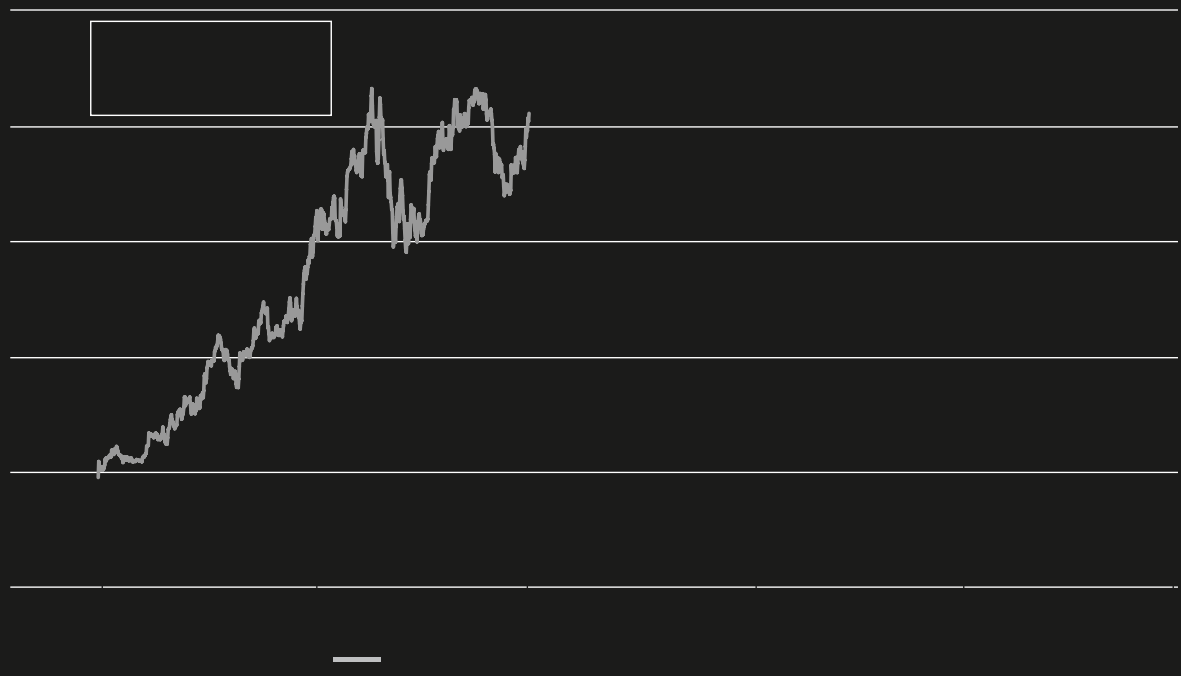
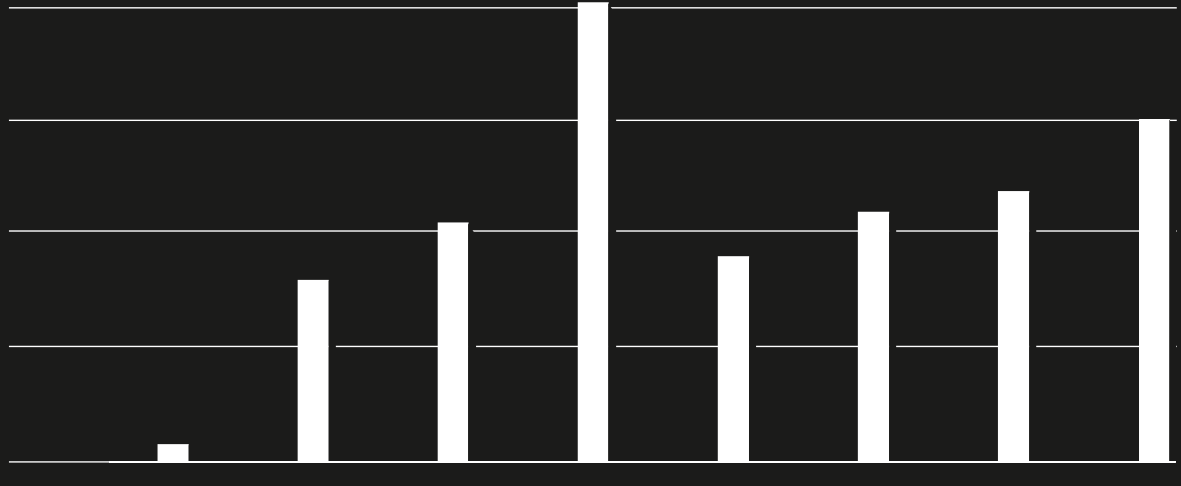
