MarketIQ

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Overview

MarketIQ

149
Years of experience

250
Data contributors

28
Years of M&A data

600,000
Deal records

£49trn
combined deal values

experian

Our Data – Mergers & Acquisitions

We collect data from a range of high-quality core sources, plus specialist sources providing unique information, as well as data contributed by the advisory firms

Every month we process over **1000 direct deal submissions** from over **250** professional firms globally

What we put in

Mergers and acquisitions
600,000 deals across 29 deal types

Deal Volumes
16,000 deals added per annum

Deal Advisers
36,000 advisers added per annum

Deal Teams
21,000 people added per annum

Where it comes from

London Stock Exchange
all public company deals

Companies House
PSC filings for immediate ownership, annual accounts for deal values and deals which may not have received any publicity

Company Press Releases
sourced via newswires, company websites, news alerts, global press and trade publications

Professional Advisers
deals contributed by more than 250 professional firms globally

Our Processes

We process, match and derive insights to provide reliable, accurate reports on mergers and acquisitions activity in the UK and globally

Our deals data goes through several processes before being uploaded to MarketIQ

Each deal undergoes detailed research to verify the identity of the companies involved, the structure of the deal and who the advisers and funders were

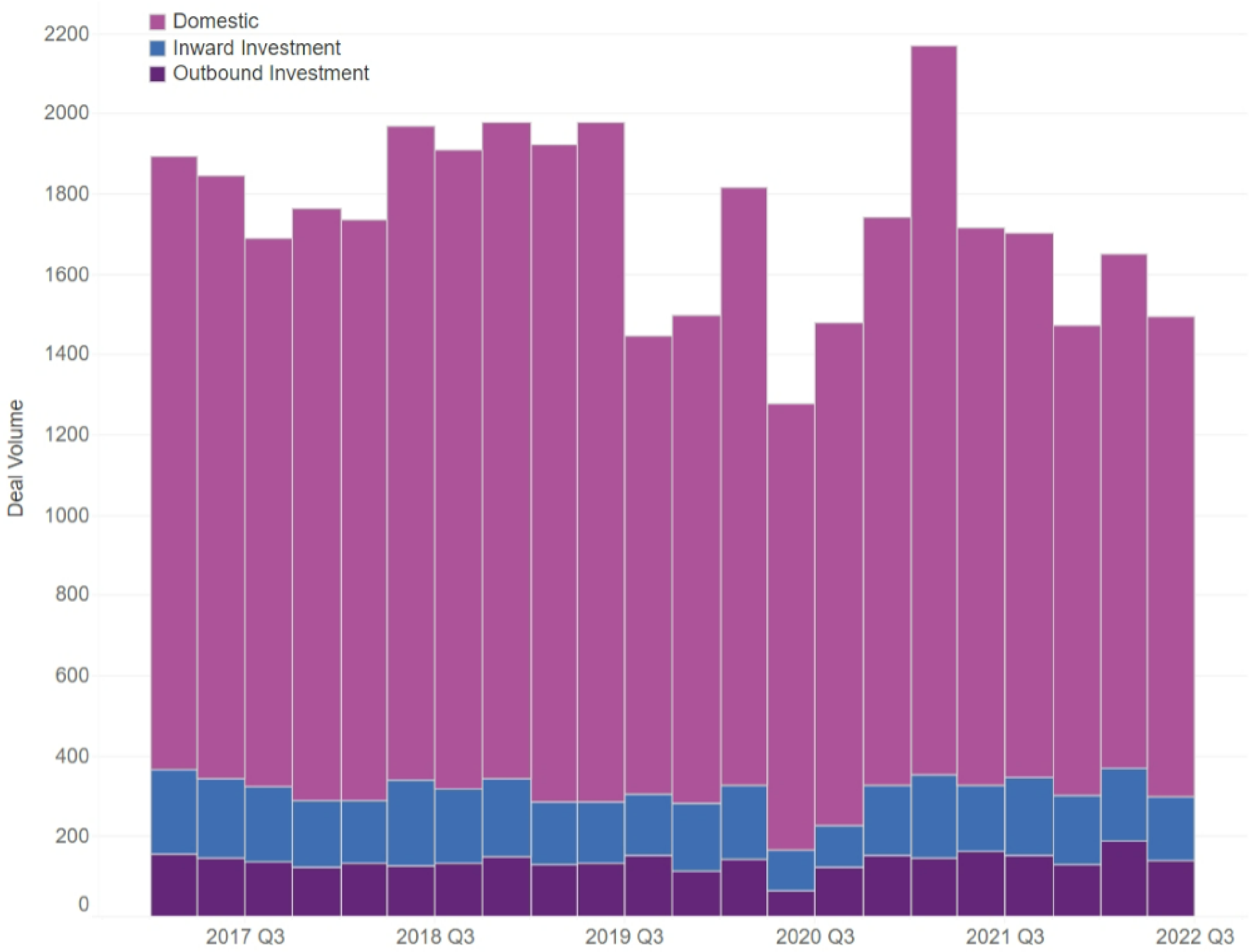
Valid deals are manually loaded onto our database, including a detailed synopsis which is written by our data analysts

