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Overview

tarting in 2009 and following the financial crisis, on average 37% of annual M&A activity has taken place in 'non-traditional' M&A markets (excluding North America, Western Europe, Australia, New Zealand and Japan). This was the lowest percentage since 2008 (see Exhibit 1). This continues a general, albeit relatively small, decline since 2016 as M&A activity has expanded greatly in the traditional markets of Western Europe and North America.

Now in its second decade, the MARC M&A Attractiveness Index Score (MAAIS) provides an update based on 2021 data and analysis, ranking a total of 148 countries worldwide. The Index provides for each country a percentage figure which indicates its attractiveness for domestic and in-bound M&A purposes, i.e., its ability to attract and sustain business activity. The proprietary methodology for ranking and assessing a country's attractiveness for M&A activity has been developed and reviewed by both practitioners and academics at the M&A Research Centre at Bayes Business School.

The primary component of the Index comprises six categories of country development factors. The indicators which make up these factor groups have been discussed number of by а practitioners and tested against historical market information, as described in the Sample and Methodology section at the end of this report. Twenty-one country-specific development indicators have been aggregated into the following six factor groups:

- Regulatory and Political indicators (e.g., rule of law, political stability and control of corruption)
- Economic and Financial indicators (e.g., GDP size and growth, inflation, stock market capitalisation and access to financing)
- Technological indicators (e.g., innovation and level of high-tech exports)
- Socio-economic indicators (demographics)
- Infrastructure and Assets indicators (e.g., road and rail networks and number of registered companies).
- Environment, Social and Governance (ESG) scores.

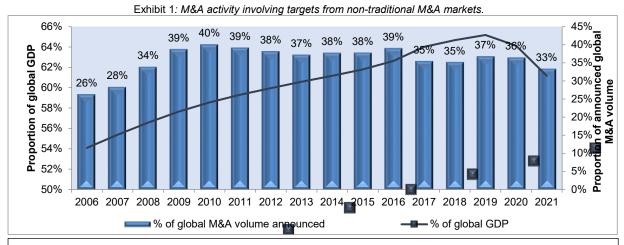


Exhibit 1 shows the M&A activity (the proportion of announced global minority and majority transactions) involving targets from non-traditional M&A markets plotted against those countries' proportion of global GDP (an average five-year forward estimate). Note that the data labels refer to the proportion of global announced M&A volume. For the purpose of this graph, 'non-traditional' M&A markets are defined as all countries excluding those in the 'traditional' M&A markets, namely North America, Western Europe, Australia, New Zealand and Japan.

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2021 League Table: Top 10 Focus

xhibits 2(A), (B) and (C) provide the ranking of 148 countries worldwide which have been analysed using the MARC M&A Attractiveness Index for 2021. They are organised in descending order of attractiveness.

The exhibits present the changes in the ranking's year-on-year and over a five-year period (comparing a period including Covid-19 and a period without any pandemic). Therefore, the direct comparison shown is with 2020 and 2016, providing both a trend and a current snapshot of the drivers contributing to positive or negative movements from an in-bound and domestic M&A perspective. The 'Market Opportunities' and 'Market Challenges' columns give the factor group range for each country, with the highest-ranking factor group being presented as the country's most attractive feature or opportunity, whereas the lowest is the major challenge on a relative basis.

Looking at the top ten countries and the regions they represent (*Exhibit 2(A)*), two North American countries form part of the top ten of the MAAIS 2021 with the US leading

the index and Canada in fourth position. Six European countries are in the top ten together with two Asian countries. UK (notably despite Brexit), is leading the European region ranked third in the global country list followed by Germany, Netherlands, France, Spain and Switzerland in fifth, sixth, seventh, ninth and tenth positions respectively. For Asian countries, Singapore leads the region in second position of the global index followed by South Korea in eighth.

The highest factor group ranking for the US, Singapore, UK, France and Spain, is 'Infrastructure and Assets'. They all have high levels of good infrastructure such as registered companies, ports, rails and roads. The leading market opportunity for Canada, Netherlands, Germany, and Switzerland is 'Environmental, Social and Governance', while 'Technology' is the key factor group which kept South Korea in the top ten.

