

M&A in Emerging Markets

Connecting our clients to the emerging markets

The BRIC countries are expected to contribute 40% of global GDP growth over the next few years. This dynamic is generating a noticeable increase in M&A activity between emerging and developed markets across all sectors.

PwC firms continue to use the PwC global network to support clients in implementing their international growth strategies. In the last quarter we have advised on many cross border deals involving emerging markets, including the 10 deals detailed below

Our global M&A network, covering more than 60 countries, provides our clients with local insight and unrivalled access to buyers, sellers, and strategic partners.

The ease with which we can create international execution teams to bridge the cultural divide between parties is a key factor behind our success in closing deals in these difficult markets.

Chris Hemmings, Global Head of Corporate Finance

The PwC network advises on an average of 300 global sales mandates at any one time, across all industry sectors around the world.

November 2011

GRAM

PwC China and PwC UK

Financial adviser to Guangdong Rising Assets Management (GRAM) on its £313m acquisition of Caledon Resources plc

Rakuten

PwC Japan and PwC Brazil

Lead adviser to Rakuten Brazil Holdings Ltda on its acquisition of a controlling stake in Ikeda Internet Software Ltd

Cargolux

PwC Luxembourg and PwC Qatar

Lead adviser to Cargolux International Airlines S.A. and its shareholders on the sale of a 35% stake to Qatar Airways Q.C.S.C. for \$117.5m

Elgi

PwC India and PwC Netherlands

Lead adviser to Elgi Rubber International Limited on its acquisition of Rubber Resources B.V.

Axiom

PwC Dubai and PwC Qatar

Lead adviser to the shareholders of Axiom Ltd on the sale of a substantial minority stake in Axiom Ltd to Mannai Corporation QSC

SaarGummi

PwC China and PwC Germany

Lead adviser to Saar-Gummi Group on its sale out of insolvency to the Chongqing Light Industry & Textile Holding Group Co. Ltd

T. Is Bankas

PwC Turkey and PwC Russia

Lead adviser to Türkiye Is Bankasi on its acquisition of Joint-Stock Company Commercial Bank Sofia for \$40m

Sezal Glass Ltd

PwC India and PwC France

Lead adviser to Sezal Glass Ltd on the disposal of its Float Glass Business Undertaking to Saint-Gobain Glass India Ltd for \$150m

Lafarge

PwC France, PwC USA and PwC Columbia

Lead adviser to Lafarge S.A. on the disposal of its cement and concrete operations, in the South East of the USA, to Inversiones Argos S.A.

Frigoglass

PwC Greece and PwC UAE

Lead adviser to Frigoglass SAIC on its acquisition of a majority stake in Jebel Ali Bottling Factory

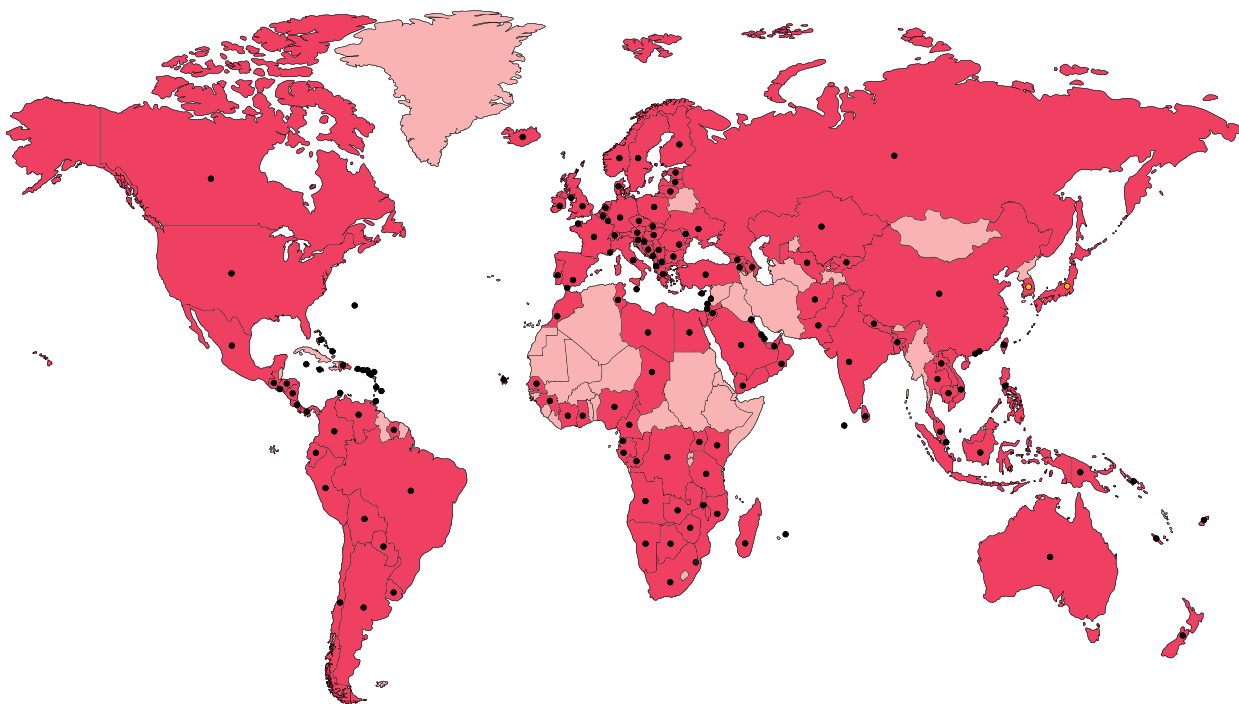
Corporate Finance - how can we help you?

The Corporate Finance team at PwC can help you to meet your objectives by advising on:

M&A Advisory	Debt & Capital Advisory	Public Company Advisory	Public to Private Transactions
Project Finance and Public Private Partnerships	Private Equity Advisory	Accelerated M&A	IPOs

Global reach

We have over 900 M&A specialists in more than 60 countries, spanning the developed and emerging economies. This means we have local expertise where you want to execute deals.



■ Countries where PwC offices are located

Information taken from <http://www.pwc.com/gx/en/office-locations/index.jhtml>

Integrated service

PwC's market leading multi-disciplinary skills can support businesses through both good times and challenging economic environments. Our expertise covers all areas of strategic, tactical and transactional advice.

Sector expertise

We have expertise across all industries. Our in-depth sector knowledge, global networks and understanding of the specific issues that may be affecting your business, means we can provide the specialist support you need.

Execution expertise

In the 10 years from January 2001 to December 2010, we have lead advised on over 2,900 completed deals around the world.

Source: Thomson Reuters, 10 January 2011

Contact

If you would like to discuss this further, please contact your local PwC partner, or contact Chris Hemmings, Global Head of Corporate Finance
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