

News Release

Sharma to Lead India Practice Group

***martinwolf* M&A Advisors Opens Bangalore Office**

Bangalore, India | San Ramon, California, April 23, 2012 – In response to a sharp increase in interest and activity in India, ***martinwolf*** | M&A Advisors, the world's leading middle-market IT M&A advisory, announced it has opened an office in Bangalore. The move expands the firm's India practice and builds on a growing number of transactions completed and in progress with India companies. Gaurav Sharma, who joins the firm as Senior Vice President and head of the India Practice Group, will lead the practice, dividing his time between India and the U.S.

This is Sharma's second tenure at ***martinwolf***, having been a member of the M&A advisory team from 2005 to 2010. Sharma moved to Bangalore in 2010 to lead M&A offerings for the Strategy and Transformation practice of IBM Global Business Services, India. In that role, he advised global corporations on a range of strategic organic and inorganic growth initiatives.

Sharma brings to ***martinwolf*** 16 years of domain expertise in IT industry M&A for both buyers and sellers in IT solutions, enterprise applications and business process outsourcing (BPO). Sharma's chief skill is advising companies on the end-to-end M&A process and leading them through it from developing transaction rationale to execution to integration planning.

Representative ***martinwolf*** transactions include the following:

- Rolta India Ltd acquisition of TUSC (Oracle and Hyperion offerings)
- Saber Corporation's recapitalization with Accel-KKR (Oracle software and consulting)
- Hinduja TMT acquisition of Affina (a U.S.-based Business Process Outsourcing company)

- Two active engagements currently under agreement in India, a solution services provider and a security services provider

According to Marty Wolf, President & Founder of ***martinwolf***, “The decision to expand our presence in India is driven by increased M&A activity among buyers and sellers in India, as well as between companies in India, the U.S. and other parts of the world. Especially in the IT services space, which is our focus, India has an established core competency that is increasingly appealing to companies outside India seeking growth through acquisition.”

Added Wolf, “In his new role as India practice leader, Gaurav brings valuable expertise both in the India IT M&A scene as well as specific knowledge of the ***martinwolf*** philosophy and strategic approach. Gaurav understands the needs of India companies from an insider’s perspective. He knows the India market from the perspective of global buyers. And his previous experience with us and IBM Global Services will ensure the greatest value for both buyers and sellers in each transaction and over time.”

Said Sharma, “This is a critical time for IT companies in India as they integrate into the global marketplace – a process requiring diligence and rigor during the transaction and afterwards when buyers and sellers must develop and execute new strategies for the future. I know from my previous experience that ***martinwolf*** casts the widest net for acquisitions, and then through dozens of conversations and modeling with many perspective buyers, gets a clear understanding of which entity can do the most with an asset.”

Sharma holds an MBA from [Ross School of Business](#) at the University of Michigan and a BS in Computer Science and Engineering from [Punjab Engineering College](#). He is also a FINRA registered broker.

About *martinwolf*

martinwolf is the world's leading middle market IT M&A advisory. Since 1997, the firm has completed more than 115 transactions in six countries. Its knowledge and experience with IT outsourcing and managed services combined with its disciplined approach, which includes a proprietary, proven, step-by-step work plan customized for each client, has produced one of the highest transaction completion rates in the industry. The firm has active engagements in six countries and has complete transactions with six Fortune 500 companies. For more information, visit <http://www.martinwolf.com>.

martinwolf is a member of the Merrill Lynch PS Referral Network and is an exclusive strategic partner to ICICI Bank, India's leading private bank) for acquiring U.S. IT companies. Member FINRA, SIPC.

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