



# TRIPLE A REGIONAL DEAL AWARDS 2012

## Best deals – Equity/Equity-linked

### Best equity/Best IPO

#### IHH Healthcare US\$2.15 billion IPO

Principal adviser: **CIMB Investment Bank**

Joint global coordinators: **Bank of America Merrill Lynch (BoAML), CIMB Investment Bank, Deutsche Bank**

Joint bookrunners and joint lead managers (for global institutional tranche and cornerstone offering): **BoAML, CIMB Investment Bank, Credit Suisse, DBS Bank, Deutsche Bank, Goldman Sachs**

Joint bookrunners (for the Ministry of International Trade and Industry tranche): **CIMB Investment Bank, Maybank Investment Bank**

### Best ADR

#### YY Inc US\$94.2 million IPO

Joint bookrunners: **Citi, Deutsche Bank, Morgan Stanley**

### Best GDR

#### TPK US\$466 million concurrent GDR and CB offering

Joint global coordinators and joint bookrunners: **J.P. Morgan, Nomura**

### Best mid-cap equity/Best Reit

#### Far East Hospitality Trust S\$718 million IPO

Joint financial advisers, joint global coordinators and joint issue managers: **DBS Bank, Goldman Sachs, HSBC**

Joint bookrunners and joint underwriters: **DBS Bank, Goldman Sachs, HSBC, OCBC**

### Best small-cap equity

#### Bloomberry Resorts Corporation US\$230 million re-IPO

Joint global coordinators, joint bookrunners and joint lead managers: **CLSA, UBS**

### Best block trade

#### AIG's US\$2 billion sell-down in AIA

Active joint global coordinators and joint bookrunners: **Deutsche Bank, Goldman Sachs**

Joint global coordinators: **Citi, Morgan Stanley**

Joint bookrunners: **Barclays, BoAML, HSBC, J.P. Morgan, UBS**

### Best secondary offering

#### PTT Exploration and Production US\$3 billion preferential public offering

Joint international bookrunners and joint lead managers: **BoAML, Deutsche Bank, Goldman Sachs, J.P. Morgan, UBS**

Joint domestic bookrunners and joint lead managers: **Phatra Securities, Tisco Securities, Finansia Securities**

### Best convertible bond

#### Hong Kong Exchanges and Clearing US\$500 million CB

Joint global coordinators and joint bookrunners: **Deutsche Bank, HSBC, UBS**

## Best deals – Fixed income

<b>Best sovereign bond</b>	<b>Republic of Indonesia US\$2 billion ten-year bonds and US\$500 million 30-year tap</b> Joint bookrunners: <b>J.P. Morgan, Standard Chartered Bank</b>
<b>Best quasi-sovereign bond</b>	<b>Amber Circle Funding US\$1.5 billion five-year and ten-year bonds</b> Joint global coordinators: <b>CDB Corporation, HSBC, Goldman Sachs, Standard Chartered Bank</b> Joint bookrunners: <b>BoAML, CCB International, Citi, Deutsche Bank, Goldman Sachs, HSBC, Morgan Stanley, Royal Bank of Scotland, Standard Chartered Bank</b>
<b>Best bond/Best corporate bond/ Best investment-grade bond</b>	<b>Samsung Electronics US\$1 billion bonds due 2017</b> Joint bookrunners: <b>BoAML, Citi, Goldman Sachs, J.P. Morgan, Samsung Securities</b>
<b>Best bank bond</b>	<b>United Overseas Bank S\$1.2 billion ten-year non-call subordinated five notes</b> Joint bookrunners: <b>HSBC, Standard Chartered Bank, UBS, United Overseas Bank</b>
<b>Best high-yield bond</b>	<b>Studio City Finance US\$825 million senior notes</b> Joint bookrunners: <b>ANZ, BoAML, BOC International, Citi, Crédit Agricole, Deutsche Bank, UBS</b>
<b>Best local currency bond/ Best dim sum bond</b>	<b>China Development Bank 2.5 billion offshore renminbi 15 years (including one billion offshore renminbi tap) and 2.5 billion offshore renminbi dual tranche three years and 20 years</b> Joint global coordinators (1.5 billion offshore renminbi 15 years) <b>Barclays, Citi</b> Joint bookrunners (1.5 billion offshore renminbi 15 years): <b>Barclays, Citi, Deutsche Bank, HSBC, Royal Bank of Scotland, Standard Chartered Bank</b> Sole bookrunner (one billion offshore renminbi tap 15 years): <b>Barclays</b> Sole global coordinator (3 years and 20 years): <b>Bank of China (Hong Kong)</b> Joint bookrunners (3 years): <b>Bank of China (Hong Kong), Bank of Communications (Hong Kong), Barclays, HSBC, ICBC (Asia), Standard Bank, Standard Chartered Bank</b> Joint bookrunners (20 years): <b>Bank of China (Hong Kong), Bank of Communications (Hong Kong), Barclays, HSBC, Standard Chartered Bank</b>
<b>Best new bond</b>	<b>China Petroleum and Chemical Corporation (Sinopec) US\$3 billion triple tranche bonds</b> Joint global coordinators: <b>BOC International, Citi, HSBC</b> Joint bookrunners: <b>Barclays, BOC International, Citi, Goldman Sachs, HSBC, J.P. Morgan, Mizuho Securities, UBS</b>
<b>Best liability management</b>	<b>Lippo Karawaci exchange offer and consent solicitation of existing 2015 bonds and re-opening of 2019 bonds</b> Sole global coordinator and lead dealer manager: <b>Deutsche Bank</b> Joint dealer managers: <b>BoAML, Citi, Credit Suisse</b> Joint bookrunners and joint lead managers: <b>BoAML, Citi, Credit Suisse, Deutsche Bank</b>
<b>Best project finance deal</b>	<b>Tanjung Bin Energy 6.5 billion ringgit loan and sukuk murabaha</b> Financial adviser: <b>HSBC</b> Sole coordinating bank: <b>HSBC</b> Mandated lead arrangers (US\$400 million senior US dollar loan): <b>Bank of Tokyo-Mitsubishi UFJ, HSBC, Mizuho Corporate Bank, OCBC, Sumitomo Mitsui Banking Corporation</b> Joint principal advisers, joint Shariah advisers and joint lead arrangers (3.29 billion ringgit sukuk murabaha): <b>HSBC, Maybank</b> Joint lead managers (3.29 billion ringgit sukuk murabaha):

