



# Private Equity M&A and Due Diligence Outlook



June 2010

[www.mergermarket.com](http://www.mergermarket.com)

In association with



**HOULIHAN LOKEY**



# Contents

Foreword	03
Methodology	03
Survey results	04
A return to a sellers' market?	12
About Houlihan Lokey	14
Historical data	16
About mergermarket	19

# Foreword

Welcome to the **Private Equity M&A and Due Diligence Outlook**, published by mergermarket in association with Houlihan Lokey. This survey captures private equity practitioners' perspectives on M&A activity and the due diligence process and provides an in-depth look at the key issues influencing transactional activity today.

While respondents are optimistic about the future of private equity, they will continue to approach new deals with caution. This is perhaps most pronounced in their approach to due diligence, where identifying risks and establishing the financial health of target companies will be a major priority, and also a major challenge. Indeed, 41% of respondents believe validating financial forecasts will be the most difficult aspect of the due diligence process this year, and this facet of the process is also considered most likely to uncover material issues in a potential deal.

More than 90% of respondents expect financial due diligence to directly influence the terms and conditions of M&A transactions during the new 12 months. Tellingly, respondents say their selection of a due diligence provider this year will depend more heavily on quality (62%), industry expertise (60%) and responsiveness to deadlines (53%) than it will on cost.

Due diligence will also need to adapt to a market in which valuations are still clouded by uncertainty. Respondents believe the gap between buyer and seller expectations will pose the greatest challenge to the private equity industry this year, even more so than fundraising and credit availability.

Looking more closely at valuations, many respondents are optimistic that an improved credit market will have a positive impact on EBITDA valuation and leverage multiples in the upcoming year. The majority of respondents (73%) expect most EBITDA valuation multiples to fall in the 5x to 7x range in the upcoming year, while one-fifth of respondents expect EBITDA valuation multiples to exceed 7x during this time. Leverage multiples are expected to fall in the 3x to 4x range, and many respondents believe these figures could increase with improved bank lending activity in the upcoming months.

The lingering impact of the financial crisis has naturally translated into a more stringent due diligence process for most respondents: while the overall procedure has not necessarily been affected by economic uncertainty, close to half (48%) of respondents say due diligence has indeed become broader in scope. Respondents also report increased scrutiny on behalf of investment committees and lenders.

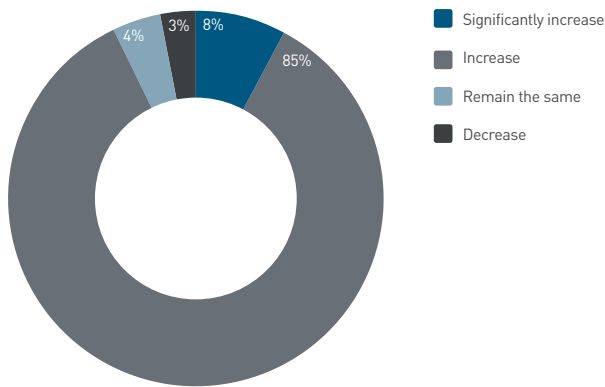
This study provides valuable insight into the due diligence process from the viewpoint of the private equity community, and also examines various factors that will likely influence deal flow in the year ahead, including financing markets and regulatory reform. We hope you find this survey both useful and informative and as always, we welcome your feedback.

# Methodology

In the first quarter of 2010, mergermarket interviewed 75 private equity practitioners based in North America on their outlook for the due diligence process over the next 12 months. Respondents provide insight into emerging trends in due diligence procedures, as well as a variety of issues facing the private equity community in the current market. All respondents are anonymous and results are presented in aggregate.

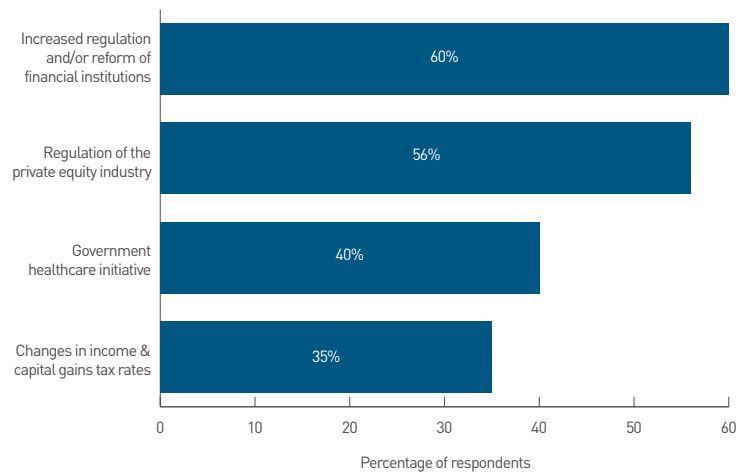
# Survey results

## What do you expect to happen to the overall level of private equity activity in North America over the next two years?



After historically volatile years for the financial sector as a whole, the overwhelming majority of respondents expect the private equity industry to see an increase in deal volume over the next two years. These respondents point to a variety of drivers to support their outlook, including one respondent who believes private equity firms' dry powder will be deployed over the next year: "The large amount of capital raised in 2007 and 2008 will need to find a home sooner rather than later."

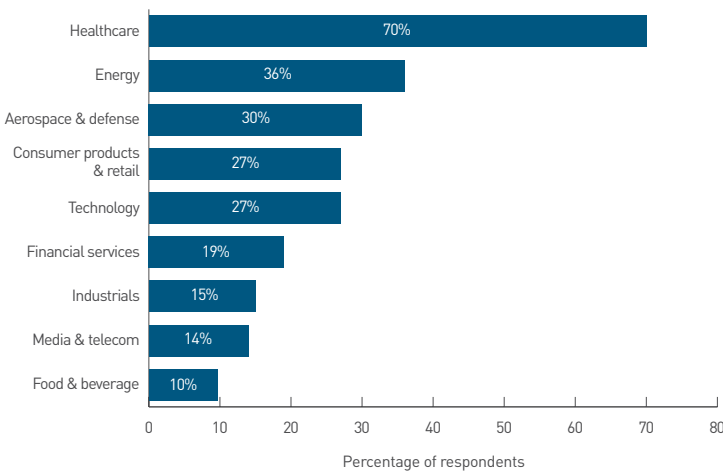
## What macro-economic factors could have a significant impact on private equity deal volume over the next two years? (Please select all that apply.)



