Total deal values reached record highs in 2021 as competition grew increasingly complex.

Major deal market value ($T)

- Strategic buyers
- Nonstrategic buyers

Strategic M&A had a record-breaking year, reaching $5.9 trillion in deal value, the highest on record and a 45% jump over the previous year.

The outlook for strategic M&A remains strong.

The market is becoming increasingly complex.

Strategic buyers vs. Nonstrategic buyers

- Technology
- Healthcare
- Everything else
- Strategic M&A
- Nonstrategic M&A

Firms of M&A growth and value

Prices are booming.

The outlook for strategic M&A remains strong.

In our global survey of 281 executives:

20 years ago, 80% noted that deal activity was central to their broader business strategy.

Today’s M&A includes significant participation from:

- Corporate buyers
- Private equity (PE) portfolio add-ons
- Financial investors
- Special purpose acquisition companies (SPACs)
- Venture capital/corporate venture capital

While prices and competition are up, M&A practitioners can avoid emerging risks by focusing on a few actions:

1. Identify, quantify, and capture revenue synergies to justify record-high deal multiples.
2. Apply an ESG lens to dealmaking—environmental, social, and corporate governance (ESG) is fast becoming an integral part of due diligence.
4. Elevate the importance of talent, which is a critical success factor for deals and under pressure in today’s labor market.

Finding M&A success in a hot market.

Strategic M&A had a remarkable year, reaching $3.8 trillion in deal value, the second highest on record and a 47% jump over the previous year.

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