 15 ANNOUNCED DEALS FOR YEAR ENDING JUNE 30, 2010

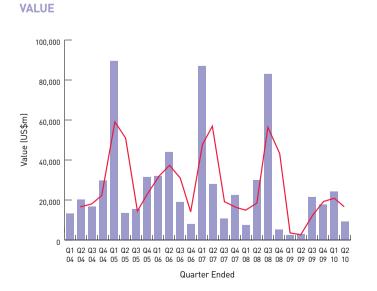
Announced date	Status	Bidder company	Target company	Vendor company	Deal value US\$(m)
25-Feb-10	Р	The Coca-Cola Company	Coca-Cola Enterprises Inc (North American operations)	Coca-Cola Enterprises Inc	12,280
05-Jan-10	С	Nestle SA	Kraft Foods (frozen pizza business)	Kraft Foods Inc	3,700
15-Mar-10	С	Phillips-Van Heusen Corporation	Tommy Hilfiger Corporation	Apax Partners LLP	3,009
02-Jun-10	Р	Alimentation Couche Tard Inc	Casey's General Stores Inc		1,900
14-Jan-10	С	Shiseido Company Limited	Bare Escentuals Inc		1,740
21-May-10	С	GS Capital Partners	Michael Foods Inc	Thomas H Lee Partners LP	1,700
14-Jun-10	Р	Marfrig Alimentos SA	Keystone Foods LLC	Lindsay Goldberg & Bessemer LP	1,260
24-Feb-10	С	Philip Morris Fortune Tobacco Co Inc	Fortune Tobacco Corporation (Selected Assets And Liabilities); and Philip Morris Philippines Manufacturing Inc (Selected Assets And Liabilities)	Fortune Tobacco Corporation; and Philip Morris Philippines Manufacturing Inc (subsidiary of Philip Morris International Inc)	1,170
21-Jun-10	С	Ralcorp Holdings Inc	American Italian Pasta Co		1,162
17-Feb-10	С	Walgreen Co	Duane Reade Inc	Oak Hill Capital Partners LP	1,075
08-Jun-10	С	Aryzta AG	Fresh Start Bakeries Inc	Lindsay Goldberg & Bessemer LP	900
22-Mar-10	Р	Bottling Holdings (Luxembourg) Sarl (subsidiary of Coca-Cola Enterprises Inc)	Coca-Cola Drikker AS; and Coca-Cola Drycker Sverige AB	The Coca-Cola Company	822
23-Mar-10	С	Perrigo Company	PBM Holdings Inc		808
09-Feb-10	С	Spectrum Brands Inc	Russell Hobbs Limited		675
25-Feb-10	С	Diamond Foods Inc	Kettle Foods Inc	Lion Capital LLP	615

# M&A SPLIT BY DEAL SIZE

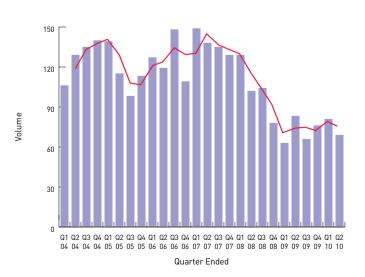




## **QUARTERLY M&A ACTIVITY**



#### **VOLUME**



Based on announced deals, excluding those that lapsed or were withdrawn, where the dominant industry of the target is the Consumer sector. Geographic region is determined with reference to the dominant location of the target.

 Moving average trend line

## FINANCIAL ADVISORS

## **TOP 20 - RANKED BY VALUE**

## **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals	H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
7	1	Goldman Sachs	22,992	15	5	1	Goldman Sachs	22,992	15
48	2	Credit Suisse	20,537	11	48	2	Credit Suisse	20,537	11
4	3	Lazard	16,802	6	2	3	Rothschild	3,899	10
-	4	Allen & Company	13,272	3	54	4	KPMG	809	7
-	5	Greenhill & Co	13,102	2	9	5	Lazard	16,802	6
13	6	Bank of America Merrill Lynch	7,857	6	12	6	Bank of America Merrill Lynch	7,857	6
10	7	Citigroup	7,687	4	-	7	Barclays Capital	5,043	6
-	8	Barclays Capital	5,043	6	21	8	Citigroup	7,687	4
14	9	Peter J Solomon Company	4,184	3	1	9	Houlihan Lokey	3,874	4
8	10	Rothschild	3,899	10	11	10	Morgan Stanley	3,405	4
24	11	Houlihan Lokey	3,874	4	-	11	Allen & Company	13,272	3
-	12=	Blackstone Group Holdings	3,700	2	13	12	Peter J Solomon Company	4,184	3
-	12=	Centerview Partners	3,700	2	8	13	Deutsche Bank	3,209	3
6	14	Morgan Stanley	3,405	4	59	14	PricewaterhouseCoopers	1,475	3
3	15	Deutsche Bank	3,209	3	-	15	Quayle Munro Holdings	919	3
-	16	RBC Capital Markets	3,107	2	14	16	Rabobank	510	3
1	17	JPMorgan	2,068	2	22	17	HSBC Bank	481	3
2	18	Nomura Holdings	1,506	1	-	18	Deloitte	445	3
59	19	PricewaterhouseCoopers	1,475	3	49	19	Ernst & Young	211	3
32	20	Evercore Partners	1,162	1	-	20	BMO Capital Markets	180	3

The financial advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010, excluding lapsed and withdrawn deals. The tables are based on advice to a North American bidder, target or vendor and are based on the following sectors: Consumer-retail, food and other.

## LEGAL ADVISORS

#### **TOP 20 - RANKED BY VALUE**

#### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals	H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
33	1	Dewey & LeBoeuf	19,717	5	27	1	DLA Piper	2,121	11
30	2	Wachtell, Lipton, Rosen & Katz	16,564	5	4	2	Weil Gotshal & Manges	5,724	9
13	3	Skadden Arps Slate Meagher & Flom	15,610	5	6	3	Kirkland & Ellis	1,761	7
-	4=	Cahill Gordon & Reindel	13,102	2	1	4	Jones Day	1,297	7
-	4=	McKenna Long & Aldridge	13,102	2	33	5	Cravath Swaine & Moore	6,745	6
23	5	Cleary Gottlieb Steen & Hamilton	12,725	3	35	6	Dewey & LeBoeuf	19,717	5
47	7	Stikeman Elliott	12,493	5	68	7	Wachtell, Lipton, Rosen & Katz	16,564	5
101	8	White & Case	12,280	3	3	8	Skadden Arps Slate Meagher & Flom	15,610	5
-	9	Covington & Burling	12,280	1	22	9	Stikeman Elliott	12,493	5
24	10	Cravath Swaine & Moore	6,745	6	9	10	Blake, Cassels & Graydon	4,834	5
32	11	Weil Gotshal & Manges	5,724	9	58	11	Simpson Thacher & Bartlett	5,323	4
10	12	Simpson Thacher & Bartlett	5,323	4	124	12	Gibson Dunn & Crutcher	3,640	4
11	13	Latham & Watkins	5,246	3	41	13	Paul Weiss Rifkind Wharton & Garrison	2,000	4
63	14	Blake, Cassels & Graydon	4,834	5	-	14	Shearman & Sterling	1,974	4
36	15	Willkie Farr & Gallagher	4,084	2	140	15	Clifford Chance	1,475	4
-	16	Homburger	3,700	1	61	16	Allen & Overy	615	4
119	17	Gibson Dunn & Crutcher	3,640	4	64	17	Cleary Gottlieb Steen & Hamilton	12,725	3
20	18	Herbert Smith/Gleiss Lutz/Stibbe	3,166	3	14	18	White & Case	12,280	3
-	19	De Brauw Blackstone Westbroek	3,009	1	2	19	Latham & Watkins	5,246	3
5	20	DLA Piper	2,121	11	31	20	Herbert Smith/Gleiss Lutz/Stibbe	3,166	3

The legal advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010 and include lapsed and withdrawn deals. The tables are based on advice to a North American bidder, target or vendor and are based on the following sectors: Consumer-retail, food and other.



Technology companies, cash rich and unconstrained by the fluctuating credit markets, have outpaced most other industries in their zeal for cutting deals this year.

And if the humming rumor mill is anything to go by, the latter half of the year could be even busier as smaller companies hire banks and larger buyers look to acquire in hot areas like mobile, security and cloud technologies.

But even with all the pent up dealmaking pressures, buyers are likely to stick to small targets because of lingering uncertainty around the economy according to a corporate development executive at a large software company.

At least one large Internet company has ramped up its search for acquisitions over the past six months, and will be seeking smaller tuck-ins with expertise in mobile and localized technology, another executive says. "Mobile is broadly recognized as a crucial element now."

Expect small buys to dominate the general TMT landscape, though a few larger deals such as the acquisition of movie rental business Netflix would not be a surprise, the executive says. The transition to digital movie distribution could put Netflix in a position where an offer from a large media company such as Disney is more attractive than competing alone against multiple media giants. Amazon or Apple could also be interested in Netflix's customer base, he adds.

While there is much talk of the likely takeout or IPO of highly profitable fast growth companies Zynga and Facebook, these companies appear to be in no rush to exit and buyers are in no hurry to pay the price for them, the executive notes

Meanwhile, the telecom market is teeming with activity as investors in private companies take advantage of favorable pricing in fiber, cable and data centers to exit longstanding positions, say sector bankers. Intellifiber, Fibertech, Onelink Communications, Hargray, KDL, Peak 10, Alpheus Communications and 365 Main all launched auctions this year, according to mergermarket reports.

The majority of the telecom auctions should conclude with a successful deal by the second half of 2010, speculates one sector executive. "A lot of investors are fatigued. The companies are pressured to sell. And the space is generating private equity interest because of a thesis that more capital will materially increase EBITDA."

High buyer interest in TMT is being driven in part by a pull back in internal research and development, causing businesses to purchase new technologies from outside companies, says Bob Ackerman, founder of early stage investor Allegis Capital. "We have seen a lot of activity as it relates to our own portfolio."

The size of buys will increase as confidence returns to the economy, Ackerman predicts. Traditional media companies, under pressure to reinvent themselves and IT security businesses caught in an upswing in demand for online security should both be areas of high activity in coming months. he said.

In traditional media, large media conglomerates will continue to snap up fast growth companies in the new media and online space. "There's pressure on traditional media companies to recreate their businesses," explains Ackerman.

Consolidation among smaller television and radio companies seeking to gain scale also is expected to accelerate. "We are now seeing much more deal flow," says Thomas Gahan, President of Providence Equity's Capital Markets Group. "Management teams have been more positive than they were."

The need for digital security in areas such as Government, energy and ecommerce also will make this a strategic area for buyers. Traditional defense companies like Lockheed Martin are looking to remake themselves as security companies to take advantage of these trends, Ackerman says, noting that Boeing acquired Narus Networks in early July.

Balancing capital needs with investor returns is getting easier for mid-sized technology companies, which are quickly filling the IPO pipeline. More than a quarter of IPO filings in the past 12 months were by technology companies, says Renaissance Capital principle Kathleen Shelton Smith. Many more hopefuls are "percolating" in the IPO wings, waiting for certainty to return to the public markets.

Shelton Smith was optimistic about the IPO prospects of large companies such as multibillion dollar media company Nielsen, which filed in June. Investors are trying to find companies with growing cash flow to put their money to work, she says. Pre-profit companies have fewer options. "It's a really challenging time for a growth company that's not profitable."

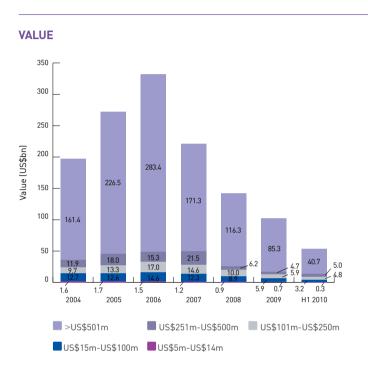
by Louise Bleakley and Sarah Cohen

"High buyer interest in TMT is being driven in part by a pull back in internal research and development, causing businesses to purchase new technologies from outside companies."

# TOP 15 ANNOUNCED DEALS FOR YEAR ENDING JUNE 30, 2010

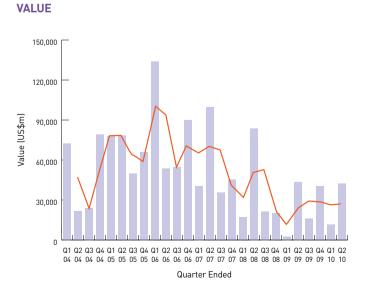
Announced date	Status	Bidder company	Target company	Vendor company	Deal value US\$(m)
22-Apr-10	Р	CenturyLink	Qwest Communications International Inc		22,153
25-Jan-10	С	KDDI Corporation	Jupiter Telecommunications Co Ltd (37.80% stake)	Liberty Global Inc	4,014
19-Feb-10	Р	Shaw Communications Inc	CanWest Global Communications Corporation (over-the-air and specialty television business)	Canwest Global Communications Corporation	1,966
21-Apr-10	С	Visa Inc	CyberSource Corporation		1,699
15-Feb-10	Р	Grupo Televisa SA de CV	Comunicaciones Nextel de Mexico SA de CV (30% stake)	NII Holdings Inc	1,440
10-Jun-10	С	TPG Capital LP	Vertafore Inc	Hellman & Friedman LLC; and JMI Equity	1,400
24-May-10	С	IBM Corporation	Sterling Commerce Inc	AT&T Inc	1,400
14-Jun-10	Р	Cablevision Systems Corporation	Bresnan Communications Inc	Comcast Corporation; Providence Equity Partners Inc; and Quadrangle Group LLC	1,365
19-May-10	Р	Symantec Corporation	VeriSign Inc (Identity and Authentication Business)	VeriSign Inc	1,280
09-Feb-10	С	Micron Technology Inc	Numonyx BV	Francisco Partners LP; Intel Corporation; and STMicroelectronics NV	1,270
19-Mar-10	Р	Icahn Enterprises LP	Lions Gate Entertainment Corp.		1,220
05-Mar-10	Р	ABRY Partners LLC	RCN Corporation		1,177
09-Jun-10	Р	Allscripts-Misys Healthcare Solutions Inc	Eclipsys Corporation		1,170
28-Apr-10	С	Hewlett-Packard Company	Palm Inc		1,141
26-Jan-10	С	Quad/Graphics Inc	World Color Press Inc.		1,121

M&A SPLIT BY DEAL SIZE





## **QUARTERLY M&A ACTIVITY**





Based on announced deals, excluding those that lapsed or were withdrawn, where the dominant industry of the target is the Technology, Media & Telecom sector. Geographic region is determined with reference to the dominant location of the target.

