

# Baird's Continued Momentum in Europe

**BAIRD**

Global Investment  
Banking



## Baird's Record Year in Europe in 2017

200+ DEALS

Across M&A, debt advisory and equity financing globally

95% PRIVATE EQUITY  
Involvement in European deals

Among 2017  
European Deals

50%  
NEW CLIENTS

50%  
REPEAT  
CLIENTS

90% CROSS-BORDER TRANSACTIONS



75% SELL-SIDE M&A TRANSACTIONS



























































Buyers on M&A transactions

50%  
CORPORATE

50%  
PRIVATE  
EQUITY

## Selected European Transactions in 2017

<p>Undisclosed Value</p> <p> Keragen</p> <p>A Portfolio Company of</p> <p> TENSILE CAPITAL MANAGEMENT</p> <p>Sale to</p> <p> VICTORIA PLC</p>	<p>Undisclosed Value</p> <p> UNIFACE Advanced Development Technology</p> <p>A Portfolio Company of</p> <p> MARLIN EQUITY PARTNERS</p> <p>Refinancing</p> <p>Term Loan</p> <p>Revolving Credit Facility</p>	<p>Undisclosed Value</p> <p> Oase</p> <p>A Portfolio Company of</p> <p> EQUISTONE</p> <p>Sale to</p> <p> ARGAND PARTNERS</p>	<p>Undisclosed Value</p> <p> CLONDALKIN Flexible Film Division</p> <p>A Portfolio Company of</p> <p> EGERIA</p> <p>Sale of</p> <p>Coldalkin Flexible Packaging Orlando</p> <p>To</p> <p> ProAmpac</p>	<p>Undisclosed Value</p> <p> OASIS Information Security</p> <p>A Portfolio Company of</p> <p> HP Hewlett-Packard</p> <p>and</p> <p> EVERICA</p> <p>Sale to</p> <p> Montagu private equity</p>	<p>€175,000,000</p> <p> NOONAN</p> <p>A Portfolio Company of</p> <p> ALCHEMY</p> <p>Sale to</p> <p> Bidvest</p>
<p>£205,000,000</p> <p> Parts Alliance Local Services - National Strength</p> <p>A Portfolio Company of</p> <p> HgCapital</p> <p>Sale to</p> <p> LLOYD BANKING GROUP</p>	<p>Undisclosed Value</p> <p> TA ASSOCIATES</p> <p>Acquisition of</p> <p> Biocomposites</p>	<p>Undisclosed Value</p> <p> alexander mann solutions</p> <p>A Portfolio Company of</p> <p> NMC NEW MOUNTAIN CAPITAL LLC</p> <p>Refinancing</p> <p>1<sup>st</sup> Lien Term Loan</p> <p>Revolving Credit Facility</p>	<p>Undisclosed Value</p> <p> Schulerhille Engineering Ltd. Ltd.</p> <p>A Portfolio Company of</p> <p> Deutsche Beteiligungs AG</p> <p>Sale to</p> <p> OAKLEY CAPITAL</p>	<p>Undisclosed Value</p> <p> Formel D</p> <p>Acquisition of</p> <p>A Portfolio Company of</p> <p> Deutsche Beteiligungs AG</p>	<p>€186,000,000</p> <p> GESTRA</p> <p>A Subsidiary of</p> <p> FLOWSERVE</p> <p>Sale to</p> <p> spirax sarco</p>
<p>Undisclosed Value</p> <p> SOCOTEC</p> <p>A Portfolio Company of</p> <p> COBEPA</p> <p>and  Five Arrows</p> <p>Acquisition of</p> <p> ESG</p> <p>A Portfolio Company of</p> <p> ST</p>	<p>Undisclosed Value</p> <p> METER-LI</p> <p>A Subsidiary of</p> <p> ENSERVE</p> <p>Sale to</p> <p> MORRISON Data Services</p> <p>A Portfolio Company of</p> <p> FIRST RESERVE A Private Equity Company Since 1997</p>	<p>€330,000,000</p> <p> IPC</p> <p>A Portfolio Company of</p> <p> AMBIENTA Environmental Technology</p> <p>Sale to</p> <p> TENNANT</p>	<p>Undisclosed Value</p> <p> Audiotonix</p> <p>A Portfolio Company of</p> <p> epri</p> <p>and</p> <p> LIVINGBRIDGE</p> <p>Sale to</p> <p> Astorg</p>	<p>Undisclosed Value</p> <p> EURO PART</p> <p>A Portfolio Company of</p> <p> Triton</p> <p>and</p> <p> PARAGON PARTNERS</p> <p>Sale to</p> <p> Alpha</p>	<p>Undisclosed Value</p> <p> HG</p> <p>A Portfolio Company of</p> <p> Gilde Buy Out Partners</p> <p>Sale to</p> <p> COBEPA</p>

## About Baird

- Leading independent, employee-owned middle-market investment bank since 1919
- \$188 billion in client assets, \$1.4 billion in revenue and 3,400 employees in over 100 offices
- Award-winning equity research platform with over 40 sector teams covering 725 companies
- Recognised as one of the *Fortune's* 100 Best Companies to Work For® (2004 – 2017)
- Global Investment Banking department offers M&A, debt advisory and equity financing
- Deep sector expertise with dedicated senior-level coverage of subsector verticals
- 300 investment bankers in the U.S., Europe and Asia working together on one global P&L



**Global Investment  
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## Global Investment Banking Team in Europe

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