



EUROPE'S **TOP 20** TMT DEALMAKERS 2019

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Introducing Europe's **Top 20** TMT Dealmakers 2019

Europe's telecom, media and technology (TMT) sector has had another outstanding year for mergers, acquisitions, financings and new investments.

To celebrate this, TMT Finance has produced this Guidebook highlighting Europe's Top 20 TMT Dealmakers for 2018-2019, which recognises key investment bankers for the region in the past year.

To select our Top 20, we analysed TMT Finance Deal Data for all deals closed or announced from May 2018 to April 2019 in Europe. Taking into account both deal value and deal quantity of M&A, IPOs and new investment transactions, we ranked each investment bank and selected the 20 most active firms. The list includes both major international banks and smaller boutique investment advisory firms, which are becoming increasingly influential.

For each firm a key dealmaker was chosen. Where the team and company involved is known, but not the individuals, we have included a generally known figurehead of that team. However, in all cases the teams as well as the individuals should be recognised. Our apologies to anyone we have missed.

Key deals and trends

Convergence and digital transformation continue to drive growth and transactions across telecom, media and tech, while competition from industry and financial buyers remains buoyant. However communications companies remain the most acquisitive.

Blockbuster deals announced or closed in the past 12 months, included Comcast's US\$39bn takeover of Sky; Vodafone's E18.4bn acquisition of several European assets from Liberty Global; and in payments the sale of UK's Worldpay to FIS for US\$35bn. Other

significant strategic transactions included, Deutsche Telekom, Tele2, and GTT Communications from communications, Thales from Aerospace and Informa in media. Volumes are up compared to previous years and our network of industry leaders expect this trend to continue well into 2019-2020.

While large strategic buyers dominated the top end, a significant increase in the number of deals in the E1bn plus range was fuelled by private equity firms, infrastructure funds, pension and sovereign wealth funds. Highlights in this segment included: the Macquarie-led consortium's public takeover of TDC for E8.9bn; Cellnex's stake sale to Abu Dhabi Investment Authority and GIC for E1.5bn; and Altice FTTH's acquisition by Omers, Allianz Capital Partners and AXA for 1.8bn.

We will be gathering the key TMT dealmakers and industry leaders at our next events in London - **TMT M&A Forum** on May 21-22 and TMT World Congress and **TMT M&A Awards** in November.

TMT Finance provides exclusive news on all the latest TMT M&A, financing and people move activity globally every week. [Subscribe at TMT Finance.](#)

We hope you enjoy the guide and also hope to see you at the events.

Best wishes,

Ben Nice
Managing Editor
TMT Finance.

Europe's Top 20 TMT Dealmakers 2019



Nuno Machado



Clif Marriott



Jake Donovan



Laurence Hainault



Vincent Le Stradic



Alex Evans



Emmanuel Gionakis



Anton Black



Anil Rachwani



Hugo Baring



Alexandre Gafsi



Simon Warshaw



Gavin Deane



Paul Guély



Christian Lesueur



Scott Matlock



James Hartop



Dominic Lester



François Prioux



Erik Maris



Nuno Machado

Managing Director,
Co-Head EMEA Media &
Communications

Morgan Stanley



Nuno Machado is a Managing Director in Morgan Stanley's European Media & Communications Group and is responsible for the Telecoms and Cable sector in EMEA, with a focus on M&A advisory. Machado is based in London and has been with the bank for 11 years. Other key Europe TMT dealmakers at Morgan Stanley include Jean Abergel, Dominique Cahu and Enrique Pérez-Hernández.

Morgan Stanley's recent Europe TMT deals include: the acquisition of Perform by STATS and Vista Equity Partners (pending); Sunrise's acquisition of UPC Switzerland CHF 6.3bn (pending); United Group's acquisition by BC Partners for E2.6bn; the acquisition of Liberty Global's operations in DE, CZ, HU and RO by Vodafone for E18.4bn (pending); and Macquarie Infrastructure and Real Assets' led consortium's E8.9bn public takeover offer for TDC.

Machado joined Morgan Stanley in 2007, prior to which he was the Head of M&A and Planning & Control at Portugal Telecom for three years. Before that he worked for Goldman Sachs TMT and FIG teams in London. Machado studied at the Universidade Católica Portuguesa (Lisbon) and at INSEAD and has a Master's degree in Business Administration (magna cum laude).



