

Great deal better

Corporate Finance
February 2013

PwC Network

PwC provides industry-focused assurance, tax and advisory services to enhance value for our clients. More than 169,000 people in 158 countries across the PwC network share their thinking, experience and solutions to develop fresh perspectives and practical advice.

Services

Advisory

Assurance

Tax

Global coverage

North America and the Caribbean

Western Europe

Central and Eastern Europe

Middle East and Africa

Asia

South and Central America

Australia and Pacific Islands

PwC People
169,000
people

Global
158
countries
771
locations

Industries

Consumer & Industrial Products and Services

Financial Services

Technology, Media & Telecommunications

PwC in Finland

PwC employs over 750 professionals within Advisory, Assurance and Tax in 20 cities in Finland. Our turnover in Finland was EUR 97,6 million during financial year ended 30 June 2012.

PwC Finland

Advisory

- Deals:
 - Corporate Finance
 - Transaction Services
- Consulting

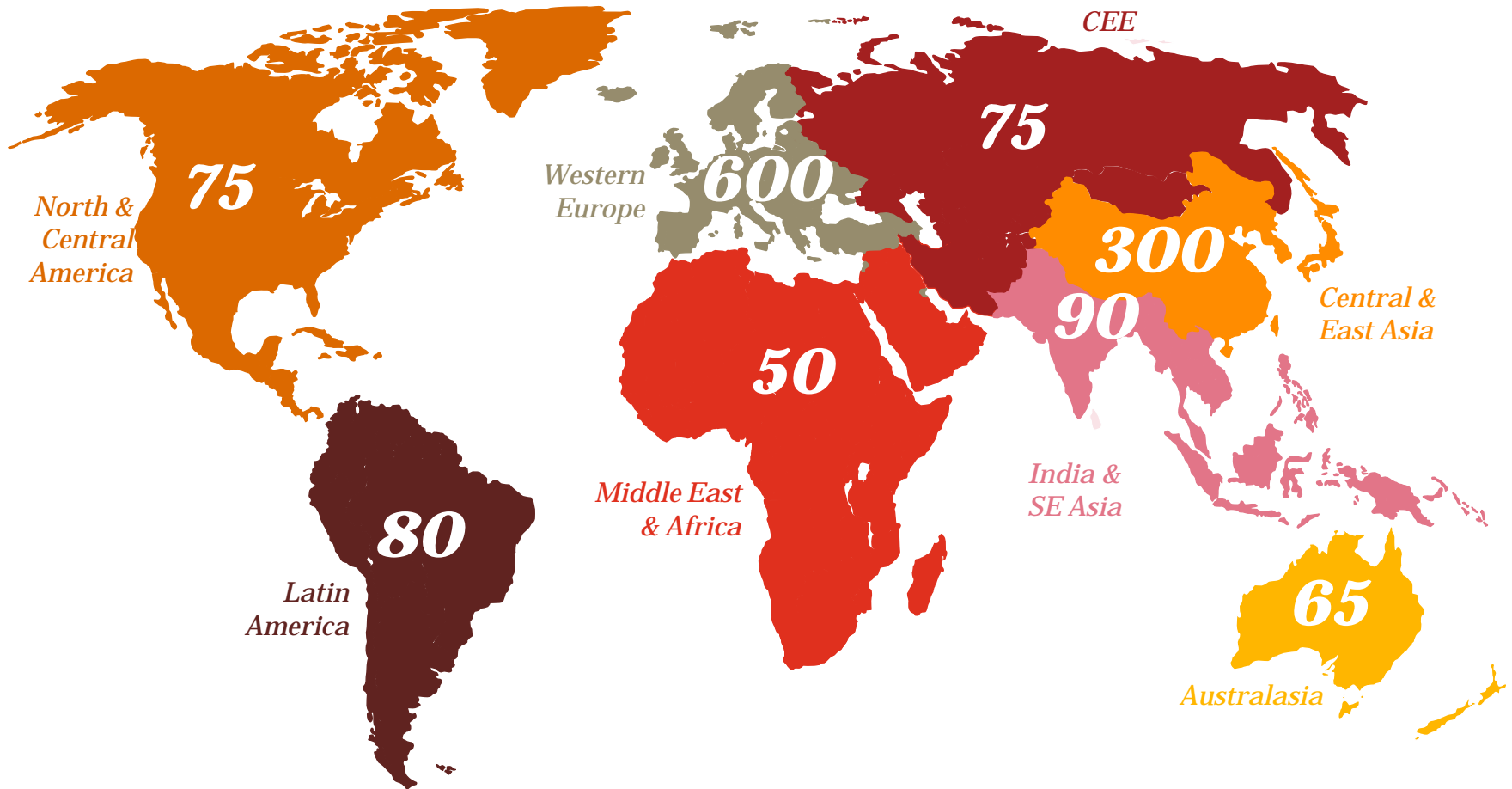
Assurance

- Financial statement audits
- Public sector
- International accounting principles and financial statement practices
- System audits
- Financing audits

Tax

- Corporate Income Tax
- Global Compliance Services
- Personal Taxation
- Mergers & Acquisitions
- Indirect Tax
- Corporate Law and
- Transfer Pricing.