 Moving average trend line

## FINANCIAL ADVISORS

#### **TOP 20 - RANKED BY VALUE**

#### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals	H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
1	1	JPMorgan	34,167	11	6	1	Goldman Sachs	7,355	18
2	2	Morgan Stanley	29,375	16	1	2	Morgan Stanley	29,375	16
8	3	Deutsche Bank	28,306	10	24	3	Jefferies & Company	1,425	14
4	4	Barclays Capital	26,855	6	2	4	JPMorgan	34,167	11
-	5	Perella Weinberg Partners	24,543	4	4	5	Deutsche Bank	28,306	10
27	6	Lazard	24,237	6	8	6	UBS Investment Bank	10,340	10
6	7	Evercore Partners	22,153	1	3	7	Credit Suisse	5,139	8
11	8	UBS Investment Bank	10,340	10	10	8	Bank of America Merrill Lynch	4,099	8
3	9	Goldman Sachs	7,355	18	11	9	RBC Capital Markets	3,572	8
7	10	Credit Suisse	5,139	8	5	10	Barclays Capital	26,855	6
-	11	Greenhill & Co	4,552	3	22	11	Lazard	24,237	6
-	12	Nomura Holdings	4,316	4	13	12	Houlihan Lokey	449	6
9	13	Bank of America Merrill Lynch	4,099	8	34	13	Petsky Prunier	146	6
23	14	RBC Capital Markets	3,572	8	15	14	Pagemill Partners	67	6
-	15	Sangyo Sosei Advisory	3,051	1	96	15	William Blair & Company	1,664	5
39	16	TD Securities	2,321	4	-	16	KPMG	24	5
10	17	Allen & Company	1,665	2	-	17	Perella Weinberg Partners	24,543	4
96	18	William Blair & Company	1,664	5	-	18	Nomura Holdings	4,316	4
5	19	Citigroup	1,493	4	52	19	TD Securities	2,321	4
42	20	Jefferies & Company	1,425	14	7	20	Citigroup	1,493	4

The financial advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010, excluding lapsed and withdrawn deals. The tables are based on advice to a North American bidder, target or vendor and are based on the following sectors: Computer – software, hardware and semiconductors; Telecommunications: Hardware; Internet/e-Commerce; Media; and Telecommunications: Carriers.

### **LEGAL ADVISORS**

#### **TOP 20 - RANKED BY VALUE**

#### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals	H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
13	1	Shearman & Sterling	29,670	14	6	1	DLA Piper	1,644	30
15	2	Skadden Arps Slate Meagher & Flom	28,647	8	5	2	Fenwick & West	2,938	24
1	3	Simpson Thacher & Bartlett	27,638	10	1	3	Wilson Sonsini Goodrich & Rosati	2,052	20
9	4	Latham & Watkins	26,889	11	4	4	Cooley	1,705	18
-	5	Wachtell, Lipton, Rosen & Katz	26,149	6	2	5	Jones Day	3,712	17
7	6	Paul Weiss Rifkind Wharton & Garrison	24,334	6	11	6	Shearman & Sterling	29,670	14
6	7	Debevoise & Plimpton	22,364	3	7	7	O'Melveny & Myers	735	14
-	8	Jones Walker	22,153	1	48	8	Blake, Cassels & Graydon	2,182	12
20	9	Davis Polk & Wardwell	5,660	9	3	9	Latham & Watkins	26,889	11
54	10	Osler, Hoskin & Harcourt	5,390	8	10	10	Cleary Gottlieb Steen & Hamilton	5,299	11
4	11	Cleary Gottlieb Steen & Hamilton	5,299	11	15	11	Gibson Dunn & Crutcher	3,574	11
-	12	Mori Hamada & Matsumoto	5,294	2	18	12	Morrison & Foerster	2,051	11
16	13	Sullivan & Cromwell	4,857	6	9	13	Kirkland & Ellis	1,671	11
37	14	Allen & Overy	4,154	7	14	14	Simpson Thacher & Bartlett	27,638	10
-	15	Nishimura & Asahi	4,138	2	28	15	Morgan Lewis & Bockius	731	10
24	16	Jones Day	3,712	17	20	16	Davis Polk & Wardwell	5,660	9
14	17	Gibson Dunn & Crutcher	3,574	11	17	17	Weil Gotshal & Manges	3,121	9
-	18	Davies Ward Phillips & Vineberg	3,246	6	13	18	Hogan Lovells	855	9
-	19	Nagashima Ohno & Tsunematsu	3,152	2	24	19	K&L Gates	99	9
53	20	Freshfields Bruckhaus Deringer	3,126	2	19	20	Skadden Arps Slate Meagher & Flom	28,647	8

The legal advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010 and include lapsed and withdrawn deals. The tables are based on advice to a North American bidder, target or vendor and are based on the following sectors: Computer – software, hardware and semiconductors; Telecommunications: Hardware; Internet/e-Commerce; Media; Telecommunications: Carriers.



# LIFE SCIENCES & HEALTHCARE

Healthcare activity, mostly asleep for the first half of the year, looks like it is finally waking up.

Sanofi-Aventis is reportedly eyeing Genzyme, the roughly US\$17bn life sciences business, with other heavyweights likely to get in on the act. A sale process could kick off another round of blockbuster deals in the healthcare industry.

Expect more deals in the US\$1bn to US\$12bn market capitalization range, says Peter Reikes, vice chairman of the healthcare group at Cowen and Company. Genzyme is just one of a "well-defined group" of mid-cap life sciences companies that have long been considered targets in the space. Others that could go up for grabs include BioMarin, Alexion and Biogen, he says.

Cross-border activity will remain a key M&A driver, agree Reikes and Charlie Ditkoff, vice chairman of global corporate and investment banking at Bank of America Merrill Lynch. European and Asian buyers, drawn by the cheap dollar, turned predatory eyes on the US in 2009. Now the roles are reversed, with US healthcare companies, armed with a strong dollar, hunting overseas. Countries with a tremendous growth rate, such as China, will be of particular interest, predicts Ditkoff.

Traditional global powerhouses cannot be ruled out of the cross-border game, however. Japan is an active source of buyside M&A, Reikes says. The always acquisitive Sanofi-Aventis of France, which snapped up TargeGen and Chattern this year, also will be on the hunt.

Though life sciences M&A tends to make the biggest splash, expect the healthcare services industry to be active in the wake of healthcare reform legislation, Ditkoff says. Service companies now face "huge pressure" to reduce costs and manage risks, and will look to get bigger in order to spread their costs, he explains.

Just weeks after the reform bill passed, home health service provider Gentiva Health paid US\$1bn to acquire Odyssey Healthcare, Hospital Corp. of America (HCA) filed to go public at an estimated US\$20bn valuation and, in healthcare information technology, Allscripts and Eclipsys agreed to a US\$1.2bn merger.

Non-profit hospitals are increasingly attractive to for-profit businesses that want to capture more of the hospital market, says Ditkoff. For instance, Detroit Medical Center and the Caritas System in Boston recently succumbed to takeover bids. Expect a number of deals in this space, as a lack of financing and operational inefficiencies continue to squeeze non-profits.

"People aren't stealing companies," Ditkoff adds, predicting that larger companies may wait on M&A until seller pricing expectations go down. A number of targets haven't felt the pinch from healthcare reform yet, and don't feel they need to sell, he explains.

Consolidation of managed care companies also is a hot topic. "Clearly, that is where the government regulations have been focused," Ditkoff says. Thus far, however, managed care companies have held off on M&A and focused on improving operations. "They are afraid if they do a deal that will increase their scrutiny."

Mid-sized medical device companies also are likely to bulk up in preparation of additional business costs stemming from healthcare reform. Device companies will be slapped with a new 2.3% sales tax effective at the start of 2013.

As a result, Ditkoff anticipates a slew of "fill-in" deals valued at US\$400m to US\$500m. Large medical technology companies are seeking specific products to fill out their pipelines, such as Medtronic's US\$500m January purchase of Invatec and two affiliated companies.

Covidien is ahead of the curve on this front, snapping up Aspect Medical in late 2009 and following up this year with purchases of Somanetics for US\$264m and EV3 for US\$2.5bn. Johnson & Johnson followed the EV3 deal with the purchase of Micrus Endovascular for US\$358m.

by Paunie Samreth

"Service companies now face 'huge pressure' to reduce costs and manage risks, and will look to get bigger in order to spread their costs."

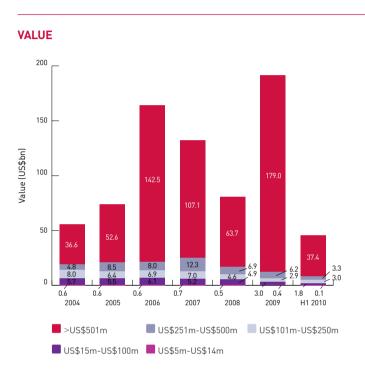
# LIFE SCIENCES & HEALTHCARE

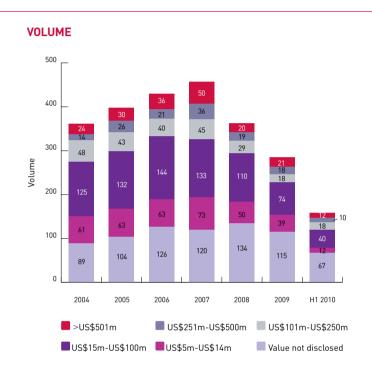
# TOP 15 ANNOUNCED DEALS FOR YEAR ENDING JUNE 30, 2010

Announced date	Status	Bidder company	Target company	Vendor company	Deal value US\$(m)
09-Mar-10	Р	Merial-Intervet	Intervet/Schering-Plough Animal Health; and Merial Limited	Merck & Co Inc; and Sanofi-Aventis SA	8,250
28-Feb-10	С	Merck KGaA	Millipore Corporation		6,760
07-Jun-10	Р	Grifols SA	Talecris Biotherapeutics Inc	Cerberus Capital Management LP	3,728
21-May-10	Р	Abbott Laboratories	Piramal Healthcare Solutions business	Piramal Healthcare Limited	3,720
21-Jun-10	Р	Biovail Corporation	Valeant Pharmaceuticals International		3,689
01-Mar-10	С	Astellas Pharma Inc	OSI Pharmaceuticals Inc		3,301
17-May-10	Р	Universal Health Services Inc	Psychiatric Solutions Inc		3,083
30-Jun-10	Р	Celgene Corporation	Abraxis BioScience Inc		2,733
01-Jun-10	С	Covidien Plc	EV3 Inc		2,453
26-Apr-10	L	Charles River Laboratories Inc	WuXi PharmaTech		1,488
19-Jan-10	С	Emeritus Corporation; Blackstone Real Estate Advisors; and Columbia Pacific Advisors LLC	Stayton SW Assisted Living (144 Senior Housing Facilities)	Stayton SW Assisted Living	1,245
24-May-10	Р	Gentiva Health Services Inc	Odyssey HealthCare Inc		1,020
01-Feb-10	С	Cephalon Inc	Mepha AG	Mepha Holding AG	615
30-Jun-10	С	Sanofi-Aventis SA	TargeGen Inc	TargeGen Inc consortium	560
09-Jun-10	С	Cardinal Health Inc	Healthcare Solutions Holding LLC		517

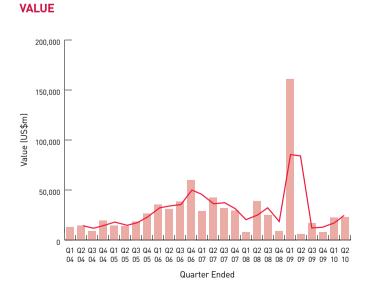
# LIFE SCIENCES & HEALTHCARE

## M&A SPLIT BY DEAL SIZE





### **QUARTERLY M&A ACTIVITY**





Quarter Ended

**VOLUME** 

Based on announced deals, excluding those that lapsed or were withdrawn, where the dominant industry of the target is the Life Sciences and Healthcare sector. Geographic region is determined with reference to the dominant location of the target.

 Moving average trend line

## LIFE SCIENCES & HEALTHCARE

### FINANCIAL ADVISORS

#### **TOP 20 - RANKED BY VALUE**

#### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals	H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
1	1	Goldman Sachs	20,357	14	1	1	Goldman Sachs	20,357	14
2	2	Morgan Stanley	16,935	8	3	2	JPMorgan	8,037	10
14	3	Credit Suisse	8,754	3	2	3	Morgan Stanley	16,935	8
7	4	Evercore Partners	8,250	1	4	4	Bank of America Merrill Lynch	6,331	7
3	5	JPMorgan	8,037	10	7	5	Piper Jaffray & Co	3,406	7
6	6	Citigroup	7,556	4	6	6	Lazard	6,395	6
-	7=	Guggenheim Securities	6,760	1	31	7	Jefferies & Company	4,502	5
-	7=	Perella Weinberg Partners	6,760	1	11	8	William Blair & Company	3,888	5
10	9	Lazard	6,395	6	8	9	Citigroup	7,556	4
4	10	Bank of America Merrill Lynch	6,331	7	13	10	Deutsche Bank	4,862	4
13	11	Deutsche Bank	4,862	4	24	11	Credit Suisse	8,754	3
22	12	Jefferies & Company	4,502	5	12	12	Barclays Capital	1,020	3
42	13	William Blair & Company	3,888	5	-	13	Wells Fargo Securities	450	3
-	14=	Banco Bilbao Vizcaya Argentaria	3,730	1	9	14	Greenhill & Co	225	3
-	14=	Natixis	3,730	1	15	15	RBC Capital Markets	209	3
-	14=	Nomura Holdings	3,730	1	-	16	Centerview Partners	3,703	2
-	17	Centerview Partners	3,703	2	-	17	Peter J Solomon Company	680	2
12	18	Piper Jaffray & Co	3,406	7	17	18	Rothschild	615	2
5	19	Barclays Capital	1,020	3	5	19	UBS Investment Bank	455	2
-	20	Medical Edge Healthcare Group	1,020	1	-	20	Raymond James & Associates	381	2

The financial advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010, excluding lapsed and withdrawn deals. The tables are based on advice to a North American bidder, target or vendor and are based on the following sectors: Biotechnology; Medical; and Pharmaceuticals.

## **LEGAL ADVISORS**

#### **TOP 20 - RANKED BY VALUE**

H1 H1 Company Name

2009	2010	Company Name	US\$(m)	of Deals
24	1	Fried Frank Harris Shriver & Jacobson	20,826	6
1	2	Skadden Arps Slate Meagher & Flom	20,194	6
18	3	Cravath Swaine & Moore	15,020	5
17	4	Blake, Cassels & Graydon	10,704	3
6	5	Simpson Thacher & Bartlett	10,026	7
36	6	Ropes & Gray	9,804	10
80	7	Weil Gotshal & Manges	8,733	5
54	8	Linklaters	8,250	1
5	9	Dewey & LeBoeuf	7,985	8
60	10	Proskauer Rose	6,615	3
3	11	Sullivan & Cromwell	6,403	2
30	12	Morrison & Foerster	6,410	8
102	13	Greenberg Traurig	5,209	4
116	14	Richards Layton & Finger	5,152	3
16	15	Cleary Gottlieb Steen & Hamilton	4,416	3
27	16	Jones Day	4,311	11
2	17	Wachtell, Lipton, Rosen & Katz	4,247	2
57	18	Osler, Hoskin & Harcourt	4,206	7
4.5	4.0	1 11 0 11/11:	/ 050	4.0

28 20 Baker & McKenzie 4,002 4

#### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
1	1	Latham & Watkins	4,059	12
2	2	Jones Day	4,311	11
21	3	Ropes & Gray	9,804	10
29	4	Kirkland & Ellis	721	10
13	5	DLA Piper	158	9
4	6	Dewey & LeBoeuf	7,985	8
10	7	Morrison & Foerster	6,410	8
36	8	Simpson Thacher & Bartlett	10,026	7
32	9	Osler, Hoskin & Harcourt	4,206	7
20	10	Fried Frank Harris Shriver & Jacobson	20,826	6
3	11	Skadden Arps Slate Meagher & Flom	20,194	6
7	12	Cravath Swaine & Moore	15,020	5
90	13	Weil Gotshal & Manges	8,733	5
39	14	Covington & Burling	1,608	5
34	15	McDermott Will & Emery	1,038	5
55	16	Greenberg Traurig	5,209	4
42	17	Baker & McKenzie	4,002	4
11	18	Gibson Dunn & Crutcher	3,578	4
41	19	Willkie Farr & Gallagher	2,674	4
9	20	Wilson Sonsini Goodrich & Rosati	403	4

The legal advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010 and include lapsed and withdrawn deals. The tables are based on advice to a North American bidder, target or vendor and are based on the following sectors: Biotechnology; Medical; and Pharmaceuticals.



