



Nordic Deal Trend Report

Third Quarter 2021



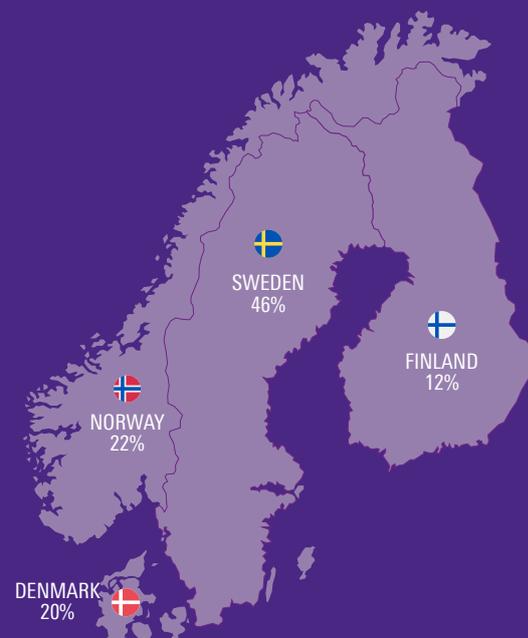
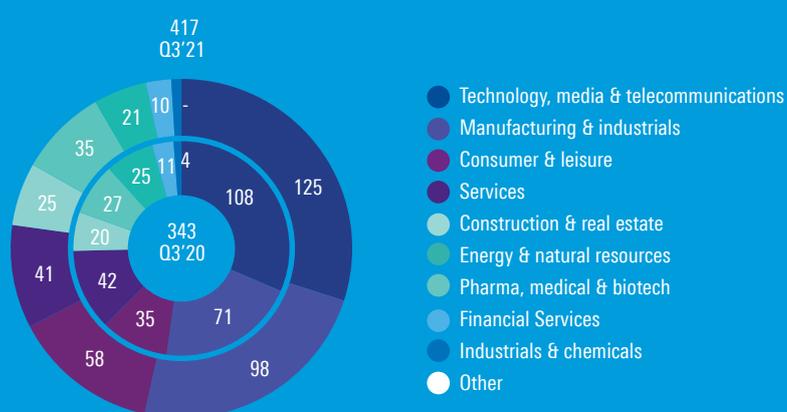
QUARTERLY DISTRIBUTION BY DEAL COUNT^(a)



NORDIC DEAL FLOWS^(b)



SECTOR BREAKDOWN BY DEAL COUNT^(a) Q3'21 VS. Q3'20



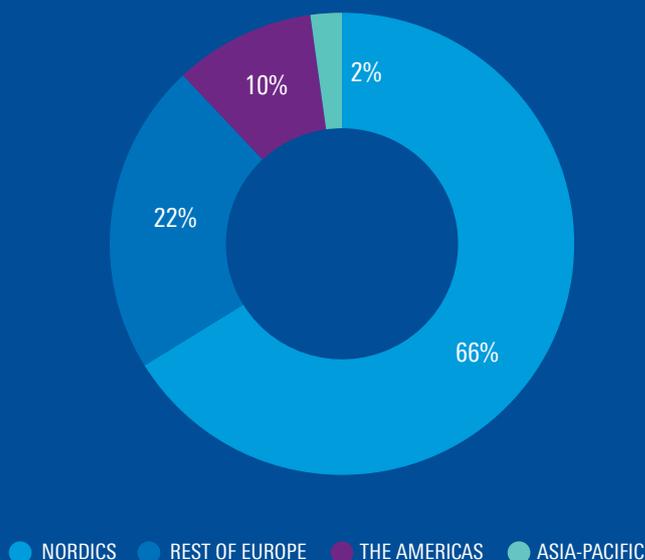
WHAT'S HOT IN THE NORDICS?^(d)