Financial data is matched to businesses to calculate deal ratios, using the CRN as the unique identifier

Stringent data quality checks ensure data is accurate and consistent

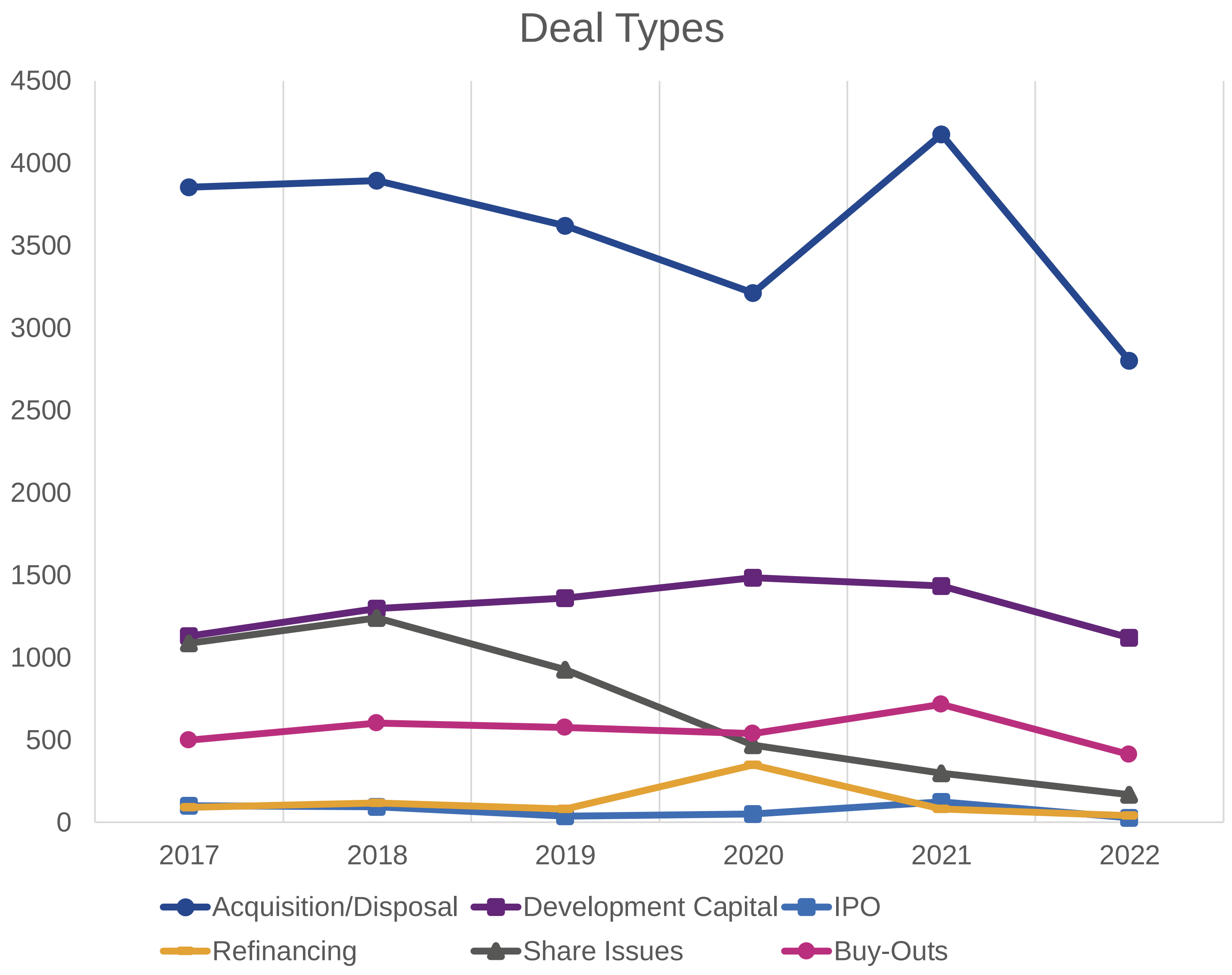
UK **M&A** Activity

- Deal-making slowed in the first half of 2022
- Tech deals were a key driver, accounting for 29% of deals
- Private equity backed deals bucked the trend
- Inward investment continued to hold strong, with outbound transactions also rising



