

## Mergers Alliance H1 2021 Highlights

Exceptional performance compared to it's competitors in the market

- In H1 2021 Mergers Alliance completed 37 M&A deals worldwide for USD 1.43 billion. In Europe, we advised on 27 transactions valued at USD 1.2 billion.
- 30% of Mergers Alliance transactions were cross-border.
- Average deal value in H1 2021 was USD 42 million.
- The mid-market remains Mergers Alliance's core focus. Most deals were in the value range of USD10 million to USD 100 million. 2 deals over USD 200 were closed during this period.
- Deal activity in Mergers Alliance reflects that TMT and Business Services sectors are the most active with respectively 10 and 8 closed transactions.
- The largest transactions in terms of deal value were completed within Industrials (Chemicals) and Business Services (Management Consultancy)



### Getting Stronger Stas Michael

The past 18 months have been challenging for a variety of reasons due to the impact of Covid-19, however, despite this our Partnership has gone from strength to strength and has been a vital platform for the members to ensure they continue to provide a class leading service to their clients during this period.

We have seen some impressive deals being closed across the partnership over the past 6 months and the pipeline of opportunities continues to expand. This is highlighted through our figures from the first half of 2021 and put into context alongside how our competitors have performed over the same period.

The Board and myself have also been working hard to develop the Partnership in key locations and have been working with Steve Dresner and his team on identifying suitable partner firms for us to expand our presence in the US market. I would like to thank Steve and his team for their commitment and efforts in this process and we hope to have some exciting news to announce in the coming weeks.

## H1 Review 2021

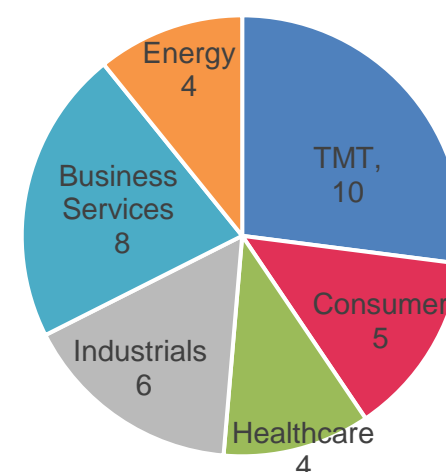
Worldwide Deals <\$500m Int. partnerships ranking based on value  
1/01/2021 to 30/06/2021

	International partnership	Value (\$m)	# of deals
1	Mergers Alliance	1,430	37
2	Oaklins	716	112
3	Clairfield International	714	74
4	IMAP	196	83

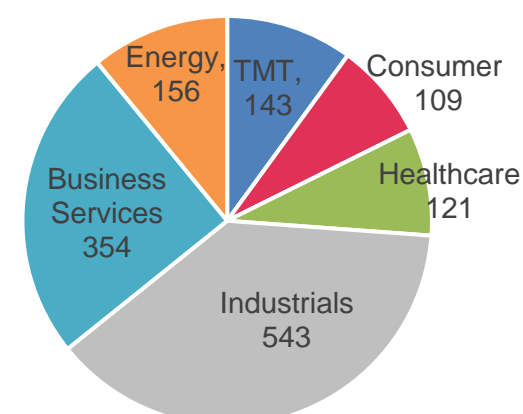
Source: Thomson Reuters League Tables H1 2021

### H1 2021 deals by sector

By number



By value \$M



### Mergers Alliance Corporate Video

Mergers Alliance launched its first corporate video, covering our activity, facts and figures, sectors and working philosophy. The video was successfully posted in social media and included in most members websites and marketing material proving to be a useful toll for corporate development activities



## Business Services





**GMS**  
Simpler. Safer. Stronger.  
PEO and a Benefits Administrator

Acquisition




2021





**fleet support**  
AutoBinck Group  
Business mobility solutions

Acquisition




2021





**GBAGROUP**  
TIC chain for food, environmental and pharma testing

Acquisition




2021





**Baringa**  
Management consulting

Sale of climate model




2021





**GE|tra|Net**  
Full-service translation specialist

Acquisition




2021

## TMT





**seravo**  
Premium WordPress hosting services

Company sale




2021





**lantek**  
Software for metal cutting technologies

Company sale




2021





**savex**  
TECHNOLOGIES  
Information and communication technology distributor

Acquisition




2021





**Airmob.net**  
B2B Telecom services

Fundraising



2021





**PLS**  
PORTAL LOGISTIC SOFTWARE  
Multimodal rate management solutions for logistics providers

Company sale




2021

## TMT








**endalia**  
Human Resources software, outsourcing and consultancy

Company sale






2021

**TEAM SAUERLAND**  
Boxing promoters

Company sale

2021

## Industrials





**AEA**  
Agrochemical platform

Acquisition




2021





**BILFINGER**  
Civil and industrial engineering

Company sale of pipeline subsidiary




2021





**MAHANA SUGARS**  
Sugar and chlor-alkali business

Sale of chlor alkali business




2021

## Consumer





**iDealwine**  
PARIS - LONDON - HONG KONG  
E-commerce and on-line auctions of fine wines

Fundraising




2021





**NOVISH**  
Plant based seafood products

Company sale




2021







**VetUK**  
Online suppliers of pet care products

Company sale






2021

**Craft Beer Brewery**  
Craft beer brewery

Company sale

2021

## Energy and sustainability





**Energy storage company**  
Energy storage company

Fundraising




2021





**Electric Highway**  
Green energy company operating electric vehicle charging network

Company sale




2021





**Suur-Savon Sähkö**  
Energy company

Acquisition




2021

## Financial Services





**ansa mcal**  
GROUP OF COMPANIES  
Commercial bank

Acquisition Trinidad branch




2021

## Healthcare





**JADE BIOMEDICAL**  
Testing, Inspection and Certification for Biopharmaceutical companies

Fundraising




2021





**PHYTO GARDA**  
Medical Line  
Food supplements and medical devices

Company sale




2021



## Opus Corporate Finance advised outstanding mega deal within the Chemicals space

Advised by Opus, Bain Capital and Cinven entered into definitive agreements to acquire Lonza Specialty Ingredients, a division of Lonza AG, for a total enterprise value of **USD 4.7 billion**.

Given LSI will be a platform asset for an M&A led growth strategy, Opus helped their client to map the opportunity through research and the utilization of their global network in the chemical space. Opus were then able to provide advice on exit valuation, thereby generating client conviction around entry valuation and their willingness to pre-empt the closing stages of a highly competitive auction process.

**The transaction is expected to close in H2 2021, subject to customary closing conditions.**



## 2021 marketing launches

Chemical flyer



Food & Drink flyer



Energy & Sustainability flyer



Australia country flyer



[Click images to download](#)

## Reinforcing teams with senior management

### Erhard Bühler

Proventis Partners  
Associate Partner - Construction  
e.buehler@proventis.com



### Jan-Philipp Pfander

Proventis Partners  
Partner – Chemicals  
jp.pfander@proventis.com



### Mattias Borg

Experia Corporate Finance  
Senior Advisor  
mattias.borg@experia.se



### Julius Telaranta

Experia Corporate Finance  
Senior Advisor – TMT  
julius.telaranta@experia.se



### Ankur Gupta

Singhi Advisors  
Associate Partner  
ankur@singhi.com



Seventeen member firms,  
one international team



**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



**Singapore**  
Singhi Advisors



**Spain**  
NORGESTION



**Sweden**  
Experia Corporate Finance Advisors



**Switzerland**  
Proventis Partners



**Thailand**  
Khronos Advisory



**United Kingdom**  
Opus Corporate Finance



**USA**  
Dresner Partners