

IMAP AWARDS

2022



IMAP

50TH
ANNIVERSARY

IMAP AWARDS 2022



AWARD CATEGORIES

DEALMAKER OF THE YEAR	4
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CROSS-BORDER TRANSACTIONS	10
TRANSACTIONS ABOVE \$200MN	14

» IMAP partners around the world closed 251 M&A deals worth more than \$26 billion in 2022. Total deal volume for IMAP in 2022 was down somewhat from the record high set in 2021 but beat expectations as the mid-market M&A environment held strong despite challenging macroeconomic conditions. Persistently high inflation, rising interest rates, stock market volatility and geopolitical spill overs fuelled uncertainty throughout the year. Moreover, constricted availability of financing and diminished valuations put a damper on the rate of M&A transactions closed. And yet, there was ongoing demand for high quality assets, particularly those in the mid-market sector with defensive growth models that proved resilient in a slowdown environment.

“

I am pleased to announce the winners of our IMAP 2022 Awards and celebrate the success of the dealmakers and teams behind many of last year's most important transactions. These Awards recognize the dedication, expertise and diligence of our IMAP colleagues around the world.



Jurgis V. Oniunas
IMAP Chairman

TRANSACTIONS ABOVE \$100MN	16
TRANSACTIONS ABOVE \$50MN	18
TRANSACTIONS ABOVE \$20MN	20
TRANSACTIONS BELOW \$10MN	22
ABOUT IMAP	24

Winner VITALE

Vitale - IMAP Italy

IMAP results in 2022 were driven by the strong dealmaking activity of its partners across the globe. However, the performance by Vitale – IMAP Italy really stood out as they closed the year with a record 39 deals, worth more than \$8 billion. This achievement is a reflection of the high caliber of the Vitale dealmaking team.

FOOD & BEVERAGE



Advent International
GLOBAL PRIVATE EQUITY

Global private equity firm
UNITED STATES

Acquired 100% of
Business Operations

irca
SINCE 1919

Integrated ingredient solutions for the
chocolate, pastry and bakery sectors
ITALY

IMAP

ADVISED ON PURCHASE OF COMPANY

ENERGY & UTILITIES



J.P.Morgan
Asset Management

Investment vehicle advised by
J.P. Morgan Investment Management
UNITED KINGDOM

Acquired Majority Control
of Business Operations

Falck
Renewables

Holding company of Falck Renewables
ITALY

IMAP

ADVISED ON SALE OF COMPANY

FINANCIAL SERVICES



postepay

Provides electronic money transaction services
(subsidiary of Poste Italiane)
ITALY

Acquired 100% of
Business Operations

LIS Pay

Active in the proximity payment market
ITALY

IMAP

ADVISED ON PURCHASE OF COMPANY

HEALTHCARE



E2i

Infrastructure fund manager
ITALY

Acquired 100% of
Business Operations

HISI

Investment platform in the hospital
public-private partnership sector
ITALY

IMAP

ADVISED ON PURCHASE OF COMPANY

FOOD & BEVERAGE



BF
SpA

Leader in the Italian agro-industrial chain
ITALY

Acquired Majority Control
of Business Operations

Bia

Global leader in the production
of organic couscous
ITALY

IMAP

ADVISED ON SALE OF COMPANY

MATERIALS & CHEMICALS



AUCTUS

Independent investment company
GERMANY

Acquired Majority Control
of Business Operations

ppm

Leading global manufacturer of masking
and adhesive tapes
ITALY

IMAP

ADVISED ON SALE OF COMPANY

“

Since its foundation in 2001, Vitale has rapidly achieved a leading position in Italy, ranking as the go-to advisor in the design, structuring and execution of complex corporate finance transactions.

“I’d like to congratulate the team from Vitale on their outstanding achievements in 2022. Since becoming a member in 2014, they have been an example to all IMAP partners and a reference for best practices in executing successful transactions.”

JURGIS V. ONIUNAS
IMAP Chairman

2022 was our best year ever, despite the challenging market environment. Our business model, encompassing advisory M&A on small, mid and large deals, special situations/restructurings and IPOs, with experienced and competent sector teams, proved to be successful and resilient throughout the business cycle. The IMAP partnership plays a crucial role in supporting our positioning, enhancing our credibility as an advisor capable of generating and successfully executing cross-border deals globally.