Looking more closely at deal drivers, the majority of respondents expect private equity deal volume over the next two years to be heavily influenced by increased regulation of the financial sector. More specifically, 60% of respondents say the regulation of financial institutions will be a major determinant of deal volume during this period, while 56% say the same of regulation within the private equity industry.

Beyond the financial sector, healthcare reform and changes to income and capital gains tax rates across the board are each identified by over one-third of respondents as significant drivers of deal volume over the next two years. In these particular areas, respondents identify several important factors that may play a role in stimulating deal flow. One respondent explains, "A new healthcare bill will open up the market for increased spending, so this could put healthcare companies in a good position to sell." Another respondent believes that changes to capital gains tax rates "will make companies want to sell assets ahead of time, so as to avoid paying higher taxes."

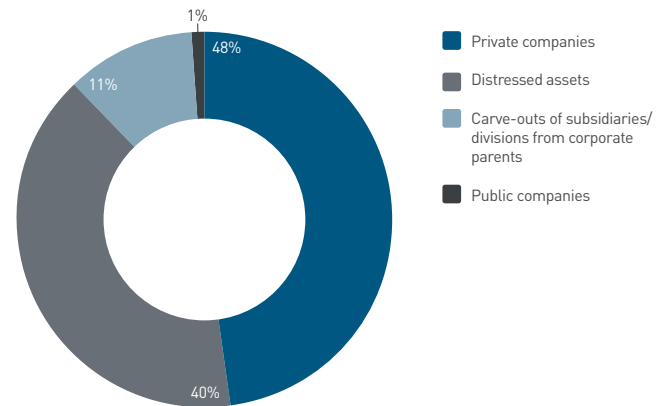
**In which industries do you expect to see a significant increase in deal volume over the next two years?**  
(Please select up to three different industries.)



Healthcare is favored by 70% of respondents as the sector that will see the greatest increase in deal volume over the next two years, driven by a mixture of government funding, increased competition and demand from an aging population. One respondent believes a “big expenditure wave over the next five years” will trigger M&A in the healthcare sector, and also in the technology sector as a good portion of federal funding will go toward strengthening the healthcare system’s IT infrastructure, including data management systems and electronic medical records (EMRs).

Considerably fewer respondents expect a significant increase in deal volume in industries with uncertain futures, including media & telecom, where companies are still adapting to a difficult climate for advertising revenues.

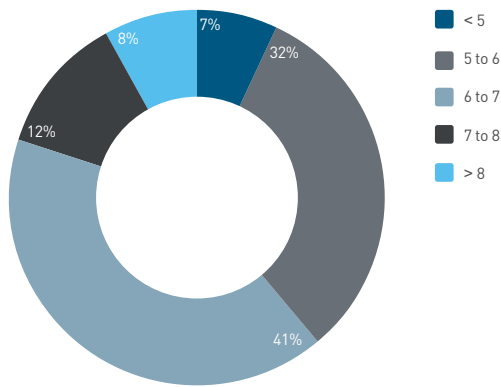
**Which of the following targets do you expect to attract the most interest from private equity buyers over the next 12 months?**



Nearly one-half of respondents believe firms will focus on private companies this year. These opportunities could take the form of private equity portfolio companies, as previously stalled exit activity resurfaces in a more stable economic environment. Additionally, a significant 40% of respondents believe distressed assets will be the most prominent targets, although one respondent comments that “carve-outs and distressed deals were typical in 2009, but healthier companies will see the most interest going forward.”

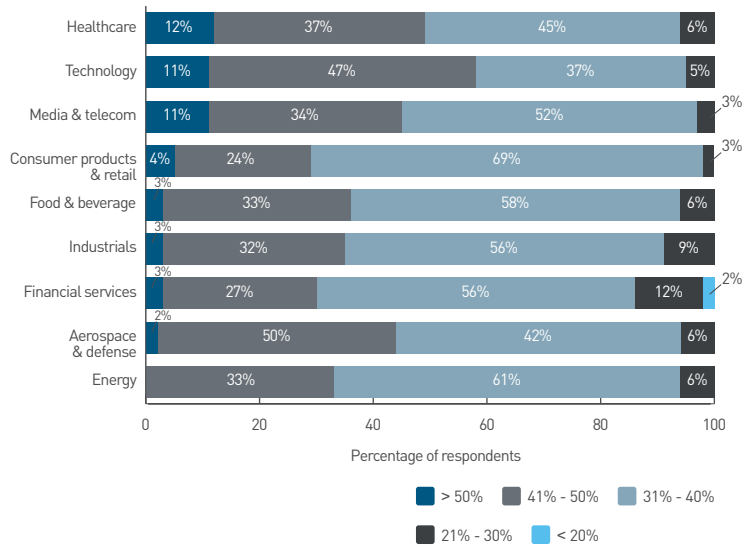
Remaining respondents tend to expect carve-outs and asset sales to create significant opportunities for private equity firms this year. One of these respondents believes most opportunities will come from divestitures as larger companies focus on shedding non-core operations while they “reevaluate their business lines and restructure” in the remainder of 2010 and 2011.

**Within what EBITDA multiple range do you expect valuations in most private equity transactions to fall over the 12 months?**



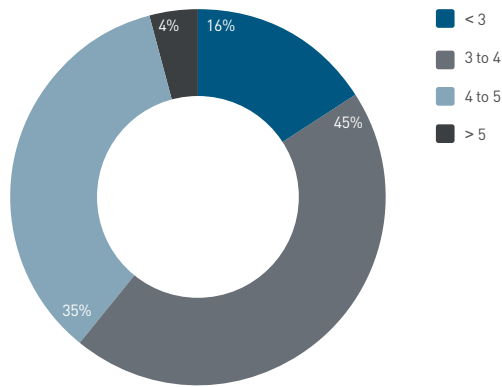
Respondents generally expect valuations to range from 5x to 7x EBITDA in the next year. But other respondents have more bullish expectations: overall, one-fifth of respondents expect multiples to exceed 7x, and part of this group expects multiples to climb above 8x during this period. In what could be read as a sign that the credit markets are improving, only a slight minority of respondents believe most multiples will be below 5x in the upcoming 12 months.

