

Current Trends in Cross-Border M&A

Brunswick Survey for XBMA, the Symposium on Cross-Border M&A

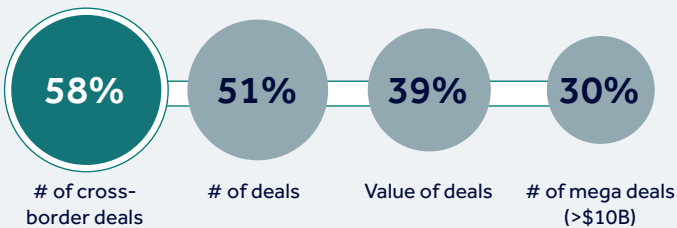


1

Cross-border M&A is set to outpace overall M&A volumes, challenging the notion that 'globalization is dead'

Future Prospects for M&A

(% of advisors who expect increase in the next 12 months)



2

Availability of capital is the biggest driver of global M&A, but catalysts differ across regions

Top Factors with the Greatest Positive Impact on M&A

(On cross-border deal flow)

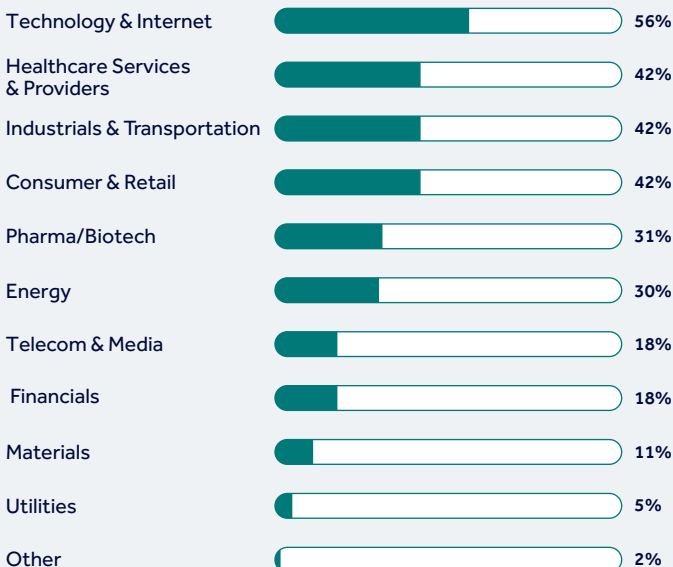


3

Tech expected to lead the way in cross-border M&A, with continued consolidation expected in healthcare, consumers, and industrials

Most Active Sectors for Cross-Border M&A

(In the next 12 months)

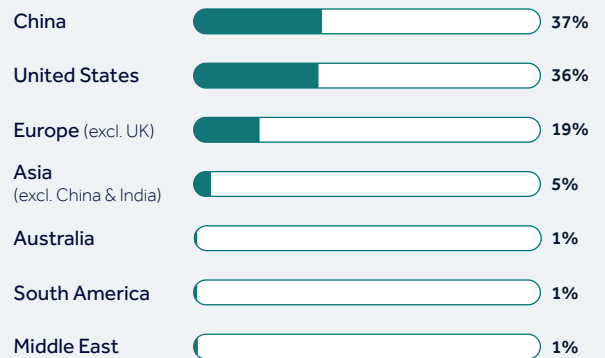


4

China and the US are expected to drive overseas M&A activity despite increasing concerns around protectionism

Country/Region Expected to be Most Active in Outbound M&A

(In the next 12 months)



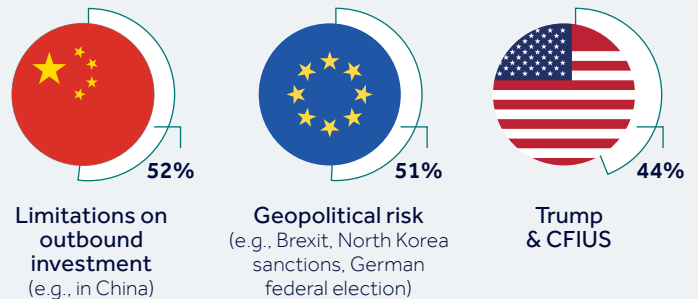
Countries/Regions with 0%: Africa, India, Russia, & U.K.

5

Current political climate is dictating views on cross-border execution risk

Top 3 Factors with the Greatest Negative Impact

(On cross-border deal flow)



6

A good public reputation helps lower deal costs and raise chances of success for an acquirer

Public Reputation Perceived to Have a Significant Impact On...

