



Award-Winning International Expertise

Baird-advised banking deal receives 'Top UK Exit' honors

On April 16, *Real Deals* magazine – one of the top publications focused on the European private equity community – recognized a Baird-advised investment banking deal as the “Top UK Exit” among deals with an enterprise value of less than €250 million for 2013.

“The success of this deal and our other award-winning deals is a testament to the quality of our clients and the incredible teamwork and global expertise we leverage every day,” David Silver, Baird’s Head of European Investment Banking, said of the award-winning sale of M&C Energy Group Ltd, a portfolio company of Lyceum Capital, to Schneider Electric SA.

Jon Harrison, Managing Director and one of the lead bankers on the M&C Energy Group deal, added, “This transaction was a true team effort, which is what makes the honour that much more rewarding – it’s a recognition of the collaboration.”

One Award, Multiple Honors

This is the first time a Baird Investment Banking deal has received one of [Real Deals’ Private Equity Awards](#), but not the only time the publication has recognized Baird’s banking expertise. The M&C Energy Group sale was one of three Baird-led transactions recognized among “the deals that made 2012” in the publication’s January issue. The other honorees, which were also among those nominated for awards, included:

- **Graphite Capital’s sale of NES Global Talent to AEA Investors LP**, which was nominated as a “Top UK Exit” with an enterprise value of more than €250 million.
- **The Aksia Group SGR S.p.A. sale of Robuschi S.p.A. to Gardner Denver, Inc.**, which was nominated as a “Top Mediterranean Exit.”

“Baird has excellent momentum within its Investment Banking business globally, with notable success working with private equity clients on both buy- and sell-side mandates,” said Steve Booth, Baird’s Chief Operating Officer and Head of Investment Banking. “David and his team are doing an amazing job achieving great outcomes for our clients.”

In fact, a significant portion of Baird’s global Investment Banking deal flow comes from private equity firms, Steve explained. In the past three years alone, Baird has completed transactions with more than 200 different private equity firms in North America, Europe and Asia.

A Differentiated Approach

In addition to the deep sector knowledge Baird’s bankers bring to every deal, Steve credits Baird’s global, integrated platform for the firm’s ability to sell private-equity-backed companies. Because all of Baird’s investment bankers around the world operate on the same P&L, they collectively apply their knowledge and contacts to achieve the best outcome for the client and the firm. “There are no fiefdoms,” he said. “It’s a true ‘one team’ approach. ►

Award-Winning International Expertise *continued*

This approach enables Baird to find the best buyers or sellers – regardless of geography. Over the past five years, more than 31% of Baird’s M&A transactions have involved a cross-border buyer or seller, and these deals have involved companies in 18 countries.

The unique strengths of the banking platform has helped several Baird deals earn recognition for quality and innovation in the industry. In December, Baird received a “Cross Border Deal of the Year” award from *The M&A Advisor* for advising Euro Car Parts Holding on its sale to LKQ Corporation. In 2011, the Dutch publication *Financieel Management* recognized one of Baird’s European deals, the sale of Netherlands-based product certification company ACTA B.V. to NPM Capital N.V., as “Best Deal MidMarket.” ■