RICCARDO MARTINELLI
Vitale
IMAP Italy

INDUSTRIALS



Private equity and alternative assets
investment firm
UNITED STATES

Acquired Majority Control
of Business Operations



Distribution of fasteners and supply of
integrated logistics services
ITALY

IMAP

ADVISED ON SALE OF COMPANY

FINANCIAL SERVICES



Private bank active in wealth
and asset management
ITALY

Acquired 100% of
Business Operations

L&B PARTNERS

Independent consulting company
providing corporate finance services
ITALY

IMAP

ADVISED ON PURCHASE OF COMPANY

Winner



REMCO SCHOUTEN
IMAP Netherlands



GUILLAUME PETIT
IMAP Netherlands



CEES VAN VLIET
IMAP Netherlands

TRANSPORT & LOGISTICS 



Logistical services provider
FRANCE

Acquired 100% of
Business Operations



Freight forwarding specialist
NETHERLANDS

IMAP

ADVISED ON SALE OF COMPANY



TRANSPORT & LOGISTICS

The team from IMAP Netherlands closed nine deals in the Transport & Logistics sector in 2022. This outstanding performance in a particular sector reflects IMAP Netherlands' systematic efforts during recent years to increase the team's exposure in the sector and build relationships in the community. The team has attended specialized sector fairs, organized round table conversations, built connections with trade magazines and published an IMAP Insights Transport & Logistics sector report. Moreover, they recognized the importance of showcasing successful client stories, emphasizing the pathway from entrepreneurship to selling a business. IMAP Netherlands' success in this sector will undoubtedly serve as a blueprint for other IMAP firms.



Cooperation is crucial in a global sector like Transport & Logistics. Sharing market knowledge and buyer insights is key. From Japan to France, our IMAP colleagues around the world enable us to find the best buyer and get the deal closed.

Cees van Vliet

TRANSPORT & LOGISTICS 

 **Hitachi Transport System**

Leading global provider of logistics services
JAPAN

Acquired 100% of
Business Operations



Full-service freight forwarder and logistics
NETHERLANDS

IMAP
ADVISED ON SALE OF COMPANY

TRANSPORT & LOGISTICS 



Private equity focused on port infrastructure
NETHERLANDS

Acquired



Container logistics solutions provider
specialized in barge services
NETHERLANDS

IMAP
ADVISED ON SALE OF COMPANY

TRANSPORT & LOGISTICS 

 **Lineage®**

Temperature-controlled industrial cold
storage and logistics solutions
UNITED STATES

Acquired 100% of
Business Operations



Bonded and non-bonded cold storage
NETHERLANDS

IMAP
ADVISED ON SALE OF COMPANY

TRANSPORT & LOGISTICS 

 **RHENUS
LOGISTICS**

International logistics service provider
GERMANY

Acquired 100% of
Business Operations

 **N.T.M. Transport**
silo logistics by road, rail & water

Specialist in international and national
silo transport of dry bulk goods
NETHERLANDS

IMAP
ADVISED ON SALE OF COMPANY

Winners



STEPHEN ALTMANN
Morrison Park Advisors
IMAP Canada



CARLOS GARCIA
Summa
IMAP Peru

MATERIALS & CHEMICALS

**Ccori Apu S.A.C**

Ccori Apu's shareholders are the majority shareholders of gold mine operator Poderosa PERU

Acquired 19.9% of
Common Shares in



Publicly listed gold development company
CANADA

IMAP

ADVISED ON THE PLACEMENT OF EQUITY

Ccori Apu / Ascot Resources

A joint team from Morrison Park Advisors – IMAP Canada and Summa – IMAP Peru acted as exclusive financial advisor to Ascot Resources on the strategic equity investment by Ccori Apu, providing Ccori Apu with a 19.9% pro-forma equity interest in Ascot. This was one of the largest strategic mining investments in Canada announced in 2022.



MPA and Summa have developed an excellent and collaborative relationship through IMAP that has identified multiple cross border deal opportunities. Last year this culminated in a transaction which has been hugely successful for Ascot (Canada) and Ccoru Apu (Peru) shareholders.