Our deal advisers connect you to the world's growth markets



Over 1,300 experienced CF advisers across the global

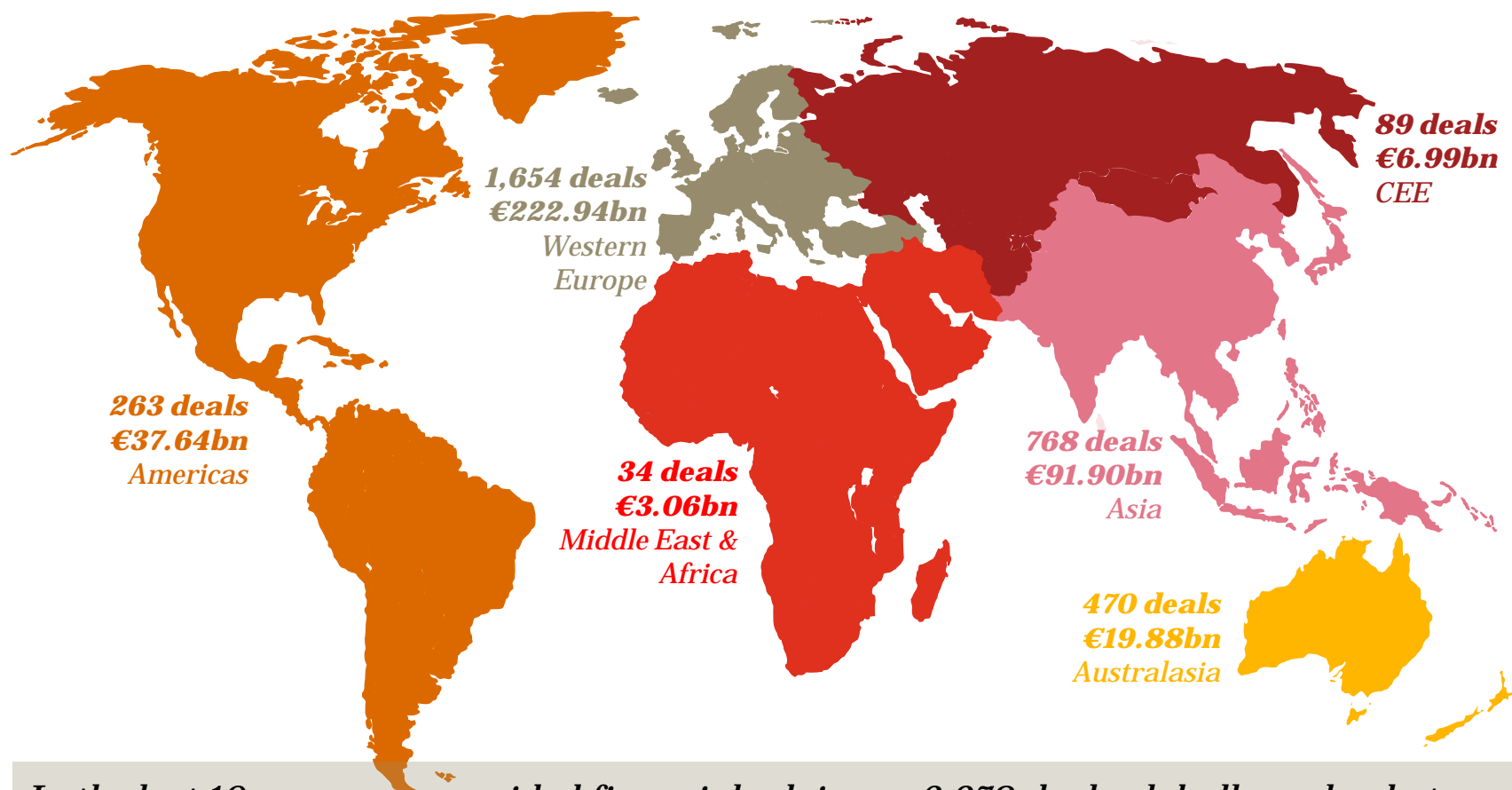
The Global M&A Network

The benefits of working with us

- 1** Sector focused, local delivery and genuine global reach
- 2** Relationships at multiple levels with key third parties
- 3** A “hands-on” approach to deal execution – really assist management with the “heavy lifting” and maintaining the integrity of sensitive information
- 4** Experienced and credentialed team with a track record of delivering
- 5** Absolute commitment to deliver the best deal for the shareholders – irrespective of timing
- 6** An integrated approach delivering and leveraging the full PwC support package – strategic advice, Corporate Finance advice, shareholder and corporate taxation, audit

