



Global M&A Intelligence Report 2020

19 June 2020

Our annual Global M&A Intelligence Report is based on an analysis of key deal terms in over 2,500 private M&A transactions on which we advised since 2015.

For the tenth successive year we were once again number one for global M&A deal volume. We also advised on the most European Private Equity buyout and exit deals in 2019 for the third consecutive year (*Mergermarket*).

Our report includes analysis and commentary on the following key topics and questions:

- Are auctions still driving better terms for sellers?
- What are the most common conditions seen on deals?
- How are dealmakers managing and allocating risks in the gap between signing and closing?
- How common is M&A insurance, where is it being used and what types of cover are available?
- And critically: how do the trends differ between regions and countries?
- The impact on the global M&A market as the COVID-19 pandemic continues to unfold
- What pricing mechanisms are used and the impact of geography
- Typical earn-out terms
- MAC provisions and the general apportionment of risk in a conditional deal
- Global variation in the use of restrictive covenants
- Common types of dispute resolution in relation to M&A transactions
- And "What is market?" for seller protections - caps, baskets and claim periods.

Read the overview version of the Global M&A Intelligence Report 2020 [here](#).

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