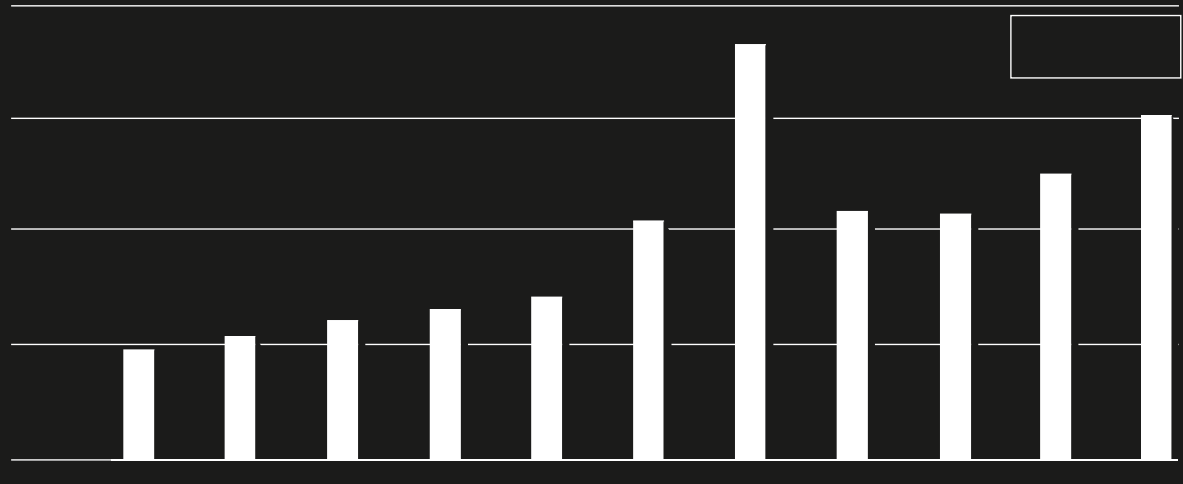
Greenhill