**For private equity deals in each of the following sectors, what percentage of the purchase price do you expect to represent equity over the next 12 months?**



Regardless of the target industry, respondents generally expect equity to represent 30% to 50% of the purchase price for deals announced this year. That said, however, many respondents note that the difficulty of securing debt financing will vary according to sector conditions. "Banks may be more willing to finance the purchases of larger companies in mainstay sectors like energy and financial services," says one respondent, as opposed to smaller technology or media start-ups. Another respondent agrees that companies' fundamentals will determine banks' willingness to lend, which in turn could determine the amount of equity financing required to close a deal.

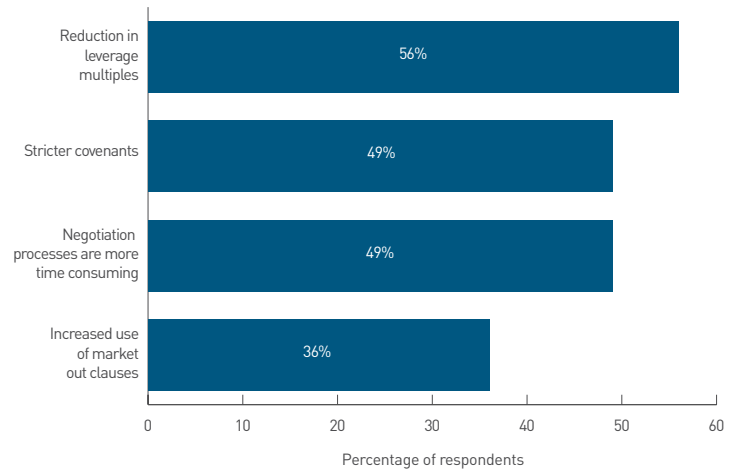
**What EBITDA leverage multiple do you expect from financing institutions over the next 12 months?**



Most respondents expect EBITDA leverage multiples to fall in the 3x to 4x range (45%) or the 4x to 5x range (35%) over the next 12 months. However, even those respondents who expect multiples to be 3x or lower are not ruling out an increase: "Leverage has been improving over the last few months and hopefully that will increase these multiples across the board." Another respondent echoes: "Banks continue to be cautious, but multiples still may move to 3x or 4x later in the year."

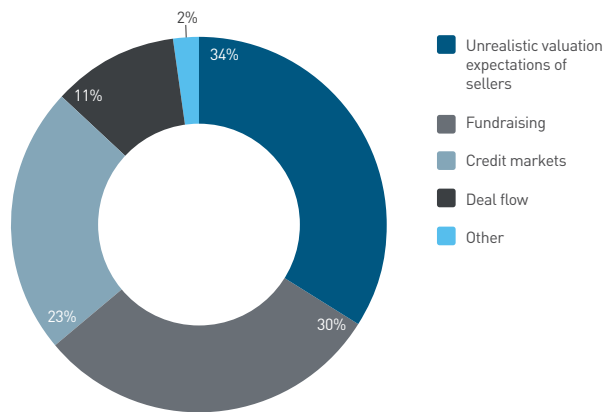
Based on these expectations, the private equity community appears to have adjusted to a tighter credit environment as even the most optimistic respondents are expecting significantly more modest leverage multiples than those witnessed prior to the credit crisis. Indeed, while 8x to 9x leverage multiples were not uncommon at the peak of the buyout boom, respondents now consider multiples of 5x or greater to be at the higher end of the spectrum.

**In your experience, how have credit negotiations for private equity transactions been affected by economic conditions of the past 18 months?**



In keeping with the previous findings, the majority of respondents (56%) report a decrease in leverage multiples over the past 18 months, and several of these respondents say leverage multiples have actually been on a steady decline since as early as mid-2007. Economic conditions have also triggered the use of stricter covenants and more time consuming negotiation processes overall, according to roughly one-half of respondents.

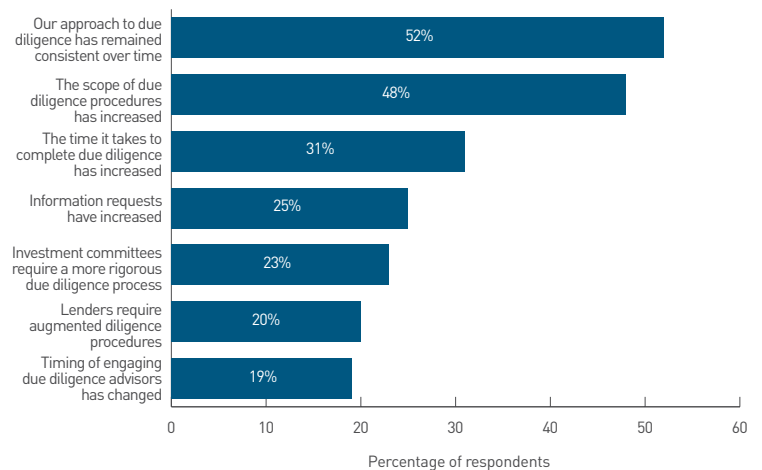
**Which of the following will present the greatest challenge to private equity firms over the next two years?**



More than one-third of respondents expect the valuation gap between buyer and seller expectations to pose the most significant challenge to the private equity industry this year, even more so than fundraising and credit availability, which were selected by 30% and 23% of respondents, respectively. Of course, many of these issues are interrelated as access to credit will influence firms' purchasing power, which in turn will influence valuation expectations and deal flow.

Respondents' feedback underscores the lingering sense of uncertainty in the broader economy and its impact on the valuation climate, with one respondent stating that "uncertainty is inherent at all times, and valuations are being influenced by what other buyers are willing to pay in this market, sometimes even more so than the financials."