Notably, the leading market challenges for 70% of all of all the top ten countries are in the area of 'Socio-economic' due to principally to the pandemic'.

Movers and Shakers

s noted above, the 2021 Index also shows year-on-year and five-year movements for each country in the ranking.

Interestingly, in the top ten of the MAAIS index, there are **no movements over the past year** for the US and, Singapore while Germany, the Netherlands, South Korea and Switzerland each lost two places, the UK, Canada, France and Spain gained four, one, three and four places respectively (Spain was not in the top 10 in the previous year). Dropping out of the top ten was Japan which now ranks twelfth.

Looking at the **movements over the last five years**, Switzerland, Germany and South Korea lost five, three and one rankings respectively, while Spain gained four rankings, both the UK and France gained three places each. Followed by the Netherlands, and Singapore gained two and one rankings respectively.

The largest one-year movements would be expected to be further down the tables. Within the top 50, the greatest improvement is Costa Rica (+10 places) followed by Panama (+7), Chile (+5), the UK (+4) and Spain (+4). 'Technological' is the greatest strength for Costa Rica, while 'Economic and Financial' is the main strength for both Panama. Latvia (-8) and Thailand (-5) suffered major drops in the top 50 of the global ranking. In the case of Latvia, the drop was due to their 'Socio-economic' factor group while the 'ESG' factor was the main challenge for Thailand.

Improvements over the five-year period show Greece leading the pack with a gain of 16 places followed by China (15), and Costa Rica (12). The countries that have lost the most ground in the top 50 over the five-year period are Finland (-7), Croatia (-7) and Czech Republic (-6).

Exhibit 2(A): MARC M&A Attractiveness Index 2021 - Country Ranking 1-50

Rank	Country	Index Score	Rank 1YR ∆	Rank 5YR ∆	Market Opportunities		Market Challenges	
1	United States	76%	0	0	Infrastructure & Assets	91%	Regulatory & Political	74%
2	Singapore	74%	0	1	Infrastructure & Assets	95%	Socio-economic	70%
3	United Kingdom	69%	4	3	Infrastructure & Assets	92%	Socio-economic	64%
4	Canada	69%	1	0	ESG	95%	Socio-economic	74%
5	Germany	68%	-2	-3	ESG	94%	Socio-economic	70%
6	Netherlands	68%	-2	2	ESG	93%	Socio-economic	57%
7	France	67%	3	3	Infrastructure & Assets	93%	Socio-economic	60%