**Affin Investment Bank, Bank Muamalat, CIMB Investment Bank, HSBC, Maybank, OCBC, RHB Investment Bank**  
Joint lead arrangers (1.30 billion ringgit junior equity bridge loan):  
**Affin Investment Bank, CIMB Investment Bank, Maybank, RHB Bank**  
Joint lead arrangers (700 million senior ringgit loan): **Maybank, RHB Bank**

## Best deals – Structured finance / M&A

### Best domestic M&A

**Youku and Tudou US\$4.2 billion merger**  
Financial advisers: **Allen & Company, China Renaissance Holdings, Credit Suisse, Goldman Sachs, Morgan Stanley**

### Best cross-border M&A

**CNOOC US\$18.2 billion acquisition of Nexen**  
Financial advisers: **BMO Capital Markets, Citi, Goldman Sachs, RBC Capital Markets**

### Best loan syndication

**Reliance Industries US\$1.5 billion dual tranche syndicated term loan facility**  
Mandated lead arrangers: **ANZ, Bank of Nova Scotia, Bank of Tokyo-Mitsubishi UFJ, Barclays Bank, BoAML, Crédit Agricole Corporate and Investment Bank, DBS Bank, DNB Bank, HSBC, Mizuho Corporate Bank, National Australia Bank, Royal Bank of Scotland, Standard Chartered Bank, State Bank of India, Sumitomo Mitsui Banking Corporation, Westpac Banking Corporation**

### Best domestic securitization

**Bank of Communications 3.03 billion renminbi securitization of corporate loans**  
Sole financial adviser: **HSBC**  
Lead underwriters: **CITIC Securities, Guotai Junan, Haitong Securities**

### Best cross-border securitization

**Asiana Airlines US\$370 million secured floating rate notes due 2017**  
Joint lead arrangers and joint lead managers: **Korea Development Bank, Standard Chartered Bank**

### Best privatization/ Most innovative deal

**Alibaba Group's privatization of Alibaba.com, acquisition of shares held by Yahoo and related financing**  
Financial advisers to Alibaba on Yahoo! share repurchase: **Credit Suisse, Deutsche Bank**  
Financial advisers to Yahoo! on Yahoo! share repurchase: **Goldman Sachs, UBS**  
Joint placement agents on placement of convertible bonds: **Credit Suisse, Morgan Stanley**  
Sole financial adviser and placement agent on share placement: **Credit Suisse**  
Financial adviser to CIC-led consortium: **Citi**  
Joint mandated lead arrangers and joint bookrunners on term loans: **ANZ, Barclays, Citi, Credit Suisse, Deutsche Bank, DBS Bank, HSBC, Mizuho Corporate Bank, Morgan Stanley**  
Financial advisers to Alibaba on privatization: **Credit Suisse, Deutsche Bank, Rothschild**  
Financial adviser to Alibaba.com: **HSBC**

### Best leveraged finance

**CVC Asia Pacific US\$658 million acquisition of Hong Kong Broadband Network and IDD business from City Telecom**  
Financial advisers: **J.P. Morgan, Standard Chartered Bank**  
Joint mandated lead arrangers and joint bookrunners: **BNP Paribas, Chinatrust Commercial Bank, Crédit Agricole CIB, DBS, GE Commercial Finance, ING Bank, J.P. Morgan, Mizuho Corporate Bank, Natixis, Sumitomo Mitsui Banking Corporation, Standard Chartered Bank, Taipei Fubon Commercial Bank, United Overseas Bank**

### Best transport finance

**Pakistan International Airlines US\$35 million Islamic structured trade finance facility**  
Sole structuring bank and sole mandated arranger: **Standard Chartered Bank**