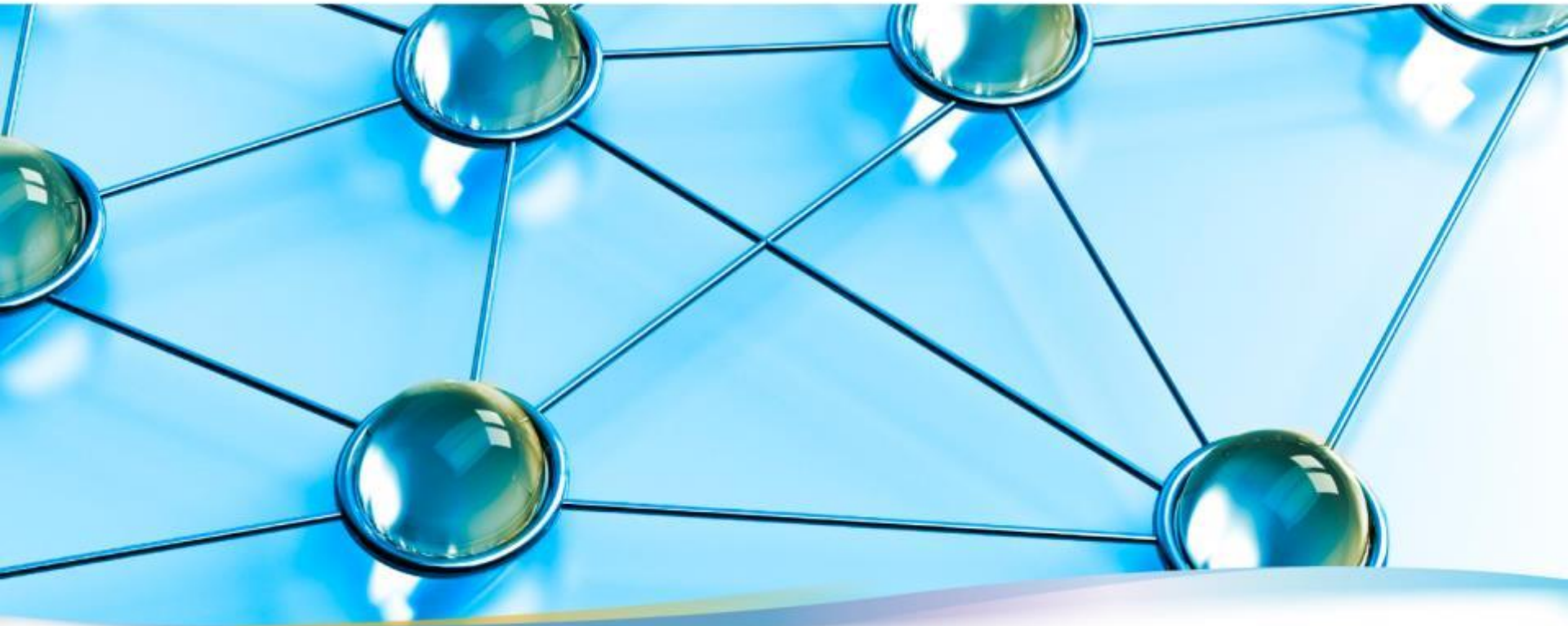


International Presence, Local Expertise



Introductory Presentation



About GlobalM&A Partners

- Established in 1999
- A partnership of 38 leading independent M&A firms
- Over 200 active dealmakers supported by 100+ analysts
- Transacting in 50 countries, across five Continents – and still growing
- Multi sector broad Corporate Finance service offering
- Successful completion of over 1500 transactions with combined value in excess of €42bn over the last five years
- Servicing local and multinational enterprises with typical transaction range of €10m to €500m
- Multicultural expertise; over 20 languages spoken
- Steered by Executive Committee comprised of seasoned dealmakers



Our offering

- Specialists in cross-border deal making the Global M&A partnership has, over the past five years, helped clients successfully to complete over €42bn of Mergers & Acquisitions transactions globally
- The wide-ranging expertise of our 200+ active global dealmakers also enables us to support clients with all their corporate finance requirements, including:
 - **IPOs**
 - Fundraisings
 - **Project Finance**
 - Privatizations



Sector Expertise and Teams

- Operating within multiple industries and across a multitude of sectors and geographies we are uniquely placed to meet the specific needs of your transaction
- Drawing from amongst the most respected operators in their fields, sector-specific deal teams are tailored to meet individual client requirements



Sector Expertise and Teams

We have a particularly strong track record in the following industries:

- Aviation
- Branded Consumer Products
- Business Services
- Energy and Natural Resources
- Healthcare and Pharmaceuticals
- Industrials
- Packaging
- Retail
- Technology