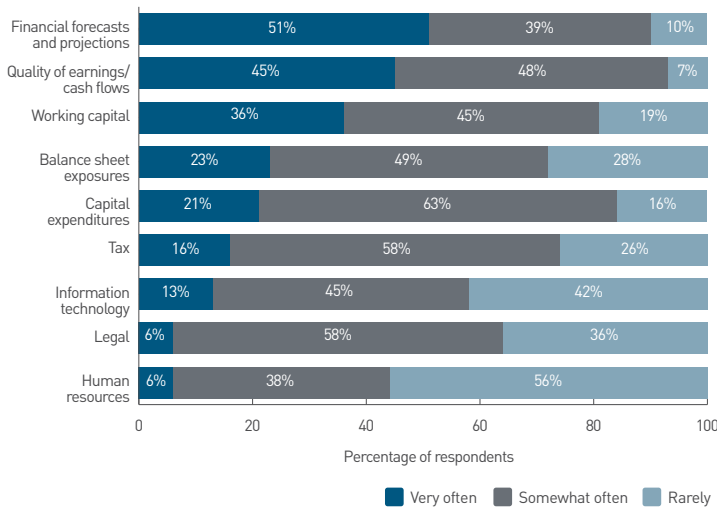
**How have recent economic conditions impacted your approach to due diligence? (Please select all that apply.)**



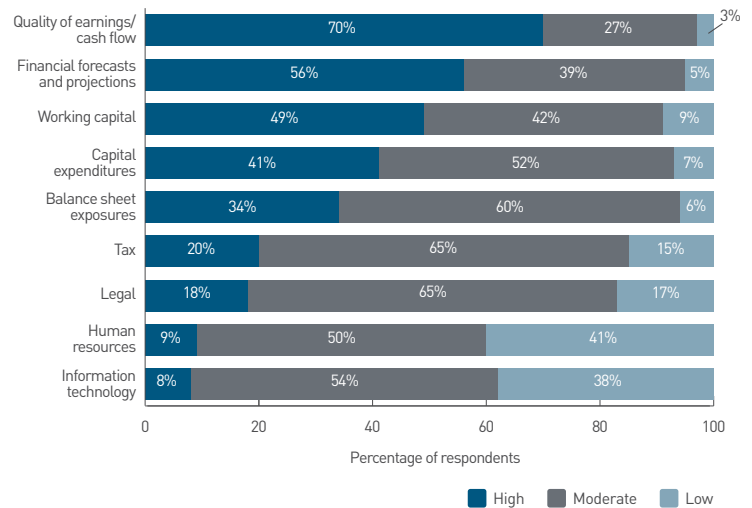
More than half of respondents say recent economic conditions have not caused them to change their approach to due diligence, however respondents do acknowledge that particular facets of the due diligence process have become more demanding. Just under one-half of respondents say the due diligence process has become broader in scope, while approximately one-third of respondents say the process has become more time consuming.

One-quarter of respondents report that information requests have increased, and, more specifically, roughly the same amount of respondents say investment committees are now demanding more rigorous due diligence. Lenders are also placing a greater emphasis on due diligence, as one-fifth of respondents say lenders now require augmented due diligence procedures, in keeping with respondents' commentary throughout this survey that banks are approaching new deals with caution after the financial crisis.

### How often does the due diligence process uncover material issues in each of the following areas?



### How great a priority are each of the following areas during the due diligence process?

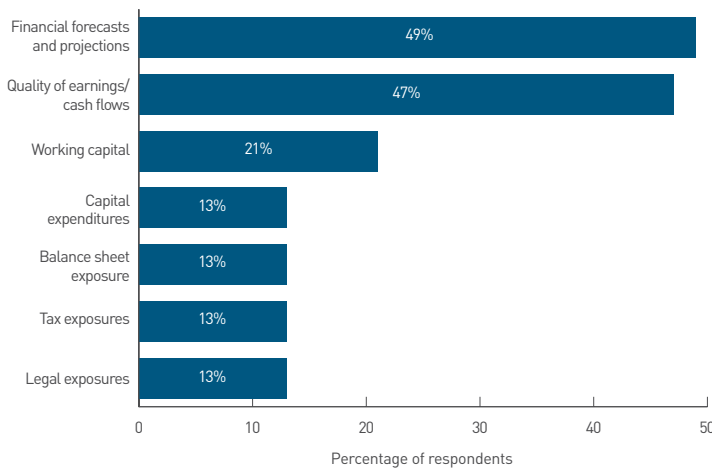


The majority of respondents (51%) say the due diligence process frequently uncovers material issues surrounding companies' financial forecasts and projections, which are also the areas that respondents expect to be particularly difficult to analyze this year.

A significant portion of respondents (45%) say the due diligence process is also likely to uncover issues within a company's earnings and cash flow figures, and also within working capital figures (36%). Not surprisingly, this is less likely to happen in areas that fall outside of a company's financial performance, including human resources, legal and information technology due diligence.

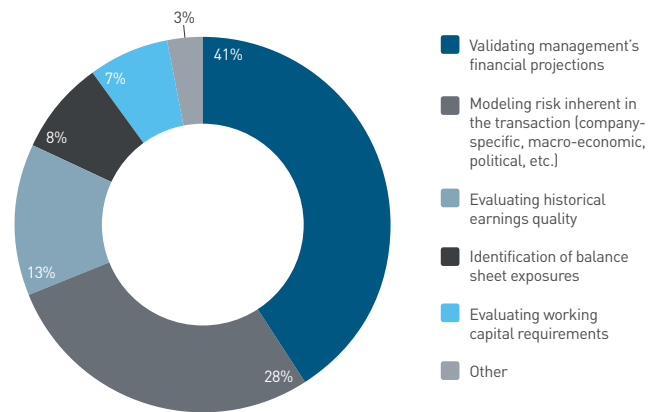
Earnings or cash flow quality and financial forecasts take high priority during the due diligence process for 70% and 56% of respondents, respectively, mirroring previous findings which identified these two areas as most likely to reveal material issues during due diligence. Tellingly, many respondents say these forecasts are also a major point of contention for buyers and sellers in the valuation process. One respondent says of financial projections: "The economy is making everything uncertain, and buyers' and sellers' expectations do not always match when it comes to forecasts for future performance." Another adds that any predictions for the future will be scrutinized because "the last 18 months exposed extremes of financial performance."

**In prior transactions, in which areas has due diligence failed to identify risks inherent in the transaction? (Please select all that apply.)**



Not surprisingly, the areas where inherent risks are most likely to go uncovered during due diligence are the same areas respondents had previously identified as high priorities. Nearly one-half of respondents say that in their experience, due diligence procedures on financial forecasts and projections, as well as due diligence on the quality of earnings or cash flow, have not effectively identified risks inherent in the transaction.

