

IMAP closes 234 M&A deals in 2019 worth over \$13 billion

234 deals

\$13bn+

\$66.9m
average deal value

32%
cross-border

53 deals
PE Involvement

In 2019, IMAP closed 234 M&A deals valued at over \$13 billion. The result was higher than the previous year (208) and indeed, marked IMAP's strongest performance since 2012. Average disclosed IMAP deal value stood at \$66.9 million. IMAP advisors reported competitive forces, industry consolidation and succession planning as the principal motives for initiating transactions among its clients. Low interest rates, along with the increasing unease regarding a potential economic slowdown on the horizon, also drove deal activity. Last year, over 32% of IMAP's transactions were cross-border, which is higher than usual and, given the general market slump in cross-border deal flow, reflects IMAP's truly global nature. Roughly a quarter of IMAP transactions in 2019 involved Private Equity firms.

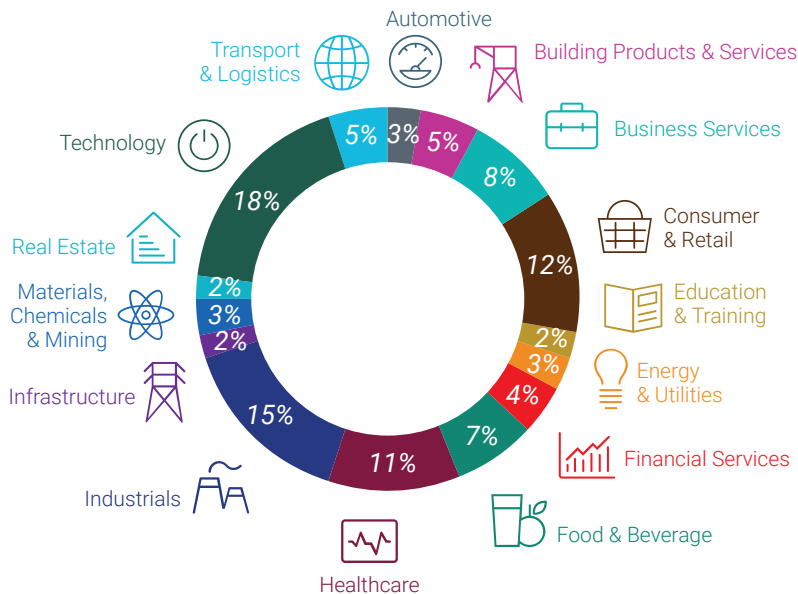
Technology, Industrials, Consumer & Retail and Healthcare were the most active sectors within IMAP, accounting for over 50% of total deal volume. Acquisitions of technology related targets or assets by companies in non-tech sectors continued to be a significant trend in 2019. In an attempt to keep up with the pace of disruptive technological growth, non-tech companies are competing for strategic acquisitions in order to facilitate their own digital transformations and access new potential revenue sources. As predicted, Technology and Healthcare attracted the highest deal multiples.

Deal activity in 2019 also reflects IMAP's broad global presence, with nearly 40% of IMAP deals involving a target company in Western Europe and another 25% in North America. Significant deal activity was also registered in Scandinavia, as well as in Central and Eastern Europe. Deal activity in Latin America rebounded moderately in 2019, following a disappointing 2018.

Looking ahead, IMAP is poised to continue providing superior advisory expertise and global reach where opportunities surface. Jurgis Oniunas, IMAP Chairman, said: "IMAP is a growing and dynamic international mid-market organization, whose global team of nearly 500 committed M&A professionals, consistently deliver both in terms of number and quality of deals. Our partners deliver high quality opportunities, together with the promise that the process will be managed with professionalism and integrity every time - wherever we are in the world - that's the true power of the IMAP partnership."

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Deal Distribution by Sector



Global Performance

Rank	Advisor
1	PwC
2	KPMG
3	Deloitte
4	Rothschild
5	Ernst & Young
6	Houlihan Lokey
7	IMAP
8	Goldman Sachs
9	Lazard
10	Lincoln International

Ranking based on number of transactions closed between January and December 2019. Undisclosed values and values up to \$500 million.

Customer testimonials from some of IMAP's cross-border deals

“The collaboration with the IMAP team was collegial, professional and intensive. With undiminished dedication, attention and advice, they guided us through the M&A process and contributed to the fact that we can now proudly announce that we are ‘a TMP Worldwide company’.

Mark van Buuren
Founder & Managing Director, Maximum

“IMAP achieved the best solution for Haas and I am very happy with their high level of advice, professionalism and management throughout the entire process.

Achim Haas
Founder & Managing Director, Haas GmbH

“We were particularly impressed with the professionalism of the IMAP and Haas teams and the high quality of the information provided, as well as the management process.

Larry Murrin
Chief Executive, Dawn Farms

“It was a pleasure to work with the IMAP team. They were really dedicated to achieving the best deal for us and they clearly knew how to do this. Their membership in an international network also helped and proved to be of real value-add during the process. The team was attentive, committed and made our lives easier by guiding us throughout the transaction.

Koen Hofkes
CEO, HFMtalentindex

Selected Transactions

ENERGY & UTILITIES 



NORTHLAND POWER
CANADA

Acquired Majority Control of Business Operations



EBSA
COLOMBIA

IMAP
ADVISED ON PURCHASE OF COMPANY

INDUSTRIALS 



ALBANY INTERNATIONAL
UNITED STATES

Acquired 100% of Business Operations



CirComp
Competence in Composites
GERMANY

IMAP
ADVISED ON SALE OF COMPANY

TECHNOLOGY 




lyntia
NETWORK TO BUSINESS
SPAIN


Acquired Right of Use of Fiber Optic Assets



endesa
SPAIN


IMAP
ADVISED ON ACQUISITION OF ASSETS

CONSUMER & RETAIL 




MUBADALA
UNITED ARAB EMIRATES


Acquired Investment Interest in Seller's Business



Looping
FRANCE


IMAP
ADVISED ON SALE OF COMPANY

INDUSTRIALS 




NIBE
SWEDEN


Acquired Majority Control of Business Operations



THERM-X
The Temperature Specialists
UNITED STATES


IMAP
ADVISED ON SALE OF COMPANY

BUSINESS SERVICES 




rekeep
ITALY


Acquired Majority Control of Business Operations



NAPRZOD
POLAND


IMAP
ADVISED ON PURCHASE OF COMPANY

TECHNOLOGY 



ASSESSIO
SWEDEN

Acquired 100% of Business Operations



HFM TALENTINDEX
Online Assessment
NETHERLANDS

IMAP
ADVISED ON SALE OF COMPANY

HEALTHCARE 



Tentamus
Labs for Life
GERMANY

Acquired Majority Control of Business Operations



MEGSAN
Robust. Precise. Reliable.
INDIA

IMAP
ADVISED ON SALE OF COMPANY

MATERIALS 



DUWEST
GUATEMALA

Acquired Selected Assets of Seller's Business Operations



DROKASA
PERU

IMAP
ADVISED ON SALE OF COMPANY