Sector	Sweden	Denmark	Norway	Finland	Total
Technology, media & telecommunications	24	25	20	13	82
Manufacturing & industrials	23	18	5	9	55
Services	15	9	11	2	37
Consumer & leisure	14	5	9	4	32
Construction & real estate	10	2	7	4	23
Energy & natural resources	5	8	5	4	22
Pharma, medical & biotech	2	1	12	3	18
Financial Services	4	3	1	1	9
Industrials & chemicals	1	1	0	1	3
Other	0	0	0	0	-
Total	98	72	70	41	281

Notes:

- (a) Includes total number of announced deals, excluding deals with lapsed or withdrawn bids, with a Nordic buyer or a target.
- (b) Percentages denote the proportion per country of the total number of Nordic deals.
- (c) Intra-Nordic deals include the deals where both the buyer and the target is Nordic.
- (d) The heat chart includes total number of deals with Nordic targets in the quarter (excl. outbound M&A from Nordic region).

NATIONALITY OF BUYERS OF NORDIC TARGETS



Source: (1) Mergermarket; (2) KPMG Analysis.

TOP 10 TRANSACTION IN DENMARK - Q3'21

Target	Buyer	EURm
Maersk Container Industry AS	China International Marine Containers	921
Fertin Pharma A/S	Philip Morris International	697
Ultragas ApS	Navigator Holdings Limited	450
Lunar Way A/S	Kinnevik, Tencent and Heartland	212
LanguageWire A/S	Bridgepoint Group	200
Danske Andelskassers Bank A/S (67.93% Stake)	Worldline	197
TEPKRI Sarsang A/S	Spar Nord Bank	175
Dixa ApS	ShaMaran Petroleum Corp.	145
Techedge ApS (41.05% Stake)	General Atlantic and Seed Capital	89
Coinify ApS	The Kantar Group Limited	82

KPMG Deal Advisory had worked on three (no. 1, 2 and 7) of the ten largest announced deals in Q3.

THE RETURN OF BOARDROOM OPTIMISM

Welcome to the autumn edition of KPMG's Nordic Deal Trend Report with figures covering deal activity in the third quarter of 2021.

We continuously note that M&A activity across key regions, including the wider EMEA region and, in particular, across the Nordics has been on an upward trajectory over the last four quarters. With 417 announced deals in the third quarter alone (1,651 deals in total this year), the activity has surpassed all prior years covered in this report – interestingly, we are even yet to witness what the fourth and final quarter of 2021 has in store for us.

Looking into the sector characteristics of the third quarter, nothing much has changed compared with the first half of the year – apart from the fact that deal activity levels seem increasingly fast paced. The tech, consumer and industrial manufacturing sectors clearly still take top spots, actually even cementing their position and making up almost three quarters of total announced deals in the months of July to September. As touched upon in our two most recent reports, we note the sentiment of doing deals in the transformational digital technology and e-commerce platforms in the context of societies is slowly getting used to the 'new normal' following COVID-19 and lockdown periods. No doubt this has, partly, driven the appetite for making deals happen in the two largest sectors.

This combined with the fact that across the Nordics there have been a high level of resilience against the pandemic and a will to take necessary measures to re-open

societies, together with plenty of corporate cash and private equity dry powder, we do not see any signs why M&A appetite should deteriorate in the near future.

Also underpinning the signs of continued high deal levels is [KPMG's CEO Outlook 2021](#) that we released recently. Drawing on the perspectives of 1,325 CEOs across 11 major markets, the survey offers a lens on how today's CEOs are plugged-in, people-first and purpose-led.

One of the overall themes that emerged in the CEO Outlook report – the road to renewal – shows that despite continued uncertainty and risk volatility, CEOs are confident and optimistic about future growth and are looking to drive expansion. 87 percent of CEOs are confident in their own company's growth prospects where M&A appears to be critical to powering this growth and state that they are looking to make deals in the next three years. Among that number, 50 percent characterise their M&A appetite as being 'high'.

One could go as far as saying that optimism has returned to the boardrooms.



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