8	South Korea	67%	-2	-1	Technological	95%	Regulatory & Political	74%
9	Spain	66%	4	4	Infrastructure & Assets	90%	Regulatory & Political	70%
10	Switzerland	66%	-2	- 5	ESG	97%	Socio-economic	59%
11	Norway	66%	0	6	ESG	100%	Socio-economic	50%
12	Japan	66%	-3	3	ESG	87%	Socio-economic	59%
13	Malaysia	64%	1	8	Technological	88%	Regulatory & Political	57%
14	Austria	64%	-2	- 5	ESG	95%	Socio-economic	61%
15	Australia	64%	2	-4	ESG	93%	Socio-economic	63%
16	Denmark	63%	0	-4	ESG	98%	Socio-economic	41%
17	Ireland	63%	-2	1	ESG	91%	Socio-economic	44%
18	Luxembourg	63%	0	-2	ESG	94%	Socio-economic	53%
19	Belgium	63%	2	3	ESG	84%	Socio-economic	50%
20	Czech Republic	63%	2	-6	ESG	92%	Socio-economic	52%
21	New Zealand	62%	-1	-2	ESG	97%	Socio-economic	43%
22	Slovakia	62%	3	8	Infrastructure & Assets	81%	Socio-economic	61%
23	Sweden	62%	-4	1	ESG	99%	Socio-economic	45%
24	China	61%	4	15	Socio-economic	96%	Regulatory & Political	58%
25	Hong Kong	61%	-1	2	Technological	95%	Regulatory & Political	65%
26	Italy	60%	3	-3	Infrastructure & Assets	93%	Regulatory & Political	61%
27	Finland	60%	-4	-7	ESG	96%	Socio-economic	37%
28	Poland	60%	-2	-3	ESG	81%	Regulatory & Political	50%
29	Malta	59%	1	0	ESG	87%	Socio-economic	34%
30	Chile	59%	5	5	ESG	81%	Regulatory & Political	60%
31	United Arab Emirates	59%	-4	-5	Regulatory & Political	78%	Technological	62%
32	Iceland	58%	-1	-4	Technological	97%	Socio-economic	36%
33	Portugal	58%	0	1	ESG	79%	Socio-economic	51%
34	Israel	58%	2	-1	Technological	86%	Socio-economic	39%
35	Romania	57%	2	-4	Economic & Financial	72%	Regulatory & Political	63%
36	Slovenia	57%	-2	-4	ESG	90%	Socio-economic	40%
37	Thailand	57%	-5	6	Socio-economic	91%	ESG	50%
38	Costa Rica	57%	10	12	Technological	78%	Infrastructure & Assets	50%
39	Greece	56%	0	16	Economic & Financial	73%	Socio-economic	50%
40	Cyprus	56%	-2	-2	Technological	83%	Socio-economic	55%
41	Vietnam	55%	-1	-4	Socio-economic	89%	Regulatory & Political	37%
42	Lithuania	55%	3	11	ESG	90%	Socio-economic	42%
43	Croatia	55%	0	-7	ESG	78%	Socio-economic	42%
44	Hungary	55%	-2	-2	Technological	76%	Economic & Financial	58%
45	Russia	53%	-1	11	Infrastructure & Assets	83%	Regulatory & Political	25%
46	Panama	53%	7	11	Economic & Financial	77%	Socio-economic	46%
47	Brazil	52%	2	0	Socio-economic	93%	Regulatory & Political	34%
48	Bulgaria	52%	-1	-3	ESG	80%	Socio-economic	45%
49	Latvia	52%	-8	-5	ESG	89%	Socio-economic	31%
50	Mexico	52%	0	-4	Socio-economic	81%	Regulatory & Political	43%