2011

Annual Report







INDUSTRY SECTORS

CONSUMER PRODUCTS & RETAIL

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NORTH AMERICA

Private Equity
An AXA Investment Managers Company

Acquisition of limited partnership portfolio interests from

Citigroup

Advised on Recommended Offer from

Jupiter Properties

Advised major shareholder on demerger of EPC activities from

AkerSoluti

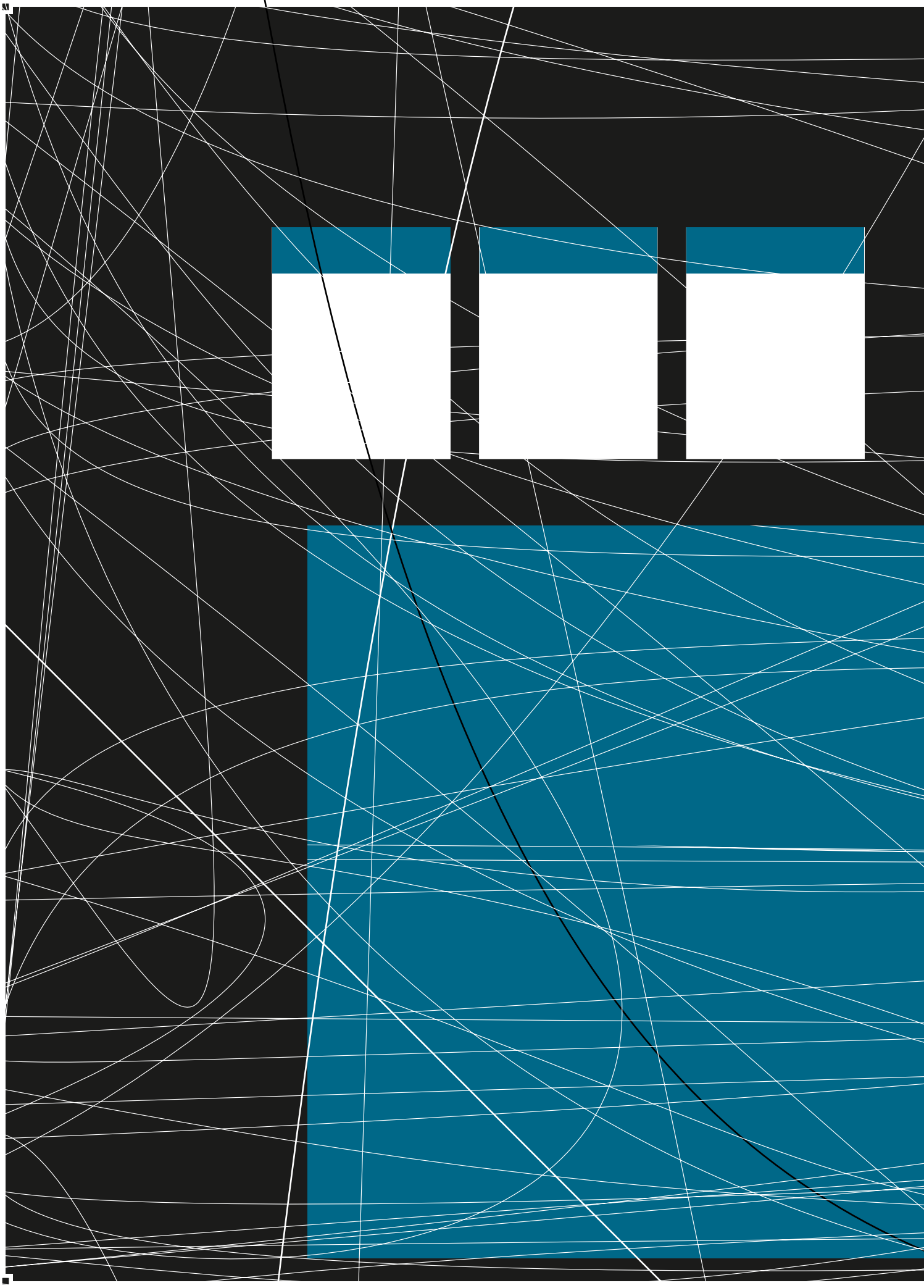
Debt Restructuring Including Debt for Equity Swap & Associated Capital Raise

