

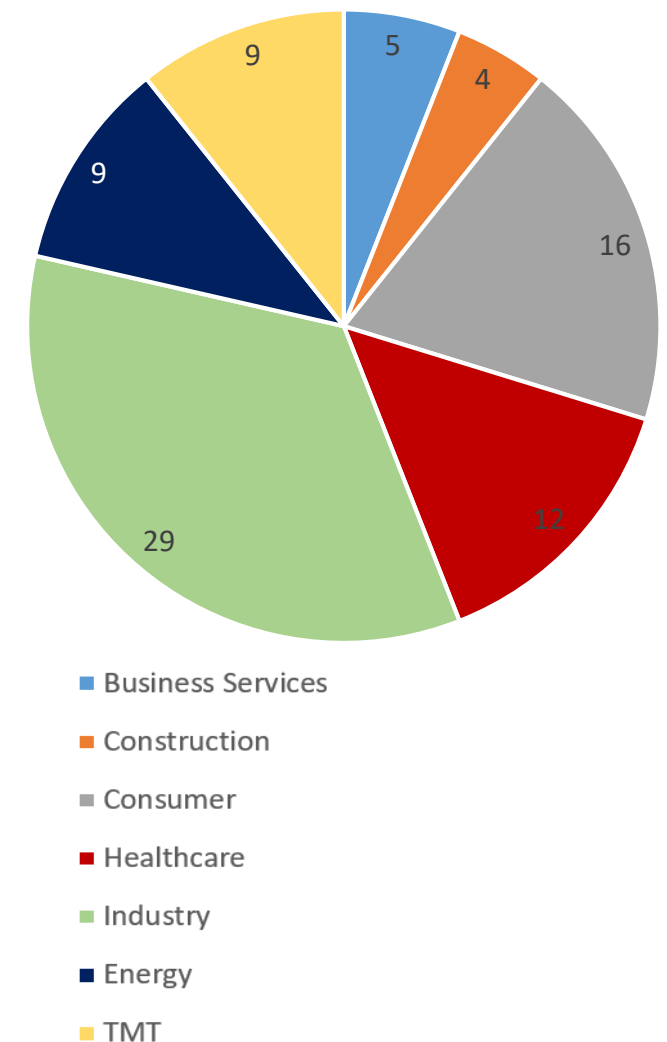


In 2019 **Mergers Alliance** advised 84 deals worldwide with a total value of USD 2,902 million

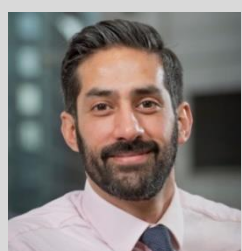
M&A transactions by sector

- In 2019 Mergers Alliance completed 84 M&A deals worldwide for USD 2,902 million. In Europe, we advised on 63 transactions valued at USD 2,031 million.
- 27% of Mergers Alliance transactions were cross-border.
- Average deal value in 2019 was USD 34.5 million.
- The mid-market remains Mergers Alliance's core focus. Most deals were in the value range of USD10 million to USD 100 million. 5 deals in excess of USD 100 million and 3 deals in excess of USD 200 million.
- Deal activity in Mergers Alliance reflects that the Industrials and Consumer sectors are the most active with respectively 29 and 16 closed transactions. The largest transactions in terms of deal value were completed within Industrials (Automotive) and Consumer (Apparel)

Worldwide Deals < \$500m Advisor Ranking Based on value			
1 Jan 2019 to 31 Dec 2019			
Rank	Financial Advisor	Value (\$m)	# of Deals
1	Goldman Sachs & Co	21198	211
2	Rothschild & Co	19620	325
3	JP Morgan	18737	172
4	Morgan Stanley	17541	168
5	Lazard	16011	195
6	PricewaterhouseCoopers	15520	640
7	Bank of America Merrill	14787	134
8	Citi	14245	151
9	Barclays	12438	131
10	KPMG	11527	570
11	Houlihan Lokey	10494	240
12	Deloitte	9886	553
13	Jefferies LLC	9444	162
14	Ernst & Young LLP	8152	267
15	Industrial & Comm Bank	8082	160
16	Daiwa Securities Group Inc	5291	139
17	Raymond James Financial	4923	135
18	Mizuho Financial Group	4193	129
19	Sumitomo Mitsui Fincl Grp	3167	177
20	MERGERS ALLIANCE	2902	84
21	IMAP	2880	175
22	Lincoln International	1291	174
23	Clairfield International	1059	138
24	Oaklins	923	166
25	BDO	607	142



Source: Thomson Reuters



Moving forwards 2020

Stas Michael – Managing Director

2019 was eventful year for Mergers Alliance, with many important developments being implemented. We set out at the beginning of the year with the intent to fill some remaining gaps in our geographical coverage and to ensure our members became more connected and integrated than ever before.

