



Mergers & Acquisitions

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Pillsbury provides responsive, comprehensive counsel on U.S. and cross-border M&A transactions. Our M&A team is supported by the resources of a full-service firm with practices covering all aspects of a transaction: antitrust, employee benefits, environment, global sourcing, finance, intellectual property, regulation and tax. During the first half of 2008, Pillsbury advised on over 60 deals valued at more than \$15 billion.

Pillsbury's M&A lawyers are recognized for their particular strength in providing counsel on deals in the technology, communications and life sciences industries and on transactions involving REITs, real estate capital markets and government contracts. We also have significant experience representing Boards of Directors and independent Board Committees, including special committees, audit committees and compensation committees in change of control, going private transactions, internal corporate investigations of alleged misconduct and special committee and audit committee investigations.

Complementing our transactional services, we advise on establishing and maintaining corporate compliance programs and internal control procedures and policies.

Our practice's independent industry rankings include:

- Thomson Reuters' *M&A Legal Advisory Review* (2Q 2008) ranked Pillsbury among the Top 25 law firms for advising on the largest number of completed U.S. target M&A deals.
- Flashwire Monthly ranked Pillsbury 17th among U.S. law firms for advising on the largest number of M&A deals.
- Flashwire Monthly also ranked Pillsbury 13th among U.S. law firms for advising on the largest number of middle-market M&A deals.

Recent representative transactions include:

- In one of the largest wine transactions to date, Pillsbury represented **Fortune Brands, Inc.** in the \$885 million sale of its wine business to Constellation Brands. The deal was named a finalist in *M&A Advisor's* "Middle-Market M&A Awards," which recognize excellence in transactions that set the standard for the industry.
- Represented **McKesson Corporation** in its acquisition of McQueary Brothers Drug Company, a regional distributor of pharmaceutical, health and beauty products to more than 400 independent and regional chain pharmacies in the Midwest.
- After evaluating multiple bids and analyzing potential transaction structures, Pillsbury represented **eTelecare Global Solutions**, one of the largest and fastest growing business process outsourcing companies in the world, in a



tender offer in both the Philippines and U.S. by affiliates of Ayala Corporation and Providence Equity Partners. Pillsbury has represented eTelecare since 2004 and advised on its \$85 million initial public offering in 2007.

- Represented **Wells Fargo & Company** on the formation of the Pariter Solutions LLC joint venture with Bank of America. Pariter is the largest automated clearinghouse (ACH) platform in the U.S.
- Represented **WebEx Communications, Inc.**, a leader in online meeting applications with 64% market share, in its \$3.2 billion cash tender acquisition by Cisco Systems.
- Represented **Goowy Media, Inc.**, a leading widget and desktop tools company, in its formation, financing, and subsequent acquisition by AOL.