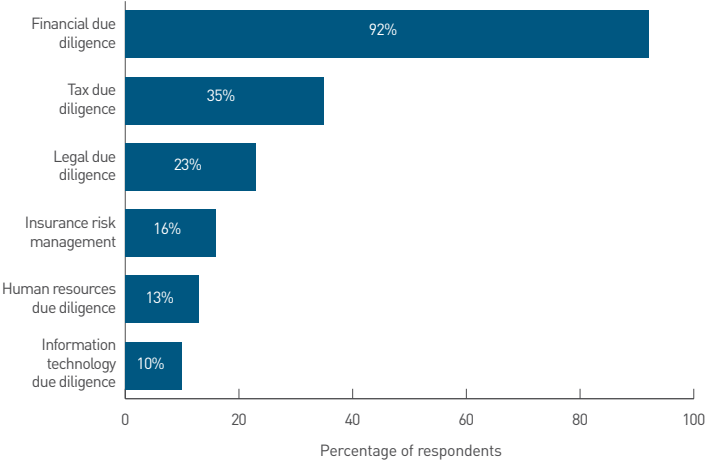
**Which aspect of the due diligence process do you expect to be most challenging over the next 12 months?**



The largest percentage of respondents (41%) believe validating financial projections will present a significant challenge to potential buyers this year. One respondent attributes this to the fact that projections often fail to reflect economic realities: "Projections tend to be overly optimistic. Expectations tend to over-shoot when in an economic slump."

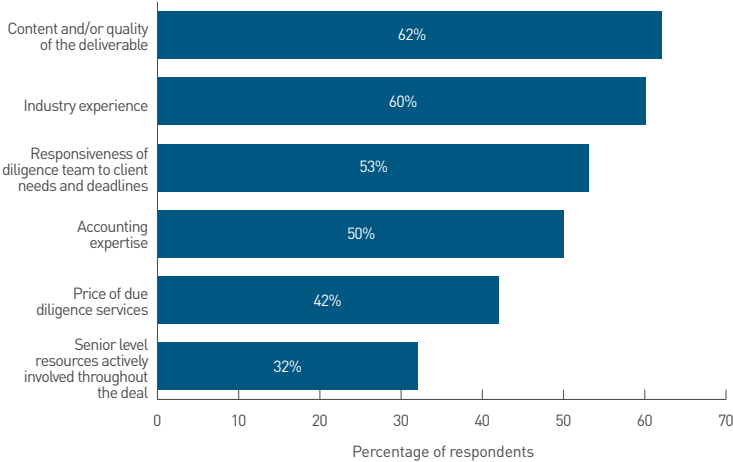
More than one-quarter of respondents believe modeling risk will be particularly difficult this year, and several respondents say this stems from a strong sense of uncertainty, which has been causing private equity firms to closely scrutinize all aspects of a potential deal.

**Which of the following processes are likely to significantly impact the terms and conditions of M&A transactions over the next 12 months? (Please select all that apply.)**



Respondents almost unanimously agree that financial due diligence will directly influence the terms and conditions of M&A transactions this year, while other aspects of due diligence are deemed less likely to do so. Several respondents go into further detail, stating that regulatory developments, including changes to capital gains tax procedures, will make financial, tax and legal due diligence especially important this year.

**Which of the following factors are most important in selecting a financial due diligence service provider? (Please select all that apply.)**



In terms of the qualities respondents look for in financial due diligence providers, attentiveness and expertise are considerably more important than cost. The overall quality of service is naturally most important to the majority of respondents (62%), followed closely by industry expertise (60%). Responsiveness and accounting expertise are also identified by the majority of respondents as the most important characteristics, and one respondent says his firm considers all of these factors equally important: "If the provider doesn't meet all of these criteria, the firm will look elsewhere."

# A return to a sellers' market?

## Introduction

A perfect storm of economic volatility and virtually frozen credit markets slowed private equity considerably at the height of the financial crisis. Limited access to financing, combined with a lack of high-quality assets for acquisition, contributed to a 37% decline in deal volume from 694 deals worth US\$67.2bn in 2008 to 435 deals worth US\$47.5bn in 2009. Meanwhile, private equity portfolio companies were experiencing rapidly deteriorating revenues and margins, leaving many of them unable to service their interest and debt obligations.

The combination of the above factors turned one of the most prolific M&A cycles into a buyers' market. Throughout the second half of 2008 and all of 2009, sellers could no longer dictate significant terms of the acquisition process, including the extent and timing of due diligence, access to management during the due diligence process and major terms of the purchase agreement. During this period, buyers seized control of the acquisition process, which led to extended periods of due diligence, protracted negotiations of purchase agreement terms and numerous abandoned deals. This dynamic appears to be changing, however, in line with steadily increasing deal flow.

## Competitive auctions and high purchase prices

Just shy of its half-way point, 2010 has generated 202 deals worth US\$28.7bn. Looking more closely at recent transactions and the competitive auction processes that preceded them, it appears the power is shifting back to sellers of all sizes as banks and buyers regain their appetite for buyouts.

The acquisition of Interactive Data Corporation (IDC) by U.S.-based private equity firms Silver Lake and Warburg Pincus serves as a prime example. The deal marks the largest buyout of the year to date at US\$3.2bn, representing 11.6x EBITDA. Pricing and financing were critical in the earlier stages of the IDC auction process, and potential buyers focused on forming competitive bids either through their own financing packages, staple financing packages from banks or by forming consortia to facilitate higher offers than they could place individually. Apart from Silver Lake and Warburg Pincus, bidders included strategic buyer McGraw-Hill, a consortium involving Kohlberg Kravis Roberts (KKR) and CVC Capital Partners, and a consortium involving Advent Capital and Bain Capital. In the final round of the IDC auction, seven banks had expressed interest in participating and four banks had made formal commitments.

The auction for international chemicals company Styron Corp., a unit of the Dow Chemical Company, was equally competitive. In the first week of February 2010, Dow Chemical set a mid-February deadline for official bids, leaving potential buyers with limited time to conduct due diligence on more than 40 Styron sites globally and hundreds of contracts linked to Styron operations. Buyers adhered to the seller's schedule and Styron was ultimately acquired by U.S.-based private equity group Bain Capital for US\$1.6bn, a deal that currently stands as the second largest buyout of 2010.

Sellers are also seeing private equity firms outbid one another during go-shop periods, as was the case for CKE Restaurants, which terminated its US\$919m deal to be acquired by THL Partners in April after receiving a superior US\$1bn offer from Apollo Management. An aggregate US\$700m financing package was provided by affiliates of Morgan Stanley, Citi and RBC Capital Markets and the US\$1bn represents 6.7x EBITDA.

