



Global M&A Platform of the Year

DEALGATE

Martin Coninx is Managing Director of Dealgate Ltd, based in Switzerland. Recently, Dealgate was awarded Global M&A Platform of the Year, as voted by readers of AI magazine.

Dealgate is a global deal matching platform. *"We provide a closed and secure environment where our members exchange divestment and acquisition profiles, as well as enterprise financing,"* comments Managing Director Martin Coninx. *"Our members can post their opportunities anonymously, allowing for absolute discretion. Other Dealgate members might have access to potential targets or buyers beyond your research or network. This dramatically increases your chances of finding the perfect match."*

Martin continues to explain how the firm distinguishes itself from the competition in its jurisdiction. *"We collect deals from all over the world collaborating with our exclusive, trusted area sales partners country by country to peak our current and potential members' interest and satisfy their concerns. As we don't focus on the big players only, potential buyers, sellers, financiers and finance seekers can find unique deals in all industries and build up a good business network through our platform using one-to-one communication."*

Recent economic turbulence has brought many challenges to the table, however Dealgate was able to adapt to these conditions by introducing an easy-to-handle layout, with more favourable pricing, in order to make the platform available for all business professionals.

Martin explains further how the company has positioned itself to address the global market. *"The advent of Internet has changed the world and impacted the M&A industry. As www.dealgate.com is a global online media product, our platform is available for every professional in M&A: M&A advisors, investors, investment bankers, corporate M&A departments, family offices, venture capital firms, business owners, private equity firms, directors & managers. Our Dealgate platform is growing by 30% per quarter."*

In 2012 global M&A decreased 2.5 % by value as compared with 2011. This represents a 41 % fall as compared with pre-financial crisis level. The volume of M&A deals fell 4.3 % from 2011. However in Q4 overall deal volume and value picked up, by 4% and 25% after low activity levels in Q3 2012. Confidence in M&A is slowly beginning to return.

"We are getting more and more requests for memberships from North America and Asia Pacific," says Martin. *"The global fall in M&A in 2012 shows reduced activity levels in Latin America and Europe and significant increase in North America and Asia Pa-*

cific. In 2013 Asia Pacific continues to increase, new players are entering the M&A market."

In particular, Dealgate has had a very successful year to date, with achievements including:

- more and more area sales partners
- a winner of the 5th Annual International M&A Awards announced on 13th May at The New York Athletic Club
- new website layout
- introduction of a new service "financing for enterprises"

Demand for Dealgate's services has increased over the last year, with more and more M&A professionals becoming interested in the 'across-the-board' concept, and Martin has predictions on how to keep the success levels up for the forthcoming 12 months.

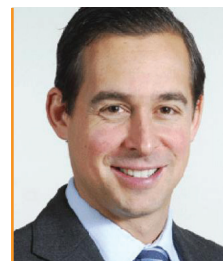
"In the globalised M&A business, networks are playing an increasingly important role; online networking businesses are getting stronger and stronger, we believe that the online M&A activity will rise up and more complex M&A services will appear with integrated M&A solutions."

"Our goal is to create an up-to-date, deal focused global data feed which accelerates the deal process, gives complete picture of on-going M&A by approaching all significant players in the industry."

"We ensure our current and potential members that every time they log in or receive our opportunity digests; they will find unique and attractive opportunities from all around the world thanks to our trusted area sales partners. Increasing number of deals and members will show the right path for our business."

Martin and his team at Dealgate were thrilled to win the Global M&A Platform of the Year award, and Martin attributes this achievement to having a fantastic team culture.

"We believe that the success of the individual depends on the success of team. As our teams work from different countries, it is important to set our goals together, gather in one place to do workshops, brainstorming, establish new ways to be creative and co-operate more efficient to highlight the team's dynamics."



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