

### *IMAP closes 193 M&A deals worth over \$7.0 billion*

**193**  
*deals*

**\$7bn+**  
*transaction value*

**30%**  
*cross-border deals*

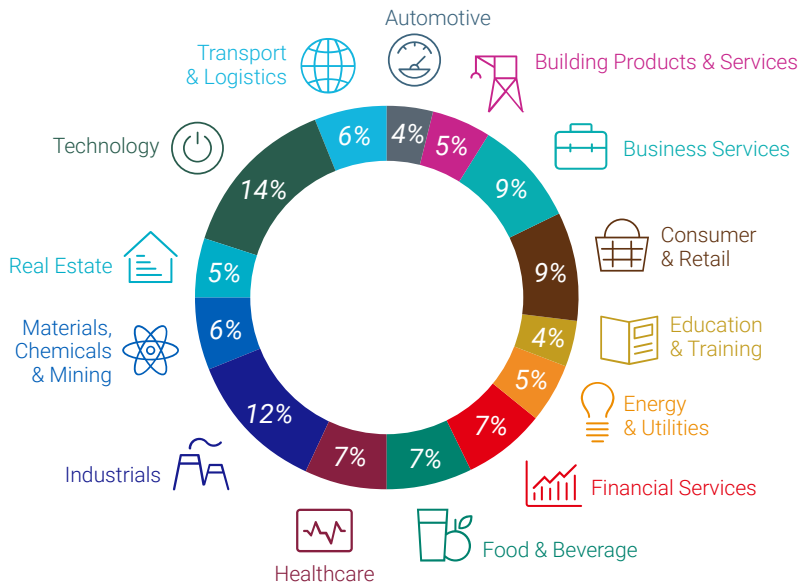
IMAP closed 193 M&A transactions valued at over \$7.0 billion in 2020, down from the 7 year high of 235 deals closed in 2019. Transaction volume was down about 50% in Q2 2020, in both annual and quarterly terms, due to the global shock to market confidence and the restrictions on travel and in-person meetings, essential components of deal-making and the due diligence process. However, transaction activity bounced back to trend levels in the second half of the year as paused deals were reactivated, well-positioned buyers and sellers ventured back to the market and deal makers adapted to the new environment. Momentum is carrying over into the first half of 2021, and the outlook remains cautiously positive, given that many of the factors sustaining deal activity in recent years remain, including access to easy financing and a record amount of dry powder held by investors.

Technology, Industrials, Consumer & Retail and Business Services were the most active sectors within IMAP in 2020, accounting for 45% of total deal volume. Roughly 30% of IMAP's transactions were cross-border, which is consistent with previous years and reflects the organization's truly global nature. Deal activity by region also reflects IMAP's broad global presence, with nearly 40% of its deals involving a target company in Western Europe and another 21% in North America. Significant deal activity was also registered in Scandinavia, as well as in Central and Eastern Europe. Deal activity in Latin America and Africa was more subdued however, due to the public health crisis and limited buyer interest from abroad. A quarter of IMAP transactions in 2020 involved Private Equity firms.

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 team of 450 M&A professionals in 43 countries is united in their mission to provide the highest level of service to their clients, with the same consistent level of quality and personal commitment wherever they might be. Our teams' performance during one of the worst economic shocks in the post WW2 era is remarkable, not only due to their high level of success, but also for their persistent willingness to go the extra mile for their clients and their partners around the world under extremely difficult and constantly changing circumstances - that's the true power of the IMAP partnership."

“*Our teams' performance during one of the worst economic shocks in the post WW2 era is remarkable, not only due to their high level of success, but also for their persistent willingness to go the extra mile for their clients.*”