Exhibit 2(A) shows the MARC M&A Attractiveness Index 2021 ('Index Score' column) for the countries ranked between 1 and 50. The exhibit also provides the year-on-year and five-year changes in ranking for each country ('Rank 1YR' and 'Rank 5YR' columns). It also gives the range of factor group scores, with the highest ranked factor group and its corresponding score shown in the 'Market Opportunities' column and the lowest ranked factor group and its corresponding score shown in the 'Market Challenges' column.

Exhibit 2(B): MARC M&A Attractiveness Index 2021 - Country Ranking 51-100

Rank	Country	Index Score	Rank 1YR ∆	Rank 5YR A			Market Challenges	
51	Estonia	52%	3	-11	Market Opportunities ESG	92%	Market Challenges Socio-economic	30%
52	Mauritius	51%	18	-11 -1	Regulatory & Political	75%	Technological	30%
53		51%	-1	5	Infrastructure & Assets		<u> </u>	
	South Africa					79%	Regulatory & Political	36%
54	Indonesia	50%	-3	10	Socio-economic	88%	Regulatory & Political	38%
55	Qatar	50%	1	-3	Regulatory & Political	70%	Economic & Financial	49%
56	Serbia	50%	9	7	Infrastructure & Assets	65%	Technological	55%
57	Oman	50%	0	-3	Regulatory & Political	78%	Economic & Financial	43%
58	India	50%	9	13	Socio-economic	86%	ESG	31%
59	Saudi Arabia	49%	-13	2	Socio-economic	86%	ESG	46%
60	Kuwait	49%	8	7	Socio-economic	67%	Economic & Financial	42%
61	Turkey	49%	-2	12	Infrastructure & Assets	82%	ESG	27%
62	Kazakhstan	48%	-2	-13	Technological	84%	Economic & Financial	41%
63	Philippines	48%	-1	11	Economic & Financial	73%	Regulatory & Political	30%
64	Morocco	48%	2	8	Economic & Financial	77%	ESG	28%
65	Belarus	48%	-10	-5	Socio-economic	66%	Economic & Financial	29%
66	Peru	48%	-5	-1	ESG	75%	Regulatory & Political	35%
67	Montenegro	47%	21	-8	ESG	72%	Infrastructure & Assets	34%
68	Uruguay	47%	-10	0	ESG	86%	Economic & Financial	33%
69	Argentina	47%	3	0	ESG	71%	Regulatory & Political	33%
70	Bahrain	47%	6	7	Socio-economic	62%	ESG	36%
71	Colombia	47%	-8	-23	Socio-economic	84%	Infrastructure & Assets	33%
72	Brunei	47%	-8	-31	ESG	83%	Economic & Financial	40%
73	Dominican Republic	46%	10	5	Technological	63%	ESG	36%
74	Bosnia and Herzegovina	45%	-5	-12	ESG	61%	Regulatory & Political	32%
75	Côte d'Ivoire	45%	7	17	Economic & Financial	73%	Infrastructure & Assets	25%
76	Macedonia	45%	5	-10	Socio-economic	58%	Infrastructure & Assets	46%
77	Tunisia	44%	0	7	Socio-economic	68%	ESG	34%
78	Ukraine	44%	-4	-3	Infrastructure & Assets	81%	Regulatory & Political	32%
79	Fiji	43%	0	24	ESG	69%	Infrastructure & Assets	33%
80	Georgia	43%	-7	-4	ESG	70%	Infrastructure & Assets	34%
81	Botswana	42%	14	1	ESG	67%	Technological	24%
82	Paraguay	42%	5	18	ESG	69%	Infrastructure & Assets	27%
83	Seychelles	41%	-5	-4	Regulatory & Political	57%	Economic & Financial	23%
84	Uzbekistan	41%	1	10	Socio-economic	75%	Technological	28%
85	Azerbaijan	41%	4	3	Socio-economic	73%	Economic & Financial	31%
86	Mongolia	40%	-6	-1	Technological	63%	Infrastructure & Assets	29%
87	Bahamas	40%	-3	-17	Regulatory & Political	66%	Economic & Financial	39%
88	Ecuador	40%	-13	-7	Socio-economic	61%	Regulatory & Political	21%
89	Trinidad and Tobago	39%	-18	-9	ESG	74%	Technological	36%
90	Jordan	39%	6	1	Infrastructure & Assets	61%	ESG	20%
91	Kenya	38%	7	18	Economic & Financial	62%	ESG	27%
92	El Salvador	38%	1	7	Economic & Financial	70%	ESG	34%
93	Armenia	37%	-2	-4	Technological	60%	Infrastructure & Assets	34%
94	Moldova	37%	-8	-11	Socio-economic	62%	Economic & Financial	35%
95	Algeria	37%	14	21	Infrastructure & Assets	66%	Regulatory & Political	20%
96	Albania	36%	1	1	Socio-economic	57%	Infrastructure & Assets	28%
97	Bolivia	36%	22	1	Economic & Financial	62%	Regulatory & Political	12%
98	Ghana	36%	14	15	Socio-economic	51%	Technological	25%
99	Iran	36%	-5	-13	Socio-economic	88%	Regulatory & Political	14%
100	Sri Lanka	35%	-5 2	-13 7	Socio-economic	65%	ESG	21%
100	OII Lalika	3370	2	1	GOCIO-ECONOMIC	0570	LUG	Z 1 70

Exhibit 2(B) shows the MARC M&A Attractiveness Index 2021 ('Index Score' column) for the countries ranked between 51 and 100. The exhibit also provides the year-on-year and five-year changes in ranking for each country ('Rank 1YR' and 'Rank 5YR' columns). It also gives the range of factor group scores, with the highest ranked factor group and its corresponding score shown in the 'Market Opportunities' column and the lowest ranked factor group and its corresponding score shown in the 'Market Challenges' column.

