

## The Deloitte In Extenso tandem occupies a strategic place in the rankings

### League Tables Mergers&Acquisitions 2017

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**USPA NEWS** - Amid a real complementarity, the Deloitte - In Extenso tandem addresses the whole market and supports the VSE / SME as the multinationals in their mergers and acquisitions. Complementing numerous small and mid-cap deals, the predominance of Deloitte - In Extenso's M & A consulting is validated by the volume of transactions carried out. Deloitte - In Extenso, a leading player in the sector, is characterized by being the link that enables the mid-market companies to be presented to large groups as well as to smaller companies depending on the nature of the transaction.

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No. 1 in M & A Small Cap in France in 2017, in number of operations - L'Agefi

No. 1 in M & A Mid-Cap and No. 2 M & A advisory services in France in 2017, in number of transactions - Business Magazine

N ° 1 on corporate M & A operations (48 operations) - CFNews

No. 3 M & A advisory services in France, in number of transactions in 2017 (80) and No. 2 M & A advisors in France, in number of operations cumulated over 2015, 2016 and 2017 (216) - Mergers & Acquisitions Magazine

No. 5 M & A Small-Cap advisory (transactions up to \$ 50 million) and No. 6 M & A Mid-Cap advisory (transactions up to \$ 500 million) in France in 2017, in number of transactions - Thomson Reuters

No. 5 in M & A Europe in 2017 (227) - Mergermarket

"2017 was a particularly busy year for the M & A market, and we have already started a dynamic year in 2018. In a thriving European ecosystem, France has been particularly active: the total value of transactions involving tricolor organizations increased by 33.7% in one year. The good results recorded by the Deloitte - In Extenso teams are part of this positive growth curve", summarizes Vincent Batlle, Financial Advisory Partner, Head of Transactions and Member of the Executive Committee of Deloitte France. "We recorded a total of 80 transactions in 2017, which shows our weight in the volume market. These rankings validate our Deloitte - In Extenso collaboration and the quality of the work provided by our teams in supporting companies, and regardless of their sector and size," says Charles Bédier, Financial Advisory Partner responsible for M & A at Deloitte.

-----Deloitte - In Extenso Finance & Transmission has completed a particularly dynamic year in 2016. In this context, our ambition is to maintain our business in 2017 with a volume of approximately 70 transactions over the coming year," summarizes Charles Bédier, Financial Advisory Partner responsible for M & A at Deloitte.

**SUPPORT OPERATION FOR SME'S FROM FRANCE TO EUROPE BETWEEN 2016 TO 2017** Between 2016 and 2017, support operations for SMEs in international transfer or acquisition operations have increased considerably. Last year, the group recorded 7 cross-border transactions compared to 2 in 2016. This dynamic is based on the setting up of a European network dedicated exclusively to SMEs. This network brings together Deloitte's finance and transmission teams in France, Belgium, Luxembourg, Norway, Denmark, Austria, Italy, Spain and Romania; and relies on a dedicated digital platform, to offer ever more opportunities to companies engaged in a sale or acquisition transaction.-----

"Deloitte - In Extenso's European strategy is aimed at small and medium-sized companies run by proprietors as well as at larger companies. It aims to broaden the outlook and maximize the potential economic synergies for our customers," says Marc Sabaté, Managing Director of In Extenso Finance & Transmission. "In 2018, we want to continue our geographic expansion and the development of our businesses. The consolidation of markets and the internationalization of players are all factors encouraging our approach. Transmission of family businesses is also at the heart of our attentions: accusing a long delay compared to its German neighbors for example, the French market presents a real margin of progress in the matter", concludes Christophe Estivin, President of In Extenso Finance & Transmission. Source : Deloitte In Extenso

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