## Deal Distribution by Sector



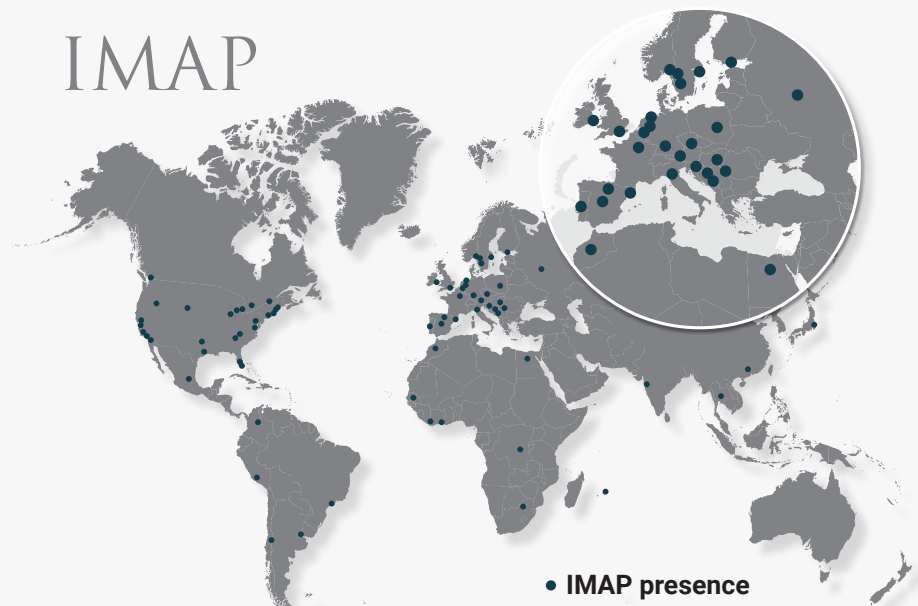
## Global Performance

Rank	Advisor
1	PwC
2	KPMG
3	Deloitte
4	Houlihan Lokey
5	Rothschild
6	EY
<b>7</b>	<b>IMAP</b>
8	Oaklins
9	Goldman Sachs
10	Lazard


Ranking based on number of transactions closed between January and December 2020. Undisclosed values and values up to \$500 million. Source: Refinitiv and IMAP internal data.

## IMAP is a global team of proven, trusted advisors with global M&A, restructuring and debt advisory experience

- With 450+ advisors worldwide and successfully closing around 200 transactions per year, IMAP teams have proven experience closing M&A deals in crisis situations.
- IMAP leverages its decades of expertise and global footprint to continue to provide expert services and close deals, helping ensure its clients survival and long-term success.
- IMAP has established relationships with key market players and understands the liquidity and capital supports and providers in different markets, with access to debt and equity capital - key in helping businesses across the world navigate these difficult times.



## Selected Transactions

**FINANCIAL SERVICES** 

**Further Global**  
UNITED STATES

Acquired Majority Control of Business Operations

**AA**  
IRELAND

**IMAP**  
ADVISED ON SALE OF COMPANY

**INDUSTRIALS** 

**SCIO**  
AUTOMATION  
GERMANY

Acquired Majority Control of Business Operations

**MFI**  
Intralogistik  
GERMANY

**IMAP**  
ADVISED ON PURCHASE OF COMPANY

**INDUSTRIALS** 

**PLAIN VANILLA**  
INVESTMENTS  
NETHERLANDS

Acquired a Majority Stake in

**begra**  
group  
NETHERLANDS

**IMAP**  
ADVISED ON SALE OF COMPANY

**BUILDING PRODUCTS & SERVICES** 

**mainroad**  
CANADA

Acquired 100% of Business Operations

**COBRA**  
ELECTRIC  
CANADA

**IMAP**  
ADVISED ON PURCHASE OF COMPANY

**FINANCIAL SERVICES** 

**HOUSATONIC**  
UNITED STATES

Acquired Majority Control of Business Operations

**Maxi**  
Money Services  
UNITED STATES

**IMAP**  
ADVISED ON SALE OF COMPANY


**INDUSTRIALS** 

**TSK**  
TSUKISHIMA  
KIKAI  
JAPAN

Acquired 100% of Business Operations

**PRIMIX**  
JAPAN

**IMAP**  
ADVISED ON SALE OF COMPANY

**TECHNOLOGY** 

**Florac**  
FRANCE

Acquired a Minority Stake in

**SALTO**  
inspired access  
SPAIN

**IMAP**  
ADVISED ON PURCHASE OF COMPANY

**CONSUMER & RETAIL** 

**ITALMOBILIARE**  
INVESTMENT HOLDING  
ITALY

Acquired Majority Control of Business Operations

**callmewine**  
ITALY

**IMAP**  
ADVISED ON SALE OF COMPANY

**ENERGY & UTILITIES** 

**epm**  
COLOMBIA

Acquired 100% of Business Operations

**Electricaribe**  
Somos Todos  
COLOMBIA

**IMAP**  
ADVISED ON PURCHASE OF COMPANY