Exhibit 2(C): MARC M&A Attractiveness Index 2021 - Country Ranking 101-148

Rank	Country	Index Score	Rank 1YR ∆	Rank 5YR ∆	Market Opportunities		Market Challenges	
101	Egypt	35%	-11	13	Infrastructure & Assets	74%	ESG	9%
102	Iraq	35%	1	26	Technological	65%	ESG	7%
103	Bangladesh	35%	15	-8	Socio-economic	86%	Technological	9%
104	Senegal	35%	0	20	Economic & Financial	68%	Technological	21%
105	Jamaica	34%	-13	-12	Infrastructure & Assets	61%	Economic & Financial	21%
106	Cape Verde	34%	5	-1	Regulatory & Political	74%	Infrastructure & Assets	20%
107	Cambodia	34%	3	1	Socio-economic	54%	ESG	18%
108	Guatemala	34%	-1	13	Economic & Financial	48%	Regulatory & Political	31%
109	Papua New Guinea	33%	7	3	ESG	49%	Technological	24%
110	Laos	33%	3	-23	Technological	54%	Infrastructure & Assets	24%
111	Tanzania	32%	12	-15	Socio-economic	47%	ESG	24%
112	Namibia	32%	-13	-11	ESG	60%	Technological	20%
113	Lebanon	32%	-12	14	Socio-economic	60%	Economic & Financial	1%
114	Antigua and Barbuda	31%	-6	-8	Regulatory & Political	54%	Infrastructure & Assets	19%
115	Uganda	31%	0	19	Economic & Financial	45%	ESG	16%
116	Honduras	31%	-16	-14	Economic & Financial	49%	Regulatory & Political	26%
117	Kyrgyzstan	31%	15	-13	Economic & Financial	45%	Regulatory & Political	25%
118	Pakistan	30%	3	5	Infrastructure & Assets	70%	ESG	5%
119	Guyana	29%	-5	18	Economic & Financial	53%	Infrastructure & Assets	18%
120	Zambia	29%	0	-30	Regulatory & Political	46%	Technological	21%
121	Malawi	28%	1	-2	Socio-economic	39%	ESG	14%
122	Burkina Faso	28%	3	-11	Economic & Financial	51%	ESG	15%
123	Nigeria	28%	8	7	Socio-economic	52%	Technological	14%
124	Madagascar	28%	13	1	Socio-economic	45%	Technological	6%
125	Djibouti	28%	8	17	Economic & Financial	50%	ESG	6%
126	Mali	27%	3	5	Economic & Financial	55%	ESG	13%
127	Cameroon	27%	7	-12	Economic & Financial	51%	Regulatory & Political	16%
128	Belize	27%	-2	-6	ESG	41%	Infrastructure & Assets	20%
129	Zimbabwe	26%	-23	-11	Infrastructure & Assets	39%	ESG	7%
130	Nicaragua	25%	-3	-20	Socio-economic	49%	Technological	22%
131	Guinea	25%	-1	9	Economic & Financial	42%	Regulatory & Political	16%
132	Mozambique	24%	-15	-15	Socio-economic	40%	ESG	8%
133	Ethiopia	24%	-29	-4	Socio-economic	54%	ESG	12%
134	Angola	23%	-10	4	Infrastructure & Assets	42%	ESG	11%
135	Solomon Islands	23%	0	0	Regulatory & Political	60%	Technological	14%
136	Venezuela	23%	-8	-16	Socio-economic	65%	Economic & Financial	3%
137	Sudan	22%	-1	-11	Socio-economic	49%	ESG	0%
138	Tajikistan	21%	3	-2	Socio-economic	39%	Technological	19%
139	Haiti	20%	1	5	Socio-economic	46%	ESG	2%
140	Liberia	20%	-2	-1	Regulatory & Political	33%	Technological	4%
141	Syria	20%	-2	4	Socio-economic	55%	Regulatory & Political	0%
142	Mauritania	19%	0	4	Regulatory & Political	38%	Technological	9%
143	Congo, Rep.	19%	4	5	Socio-economic	28%	ESG	4%
144	Sierra Leone	18%	0	-3	Regulatory & Political	35%	Technological	11%
145	Yemen	18%	-2	-2	Socio-economic	48%	ESG	0%
146	Congo, Dem. Rep.	18%	0	-13	Socio-economic	47%	Technological	5%
147	Swaziland	16%	-2	-15	Regulatory & Political	32%	ESG	9%
148	Eritrea	8%	0	-1	Economic & Financial	31%	Technological	0%

Exhibit 2(C) shows the MARC M&A Attractiveness Index 2021 ('Index Score' column) for the countries ranked between 101 and 148. The exhibit also provides the year-on-year and five-year changes in ranking for each country ('Rank 1YR' and 'Rank 5YR' columns). It also gives the range of factor group scores, with the highest ranked factor group and its corresponding score shown in the 'Market Opportunities' column and the lowest ranked factor group and its corresponding score shown in the 'Market Challenges' column.