PwC has the local relationships, presence and understanding to work within increasingly complex and varied regulatory regimes across the globe

Doing deals across the globe



In the last 10 years, we provided financial advice on 3,278 deals globally, valued at more than \$382 billion, of which over 40% were cross border

PwC's established position in the European Mid-Market

League Table of Financial Advisers to European Buyouts* (by volume) 2011

Ranking	Adviser	Value (US\$m)	Deal count
1	PwC	878	22
2	Deloitte	790	17
3	Lazard	6,341	14
4	Ernst&Young	402	14
5	Grant Thornton Corporate Finance	192	14
6	KPMG	1,191	13
7	Goldman Sachs	13,603	12
8	DC Advisory Partners	2,326	12
9	Rotschild	6,578	11
10	HSBC	11,145	10

Financial Advisers to Nordic M&A (by volume) H1 2012

Ranking	Adviser	Rank value (US\$m)	No of deals
1	PwC	580	18
2	Nordea Corporate Finance	7,149	15
3	SEB Enskilda	3,545	15
4	Handelsbanken Capital Markets	4,819	9
5	Carnegie Investment Bank	1,298	9
6	Deutsche Bank	18,154	8
7	AGB Sundal Collier	4,789	8
8	DNB Markets	1,082	8
9	Goldman Sachs	8,722	7
10	JP Morgan	5,751	7

Source: Merger Market, Round-up for Year End 2011

*Based on the target geography only and the advisor advising the buy-side only.

