



TRANSLINK

C O R P O R A T E F I N A N C E

Global reach, local expertise and
specialist sector knowledge

*Translink Corporate Finance
celebrated another successful
year in 2022*

In 2022, Translink turned 50 and successfully closed multiple deals.

Closing the deal(s):

Translink turned 50 in 2022 – a landmark anniversary for the mid-market corporate finance leader. In a global market mired by the Russian Ukraine conflict, rising inflation, interest hikes, political and economic uncertainty and the COVID-19 pandemic, Translink Corporate Finance conducted significant transactions across offices spanning 6 continents.

During a tough year, the group leaned on its deep sector-specific and on-the-ground local knowledge to steward multiple clients through significant transactions. Deals were concluded across several industries, particularly the industrials, TMT, healthcare and business services sectors.

A year in review:

The biggest challenges to M&A in 2022

“Global tensions and higher interest rates were the biggest obstacles facing M&A last year. While these are set to persist for some time, positively, supply chain issues – which were serious in 2021 – started improving, and COVID-19 is now finally off the table following China’s abandonment of its strict Zero-COVID strategy,” says Tero Nummenpää, Chairman of Translink International and partner at Translink Finland.

Industrial sector takes first place globally

The industrials sector experienced significant activity in 2022. Contributing factors included increased demand, technological advancements and the need for companies to invest heavily in sustainable practices and technologies to boost their reputations and attract investors. 2022 also saw a surge in TMT M&A activity, with the sector’s rapid evolution expected to continue. Speaking to the sector’s strong performance, Nummenpää says, “Industrials were more reasonably valued before the latest market correction and so seem to have taken less of a hit in valuations than many other sectors.”

M&A as key strategy

The industrials, TMT, healthcare and business service sectors all weathered 2022 well, with M&A core to their shared resilience. Nummenpää adds, “These are all industries where there is a natural need to conduct M&A activity as companies seek to consolidate their positions in the market and capitalise on the growing demand.”

Forecasts for 2023

Nummenpää foresees some ‘bouncing back’ in 2023. “It seems the much lower public valuation levels for growth companies were not 100% reflected in the private transactions in 2022. To me, this is a sign that the public market may have overreacted, which is why we are now seeing certain public valuations of tech companies such as Meta, Google and Amazon bouncing back to higher multiples,” adds Nummenpää.

Despite tough economic challenges, SMidCap M&A activity (attractively priced small and mid-cap growth companies) will continue, given the many opportunities they offer. The German office's strong performance has led to its Refinitiv ranking increasing strongly - its now listed 13th in Germany.

- Tero Nummenpää
Chairperson of Translink International and partner at Translink Finland

Translink Corporate Finance tops Refinitiv Rankings

With over 300 experts covering more than 35 countries across six continents, Translink Corporate Finance continues to distinguish itself as one of the top performing organisations in the Refinitiv rankings, an industry leading league table which ranks the dealmaking community.

Translink was rated within the top 20 corporate finance firms in Europe in the mid-market categories in their respective countries.

Wider European rankings saw the Nordics, Spain and Germany ranking 11th, 12th, and 13th for mid-market across the continent.

HIVES OF ACTIVITY

Here's a summary of our top 3 sectors according to deals done:



Industrials

31



TMT

23



Healthcare

18

Translink standout deals for 2022:

Barentz / Unipex

Translink Corporate Finance in France and the Netherlands worked with Netherlands-based Barentz International, a leading global life science ingredients distributor, to strengthen its presence in Europe and North Africa through the acquisition of French-based Unipex. This deal extended Barentz International's European network of logistic centres and application laboratories.



Visma / Inqom

Translink Corporate Finance in France and Norway acted as the advisor to Visma on the acquisition of Inqom. As one of Europe's leading providers of mission critical software, this deal accelerated Visma's growth strategy in existing and new markets. Looking forward to 2023, Nummenpää expects TMT to continue to dominate globally, with several EU-US deals predicted to take centre stage.



Grupo MFI / Fielmann

Translink Corporate Finance in Germany and Spain advised vertically integrated health and safety group Medical Fomento Industrial (MFI) on the sale of its operating subsidiaries to the German stock-listed company, Fielmann AG. The deal saw MFI gain access to an international supply chain and a superior omnichannel platform.



Translink gets the deal done

Translink's global footprint, deep local market insights and specialist sector knowledge secured a successful year of dealmaking, despite the difficult climate. **With a successful 50-year history, Translink is perfectly positioned to help our clients navigate the next 50 years and more.**

TRANSLINK
CORPORATE FINANCE

20
22

TRANSLINK CORPORATE FINANCE CELEBRATED 50 YEARS OF M&A EXCELLENCE

30%

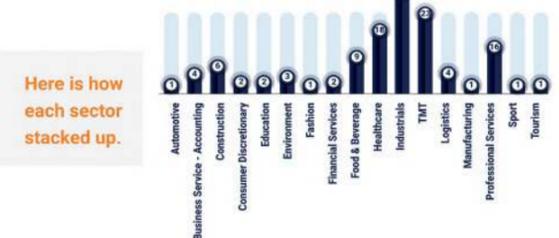
OF DEALS IN 2022 WERE CROSS-BORDER

SPOTLIGHT ON 3 NOTABLE TRANSACTIONS

Food & Beverage	Consumer Discretionary	TMT
We acted as the advisor to Barentz International on the acquisition of Unipex.	We acted as the exclusive advisor to Grupo MFI on the sale of its operating subsidiaries Ibervisión, Medop and Elaboria to Fielmann AG.	We acted as the advisor to Visma on the acquisition of Inqom.

TRANSACTION ACTIVITY BY SECTOR

2022 saw a diverse range of **INDUSTRY-SPECIFIC TRANSACTIONS ACROSS THE BOARD** with **Industrials** and **TMT** dominating M&A activity.



Here is how each sector stacked up.

MOVING ON UP

We continued to distinguish ourselves in the mid-market Refinitiv rankings:

11 th Nordic	12 th Spain	13 th Eastern Europe	13 th Germany
15 th AGS	18 th France	19 th UK	19 th Europe

GLOBAL REACH WITH SPECIALISED LOCAL KNOWLEDGE

Translink Corporate Finance is a leading mid-market corporate advisory group covering more than

35

Countries around the world