Based in London, Clif Marriot is a Partner in the Goldman Sachs European TMT Investment Banking team. His main sector focus includes Internet, Digital Media, Telecom and Telecom Infrastructure sectors. He has 20 years of investment banking experience and was made Partner at Goldman Sachs in 2016. He is Co-Head of European TMT alongside one of the bank's other key TMT dealmakers, Macario Prieto.

Goldman Sachs' recent Europe TMT deals include: Altice FTTH's acquisition by Omers, Allianz Capital Partners and AXA for 1.8bn; the sale of Com Hem to Tele2 for US\$3.2bn; a stake sale in Cellnex to Abu Dhabi Investment Authority and GIC for E1.5bn; the sale of Asmodée to Eurazeo for E1.2bn; the acquisition of Liberty Global's operations in DE, CZ, HU and RO by Vodafone for E18.4bn (pending) and technology transactions involving Shazam, Just Eat and Outfit7. The group also led the IPOs of Spotify, Funding Circle and Farfetch in 2018 and private funding rounds for Spotify and Funding Circle.

Marriot joined Goldman Sachs in 1999 and was promoted to Managing Director in 2009. He started his career in the Los Angeles office of Goldman Sachs, but has worked in London since 2004.



Clif Marriot

Partner, Co-Head of European
TMT Investment Banking

Goldman Sachs



Jake Donovan

President Europe

LionTree



Jake Donovan is President of Europe for LionTree, the global TMT-focused boutique investment bank. He joined the firm in November 2016 as President of Europe and has advised on many industry-defining TMT transactions over his career. Donovan also received the TMT M&A Leader of the Year 2018 Award at the TMT M&A Awards 2018 for this work on key transactions in 2018. Louis Kenna is another senior member of LionTree's European team.

LionTree's recent Europe TMT deals include: the sale of United Group to BC Partners; the merger of UPC Switzerland with Sunrise Communications for US\$6.3bn; Com Hem's sale to Tele2 for US\$3.2bn; Macquarie Infrastructure and Real Assets' led consortium's E8.9bn public takeover offer for TDC; UPC Austria's sale to Deutsche Telekom for E1.9bn; the sale of VEON's Winde Tre stake to CK Hutchison for E2.45bn; Vodafone's acquisition of Liberty Global's operations in DE, CZ, HU and RO for E18.4bn (pending); and the sale of Telenor's assets in CEE to PPF for E2.8bn.

Prior to joining LionTree, Donovan worked at JP Morgan for 24 years. His last role was Head of Industry Coverage for Investment Banking in EMEA, where he was responsible for overseeing the origination activities of industry-aligned investment bankers in Europe. Prior to this role he was Senior Country Officer and Regional Head of Investment Banking for Benelux, Nordics, CEE and Israel, and prior to that Global Co-Head of TMT.



Laurence G. Hainault is a Managing Director in the Investment Banking and Capital Markets division of Credit Suisse, based in Paris. She is Head of EMEA Telecoms, Head of TMT clients in France and has also been leading the dedicated Telecom Infrastructure Initiative. Hainault has 22 years of experience working for TMT clients on a wide range of assignments including M&A, ECM, HY and DCM. Other key TMT dealmakers at Credit Suisse include: Giuseppe Monarchi, David Wheeler and Philip Cerf.

Credit Suisse's recent Europe TMT deals include: the sale of Interoute Communications to GTT Communications for E1.9bn; Worldpay's sale to FIS for US\$35bn; United Group's sale to BC Partners; UPC Switzerland and Sunrise Communications' US\$6.3bn merger; the merger of Tele2 Netherlands with T-Mobile Netherlands for E1.1bn; UPC Austria's sale to Deutsche Telekom for E1.9bn; and the sale of UBM to Informa for E4.3bn.

Hainault joined Credit Suisse First Boston in October 2000 through the merger with Donaldson, Lufkin & Jenrette ("DLJ") where she was an Associate in the M&A team. She started her career in 1997 as a member of the DLJ Media & Telecom team, based in New York to then work in the M&A team in London in 2000. In the same year, she joined the Credit Suisse TMT team, based in London until 2009. Hainault holds a Magistère degree in "Bank-Finance-Insurance" and a DEA-Research Master in International Economics and Finance from the University of Paris Dauphine as well as a Master degree in Business Law from the University of Paris Pantheon Sorbonne.



