



# The Asset Country Awards 2009 Australia, South Asia

## AUSTRALIA

Best bank	<b>Deutsche Bank</b>
Best domestic bank	<b>no winner</b>
Best domestic investment bank	<b>Macquarie Capital</b> (for the 8th year)
Best foreign investment bank	<b>Deutsche Bank</b> (for the 7th year)
Best equity house	<b>UBS</b>
Best M&A house	<b>Macquarie Capital</b>
Best debt house	<b>RBS</b>
Best domestic bond house	<b>National Australia Bank</b>
Best deal	<b>Complex restructuring after an aggressive expansion</b> - Transpacific Industries Group found itself in trouble following an aggressive acquisition strategy post-listing in 2005, needing to restructure and repay its debts, as well as raise new equity. The recapitalization transaction involved the introduction of Warburg Pincus as a new cornerstone investor. This represents the first private placement in a private equity deal to be undertaken in Australia by a major international private equity firm. Joint bookrunners, lead managers and underwriters/joint debt advisers: Deutsche Bank, Macquarie Capital Advisors

## INDIA

Best bank	<b>Deutsche Bank</b> (for the 2nd year)
Best domestic bank	<b>ICICI Bank</b> (for the 3rd year)
Best domestic investment bank	<b>Kotak Investment Banking</b> (for the 4th year)
Best foreign investment bank	<b>Citi</b> (for the 6th year)
Best equity house	<b>Morgan Stanley</b>
Best M&A house	<b>Citi</b>
Best debt house	<b>Standard Chartered Bank</b> (for the 2nd year)
Best domestic bond house	<b>ICICI Securities Primary Dealership</b>
Best deal	<b>Overcoming refinancing challenges</b> - Tata Motors faced significant challenges in refinancing the remaining US\$2 billion of the US\$3 billion bridge facility that it secured in June 2008 in the landmark deal to acquire Jaguar Land Rover. But raising the entire US\$2 billion from the domestic markets was tricky as the local institutions might not have the appetite to swallow such a large amount onto their balance sheets. The solution comprised innovative credit-enhanced, low-coupon, premium redemption debentures. Bankers: Citi, Tata Capital, State Bank of India, SBI Capital Markets

## PAKISTAN

Best bank	<b>no winner</b>
Best domestic bank	<b>MCB Bank</b> (for the 3rd year)
Best domestic investment bank	<b>Allied Bank</b>
Best foreign investment bank	<b>Bank of America Merrill Lynch</b> (for the 2nd year)
Best equity house	<b>no winner</b>
Best M&A house	<b>no winner</b>
Best debt house	<b>Standard Chartered Bank</b> (for the 2nd year)
Best domestic bond house	<b>no winner</b>
Best deal	<b>Multi-faceted solution to reduce indebtedness</b> - Pakistan Mobile Communications executed the first-ever bond buyback out of Pakistan, which it financed through a combination of the profit realized through the unwinding of a cross-currency swap contracted on the bond at the time of issuance, as well as a local finance facility to bridge the gap between the funds required for the buyback and profit realized from the unwinding of the currency swap. Eurobond buyback joint lead managers: Citi, Deutsche Bank, Standard Chartered Bank. Cross-currency swap unwind coordinating bank: Standard Chartered Bank. Syndicated term finance facility joint lead arrangers: Standard Chartered Bank, Habib Bank, Askari Bank, Faysal Bank