

GLOBALtransactor

Mid-Market Advisory Services from the Cross-Border Specialists

A World
of Middle
Market
Opportunities

Hosted by:

BGL BROWN GIBBONS
LANG & COMPANY
INVESTMENT BANKERS

The middle market's premier international networking and deal-making event.

Q: What do you get when you bring together in one venue over 300 globally-minded M&A professionals, private equity investors, corporate executives, and business owners representing over 50 nations?

A: The middle market's premier international networking and deal-making event with the potential to generate billions of dollars in M&A transactions.

On May 8th and 9th, Global M&A GmbH, an exclusive partnership of the world's most successful independent M&A advisory firms, and its United States partner firm Brown Gibbons Lang & Company hosted its 5th annual Global M&A Conference at The Ritz-Carlton in South Beach, Florida, USA. With its rapidly growing economy, gateway to Latin America, and picture-perfect weather, Miami proved to be the ideal location for this impressive event.

Following on the heels of successful conferences in Chicago, Venice, Boston and London, the high-impact agenda focusing on the most relevant topics facing the middle market deal community over 1 1/2 days proved once again to be a powerful networking and deal sourcing event.

Expert panelists provided unique insights into threats and opportunities in the global middle market. The program included specialized panels on clean energy, AIM, Latin America, and consumer products. Keynote speakers Ron Insana, a regular contributor on CNBC, and David Hale, a global economist, shed light on the global impact of the sub-prime market crisis.



Keynote speaker Ron Insana, a regular contributor on CNBC, and the founder and managing director of Insana Capital Partners.



The Global M&A Expo, an event highlight, provides a one-stop forum for deal sourcing from over 50 countries.

**STOP
PRESS!**

The 6th Annual Global M&A Conference will be hosted by Financière de Courcelles during spring 2009 in Paris.



For further information, contact **Waltérine Combe** at combe@financieredecourcelles.fr or visit www.globalma.com/page/events



MIAMI

Speakers, Panelists Inform and Enlighten Audience

Experts from all over the globe provided valuable information and insights to the 300+ attendees. The opening panel addressed the international pulse on the M&A and lending markets where there is heightened concern for lending relationships. The clean energy panel helped attendees understand where the opportunities lie in the robust alternative energy sector. AIM panel attendees walked away with a proprietary research document called "The Anatomy of AIM", an independently commissioned analysis by Global M&A UK partner Noble & Company, of the trends, prospects and properties of AIM. Noted global economist David Hale wrapped up the conference with a message of caution, backed by an impressive array of statistics, regarding the US economy and its effect on the rest of the world.

"The conference over-delivered on my expectations. It was a first-class global networking event and I look forward to doing business with many of the people I met."

- Karl Slosberg, Senior Vice President, GE Commercial Finance

"Our portfolio spans 5 continents and 26 countries. In two days we were able to meet investment bankers representing over 50 countries."

- Edward Feuerstein, Principal, Audax Group



Mary Valenta, EVP & CFO of O'Neal Steel Inc., queries keynote speaker Ron Insana.



Attendees listen intently as the opening panel discusses global market sentiment.

Panel Topics & Participants

Cross-Border Report: State of the Middle Market

How will the global middle market fare in 2008? Expert panelists will evaluate the impact of key issues such as credit availability, global market sentiment, and the US economic slowdown.

Moderator: Scott Berlin

Managing Director & Principal
Brown Gibbons Lang & Company

Panelists: Caspar Hobbs

CEO, The Mergermarket Group

Robert Landis

Partner, The Riverside Company

Dan Reid

National Managing Principal
Grant Thornton LLP

Christoph Schindler

Managing Director, BBK Europe

Bargain Hunters: Keys to Success in Uncertain Times

Leading financial sponsors, financing sources and legal advisors discuss the challenges and opportunities present in the tumultuous global business environment.

Opportunities abound, where are they and how do they get closed?

Moderator: John Tilson

Managing Director & Principal
Brown Gibbons Lang & Company

Panelists: Douglas Gessner

P.C., Partner, Kirkland & Ellis LLP

Jon Hughes

Director, GE Commercial Finance Europe

Steve Liff

Managing Director, Sun Capital Partners, Inc.

Brian Wall

Partner, Platinum Equity

Clean Energy: A Multitude of Investment Opportunities

The rise in energy prices and an increasing environmental consciousness are driving a significant demand for clean energy. A panel of industry professionals will explore a variety of ways to capitalize on this trend, with a particular focus on wind energy.