Laurence Hainault

Managing Director,
Head of EMEA Telecoms,
Head of France TMT

Credit Suisse



Vincent Le Stradic

Managing Director,
Head of EMEA Telecom
and Technology Group

Lazard



Based in Paris, Vincent Le Stradic covers Technology & Telecoms as Managing Director at Lazard. He is also a member of the Lazard European Banking Committee, and a Board member of Lazard Frères Banque in Paris.

Lazard's recent Europe TMT deals include: Cellnex's acquisition of Iliad telecom towers in France, Switzerland and Italy for E2bn; the acquisition of Altice FTTH by Omers, Allianz Capital Partners and AXA for E1.8bn; Com Hem's sale to Tele2 for US\$3.2bn; the sale of Bonnier Broadcasting to Telia for US\$1bn; Imagina Media Audiovisual's sale to Orient Hontai Capital for E1.9bn EV; the sale of Altice mobile towers in France to KKR, and Portugal to Morgan Stanley Infrastructure Partners and Horizon Equity Partners respectively for a total of E5.16bn.

Le Stradic started his career at the French Treasury (ministry of finance). Prior to joining Lazard in 2002 he was with Morgan Stanley since in 1996. Le Stradic is an engineering graduate from Les Mines school in France.



Alex Evans is Co-Head of the TMT banking team in EMEA, based in London. Evans has 20 years of banking experience, mainly focused on the telecoms sector. Other notable TMT dealmakers as Barclays include Jack Callaway and Daniel Ross.

Barclays' recent Europe TMT deals include: the acquisition of Altice FTTH by Omers, Allianz Capital Partners and AXA for E1.8bn; ADIA's acquisition of Edizione's 20% stake in Cellnex; Macquarie Infrastructure and Real Assets' led consortium on its E8.9bn public takeover offer for TDC; and the sale of Sky to Comcast for US\$39bn.

Prior to joining Barclays in 2009, Evans was Head of Telecoms at Dresdner Kleinwort since 2002. Before that he was an Associate at ING Barings since 1996. Evans holds a Master's degree in Economics and Politics from the University of Edinburgh.



Alex Evans

Managing Director,
Co-Head TMT EMEA

Barclays



Emmanuel Gionakis

Managing Director,
COO of EMEA TMT Banking
and Head of EMEA
Telecom Banking

Citi



Emmanuel Gionakis is a Managing Director, COO of EMEA TMT Banking and Head of EMEA Telecom Banking at Citi. He has over 20 years of investment banking experience and has advised on a number of sector-defining telco transactions at his time with Citi. Yishai Fransis is Head of Technology Corporate and Investment Banking EMEA for the bank and is another key member of the team.

Citi's recent Europe TMT deals include: Telenor's US\$39bn merger with Axiata Group (pending); the sale of United Group to BC Partners; Scout24's sale to Hellman & Friedman and Blackstone's consortium for E5.7bn; the sale of Com Hem to Tele2 for US\$3.2bn; Tampnet's sale to EQT; the sale of UPC Austria to Deutsche Telekom for E1.9bn; and the sale of Imagina Media Audiovisual to Orient Hontai Capital for an EV of E1.9bn.

Emmanuel holds a MSc in Computer Science from the Athens University of Economics and Business and an MBA from the Manchester Business School. Prior to Citi he was an Executive at Paribas from 1997 to 1999.



Anton Black is a Managing Director at Rothschild & Co in London, heading up Rothschild's Technology team. Black has a broad technology remit with a particular focus on software companies. He has experience across transactions including acquisitions, disposals, public and private M&A, IPOs, and debt advisory mandates.

Rothschild's recent Europe TMT deals include: the sale of Fidessa to Ion for E1.5bn; the sale of Alexander Mann Solutions to New Mountain Capital for US\$1.1bn; the sale of Cityfibre to Antin Infrastructure Partners, Goldman Sachs consortium for E537.8m; Exact Holding's sale to Apax Partners to KKR for E1.5bn; and the merger of Tele2 Netherlands with T-Mobile Netherlands for E1.1bn.

