

imaa

Institute of Mergers, Acquisitions  
and Alliances

Mergers & Acquisitions Report:  
**Austria**  
1<sup>st</sup> Quarter 2011

**Webster**  
UNIVERSITY

KUMMER & COMPANY

Vienna, 06 April 2011

# Executive Summary

## **Mergers & Acquisitions activity** (see Section 1)

- Compared to the first quarter 2010, the numbers of announced Mergers & Acquisitions with Austrian participation has increased by almost one quarter (+24%) and the value of deals has significantly increased (+77%).
- In comparison with the fourth quarter 2010 however, the number has increased only by 9% while the value has drastically dropped by 83%.
- While worldwide the number of M&A has decreased, Austrian M&A deals have increased catching up on a higher level of deal activity worldwide in the quarters before.

## **National vs. Cross-border M&A** (see Section 2)

- The importance of national transactions in terms of numbers in Austria has increased. The share of national transactions in total transactions is almost half of all transactions.
- Acquisitions by Austrian companies abroad has remained at the same level.
- Foreign companies have done fewer transactions in Austria this year.

## **Industry** (see Section 3)

- With respect to the number of transactions, almost a quarter of M&A transactions took place in the industrial sector followed by media and entertainment, financials and high tech. By value of deals, transactions in the financial sector accounted for more than 90% of all known value.

## **Top deals** (Section 4)

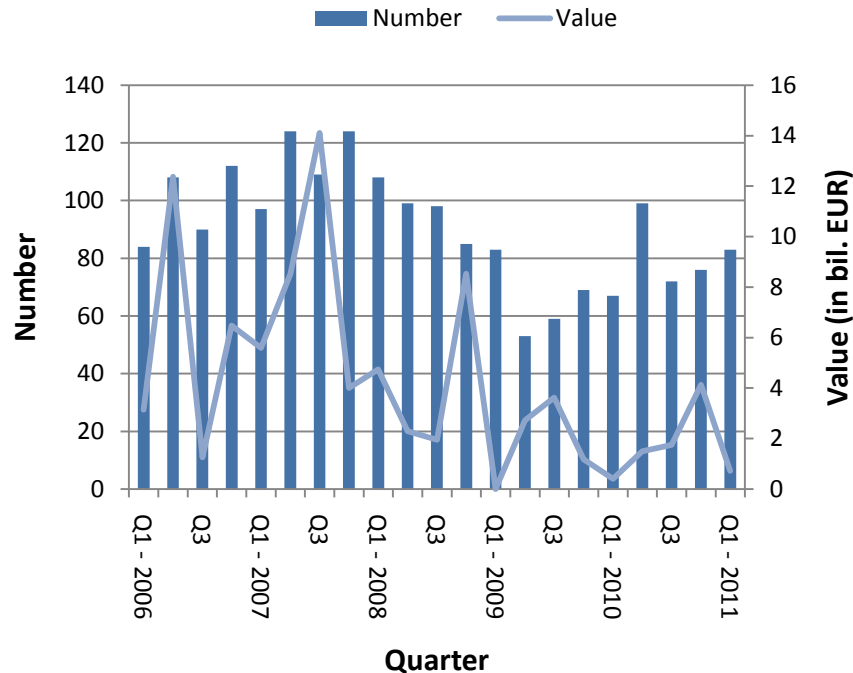
- The top deals have been dominated by acquisitions of Austrian companies abroad. All 5 top deals are outbound deals.

# Content

- 1) M&A Activity in Austria**
- 2) National and Cross-border M&A in Austria**
- 3) M&A in Austria by Industry**
- 4) Top Austrian Deals**