Stephen Altmann

Honorable Mentions



DR. BURKHARD WEBER
IMAP Germany



ULRICH KEESEN
IMAP Germany



**RICCARDO MARTINELLI
VITALE**
IMAP Italy

Gibus / LEINER

Advised on the sale of LEINER, a leading manufacturer of awnings and terrace roof systems, to the Italian company Gibus. The acquisition enables Gibus to establish nationwide market coverage in Germany and Benelux and take a leading position in the high-growth hospitality segment. The team from IMAP Germany advised on the transaction with execution support on the ground from IMAP Italy.



RADEK SCHMIED
IMAP Czechia



LUDEK PLISEK
IMAP Czechia



ZDENEK ZAVADIL
IMAP Czechia



PER DEMUTH
IMAP Sweden

Miss Group / Web4U

Advised Web4U, the leading Czech provider of webhosting services on its sale to Miss Group, an international web hosting group. IMAP colleagues from both offices worked in close collaboration to ensure a smooth process featuring communication and continuous negotiation between all engaged parties, including Web4U shareholders, Miss Group representatives and their multinational advisory teams.



Winner



GONÇALO VAZ BOTELHO
Invest Corporate Finance
IMAP Portugal



PEDRO BENITES
Invest Corporate Finance
IMAP Portugal

HEALTHCARE



3rd largest private hospital group in France
FRANCE

Acquired 100% of
Business Operations



3rd largest private hospital operator
in Portugal
PORTUGAL

IMAP

ADVISED ON PURCHASE OF COMPANY

Vivalto Santé / Lusiadas Saúde Group

Acted as exclusive financial advisor to Vivalto Santé and Vivalto Partners from France on the acquisition of 100% of Lusiadas Saúde Group. Vivalto Santé is the 3rd largest private hospital player in France. The group runs 58 healthcare facilities in France and has strong regional positions in Spain and Switzerland, with more than 10,000 employed caregivers, 3,000 self-employed physicians and revenues above €1 billion. Lusiadas Saúde is the 3rd largest private hospital operator in Portugal, with almost €400 million in revenues, more than 5,400 employees, and 11 healthcare units. This is a landmark operation in Vivalto Santé's international expansion plan being rolled out across several European countries.



We love to do buy-sides. Key factors to a successful buy-side: know the target, evaluate the competitive landscape, get a motivated buyer, carefully anticipate all moves and engage with the target stakeholders. Lusiadas was a super competitive process and we made it, because we knew the 'battlefield' much better than anyone else.

Gonçalo Vaz Botelho

Honorable Mentions



PIOTR CHUDZIK
Trigon Investment Banking
IMAP Poland



MARCIO FIUZA
Brasilpar
IMAP Brazil



MARCELO DE FORBES KNEESE
Brasilpar
IMAP Brazil

Sibelco Group / Krynicki Recykling

Advised Krynicki Recykling, the no.1 glass recycler in Poland and Central Europe, on its sale to Sibelco Group. Krynicki operates five recycling facilities across Central & Eastern Europe and is an active contributor in decarbonization and the reduction of waste. Based in Belgium, Sibelco is among the leading global material solutions companies and operates over 100 plants and facilities in 31 countries, employing 5000+ people.



Chryso / Matchem

Advised Chryso, an additive company and part of the Saint-Gobain group, on the acquisition of Matchem, a solutions provider for the concrete industry. The acquisition of Matchem will allow Saint-Gobain to strengthen its position in construction chemicals, in particular concrete admixtures which play a key role in the decarbonization of the construction industry.





Honorable Mentions



HENNING GRAW
IMAP Germany



CHARLES ADDISON
Capital West Partners
IMAP Canada



SEBASTIAN DINKLAGE
IMAP Germany



MICHAEL JANICKI
Capital West Partners
IMAP Canada

Hillenbrand / Herbold Meckesheim

Advised German recycling machine manufacturer Herbold Meckesheim (“Herbold”) on its sale to the listed US industrial group Hillenbrand, Inc. in the context of a succession solution. Following the acquisition, Herbold will become part of the recycling business unit of Coperion, a subsidiary of Hillenbrand. Founded in 1884, Herbold has been managed by Werner and Karlheinz Herbold in the fourth generation. It develops and manufactures machines and systems for plastics recycling. Hillenbrand is a New York Stock Exchange-listed global industrial company operating in more than 40 countries.