Introducing Global M&A Turkey: Total Finans

- Established in 1997 in Istanbul, Total Finans / Global M&A Turkey, is a boutique investment banking advisory house specializing in cross border mergers and acquisitions, strategic alliances, IPO advisory/preparation and equity divestitures.
- Total Finans is the designated Turkish partner of Global M&A Partners.
- Completed over 20 transactions since 1997 with total value of more than \$2.4 billion.
- Clients include multinational companies and private equity investors interested in acquiring strategic assets in Turkey as well as the shareholders of mid-sized Turkish enterprises seeking to raise capital through cross border transactions.
- Guidance by senior level investment professionals who provide active day-to-day deal management and strategic consulting.
- Well-established international and domestic corporate contact network.
- Winner of International M&A Awards-2012



THE 4TH ANNUAL
INTERNATIONAL M&A AWARDS
2012 WINNER



Introducing Global M&A Turkey: Total Finans



Metin Bonfil
Managing Partner
Total Finans

Metin is the founder of Total Finans. A graduate of Vassar College of New York, he has degrees in Mathematics and Economics. Metin worked in management positions in Manufacturers Hanover Trust and in Tekstilbank from 1983 to 1994. He then moved to investment banking and became a partner and the MD of a securities firm. In 1996 he established Total Finans. In the firm, Metin is responsible for business development and oversees the execution of transactions.

Education:
Vassar College New York, Mathematics and Economics



Esin Özçelik
Director
Total Finans

Esin holds an Industrial Engineering degree from Middle East Technical University, Ankara. She received her M.B.A. degree from Clemson University, U.S.A. In 1995 she started her career in equity research and worked for various brokerage houses including Finans Yatırım and Caspian Securities. Since 1999, after joining Raymond James Securities as a Director, Esin has concentrated on corporate finance. In Total Finans she is responsible for business development, origination and execution of corporate finance deals.

Education:
O.D.T.Ü., Industrial Engineering
Clemson University, MBA



Introducing Global M&A Turkey: Total Finans



Cem Pardo

Associate
Total Finans

Graduated from Marmara University majoring in Banking and Finance, Cem started his professional life in Finansbank / Project Finance Department. After 3 years in Finansbank, he joined Total Finans family as a senior analyst in 2011. He has been participating in projects covering energy, retail and automotive.

Education:

Marmara University, Istanbul, Banking and Finance



















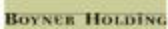













Introducing Global M&A Turkey: Total Finans

 <p>MANAJANS J W T</p>	 <p>BENTO Quality • Experience • Innovation NITTO DENKO</p>	 <p>SEL HORTUMLARI FATON Flowering Plants Worldwide</p>	 <p>Medina Turgul DDB^o</p>	 <p>baymak BDR THERMEA</p>
<p>Acquisition of Manajans, a leading advertising agency in Turkey; by JWT, a subsidiary of WPP</p>	<p>Acquisition of Bento, a leading manufacturer of hygienic and industrial tapes in Turkey, by Japanese Nitto Denko</p>	<p>Acquisition of Polimer Kaucuk A.S. (SEL), a leading global manufacturer and supplier of hoses, by American Eaton Corporation</p>	<p>Acquisition of a majority shareholding in Medina Turgul, a leading advertising agency in Turkey, by DDB</p>	<p>Acquisition of a 40% shareholding in Baymak by BDR Thermea</p>
 <p>GLOBALM&A PARTNERS Turkey Exclusive advisor to the Sellers</p>	 <p>GLOBALM&A PARTNERS Turkey Exclusive advisor to the Sellers</p>	 <p>GLOBALM&A PARTNERS Turkey Exclusive advisor to the Sellers</p>	 <p>GLOBALM&A PARTNERS Turkey Exclusive advisor to the Seller</p>	 <p>GLOBALM&A PARTNERS Turkey Exclusive advisor to the Seller</p>
 <p>SUNJUT GREIF</p>	 <p>CONSTAB INDUSTRIAL POLYMER BAGS ASTRA POLYMERS Your First Source of Maintenance</p>	 <p>ALKAS JONES LANG LASALLE</p>	 <p>ERGOISVICRE ERGO</p>	 <p>MUDO</p>
<p>Acquisition of Sunjut, a leading manufacturer of industrial big bags in Turkey by American Greif</p>	<p>Acquisition of Constab M.E. Polymer, by Astra Polymers from Kingdom of Saudi Arabia</p>	<p>Acquisition of Alkaş by Jones Long LaSalle</p>	<p>Acquisition of a remaining 25% shareholding in ERGOİsviçre, by German ERGO</p>	<p>Strategy planning and development</p>
 <p>GLOBALM&A PARTNERS Turkey Exclusive advisor to the Seller</p>	 <p>GLOBALM&A PARTNERS Turkey Exclusive advisor to the Seller</p>	 <p>GLOBALM&A PARTNERS Turkey Exclusive advisor to the Seller</p>	 <p>GLOBALM&A PARTNERS Turkey Exclusive advisor to the Seller</p>	 <p>GLOBALM&A PARTNERS Turkey Exclusive advisor to MUDO</p>