#### Canadian M&A continues to increase; crossborder transactions on the rise

M&A activity in Canada is expected to rise as liquidity returns to the credit markets and the demand for commodities continues to increase, leading to more cross-border deals. There will also be a fairly steady pace of M&A activity stemming from private equity firms stepping back on the scene and companies divesting assets to focus on their core businesses.

"There's an upward trend in long term optimism. Banks are in the business of lending and there are some good opportunities emerging," said Frank Arnone, Partner at Blake, Cassels & Graydon. The mechanisms that companies need to strike a deal are back and banks are willing to lend to fund those deals, but it is on a more cautious basis, said Charles Knight, Partner, Financial Advisory Services at Deloitte Canada.

For the first half of 2010, Canada did not see many multi-billion dollar deals, but the increase in lending activity led to a heightened level of M&A in the upper middle market with an acquisition price range of about US\$100m to US\$500m. The majority of M&A activity in the first half took place across several sectors including oil and gas, mining, financial services and real estate and this is expected to continue.

Cross-border transactions in the energy and mining sectors are on the rise. Canada's oil and gas and mining sectors are receiving high levels of interest from Asian companies due to the increase in demand for commodities in that region and a need to secure supply of these products. Instead of acquiring 100% of an oil and gas or mining company, foreign entities are looking at arranging creative deals whereby they will acquire a partial stake in a Canadian company and have an off-take or

supply arrangement for the resource itself, said Kristian Knibutat, National Leader of Deals at PricewaterhouseCoopers Canada. Joint ventures or partnerships allow companies with a reduced risk appetite to enter the Canadian market as they limit exposure to an asset or a sector, Arnone said.

Canadian companies, in turn, are stepping up to the global stage as they look at investing outside of North America. "If you start to look at the fundamentals of Canada, we have a strong dollar, a strong financial services sector, a relatively strong economy and a good reputation in the market place. Canada is perceived to be a good partner by developing countries," Knibutat explained.

Canada's stable and regulated financial services sector is seeing outbound deals. Canadian banks are taking advantage of the impact of the financial crisis and have made acquisitions of US banks and/or business units of US banks to grow their global presence. Canadian banks are also looking at growing globally by forming partnerships with banks outside of North America namely because wealth is being generated in many countries outside of North America.

In the green technology space, there is both foreign and domestic interest via equity stake buys and direct investments, as a result of the Ontario Power Authority's (OPA) revised Feedin-tariff (FIT). The FIT program is a guaranteed funding structure that combines stable, competitive prices and long-term contracts for energy generated using renewable resources. This is being seen as a precursor to M&A activity for when these technologies reach the commercialization stage.

On the IPO front, the capital markets have seen several initial public offerings in the first half of 2010 but not as many as expected. "While we are still optimistic about the balance of 2010, the IPO market hasn't opened the way people thought it would. One of the issues is with the volatility of the market," Knight said. Volatility is being caused by several macroeconomic issues including the Greek debt crisis, the BP oil spill and consumer spending reports in the US, Arnone explained. Investors tend to wait for a sustained upward momentum in the capital markets before transacting in an IPO, Arnone added.

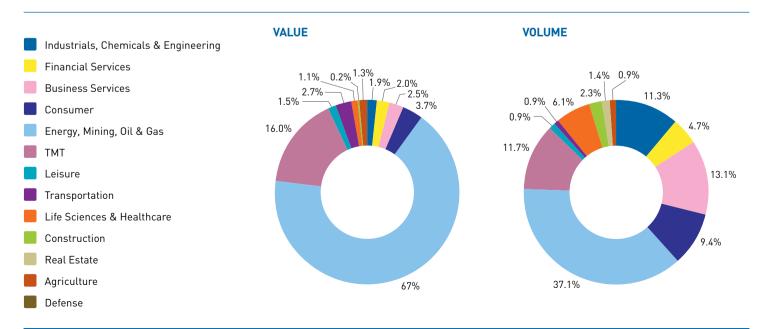
by Divya Balji

"While we are still optimistic about the balance of 2010, the IPO market hasn't opened the way people thought it would. One of the issues is with the volatility of the market"

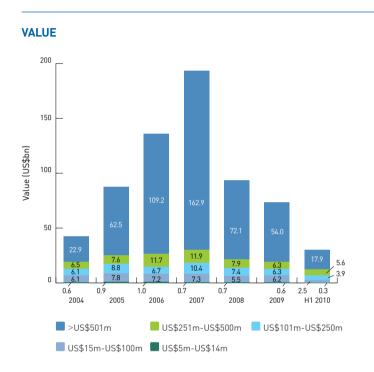
## TOP 15 ANNOUNCED DEALS FOR YEAR ENDING JUNE 30, 2010

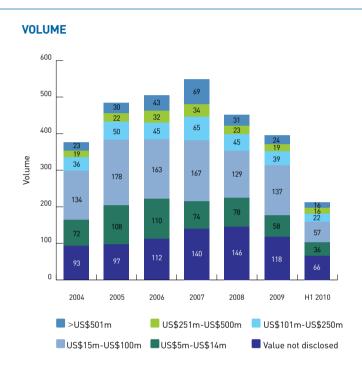
Announced date	Status	Bidder company	Target company	Sector	Vendor company	Deal value US\$(m)
12-Apr-10	С	Sinopec International Petroleum Exploration and Production Corporation	Syncrude Canada Ltd (9.03% stake)	Energy, Mining, Oil & Gas	ConocoPhillips Company	4,650
19-Feb-10	Р	Shaw Communications Inc	CanWest Global Communications Corporation (over-the-air and specialty television business)	TMT	Canwest Global Communications Corporation	1,966
20-Jan-10	L	Hydro Quebec International Inc	NB Power (7 hydroelectric facilities and 2 diesel peaking units)	Energy, Mining, Oil & Gas	NB Power	1,752
23-Mar-10	С	Quadra Mining Limited	FNX Mining Company Inc	Energy, Mining, Oil & Gas		1,288
26-Jan-10	С	Quad/Graphics Inc	World Color Press Inc	TMT		1,121
12-May-10	С	Crescent Point Energy Corp	Shelter Bay Energy Inc (79% stake)	Energy, Mining, Oil & Gas		1,073
10-May-10	С	Postmedia Network Inc	Canwest Limited Partnership	TMT		976
08-Jun-10	Р	ARMZ Uranium Holding Co	Uranium One Inc (37.73% stake)	Energy, Mining, Oil & Gas		959
19-May-10	С	Northern Blizzard Resources Inc	Nexen Inc (heavy oil assets)	Energy, Mining, Oil & Gas	Nexen Inc	940
08-Jan-10	L	Bank of Montreal; Bank of Nova Scotia; Canadian Imperial Bank of Commerce; Royal Bank of Canada; and TD Bank Financial Group	Canwest Limited Partnership	TMT		892
13-May-10	С	China Investment Corporation	Penn West Energy Trust (oil sands properties in Alberta) (45.00% stake)	Energy, Mining, Oil & Gas	Penn West Energy Trust	799
09-Jun-10	Р	ARC Energy Trust	Storm Exploration Inc	Energy, Mining, Oil & Gas		738
03-May-10	С	Agnico-Eagle Mines Limited	Comaplex Minerals Corp	Energy, Mining, Oil & Gas		647
04-May-10	С	Kinross Gold Corporation	Red Back Mining Inc (9.40% stake)	Energy, Mining, Oil & Gas		590
15-Jun-10	Р	Legacy Oil + Gas Inc	CanEra Resources Inc	Energy, Mining, Oil & Gas		585

C=Completed; P=Pending; L=Lapsed

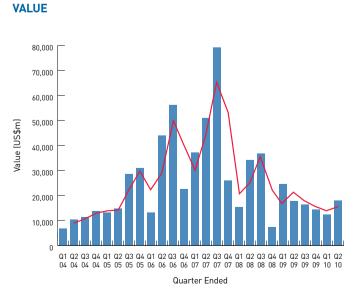


### M&A SPLIT BY DEAL SIZE

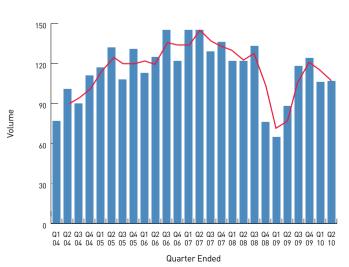




### **QUARTERLY M&A ACTIVITY**



### **VOLUME**



Based on announced deals, excluding those that lapsed or were withdrawn, where the dominant location of the target is in Canada.

#### FINANCIAL ADVISORS

#### **TOP 20 - RANKED BY VALUE**

#### Number **Company Name** Value 2009 2010 US\$(m) of Deals 9,881 26 TD Securities 8,112 28 Credit Suisse 6,912 Morgan Stanley 6,168 9 Deutsche Bank 5,681 CIBC World Markets 5,387 20 BMO Capital Markets 4,940 RBC Capital Markets 15 Jefferies & Company 3,949 FirstEnergy Capital 3,346 9 Scotia Capital 3,041 17 **GMP** Securities 2,546 15 Macquarie Group 2,401 21 Bank of America Merrill Lynch 2,358 National Bank Financial 1,973 9 UBS Investment Bank 1,493 5

#### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
8	1	TD Securities	8,112	28
2	2	CIBC World Markets	5,387	20
1	3	RBC Capital Markets	4,685	15
7	4	GMP Securities	2,546	15
10	5	Goldman Sachs	9,881	12
4	6	BMO Capital Markets	4,940	12
13	7	National Bank Financial	1,973	10
6	8	Morgan Stanley	6,168	9
12	9	FirstEnergy Capital	3,346	9
5	10	Scotia Capital	3,041	8
3	11	Macquarie Group	2,401	8
-	12	Paradigm Capital	648	7
9	13	Peters & Co	510	7
72	14	PricewaterhouseCoopers	178	7
18	15	Rothschild	1,203	6
16	16	Genuity Capital Markets	720	6
15	17	UBS Investment Bank	1,493	5
17	18	Cormark Securities	1,026	5
11	19	Canaccord Genuity	803	5
30	20	KPMG	533	5

The financial advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010, excluding lapsed and withdrawn deals. The tables are based on advice to a Canadian bidder, target or yender.

2

1,121 1

1,279

1,224

### **LEGAL ADVISORS**

18

30 19 Rothschild

#### **TOP 20 - RANKED BY VALUE**

Nomura Holdings

Mackie Research Capital

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
6	1	Osler, Hoskin & Harcourt	18,724	31
1	2	Blake, Cassels & Graydon	13,939	37
39	3	Davies Ward Phillips & Vineberg	7,042	16
57	4	Ogilvy Renault	6,731	18
58	5	Cravath Swaine & Moore	6,620	3
11	6	McCarthy Tetrault	5,090	21
136	7	Sullivan & Cromwell	4,810	3
69	8	Cleary Gottlieb Steen & Hamilton	4,720	2
5	9	Goodmans	4,195	13
30	10	Dewey & LeBoeuf	4,063	6
8	11	Fasken Martineau	4,047	18
13	12	Skadden Arps Slate Meagher & Flom	3,881	2
12	13	Burnet Duckworth & Palmer	3,767	10
3	14	Torys	3,760	17
66	15	Greenberg Traurig	3,689	3
7	16	Stikeman Elliott	3,298	36
24	17	Cassels Brock & Blackwell	3,056	8
2	18	Shearman & Sterling	3,054	4
33	19	Heenan Blaikie	2,681	8
36	20	Davis Polk & Wardwell	1,906	2

#### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
1	1	Blake, Cassels & Graydon	13,939	37
2	2	Stikeman Elliott	3,298	36
3	3	Osler, Hoskin & Harcourt	18,724	31
4	4	McCarthy Tetrault	5,090	21
9	5	Ogilvy Renault	6,731	18
5	6	Fasken Martineau	4,047	18
6	7	Torys	3,760	17
12	8	Davies Ward Phillips & Vineberg	7,042	16
13	9	Goodmans	4,195	13
8	10	Borden Ladner Gervais	1,184	11
7	11	Burnet Duckworth & Palmer	3,767	10
11	12	Cassels Brock & Blackwell	3,056	8
29	13	Heenan Blaikie	2,681	8
18	14	Fraser Milner Casgrain	1,556	8
53	15	DLA Piper	250	8
14	16	Dorsey & Whitney	212	7
37	17	Dewey & LeBoeuf	4,063	6
-	18	Simpson Thacher & Bartlett	1,632	6
23	19	Jones Day	970	6
137	20	Weil Gotshal & Manges	574	6

The legal advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010 and include lapsed and withdrawn deals. The tables are based on advice to a Canadian bidder, target or vendor.



#### West Coast M&A Prepares for 'Sideways' Growth

Dealmakers expect a flat or "sideways" economy on the West Coast for the next year, except for a few sectors such as clean technology. M&A should remain active, however, as cash-rich technology companies and private equity firms take advantage of more stable market conditions.

Private equity bidders have returned to the market aggressively, says Jeff Bistrong of the investment bank Harris Williams & Co, capitalizing on banks willing to lend on deals. Moreover, unlike previous downturns, most corporations did not disband business development units, enabling strategic bidders to increase revenue through acquisitions.

Large technology bidders such as a Cisco, Oracle, and Hewlett-Packard will continue to be opportunistic in the second half of the year, says Diane Frankle, a partner in the law firm DLA Piper. While the IPO market exhibited buoyancy in the first half of the year, investors are now scrutinizing deals more closely and taking longer to invest, says Frankle. That hesitancy creates opportunity for large technology companies, says Bistrong.

Venture capital-backed companies anticipating liquidity will have to choose between another financing or consider a bid more seriously, says Frankle. For instance, privately-held Gomez Technology, a developer of Web application experience management, was purchased by Compuware last year for US\$295m after Gomez recognized a successful IPO was not likely, according to one executive.

Private equity firms likewise are ready to pursue mid-market deals in the retail and consumer sectors, provided the take-private targets have sound cash flow, adds Frankle.