NIBE Industrier / Miles Industries

Advised Miles Industries on its sale to NIBE Industrier. Founded in 1977, Miles Industries is the designer and manufacturer of premium Valor-branded stoves and fireplaces in North America. Through its focus on product innovation and long-term customer relationships, it has developed an industry-leading and well-established network of independent dealers across Canada and the U.S. Headquartered in Markaryd, Sweden, NIBE is a global developer and manufacturer of sustainable indoor climate solutions and stoves.





FELIPE CAMACHO
Inverlink
IMAP Colombia



PEDRO LIÉVANO
Inverlink
IMAP Colombia



MIKKO SISTONEN
Carner Corporate Finance Oy
IMAP Finland



TIMO NUORLA
Carner Corporate Finance Oy
IMAP Finland

Vela Software / SYAC

Advised Sistemas y Asesorías de Colombia (“SYAC”) on its sale to Vela Software, a subsidiary of Canada based Constellation Software (“CSI”). Headquartered in Colombia, SYAC has more than 30 years of experience in the Software market, providing specialized solutions for the Healthcare sector. With this transaction, SYAC will be part of one of the most relevant ecosystems of vertical market software companies in LATAM and the world. SYAC’s positioning will be boosted by Vela Software and CSI, an international player providing market leading software and services, with a presence in 100 countries.



De Wave Group / FCR Finland

Advised the owners of FCR Finland, a shipbuilding and refitting operator, on the sale of the company to Italian Marine industry manufacturer and contractor De Wave Group. FCR Finland is one of the main players in the sector in Northern Europe. Global operator De Wave Group is a manufacturer and contractor, providing the full spectrum of cruise ship and yacht interior outfitting, from new builds through to refitting and after sales.



Winner



Degroof Petercam France – IMAP France

2022 was another outstanding year for Degroof Petercam France – IMAP France. The team closed more than 30 transactions, including M&A and financing deals, across nine different sectors. Moreover, several of the deals closed last year were valued in the \$200mn+ range and will serve as a reference for IMAP dealmakers working on larger deals. Degroof Petercam continues to build on its many decades of experience advising a wide range of clients, including shareholders, corporates, management teams, governments, and financial institutions.

CONSUMER & RETAIL



Retail distribution group
FRANCE

Acquired Majority Control
of Business Operations



Retail distributor
BELGIUM

IMAP

ADVISED ON SALE OF COMPANY

CONSUMER & RETAIL



Investment funds
FRANCE

Acquired Majority Control
of Business Operations



Holiday accommodation and holiday property in
FRANCE

IMAP

ADVISED ON RECAPITALIZATION OF COMPANY



FRANCK CEDDAHA
Degroof Petercam France
IMAP France



The Degroof Petercam France team is very pleased to receive this IMAP Award which recognizes our recent work on larger deals. Our tagline is likely to become: think big, think Degroof Petercam!

HEALTHCARE 

 **INFRAVIA**

PE firm specialized in infrastructure and technology investments
FRANCE

Invested In


Univet

Network of veterinary clinics
FRANCE

IMAP
ADVISED ON PURCHASE OF COMPANY

BUSINESS SERVICES 

Famille Guichard

Family holding
FRANCE

Acquired Selected Assets of Seller's Business


Manutan

Office equipment
FRANCE

IMAP
ADVISED ON PURCHASE OF COMPANY

Winner



DR. CARSTEN LEHMANN
IMAP Germany



PATRICK FRITSCHER
IMAP Germany

MATERIALS & CHEMICALS 

UPMRAFLATAC 

Labelling specialist
FINLAND

Acquired 100% of
Business Operations

AMC:

Manufacturer of self-adhesive media
GERMANY

IMAP
ADVISED ON SALE OF COMPANY



UPM Raflatac / AMC AG

Advised the shareholders of AMC AG on the sale to UPM Raflatac. AMC AG is a German company specialized in coating pressure-sensitive filmic label stock and Viscom/Graphics materials under the Intercoat brand, as well as removable self-adhesive stationary products. Based in Finland, UPM Raflatac is leading in sustainable labelling through their innovative self-adhesive label materials and services, and global network of factories, distribution terminals, and sales offices. With this acquisition, UPM Raflatac continues its strategic path of growth in the attractive specialty packaging materials value chain and expands its product offering.



