

When is the right time to sell?

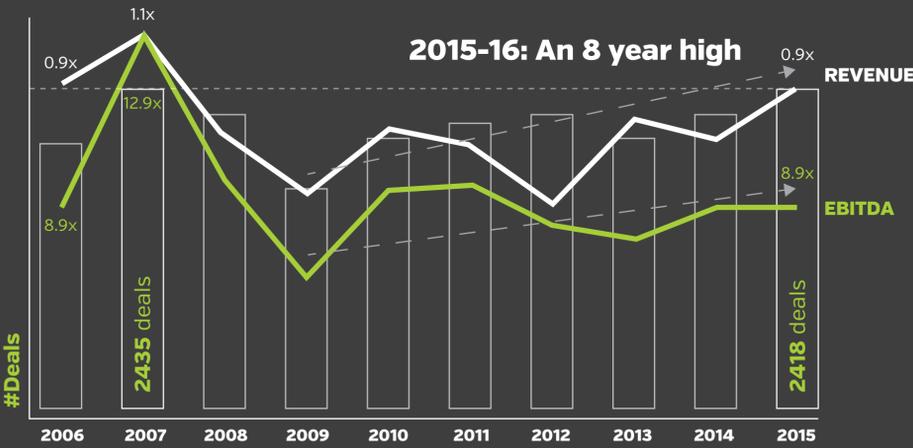
Consulting M&A in 2016

Market trends

2015 was a strong year with higher deal volumes and multiples finally putting us back to pre-crisis levels. For 2016, we expect continued optimism in the market, at a slightly lower growth rate than we've seen in the past couple of years. Now is a good time to consider selling.

Higher deal volumes & multiples

In 2015, **2,418** targets were bought, setting volume of deals back to pre-crisis levels last seen in **2007**.



Deals up on 2014



Revenue: 0.9x
EBITDA: 8.9x

Owners with sale ready firms are well positioned in 2016

We understand

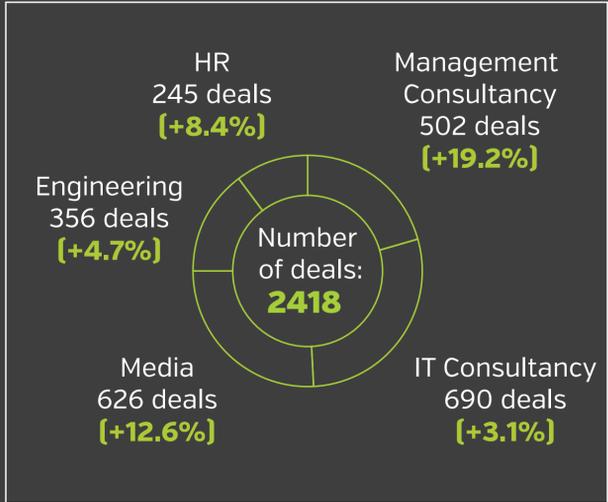
who is buying, where they are buying, for how much and in which sectors.



10 Top strategic buyers



Growth in all sectors



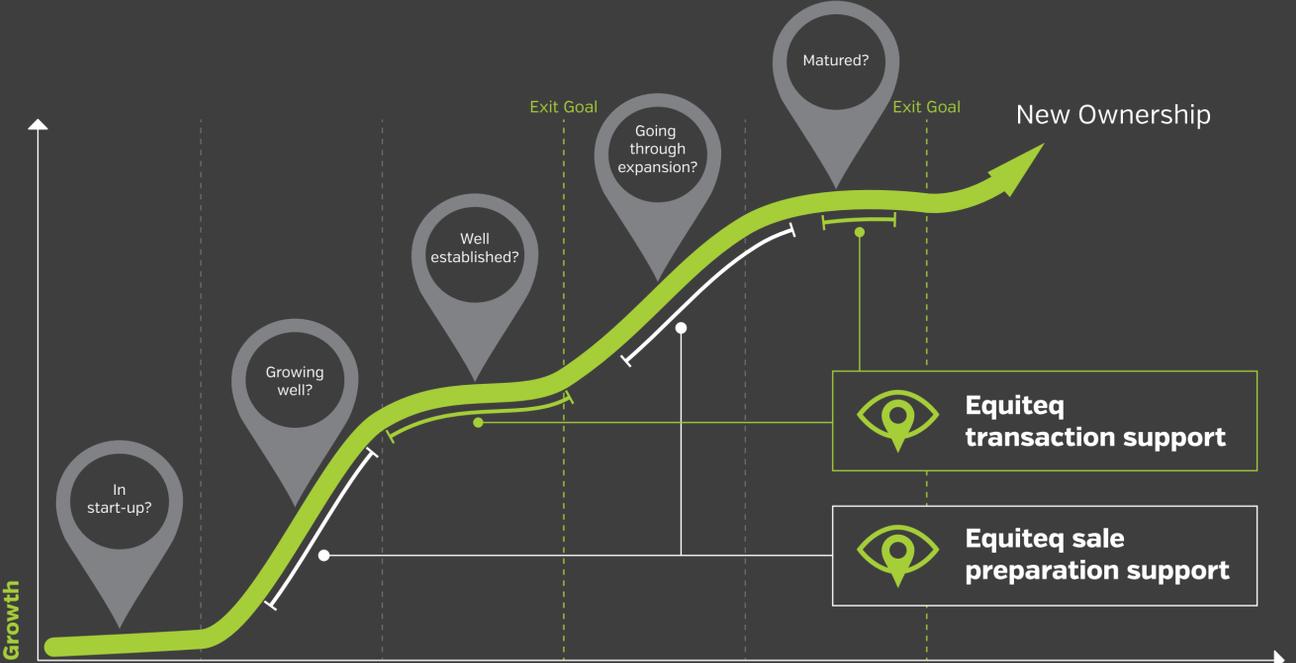
Example high growth niches in demand



Are you in a hot niche or are you building to be attractive?

We can help you find your ideal buyer

Where are you on the exit curve?



Is now the time to prepare for a future sale, or sell?

Contact

If you would like to know more about the M&A market in your sector and want to understand how this might affect your business strategy, why not arrange a confidential call with us.

Your regional contacts:

North America: david.jorgenson@equiteq.com
Asia Pacific: jean-louis.michelet@equiteq.com

Europe: paul.collins@equiteq.com
Australia: pierre.briand@equiteq.com

To access the full Global Consulting M&A Report 2016 free of charge visit equiteq.com