Three of the biggest deals in the West Coast in the first half of the year involved strategic bidders in technology, as Germany-based SAP bid US\$5.1bn for Sybase. Hewlett-Packard bought smart phone manufacturer Palm Co. for US\$1.1bn and Visa paid US\$1.7bn for the data provider Cybersource.

Potential dark clouds on the horizon for M&A include proposals for higher corporate taxes and the reluctance of banks to lend. Bistrong notes the cost of debt has risen slightly because banks do not want to provide capital if the economy is sluggish. At the same time, banks need to lend to make profits. Capital could become more expensive but is unlikely to rise to a level to thwart deals. Bistrong adds

Repercussions from the recession have also impacted California's VC community. Many startups are turning to angel investors for early funding. Dealmakers say venture capital remains available, but is just not obtained as easily as it was in the past.

by William Langbein in San Francisco

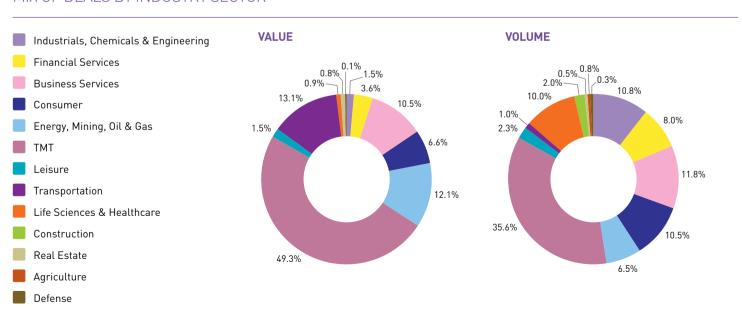
"Many startups are turning to angel investors for early funding. Dealmakers say venture capital remains available, but is just not obtained as easily as it was in the past."

## TOP 15 ANNOUNCED DEALS FOR YEAR ENDING JUNE 30, 2010

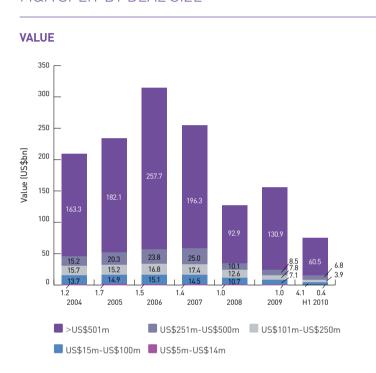
(ALASKA, ARIZONA, CALIFORNIA, COLORADO, HAWAII, IDAHO, MONTANA, NEVADA, NEW MEXICO, OREGON, UTAH, WASHINGTON, WYOMING)

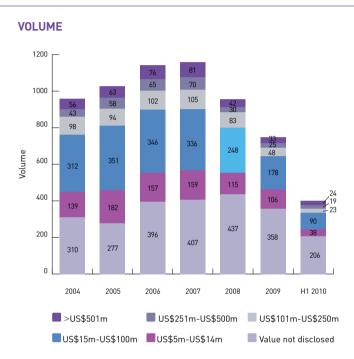
Announced date	Status	Bidder company	Target company	Sector	Vendor company	Deal value US\$(m)
22-Apr-10	Р	CenturyLink	Qwest Communications International Inc	TMT		22,153
14-Jun-10	С	Questar Corporation (Shareholders)	QEP Resources Inc	Energy, Mining, Oil & Gas	Questar Corporation	6,438
12-May-10	С	SAP AG	Sybase Inc	Business Services		5,102
21-Jun-10	Р	Biovail Corporation	Valeant Pharmaceuticals International	Life Sciences & Healthcare		3,689
30-Jun-10	Р	Celgene Corporation	Abraxis BioScience Inc	Life Sciences & Healthcare		2,733
14-Jan-10	С	Shiseido Company Limited	Bare Escentuals Inc	Consumer		1,740
21-Apr-10	С	Visa Inc	CyberSource Corporation	TMT		1,699
18-Feb-10	С	Fairfax Financial Holdings Limited	Zenith National Insurance Corp	Financial Services		1,440
10-Jun-10	С	TPG Capital LP	Vertafore Inc	ТМТ	Hellman & Friedman LLC; JMI Equity	1,400
28-May-10	Р	Ocwen Financial Corporation	HomEq Servicing Corporation	Business Services	Barclays Bank Plc	1,300
19-Jan-10	Р	Emeritus Corporation; Blackstone Real Estate Advisors; and Columbia Pacific Advisors LLC	Stayton SW Assisted Living (149 Senior Housing Facilities)	Life Sciences & Healthcare	Stayton SW Assisted Living	1,300
19-May-10	Р	Symantec Corporation	VeriSign Inc (Identity and Authentication Business)	TMT	VeriSign Inc	1,280
19-Mar-10	Р	Icahn Enterprises LP	Lions Gate Entertainment Corp	TMT		1,220
05-Mar-10	Р	ABRY Partners LLC	RCN Corporation	TMT		1,177
21-Jun-10	Р	Ralcorp Holdings Inc	American Italian Pasta Co	Consumer		1,162

C=Completed; P=Pending; L=Lapsed

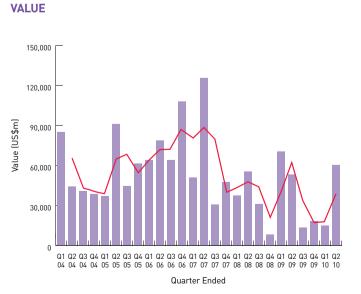


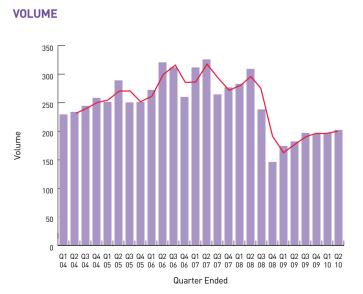
### M&A SPLIT BY DEAL SIZE





### **QUARTERLY M&A ACTIVITY**





Based on announced deals, excluding those that lapsed or were withdrawn, where the dominant location of the target is in Canada.

### FINANCIAL ADVISORS

#### **TOP 20 - RANKED BY VALUE**

#### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals	H1 200		1  10	Company Name	Value US\$(m)	Number of Deals
9	1	Deutsche Bank	37,235	11	1		1	Goldman Sachs	16,044	23
3	2	Barclays Capital	34,715	14	2		2	Bank of America Merrill Lynch	16,499	19
4	3	Morgan Stanley	33,945	13	24		3	Jefferies & Company	5,929	17
6	4	JPMorgan	32,594	15	6		4	JPMorgan	32,594	15
10	5	Lazard	30,895	13	8		5	Barclays Capital	34,715	14
11	6	Perella Weinberg Partners	23,373	2	5		6	Morgan Stanley	33,945	13
12	7	Evercore Partners	23,315	2	3		7	Lazard	30,895	13
5	8	Bank of America Merrill Lynch	16,499	19	4		8	Credit Suisse	7,662	12
1	9	Goldman Sachs	16,044	23	9		9	Deutsche Bank	37,235	11
8	10	Credit Suisse	7,662	12	7		10	UBS Investment Bank	7,162	8
13	11	UBS Investment Bank	7,162	8	15		11	Rothschild	1,292	8
-	12	Tudor, Pickering, Holt & Co	6,692	2	66		12	Raymond James & Associates	734	7
52	13	Jefferies & Company	5,929	17	13		13	Houlihan Lokey	459	7
21	14	Nomura Holdings	4,180	2	11		14	Citigroup	3,543	6
7	15	Citigroup	3,543	6	18		15	Thomas Weisel Partners Group	1,012	5
-	16	Peter J Solomon Company	1,755	3	23		16	Wells Fargo Securities	560	5
26	17	Rothschild	1,292	8	20		17	Needham & Company	343	5
36	18=	SunTrust Robinson Humphrey Capital Markets	1,177	1	12	5	18	Lincoln International	229	5
-	18=	Waller Capital	1,177	1	10		19	RBC Capital Markets	600	4
16	20	Qatalyst Group	1,141	2	12	:	20	Piper Jaffray & Co	500	4

The financial advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010, excluding lapsed and withdrawn deals. The tables are based on advice to a US (West) bidder, target or vendor. States: Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, Wyoming.

### **LEGAL ADVISORS**

#### **TOP 20 - RANKED BY VALUE**

#### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals	H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
2	1	Skadden Arps Slate Meagher & Flom	41,026	18	1	1	Latham & Watkins	36,482	34
4	2	Latham & Watkins	36,482	34	7	2	DLA Piper	1,197	33
28	3	Shearman & Sterling	35,918	18	3	3	Wilson Sonsini Goodrich & Rosati	2,876	30
10	4	Simpson Thacher & Bartlett	31,697	12	9	4	Fenwick & West	3,632	29
12	5	Paul Weiss Rifkind Wharton & Garrison	28,497	11	2	5	Jones Day	12,353	27
16	6	Wachtell, Lipton, Rosen & Katz	24,948	4	14	6	Kirkland & Ellis	4,060	24
30	7	Debevoise & Plimpton	23,464	3	13	7	Morrison & Foerster	5,399	21
-	8	Jones Walker	22,153	2	5	8	Gibson Dunn & Crutcher	5,569	20
37	9	Jones Day	12,353	27	6	9	O'Melveny & Myers	888	20
3	10	Sullivan & Cromwell	11,432	13	4	10	Cooley	1,714	19
31	11	Dewey & LeBoeuf	10,974	15	8	11	Skadden Arps Slate Meagher & Flom	41,026	18
79	12	Allen & Overy	8,853	8	11	12	Shearman & Sterling	35,918	18
9	13	Cleary Gottlieb Steen & Hamilton	7,588	12	12	13	Dewey & LeBoeuf	10,974	15
-	14	Mori Hamada & Matsumoto	7,034	3	26	14	Sullivan & Cromwell	11,432	13
19	15	Blake, Cassels & Graydon	5,936	6	20	15	Simpson Thacher & Bartlett	31,697	12
29	16	Gibson Dunn & Crutcher	5,569	20	16	16	Cleary Gottlieb Steen & Hamilton	7,588	12
46	17	Morrison & Foerster	5,399	21	42	17	Dorsey & Whitney	414	12
21	18	Osler, Hoskin & Harcourt	5,160	6	44	18	Paul Weiss Rifkind Wharton & Garrison	28,497	11
1	19	Cravath Swaine & Moore	4,654	8	38	19	K&L Gates	157	11
6	20	Davis Polk & Wardwell	4,550	9	24	20	Weil Gotshal & Manges	4,241	10

The legal advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010 and include lapsed and withdrawn deals. The tables are based on advice to a West Coast bidder, target or vendor. States: Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, Wyoming.



# Midwest to have relatively strong M&A appetite in H2 2010; tax and regulatory factors likely to drive deals

Deal-making for the rest of the year will not progress in a straight line, however. Expect it to be punctuated by M&A flurries followed by pull backs, experts agree.

Middle market deals should contribute significantly to Midwest M&A, says Craig Miller, CEO of the Chicago chapter of the Association for Corporate Growth. Corporate tax increases, expected to take effect next year, could "compel second half M&A, particularly for private companies and the middle market, explains Mike Slattery, who heads the US M&A practice for Deloitte Tax.

Deals in the US\$100m to US\$500m range will be most prevalent, Slattery and Scott Weinstein, Managing Director for Piper Jaffray, agree. On the larger side, US\$3bn to US\$5bn is about the ceiling for deals that can get financed and completed given flat market conditions. Slattery adds

Economic conditions should push strategics and private equity to make deals, however. Strategics are expected to step up the hunt for deals amid an economy presenting organic growth challenges. At the same time, they will likely look to shed operations in an improved divestiture market, Slattery says.

In terms of Midwest sector activity, consumer foods are expected to lead the way. Food companies are seeking a more global footprint and consumer demand for staples remains strong, even in a slowed economy, experts explain.

Healthcare, spurred by reform legislation, appears ripe for more deal activity. Midwest geographies such as Minnesota, which has a heavy healthcare industry presence, are especially likely to be active in M&A, predicts Weinstein.

Financial services reform legislation and continued capital challenges in the sector should result in spin-offs and further consolidation. There should be "a lot of clean-up work," mostly on FDIC deals, notes Weinstein. Asset management and hedge fund operators also are likely participants, he adds.

Technology will remain "relatively active, more on the equipment side than the semiconductor side," predicts Weinstein, adding that the energy and consumer sectors will likely be neck and peck in terms of M&A activity.

Industrials should have "a reasonable amount of activity," as areas previously considered off-limits, such as automotive, are starting to see a pick up in M&A activity, says Deloitte's Slattery. There is "a lot of energy and excitement" in the infrastructure space, which is expected to result in further M&A activity.

For-profit education and business processing outsourcing also should be active subsectors for the balance of 2010. Slattery predicts

by Mark Eissman

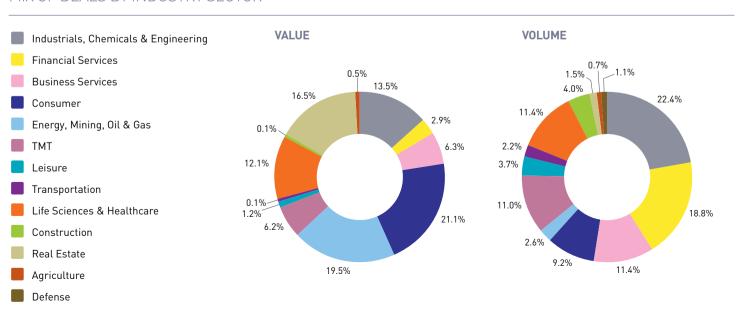
"There is 'a lot of energy and excitement' in the infrastructure space, which is expected to result in further M&A activity."