I feel honored and thank my team for their great work on this deal, which really is an ideal example of a highly competitive process and a synergy driven, strategic M&A play for all parties involved – no matter how uncertain the overall market sentiment was at the time of signing!

Dr. Carsten Lehmann

Honorable Mentions



ABDELLATIF IMANI
Ascent Capital Partners
IMAP Morocco



JESSE BETZNER
Capstone Partners
IMAP USA



MEHDI BERBICH
Ascent Capital Partners
IMAP Morocco

Equatorial Coca-Cola Bottling Company / Atlas Bottling Company

Advised Diana Holding on the sale of Atlas Bottling Company (“ABC”) to Equatorial Coca-Cola Bottling Company (“ECCBC”). Diana Holding is a diversified holding owned by the Zniber family. ABC is the leading Coca-Cola bottler in the northern and eastern areas of Morocco, with a regional market share of c. 90%. ECCBC is the official Coca-Cola bottler in 13 countries in North and West Africa.



Korn Ferry / Infinity Consulting Solutions

Advised Infinity Consulting Solutions (“ICS”), a leading IT staffing and recruiting firm, on its sale to global organizational consulting firm Korn Ferry. Founded in 2001 in New York, ICS specializes in filling senior-level IT interim professional roles, with additional expertise in compliance and legal, accounting and finance, and human resources positions. The acquisition brings Korn Ferry a vast network of senior IT professionals, a rigorous data-driven recruitment process, and deep relationships with a diverse mix of clients across multiple industries.



KORN FERRY



IMAP

Winner



PETER NAM
Capstone Partners
IMAP USA



MICHAEL SCHUMACHER
Capstone Partners
IMAP USA

INDUSTRIALS



HITACHI

Subsidiary of Hitachi providing
Industrial product
UNITED STATES

Acquired 100% of
Business Operations

TELESIS

Manufacturer of direct part marking machines
UNITED STATES

IMAP

ADVISED ON SALE OF COMPANY



Hitachi Industrial Equipment Systems / Telesis Technologies

Advised Telesis Technologies (“Telesis”) on its sale to Hitachi Industrial Equipment Systems. Telesis is a leading turnkey marking solutions provider that fully integrates proprietary laser and dot peen marking systems with robotics and automation applications. Telesis offers the industry’s broadest product portfolio utilizing proprietary laser, dot peen, vision, and artificial intelligence (“AI”) technologies with automation and engineering capabilities and enjoys one of the largest installed bases of marking systems across multiple end markets.



It is an honor to accept this award on behalf of Capstone’s Industrial Technology Group which resulted in a highly strategic cross-border transaction with one of the leading global technology conglomerates.

Peter Nam

Honorable Mentions



MARCO STROGUSCH
IMAP Germany



ASHUTOSH MAHESHWARI
IMAP India



ALESSANDRO CORNELLI
IMAP Germany



VENKATESH S
IMAP India



FLORIAN MÜLLER
IMAP Germany



JAY KOTADIA
IMAP India

Schwarz Group / Erfurter Teigwaren

Advised the shareholders of Erfurter Teigwaren, the largest pasta producer in Germany, on its sale to Schwarz Produktion. This was a landmark transaction in the German Food industry since it marks the very first time that a German food retailer will have its own in-house pasta production. Schwarz Produktion is the umbrella brand of the Schwarz Group, which owns the Lidl and Kaufland retail chains, is Europe’s largest food retailer.



Malpani Group / Imagicaa

Advised Imagicaa on the sale of a majority stake to Malpani Group, a diversified business group with interests ranging across theme parks, green energy assets, FMCG, and real estate. Imagicaa owns and operates Mumbai-based flagship project Imagicaa, a theme and water entertainment park located on the Mumbai-Pune expressway spread across 300 acres.