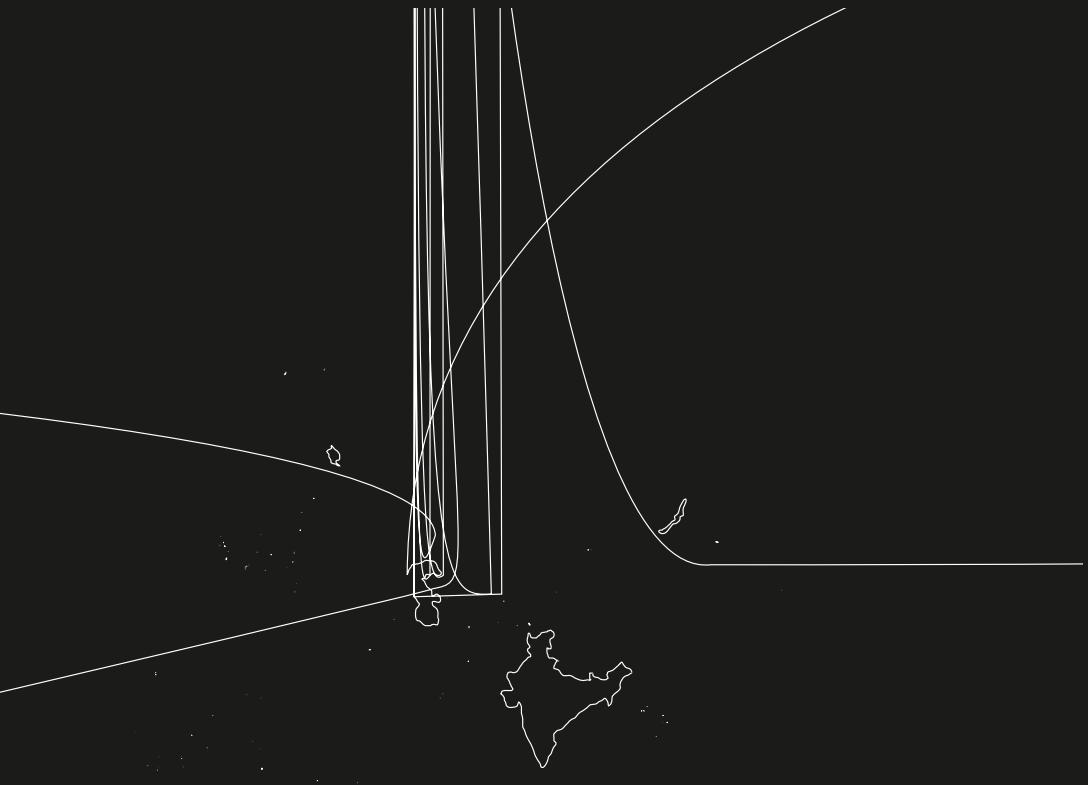
Advised on Recommended Cash Offer from

Sale to

Acquisition of

CABB



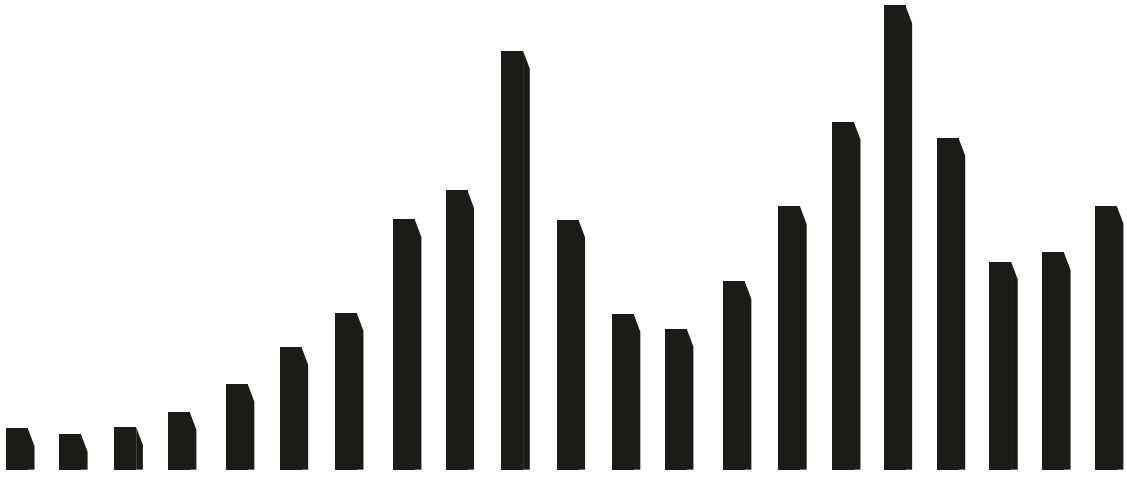


MERGERS & ACQUISITIONS

GLOBAL M&A ACTIVITY CONTINUED TO REBOUND ROBUSTLY DURING THE FIRST HALF OF 2011, CONSISTENT WITH THE TREND STARTED IN 2010, UNTIL EQUITY MARKET VOLATILITY AND CONCERNS SURROUNDING THE SOVEREIGN DEBT ENVIRONMENT IN EUROPE SLOWED THE PACE OF ACTIVITY DURING THE SECOND HALF OF THE YEAR. FOR 2011, COMPLETED GLOBAL M&A ACTIVITY WAS UP 22.0% WHILE ANNOUNCED GLOBAL M&A TRANSACTION VOLUME DECLINED BY 3.7%.