## TOP 15 ANNOUNCED DEALS FOR YEAR ENDING JUNE 30, 2010

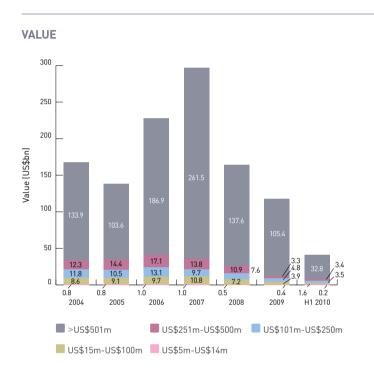
(ILLINOIS, INDIANA, IOWA, KANSAS, MICHIGAN, MINNESOTA, MISSOURI, NEBRASKA, NORTH DAKOTA, OHIO, SOUTH DAKOTA, WISCONSIN)

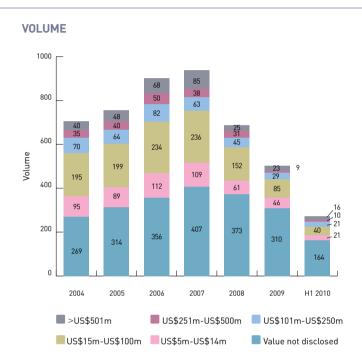
Announced date	Status	Bidder company	Target company	Sector	Vendor company	Deal value US\$(m)
28-Apr-10	Р	PPL Corporation	E.ON US LLC	Energy, Mining, Oil & Gas	E.ON AG	7,625
31-Mar-10	Р	Brookfield Asset Management Inc; Fairholme Capital Management LLC; and Pershing Square Capital Management LP	General Growth Properties Inc (65% stake)	Real Estate		6,550
15-Feb-10	L	Yara International ASA	Terra Industries Inc	Industrials, Chemicals & Engineering		4,204
05-Jan-10	С	Nestle SA	Kraft Foods (frozen pizza business)	Consumer	Kraft Foods Inc	3,700
01-Jun-10	С	Covidien Plc	EV3 Inc	Life Sciences & Healthcare		2,453
02-Jun-10	Р	Alimentation Couche Tard Inc	Casey's General Stores Inc	Consumer		1,900
21-May-10	С	GS Capital Partners	Michael Foods Inc	Consumer	Thomas H Lee Partners LP	1,700
02-Mar-10	С	Bain Capital LLC	Styron Corp	Industrials, Chemicals & Engineering	The Dow Chemical Company	1,630
24-May-10	С	IBM Corporation	Sterling Commerce Inc	TMT	AT&T Inc	1,400
29-Apr-10	Р	Madison Dearborn Partners LLC	TransUnion LLC (51% stake)	Business Services	Pritzker family	1,020
22-Apr-10	С	Oak Hill Capital Partners LP	The Hillman Companies Inc	Industrials, Chemicals & Engineering	Code Hennessy & Simmons LLC; and Ontario Teachers Pension Plan	956
26-Apr-10	С	GTCR Golder Rauner LLC	Protection One Inc	Industrials, Chemicals & Engineering		826
01-Jun-10	С	Progress Rail Services Inc	Electro-Motive Diesel Inc	Industrials, Chemicals & Engineering	Berkshire Partners LLC; and Greenbriar Equity Group LLC	820
08-Mar-10	С	CCMP Capital Advisors LLC	infoGROUP Inc	Business Services		639
16-Apr-10	С	QBE Insurance Group Limited	NAU Country Insurance Company	Financial Services	Lightyear Capital LLC	565

C=Completed; P=Pending; L=Lapsed

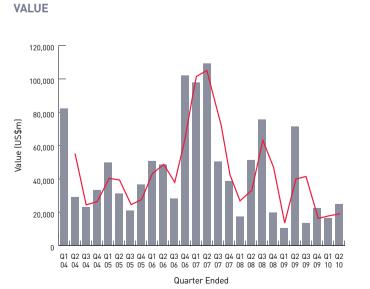


### M&A SPLIT BY DEAL SIZE





### **QUARTERLY M&A ACTIVITY**



Based on announced deals, excluding those that lapsed or were withdrawn. Industry sector is determined on the dominant industry of the target. Based on announced deals, excluding those that lapsed or were withdrawn, where the dominant location of the target is in Canada.

### FINANCIAL ADVISORS

#### **TOP 20 - RANKED BY VALUE**

#### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals	H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
6	1	Goldman Sachs	34,938	24	2	1	Goldman Sachs	34,938	24
1	2	Morgan Stanley	28,526	17	11	2	Morgan Stanley	28,526	17
11	3	JPMorgan	21,805	17	9	3	JPMorgan	21,805	17
12	4	UBS Investment Bank	16,342	11	3	4	Bank of America Merrill Lynch	14,396	13
8	5	Bank of America Merrill Lynch	14,396	13	7	5	Credit Suisse	13,433	13
4	6	Blackstone Group Holdings	14,125	4	14	6	Barclays Capital	9,698	12
9	7	Credit Suisse	13,433	13	6	7	UBS Investment Bank	16,342	11
7	8	Lazard	11,518	11	4	8	Lazard	11,518	11
13	9	Barclays Capital	9,698	12	17	9	Lincoln International	231	11
10	10	Citigroup	9,519	10	15	10	Keefe, Bruyette & Woods	134	11
46	11	Miller Buckfire & Co	6,550	1	8	11	Citigroup	9,519	10
15	12	Deutsche Bank	6,229	8	47	12	Harris Williams & Co	157	10
20	13	Houlihan Lokey	4,226	8	10	13	William Blair & Company	2,326	9
-	14	Centerview Partners	4,102	3	12	14	Deutsche Bank	6,229	8
5	15	Rothschild	3,453	6	5	15	Houlihan Lokey	4,226	8
16	16	Greenhill & Co	3,029	4	28	16	KPMG	1,883	8
18	17	Piper Jaffray & Co	2,953	3	64	17	Jefferies & Company	1,078	7
32	18	William Blair & Company	2,326	9	1	18	Rothschild	3,453	6
-	19	Perella Weinberg Partners	2,148	2	40	19	Wells Fargo Securities	882	6
58	20	HSBC Bank	2,110	4	22	20	Sandler O'Neill & Partners	645	5

The financial advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010, excluding lapsed and withdrawn deals. The tables are based on advice to a US (Mid West) bidder, target or vendor. States: Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, Wisconsin.

### LEGAL ADVISORS

#### **TOP 20 - RANKED BY VALUE**

#### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals	H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
27	1	Latham & Watkins	23,080	15	2	1	Kirkland & Ellis	9,885	31
8	2	Skadden Arps Slate Meagher & Flom	20,824	18	3	2	Skadden Arps Slate Meagher & Flom	20,824	18
12	3	Dewey & LeBoeuf	14,591	8	1	3	Jones Day	9,668	18
1	4	Cravath Swaine & Moore	13,789	10	12	4	Sidley Austin	3,645	18
26	5	Freshfields Bruckhaus Deringer	13,118	8	8	5	Latham & Watkins	23,080	15
24	6	Blake, Cassels & Graydon	12,847	10	24	6	Sullivan & Cromwell	12,330	13
11	7	Sullivan & Cromwell	12,330	13	11	7	Mayer Brown	3,478	12
28	8	Baker & McKenzie	12,081	9	6	8	DLA Piper	1,291	12
88	9	Simpson Thacher & Bartlett	11,236	9	18	9	Gibson Dunn & Crutcher	8,842	11
16	10	Kirkland & Ellis	9,885	31	16	10	Morgan Lewis & Bockius	1,589	11
2	11	Weil Gotshal & Manges	9,700	9	36	11	Cravath Swaine & Moore	13,789	10
23	12	Jones Day	9,668	18	19	12	Blake, Cassels & Graydon	12,847	10
151	13	Akin Gump Strauss Hauer & Feld	9,095	4	21	13	K&L Gates	8,187	10
21	14	Gibson Dunn & Crutcher	8,842	11	48	14	Ropes & Gray	3,508	10
211	15	Fried Frank Harris Shriver & Jacobson	8,247	7	4	15	Baker & McKenzie	12,081	9
117	16	K&L Gates	8,187	10	43	16	Simpson Thacher & Bartlett	11,236	9
18	17	Cleary Gottlieb Steen & Hamilton	6,420	8	14	17	Weil Gotshal & Manges	9,700	9
43	18	Willkie Farr & Gallagher	6,214	6	54	18	Dechert	620	9
-	19=	Howrey	6,192	1	5	19	Dewey & LeBoeuf	14,591	8
54	19=	Vinson & Elkins	6,192	1	70	20	Freshfields Bruckhaus Deringer	13,118	8

The legal advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010 and include lapsed and withdrawn deals. The tables are based on advice to a Mid West bidder, target or vendor. States: Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, Wisconsin.



## For dealmakers in the South, the rebound of M&A activity this year has felt slow but sure.

Leverage for private equity deals is available, but at modest levels. Valuations look healthy in some sectors, yet still sobering in others. And across the full range of participants, including buyers, sellers, lenders and advisors, the key word of the day seems to be uncertainty.

"Decisions are being much more carefully analyzed and scrutinized before they're being made," said Jonathan Wilfong, regional managing partner in the Atlanta office of the Focus investment banking firm. "Deals are taking much longer to get completed."

Despite the lingering challenges, life has certainly improved over the last year, he reports, a point to which fellow Atlanta-based banker Robert Winborne agrees.

Winborne, managing director of Brookwood Associates, said his firm saw a noticeable increase in deal activity in the fourth quarter of 2009 that has continued to date. "Our clients' earnings in general were stronger, in some cases much stronger," he said. "Most importantly, however, cash flow lending revived, allowing private equity firms to return as meaningful buyers."

Deal flow continues to look strong, particularly in healthcare, information technology and services, Wilfong said. Winborne reports strong activity "in cyclical sectors, such as packaging and chemicals, as well as with more stable industries such as food and healthcare."

As the second half of the year begins, Wilfong sees a continuing increase in sale mandates, particularly from privately held companies, where a large number of the owners are reaching retirement age, he said. On top of the age factor, many business owners feel motivated to sell this year because of expected tax rate increases ahead and the difficulty in getting credit to fund their operations, he added.

Not only in the middle market, but higher up the value chain the South saw a return of deal activity in the first half of 2010. The healthcare sector, for one, has been well represented in the billion-dollar-deal category, by both services and technology plays. In June, Allscripts announced it would buy the Atlanta-based Eclipsys in a US\$1.2bn stock deal. Universal Health Services also has revealed a US\$3.1bn deal to take over Tennessee-based Psychiatric Solutions, to be paid for in cash. In March, generic drug maker Perrigo negotiated to buy Virginia-based PBM Holdings, a maker of storebrand infant formulas, for US\$808m in cash.

Healthcare buyers have not been the only players with cash to invest this year. In the industrial and electrical technology field, international giant ABB agreed to pay US\$1bn in cash for the Atlanta-based Ventyx, a maker of management software for the energy and utility industries.

PE firms have returned to buying mode as well, including TPG Capital's US\$1.3bn acquisition of American Tire Distributors in April. Depending on their fund timelines, many PE shops are feeling pressure to invest capital to avoid having to return it to investors, Wilfong noted.

Still, uncertainty around international monetary crises, consumer spending, unemployment and federal regulations keep buyers and sellers from diving in head first, he said.

"This market is very different from the heady days of 2006 and 2007," Winborne added.
"Buyers are much more cautious and very quality-conscious."

by Chris Marr in Atlanta

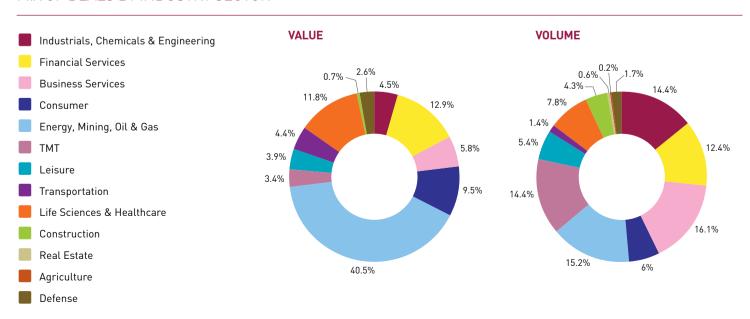
"This market is very different from the heady days of 2006 and 2007," Winborne added. "Buyers are much more cautious and very quality-conscious."

## TOP 15 ANNOUNCED DEALS FOR YEAR ENDING JUNE 30, 2010

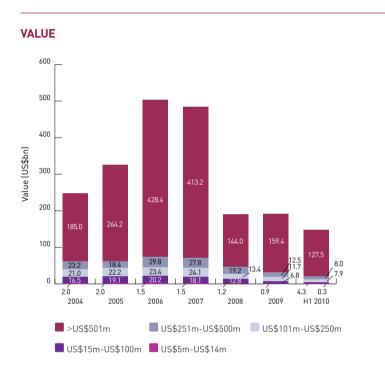
(ALABAMA, ARKANSAS, DELAWARE, DISTRICT OF COLUMBIA, FLORIDA, GEORGIA, KENTUCKY, LOUISIANA, MARYLAND, MISSISSIPPI, NORTH CAROLINA, OKLAHOMA, SOUTH CAROLINA, TENNESSEE, TEXAS, VIRGINIA, WEST VIRGINIA)

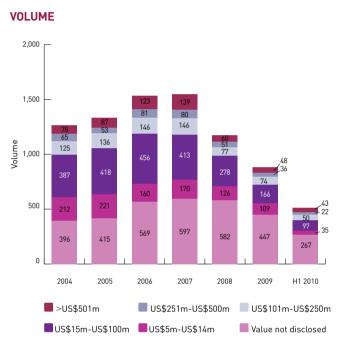
Announced date	Status	Bidder company	Target company	Sector	Vendor company	Deal value US\$(m)
08-Mar-10	Р	MetLife Inc	American Life Insurance Company	Financial Services	American International Group Inc	15,544
25-Feb-10	Р	The Coca-Cola Company	Coca-Cola Enterprises Inc (North American operations)	Consumer	Coca-Cola Enterprises Inc	12,280
21-Feb-10	Р	Schlumberger Limited	Smith International Inc	Energy, Mining, Oil & Gas		12,198
19-Jan-10	С	Williams Partners LP	The Williams Companies Inc (certain gas pipeline and domestic midstream businesses)	Energy, Mining, Oil & Gas	The Williams Companies Inc	11,750
09-Mar-10	Р	Merial-Intervet	Intervet/Schering-Plough Animal Health; and Merial Limited	Life Sciences & Healthcare	Merck & Co Inc; and Sanofi- Aventis SA	8,250
11-Mar-10	Р	BP plc	Devon Energy Corporation (Assets in the deepwater Gulf of Mexico, Brazil and Azerbaijan)	Energy, Mining, Oil & Gas	Devon Energy Corporation	7,000
03-May-10	Р	UAL Corporation	Continental Airlines Inc	Transportation		6,192
28-May-10	Р	Royal Dutch Shell Plc	East Resources Inc	Energy, Mining, Oil & Gas	Kohlberg Kravis Roberts & Co	4,700
28-May-10	Р	Blackstone Group Holdings LLC; Centerbridge Partners LP; and Paulson & Co Inc	Extended Stay Inc	Leisure		3,925
15-Apr-10	Р	Apache Corporation	Mariner Energy Inc	Energy, Mining, Oil & Gas		3,917
18-Mar-10	L	Five Mile Capital Partners LLC; Starwood Capital Group Global LLC; and TPG Capital LP	Extended Stay Inc	Leisure		3,905
07-Jun-10	Р	Grifols SA	Talecris Biotherapeutics Inc	Life Sciences & Healthcare	Cerberus Capital Management LP	3,728
17-May-10	Р	Universal Health Services Inc	Psychiatric Solutions Inc	Life Sciences & Healthcare		3,083
02-Feb-10	С	The Bank of New York Mellon Corporation	PNC Global Investment Servicing Inc	Business Services	The PNC Financial Services Group Inc	2,310
26-Apr-10	Р	Hertz Global Holdings Inc	Dollar Thrifty Automotive Group Inc	Financial Services		2,245

C=Completed; P=Pending; L=Lapsed

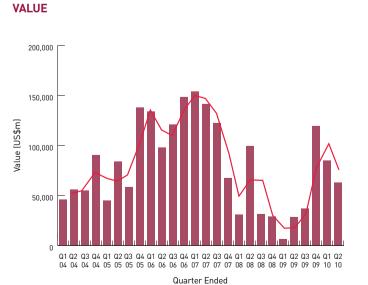


### M&A SPLIT BY DEAL SIZE





### **QUARTERLY M&A ACTIVITY**



Based on announced deals, excluding those that lapsed or were withdrawn. Industry sector is determined on the dominant industry of the target.