Black joined Rothschild in 2004. Prior to that he spent around four years at PwC as an executive. He earned a BBusSci (Hons) in Finance, Economics and Accounting from the University of Cape Town in 1999 and is a Chartered Accountant. Black is also a Committee member for the Rothschild community programme.



Anton Black

Managing Director,
Head of Technology

Rothschild



Anil Rachwani

Senior Managing Director,
Head of European Technology

Evercore



Anil Rachwani, based in London, is a Senior Managing Director of Evercore's Strategic Advisory business. He has over 20 years of corporate finance experience in the technology sector and leads the firm's European technology advisory business, with wide experience advising both M&As and IPOs.

Evercore's recent Europe TMT deals include: the sale of Sky to Comcast for US\$39bn; Sportradar on its partnership transaction with CPPIB and TCV; PayPal on its acquisition of iZettle; the sale of Interoute Communications to GTT Communications for E1.9bn; Bain Capital on its acquisition of NGA UK; JacTravel on its sale to Webjet; and CVC on its acquisition of Etraveli.

Prior to joining Evercore, Rachwani was a Managing Director at JP Morgan, where he spent 13 years, and most recently headed their technology investment banking business for the EMEA region from their London office. Rachwani started his career with the UBS TMT corporate finance team in London. He also spent two years working at Star 21 Networks, a Frankfurt-based alternative telecoms platform, where he raised over E500m in funding for the company. Rachwani has a first-class honours degree in Engineering with Management from King's College London.



Joining JP Morgan in 2007, Hugo Baring leads the firm's TMT investment banking unit in EMEA, out of London. Baring was previously co-head of the team alongside Joachim Sonne until Sonne left the bank earlier this year. Another key banker, heading up European Tech for JP Morgan, is Matthew Gehl who joined from Deutsche Bank in 2017.

JP Morgan's recent TMT deals in Europe include: the acquisition of UPC Switzerland by Sunrise for CHF 6.3 Bn, 2019 (pending); iZettle's sale to Paypal for US\$2.2bn; the sale of Altice mobile towers in France and Portugal to KKR and Morgan Stanley Infrastructure Partners and Horizon Equity Partners respectively for a total of E5.16bn; and the sale of UBM to Informa for E4.3bn.

Prior to his 12 years at JP Morgan, Baring was with Morgan Stanley as executive director from 2000 to 2007 based in New York and London. He graduated with Classics and English from Oxford University and is an ICAEW UK Chartered Accountant.



Hugo Baring

Managing Director,
Head of TMT Investment
Banking, EMEA

JP Morgan



Alexandre Gafsi

Co-Head of EMEA TMT

**Bank of America
Merrill Lynch**



20-year Bank of America Merrill Lynch veteran, Alexandre Gafsi is Co-Head of the bank's EMEA TMT investment practice, based out of London. He leads the team alongside another key dealmaker at the bank, Emmanuel Hibou, also Co-Head of EMEA TMT. A third key member of the team is Antonin Baladi, who is Head of EMEA Media and Internet Investment Banking.

Bank of America Merrill Lynch's recent TMT deals in Europe include: the sale of Delivery Hero German operations to Takeaway.com for E930m; Telefonica's datacentre sale to Asterion for E550m; Telia's acquisition of Get and TDC Norway; the sale of EI Towers to F2i for E1.6bn; UBM's sale to Informa for E4.3bn; and the sale of Digita Oy to Digital Colony.

Gafsi joined the bank in 1998 and has since had several roles, all covering the TMT sector. He joined as associate, then VP, then director in the EMEA and TMT teams at the bank. From 2008 he was managing director covering European Telecoms, and then became Head of EMEA Head of Telecoms Banking in 2010, before starting his current role in 2011.



Simon Warshaw is a seasoned investment banker and is the co-founder of London-based boutique investment bank Robey Warshaw, alongside Philip Apostolides and Simon Robey. Since inception, Robey Warshaw has advised on some of the largest M&A transactions in the UK, including several in the TMT sector.

Robey Warshaw's recent Europe TMT deals include: the sale of Sky to Comcast for US\$39bn; and the acquisition of Liberty Global's operations in DE, CZ, HU and RO by Vodafone for E18.4bn (pending).