Moderator: Thomas Denison

Senior Managing Director & Principal
Brown Gibbons Lang & Company

Panelists: Todd Allmendinger

Managing Director
Emerging Energy Research

Neal Bastick

CEO
Blue H Technologies BV

Dr. George Hart, Jr.

Chief Technology Officer
Ocean Energy Institute

Robert Howard

Vice President
ArcLight Capital Partners

Panel Topics & Participants

What Role Does AIM Play in the Global Middle Market?

The AIM market, its evolution and importance to the global platform today, as well as commercial, financial and regulatory benefits for middle market companies, are key topics intended to stimulate Q&A from this panel discussion. Panel experts will include investors, participants, and advisors.

Moderator: John Llewellyn-Lloyd
CEO, Noble & Company

Panelists: Christopher Field
Partner, Kirkland & Ellis LLP
Andy Gray
Fund Manager, Artemis Investment Management Limited
John McGoldrick
Executive Chairman, Caza Oil & Gas, Inc.
John McNally
Vice President, M&A, AIG UK Limited
Nick Naylor
Director, Noble & Company
David O'Neill
Managing Director & Partner
Colliers Ostendorf-Morris

The Latest in Latin America

Experienced panelists will identify the M&A outlook in the Latin American middle market, as well as the key findings and pitfalls of acquiring mid-sized companies in this region. Discussion will also include Latin American multinationals buying in the Latin American region and in the US.

Moderator: Pablo Ri3n
Partner, Pablo Ri3n y Asociados

Panelists: Alfredo Alfaro
Managing Director, Advent International
Eduardo Kunst
CEO, Artecola
Luis Sampson
Corporate Finance Director, Grupo Bimbo
Raymundo Fern3ndez Pendones
Director of Operations
Megacable Comunicaciones



Attendees enjoy a poolside dinner reception.

Spotlight on the Consumer Products Industry

Consumers' globalization drives cross-border acquisitions, in particular, products and services. Hear leading panelists discuss consumer sentiment, retailing issues, current markets and economic activity.

Moderator: Daniel Confino
Director, Head of Cross Border M&A
Noble & Company

Panelists: Mark Eidemueller
Partner, Brockway Moran & Partners
Craig Hille
Principal, Allied Capital
Alvise Ricoveri
Managing Director, De'Longhi America, Inc.
Jim Weaver
VP Alticor Corporate Enterprises, Alticor Inc.



The rapidly expanding middle class in emerging markets is the place to target according to the consumer products panel.



Global M&A Chairman and BGL host, Michael Gibbons welcomes attendees to the conference.



One of several networking breaks in the sponsor gallery.

Global M&A Welcomes New Partners and Extended Coverage

“The addition of these three firms combined with extended coverage in South East Europe reinforces the commitment to our clients to offer seamless cross-border corporate finance solutions on a truly global platform.”

- Michael Gibbons, chairman of Global M&A

UNITER



UNITER - Belarus

UNITER provides its clients with high quality, full-service investment banking support covering the M&A process from establishing dialogue between investors and owners of target companies to the practical settlement of share transactions by its own licensed broker and depository.



IDC Asesores Financieros - Central America

IDC is oriented to help local and regional (Central American) companies gain strategic value by positioning

themselves with critical mass to become an international target. The group may also advise international companies to acquire/divest operations in the region.



Banmerchant - Chile

Banmerchant was established in 1997 as an independent boutique investment bank, focused in M&A, debt restructuring, turnarounds, valuations, capital markets and real estate development. The firm offers high level expertise in the industry through a senior team with 25 years per capita experience in corporate financial services.

CDINVEST

CD Invest Consult - Austria, Slovenia, Croatia, Bosnia

Global M&A Austria partner CD Invest Consult has opened offices in Ljubljana, Zagreb, and Sarajevo to serve South East Europe.

The Global M&A/mergermarket report on cross-border M&A activity, Spring 2008

The latest Global M&A study to be commissioned from M&A intelligence provider **mergermarket**, finds dealmakers guardedly optimistic for the rest of 2008.

Key Findings:

- The volume of middle market deals (enterprise values of \$30m to \$300m) fell 22% from Q1 2007 to Q1 2008 in North America and 20% in Europe.
- 34% of survey respondents claimed they expected levels of mid market M&A activity to rise in their home country, which is consistent with the survey findings in November 2007 when 32% of respondents expected an increase.
- 46% of respondents believe outbound M&A will increase in the next 12 months.
- The Energy and Utilities sector is expected to contain the most opportunities for 2008 followed by Industrial Manufacturing and Technology.
- Emerging market opportunities are viewed strongest in India, followed by China, Eastern Europe, Brazil and Russia.
- Less than a quarter of those polled found it difficult to secure financing for mid market cross-border M&A deals in the past six months.
- Regional mid market M&A opportunities for 2008 are rated highest in Europe and lowest in Asia with Latin America in second ahead of the US/Canada.