### FINANCIAL ADVISORS

#### **TOP 20 - RANKED BY VALUE**

### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals	H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
9	1	Barclays Capital	74,920	24	4	1	Goldman Sachs	74,881	33
10	2	Goldman Sachs	74,881	33	9	2	Credit Suisse	60,961	28
15	3	Deutsche Bank	66,971	18	12	3	Barclays Capital	74,920	24
13	4	Credit Suisse	60,961	28	5	4	Morgan Stanley	56,046	21
1	5	Morgan Stanley	56,046	21	3	5	Bank of America Merrill Lynch	34,986	21
11	6	JPMorgan	55,168	18	10	6	Deutsche Bank	66,971	18
7	7	Lazard	48,607	15	1	7	JPMorgan	55,168	18
5	8	Citigroup	40,784	15	2	8	Houlihan Lokey	1,104	17
8	9	Bank of America Merrill Lynch	34,986	21	7	9	Lazard	48,607	15
4	10	Evercore Partners	33,681	5	8	10	Citigroup	40,784	15
147	11	Perella Weinberg Partners	24,683	4	6	11	UBS Investment Bank	24,490	15
12	12	UBS Investment Bank	24,490	15	21	12	RBC Capital Markets	7,152	15
2	13	Blackstone Group Holdings	16,714	2	13	13	Jefferies & Company	6,875	11
44	14	HSBC Bank	15,695	4	11	14	Rothschild	3,803	10
28	15	Tudor, Pickering, Holt & Co	15,564	8	53	15	BB&T Capital Markets	253	9
116	16	Allen & Company	15,237	5	67	16	Tudor, Pickering, Holt & Co	15,564	8
27	17	Greenhill & Co	14,914	7	-	17	Raymond James & Associates	604	8
20	18	Scotia Capital	8,315	4	24	18	Harris Williams & Co	240	8
47	19	RBC Capital Markets	7,152	15	15	19	Greenhill & Co	14,914	7
22	20	Jefferies & Company	6,875	11	-	20	TD Securities	1,942	7

The financial advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010, excluding lapsed and withdrawn deals. The tables are based on advice to a US (South) bidder, target or vendor. States: Alabama, Arkansas, Delaware, District of Columbia, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia, West Virginia.

## **LEGAL ADVISORS**

#### **TOP 20 - RANKED BY VALUE**

#### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals	H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
12	1	Wachtell, Lipton, Rosen & Katz	66,292	19	2	1	Kirkland & Ellis	6,406	29
10	2	Simpson Thacher & Bartlett	63,925	27	52	2	Simpson Thacher & Bartlett	63,925	27
16	3	Latham & Watkins	47,216	27	6	3	Latham & Watkins	47,216	27
9	4	Skadden Arps Slate Meagher & Flom	45,801	23	1	4	Jones Day	14,880	26
15	5	Baker Botts	43,387	20	4	5	Skadden Arps Slate Meagher & Flom	45,801	23
24	6	Dewey & LeBoeuf	39,451	17	3	6	DLA Piper	1,981	23
8	7	Cleary Gottlieb Steen & Hamilton	36,296	11	38	7	Fulbright and Jaworski	3,852	21
14	8	Vinson & Elkins	31,305	19	19	8	Hogan Lovells	2,930	21
3	9	Weil Gotshal & Manges	29,801	16	23	9	Baker Botts	43,387	20
132	10	White & Case	29,524	7	31	10	Wachtell, Lipton, Rosen & Katz	66,292	19
31	11	Debevoise & Plimpton	29,282	10	5	11	Vinson & Elkins	31,305	19
49	12	Shearman & Sterling	26,994	10	15	12	Alston & Bird	24,383	19
30	13	Blake, Cassels & Graydon	26,854	12	13	13	Dewey & LeBoeuf	39,451	17
20	14	Alston & Bird	24,383	19	8	14	K&L Gates	1,682	17
67	15	Paul Weiss Rifkind Wharton & Garrison	23,765	7	12	15	Weil Gotshal & Manges	29,801	16
-	16	Jones Walker	22,153	1	32	16	Gibson Dunn & Crutcher	20,331	16
13	17	Sullivan & Cromwell	21,174	10	26	17	Bracewell & Giuliani	13,447	16
28	18	Gibson Dunn & Crutcher	20,331	16	-	18	Richards Layton & Finger	19,589	15
169	19	Richards Layton & Finger	19,589	15	50	19	O'Melveny & Myers	14,286	14
115	20	Fried Frank Harris Shriver & Jacobson	19,339	9	43	20	Mayer Brown	3,991	14

The legal advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010 and include lapsed and withdrawn deals. The tables are based on advice to a West Coast bidder, target or vendor. States: Alabama, Arkansas, Delaware, District of Columbia, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia, West Virginia.



#### Mid-Atlantic likely to see growth in Financial Services, defense deals; biotechnology market to remain tepid

The Mid-Atlantic region is likely to see a pickup in Financial Services, Defense and government services M&A, but biotechnology is likely to remain challenged.

Financial Services M&A in Pennsylvania is likely to heat up in the fourth quarter and grow for the next 30 to 36 months, says F.N.B. Corporation chairman Stephen Gurgovits. Financial regulation is one driver of consolidation, as some small banks will look for partners to offset new regulatory burdens.

Pennsylvania, where FNB is headquartered, is one of the least-consolidated banking states, Gurgovits noted. There have been only a few deals in the region in the past two years, as most banking M&A has been FDIC-assisted. Furthermore, there have been fewer failures in the mid-Atlantic than nationally.

In New Jersey, billionaire investor W.L. Ross took a US\$100m stake in Sun Bancorp. The billionaire could potentially make as many as seven other stake purchases in New Jersey banks, according to one press report.

Biotechnology and medical device technology startups have been hit by a slowdown in venture funding. Mid-stage biotechnology companies are largely being ignored in favor of secure late stage investments or attractive early stage ones. A number of companies in medical technology and Life Sciences "are running on fumes," said Philip Gager, SVP of Capital Advisors Group.

M&A in the sector is largely a result of distress, said Gager, rather than opportunity, a trend that is likely to accelerate in the next six months. More venture companies are merging with other venture companies in an attempt to survive. "You're seeing evolution in its harshest form," Gager said.

The defense sector is also likely to see high dea volume as Pentagon spending realities continue to shift, said two industry bankers. Secretary of Defense Robert Gates has repeatedly stated a commitment to cutting the Pentagon's top line, which will force some consolidation in the supply chain, said one banker. There is also the problem of organizational conflicts of interest [OCI], which may require a re-shuffling in the sector, said a second banker.

The aerospace parts industry is also likely to see consolidation as economic difficulties force small firms to merge and large companies look to secure their supply chains. Goodrich and Honeywell are likely to be two of the more active consolidators, said Paul Nisbet, veteran analyst with JSA Research.

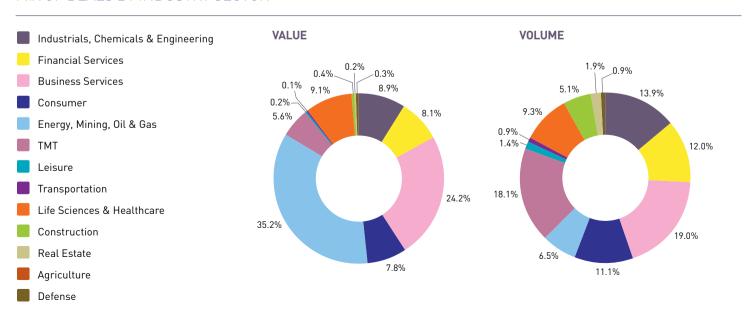
"Financial Services
M&A in Pennsylvania
is likely to heat up in
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30 to 36 months."

## TOP 15 ANNOUNCED DEALS FOR YEAR ENDING JUNE 30, 2010

(NEW JERSEY, NEW YORK, PENNSYLVANIA)

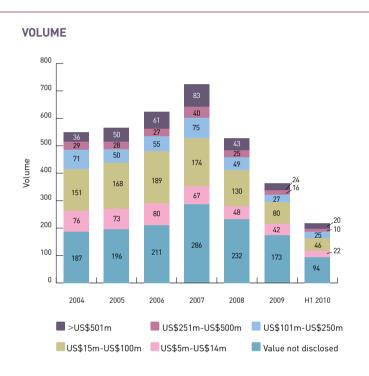
Announced date	Status	Bidder company	Target company	Sector	Vendor company	Deal value US\$(m)
11-Feb-10	Р	FirstEnergy Corp	Allegheny Energy Inc	Energy, Mining, Oil & Gas		8,960
11-Feb-10	Р	Air Products & Chemicals Inc	Airgas Inc	Business Services		6,834
15-Mar-10	С	Consol Energy Inc	Dominion Resources (Appalachian E&P business)	Energy, Mining, Oil & Gas	Dominion Resources Inc	3,475
1-Mar-10	С	Astellas Pharma Inc	OSI Pharmaceuticals, Inc	Life Sciences & Healthcare		3,301
11-Jun-10	Р	Buckeye Partners LP	Buckeye GP Holdings LP	Energy, Mining, Oil & Gas	ArcLight Capital Partners LLC; Kelso & Company	2,774
17-May-10	Р	Man Group Plc	GLG Partners Inc	Financial Services		1,701
5-Mar-10	Р	Promotora de Informaciones SA	Liberty Acquisition Holdings Corp	Financial Services		1,457
1-Mar-10	С	MSCI Inc	RiskMetrics Group	Business Services		1,429
14-Jun-10	Р	Cablevision Systems Corporation	Bresnan Communications Inc	ТМТ	Comcast Corporation; Providence Equity Partners Inc; Quadrangle Group LLC	1,365
20-Jun-10	Р	Corn Products International Inc	National Starch & Chemical Company	Industrials, Chemicals & Engineering	Akzo Nobel NV	1,300
14-Jun-10	Р	Marfrig Alimentos SA	Keystone Foods LLC	Consumer	Lindsay Goldberg & Bessemer LP	1,260
24-Feb-10	С	Philip Morris Fortune Tobacco Co Inc	Fortune Tobacco Corporation (Selected Assets And Liabilities); and Philip Morris Philippines Manufacturing Inc (Selected Assets And Liabilities)	Consumer	Fortune Tobacco Corporation; Philip Morris Philippines Manufacturing Inc (subsidiary of Philip Morris International Inc)	1,170
07-Jun-10	Р	Altegrity Inc	Kroll Inc	Business Services	Marsh & McLennan Companies Inc	1,130
6-May-10	С	Thomas H Lee Partners LP	inVentiv Health Inc	Business Services		1,122
17-Feb-10	С	Walgreen Co	Duane Reade Inc	Consumer	Oak Hill Capital Partners LP	1,075

C=Completed; P=Pending; L=Lapsed

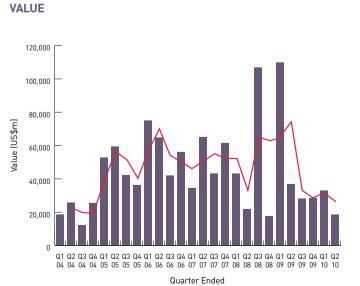


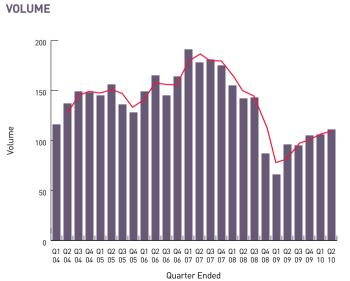
### M&A SPLIT BY DEAL SIZE





### **QUARTERLY M&A ACTIVITY**





Based on announced deals, excluding those that lapsed or were withdrawn. Industry sector is determined on the dominant industry of the target.

### FINANCIAL ADVISORS

#### **TOP 20 - RANKED BY VALUE**

#### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals	H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
4	1	Goldman Sachs	74,795	39	6	1	Goldman Sachs	74,795	39
6	2	Bank of America Merrill Lynch	57,762	29	9	2	Bank of America Merrill Lynch	57,762	29
9	3	Credit Suisse	49,242	25	7	3	Credit Suisse	49,242	25
1	4	Morgan Stanley	42,207	21	1	4	Morgan Stanley	42,207	21
5	5	Barclays Capital	40,751	20	2	5	JPMorgan	21,502	21
11	6	Deutsche Bank	39,000	20	12	6	Barclays Capital	40,751	20
3	7	Citigroup	36,764	20	8	7	Deutsche Bank	39,000	20
13	8	Blackstone Group Holdings	23,673	6	5	8	Citigroup	36,764	20
2	9	JPMorgan	21,502	21	3	9	Lazard	14,044	17
12	10	UBS Investment Bank	16,183	16	4	10	UBS Investment Bank	16,183	16
21	11	HSBC Bank	15,984	6	18	11	Jefferies & Company	6,564	13
8	12	Lazard	14,044	17	31	12	Harris Williams & Co	170	10
7	13	Evercore Partners	13,260	6	28	13	RBC Capital Markets	5,749	9
15	14	Nomura Holdings	6,718	6	13	14	KPMG	793	9
36	15	Jefferies & Company	6,564	13	11	15	Rothschild	4,426	8
26	16	Miller Buckfire & Co	6,550	1	15	16	PricewaterhouseCoopers	1,494	8
41	17	RBC Capital Markets	5,749	9	106	17	DC Advisory Partners	1,045	8
32	18	Greenhill & Co	5,283	7	26	18	Greenhill & Co	5,283	7
49	19	Stifel, Nicolaus & Company	4,727	5	29	19	Sandler O'Neill & Partners	558	7
10	20	Perella Weinberg Partners	4,446	5	14	20	Blackstone Group Holdings	23,673	6

The financial advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010, excluding lapsed and withdrawn deals. The tables are based on advice to a US [Mid-Atlantic] bidder, target or vendor. States: New Jersey, New York, Pennsylvania.