# **1) M&A ACTIVITY IN AUSTRIA**

# Austrian M&A Activity: Q1, 2011



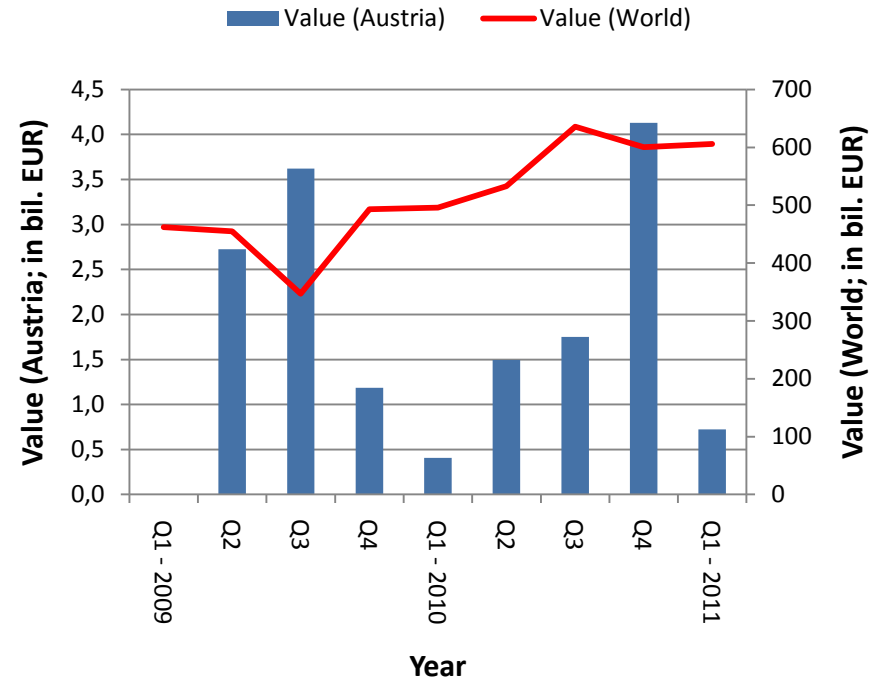
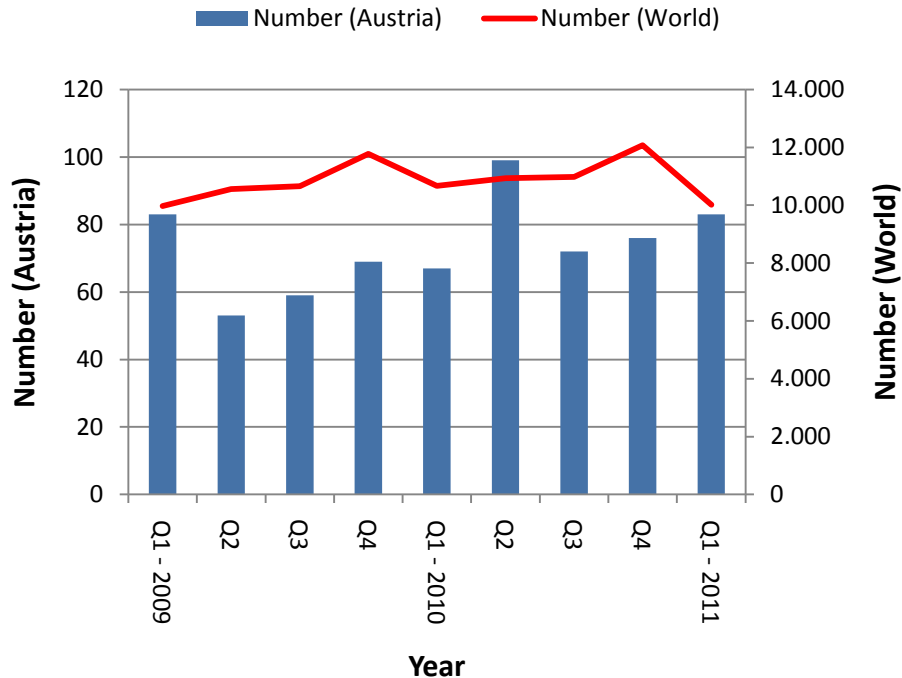
In the first quarter 2011, there have been **83 transactions** valued at **721 mil. EUR** with Austrian participation announced.

Compared to the first quarter 2010, the **number of M&A has increased by almost one quarter (+24%)** and the **value** of deals has **significantly increased (+77%)**. In comparison with the fourth quarter 2010 however, the number has increased by 9% while the value has drastically dropped by 83%.

