

The future of the deal

M&A Leadership Series

Clear views from the top
Issue 1 – September 2017



75%

of respondents agree that **M&A is a critical enabler** for them to deliver on their corporate strategy and growth ambitions.



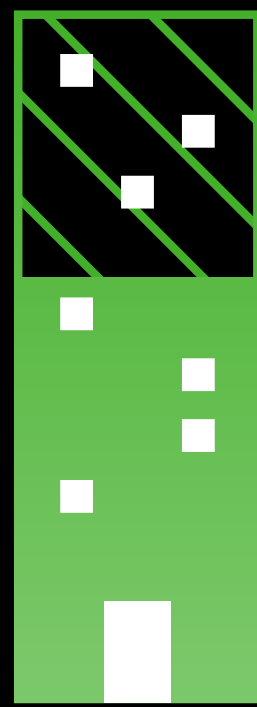
80%

consider **cross-border investments** with South East Asia and North America to be the most attractive.



confirmed a **divestment of non-core assets** to be a priority for them in the shorter term.

55%



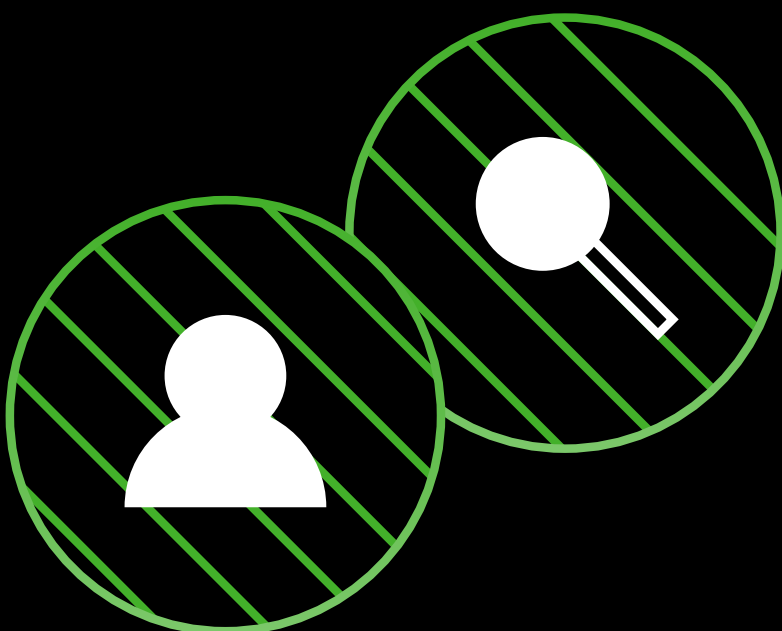
60%

expect **their organisation** to be involved in an increased number of transactions over the next 12 months.



50%

are starting to see the **benefits** of the use of **data analytics** in M&A.



Culture and people issues and a lack of detailed planning continue to be two major concerns in delivering the deal value.

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