Winner



GORAN POPOVIĆ
IMAP Southeast Europe



TOMISLAV BOBAN
IMAP Southeast Europe

TECHNOLOGY



Video game developer and publisher
UNITED KINGDOM

Acquired 100% of
Business Operations



Video game development studio
CROATIA



ADVISED ON SALE OF COMPANY



Jagex / Gamepires

Advised Gamepires, a leading Croatian video game development studio, on its sale to Jagex, a UK-based developer and publisher of video games. Gamepires is a certified developer for PC, Sony PlayStation, and Microsoft XBOX platforms. The company is led by development veterans with 20+ years of experience in the game industry. Its growth has been propelled by SCUM, a next-generation survival game that has sold over three million copies and is consistently placed in Steam's Top 100 most played games. Jagex is one of the UK's biggest and most respected video game developers and publishers.

“

We are grateful to be recognized for our support to Croatian entrepreneurs in the sale of a gaming studio to one of the largest European video game producers owned by a large US PE fund. This would not have been possible without strong IMAP support, especially from our colleagues in Germany, Sweden, Czechia and France.

Tomislav Boban

Honorable Mentions



CYRIL KAMMOUN

Degroof Petercam France
IMAP France



RICHARD TUNNEY

Key Capital
IMAP Ireland



DAVID AMAR

Degroof Petercam France
IMAP France



NIALL MORRIS

Key Capital
IMAP Ireland

BIOGROUP

Continued to advise BIOGROUP on a series of acquisitions throughout France. BIOGROUP is the leading medical laboratory testing player in France and also has an expanding footprint abroad. Everyday, 100,000+ patients are seen across more than 900 BIOGROUP laboratories. Degroof Petercam has advised BIOGROUP on over 50 acquisitions in recent years, including eight in 2022.



Asteria Group / LabelCraft

Advised the shareholders of LabelCraft on its sale to Asteria Group. LabelCraft, based in Dublin, is a leading in-house manufacturer of labels, leaflets and cartons to over 100 blue chip customers. Asteria Group is a leading European manufacturer of label solutions, with operations in 10 countries and over 850 staff employed across the group.



Winner



KÁLMÁN NAGY
Concorde MB Partners
IMAP Hungary



NÁNDOR TÓTH
Concorde MB Partners
IMAP Hungary



TAMÁS ÜNNEPE
Concorde MB Partners
IMAP Hungary

FOOD & BEVERAGE



Ready-made sandwich producer
HUNGARY

100% Business Operations
Sold to

Branded consumer goods group
CZECH REPUBLIC & NORWAY

ADVISED ON SALE OF COMPANY



Orkla / Khell-Food

Advised the shareholder of Khell-Food on its sale to Orkla. Khell-Food is the largest producer of ready-made sandwiches and baguettes in the Hungarian market. The company was established in 1992 by the seller Zoltán Kelényi and distributes nationwide from a modern production facility outside Budapest. Its products are primarily sold at petrol stations and retail chains under the company's own brand. Orkla is a leading industrial investment company with a brand and consumer-oriented focus. It is listed on the Norwegian Stock Exchange. The purchase of Khell-Food was carried out by Orkla Foods Česko a Slovensko (CaS), which is part of Orkla Foods Europe.



This kind of acknowledgement from IMAP is the icing on the cake of a transaction that was a lot of fun to work on from the kick-off meeting to the closing dinner!

Kalman Nagy

Honorable Mentions



AITOR CAYERO
IMAP Albia Capital
IMAP Spain



JÖRGEN LARSSON
IMAP Sweden



CESAR CLAVER
IMAP Albia Capital
IMAP Spain



ANDREAS ANDERBERG
IMAP Sweden

Groupe Kardham / GABITECO

Advised Groupe Kardham on the acquisition of GABITECO, a family-owned business specializing in design & build services. GABITECO provides design, architecture and project management services of workspaces for companies and corporations. Groupe Kardham is the first independent French group to bring together all the business skills in the commercial property value chain: consulting, architecture, space design, engineering, and digital.



PVI Industries / Laserkraft

Advised Laserkraft, a company specialized in sheet metal processing, on its sale to industrial group PVI Industries. Laserkraft offers its clients laser cutting, edge pressing, welding, surface treatment, and assembly services as well as various support functions. PVI Industries is an industrial company group with a turnover of approximately €150 million and 680 employees.



ABOUT IMAP

INTERNATIONAL MERGERS & ACQUISITION PARTNERS

Consistently ranked among the Top 10 middle market M&A advisors worldwide

450+

TEAM OF IMAP PROFESSIONALS WORLDWIDE



ENTREPRENEURIAL SPIRIT

- IMAP is a partner-driven, client-focused and independent M&A advisory.
- Senior experience and hands on involvement in deals – 230 Senior Transaction/Transaction Advisors.
- Worldwide IMAP team comprising 450+ professionals.