Source: Merger Market, July 2012



Selected Finnish credentials

January 2013

 *Sale of Deltamarin Ltd*

**DELAMARIN™**

to

AVIC International Investments Limited



for €32 m

Vendors advised by

**pwc**

December 2012

Sale of PPO-Yhtiöt Oy



to

**elisa**

for €101 m

Vendor advised legally and financially by

**pwc**

September 2012

 *Acquisition of OK Perintä*



by

**B2HOLDING**

Acquirer advised by

**pwc**

January 2012

Sale of

**PLASTIROLL**

to

SPONSOR CAPITAL

by

m·real *Rauno Asonen & Esa Mylläri*

Vendors advised by

**pwc**

December 2011

Sale of Energate Oy

**enerpoint™**

by

**Profita Group**

and minority shareholders

to

**AAC capital PARTNERS**

Vendor advised by

**pwc**

December 2011

E18 Koskenkylä-Kotka PPP project, where

VALTATIE 

a project company owned by

YIT **DESTIA**

 **meridiam infrastructure**  **ILMARINEN**

signed a €623 million service agreement with

Liikennevirasto

The Finnish Transport Agency Consortium advised by

**pwc**

October 2011

Acquisition of the technical services business of Avelon Autologistics Oy

**AVELON**

by

Assistor Oy Ab

**ASSISTOR**

Acquirer advised by

**pwc**

September 2011

Sale of Steam Communications Oy

**steam COMMUNICATIONS**

to

arena interactive

Vendor advised by

**pwc**

Selected Finnish credentials

July 2011

Acquisition of

reima

by


Riverside

from

VAAKA
PARTNERS

Acquirer advised by


pwc

June 2011

Redemption of minority
shares of

FIBOX
Enclosing innovations

from

TAPIOLA

Fibox advised by


pwc

March 2011

Acquisition of
Philipson
Västra Svealand Bil AB

Philipson 

by

Veho Group Oy Ab

VEHO

Acquirer advised by


pwc

December 2010

Sale of Vemic Oy Ab and Mitsubishi
retail operations



to

Delta

by

VEHO

Vendor advised by


pwc

October 2010

Acquisition of


novexia

by

ENSTO

Acquirer advised by


pwc

October 2010

Acquisition of gas stations
in Finland and Sweden of



by the owner of

ST1

for €460m

Acquirer advised by


pwc

June 2010

Acquisition of Goodstone Oy

SIXT
rent a car

by

VEHO

Acquirer advised by


pwc

April 2010

Public Takeover of

 **Glisten Plc**

by


RAISIO

Raisio advised by


pwc

Other recent credentials in Finland

 <p>2012</p> <p>Datame Oy</p> <p>Valuation for a Finnish Telecommunication company.</p>	 <p>2012</p> <p>PPO-Yhtiöt Oy</p> <p>Valuation for a Finnish ICT Company.</p>	 <p>2012</p> <p>Vakka-Suomen Puhelin Oy</p> <p>Valuation for a Finnish Telecommunication company.</p>	 <p>2012</p> <p>Powerflute Oyj</p> <p>Option valuation for a Finnish packaging group.</p>
<p>2012</p> <p>Confidential</p> <p>Evaluation of a Finnish biotechnology company.</p>	 <p>2012</p> <p>Gasum Oy</p> <p>Financial simulation analysis.</p>	 <p>2011</p> <p>Moventas Santasalo Oy Moventas Wind Oy</p> <p>Valuation of portfolio of intangible assets.</p>	 <p>2011</p> <p>Moventas Santasalo Oy Moventas Wind Oy</p> <p>Estimation of liquidation value.</p>
 <p>2011</p> <p>Energiateollisuus</p> <p>Financial advisor of Finnish Energy Industries in evaluation of new regulatory guidelines proposed by the Energy Market Authority.</p>	 <p>2011</p> <p>Tectia Oyj</p> <p>Valuation of patent portfolio.</p>	 <p>2011</p> <p>A-Katsastus Holding Oy</p> <p>Valuation of business enterprise.</p>	 <p>2011</p> <p>Kymppivoima Oyj & EPV Energia</p> <p>Financial advisor of EPV Energia and Kymppivoima in the sale of indirect ownership of Transmission Grid Company Fingrid.</p>

Finnish Corporate Finance team



Harri Valkonen

Partner

M.Sc. (Economics), LL.M.
PwC ('06-), Nordea
Corporate Finance ('98 - '06),
Merita/ SYP ('80 - '98)



Matias Lindholm

Partner

MBA, M.Sc.
(International accounting)
PwC ('96-),
Price Waterhouse ('88 - '96)



Kimmo Vilske

Partner

M.Sc. (Engineering), CEFA
PwC ('99-), EL-EX
Nord Pool ('98), Helsinki Exchanges
Ltd. ('96 - '98), ABB ('93 - '96)



Mauri Hätönen

Director

M.Sc. (Electrical Engineering)
PwC ('05-), Sydkraft Ab ('04 - '05),
Espoon Sähkö Oyj ('87 - '04)



Hannu Keränen

Director

M.Sc. (Economics)
PwC ('09-), FIM Corporate
Finance ('01 - '08), E&Y ('00 - '01),
Handelsbanken ('95 - '00)



Jaakko Kilpeläinen

Director

M.Sc. (Economics &
Computer Science)
PwC ('01-), MECRASTOR ('81 - '01)



Thomas Blumberg

Assistant Director

M.Sc. (Economics), CEFA
PwC ('05-),
Pukkila Oy ('03 - '05)



Pasi Mäenpää

Assistant Director

M.Sc. (Finance)
PwC ('05-), Accenture Oy ('04 - '05),
Oulu University ('03 - '04)



Matts Kirkkomäki

Manager

M.Sc. (Finance)
PwC ('08-),
Sampo Pankki ('07 - '08)



Jukka Metsälä

Manager

M.Sc. (Technology), MBA
PwC ('11-),
Fingrid Oyj ('03 - '11)



Anna Mäkipeska

Manager

M.Sc. (Economics), CEFA
PwC ('08-), Glitnir Bank
('06 - '08), FIM '04 - '06), Kraft
Foods ('03 - '04), FIM ('00 - '03)



Tom Nyman

Manager

Bachelors degree
PwC ('10),
CapMan Plc ('09 - '10), PwC ('06 -
'09), Morgan Stanley ('06)



Esko Saura

Manager

M.Sc. (Economics), LL.M.
PwC ('06-),
University of Helsinki ('04 - '05)



Ari Tiainen

Manager

M.Sc. (Technology)
PwC ('10-), Sofia Bank ('09 - '10),
Access Partners ('07 - '08)



Mika Lelikakis

Associate

M.Sc. (Engineering)
PwC ('11-), Veraventure ('10 - '11),
Aalto University ('10 - '11)



Tony Lindroos

Associate

M.Sc. (Finance)
PwC ('12-)

Contact information

For further information please contact:

Tel. no. +358 9 22800

e-mail: firstname.lastname@fi.pwc.com

www.pwc.fi

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