UK **Deal Types**

- Shift in deal landscape away from traditional M&A as pandemic hit
- Decline in capital markets activity as stock prices in many sectors were impacted initially by covid
- Increase in financing transactions as companies applied for bounce back loans and grants
- Rise in private equity backed deals due to high demand for good value quality assets
- Value opportunities created for overseas investors



The rise of EOT's

- Increase in EOT acquisitions since 2021
- Primary rationale to empower and reward staff
- No capital gains tax for seller
- Professional services and manufacturing sectors lead the way
- North West and Yorkshire most active regions

Since 2012 Employee Ownership Trust acquisitions have increased dramatically compared to the more traditional management buy-out deal structure. Why are companies choosing this route for sale, which firms are working with the Top 50 Employee Owned businesses and how are these businesses performing post buy-out? Analysis shows that the primary rationale behind the majority of these transactions is about empowering and rewarding the staff of the business, with commitment to clients a strong secondary purpose. There is also evidence that the decision is based on tax implications as the seller pays no capital gains tax on a sale of a business to employees.

Professional services

Manufacturing

North West and Yorkshire most popular regions for EOT deals with 18% and 12.3% of the total for the UK

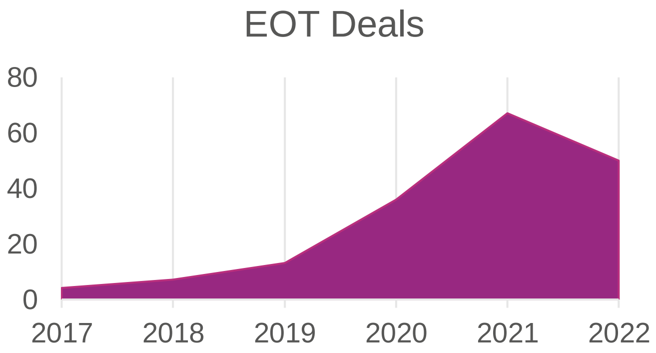
228% increase in volume of EOT from 2019 to 2021

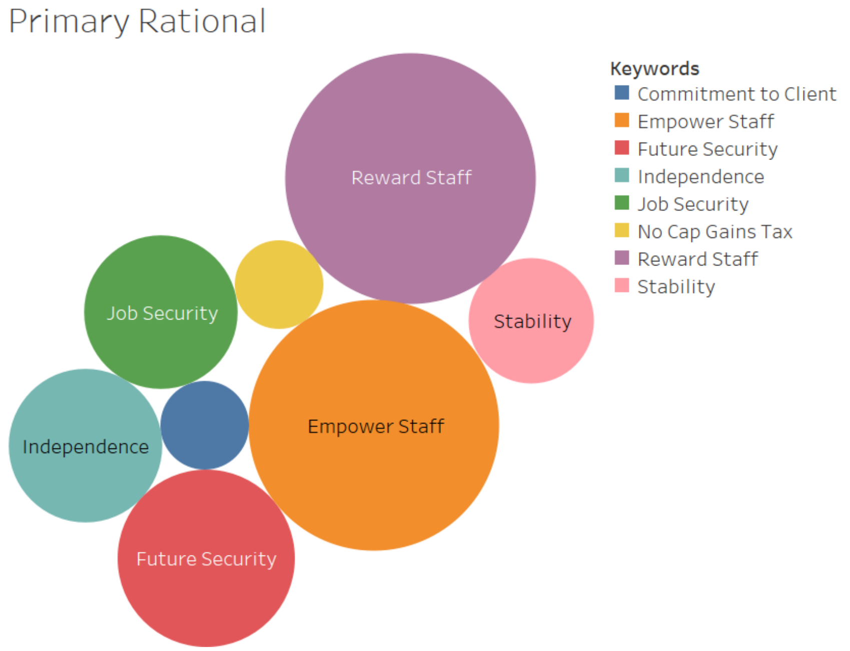
Industry Analysis

Professional services is the most common industry for Employee Buy-Outs according to our data, with over **35%** of all transactions in this sector. Manufacturing is the second most popular area to experience this unique type of transaction, with **22%** of all deals.