50

YEARS OF M&A EXPERIENCE IN THE MIDDLE MARKET



MIDDLE MARKET FOCUS

- Sell-side advisory for primarily privately held companies and spin-offs from large groups.
- Strategic acquisitions for international corporates.
- "Sweet –spot" Transaction Values \$20 – 250 million.
- Strong PE and Family Office Coverage.

60+

OFFICES IN 46 COUNTRIES



GLOBAL REACH

- Proven cross-border advisory practice.
- Global sector & project teams across 15 sector groups.
- Leveraging local knowledge and corporate access in all relevant international markets.

\$130bn

TRANSACTION VALUE LAST 10 YEARS



EXECUTION EXPERIENCE

- IMAP has closed over 2,200 transactions valued at \$130 billion in the last 10 years.

GLOBAL PERFORMANCE 2022

251

M&A TRANSACTIONS

\$26bn

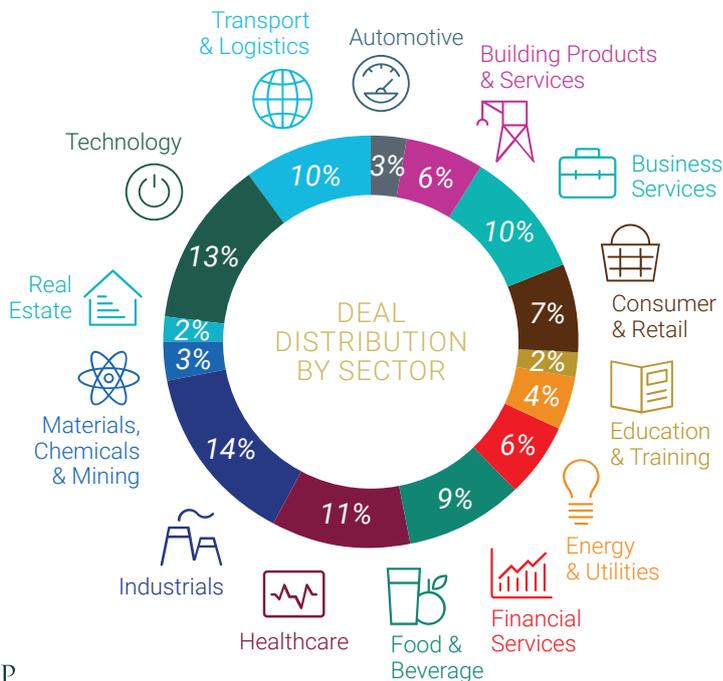
TRANSACTION VALUE

26%

CROSS-BORDER DEALS

8th

IN THE WORLD



GLOBAL PERFORMANCE

- 1 PwC
- 2 KPMG
- 3 Houlihan Lokey
- 4 Rothschild
- 5 Ernst & Young
- 6 Deloitte
- 7 BDO
- 8 IMAP**
- 9 Oaklins
- 10 Grant Thornton

Ranking based on number of transactions closed in Q1-Q4 2022. Undisclosed values and values up to \$500 million. Source: Refinitiv and IMAP internal data.

GLOBAL REACH

Our cross-border experience extends across Europe, the Americas, Asia and Africa



North America

U.S.A.

Boston
Chicago
Dallas
Denver
Detroit
Greenville
Los Angeles
Naples

New York

Orange County
Philadelphia
Richmond
San Diego
Tampa
Canada
Toronto
Vancouver

Latin America

Argentina
Brazil
Chile
Colombia
Mexico
Paraguay
Peru
Panama

Africa

Congo
Egypt
Ghana
Mauritius
Morocco
Senegal
South Africa

Asia

China
India
Japan
Thailand
Middle East
Bahrain
Kuwait
Oman
Qatar
United Arab Emirates

Europe

Belgium
Bosnia & Herzegovina
Croatia
Czech Republic
Finland
France
Germany
Hungary
Ireland
Italy

Netherlands
Poland
Portugal
Romania
Serbia
Slovakia
Slovenia
Spain
Sweden
United Kingdom

