



UNDERSTANDING TODAY'S M&A
MARKET



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The M&A market of today includes significant participation from corporate buyers, PE portfolio add-ons, financial investors, special purpose acquisition companies and venture capital; the latter three grew twice as fast last year. Staying ahead in a complex market is key to making your business a more attractive acquisition or investment opportunity. 2022 has seen enterprise values increase for our clients, making now an opportune time for shareholders to elevate their own value and stay ahead of the rapidly changing market by focusing on some key actions.

The M&A market is generally more robust than other segments of the economy; when the impact of the COVID-19 pandemic first hit, the M&A market was predicted to experience an unprecedented downturn. This simply did not happen; the data showed that the market stabilised quickly and by 2021, had generously surpassed pre-pandemic levels. Adding to this; over 96,000 global transactions closed within 2022 alone, despite global economic uncertainty brought on by inflation, conflict, unpredictable stock markets, and government instability.

OVER 96,000 TRANSACTIONS CLOSED GLOBALLY IN 2022

Due to the robust nature of the market, it is widely agreed upon that mergers and acquisitions will play an increasingly vital role in corporate growth strategies as companies and investors look to accelerate growth and stay ahead of the curve amidst of this precarious global climate.

This strength is demonstrated across multiple sectors with the Manufacturing, Financial and Professional Services, and Technology industries are performing particularly well in 2022. These are sectors that we, at KBS Corporate, have experienced high levels of interest and completions in.

WE HAVE GENERATED THOUSANDS OF EXPRESSIONS OF INTEREST FOR OUR CLIENTS

Manufacturing alone has accounted for nearly 25% of all deals KBS Corporate has successfully advised on in 2022, many of which are seeing higher-than-average deal values being generated for our clients. Professional Services, such as insurance, are seeing high value multiples at present, with specialised companies generating the highest and within the Tech, Media and Telecoms (TMT) sector, we have generated over 2,000 expressions of interest for our clients and are experiencing high levels of demand which in turn is generating a competitive bidding environments and, ultimately, higher deal values.

The importance of working with experienced advisors when considering the sale of your company is paramount. For almost 25 years, KBS Corporate has been guiding UK business owners through their company sale journeys, and in that time we have established ourselves as one of the most trusted and prolific advisers.

Whilst there is no denying that the state of economic affairs will undoubtedly play a role in the short-term future of the M&A marketplace, do not rule out the already proven resilience of the market and that, with the correct support and advice in place, higher than ever levels of interest and deal values are being achieved.

THE M&A MARKET IN 2022

The M&A market in 2022 was particularly buoyant against the current macroeconomic backdrop, demonstrating consistency with healthy, pre-pandemic levels. At KBS Corporate, we are seeing high levels of dealmaking and even greater average values being achieved for our clients. Globally, over 96,000 M&A transactions closed in 2022, and due to the robust nature of the market, we believe that mergers and acquisitions will play an increasingly vital role in corporate growth strategies for the foreseeable future. Both in the UK and beyond, companies and investors are looking to accelerate growth and stay ahead of the curve amidst this precarious global climate.

SIGNIFICANT DEALS HANDLED BY KBS IN RECENT WEEKS

<p>RAVENHALL RISK SOLUTIONS</p> <hr/> <p>INSURANCE BROKERAGE</p> <p>BUYER: JENSTEN GROUP (TRADE, BACKED BY LIVINGBRIDGE)</p>	<p>STORETECH SOLUTIONS</p> <hr/> <p>CLOUD/DIGITAL DATA STORAGE</p> <p>BUYER: BRIDGES FUND MANAGEMENT (UK INVESTMENT)</p>	<p>ROOMS & VIEWS MANUFACTURING</p> <hr/> <p>MANUFACTURING</p> <p>BUYER: FORESIGHT (UK PRIVATE EQUITY)</p>
<p>VIVUP</p> <hr/> <p>EMPLOYEE BENEFITS</p> <p>BUYER: OMNI PARTNERS (UK INVESTMENT)</p>	<p>BIL GROUP</p> <hr/> <p>MANUFACTURING</p> <p>BUYER: PHD INDUSTRIAL HOLDINGS (UK INVESTMENT)</p>	<p>CLIMB ONLINE</p> <hr/> <p>DIGITAL MARKETING</p> <p>BUYER: xDNA GROUP (UK TRADE)</p>

READY TO SEE WHAT WE CAN ACHIEVE FOR YOU?

Get in touch with KBS Corporate today and speak to one of our experts to begin your journey towards a full or partial company sale.

ACTIVE SECTORS

We have strong relationships with some of the most active acquirers, investors and consolidators within the UK and overseas. At present, our clients are seeing higher average deal values and deal multiples than ever before.

TECHNOLOGY, MEDIA & TELECOMS

606 DEALS

606 UK TMT TRANSACTIONS HAVE TAKEN PLACE IN THE PAST YEAR

£2.7 BN

UK TRANSACTIONS WITHIN THE SECTOR TOTALLED OVER £2.7BN IN THE PAST YEAR

MANUFACTURING

520 DEALS

520 UK MANUFACTURING TRANSACTIONS HAVE TAKEN PLACE IN THE PAST YEAR

£5.2 BN

UK TRANSACTIONS WITHIN THE SECTOR TOTALLED OVER £5.2BN IN THE PAST YEAR

INSURANCE

96 DEALS

96 UK INSURANCE TRANSACTIONS HAVE TAKEN PLACE IN THE PAST YEAR

£1.1 BN

UK TRANSACTIONS WITHIN THE SECTOR TOTALLED OVER £1.1BN IN THE PAST YEAR