Regional M&A Attractiveness

xhibit 3 provides the regional rankings for the **MARC** M&AAttractiveness Index for 2021. The 'Market Opportunities' and 'Market Challenges' columns give the factor group range for each region, with the highestranking factor group presented as the region's most attractive feature opportunity, whereas the lowest ranked factor group is shown as the major challenge which each region faces.

North America (1st with an index score of 83%) Western Europe (2nd) and Oceania (3nd) are the highest ranked regions in terms of M&A attractiveness. They are followed by Asia (4th) and CCE/CIS (5th). The less attractive regions are Latin America (6th) and the Middle East (7th) with the last being Africa with the lowest index score of 40%. It is worth noting that Oceania and Western Europe have swapped places over the period of five years.

Exhibit 3: Regional MARC M&A Attractiveness Index Score

Rank		Index score	Index score (Y-Y)	Index score (Y-5)	Market Opportunities		Market Challenges	
1	North America	83%	0	0	ESG	91%	Regulatory & Political	75%
2	Western Europe	78%	0	1	Infrastructure & Assets	87%	Socio-economic	62%
3	Oceania	77%	0	-1	ESG	92%	Socio-economic	59%
4	Asia	70%	0	0	Socio-economic	87%	Regulatory & Political	53%
5	CEE / CIS	64%	0	0	Infrastructure & Assets	76%	Regulatory & Political	41%
6	Latin America	60%	0	0	Socio-economic	79%	Regulatory & Political	38%
7	Middle East	59%	0	0	Socio-economic	75%	ESG	42%
8	Africa	40%	0	0	Socio-economic	56%	ESG	24%

Exhibit 4 shows the five factor groups across the eight regions for 2020. 'Technological', 'Regulatory and Political', and 'Infrastructure and Assets' create the most differentiation for North America as the strongest of all regions.

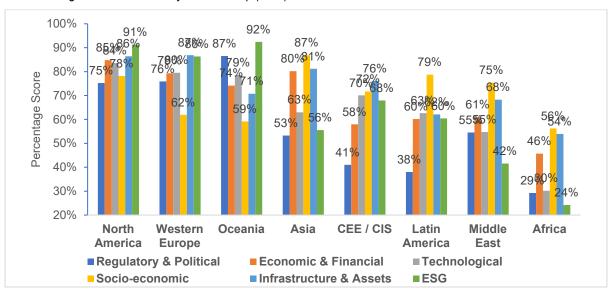


Exhibit 4: Regional Performance by Factor Group (2021)

Sample and Methodology

The Index is designed to evaluate the capacity of a given country to attract and sustain M&A activity. It is a weighted average composite of twenty-one indicators that aggregate into six factor groups: Regulatory and Political, Economic and Financial, Technological, Socio-economic, Infrastructure and Assets and Environmental. Social and Governance (Exhibit 5).1 In order to reach the final score for each country, we apportion a 75% weight to the index with the remaining 25% weighting provided by that year's domestic and in-bound cross-border M&A activity. The full Index includes the ratings for 148 countries.

Index data

As discussed by a number of authors (Appadu et al., 2017²; Carapeto et al., 2010, there are macroeconomic. microeconomic, institutional and socioeconomic developments which a country must undergo in order to become an established M&A market.

The macroeconomic issues include policy country's growth, fiscal and government spending industrial on development such as R&D and infrastructure. Tightly controlled economies are more likely to be slow to adapt to changes in market conditions and innovation.

The microeconomic issues which affect M&A attractiveness include the structure of a country's industry (i.e., its breadth, maturity and prosperity) and the level of maturity of its financial market (i.e., the stability of its debt yields and size of its risk premia).

Institutional developments, such as the sophistication of the banking system and development of the stock market, are pivotal to securing finance for deals. The soundness and reliability of the judiciary system in the local country diminishes the expropriation of wealth, another important consideration for foreign investors.

Key socio-economic issues which affect a country's attractiveness and the long-term sustainability of business investment include the size and demographics of the population. An ageing population, for example, will have a significant effect on future domestic consumer spending, in terms of both volume and habits.