DESPITE THE SLOWDOWN IN ACTIVITY DURING THE SECOND HALF OF 2011, LOW BORROWING COSTS AND SIGNIFICANT CASH BALANCES ON COMPANY BOOKS SHOULD DRIVE AN IMPROVED M&A TRANSACTION ENVIRONMENT IN 2012. WITH ONE OF THE MOST GLOBAL ADVISORY TEAMS IN THE BUSINESS AND WITH SIGNIFICANT INDUSTRY SECTOR COVERAGE, GREENHILL IS WELL POSITIONED TO TAKE ADVANTAGE OF THIS IMPROVING ENVIRONMENT AND TO CONTINUE ADVISING CLIENTS ON THEIR MOST IMPORTANT TRANSACTIONS .

GLOBAL M&A VOLUME , 1991-2011



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Capital Power Income L.P.

SUPERIOR
ENERGY SERVICES, INC.

U.S. DEPARTMENT OF ENERGY

goodman fielder
our homegrown food company

AXA Private Equity
An AXA Investment Managers Company

RELATED

OrbiMed
Healthcare Fund Management

DIVCOWEST

columbus
CAPITAL

In Memoriam

Jeffrey F. Buckalew
(1966 – 2011)

Jeff Buckalew passed away on Tuesday, December 20, 2011, along with his wife, Corinne and their two children, Jackson and Meriwether, in a plane accident outside New York City. Jeff was traveling with Rakesh Chawla, also a Managing Director at Greenhill. Jeff will always be remembered for the incalculable contributions he made to the development of the Firm over a 16 year period, as well as for his congenial manner that endeared him to clients and colleagues alike.

Jeff joined Greenhill in 1996 as one of the original employees of the Firm. Jeff held several leadership roles at Greenhill during his tenure, and at the time of his death was Head of North American Corporate Advisory. He attended the University of North Carolina in Chapel Hill, where he obtained a bachelor's degree and an MBA from the Kenan-Flagler Business School.

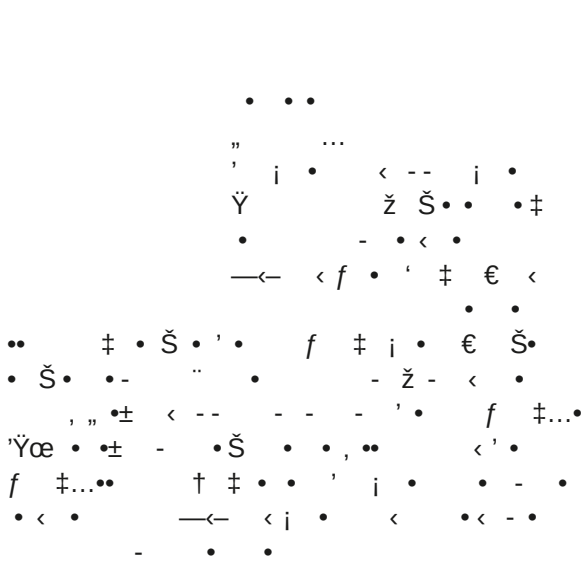
Rakesh Chawla
(1975 – 2011)

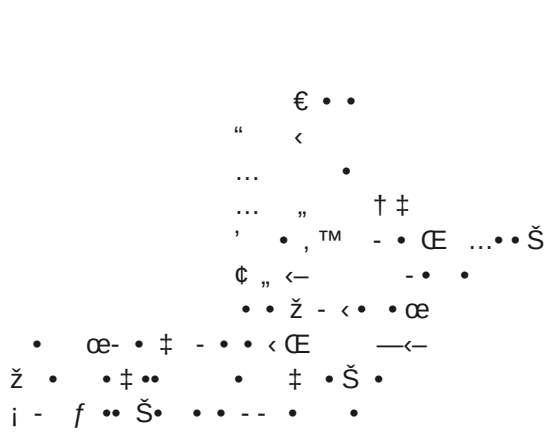
Rakesh Chawla passed away on Tuesday, December 20, 2011, in a plane accident outside New York City. Rakesh was traveling with Jeff Buckalew and Jeff's family. Rakesh played critical roles for many of the Firm's most important clients and will always be remembered for his intellect, team spirit and great loyalty to the Firm.