Recently-announced secondary buyouts also suggest the private equity landscape is working in favor of sellers due to a healthy appetite among financial buyers, strong performance of private equity portfolio companies and a favorable valuation climate for private equity exits.

In May, GS Capital Partners announced it would acquire an 80% stake in U.S.-based dairy processor and distributor Michaels Foods Inc. from Thomas H. Lee Partners, in a deal valued at approximately US\$1.5bn representing a 7.8x EBITDA multiple. This deal replaced TPG Capital's US\$1.3bn acquisition of Berkshire Partners portfolio company American Tire Distributors, announced the previous month, as the largest secondary buyout of the year. For its part, the sale of American Tire Distributors garnered an EBITDA multiple of 12.9x.

Sellers are gaining traction in the middle market as well. Just weeks before the buyout of Michaels Foods Inc. was announced, for example, Oak Hill Capital Partners announced its plans to acquire Dave & Buster's Inc., the entertainment and dining venue operator, for US\$570m representing 7.5x EBITDA, backed by debt from JP Morgan Securities Inc. and Jefferies & Company Inc. Earlier, in the first quarter of 2010, U.S.-based private equity firms The Riverside Company, Ground Swell Equity Partners and Primus Venture Partners Inc. exited their investment in U.S.-based vocational school operator ATI Enterprises Inc. through a US\$500m management buyout backed by U.K.-based private equity firm BC Partners Ltd. The deal represents 7x EBITDA based on the target's 2010 projections.

# A return to a sellers' market?

It is important to note, however, that private equity firms are facing a uniquely challenging financing climate in spite of banks' willingness to finance deals. In the management buyout of ATI Enterprises Inc., for instance, sellers committed 50% equity for the US\$500m deal to match the US\$250m debt financing provided by Goldman Sachs. Similarly, in the third quarter of 2009, San Francisco-based private equity firm Friedman Fleischer & Lowe completed its US\$300m acquisition of Church's Chicken with just 40% of the transaction financed by debt from Bank of America and two other arrangers.

## Lenders still cautious

EBITDA multiples are clearly climbing far above the figures expected by respondents to this survey and banks are showing their willingness to offer larger debt packages. Debt market conditions are becoming more favorable in terms of pricing and liquidity, and while economic volatility in the European Union may temper this trend somewhat, the current private equity landscape in the U.S. shows that banks are willing and able to finance new deals.

That said, however, the current lending environment is still far more conservative than it was at the fever pitch of the buyout boom. There is a high degree of probability that equity will need to represent at least 40% to 50% of purchase price over the next 18 to 24 months, and private equity firms will be challenged to finance deals with a combination of debt and equity that meets return on investment expectations of limited partners while also satisfying the valuation expectations of sellers.

## Implications for due diligence in the years ahead

As sellers gain more control over the acquisition process, access to information and the time allowed for due diligence will be compressed—but the due diligence needs of private equity firms will not. In fact, the scope of due diligence may continue to expand following on extremely volatile economic conditions and a lingering sense of risk aversion. This will pose a significant challenge to private equity firms as buy-side competition increases.

As the demand for due diligence rises with increased deal flow, many service providers will struggle to meet buyers' needs, having significantly reduced headcount in 2008 and 2009 in response to lagging activity during the financial crisis. Added to this is a uniquely challenging financing climate. Indeed, while banks appear to be re-emerging as willing and able debt providers, they are far less liberal in their approach than they were before the downturn.

Further, banks have learned from their mistakes and will be wary of cyclical industries or industries with uncertain futures. Due diligence will have to encompass not only companies' individual circumstances but also the unique conditions of individual sectors, meaning providers must have a thorough understanding of the industries in which target companies operate.

From a due diligence perspective, buyers and their service providers will need to adjust their approach to due diligence to account for expected changes to the acquisition process. Due diligence providers will welcome the uptick in M&A volume over the next one to two years, but they will need to adapt to a more rigorous due diligence environment to exceed the expectations of clients. As one survey respondent noted, if service providers are unable to meet client demands, clients will look elsewhere.

# About Houlihan Lokey

## About Us and Contacts

Houlihan Lokey is an international investment bank with expertise in mergers and acquisitions, capital markets, financial restructuring, and valuation. The firm is ranked globally as the No. 1 restructuring advisor, the No. 1 M&A fairness opinion advisor over the past 10 years, and the No. 1 M&A advisor for U.S. transactions under \$3 billion, according to Thomson Reuters. Houlihan Lokey has 14 offices and more than 800 employees in the United States, Europe and Asia. The firm serves more than 1,000 clients each year, ranging from closely held companies to Global 500 corporations.

Houlihan Lokey's Transaction Advisory Services assist buyers, sellers and lenders to help maximize value and minimize risk during the transaction process and beyond. Unencumbered by the restrictions of a CPA firm, our comprehensive financial and tax due diligence services combine our technical expertise with industry-specific knowledge to help drive successful transactions. Our Transaction Advisory Services are a critical element of the firm's integrated platform for providing clients with trusted, independent advice beginning at the earliest stages of a transaction through the purchase accounting valuation analyses and ongoing impairment testing of the acquisition and—in many cases—advice for successfully exiting the investment in the future.

For more information regarding this report, please contact one of the following Transaction Advisory Services team members:

**Sam Clark**  
Managing Director  
[SClark@HL.com](mailto:SClark@HL.com)  
214.220.8489

**Jack Elliott**  
Senior Vice President  
[JElliott@HL.com](mailto:JElliott@HL.com)  
214.220.8472

**Brian Sipes**  
Senior Vice President  
[BSipes@HL.com](mailto:BSipes@HL.com)  
214.220.8478

**Travis Pittman**  
Senior Vice President  
[TPittman@HL.com](mailto:TPittman@HL.com)  
214.220.8474

**David Sarfas**  
Senior Vice President  
[DSarfas@HL.com](mailto:DSarfas@HL.com)  
212.497.7840

**Stan Macora**  
Senior Vice President  
[SMacora@HL.com](mailto:SMacora@HL.com)  
212.497.4131

**Chad Burns**  
Senior Vice President  
[CBurns@HL.com](mailto:CBurns@HL.com)  
415.273.3649

Houlihan Lokey is a trade name for Houlihan, Lokey, Howard & Zuhn, Inc. and its subsidiaries and affiliates which include: Houlihan Lokey Howard & Zuhn Financial Advisers, Inc., a California corporation, a registered investment advisor, which provides investment advisory, fairness opinion, solvency opinion, valuation opinion, restructuring advisory and portfolio management services; Houlihan Lokey Howard & Zuhn Capital, Inc., a California corporation, a registered broker-dealer and SIPC member firm, which provides investment banking, private placement, merger, acquisition and divestiture services; and Houlihan Lokey (Europe) Limited, a company incorporated in England which is authorized and regulated by the UK Financial Services Authority and Houlihan Lokey (Asia) Limited, a company incorporated in Hong Kong which is licensed in Hong Kong by the Securities and Futures Commission, which provides investment banking, restructuring advisory, merger, acquisition and divestiture services, valuation opinion and private placement services and which may direct this communication within the European Economic Area and Hong Kong, respectively, to intended recipients including professional investors, high net worth companies or other institutional investors. Source: Thomson Reuters (2009, April 2010), 0510