Source of Funds

A total of **22.16%** of Employee Buy-Outs were funded with cash and **11.36%** with new bank debt. The most active lenders used in EOT deals were Lloyds Banking Group and HSBC, with a total of 5 transactions each.





Our Insights

Our data is trusted and recognised across the industry, and cited regularly in regional and national press

Our advisor rankings are a key part of marketing materials used by our clients and data partners

Our reports

Quarterly M&A Report

League Tables

Philip Lee Cross Border Review

Deloitte Cross Border Radar

Rickitt Mitchell Buy and Build Barometer

BLM / MC2 Healthcare Research

Housing Market Intelligence Report

Pro-Manchester Annual Corporate Finance Review

PKF Francis Clark South West M&A Review

Corporate Financier magazine

We apply our in-depth knowledge of the market and use our extensive analysis skills to demonstrate our position as a leading provider of unique insights into the UK&I M&A market

UNITED KINGDOM AND REPUBLIC OF IRELAND
M&A H1 2022 REVIEW AT A GLANCE

experian.

NORTHERN IRELAND

27% year onyear decline in deal activity

Manufacturing bucked the trend with rise of **3%** and 5.5% upturn in value

Busiest H1 in the manufacturing sector since 2016

SCOTLAND

Deal volumes fell by **16%**

Manufacturing and tech deals drive activity

Valuations soar to a record **£14bn**

NORTH EAST

Value of North East transactions increased to £1.7bn, an increase of over **30%**

Investor buy-outs were up **£100%**

Volume of large transactions doubled

YORKSHIRE & HUMBER

The total value of Yorkshire and Humber transactions hit **£5.7bn** (Second highest in last decade)

9 out of 10 top industry sectors reporting an increase in transaction value growth

Mega and large deals make a resurgence in Yorkshire and the Humber

NORTH WEST

Professional services was the most active sector representing **29%** of all deals

H1 transaction volume sits higher than average at **430**

Acquisitions and development capital deals remain buoyant

MIDLANDS

Q2 deals made up for 89% of Midlands values, soaring to **£12bn**

Investor buy-outs represent **42%** of deal value in the Midlands

31% Of all deals were provided by the manufacturing sector

REPUBLIC OF IRELAND

Irish dealmakers enjoyed the second busiest H1 on Experian record.

€19bn Value of private equity deals, up by 64%

Energy M&A volume surged by **60%**

EAST OF ENGLAND

Significant growth in the small and midmarket segments

27% of H1 deals were led by Professional Services

Private equity activity surged, with deal value more than doubling to almost **£2.8bn**

WALES

102 deals confirmed, the slowest H1 since 2015

The total value of Welsh transactions hit **£441m**

32% of all deals were M&A driven by Manufacturing

SOUTH WEST

330 Number of deals recorded in the first six months of the year

77% of deals were acquisitions

46% Volume rose in small cap deals

SOUTH EAST

Acquisitions accounted for **68%** of all deals

Deal Volumes reset to pre-pandemic levels at **516**

30% Of the volume driven by Digital transformation

LONDON

42% of deals targeted companies in tech

Year by year, London M&A down by **16%**

Private equity deals up **14%** London firms accounting for almost half of all UK PE

UK M&A ACTIVITY

Private equity bucked the trend; buy-outs targeting UK companies were valued at £48bn in H1 2022

UP BY **84%**

3,123 UK deals were announced – down by 19%

Technology M&A drove activity with **29%** of all UK transactions

Top UK five deals

#1 £12.2bn
Date: 29/03/2022
Deal type: IBO
Target: Nielsen Holdings Plc, London
Bidder: Elliott Investment Management and Brookfield Business Partners

#2 £5.76bn
Date: 28/03/2022
Deal type: IBO
Target: UK Gas Transmission and Metering Business of National Grid Plc, London
Bidder: Macquarie Asset Management and British Columbia Investment Management

#3 £5.2bn
Date: 25/01/2022
Deal type: SBO
Target: Element Materials Technology Group Ltd, London
Bidder: Temasek, Singapore

#4 £4.9bn
Date: 17/05/2022
Deal type: IBO
Bidder: ContourGlobal Plc, London
Target: Kohlberg Kravis Roberts

#5 £4.6bn
Date: 01/06/2022
Deal type: Acquisition
Target: Tracker Mortgage Business of Ulster Bank Ireland DAC (from Natwest Group Plc, Edinburgh)
Bidder: AIB Group Plc, Ireland

How to get involved

- Eligible deals can be submitted weekly, monthly or quarterly to adviser.submissions@experian.com
- Inclusion guidelines and deal templates are available

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