## Trend in Austrian M&A, Q1 2011

compared to	Number	Value
Q1 2010	+23.9%	+77.1%
Q4 2010	+9.2%	-82.5%

# M&A Activity: Austria vs. World

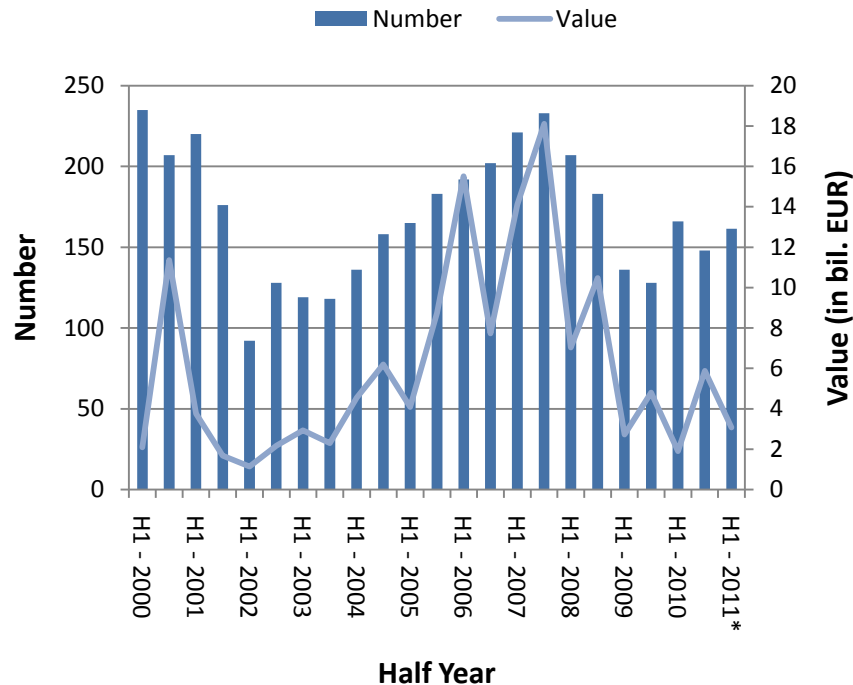


Compared to Q1 2010, the **number of transactions** worldwide (see left figure) has decreased (-6%), while the Austrian M&A has grown (+24%). The **value of transactions** worldwide (see right figure) has increased by more than 20%, while the Austrian value has increased by 77%.

## Trend in Worldwide M&A

compared to	Number	Value
Q1 2010	-6.0%	+22.7%
Q4 2010	-17.0%	+0.9%

# Austrian M&A Activity: Forecast 1<sup>st</sup> Half of 2011



In the first half of 2011, we expect a **slight decrease in numbers of Austrian M&A** (-3%) compared to the first half 2010. With regards to **value**, we expect an **increase by more than 60%**.

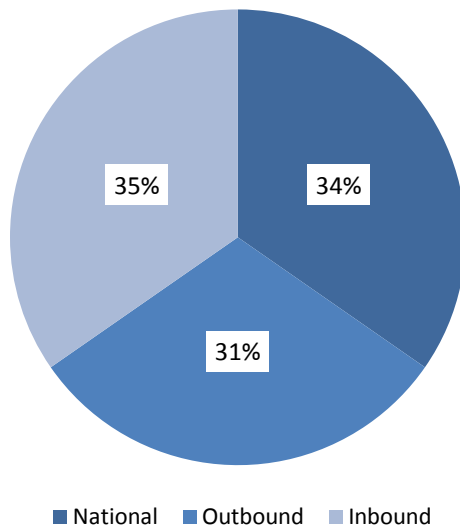
Compared to the second half of 2010, the number of Austrian M&A will increase (9%) while the value will decrease -48%.

\* Forecast as of 31 March 2011 based on weighted M&A activity from 01 October 2010 to 31 March 2011.

