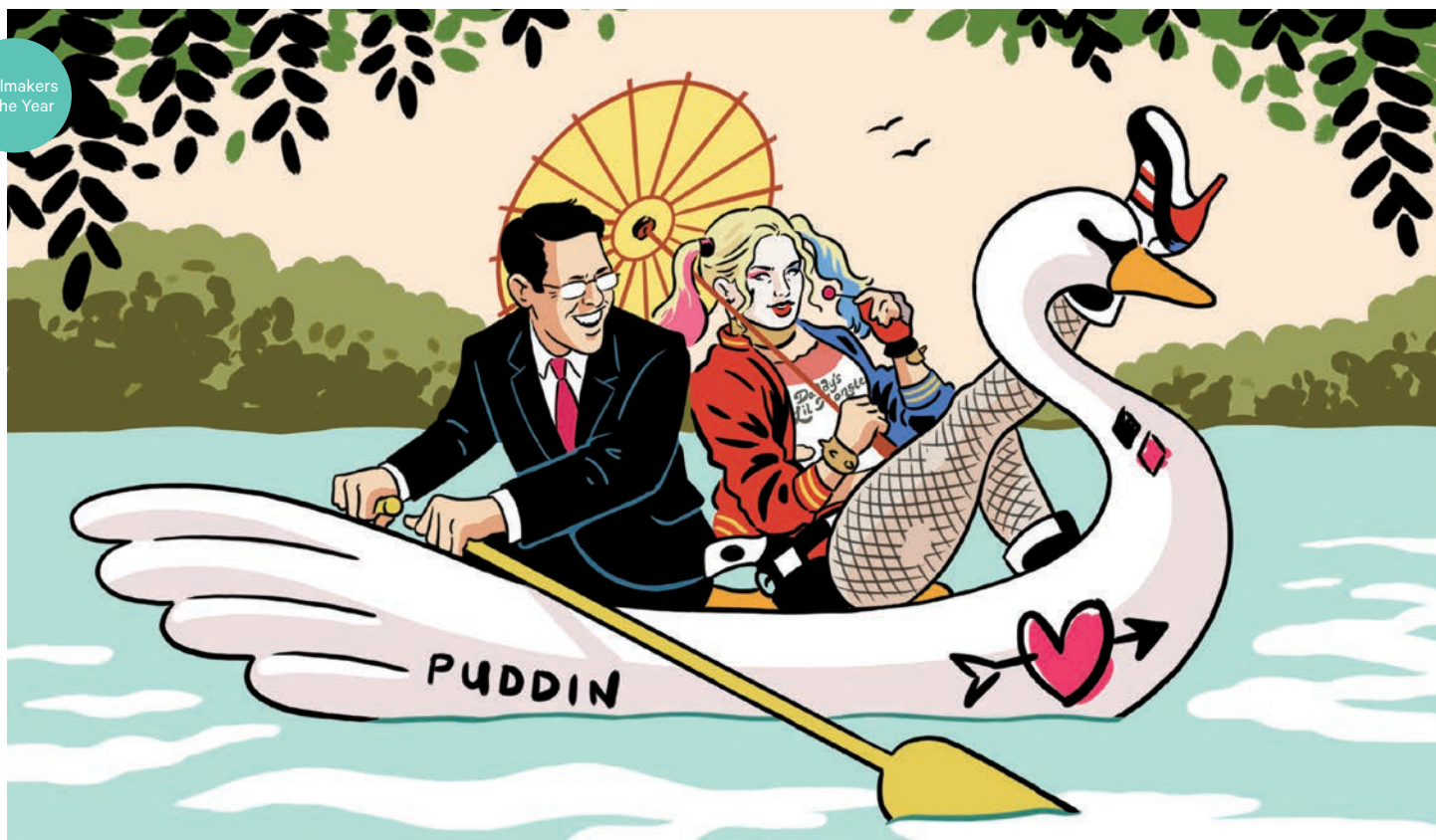


A Final Look at the Industry

Dealmakers
of the Year



Meet the Dealmakers Behind Hollywood's Top Corporate Courtships

Lawyers, bankers and advisers on a big \$150.2B year selling Time Warner, UFC and more

From the presidential election to the surge in celebrity deaths, 2016 was a year many were happy to see end. But for Hollywood's upper echelon of bankers, lawyers and business development executives, it was a Dealpalooza. AT&T made a massive \$85.4 billion play for Time Warner, Lionsgate swallowed up Starz for \$4.4 billion, WME-IMG and partners paid \$4 billion for the UFC league, and NBCUniversal grabbed DreamWorks Animation for \$3.8 billion. The value of dealmaking activity in the entertainment industry hit a record \$150.2 billion, according to M&A tracking firm Mergermarket. "Values have been extremely high, with a fair share of mega-deals of \$1 billion-plus," notes PricewaterhouseCoopers partner **Bart Spiegel**. What does that mean for 2017? Analysts point to China flexing its financial muscle even further, following Dalian Wanda snapping up Legendary Entertainment for \$3.5 billion and Dick Clark Productions for \$1 billion, and Alibaba promising to spend billions more. 21st Century Fox's nearly \$15 billion offer for European pay TV giant Sky may signal a new wave of consolidation. *THR* broke down the biggest deals of 2016 to find the 20 dealmakers of the year. — GEORG SZALAI

Faiza Saeed



Saeed

Cravath, Swaine & Moore

In July, Saeed became the first woman in the nearly 200-year history of her Wall Street law firm to lead it as a presiding partner. A few months later, she rocked the media industry when it was revealed client Time Warner would be acquired for \$85 billion by AT&T (pending government approval). The Harvard Law School grad also advised on DreamWorks Animation's \$3.8 billion sale to NBCUniversal and Yahoo's \$4.8 billion sale to Verizon.

Illustrations by **Kyle Hilton**

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