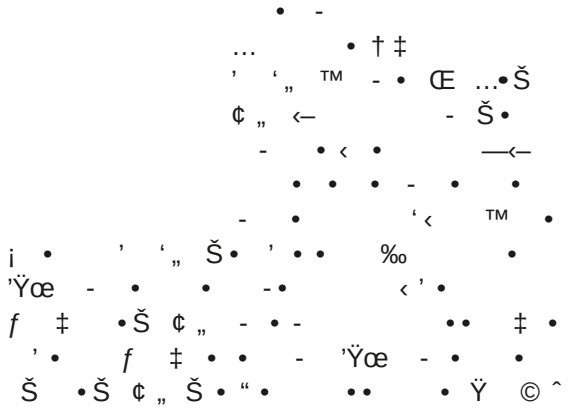
Rakesh joined Greenhill's New York office in 2003 and focused on the financial services sector. Rakesh was promoted to Managing Director in January 2011. He obtained his bachelor's degree from The McIntire School of Commerce at the University of Virginia and his MBA from The Wharton School at the University of Pennsylvania.

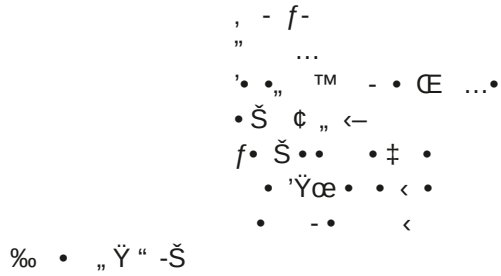
M ANAGING D IRECTORS

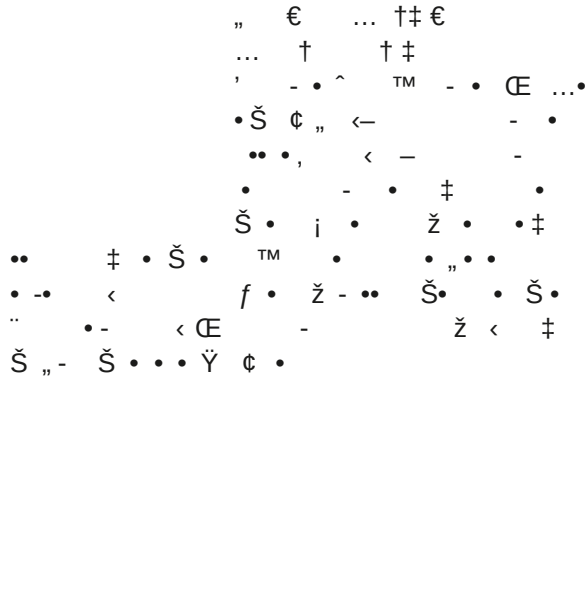
FIRM M ANAGEMENT











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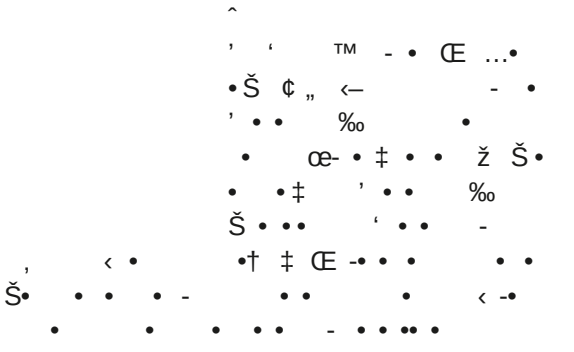

