
Northeast Ohio's Leading Deal Makers to be Honored

CLEVELAND – January 16, 2017 – ACG Cleveland, Northeast Ohio's leading organization for merger and acquisition and corporate growth professionals, will recognize the winners of its 21st Annual Deal Maker Awards on Thursday, January 19, 2017, at 5:30 p.m. at the Huntington Convention Center of Cleveland.

The Deal Maker Awards are a tribute to Northeast Ohio's preeminent corporate deal makers for their accomplishments in using acquisitions, divestitures, financings and other transactions to fuel sustainable growth. The 2017 winners are:

Diebold-Nixdorf

During the past year, Diebold divested a non-core business and made an acquisition that effectively doubled the size of the company. In February, it divested its electronic security business to Securitas AB for approximately \$350 million. Then, in August, Diebold completed a \$1.8 billion acquisition of Wincor-Nixdorf, a €2.5 billion, publicly traded German business, to create the world's largest financial self-services and ATM company. This transaction transformed the company into a global entity heavily focused on services and software with annual sales in excess of \$5 billion. In addition, Diebold formed two joint ventures in China.

Huntington Bancshares

In August, Huntington Bancshares merged with FirstMerit in a transaction valued at \$3.4 billion. The merger established the largest bank in Ohio by deposit market share, with combined assets of nearly \$100 billion. It was overwhelmingly approved by shareholders of each bank. FirstMerit shareholders received 1.72 shares of Huntington common stock, plus a fixed \$5 per share for each share of FirstMerit stock outstanding. This represented a 32 percent premium over FirstMerit's share price at the time of the announcement. The combined company will operate approximately 1,000 branches in eight Midwest states, including Ohio, Michigan, Pennsylvania, Indiana, West Virginia, Kentucky, Wisconsin and Illinois.

Trademark Global, LLC

Based in Lorain, Trademark Global is a multi-million e-commerce and drop-shipping business. Among its clients are household names such as Amazon, Wal-Mart and Overstock. In order to accelerate growth, Trademark Global partnered with Blue Point Capital Partners in 2013. It proceeded to establish a sourcing center in China that increased its speed to market and improved quality control. It also upgraded its IT platform and recreated its inventory management and product development processes, which provided Trademark with increased operational leverage. The company was sold to Bertram Capital in November. During its partnership with Blue Point, Trademark Global demonstrated exceptional top-line and margin growth, and nearly doubled its EBITDA.

CapitalWorks, LLC

CapitalWorks is a Midwestern, family-focused private equity firm that acquires lower middle-market companies and gives them the capital, support and freedom to grow. Over the past two years, the firm has been extremely active despite middle-market M&A being very competitive. Since December 2013, CapitalWorks has completed five platform acquisitions, four portfolio add-ons, three portfolio dividend recapitalizations and exited two portfolios.

Sponsors supporting the 2017 Deal Maker Awards include Benesch, Huntington, Grant Thornton, KeyBanc Capital Markets and Oswald Companies.

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