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acghouston@acg.org

ACG Houston's seventh annual Deal of the Year event is focused on celebrating Houston's booming middle-market deal community. We'll be honoring the deals and dealmakers who drive M&A resulting in economic and corporate growth, strategic impact, capital formation and the advancement of meaningful business relationships.

New Category: Houston Private Equity Deal of the Year

NOMINATION GUIDELINES

ACG Houston will recognize a Deal of the Year that was completed by a Houston based Private Equity Group with the following parameters:

- **Closing:** Deals closing between January 1, 2023 - December 31, 2023
- **Firm location:** Private Equity group with headquarters in Houston
- **Company/Target location:** Anywhere within North America
- **Type of Deal:** Merger or Acquisition (including add-on)
- **No submission limits:** Encourage firms to nominate their top one or two deals.

Nominators can submit up to two additional supporting documents such as press releases or articles highlighting the transaction coverage. Please PDF all supporting documents and send with your nomination to acghouston@acg.org.

The details of your nomination will remain confidential. Only the judges will have access to the information provided in your submission. Committee has leeway to create additional categories based on nominations received. Categories could be determined by industry, deal size (if disclosed), transaction type, unique deal characteristics and firm size.

IMPORTANT DATES:

- **Nomination Deadline:** Friday, February 23, 2024
- **Finalists Announced:** Monday, March 25, 2024
- **Deal of the Year Awards Ceremony:** Wednesday, April 24, 2024



The more information you include, the better! Judges can only evaluate your nomination based on the information you share. Judges will be using your nomination to review and rank transactions in the following categories:

- *Story*
- *Firm Impact / Relevance*
- *Strategic Impact & Value Creation of company (i.e. acquired or merged)*
- *Deal Structure & Professional Expertise*
- *Unique Deal Characteristics*

NOMINATOR INFORMATION:

Name: _____

Job Title: _____

Company: _____

Email: _____

Phone: _____

Nominator Role (select one):

Buyer

Seller

Advisor

NOMINEE INFORMATION:

Check if nominator is same as nominee

Name: _____

Job Title: _____

Company: _____

Email: _____

Phone: _____

Nominator Role (select one):

Buyer

Seller

Advisor

TRANSACTION PARTICIPANTS:



For your nomination to be valid, the Private Equity group is to be headquartered in Greater Houston area (Houston, Katy, Woodlands, Kingwood, etc.) Please include name and company in the contact field.

Seller (company being transacted):

Contact: _____ Email: _____

Company Headquarters Location: _____

Buyer:

Contact: _____ Email: _____

Private Equity

Company Headquarters: _____

Sell-side Investment Bank:

Contact: _____ Email: _____

Buy-side Investment Bank:

Contact: _____ Email: _____

Sell-side Quality of Earnings Provider:

Contact: _____ Email: _____

Buy-side Quality of Earnings Provider:

Contact: _____ Email: _____

Seller Counsel:

Contact: _____ Email: _____

Buyer Counsel:

Contact: _____ Email: _____

Senior Debt:

Contact: _____ Email: _____

Junior Debt:

Contact: _____ Email: _____

Private Equity:

Contact: _____ Email: _____

Other Consultants:

Contact: _____ Email: _____

TRANSACTION INFORMATION:

Transaction/Project Name:

The Acquisition of _____ by _____ a portfolio
company of _____

A Divestiture of _____ by _____

Transaction Close Date: _____

Transaction Value (select one):

\$0MM - \$15MM

\$15MM - \$25MM

\$25MM - \$50MM

\$50MM - \$100MM

\$100MM - \$250MM

\$250MM - \$500MM

\$500MM +

Cannot Disclose Transaction Value

Transaction Industry Focus (select one):

Consumer Product & Services

E&P (Upstream)

Healthcare

Industrial, Power & Infrastructure

Manufacturing

Midstream

Oilfield Services

Retail

Technology & Business Services

Other: _____

Transaction Specifics (select all that apply)

Acquisition (Add-on)

Acquisition (Platform)

Merger (Two or more companies)

Transaction Timeline (select one):

Less than 30 days

31 to 60 Days

61 to 90 Days

Greater than 90 days

Was capital raised as part of this transaction (select one):

Yes

No

Confidential

Capital financing required for execution of the transaction (select all that apply)

Equity

Senior Debt

Junior Debt

Seller Notes

Private Credit

Public Debt

Special Purpose Acquisition Corporation (SPAC)

Confidential

Deal managers that participated in the process (select all that apply)

Investment Bank

Corporate Development

Private Equity

Family Office

Law Firm

Accounting Firm

Commercial Bank

Private Debt

Other: _____

STORY:



Judges consider the complexity and historical events that led to the deal (divestiture, growth, expansion, entrepreneurship).

Deal summary:

Challenges faced during the transaction and steps required to overcome them:

Any additional commentary:

FIRM IMPACT:



Judges are looking for deals that had a significant impact and alignment to the firm's investment criteria or target investments (i.e. new platform, geography expansion of existing platform, product expansion, cost savings, vertical integration, etc.)

Firm Investment Criteria:

Size of investment relative to firm size or fund size:

Firm Impact Explanation: How does the transaction fit into firm's profile and/or investment criteria? Rationale for completing the deal.

STRATEGIC IMPACT & VALUE CREATION OF COMPANY (i.e. acquired or merged company):



Judges are looking for deal-making that evidences the unlocking of value and/or contribution to the strategic development of the business that is acquired, expanded, or merged. Share details regarding deal-making that produces a wider business impact, such as the development of new markets, products, services and/or technologies.

Strategic impact (select all that apply):

- Growth
- Expansion
- Integration
- Consolidation
- Cost savings
- Market entry
- Product growth or expansion
- Service enhancement
- Increased shareholder value
- Potential investor returns
- Business turnaround
- Minority and Women Owned Business Enterprise

Strategic Impact Explanation:

DEAL STRUCTURE & PROFESSIONAL EXPERTISE:



Judges are looking for deal-making that reflects a high level of professional expertise in the design of the transaction. Share details that highlight the creativity and deal-making skills in completing the transaction.

Describe unique professional expertise demonstrated during the execution of this transaction.

UNIQUE DEAL CHARACTERISTICS:



Let us know if there is something unique about this transaction.

Does this deal have qualities and attributes to Diversity, Equity & Inclusion? Please describe.

Does this deal have qualities and attributes to ESG or Energy Transition? Please describe.

Are there significant global or international aspects of this transaction? Please describe.

Other details to share:

