

# Malaysian & ASEAN M&A Market Review

## Full Year 2012

### MALAYSIA ANNOUNCED M&A ADVISOR RANKING – FULL YEAR 2012

Rank	Advisor Parent	\$m	No.	%Shr	FY'11 Rank
1	Goldman Sachs	9,006	6	27.3	4
2	CIMB Group	8,851	28	26.9	1
3	Maybank	6,419	20	19.5	3
4	Bank of America Merrill Lynch	6,010	3	18.2	5
5	Scotiabank	5,714	1	17.3	-
5	BMO Capital Markets	5,714	1	17.3	17
7	JPMorgan	4,533	2	13.8	13
8	Morgan Stanley	4,495	4	13.6	10
9	RHB Capital Bhd	3,119	37	9.5	2
10	Standard Chartered Bank	2,909	2	8.8	-

### MALAYSIA COMPLETED M&A ADVISOR RANKING – FULL YEAR 2012

Rank	Advisor Parent	\$m	No.	%Shr	FY'11 Rank
1	Goldman Sachs	9,997	7	30.1	2
2	CIMB Group	7,635	36	23.0	1
3	Bank of America Merrill Lynch	7,418	3	22.3	8
4	Maybank	6,249	29	18.8	10
5	Scotiabank	5,714	1	17.2	-
5	BMO Capital Markets	5,714	1	17.2	15
7	AmInvestment Bank Bhd	5,334	25	16.1	4
8	RHB Capital Bhd	5,226	42	15.7	3
9	JPMorgan	4,533	2	13.6	7
10	Deutsche Bank	4,250	4	12.8	25

### ASEAN ANNOUNCED M&A ADVISOR RANKING – FULL YEAR 2012

Rank	Advisor Parent	\$m	No.	%Shr	FY'11 Rank
1	Goldman Sachs	25,480	22	20.3	3
2	HSBC	23,444	14	18.6	25
3	JPMorgan	19,856	12	15.8	17
4	Morgan Stanley	16,964	13	13.5	9
5	Maybank	15,084	23	12.0	4
6	UBS	13,814	11	11.0	6
7	Citi	11,596	13	9.2	2
8	Credit Suisse	11,263	18	9.0	5
9	CIMB Group	11,013	44	8.8	7
10	DBS	10,658	14	8.5	22

### ASEAN COMPLETED M&A ADVISOR RANKING – FULL YEAR 2012

Rank	Advisor Parent	\$m	No.	%Shr	FY'11 Rank
1	Goldman Sachs	14,953	19	14.6	1
2	Standard Chartered Bank	9,799	9	9.5	29
3	Bank of America Merrill Lynch	9,263	5	9.0	3
4	CIMB Group	8,290	49	8.1	5
5	Morgan Stanley	6,935	9	6.8	8
6	Credit Suisse	6,610	15	6.4	2
7	Maybank	6,605	34	6.4	9
8	HSBC	6,490	14	6.3	16
9	UBS	6,422	15	6.3	7
10	RHB Capital Bhd	6,079	54	5.9	10

### ASIA PACIFIC (EX-JAPAN) ANNOUNCED M&A ADVISOR RANKING – FULL YEAR 2012

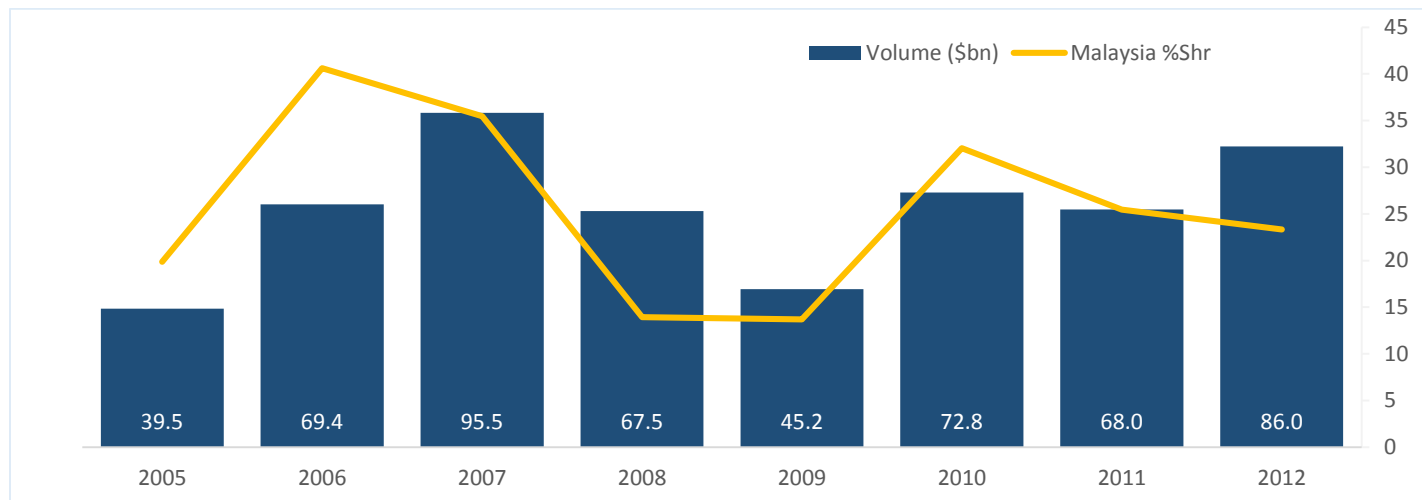
Rank	Advisor Parent	\$m	No.	%Shr	FY'11 Rank
1	Goldman Sachs	99,984	92	17.5	1
2	Citi	81,047	70	14.2	6
3	Morgan Stanley	65,679	63	11.5	4
4	JPMorgan	59,477	58	10.4	3
5	Credit Suisse	58,130	55	10.2	7
6	UBS	49,234	58	8.6	2
7	HSBC	41,878	33	7.3	21
8	Deutsche Bank	30,863	49	5.4	8
9	RBC Capital Markets	27,344	15	4.8	15
10	Barclays	27,071	33	4.7	9