HOULIHAN LOKEY

## ADVANCING YOUR VISION

Today's market demands a firm with the stability, integrity, and global capabilities to get the job done—anywhere in the world, in any financial climate. Our leadership, intellectual rigor and financial expertise inspire confidence in the clients we serve.

We are ranked the No. 1 M&A advisor for U.S. transactions under \$3 billion, the No. 1 global M&A fairness opinion advisor over the past 10 years, and the No. 1 global investment banking restructuring advisor, according to Thomson Reuters. We are an advisory-focused investment bank committed to helping you advance your vision.

MERGERS & ACQUISITIONS

CAPITAL MARKETS

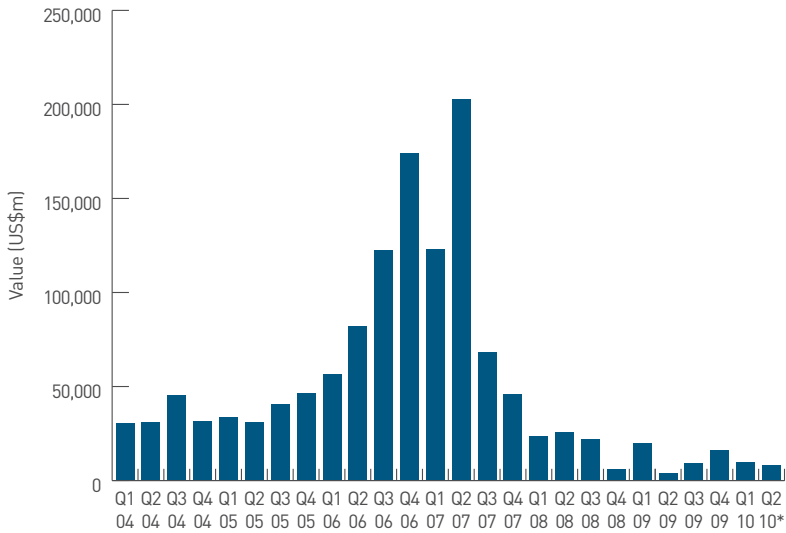
FINANCIAL RESTRUCTURING

FINANCIAL ADVISORY SERVICES

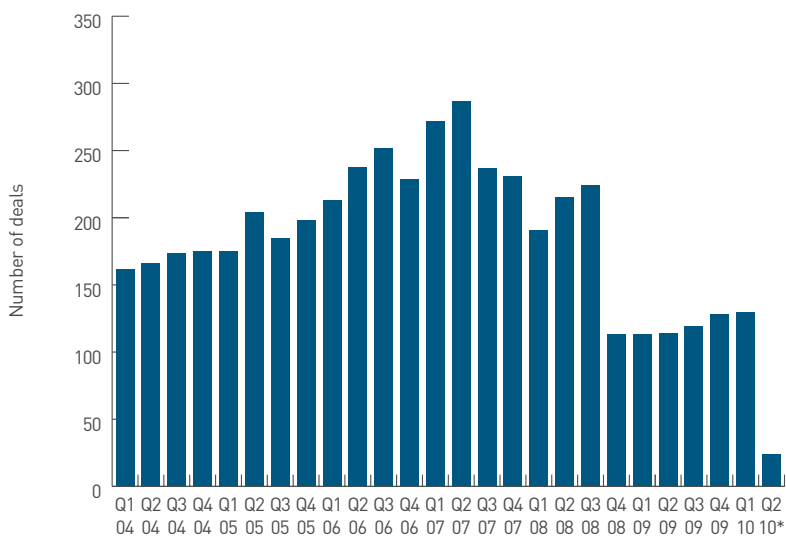
**HL.com**

# Historical data

## North American Private Equity Buyouts – Value



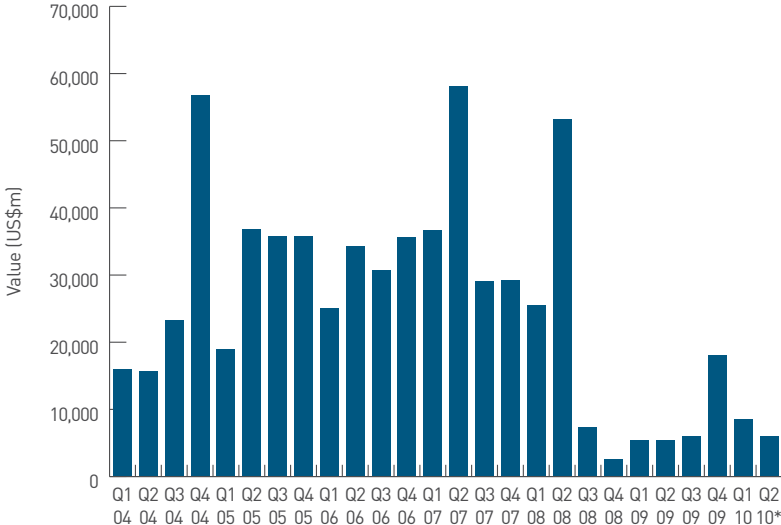
## North American Private Equity Buyouts – Volume