Introducing Global M&A Turkey: Total Finans

  <p>Acquisition of a 30% shareholding in Boyner Büyük Mağazacılık, the leading non-food retailer, by CVC</p>  <p>Exclusive advisor to the Seller</p>	  <p>Acquisition of a 50% shareholding in Beymen, the leading luxury goods retailer, by CVC</p>  <p>Exclusive advisor to the Seller</p>	  <p>Acquisition of Koza, a cosmetic retail chain, by French Yves Rocher</p>  <p>Exclusive advisor to the Seller</p>	  <p>Acquisition of a 51% shareholding in İzopoli, the manufacturer of isolation panels, by Irish Kingspan</p>  <p>Exclusive advisor to the Seller</p>	  <p>Acquisition of a 75% shareholding in İsvicre Sigorta, a leading insurance company, by German ERGO</p>  <p>Exclusive advisor to the Seller</p>
  <p>Acquisition of a minority shareholding in Pressan, manufacturer of auto products by German Brosse</p>  <p>Exclusive advisor to the Seller</p>	  <p>Acquisition of a 50% shareholding in Benetton Turkey (Boyner Holding)</p>  <p>Exclusive advisor to the Seller</p>	  <p>Establishment of a Joint Venture between Penti, a leading manufacturer of socks, and Adria, U.K.</p>  <p>Exclusive advisor to Penti</p>	  <p>Acquisition of Advantage Card (Boyner Holding) by HSBC Bank</p>  <p>Exclusive advisor to the Seller</p>	  <p>Acquisition of a leading manufacturer of baby diapers by Belgian Ontex</p>  <p>Exclusive advisor to the Seller</p>



Introducing Global M&A Turkey: Total Finans

 <p>Uzunyol Holding</p> <p>Acquisition of Plaskap, a leading manufacturer of plastic closures by Uzunyol Holding</p>  <p>Exclusive advisor to the Seller</p>	 <p>FINANSINVEST</p> <p>Dentaş IPO on Istanbul Stock Exchange with Finans Yatırım</p>  <p>Exclusive advisor to Dentaş</p>	<p>OVISAN - PEDO</p>  <p>Acquisition of Ovisan, a manufacturer of baby diapers by Hogla Kimberly</p>  <p>Exclusive advisor to the Sellers</p>	<p>CARSI</p>  <p>Public offering of 15% of Çarşı's shares with ING, London</p>  <p>Exclusive advisor to Çarşı</p>	<p>Uzel Makina</p>  <p>IPO on Istanbul Stock Exchange and London Stock Exchange with Morgan Stanley</p>  <p>Exclusive advisor to Uzel</p>
<p>Uzel Makina</p>  <p>Leveraged buy-out of 60% shareholding in Uzel</p>  <p>Exclusive advisor to the Buyer</p>	<p>BEYAZIT</p>  <p>Conducted due diligence and valuation process on behalf of Beyazit Group during the privatization of POAŞ</p>  <p>Exclusive advisor to Beyazit Group</p>	<p>Hadera Paper</p>  <p>Advised Hadera Group (former American Israeli Paper Mills) during the privatization of SEKA</p>  <p>Exclusive advisor to Hadera Group</p>	<p>Yasar</p>  <p>Pre-IPO Consulting Capital Markets</p>  <p>Exclusive advisor to Yaşar</p>	 <p>Pre-IPO Consulting Capital Markets</p>  <p>Exclusive advisor to Sunjüt</p>



Introducing Global M&A Turkey: Total Finans



Acquisition of Global Aquariums (Turkuazoo), a leading entertainment destination in Istanbul by Merlin Entertainments



Exclusive advisor to the Sellers



Acquisition of SOM Hoses, a leading manufacturer of hoses in Turkey by Contitech.



Exclusive advisor to the Sellers



Divestiture of Moova Gıda, a national milk and dairy producer in Turkey to Tat Gıda.



Sell Side advisor to Soktas



Why Global M&A Partners?

- International presence, local expertise
- Detail focused, relationship driven – putting our clients first
- Closely connected to decision makers, with a multicultural approach
- Presenting clients with increased deal flow opportunities
- Tailored specialist deal teams; multiple sector expertise
- No Institutional conflicts of interest – your deal and the issues you face are our sole focus
- We listen, we deliver

Striving for excellence to optimise value and client potential

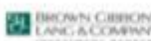
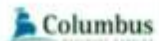
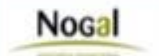




VALENTUM // PARTNERS



Zeus Capital



Worldwide connected One team



“Using **local** ties
to make **cross-border**
connections”



Contact



Turkey



Total Finans

Kasap Sokak Konak Azer İşhanı
No:12 Kat:9 Esentepe-Şişli
34394 İstanbul / Turkey

T +90 212 275 0175
F +90 212 211 4001

www.globalma.com
www.totalfinans.com

International presence, local expertise

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