### ASIA PACIFIC (EX-JAPAN) COMPLETED M&A ADVISOR RANKING – FULL YEAR 2012

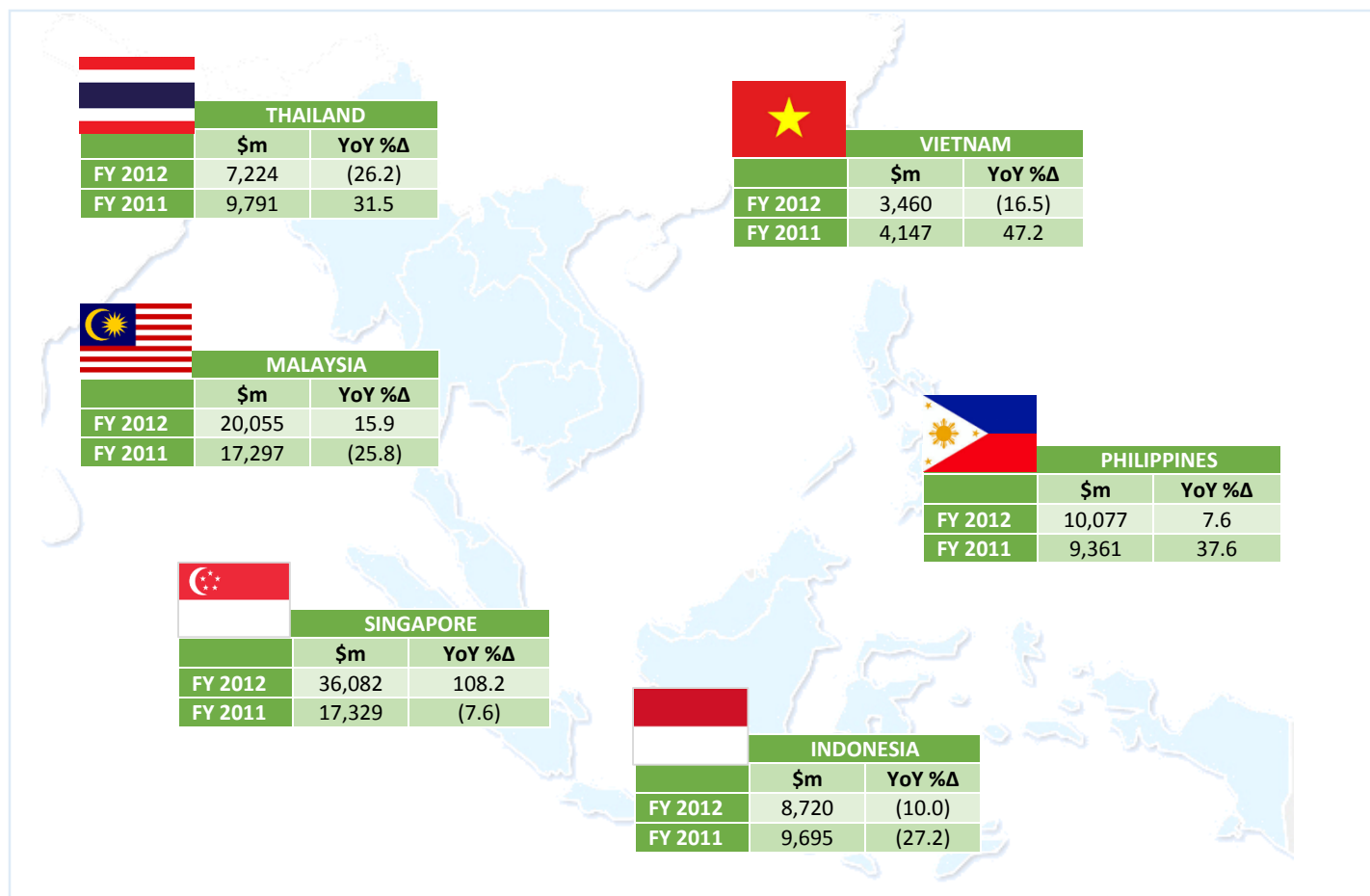
Rank	Advisor Parent	\$m	No.	%Shr	FY'11 Rank
1	Goldman Sachs	74,285	90	13.8	1
2	UBS	55,749	60	10.3	2
3	Credit Suisse	45,525	55	8.4	7
4	Citi	42,777	53	7.9	11
5	Morgan Stanley	35,403	50	6.6	3
6	JPMorgan	33,794	49	6.3	4
7	Macquarie Group	30,396	56	5.6	8
8	Deutsche Bank	28,912	47	5.4	6
9	Bank of America Merrill Lynch	25,654	31	4.8	5
10	HSBC	22,579	34	4.2	20