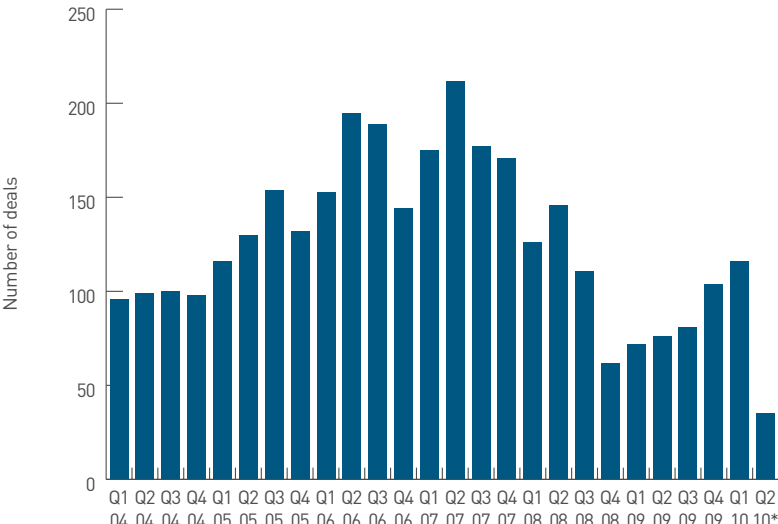
\*As of June 15, 2010

# Historical data

## North American Private Equity Exits – Value



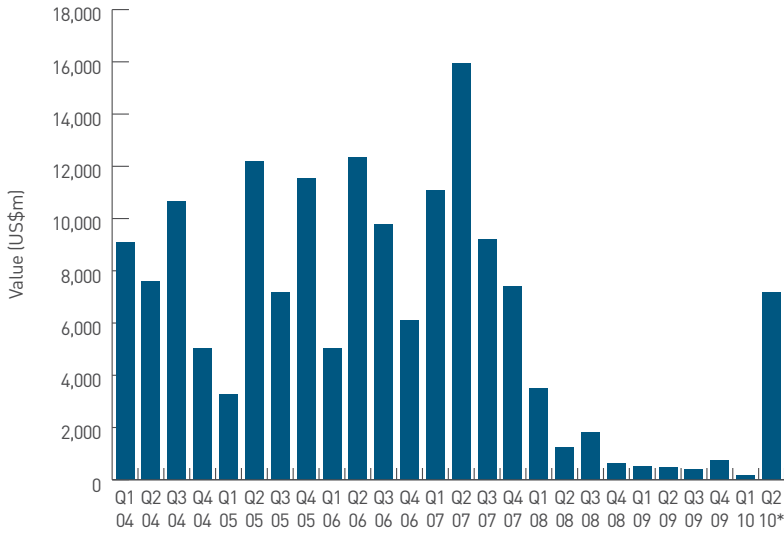
## North American Private Equity Exits – Volume



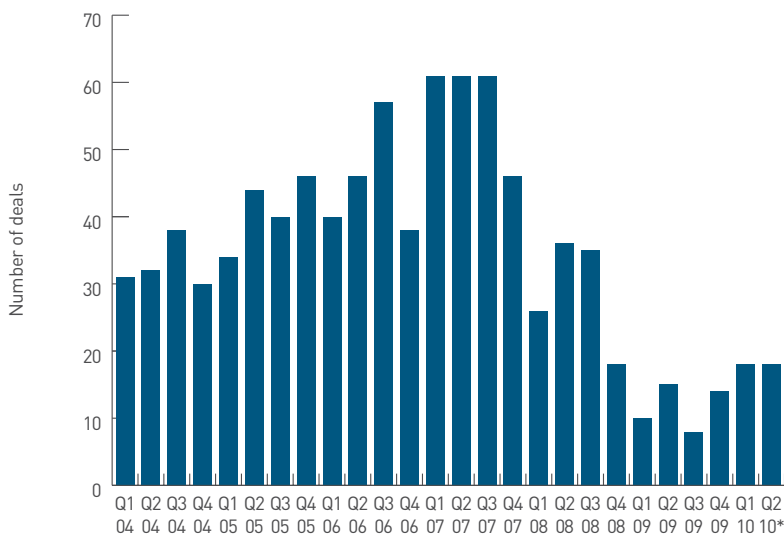
\*As of June 15, 2010

# Historical data

## North American Secondary Buyouts – Value



## North American Secondary Buyouts – Volume



\*As of June 15, 2010

# About mergermarket

## About Us and Contacts

mergermarket is an unparalleled, independent Mergers & Acquisitions (M&A) proprietary intelligence tool. Unlike any other service of its kind, mergermarket provides a complete overview of the M&A market by offering both a forward-looking intelligence database and an historical deals database, achieving real revenues for mergermarket clients.

Any queries regarding this publication or Remark, the market research, publications and events division of mergermarket should be directed to:

**Erik Wickman**

Managing Director, Remark

**[Erik.Wickman@mergermarket.com](mailto:Erik.Wickman@mergermarket.com)**

+1 212 686 3329



Remark, Part of The Mergermarket Group

[www.mergermarket.com](http://www.mergermarket.com)

11 West 19th Street,  
2nd fl.  
New York, NY 10011  
USA

t: +1 212 686-5606  
f: +1 212 686-2664  
[sales.us@mergermarket.com](mailto:sales.us@mergermarket.com)

80 Strand  
London, WC2R 0RL  
United Kingdom

t: +44 (0)20 7059 6100  
f: +44 (0)20 7059 6101  
[sales@mergermarket.com](mailto:sales@mergermarket.com)

Suite 2001  
Grand Millennium Plaza  
181 Queen's Road, Central  
Hong Kong

t: +852 2158 9700  
f: +852 2158 9701  
[sales.asia@mergermarket.com](mailto:sales.asia@mergermarket.com)

**Disclaimer**

This publication contains general information and is not intended to be comprehensive nor to provide financial, investment, legal, tax or other professional advice or services. This publication is not a substitute for such professional advice or services, and it should not be acted on or relied upon or used as a basis for any investment or other decision or action that may affect you or your business. Before taking any such decision you should consult a suitably qualified professional adviser. Whilst reasonable effort has been made to ensure the accuracy of the information contained in this publication, this cannot be guaranteed and neither Mergermarket nor any of its subsidiaries nor any affiliate thereof or other related entity shall have any liability to any person or entity which relies on the information contained in this publication, including incidental or consequential damages arising from errors or omissions. Any such reliance is solely at the user's risk.



Remark, the events and publications arm of The Mergermarket Group, offers a range of publishing, research and events services that enable clients to enhance their own profile, and to develop new business opportunities with their target audience.