

Canadian Dealmakers



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## The Best Canadian Dealmakers Celebrate M&A's Big Wins

**Fifth annual gala honours companies that made a big impact in 2011 despite a challenging economy**

**TORONTO, ONTARIO--(Marketwire - March 1, 2012)** - In a year that started strong for merger and acquisition (M&A) activity, but dipped down considerably during economic pressures in the Eurozone, Canadian companies continued to demonstrate a leadership position and excellence in creating value through their M&A activities.

Yesterday, the strategists, corporate executives, investment bankers, private equity firms and lawyers in advisory and underwriting roles in M&A were honoured at the fifth annual Canadian Dealmakers gala to celebrate the best M&A deals of 2011. Over \$140,000 of net proceeds have been raised from the past galas for Junior Achievement of Canada in an effort to support youth financial literacy, work readiness and entrepreneurship experiences.

Canadian M&A transaction value in 2011 accounted for \$123.6 billion CAD, increased 24.3 per cent over 2010. Canadian M&A closed deals in 2011 were 2131, decreased by 2.5 per cent from 2010.

"It's encouraging to see that Canadian companies are using M&A to secure positions in higher growth geographic and adjacent markets and that they are not shying away from M&A activity despite global uncertainty," said Charles Knight, Global M&A Transaction Service Leader with Deloitte. "This year's winners have significantly strengthened their industry and Canada's corporate landscape."

Founded by Deloitte, Lexpert®, The Globe and Mail and Thomson Reuters, the event celebrates the art - and the science - of some of the most high-profile transactions in recent Canadian history. As the only program of its kind in Canada, the Canadian Dealmakers awards honour companies and individuals whose transactions have largely impacted their industry through innovation, growth, establishment of best practices, and enhancement of products and customer service.

The Canadian Dealmakers award program recognized the following corporate achievers for calendar 2011:

<b>Award category</b>	<b>Winners</b>
Deal Team of the Year Award	The Bank of Nova Scotia
Foreign Outbound Award	Barrick Gold Corporation
Media & Telecommunications Industry Award	BCE Inc.
Private Equity Award	Canada Pension Plan Investment Board
Mid-Market Award	Canadian Helicopters Group Inc.
Consumer Business Industry Award	Canadian Tire Corporation
IPO of the Year Award	Gibson Energy Inc.
Financial Services Industry Award	Intact Financial Corporation
Industrials Industry Award	Martinrea International Inc.
Mining Industry Award	Capstone Mining Corp. (in partnership with Korea Resources Corporation "KORES")
Private Equity Mid-Market Award	OMERS Private Equity
Foreign Inbound - Buyout Award	Sinopec Group
Energy Industry Award	Talisman Energy Inc. (in partnership with Ecopetrol S.A.)
Oilfield and Exploration Services Industry Award	Western Energy Services Corp.

Quantitative and qualitative factors, including financial soundness, improved industry ranking, strength of deal thesis, complexity of the deal, and pre-merger and post-merger integration activities were all weighted when electing the winners.

The gala was attended by approximately 500 corporate executives, legal professionals and investment bankers, and featured a keynote address by Melanie Aitken, Commissioner of Competition and head of the Canadian Competition Bureau.

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