



# Corridor overview

The US/EU M&A corridor represents the largest global deal flow, with approximately 1,500 transactions p.a.

In global cross-border M&A, the deal flow between the US and the EU is the most active and therefore of vital importance for the global economy. Each year over 1,500 transactions are completed, amounting to a capital flow between the regions of approximately EUR 250 billion p.a.

## Regional deal flow

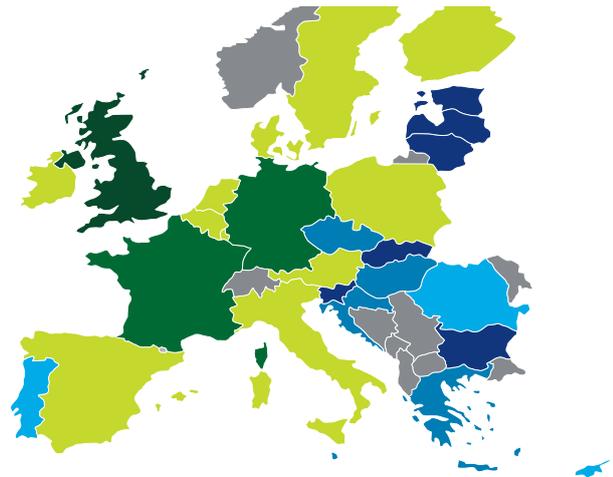
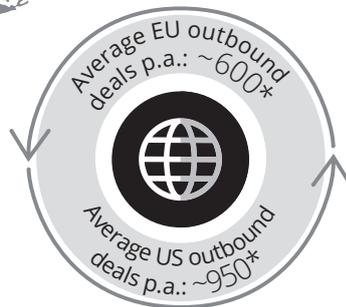
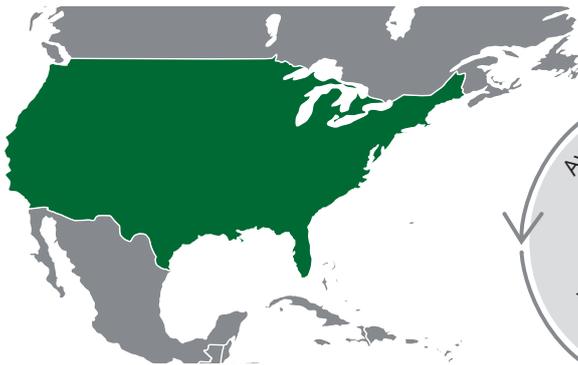
The heatmap indicates M&A activity and is based on the average number of acquired targets in each respective country\*.



US ~1,300 Deloitte M&A professionals



EU\*\* ~3,200 Deloitte M&A professionals



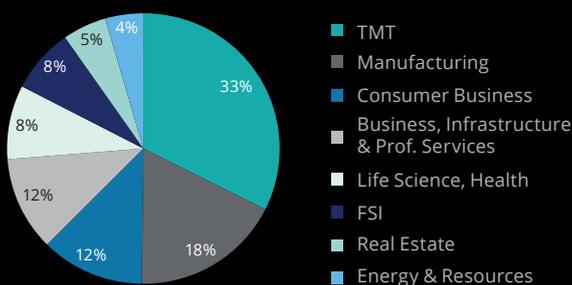
Source: Mergermarket as of October 2017, Thomson One Banker

Notes: \*based on the average 2-year period 01/2016 – 12/2017

\*\*includes Deloitte's Central Europe and Central Mediterranean area

"Deloitte customizes its services to your needs, providing deep expertise and offering the advantages of a single integrated M&A advisor."

## Sector Split



Source: Thomson One Banker

## Technology



The technology, media and telecommunications (TMT) sector is by far the most active. The US is a primary destination for EU technology investors, but the number of US outbound deals is substantially higher than EU outbound deals.



