

## Global Finance names the World's Best Investment Banks 2012

New York, February 17, 2012 — *Global Finance* announces the winners of the **World's Best Investment Banks 2012 Awards**, to be published in its April 2012 issue.

"The definition of success in investment banking became more complicated in the frenetic markets of last year," said Joseph D. Giarraputo, publisher of *Global Finance*. In a year when investment banks generally redefined success as "survival", simply being able to raise equity or debt capital at all, or just being able to prevent an M&A deal from falling through, became recognized as the overarching mark of success.

*Global Finance* editors, with input from industry experts, used a series of criteria—including market share, number and size of deals, service and advice, structuring capabilities, distribution network, efforts to address market conditions, innovation, pricing, after-market performance of underwritings and market reputation—to select the winners. Deals announced or completed in 2011 were considered.

### GLOBAL AWARDS

Best Investment Bank	Goldman Sachs
Best Equity Bank	J.P. Morgan
Best Debt Bank	Bank of America Merrill Lynch
Best M&A Bank	Goldman Sachs
Best Up-and-Comer	Evercore Partners
Most Creative	Stifel Nicolaus

Find the full list of the **World's Best Investment Banks 2012** on the following pages.

### AWARDS CEREMONY

An Awards Ceremony for all winners will be conducted at the same time as the World Bank/IMF Meetings on the morning of Saturday October 13, 2012 at the Foreign Correspondents' Club in Tokyo, Japan.

For more information on the awards and/or ceremony please contact:  
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### The reach of *Global Finance*

*Global Finance*, founded in 1987, has a circulation of 50,050 and readers in 163 countries. Its circulation is audited by BPA. *Global Finance's* audience includes chairmen, presidents, CEOs, CFOs, treasurers and other senior financial officers responsible for making investment and strategic decisions at multinational companies and financial institutions. *Global Finance* also targets the 8,000 international portfolio investors responsible for more than 80% of all global assets under professional management. Its website — [GFmag.com](http://GFmag.com) — offers analysis and articles that are the heritage of 25 years of experience in international financial markets, and provides a valuable source of data on 192 countries. Headquartered in New York, with offices in London and Milan.

To obtain the Investment Bank Award logo, please write to  
Chris Giarraputo: [chris@gfmag.com](mailto:chris@gfmag.com)

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## SECTORS

Consumer	<b>Citi</b>
Financial Institutions	<b>KBW</b>
Health Care	<b>Piper Jaffray</b>
Infrastructure	<b>Scotia Capital</b>
Industrial/Chemicals	<b>Jefferies</b>
Media/Entertainment	<b>J.P. Morgan</b>
Metals & Mining	<b>BMO Capital Markets</b>
Oil & Gas	<b>Goldman Sachs</b>
Power	<b>Morgan Stanley</b>
Real Estate	<b>Raymond James</b>
Technology	<b>Morgan Stanley</b>
Telecom	<b>J.P. Morgan</b>

## REGIONAL AWARDS

### NORTH AMERICA

Best Investment Bank	<b>Goldman Sachs</b>
Best Equity Bank	<b>Bank of America Merrill Lynch</b>
Best Debt Bank	<b>Bank of America Merrill Lynch</b>
Best M&A Bank	<b>Goldman Sachs</b>

### WESTERN EUROPE

Best Investment Bank	<b>Credit Suisse</b>
Best Equity Bank	<b>Credit Suisse</b>
Best Debt Bank	<b>Barclays Capital</b>
Best M&A Bank	<b>Goldman Sachs</b>

### ASIA

Best Investment Bank	<b>China International Capital Corp</b>
Best Equity Bank	<b>Ping An Securities</b>
Best Debt Bank	<b>China International Capital Corp</b>
Best M&A Bank	<b>Nomura</b>

### CENTRAL & EASTERN EUROPE

Best Investment Bank	<b>Goldman Sachs</b>
Best Equity Bank	<b>Goldman Sachs</b>
Best Debt Bank	<b>VTB Capital</b>
Best M&A Bank	<b>Deutsche Bank</b>

