

# Q1 Newsletter 2022

Market turbulence is starting to raise concerns among middle market buyers. While diligence is prudent in every market condition, the current turbulence in the supply chain and rising prices for manufacturing inputs create uncertainty for buyers. On the other hand, uncertainty may also signal a buying opportunity.

Given the premiums paid for many transactions over the past two years, current market conditions should help to moderate seller expectations regarding valuations, particularly in industry sectors with over-heated deal activity. For strategic buyers motivated by extraordinary growth aspirations and competitive diversification, now is not the time to sit on the sidelines. If acquisition opportunities are well-priced and lie within the “sweet spot” for product-market, technology, and geographic criteria, there may be no better time to turn cash on the balance sheet into EBITDA. - Jeff Schmidt, Executive Managing Director, CDI Global.

We continue to provide high quality content to our followers. Blog posts this quarter have had amazing clicks and we are ranking better than ever. The key for the blog program is to continue creating engaging content that our customers and followers can rely on, and that demonstrates we are leaders in the M & A sector.

## Here are the highlights:



### Global Luxury Goods sector as a whole is up

The global Luxury Goods sector as a whole is up around 14% on 2020 and Average EBITDA for 2022 is expected to grow by +11%. The recovery of global spending on luxury shows marked growth compared to the dark year of the pandemic and positive signs compared to 2019.

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### Digital Marketing, rocketing towards a \$1 Trillion Industry

The Digital Marketing space is vibrant as ever. 2021 saw a fast recovery (+30% over last year according to CIESCO) from a dip in 2020 that broke an impressive 5-year growth streak. LUMA.A, an index produced by LUMA investment banking, which tracks publicly traded Adtech companies, already represents close to \$200bn in combined market capitalization.

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### Is FinTech the new favorite destination for investor money?

When Berlin-based online bank N26 completed its EUR 775 million fundraising round in October, which valued the company at more than EUR 7.76bn, it became the highest valued FinTech in Germany and one of Europe’s most valuable FinTechs, behind buy-now-pay-later leader Klarna from Sweden and online banking giant Revolut from the UK, but ahead of other UK neobanks such as Starling and Monzo.

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### Metaverse and the Healthcare Industry

The metaverse is going to change the world. What’s the metaverse? It’s the digitalization of everything. What’s everything? All processes and physical objects in healthcare; finance and investing; art and entertainment; construction; chemicals; utilities; retail; energy; and information technology.

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## TRANSACTIONS HIGHLIGHTS

CDI had a successful Q1, we doubled the number of tombstones in Q1 2022 over Q1 2021.

01/01/2022 – American Colors bought Colorificio Migliavacca / Buy Side M&A / Chemicals / US – London

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01/17/2022 – QLM bought Elna Press Labels / Buy Side M&A / Packaging / AU – Melbourne

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02/11/2022 – INVVIDEO bought KIZOA / Buy Side M&A/Technology, Media & Telecommunications (TMT)/SG – Paris

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03/08/2022 – Newcomb Sand and Soil bought Daisy’s Garden Group Sell Side M&A / Infrastructure, Construction & Materials / AU – Melbourne

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03/09/2022 - WindeX Investment Club acquires 100% of Messersì SpA / Sell Side M&A / Industrial, Manufacturing and Services / IT – Milan

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03/28: CDI Global Brazil advised Vadu Ltda on its sale to Dimensa. Vadu Ltda, guided by the CDI Global Brazil team successful closed its sale to Dimensa. Dimensa reached an agreement to acquire credit analytics platform Vadu Ltda for 40 million reais (\$8.41 million).

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