



## Dealmaker of the Year

**Winner:** Simon Cowie, Infinity Partnership

**Runner-up:** Jock Gardiner, Maven Capital Partners

"Someone who really finds solutions to problems and gets deals on the table," was how one judge summed up Simon Cowie's track record.

Since he established Infinity Partnership three years ago it has become a familiar name on the deals landscape in Scotland. In the past 12 months, Cowie completed 31 deals with a value in excess of £150m.

"It's no mean feat to bring a potential transaction to a client and then see it through to completion," noted one of the judges about his success as a deal initiator.

The panel was also impressed by the significant role Jock Gardiner has played in many successful businesses

over the years. As head of its energy team Gardiner has overseen some £75m of capital deployed in a combination of equity and mezzanine deals.

"Someone who really knows his market and a very impressive track record on returns," commented one panel member.

During the year Gardiner led Maven's new equity investments in companies including R&M Engineering, HCS Controls, ISN Solutions, RMEC and Glacier Energy Solutions.

Above: Simon Cowie of Infinity Partnership, the 2014 Dealmaker of the Year

## Acquisition of the Year

**Winner:** Aberdeen Asset Management

**Runner-up:** MB Aerospace

"A really positive deal for Scotland" was how one panel member summed up Aberdeen Asset Management's (AAM) acquisition of Scottish Widows Investment Partnership (SWIP) from Lloyds for £550m.

The panel highlighted the fact AAM was likely to have seen off significant global competition for the fund management business.

"The fact the deal has made AAM now the biggest listed fund manager in Europe is very impressive given where the company was not that long ago," commented one of the judges.

The panel was also highly impressed by MB Aerospace's acquisition of component manufacturing business Norbert Industries in a multi-million deal. The deal to acquire Norbert's operations in Michigan, US, and Rzeszów, Poland, means MB Aerospace now employs nearly 900 staff across North America and Europe.

"It represented a very big deal for MB Aerospace and one they had really thought about in terms of their long-term strategy. It was also impressive how quickly it was concluded," said one judge.

The deal secured significant additional engineering and manufacturing capacity for MB Aerospace.



Martin Gilbert, Aberdeen Asset Management



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