### NORDIC

Best Investment Bank	<b>Pareto AS</b>
Best Equity Bank	<b>Pareto AS</b>
Best Debt Bank	<b>Nordea Markets</b>
Best M&A Bank	<b>SEB</b>

## LATIN AMERICA

Best Investment Bank	<b>Itaú BBA</b>
Best Equity Bank	<b>Bank of America Merrill Lynch</b>
Best Debt Bank	<b>Santander</b>
Best M&A Bank	<b>BTG Pactual</b>

## MIDDLE EAST

Best Investment Bank	<b>Samba Capital</b>
Best Equity Bank	<b>Gulf International Bank</b>
Best Debt Bank	<b>HSBC</b>
Best M&A Bank	<b>Goldman Sachs</b>

## AFRICA

Best Investment Bank	<b>Standard Bank</b>
Best Equity Bank	<b>Java Capital</b>
Best Debt Bank	<b>Barclays Capital</b>
Best M&A Bank	<b>Goldman Sachs</b>

## COUNTRY AWARDS

### NORTH AMERICA

Canada	<b>BMO Capital Markets</b>
US	<b>Goldman Sachs</b>

### EUROPE

France	<b>BNP Paribas</b>
Germany	<b>Deutsche Bank</b>
Italy	<b>Intesa San Paolo</b>
Netherlands	<b>ING</b>
Portugal	<b>CaixaBi</b>
Russia	<b>VTB Capital</b>
Spain	<b>BBVA</b>
Sweden	<b>Handelsbanken</b>
Switzerland	<b>Credit Suisse</b>
Turkey	<b>Oyak Yatirim</b>
United Kingdom	<b>Barclays Capital</b>

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## COUNTRY AWARDS (continued)

### ASIA

Australia	Macquarie
China	China International Capital Corp
Hong Kong	HSBC
India	State Bank of India
Indonesia	Mandiri Sekuritas
Japan	Daiwa Capital Markets
Kazakhstan	Halyk Finance
Mongolia	Eurasia Capital
Singapore	Standard Chartered
South Korea	Samsung Securities
Taiwan	Fubon Financial

### LATIN AMERICA

Argentina	Citi
Brazil	Bradesco
Chile	LarrainVial
Colombia	Bancolombia
Mexico	Citi

### MIDDLE EAST

Bahrain	Gulf International Bank
Egypt	Arab African International Bank
Israel	HSBC
Jordan	Arab Financial Investment
Kuwait	Markaz
Lebanon	BankMed
Oman	BankMuscat
Qatar	QInvest
Saudi Arabia	Samba Capital
UAE	Standard Chartered

### AFRICA

Nigeria	FBN Capital
South Africa	Standard Bank

## LEGAL ADVISERS

Global	Simpson Thacher & Bartlett
North America	Simpson Thacher & Bartlett
Western Europe	Linklaters
Asia	Linklaters
Central & Eastern Europe	Dewey & LeBoeuf
Latin America	Cleary Gottlieb Steen & Hamilton
Middle East & Africa	Linklaters

## DEALS OF THE YEAR

Best Equity Deal:	Mining company Glencore International of Switzerland raised \$10.05 billion in an IPO on May 11, 2011
Lead Manager:	Citi
Global Bookrunners:	Credit Suisse, Morgan Stanley and Bank of America Merrill Lynch
Best Debt Deal:	Nationwide Building Society issued \$19.97 billion in mortgage-backed securities (Silverstone Master Issuer pic Series 2011-1) on October 31, 2011
Lead Managers:	Bank of America Merrill Lynch, Barclays Capital, J.P. Morgan, UBS and Nationwide Building Society
Best M&A Deal:	Kinder Morgan Inc acquired energy giant El Paso Corp for \$37.88 billion on October 16, 2011
Advising target:	Morgan Stanley and Goldman Sachs
Advising Acquirer:	Evercore Partners and Barclays Capital



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