## LEGAL ADVISORS

#### **TOP 20 - RANKED BY VALUE**

### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals	H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
3	1	Simpson Thacher & Bartlett	94,429	36	3	1	Simpson Thacher & Bartlett	94,429	36
30	2	Weil Gotshal & Manges	78,388	28	5	2	Weil Gotshal & Manges	78,388	28
15	3	Sullivan & Cromwell	74,593	22	1	3	Jones Day	7,503	28
7	4	Cleary Gottlieb Steen & Hamilton	63,718	12	19	4	Latham & Watkins	22,508	27
8	5	Davis Polk & Wardwell	50,219	15	13	5	Kirkland & Ellis	3,103	24
21	6	Cravath Swaine & Moore	47,960	13	4	6	Sullivan & Cromwell	74,593	22
91	7	Herbert Smith/Gleiss Lutz/Stibbe	41,935	7	21	7	DLA Piper	2,075	22
6	8	Debevoise & Plimpton	40,758	8	2	8	Skadden Arps Slate Meagher & Flom	26,854	20
9	9	Dewey & LeBoeuf	35,733	16	10	9	Morgan Lewis & Bockius	6,030	18
108	10	Norton Rose	35,500	2	18	10	Wachtell, Lipton, Rosen & Katz	27,566	17
62	11	Slaughter and May	35,500	1	8	11	Dewey & LeBoeuf	35,733	16
2	12	Wachtell, Lipton, Rosen & Katz	27,566	17	22	12	Shearman & Sterling	14,695	16
1	13	Skadden Arps Slate Meagher & Flom	26,854	20	15	13	Davis Polk & Wardwell	50,219	15
17	14	Fried Frank Harris Shriver & Jacobson	24,619	15	42	14	Fried Frank Harris Shriver & Jacobson	24,619	15
36	15	Latham & Watkins	22,508	27	53	15	Morrison & Foerster	6,793	14
-	16	Uria Menendez	19,734	3	16	16	Cravath Swaine & Moore	47,960	13
95	17	Alston & Bird	18,976	8	11	17	Paul Weiss Rifkind Wharton & Garrison	4,997	13
195	18	Richards Layton & Finger	16,658	12	6	18	Clifford Chance	4,231	13
158	19	CMS	16,356	7	27	19	Cleary Gottlieb Steen & Hamilton	63,718	12
32	20	Nishimura & Asahi	15,694	3	116	20	Richards Layton & Finger	16,658	12

The legal advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010 and include lapsed and withdrawn deals. The tables are based on advice to a US [Mid-Atlantic] bidder, target or vendor. States: New Jersey, New York, Pennsylvania.



M&A activity in New England is likely to increase in the second half of the year, with observers predicting a strong up-tick from September onwards. Technology and healthcare, which experienced a great deal of activity in the first half of 2010, are likely to continue to be strong areas for deals. The Financial Services sector, which had been going through challenging times, also saw some important deals in the first half of the year. That trend will probably continue as the passage of financial reform legislation has removed some uncertainty from the marketplace.

At the end of 2009 there was a great deal of optimism that 2010 would be a good year for M&A in New England. Indeed, the first quarter of 2010 saw a major flurry of activity. Even the IPO market, which was all but closed throughout 2009, began to open as some companies decided to take the plunge and others rushed to file S-1s in their competitor's wake.

But concerns over the European economy, the US job market and the oil spill in the Gulf served to put the brakes on deal flow in the second quarter. Now that some of these concerns are lessening, significant pent up demand by buyers and sellers could lead to a strong fourth quarter, says Peter Falvey, co-head of technology investment banking at Morgan Keegan. In particular, the technology and pharmaceuticals sectors are likely to be active for the rest of the year, Andrew Levine, a partner at law firm

Technology heavyweights such as IBM, Microsoft, Oracle and HP are sitting on a lot of cash and are expected to acquire. "There is a lot of dry powder out there now," says Falvey. Areas seeing a lot of action include software, social media, internet related-business models, mobile technology and healthcare technology. For instance, one of the largest tech deals in New England in the first quarter was Apple's US\$275m acquisition of Waltham, Massachusetts-based Quattro Wireless, a provider of mobile advertising platforms. Apple historically has not been very acquisitive, despite having lots of cash, so the Quattro deal is significant. Falvey explains

The second half of 2010 also could see private equity take on a much more dominant position according to Falvey. Although strategic buyers have been more active in 2010 thus far, private equity is anxious to put its cash to work.

New England, with its concentration of technology and healthcare companies, also is prime hunting ground for overseas acquirers. Stock prices are low, and a number of venture backed companies need to exit. Although European deal activity has slowed down, companies in Brazil, India, and other parts of Asia have cash to burn and are on the prowl for cheap buys, setting the stage for what could be a bot cross-border quarter.

by Ilene Friedland in Boston

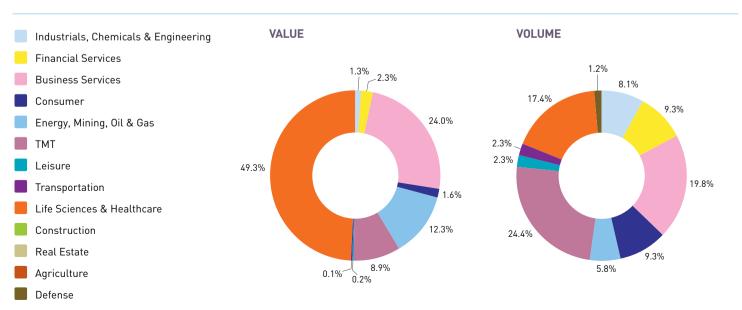
"Although European deal activity has slowed down, companies in Brazil, India, and other parts of Asia have cash to burn and are on the prowl for cheap buys, setting the stage for what could be a hot cross-border quarter."

## TOP 15 ANNOUNCED DEALS FOR YEAR ENDING JUNE 30, 2010

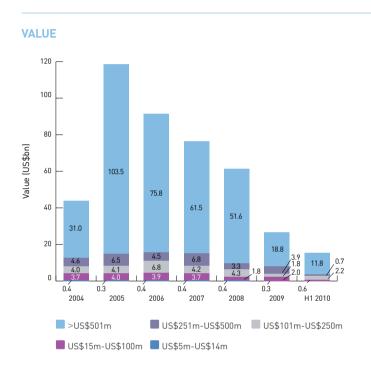
(CONNECTICUT, MAINE, MASSACHUSETTS, NEW HAMPSHIRE, RHODE ISLAND, VERMONT)

Announced date	Status	Bidder company	Target company	Sector	Vendor company	Deal value US\$(m)
28-Feb-10	С	Merck KGaA	Millipore Corporation	Life Sciences & Healthcare		6,760
4-May-10	С	Silver Lake Partners; and Warburg Pincus LLC	Interactive Data Corporation	Business Services	Pearson Plc	3,159
25-May-10	Р	UIL Holdings Corporation	Connecticut Natural Gas Corporation; The Berkshire Gas Company; and The Southern Connecticut Gas Company	Energy, Mining, Oil & Gas	Iberdrola USA	1,296
16-Apr-10	Р	Oracle Corporation	Phase Forward Inc	TMT		614
23-Mar-10	С	Energy Capital Partners	BG Group Plc (Masspower Powerplant); BG Group Plc (Dighton power plant); and BG Group Plc (Lake Road power plant)	Energy, Mining, Oil & Gas	BG Group Plc	450
5-Jan-10	C	Apple Inc	Quattro Wireless	TMT	Globespan Capital Partners; and Highland Capital Partners Inc	275
5-Mar-10	С	Merge Healthcare Inc	AMICAS Inc	Life Sciences & Healthcare		211
25-May-10	Р	Global Companies LLC	ExxonMobil Corporation (190 gas stations)	Business Services	ExxonMobil Corporation	200
21-Jan-10	С	Martek Biosciences Corporation	Amerifit Brands Inc	Consumer	Charterhouse Group International Inc	200
02-Feb-10	С	Tower Group Inc	Massachusetts Homeland Insurance Co; York Insurance Co of Maine; New Jersey Skylands Management LLC; and Adirondack AIF LLC	Financial Services	OneBeacon Insurance Group Ltd	181
20-Apr-10	С	Warner Bros Home Entertainment Group	Turbine Inc	ТМТ	Polaris Venture Partners; Granite Global Ventures; Columbia Capital; Highland Capital Partners Inc; Tudor Ventures; and Time Warner Investments Group	160
19-Jan-10	С	Thermo Fisher Scientific Inc	Ahura Scientific	Industrials, Chemicals & Engineering	Fuse Capital; ARCH Venture Partners; Castile Ventures; and GF Private Equity Group LLC	145
12-Apr-10	С	Hospira Inc	Javelin Pharmaceuticals Inc	Life Sciences & Healthcare		141
29-Jun-10	Р	Eastern Bank Corporation	Wainwright Bank & Trust	Financial Services		139
17-May-10	С	Vision Solutions Inc	Double-Take Software Inc	TMT		135

C=Completed; P=Pending; L=Lapsed

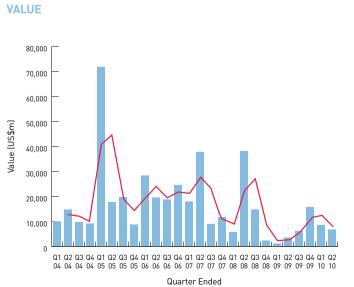


### M&A SPLIT BY DEAL SIZE





### **QUARTERLY M&A ACTIVITY**



Based on announced deals, excluding those that lapsed or were withdrawn. Industry sector is determined on the dominant industry of the target.

### FINANCIAL ADVISORS

#### **TOP 20 - RANKED BY VALUE**

#### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals	H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
6	1	Goldman Sachs	14,828	12	7	1	Credit Suisse	11,735	13
9	2	Credit Suisse	11,735	13	2	2	Goldman Sachs	14,828	12
2	3	Barclays Capital	9,942	10	1	3	Morgan Stanley	8,231	12
5	4	Morgan Stanley	8,231	12	13	4	Barclays Capital	9,942	10
-	5	Guggenheim Securities	8,125	2	3	5	UBS Investment Bank	6,404	10
-	6	Perella Weinberg Partners	6,760	2	5	6	Bank of America Merrill Lynch	5,191	8
7	7	UBS Investment Bank	6,404	10	18	7	Rothschild	664	8
8	8	Bank of America Merrill Lynch	5,191	8	8	8	JPMorgan	3,426	6
10	9	Deutsche Bank	4,115	5	4	9	Lazard	471	6
1	10	JPMorgan	3,426	6	16	10	Deutsche Bank	4,115	5
-	11	Foros	3,159	1	25	11	Wells Fargo Securities	417	4
3	12	Citigroup	2,487	3	-	12	Deloitte	394	4
23	13	Blackstone Group Holdings	2,087	3	29	13	Lincoln International	-	4
-	14=	HSBC Bank	1,630	1	14	14	Citigroup	2,487	3
43	14=	Moelis & Company	1,630	1	10	15	Blackstone Group Holdings	2,087	3
-	16	Berenson & Company	1,296	1	35	16	Quayle Munro Holdings	919	3
-	17	Hawkpoint	1,211	2	-	17	Signal Hill Capital	773	3
58	18=	SunTrust Robinson Humphrey Capital Markets	1,177	1	46	18	Thomas Weisel Partners Group Inc	749	3
-	18=	Waller Capital Corporation	1,177	1	9	19	Jefferies & Company	705	3
76	20	Quayle Munro Holdings	919	3	20	20	KPMG	584	3

The financial advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010, excluding lapsed and withdrawn deals. The tables are based on advice to a US (New England) bidder, target or vendor. States: Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont.

### **LEGAL ADVISORS**

### **TOP 20 – RANKED BY VALUE**

#### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals	H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
100	1	Ropes & Gray	11,126	12	41	1	Ropes & Gray	11,126	12
8	2	Skadden Arps Slate Meagher & Flom	10,932	9	2	2	WilmerHale	1,876	12
5	3	Cravath Swaine & Moore	8,773	3	4	3	Weil Gotshal & Manges	4,912	10
34	4	Fried Frank Harris Shriver & Jacobson	8,659	6	9	4	Kirkland & Ellis	2,792	10
36	5	Blake, Cassels & Graydon	7,937	5	1	5	Goodwin Procter	1,973	10
6	6	Sullivan & Cromwell	6,021	4	11	6	Skadden Arps Slate Meagher & Flom	10,932	9
3	7	Simpson Thacher & Bartlett	5,754	8	36	7	Morgan Lewis & Bockius	3,212	9
11	8	Davis Polk & Wardwell	5,662	7	16	8	DLA Piper	959	9
126	9	Richards Layton & Finger	5,335	5	8	9	Jones Day	512	9
10	10	Cleary Gottlieb Steen & Hamilton	5,016	3	25	10	Simpson Thacher & Bartlett	5,754	8
1	11	Weil Gotshal & Manges	4,912	10	48	11	Davis Polk & Wardwell	5,662	7
148	12	Covington & Burling	4,767	3	31	12	Fried Frank Harris Shriver & Jacobson	8,659	6
20	13	Latham & Watkins	3,774	6	3	13	Latham & Watkins	3,774	6
-	14	Mayer Brown	3,550	5	121	14	AZB & Partners	728	6
26	15	Vinson & Elkins	3,524	4	43	15	Choate Hall & Stewart	660	6
47	16	Herbert Smith/Gleiss Lutz/Stibbe	3,216	3	6	16	Cooley	267	6
72	17	Morgan Lewis & Bockius	3,212	9	53	17	Blake, Cassels & Graydon	7,937	5
9	18	Shearman & Sterling	2,977	3	70	18	Richards Layton & Finger	5,335	5
38	19	Kirkland & Ellis	2,792	10	-	19	Mayer Brown	3,550	5
12	20	Alston & Bird	2,774	3	152	20	Freshfields Bruckhaus Deringer	2,211	5

The legal advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010 and include lapsed and withdrawn deals. The tables are based on advice to a US (New England) bidder, target or vendor. States: Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont.



## Brazil leads Latin America's dealmaking recovery.

Latin America's M&A activity has recovered at a faster pace than the rest of the world, and should continue this trend for the rest of the year. Led by Brazil's expected economic growth of 7.1% this year, Latin America showed resilience to some of the wobbles in global financial confidence seen in the first half of 2010.

Total deal value for Latin America was US\$88bn in the first six months of this year, compared to US\$30bn in the same period last year. Even without its largest deal – January's US\$34.5bn international consolidation of Mexico's America Movil – first half dealmaking in Latin America was still up 78.3% compared to an increase of 8.4% globally.

M&A interest in Brazil has never been so strong, said Bill Casey, a partner in Ernst & Young's Transaction Advisory Services. "To our clients, Latin America has been about three countries: Brazil, Brazil and Brazil," said Hector Tundidor Jr., Ernst & Young's Transaction Advisory Services Leader. First half deal value in Brazil increased 40% to \$30bn compared to H1 2009.

Mining, steel, logistics and agribusiness should continue to be strong industries for M&A in Brazil, said Felipe Borlido, partner at the investment boutique Araujo Fontes. The interest of Chinese and Indian firms in assets in those sectors should be a significant deal driver, he added. An increased level of confidence in Brazil has made foreign players more likely to consider joint ventures in addition to outright acquisitions. But it has also increased valuations in the country, which could lead to longer negotiations, Borlido noted.

Infrastructure opportunities ahead of the World Cup in 2014 and the Olympics in 2016 are also attracting worldwide attention to Brazil. Ernst & Young expects further activity in the financial sector, education, transportation, consumer products and commodities. Deals in the second

half of this year are likely to involve Brazilian banks such as Itau and Banco do Brasil that have yet to make planned acquisitions abroad. The food and energy sectors are also expected to continue consolidating.

In Mexico, where recovery has been slower, some long-awaited events have materialized recently, indicating other pending deals may be closed in the second half of the year. Two examples are retailer Comercial Mexicana's recent bankruptcy protection filing and the sale of a 50% stake in the airline Volaris. Deals that could materialize later this year include the sale of Su Casita, a mortgage firm, and of the satellite operator Satmex. The IMF expects the country's economy to grow 4.5% in 2010.