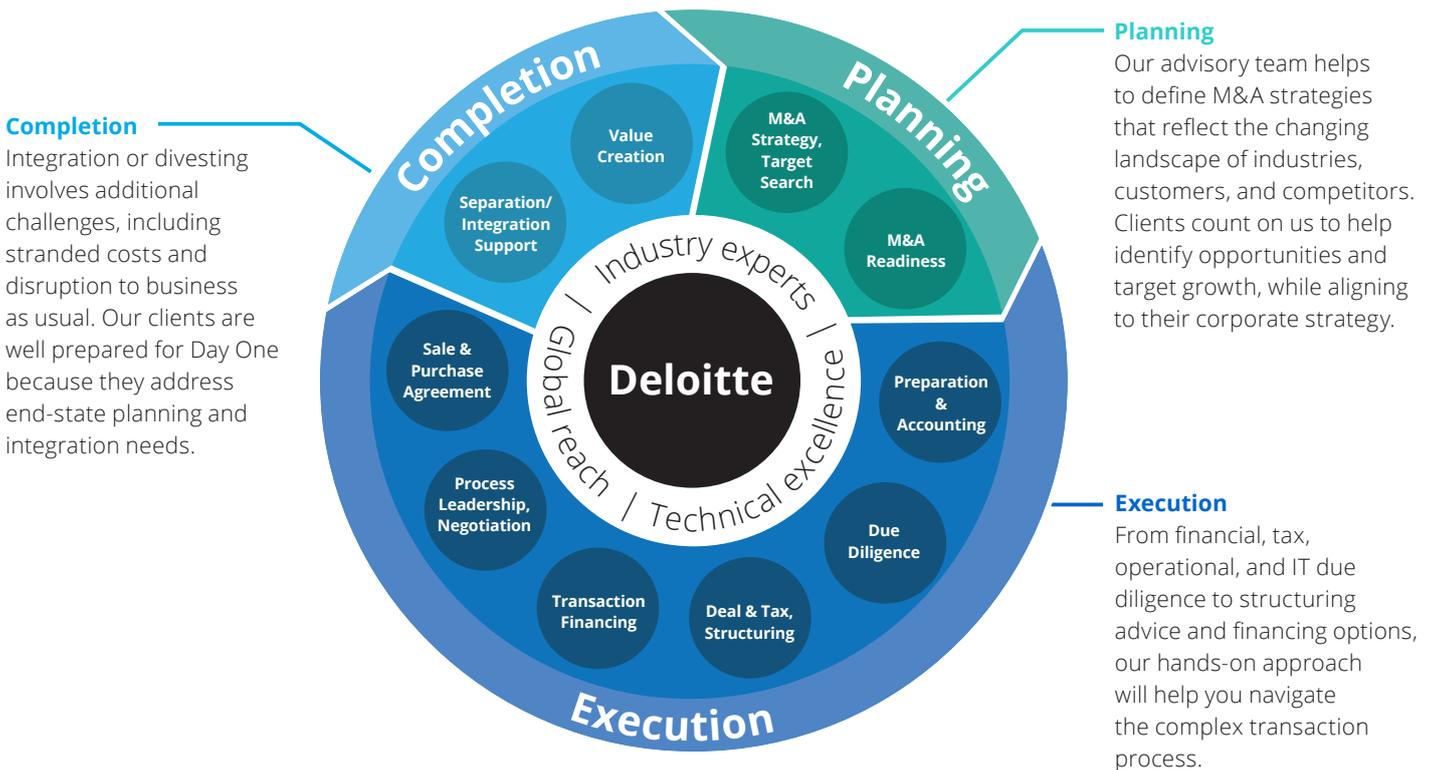
# Deloitte's "One Stop Shop" solution

A comprehensive offering for all your M&A requirements

## The Deloitte approach

With over 8,000 M&A professionals globally, Deloitte can deliver value consistently, in almost any jurisdiction around the world. We cover the entire M&A lifecycle - with teams that include industry focused specialists in business consulting, business intelligence, finance, human capital, risk management, tax and valuation.

Deloitte has earned a preeminent reputation for serving the world's most demanding clients, many of whom rely on us exclusively for their M&A transaction and integration needs. We are widely recognized for our ability to deliver a risk-intelligent, integrated approach - globally across all stages of the M&A lifecycle.



## Professional Services



**Audit & Assurance**  
Audit  
Assurance



**Financial Advisory**  
Corporate Finance  
Forensic



**Consulting**  
Strategy & Operations  
Technology  
Human Capital  
**Deloitte.**  
Digital

# Why Deloitte

Globally connected, locally engaged



Employees  
263,900



Revenue  
US\$ 38.8B



Countries  
150+



M&A Transactions  
Approx. 1,000 p.a.

## Deloitte value add

Deloitte recognizes the importance of transatlantic capital flow for its clients' businesses and has therefore set up a dedicated corridor team. Our experienced professionals are able to support with a holistic service offering and can act as a single point of contact, providing access to Deloitte's global network of services and industry expertise.

### Global network



Unparalleled insights into market trends and M&A deal opportunities on account of our global network of professionals throughout all industries and service lines.



Extensive network of decision makers in private and public companies as well as financial investors.



Holistic private equity coverage for early identification of secondary opportunities.



Local corporate finance professionals and industry experts across all regions, with an understanding of local cultures, regulations, accounting standards, tax frameworks, and much more.

### Dedicated team



Dedicated corridor team, focused on deal origination and facilitating transatlantic M&A transactions between the US and the EU.



Centralized management of cross-border transactions.



Efficient target search across multiple jurisdictions.



### Risk Advisory

Strategic & Reputation Risk  
Regulatory Risk  
Financial Risk  
Operational Risk  
Cyber Risk



### Tax & Legal

Business Tax  
Mergers & Acquisitions  
Global Investments & Innovation  
Incentives  
Tax Management Consulting

Transfer Pricing  
Global Employer Services  
Indirect Tax  
Business Process Services

**Deloitte.**  
Legal

# M&A deal corridor team

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"We support transatlantic deals throughout the M&A lifecycle."



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