Prior to his current role, Warshaw was co-head of global investment banking at UBS until 2013. He advised Vodafone's \$130bn (E81bn) sale of its Verizon division in 2012. At UBS, Warshaw also worked on Vodafone's \$19bn acquisition of Hutchinson Essar and Reuters on its US\$17.2bn acquisition by Thomson. Warshaw started at SG Warburg, joining UBS as a trainee in 1986 from where he held various roles, including head of its global media group and head of investment banking for EMEA.



Simon Warshaw

Co-Founding Partner

Robey Warshaw



Gavin Deane

Chairman of Corporate
Finance EMEA & Global
Co-Head of TMT

Deutsche Bank



Gavin Deane is both Chairman of Corporate Finance EMEA and Global Co-Head of TMT at Deutsche Bank. Deane has 25 years of experience in Corporate Finance including Mergers and Acquisitions and Equity and Debt Capital Market transactions. Another key dealmaker at the bank is Philipp Meier-Scherling who is Managing Director in the London TMT team.

Deutsche Bank's recent TMT deals in Europe include: Sunrise on its cash acquisition of UPC Switzerland for CHF6.3bn; the sale of Sky to Comcast for US\$39bn; the sale of Gemalto to Thales SA at an EV of E5.6bn; the sale of Ufinet to Cinven; the sale of Broadnet to EQT; and the sale of Imagina Media Audiovisual to Orient Hontai Capital for an EV of E1.9bn

Deane joined Deutsche Bank in 2006. He has a Bachelor of Commerce and Bachelor of Laws (Hons), University of Queensland in Australia.



Paul Guély has for c.30 years executed corporate finance transactions for established technology companies and emerging leaders. At Arma, a Communications, Media & Technology specialist investment bank, Guély has led the firm's expansion and also initiated and closed over a third of announced transactions by Arma, with a focus on cross-border Software deals.

Arma Partners' recent TMT deals in Europe include: the sale of Datix to TA Associates; the recapitalisation of IRIS Software; EQT's acquisition of SUSE; CycloMedia's acquisition by Volpi Capital; Meritsoft's sale to Cognizant; Foundry's sale to Roper Technologies; and USS Investment Management's pending acquisition of KCOM Group.

Prior to founding Arma Partners, Guély trained as an M&A banker with Morgan Grenfell & Co. (now Deutsche Bank) and then held positions including Head of Software & Services and Head of European Technology Investment Banking for Lehman Brothers, and more recently, Head of Software & Services Investment Banking at Goldman Sachs. He founded Arma in 2003.



Paul Guély

Founder and Managing
Partner

Arma Partners



Christian Lesueur

Managing Director,
Head of EMEA TMT

UBS



Christian Lesueur leads the EMEA TMT team at UBS Investment Bank, having led some of the defining transactions in the sector. During his career, Lesueur has worked on 77 M&A transactions totaling US\$559bn and 41 ECM transactions totaling US\$36bn. Other key dealmakers at the bank include Thomas Koehrer who is Head of EMEA Technology Investment Banking.

UBS' recent TMT deals in Europe include: Sunrise's CHF6.3 billion acquisition of UPC Switzerland and its associated CHF4.1 billion rights issue; Apax/CPIB/OTPP/Warburg Pincus's US\$6.1bn acquisition of Inmarsat and associated US\$4.4bn financing; the sale of Fidessa to Ion for E1.5bn; and the sale of Ufinet to Cinven.

Lesueur has been at UBS for 22 years, having joined the firm in New York in 1997 before moving to London. He holds a B.A. (cum laude) from Yale University. During his time at UBS, Lesueur has advised Vodafone on a number of the operator's key M&A transactions including the US\$130 billion sale of its interests in Verizon Wireless to Verizon."



Scott Matlock is a Partner in the Strategic Advisory Group at PJT Partners, based in London and New York, having joined its predecessor company in 2014. Matlock has worked on a broad range of public and private TMT transactions, including cross border mergers in North America, Europe and Asia and hostile takeovers in the US, Canada, the UK and the Netherlands. Matlock has also led IPOs and other capital markets transactions for clients across several industries.

PJT's recent TMT deals in Europe include: the sale of Perform to Vista Equity Partners, the sale of Sky to Comcast for US\$39bn; and Sky's stake sale in Sky Bet to Stars Group for £425m plus shares.

