



Industry report

IT

Developments in the IT industry [H1 2017 edition]

Introduction

The last M&A WW Convention took place in New Delhi on 17-18th November, providing an opportunity for all network members to discuss M&A projects in the IT Sector. One of the world's fastest growing economies and home to a thriving IT sector, India is profiled in brief on [page 2].

Two key factors currently driving development in the IT market are Connectivity and Mobility, with companies across the world becoming increasingly focused on how to understand, contribute to and ultimately gain advantage from the rapid expansion of the Internet

of Things ("IoT"). These key trends are discussed in depth by M&A WW industry experts on page 5 and 8 of the report.

Mergers and acquisitions represent an important strategic tool to fulfill or accelerate the growth of the IT industry. The M&A WW network has been involved in 28 M&A operations in the IT sector. 2017 looks as a busy year buoyed by strong public market valuations and significant liquidity in traditional capital markets.

In 2017, M&A WW will continue to offer a committed team to help clients grow through executing the best strategic opportunities in the IT sector. Happy New Year!

Bernard LECHAT

IT Sector Group Leader – MBA Capital, France

M&A Worldwide

The Network for Mergers and Acquisitions

Established in 2004, M&A WW is a leading global alliance of midmarket merger & acquisition specialists. M&A WW presently has 42 member firms operating in over 41 different countries. All members work closely together in a global alliance to advise

clients on mergers, acquisitions, divestitures, joint ventures, capital raising, and other strategic partnerships. Collectively, we closed [293 transactions in 2016], representing a cumulative deal value in excess of \$3bn.