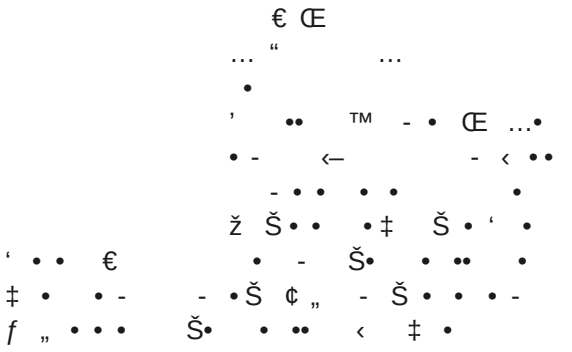

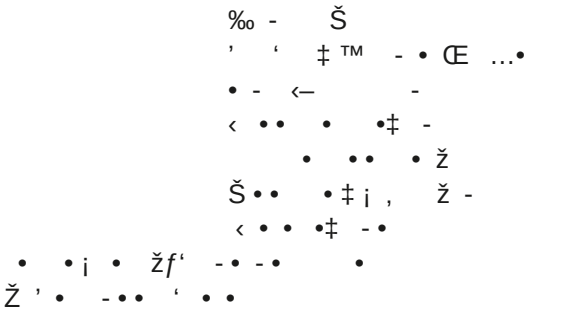

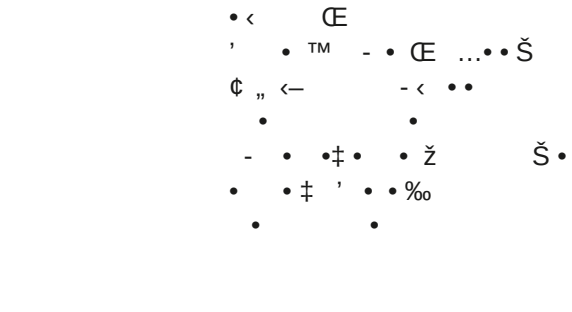

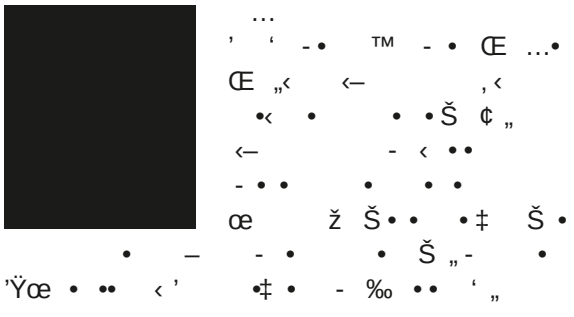

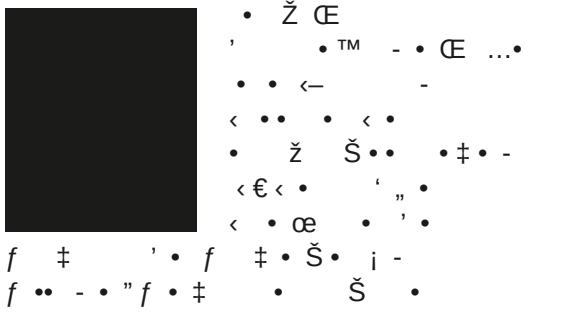

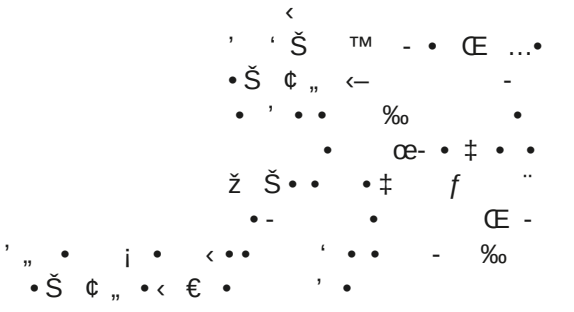

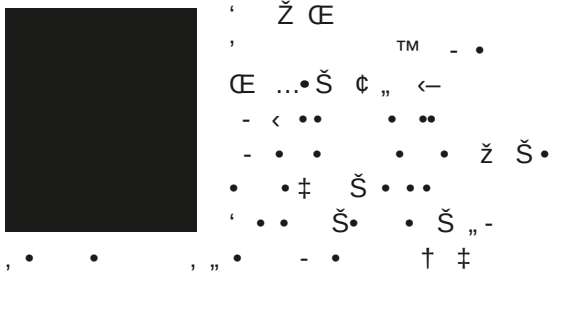

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M ANAGING D IRECTORS

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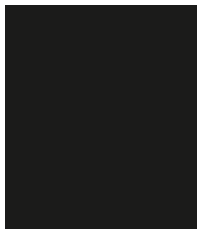