Prior to PJT, Matlock spent 25 years in investment banking at Morgan Stanley, most recently as Chairman of International M&A overseeing the firm's M&A practices in Europe and Asia. He served as the Global Head of Media and Communications M&A from 2005 to 2008 and the Chairman of Asia M&A from 2008 through 2010. During his career, Matlock has been based in New York, London, Hong Kong and Amsterdam. He received a BS from the University of California, Berkeley.



Scott Matlock

Partner

PJT Partners



James Hartop

Partner

Centerview Partners



James Hartop joined Centerview Partners in 2015 and has over 20 years of experience across global M&A, equity and debt capital markets. His transaction experience spans the globe and different industries, with involvement in a number of landmark transactions, including several key TMT deals. Since the founding of Centerview in 2006, the bank has advised on nearly US\$3 trillion of transactions

Centerview Partners' recent TMT deals in Europe include: the sale of Worldpay to FIS for US\$35bn; and the sale of UBM to Informa for £4.3bn.

Hartop was previously at UBS where he held a variety of roles including Head of Investment Banking for Europe, Middle East and Asia. He holds BA and MA degrees from Trinity College, Oxford University.



Lester has more than 26 years' experience of advising companies on over US\$250bn of transactions in the technology, Internet, media and telecommunications industries globally. He runs the European Investment Banking Team and European TMT Investment Banking Teams at Jefferies, and is also Joint Global Head of Technology for the bank.

Jefferies' recent TMT deals in Europe include: the sale of Acturis to Astorg for £675m; the sale of Basefarm to Orange for E350m; the sale of SUSE to Micro Focus for US\$2.5bn; Ion's acquisition of Fidessa for £1.5bn; and SecureLink's sale to Orange for an EV of E515m (pending).

Previously, Lester worked at UBS for 20 years, where his most recent role was EMEA Head of Technology Investment Banking. Prior to UBS, he worked at Dillon Read, which was acquired by UBS and served as primary advisor to Sprint for almost 10 years on transactions worth over US\$190bn.



Dominic Lester

European Head of Investment Banking, European Head of TMT Investment Banking & Joint Global Head of Technology

Jefferies



François Prioux

Managing Director, TMT

DC Advisory



François Prioux is Managing Director in DC Advisory's European M&A team based in Paris, covering the Technology, Media and Telecom sectors. He joined DC Advisory in 2012 and has since advised on some of the bank's most notable transactions in the space. DC Advisory, a subsidiary of Japan's Daiwa Securities Group, is a global investment bank with special expertise in cross-border transactions.

DC Advisory's recent TMT deals in Europe include: the sale of Technology & Strategy to Ardian; Sogetrel's sale to Latour Capital; the sale of Skill & You to Andera Partners; NeoXam's sale to Cathay Capital and Bpifrance; Qualium et Cathay Capital's acquisition of Labelium; the sale of CloserStill Media to Providence for £180m; PAI Partners' buyout of Amsodée for £1.2bn; and the the sale of IRIS Software to Hg for £1.2bn.

Prioux was previously in the M&A team of UBS as a Director, both in Paris and London where he advised on a wide range of European M&A, Capital Markets and Financing transactions. Before being an investment banker, Prioux founded an Internet Company that he successfully sold to Bertelsmann in 2005. He graduated from ESSEC Business School.



Erik Maris joined and helped form the newly branded Messier Maris & Associés in Paris in 2010, alongside the firm's original founder Jean-Marie Messier. Messier Maris & Associés is an investment banking firm providing tailored strategic advisory services in M&A, corporate restructuring, privatizations, and PE transactions. It has recently been acquired by Italian bank Mediobanca.

Messier Maris' recent TMT deals in Europe include: the sale of Amsodée to PAI Partners for £1.2bn; the sale of INSEEC U to Cinven for €800m; and Circet's sale to Advent International for £1bn.

Maris is the former co-head and General Partner of Lazard Frères, where he spent 19 years and held several positions, the latest being co-Head and General Partner of Lazard Frères. He started his career at Morgan Stanley in London and New York after graduating from HEC.



Erik Maris

General Partner

Messier Maris



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November 28, London

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Faaliz Hasan, Independent Adviser
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