The May 2008 Cross-Border M&A Reporter can be downloaded from the Global M&A website, www.globalma.com/page/news.

5th Annual Global M&A Conference Sponsors

Platinum Sponsor

KIRKLAND & ELLIS LLP

Kirkland & Ellis LLP is a full-service law firm with more than 1,400 attorneys in Chicago, London, Los Angeles, New York, San Francisco, Munich, Hong Kong and Washington, D.C. Our practice consists of sophisticated corporate transactions and commercial litigation matters including mergers and acquisitions, private equity, securities, tax, real estate, antitrust, bankruptcy, employee benefits, environmental, energy, estate planning and intellectual property. Our clients range from Fortune 100 companies to medium and small corporations, financial institutions and private equity firms.
www.kirkland.com

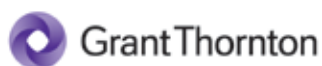
Gold Sponsors

AIG Companies[®]

American International Group, Inc. (AIG), a world leader in insurance and financial services, is the leading international insurance organization with operations in more than 130 countries and jurisdictions. AIG companies serve commercial, institutional and individual customers through the most extensive worldwide property-casualty and life insurance networks of any insurer. In addition, AIG companies are leading providers of retirement services, financial services and asset management around the world.
www.aig.com



Colliers International is a leading global real estate services company that provides a full range of services to real estate users, owners and investors worldwide. Colliers operates in 267 offices in 57 countries. Services include brokerage, property management, investment sales and consulting, corporate services, valuation, consulting and appraisal services, mortgage banking and research.
www.colliers.com



Grant Thornton LLP is the U.S. member firm of Grant Thornton International, one of the six global accounting, tax and business advisory organizations. Through member firms in more than 110 countries, including 50 offices in the United States, the partners and employees of Grant Thornton member firms provide personalized attention and the highest quality service to public and private clients around the globe.
www.GrantThornton.com



IntraLinks is the leading provider of online workspaces to the financial services and corporate communities. Since 1997, more than 700,000 participants representing over 80,000 organizations worldwide have used IntraLinks[®] On-Demand Workspaces[™] to communicate and collaborate on thousands of projects and transactions. The company is based in New York with offices around the world.
www.intralinks.com

Silver Sponsors



BBK helps both healthy and distressed companies restructure to drive growth objectives, address balance sheet concerns or resolve operational issues. Our successes have established our reputation for improving results and getting deals done.
www.e-bbk.com



GE Corporate Finance provides specialized expertise in Asset-based loans and Cash flow loans. Our products include solutions to drive growth, improve cash flow, restructure, consolidate debt, provide working capital and financing for M&A.
www.gelending.com



The Kellogg School of Management at Northwestern University is widely recognized as a global leader in graduate business and executive education. The school is home to a renowned, research-based faculty and MBA students from around the globe.
www.kellogg.northwestern.edu



W. P. Carey & Co. LLC (NYSE: WPC) provides long-term net lease financing for companies and private equity firms worldwide and manages a global investment portfolio worth approximately \$9.7 billion.
www.wpcarey.com

Media Sponsors



Private Equity Analyst, published by Dow Jones & Company, Inc., is the leading provider of data, news and analysis for private equity professionals. Related products include the daily online newsletter LBO Wire and the online database, Private Equity Analyst Plus; cutting edge research reports on critical private equity topics such as terms and conditions, compensation and liquidity trends; and, the most respected and referenced directories for the industry.
www.privateequity.dowjones.com



mergermarket is an independent Mergers and Acquisitions (M&A) intelligence service with an unrivaled network of dedicated M&A journalists based in 56 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.
www.mergermarket.com

Hosted By:



Global M&A GmbH is an exclusive partnership of 39 of the world's most successful independent M&A advisory firms focused on the middle market.
www.globalma.com



Brown Gibbons Lang & Company is a leading independent investment bank serving middle market companies and their owners throughout the US and internationally.
www.bgico.com

Global M&A Contact List

Argentina

Columbus Merchant Banking
Alejandro Dillon
+(5411) 4802 4700
adillon@columbusmb.com