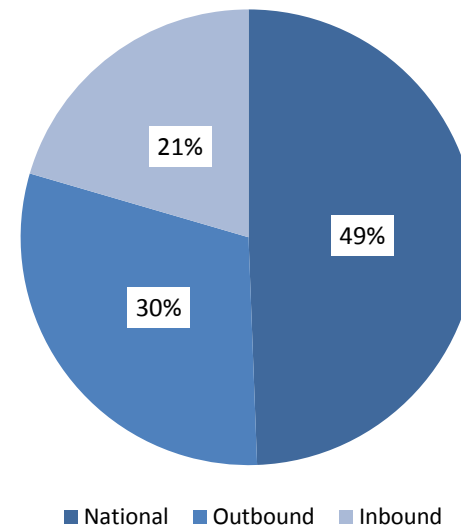
## **2) NATIONAL AND CROSS-BORDER M&A ACTIVITY IN AUSTRIA**

# National vs. Crossborder Austrian M&A: Number (Q1 2010 vs Q1 2011)

Q1 2010



Q1 2011

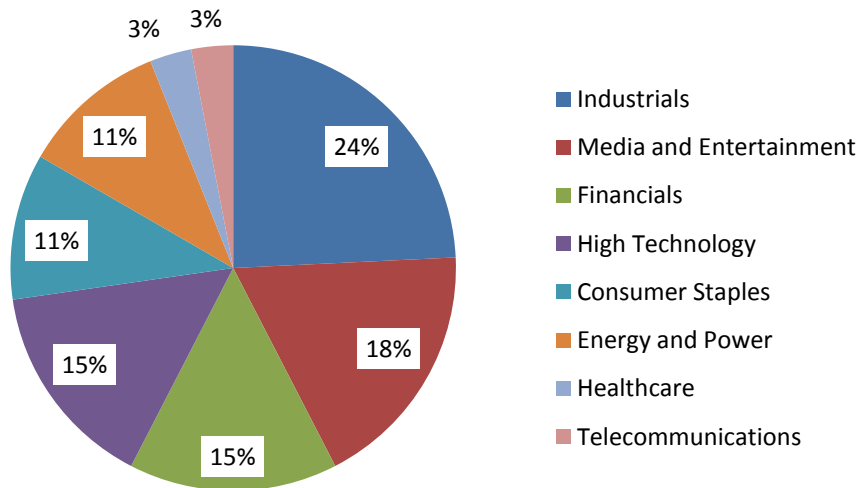


While in Q1 2011, only a third of all transactions in terms of numbers have happened among Austrian companies, in Q1 2011 almost half of all deals were national. Deals by Austrian firms abroad (outbound M&A) has remained relatively stable (31% vs. 30%). Acquisitions by foreign companies in Austria have dropped in significance (from 35% to 21%).

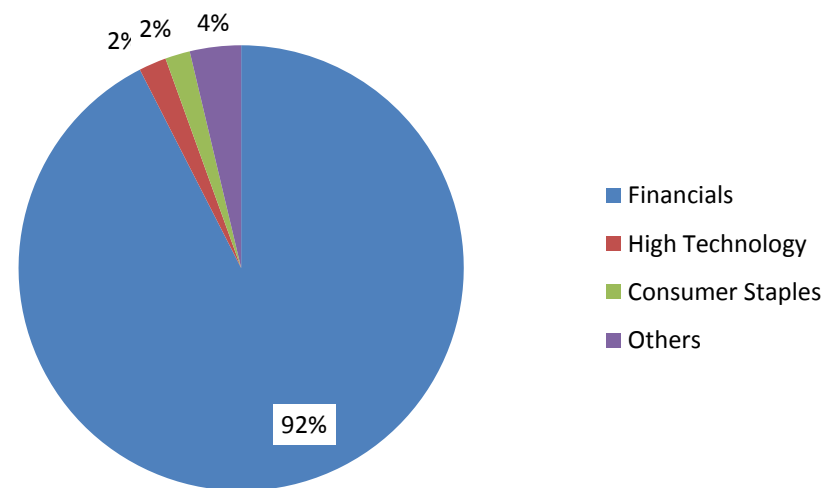
# **3) M&A IN AUSTRIA BY INDUSTRY**

# Austrian transactions by industry: Q1 2011

## By number



## By value



- With respect to the number of transactions (see left chart), one quarter of M&A transactions took place in the industrial sector.
- By value of deals (see right charts), deals in the financial sector dominated.

# **4) TOP AUSTRIAN M&A DEALS**

# Austrian Top Deals: Q1 2011

Rank	Target Company**	Target Country	Acquiror Company**	Acquiror Country	Value (in mil. EUR)	Status
1	EFG Eurobank Ergasias SA	Poland	Raiffeisen Bank International AG	Austria	490	Pending
2	Raiffeisen Bank Polska SA	Poland	Raiffeisen Bank International AG	Austria	175	Intended
3	All for One Midmarket AG	Germany	Cross Informatik GmbH	Austria	14	Pending
4	Xianyang Andre Juice Co Ltd	China	Agrana Juice GmbH	Austria	13	Pending
5	BeoGas doo	Serbia	Energie Steiermark AG	Austria	7	Completed

\*\* or Merger Partner

# Contact

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# Appendix

Unless otherwise stated:

- All sources of data have been: Thomson Financial, Institute of Mergers, Acquisitions and Alliances (IMAA) analysis.
- Deals analyzed have been "announced" which is the standard of analysis for most reports. Announced means that we have included deals with the status: Completed, Unconditional, Intended, Pending Due to Regulatory Reasons, and Pending, Partially Completed, Status Unknown, and Withdrawn. This explicitly excludes the deals with the status: Seeking Buyer, Rumor, Discontinued Rumor, and Seeking Buyer.