Throughout the Caribbean, Central America and the Andean region, the first half was characterized by timid signs of recovery, except in bright spots such as Peru, which is expected to grow 6.3% this year, and Colombia.

The election of Juan Manuel Santos in Colomb was another vote of confidence and renewed faith in the country's economic prospects. Massive infrastructure projects will continue to give Colombia a competitive edge in the region and draw players from mature markets like Chile and Brazil who are seeking greater presence in the country. Two cases in point include Brazilian businessman German Efromovich's growing portfolio in Colombia's travel and hospitality industry and the Chilean airline group LAN's strategic partnership with Bogota-based regional carrier AerOasis. Meanwhile Colombian corporate and financial institutions continue to look for a greater role in the Andean Region as well as to the north in Central America and the Caribbean, with Grupo Aval's recent acquisition of GE's BAC-Credomatic a good example of this trend.

Central America has weathered the global economic downturn relatively well, with major infrastructure projects including new port facilities, the widening of the Panama Canal and the interconnection of the region's power

grid providing a solid backdrop for growth. Major deals in Central America continue to be concentrated around companies that have successfully moved from national, family-run businesses to regional institutionally-run enterprises.

In the Caribbean, baby steps toward economic recovery hinge on measured compliance with multilateral lender mandates, with Jamaica and the Dominican Republic under strict austerity programs that could limit growth for the foreseeable future. Structural reforms in these markets combined with a will to address underlying energy cost issues, bode well for the medium-to-long term, however.

Argentina, Venezuela and Ecuador should continue to lag the rest of the region, with predicted growth rates of 3.5%, -2.6% and 2.5%, respectively, according to the IMF.

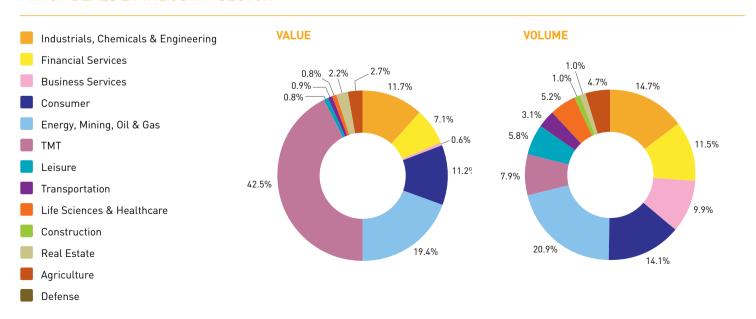
by Priscilla Murphy, Oliver Hill and Sergio Spagnuolo

"Infrastructure opportunities ahead of the World Cup in 2014 and the Olympics in 2016 are also attracting worldwide attention to Brazil."

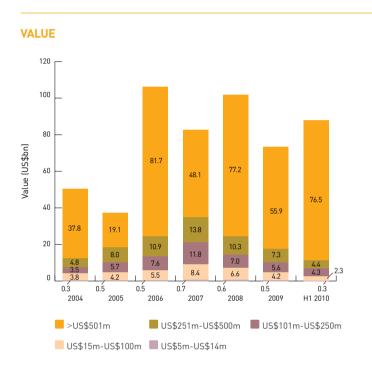
## TOP 15 ANNOUNCED DEALS FOR YEAR ENDING JUNE 30, 2010

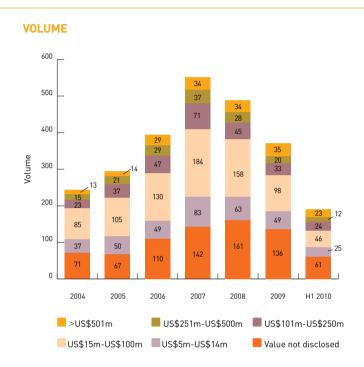
Announced date	Status	Bidder company	Target company	Sector	Vendor company	Deal value US\$(m)
13-Jan-10	С	America Movil SA de CV	Carso Global Telecom SAB de CV	TMT		28,055
11-Jan-10	С	Heineken NV	FEMSA Cerveza SA de CV	Consumer	Fomento Economico Mexicano SAB de CV	7,692
13-Jan-10	С	America Movil SA de CV	Telmex Internacional SAB de CV (39.30% stake)	TMT		6,533
02-May-10	Р	Norsk Hydro ASA	Alumina do Norte do Brasil SA (57% stake); Aluminio Brasileiro SA (51% stake); Companhia de Alumina do Para (61% stake); and Paragominas bauxite mine (60% stake)	Industrials, Chemicals & Engineering	Vale SA	4,900
22-Jan-10	С	Braskem SA	Polibutenos SA Industrias Quimicas (33.33% stake); Quattor Participacoes SA (60% stake); and Unipar Comercial e Distribuidora SA	Industrials, Chemicals & Engineering	Uniao de Industrias Petroquimicas SA	4,238
27-Jan-10	С	Vale SA	Bunge Participacoes e Investimentos SA	Energy, Mining, Oil & Gas	Bunge Limited	3,800
14-Mar-10	С	CNOOC International Limited	Bridas Corporation (50% stake)	Energy, Mining, Oil & Gas	Bridas Energy Holdings Ltd	3,100
09-Jun-10	С	Banco Santander SA	Grupo Financiero Santander Serfin SA de CV (24.90% stake)	Financial Services	Bank of America Corporation	2,500
03-May-10	С	PDG Realty SA Empreendimentos e Participacoes	Agre Empreendimentos Imobiliarios SA	Real Estate		1,955
10-Feb-10	С	Vale SA	Fertilizantes Fosfatados SA (36.79% stake)	Energy, Mining, Oil & Gas	The Mosaic Company; and Yara Brasil Fertilizantes SA	1,834
18-May-10	Р	State Grid Corporation of China	Plena Transmissoras SA (Seven Brazilian transmission companies)	Energy, Mining, Oil & Gas	Plena Transmissoras SA	1,721
15-Feb-10	Р	Grupo Televisa SA de CV	Comunicaciones Nextel de Mexico SA de CV (30% stake)	TMT	NII Holdings Inc	1,440
18-May-10	Р	Itausa - Investimentos Itau SA	Itau Unibanco Holding SA (1.25% stake)	Financial Services	Bank of America Corporation	1,115
21-Feb-10	С	Shree Renuka Sugars Limited	Equipav SA Acucar e Alcool (50.34% stake)	Agriculture	Equipav Group	1,059
12-Apr-10	С	Apache Corporation	Devon Energy Corporation (Gulf of Mexico Shelf Assets)	Energy, Mining, Oil & Gas	Devon Energy Corporation	1,050

C=Completed; P=Pending; L=Lapsed (excludes Bahamas, Belize, Dominica, French Guyana, Puerto Rico, Saint Kitts, Surinam, Turks & Caicos, US Virgin Islands)

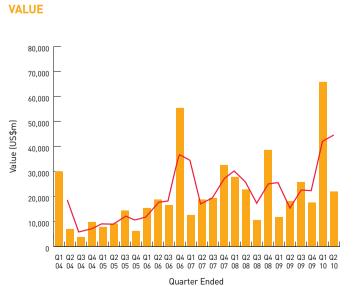


### M&A SPLIT BY DEAL SIZE





### **QUARTERLY M&A ACTIVITY**



Based on announced deals, excluding those that lapsed or were withdrawn. Industry sector is determined on the dominant industry of the target

### FINANCIAL ADVISORS

#### **TOP 20 - RANKED BY VALUE**

#### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals	H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
3	1	Credit Suisse	57,311	19	3	1	Credit Suisse	57,311	19
6	2	Citigroup	48,690	7	12	2	Bank of America Merrill Lynch	13,982	11
19	3	Bank of America Merrill Lynch	13,982	11	7	3	Rothschild	9,671	8
4	4	Rothschild	9,671	8	5	4	Citigroup	48,690	7
-	5	Allen & Company	9,132	2	4	5	JPMorgan	8,179	7
5	6	JPMorgan	8,179	7	15	6	Deutsche Bank	6,855	6
11	7	Deutsche Bank	6,855	6	2	7	UBS Investment Bank	1,022	6
2	8	Morgan Stanley	5,777	3	11	8	Goldman Sachs	3,209	5
14	9	Santander Global Banking and Markets	4,338	4	18	9	HSBC Bank	2,576	5
7	10	Banco Bradesco	4,254	2	-	10	Credit Agricole CIB	1,916	5
18	11	Goldman Sachs	3,209	5	10	11	Santander Global Banking and Markets	4,338	4
-	12	Hopu Investment Management Co	3,100	1	31	12	Lazard	1,715	4
16	13	HSBC Bank	2,576	5	36	13	Patria-Banco de Negocios	1,049	4
-	14	Standard Chartered	2,500	1	1	14	Morgan Stanley	5,777	3
-	15	Vinci Partners	1,955	3	-	15	Vinci Partners	1,955	3
21	16	Singular Partners	1,955	1	-	16	Caixa Banco de Investimento	1,221	3
-	17	Credit Agricole CIB	1,916	5	-	17	M&A International	344	3
30	18	Lazard	1,715	4	-	18	Allen & Company	9,132	2
-	19	RBC Capital Markets	1,607	1	6	19	Banco Bradesco	4,254	2
-	20	Caixa Banco de Investimento	1,221	3	-	20	Celfin Capital	953	2

The financial advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010, excluding lapsed and withdrawn deals. The tables are based on advice to a Central and South American bidder, target or vendor. Excludes: Bahamas, Belize, Dominica, French Guyana, Haiti, Puerto Rico, Saint Kitts, Surinam, Turks & Caicos, US Virgin Islands.

### **LEGAL ADVISORS**

#### **TOP 20 - RANKED BY VALUE**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
65	1	Dewey & LeBoeuf	34,628	3
-	2	Allen & Overy	14,742	3
26	3	Cleary Gottlieb Steen & Hamilton	14,567	6
4	4	Freshfields Bruckhaus Deringer	12,592	2
3	5	Simpson Thacher & Bartlett	9,495	6
6	6	Skadden Arps Slate Meagher & Flom	9,192	6
-	7	Gibson Dunn & Crutcher	8,321	3
-	8	Loyens & Loeff	7,692	1
102	9	Davis Polk & Wardwell	6,400	3
82	10	Veirano Advogados	6,056	3
13	11	Tozzini Freire Teixeira E Silva Advogados	5,747	9
-	12	Ulhoa Canto, Rezende e Guerra - Advogados	5,634	2
2	13	Barbosa, Mussnich & Aragao	5,395	7
-	14	Wikborg Rein & Co	4,981	2
40	15	Latham & Watkins	4,900	2
-	16=	Selmer	4,900	1
72	16=	Thommessen	4,900	1
1	18	Machado Meyer Sendacz e Opice	4,187	11
8	19	Shearman & Sterling	4,096	3
49	20	Wachtell, Lipton, Rosen & Katz	4,036	3

### **TOP 20 - RANKED BY VOLUME**

H1 2009	H1 2010	Company Name	Value US\$(m)	Number of Deals
2	1	Machado Meyer Sendacz e Opice	4,187	11
1	2	Mattos Filho, Veiga Filho, Marrey Jr. e Quiroga Advogados	1,552	11
6	3	Tozzini Freire Teixeira E Silva Advogados	5,747	9
4	4	Pinheiro Neto Advogados	3,093	9
10	5	Estudio Muniz, Ramirez, Perez-Taiman & Olaya Abogados	466	9
3	6	Barbosa, Mussnich & Aragao	5,395	7
19	7	Cleary Gottlieb Steen & Hamilton	14,567	6
11	8	Simpson Thacher & Bartlett	9,495	6
13	9	Skadden Arps Slate Meagher & Flom	9,192	6
28	10	Uria Menendez	1,802	5
12	11	Linklaters	1,284	5
-	12	Vieira de Almeida & Associados	2,440	4
31	13	Demarest e Almeida	1,093	4
17	14	Prieto & Carrizosa	290	4
-	15	Estudio Echecopar Abogados	223	4
33	16	Dewey & LeBoeuf	34,628	3
-	17	Allen & Overy	14,742	3
-	18	Gibson Dunn & Crutcher	8,321	3
102	19	Davis Polk & Wardwell	6,400	3
39	20	Veirano Advogados	6,056	3

The legal advisor league tables by value and volume have been run from 01/01/2010 to the 06/30/2010 and include lapsed and withdrawn deals. The tables are based on advice to a Central and South American bidder, target or vendor. Excludes: Bahamas, Belize, Dominica, French Guyana, Puerto Rico, Saint Kitts, Surinam, Turks & Caicos, US Virgin Islands.v

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## **NOTES**

The following notes pertain to data contained in this publication:

- Deals are included where the deal value is greater than or equal to US\$5m.
- Where no deal value has been disclosed, deals are included if the turnover of the target is greater than or equal to US\$10m.
- North America = USA and Canada.
- Activity Tables and league tables under each industry section are based on the dominant geography of either target, bidder or seller being North America.
- Top Deals tables under each geographic section are based on the dominant geography of the target only.

- League tables under each geographic section are based on the dominant geography of either target, bidder or seller.
- Industry section charts and graphs are based on the dominant geography being North America.
- Geographic section charts and graphs are based on the dominant target geography.
- Transactions excluded include property transactions and restructurings where the ultimate shareholders' interests are not changed.

## Note to Heat Chart: Breakdown of constituent states within US regions

State	Abbr.	Region	
New Jersey	NJ	Mid-Atlantic	
New York	NY	Mid-Atlantic	
Pennsylvania	PA	Mid-Atlantic	
Illinois	IL	Midwest	
Indiana	IN	Midwest	
lowa	IA	Midwest	
Kansas	KS	Midwest	
Michigan	MI	Midwest	
Minnesota	MN	Midwest	
Missouri	MO	Midwest	
Nebraska	NE	Midwest	
North Dakota	ND	Midwest	
Ohio	ОН	Midwest	
South Dakota	SD	Midwest	
Wisconsin	WI	Midwest	
Connecticut	CT	New England	
Maine	ME	New England	

State	Abbr.	Region	
Massachusetts	MA	New England	
New Hampshire	NH	New England	
Rhode Island	RI	New England	
Vermont	VT	New England	
Alabama	AL	South	
Arkansas	AR	South	
Delaware	DE	South	
District of Columbia	DC	South	
Florida	FL	South	
Georgia	GA	South	
Louisiana	ND	South	
Maryland	MD	South	
Mississippi	MS	South	
North Carolina	NC	South	
Oklahoma	OK	South	
South Carolina	SC	South	
Texas	TX	South	

State	Abbr.	Region	
Virginia	VA	South	
West Virginia	WV	South	
Kentucky	NE	South	
Tennessee	TN	South	
Alaska	AK	West	
Arizona	AZ	West	
California	CA	West	
Colorado	CO	West	
Hawaii	HI	West	
Idaho	ID	West	
Montana	MT	West	
Nevada	NV	West	
New Mexico	NM	West	
Oregon	OR	West	
Utah	UT	West	
Washington	WA	West	
Wyoming	WY	West	

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