We were extremely pleased to welcome Proventis Partners and Dresner Partners into the Mergers Alliance Partnership from the start of 2019 and they have done an outstanding job. Since they entered our Partnership, they have integrated themselves efficiently and effectively, managing to establish strong relationships around Mergers Alliance and delivering fantastic results. I would like to take this opportunity to thank those teams for their hard work and dedication to ensuring they get the very best out of our organisation.

We have also started 2020 strongly, with the addition of Tokyo Kyodo (Japan) and FirePower Capital (Canada). We are excited to have partnered with these leading firms in their respective locations and see huge potential in these interesting markets.

With a very clear strategy of only adding key economic locations to our Partnership, we are close to finalizing our membership growth and the focus continues to be on ensuring we are providing the members with the platform and tools to be able to generate as much incremental revenue as possible through the sharing of knowledge and the integration of the member teams. We made a huge stride forward in this regard during 2019, with the launch of MAIS 3.0. This bespoke and unique tool has enabled us to take advantage of the expertise and network of our member professionals, providing us with access to new and exciting opportunities.

We look forward to another record year and solidifying our position as the premier international cross-border mid-market corporate finance Partnership.





Mergers Alliance welcomes the Chicago based Dresner Partners

Dresner Partners is a FINRA-registered, middle-market investment bank headquartered in Chicago, with offices in New York City, NY, Boston, MA, Fort Lauderdale, FL, and Irvine and Palo Alto, CA. For 28 years, Dresner Partners has provided financial advisory services to middle-market companies throughout the world, including merger and acquisitions advisory, institutional private placements of debt and equity, financial restructuring, valuations and strategic consulting services.

Dresner's professionals have closed over USD 5 billion of transactions in 15 countries. Dresner maintains global skill sets in many industries, including Aerospace and Defense, Agriculture and Construction Equipment, Automotive, Energy, Healthcare, Industrial Services, Printing and Packaging, Technology, Manufacturing and Metals, Specialty Chemicals, and Transportation Equipment.

<http://dresnerpartners.com/>



Proventis Partners joins Mergers Alliance

Based in German-speaking regions in Europe, Proventis Partners operates from its offices at four different locations. From Hamburg, Munich, Cologne and Zurich, a team of approximately 30 professionals works on national and international projects focusing in mid-cap M&A transactions. Their customers include family business, private equity investors, and mid-sized groups

Since its foundation in 2001, Proventis has advised more than 200 deals with a transaction volume of over 4 billion Euros. With deep knowledge on a wide range of sectors they are specially active in Industrials, Consumer & Retail, TMT, Healthcare and Energy.

<https://proventis.com/en/>



Singhi Advisors opens a new office in Singapore

The new branch office in Singapore will enable Mergers Alliance to increase its global operational presence and leverage opportunities in South East Asia markets and emerging business verticals.

The Singapore office will be led by Karthik Menon, partner at Singhi Advisors. In a career spanning 23 years, Karthik a management professional and turnaround specialist has worked extensively in roles spanning business strategy and market development with a focus on corporate.

His experience and expertise expand to different sectors covering petrochemicals, fertilizers, supply chain, logistics and technology. Based out of Singapore for more than a decade, Karthik has insightful knowledge about the Asia-Pacific and MENA markets.

<http://www.mergers-alliance.com/news/435>



Aerospace and defence M&A trends
2020-2030: in search of innovation



Sponsored by Aurignac Finance, Mergers Alliance releases its Aerospace and Defense Report 2019

Drawing from their experience and that of other Mergers Alliance European partners in Germany, Scandinavia and the UK, the dedicated A&D team in Paris has been analyzing current and future trends and produced this paper setting out predictions and highlighting specific areas where increasing levels of activity are expected.

<http://www.mergers-alliance.com/news/431>

Mergers Alliance

Over 200 transaction professionals located in 38 offices in 25 countries



Australia EAC Partners	Benelux OXEYE Advisors	Brazil/Caribbean Broadspan Capital	Canada FirePower Capital	Chile Servicios Financieros Altis	Finland Experia Corporate Finance Advisors	France Aurignac Finance
Germany Proventis Partners	India Singhi Advisors	Italy Ethica Corporate Finance	Japan Tokyo Kyodo Accounting Office	Poland IPOPEMA	Peru Efic Partners	Russia Northstar Capital Advisors
Singapore Singhi Advisors	Spain NORGESTION	Sweden Experia Corporate Finance Advisors	Switzerland Proventis Partners	Thailand Khronos Advisory	United Kingdom Opus Corporate Finance	USA Dresner Partners



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