

Acquisitions

MONTHLY

1999 ANNUAL AWARDS

Celebrating Excellence

In the field of M&A and buyouts

The *Acquisitions Monthly* Annual Awards is dedicated to recognising excellence in the field of mergers, acquisitions and buyouts. It provides an opportunity to look beyond the league tables and examine the intricacies of the year's outstanding deals.

All awards are based on transactions completed between January 1 and December 31, 1998. This enabled deals to be evaluated from origination to completion, thus giving the independent judging panel a comprehensive picture. Nominations were drawn up following consultation with intermediaries and their key clients and a shortlist was selected comprising firms deemed to have achieved excellence during 1998. The panel then convened to deliberate and choose the overall winners.

HIGHLY COMMENDED

Maizels, Westerberg & Co. has long made a virtue of exploiting its Nordic expertise in London. It attracted over £1 billion (\$1.6 billion) worth of cross-border deals in the last 18 months, more than any other boutique with a UK office. It may not be classed as a boutique for much longer as it looks towards corporate broking, but its commendation is deserved because, under the guidance of Mark Florman in London, it has positioned itself as the de facto adviser for Nordic firms seeking UK expertise, as well as vice-versa. In 1998 Maizels, Westerberg & Co. grew its business while maintaining its narrow geographic focus and keeping the headcount down – the essence of good boutique management; but difficult to achieve.