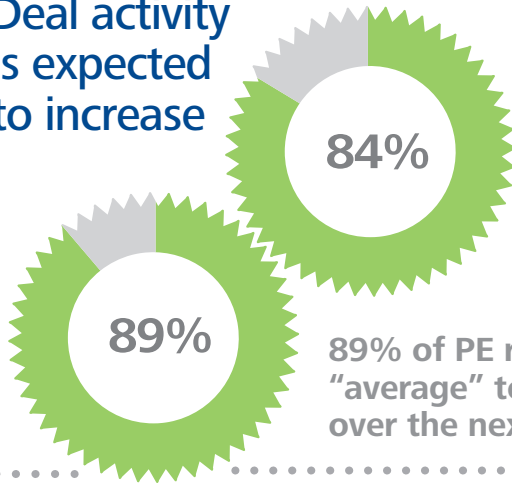


# Deloitte's 2014 M&A trends report

In April 2014, we surveyed 2,500 executives from U.S. companies and private equity firms to gauge their expectations, experiences, and plans for M&A.

Deal activity is expected to increase



84% of corporate respondents anticipate M&A activity will increase or maintain its current pace over the next 24 months.

89% of PE respondents expect "average" to "high" deal activity over the next 12 months.




Nine in ten corporate executives believe that at least a portion of their past deals failed to generate the expected ROI. Why?

28% cited execution gaps or failure to capture synergies; 32% of PEIs cited economic forces.



Top industries for anticipated deal increase

for corporate respondents:

-  Technology
-  HC Plan/Provider
-  Alternative Energy
-  Oil & Gas
-  Banking

PEIs accelerating portfolio exits: 64% anticipate strategic sales in the next 12 months, and 36% forecast an IPO.



55% of corporate execs and 54% of PE

execs cited **failure to integrate** as a top concern.

68% of PE respondents expect to become more industry-focused over the next year.

[www.deloitte.com/us/ma/trends14](http://www.deloitte.com/us/ma/trends14)

**Deloitte.**

Copyright © 2014 Deloitte Development LLC. All rights reserved. Member of Deloitte Touche Tohmatsu Limited