Note: all \$ figures are denominated in US dollars. Asia Pacific includes North Asia, ASEAN, Australasia and Indian sub-continent.

## ASEAN-TARGETED ANNOUNCED M&A VOLUME BY FULL YEAR



## ASEAN ANNOUNCED M&A VOLUME BY TOP TARGET NATIONS – FULL YEAR 2012



## TOP 5 MALAYSIA-TARGETED ANNOUNCED M&A TRANSACTIONS – FULL YEAR 2012

Announced	Completed	Target	Acquiror	Acquiror Nation	All Advisors	\$m
7-Mar-12	22-May-12	Tanjong Energy Holdings Sdn Bhd	1Malaysia Development Bhd	Malaysia	Standard Chartered Bank; JPMorgan; Goldman Sachs	2,813
11-Oct-12	18-Dec-12	ING Management Holdings (Malaysia) Sdn Bhd	AIA Group Ltd	Hong Kong	JPMorgan; Goldman Sachs; Nomura; Deutsche Bank; Evercore Partners Inc; Morgan Stanley; CIMB Group	1,720
24-Dec-12	14-Mar-13	Tradewinds (Malaysia) Bhd (53.1996%)	Perspective Lane (M) Sdn Bhd; Indra Cita Sdn Bhd; Kelana Ventures Sdn Bhd; Puncak Titian Sdn Bhd	Malaysia	M&A Securities Sdn Bhd; Maybank	1,551
16-Jan-12	9-May-12	Proton Holdings Bhd	DRB-HICOM Bhd	Malaysia	CIMB Group; Affin Investment Bank Bhd; Hong Leong Financial Group Bhd; Maybank	963
13-Aug-12	22-Oct-12	Mastika Lagenda Sdn Bhd	1Malaysia Development Bhd	Malaysia	Goldman Sachs	751


## TOP 5 ASEAN-TARGETED ANNOUNCED M&A TRANSACTIONS – FULL YEAR 2012

Announced	Completed	Target	Target Nation	Acquiror	All Advisors	\$m
18-Jul-12	1-Mar-13	Fraser & Neave Ltd	Singapore	Thai Beverage pcl; TCC Assets Ltd	Morgan Stanley; HSBC; UOB; Maybank; JPMorgan; Goldman Sachs; DBS; Standard Chartered Bank; Deutsche Bank	11,353
20-Jul-12	31-Jan-13	Asia Pacific Breweries Ltd (58.10%); Asia Pacific Investment Pte Ltd (50%)	Singapore	Heineken NV	JPMorgan; Goldman Sachs; UBS; Citi; Credit Suisse	6,497
7-Mar-12	22-May-12	Tanjong Energy Holdings Sdn Bhd	Malaysia	1Malaysia Development Bhd	Standard Chartered Bank; JPMorgan; Goldman Sachs	2,813
5-Nov-12	30-Apr-13	Seadrill Tender Rig Ltd	Singapore	SapuraKencana Petroleum Bhd	Goldman Sachs; Morgan Stanley; CIMB Group; Maybank; ING	2,526
12-Dec-12	20-Feb-13	Puregold Price Club Inc (51%); Meritus Prime Distributions Inc; Premier Wine & Spirits Inc; Ellimac Prime Holdings Inc; Fertuna Holdings Corp; Pure Petroleum Corp; SVF Corp; Patagonia Holdings Corp; Nation Realty Inc; Montosco Inc	Philippines	Cosco Capital Inc	Evercore Partners Inc	1,828


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