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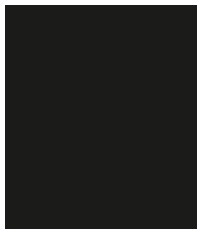

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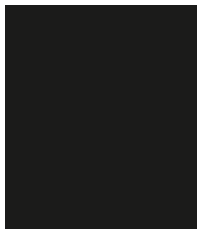
M ANAGING D IRECTORS



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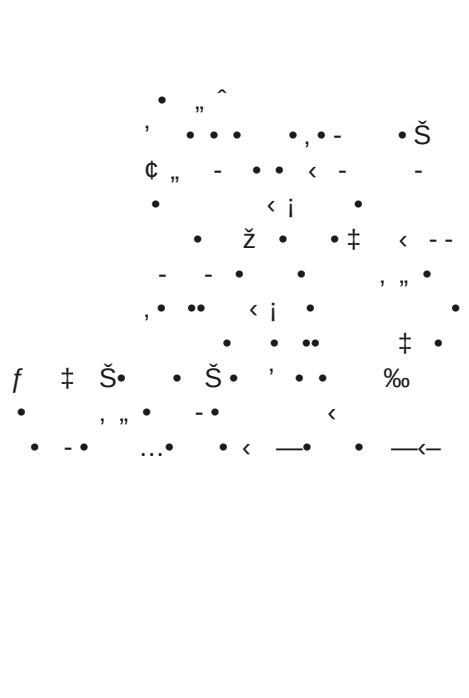
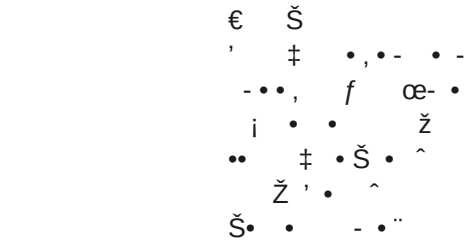
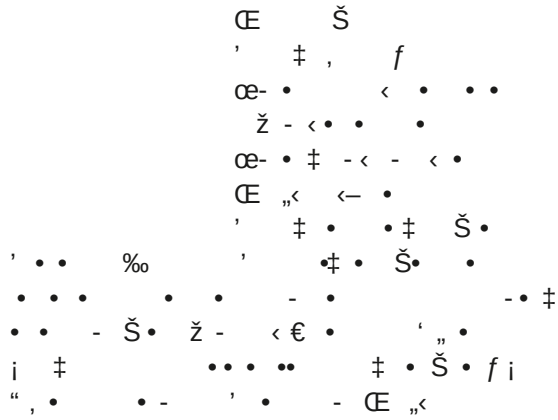
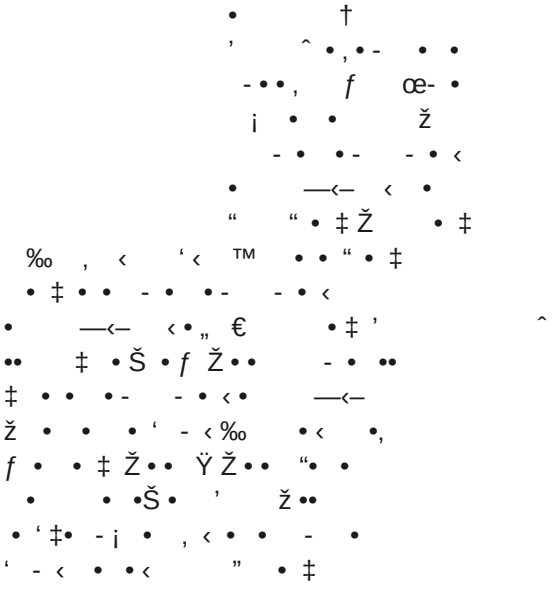
SENIOR ADVISORS









OTHER KEY PERSONNEL

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