Australia

Beerworth & Partners
Bill Beerworth
+61 2 9259 0000
bill@beerworth.com

Austria

CD Invest Consult
Harald Klien
+43 1 99 00 220 0
harald.klien@cdiconsult.com

Belarus

Uniter Investment Company
Vladimir Vassilevski
+375 17 285 34 34
vladimir@uniter.by

Belgium

M&A International
Benoit Roose
+32 2 627 51 21
roose@mabrussels.com

Brazil

Amati Negócios Internacionais
Antonio Toffoli Baptista
+55 51 3328 1900
amati@amati.com.br

Canada

Synergis Capital
Allison Dent
+1 514 845 1079
adent@synergiscapital.com

Central America

IDC Asesores Financieros
Luis David
+502 2363 1808
ldavid@grupoidc.com

Chile

Banmerchant
Agustín Larraín
+56 2 580 6066
a.larrain@banmerchant.cl

Colombia

Nogal Asesorías Financieras
Miguel Cortés
+57 (1) 644 9400
mcortes@nogalaf.com

Czech Republic

Benson Oak
Justin Fancher
+420 224 056 056
justinfancher@bensonoak.com

Denmark

Nordic Corporate Finance
Peter Sogaard
+45 36 11 09 24
peter.sogaard@ncf-corporate.dk

Estonia

SP Navitas
Johann Sulling
+372 681 3684
johann.sulling@spnavitas.ee

Finland

Aventum Partners
Antti Kemppainen
+358 9 6850 2230
antti.kemppainen@aventum.fi

France

Financière de Courcelles
Veronique Zeid-Maurel
+33 1 43 59 03 94
zeid-maurel@financieredecourcelles.fr

Germany

InterFinanz
Christian Grandin
+49 211 168 020
grandin@interfinanz.com

GCC & Yemen

Financial Transaction House
Faisal Alsayrafi
+966 2 6573030
faisal.alsayrafi@fthgulf.com

Hungary

Invescom Corporate Finance
Zoltán Siklósi
+361 275 1116
siklosi@invescom.hu

Iceland

Kontakt
Brynhildur Bergthorsdottir
+354 414 1200
brynhildur@kontakt.is

India

Meghraj SP Corporate Finance
Satish Shenoy
+9 (0)22 2495 4974
satish@meghrajindia.com

Ireland

CFM Capital
Jim Lillis
+353 1 449 6435
jlillis@cfmcapital.com

Israel

AE Capital Advisors
Yair Ephrati
+972 3 60 90 700
yaire@aecapitaltd.com

Italy

Cross Border
Nuccia Cavalieri
+39 02 782 138
ncavalieri@crossborder.it

Japan

RECOF Corporation
Owen Hultman
+81 3 3221 4948
owen@recof.co.jp

Latvia

Prudentia
Aleksandr Lobakov
+371 67 212 324
aleksandr.lobakov@prudentia.lv

Mexico

Pablo Rión y Asociados
Saúl Villa
+52 1 (55) 55 20 31 44
svilla@pablorigion.com

Netherlands

Solveigh Corporate Development
Ernst Jan Kruis
+31 10 238 18 00
ejkruis@solveigh.nl

Norway

Saga Corporate Finance
Ivan Alver
+47 24 14 54 60
ivan.alver@sagacorporate.no

Peru

Macroconsult
Róger Espinosa
+511 702 2590
rofranes@macrocon.com.pe

Poland

Hexagon Capital Advisors
Rafal Nowakowski
+48 22 696 32 40
rnowakowski@hexagoncapital.com

Russia

Meridian Capital
Marina Evans
+7 495 937 5933
marina.evans@meridiancapital.ru

Spain

Socios Financieros
Nicholas Walker
+34 91 308 30 37
nwalker@sfsa.es

Sweden

Arctos Mergers & Acquisitions
Thomas Karlsson
+46 8 782 93 13
thomas.karlsson@arctos.se

Switzerland

Zetra International
Frédéric de Boer
+41 44 7555 999
frederic.deboer@zetra-international.com

Turkey

Total Finans
Metin Bonfil
+90 212 275 0175
mbonfil@totalyonetim.com

Ukraine

Sokrat
Vlad Ostapenko
+38 044 207 01 00
ostapenko@sokrat.kiev.ua

UK

Noble & Company
Graeme Bayley
+44 20 7763 2200
graeme.bayley@noblegrp.com

USA

Brown Gibbons Lang & Company
Michael Gibbons
+1 216 241 2800
mgibbons@bglco.com

USA – Lower Middle Market

Meridian Capital
Chuck Wilke
+1 206 224 6151
cwilke@meridianllc.com