The sources of the indicator data shown in **Exhibit 5** are all publicly available, which ensures the ability to update the index annually. For each indicator, a recognised survey, report or database was identified and percentiles were calculated based on the full sample of the particular dataset.

Percentiles are used as, for many of the indicators, the potential scale is indefinable and the distribution of countries is not even or Consequently, the calculation of percentiles has been made depending on distributions rather than the full (potential) scale.

Deal data

The M&A data used in this report is sourced from the SDC Platinum database and has been restricted to include only deals in which there has been a change in ownership (controlling or non-controlling stakes) from one firm to another, i.e., excluding spin-offs, recapitalisations, self-tenders, offers, repurchases or privatisations.

Restriction of indicators

The Index aims to cover all of the areas of a country's development which are relevant for attractiveness purposes. M&A indicators of importance, such as the development of the domestic bond market or level of education, have not been included due to issues of data availability. There will inevitably be other relevant indicators which have not been included, especially the coverage considering global

 $^{^{\}rm 1}\,{\rm We}$ also restrict the number of countries by only including countries

with M&A data (change of control/majority). 2 Appadu,N, A.Faelten, S.Moeller and V. Vitkova. 2016."Assessing market attractiveness for mergers and acquisitions: the M&A Attractiveness Index Score". The European Journal of Finance 22(7-9):732-755

³Carapeto, M, Moeller, S, Faelten, A and A.Smolikova, 'M&A Maturity Index: Evidence from Seven Emerging Markets' (March 16, 2010). Available at SSRN: https://ssrn.com/abstract=1573029; Carapeto, M, Moeller, S, Faelten, A and A. Smolikova, 'Assessing Market Attractiveness for Mergers and Acquisitions: The MARC Maturity Index'. Available SSRN: https://ssrn.com/abstract=1786552

information and differences between geographical regions and other micro factors. However, the Index does provide a robust illustration of M&A attractiveness at a country level and can inform decision-making around deal-making in lesser-known markets.

Exhibit 5: MARC M&A Attractiveness Index data

Factor Group	Indicator	End of Data Period⁴	Source
	Rule of law	2019	The World Bank 'Governance Matters 2019'
	Completion formalities	2020	Doing Business 2020 - Economy rankings
Regulatory	Registering property	2020	Doing Business 2020 - Economy rankings
and Political	Paying taxes	2020	Doing Business 2020 - Economy rankings
	Trading across borders	2020	Doing Business 2020 - Economy rankings
	Enforcing contracts	2020	Doing Business 2020 - Economy rankings
	GDP size	2021-25	IMF's 'World Economic Outlook Database' April 2021
	GDP growth - CAGR	2021-255	IMF's 'World Economic Outlook Database' April 2021
Economic and Financial	Inflation	2021-25	IMF's 'World Economic Outlook Database' April 2021
	Stock market capitalisation as % of GDP	LY	World Bank's 'World Development Indicators'
	Private credit provided as % of GDP	LY	World Bank's 'World Development Indicators'
	High-technology exports	2019	World Bank's 'World Development Indicators'
Technological	Innovation	2016	World Intellectual Property Organisation
	Internet users per 100 people	2019	World Bank's 'World Development Indicators'
Socio-	Population size	2020-24	IMF's 'World Economic Outlook Database' April 2020
economic	Population aged 15-64 (% of total)	2020	World Bank's 'World Development Indicators'
	Registered companies (>\$1m total assets)	2021	Orbis (Bureau van Dijk) database
Infrastructure	Container port traffic (TEU) ⁶	2019	World Bank's 'World Development Indicators'
and Assets	Railway lines (km)	2019	World Bank's 'World Development Indicators'
	Paved roads as % of total roads	2011	World Bank's 'World Development Indicators'
Environmental, Social and Governance	Environmental Risk management (25%), Social Risk Management (25%) and Governance Risk Management (50%)	2021	MSCI ESG Research LLC

⁴ 'LY' stands for 'Latest Year available'. '2020-24' indicates an average from 2020 to 2024 (estimated).

⁵ Compounded annual growth rate between 2020 and 2024 (estimated).

⁶ Twenty-foot equivalent unit

Notes on Authors

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