



IMAP accelerates French-Indian M&A deals

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IMAP launched the first in a series of 'India Focus' events dedicated to accelerating acquisition, joint-venture and outsourcing opportunities in India.

Commencing this week in Paris, the 2 day event was organized by IMAP France (Societex Corporate Finance) with the support of representatives from IMAP India (Motilal Oswal). It kicked off with exclusive one-on-one meetings with over 12 CEO's from key corporations, the majority of which from the IT, Fintech, E-commerce, Engineering, Automotive, Aerospace, Infrastructure and Food Industries. During day 2, IMAP hosted a Conference assisted by Private Equity Groups looking to take advantage of build-up opportunities for their portfolios or direct investments in India and was wrapped up by means of visits and meetings with clients with active projects in India.



With a current economic growth of 7.5%, driven by the services sector and favourable demographics, India offers ample business opportunities and continues to intensify its M&A operations. For French investors, India is a unique reservoir of IT, engineering and manufacturing skills still reasonably cost. An economy with great entrepreneurs, it offers unique investment opportunities in the Infrastructure sector. For Indian buyers, French engineering companies provide access to key worldwide accounts in strategic sectors such as Automotive, Aerospace and Defense.

Over a third of IMAP M&A deals are cross-border and IMAP is perfectly equipped to take advantage of India's expansion and accelerate the number of cross-border deals closed there. The kick-off event in Paris proved a great success and will be replicated over the upcoming months across Europe.

Pascal Riviere, Partner at IMAP France said "In the past our clients were focused on China, however we are now experiencing a growing interest in acquisition opportunities in India, for the most part in the TMT sector, but also in traditional industrials and the food industry".

Dattatray Pandit, Director at IMAP India added, "We are delighted by the positive response we have received. I am convinced that the M&A flow between Europe and India will increase dramatically in the coming years with IMAP playing a key role".

IMAP

Established in 1973 and present in more than 40 countries, IMAP consistently ranks amongst the top M&A mid-market advisors worldwide. With over 200 deals completed in 2014, IMAP's sector expertise, dedicated professionals and cross-border collaboration continue to drive its differential value proposition globally.

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