



# GCC M&A Report

9M 2023

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# GCC M&A Report - 9M 2023

## *Research Highlights*

*Provides a review of M&A transactions in the GCC region, in addition to those carried out by GCC acquirers.*

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# GCC M&A Report - 9M 2023

*Transactions decreased by 22% compared to 9M 2022*

- The GCC market, in the first three quarters of 2023, **witnessed a noticeable reduction in M&A activity**, concluding in the closure of **128 M&A transactions - a stark 22% year-over-year decline**. Notably, the UAE remained the primary magnet for investor interest, maintaining its trend of dominance over successive quarters. UAE claimed the lion's share with 77 transactions, constituting an impressive 60% of the total completed transactions during 9M 2023. Following in the hierarchy were Saudi Arabia at 23%, trailed by Kuwait and Qatar contributing 6% and 5%, respectively. Oman and Bahrain followed, each carving out 4% and 2% of the total completed transactions throughout this period. It is worth noting that, apart from Qatar and Saudi Arabia, all the other markets in the region saw a substantial year-over-year decline in their M&A activities.
- It is important to highlight that the closed transactions encompassed companies spanning diverse sectors. That said, the **Consumer Discretionary, Industrials, and Information Technology** sectors emerged as the primary centers of activity during the initial three quarters of 2023, jointly constituting over 37% of the total completed transactions.
- Shifting focus, it is worth mentioning that GCC targets experienced a slight decrease in foreign buyer interest during this period. They concluded a total of 34 transactions, which was marginally lower than the 39 transactions in the preceding year, marking a 13% year-over-year decline. Notably, **UAE targets continued to be the prime attraction for foreign buyers**, finalizing 25 transactions in the initial three quarters of 2023.
- Moreover, **GCC acquirers predominately directed their investments toward businesses located both within their local markets and in international markets, with a relatively lower focus on regional targets**. Over the course of 9M 2023, GCC acquirers completed a sum of 80 transactions within their domestic markets, in contrast to the 99 transactions recorded in 9M 2022. Additionally, they executed 63 cross-border transactions in 9M 2023, as opposed to 64 such transactions in 9M 2022. It's noteworthy that UAE buyers spearheaded the cross-border activity, representing approximately 60% of the total number of closed cross-border transactions, while Saudi Arabia and Qatar followed, contributing 19% and 13%, respectively.

## GCC M&A Transactions Number of Transactions

Country	9M 2023	9M 2022	% Change (YoY)
Bahrain	3	9	-67%
Kuwait	7	22	-68%
Oman	5	8	-38%
Qatar	6	3	100%
Saudi Arabia	30	30	-
United Arab Emirates	77	92	-16%
Total	128	164	-22%

Source: S&P Capital IQ, GCC Stock Exchanges, Local Newspapers, Markaz Analysis

# GCC Merger & Acquisition Deals (9M 2023)

## M&A Transactions within GCC

# GCC Mergers & Acquisitions

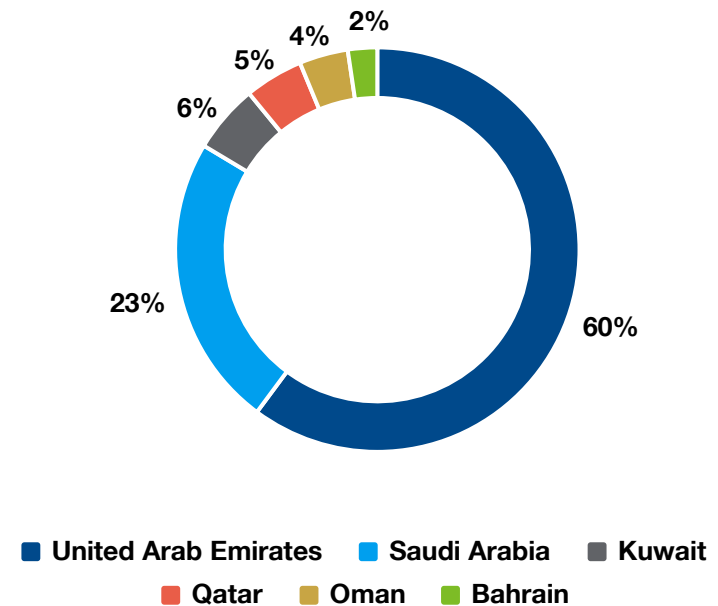
## *Transaction History (Closed)*

**GCC M&A Transactions**  
Number of Transactions

Country	9M 2023	9M 2022	% Change (YoY)
Bahrain	3	9	-67%
Kuwait	7	22	-68%
Oman	5	8	-38%
Qatar	6	3	100%
Saudi Arabia	30	30	-
United Arab Emirates	77	92	-16%
<b>Total</b>	<b>128</b>	<b>164</b>	<b>-22%</b>

Source: S&P Capital IQ, GCC Stock Exchanges, Local Newspapers, Markaz Analysis

**GCC M&A Transactions**  
**Geographical Distribution**  
by Number of Transactions (9M 2023)



# GCC Mergers & Acquisitions (contd.)

## *Transaction History (Closed)*

### Key Takeaways

- After experiencing a post-pandemic surge, a decrease in oil and gas profits, and a worldwide economic deceleration, the macroeconomic landscape during the first three quarters of 2023 left investors feeling uncertain in contrast to the corresponding period in 2022. This uncertainty is exemplified by the notable drop in M&A activity within the region, which witnessed a year-over-year decline of 22%. In concrete terms, there were 128 completed transactions during the first three quarters of 2023, a significant decrease from the 164 transactions recorded in the same period in 2022.
- In comparison to other markets in the GCC, UAE targets emerged as particularly appealing, with a total of 77 successfully completed transactions during the first three quarters of 2023. This figure accounted for an impressive 60% of the overall number of transactions.
- Consequently, Saudi and Kuwaiti targets comprised 23% and 6%, respectively, of the aggregate successfully concluded transactions, while Qatari targets contributed 5%, Omani targets accounted for 4%, and Bahraini targets represented a modest 2%.
- It is noteworthy that, with the exception of Qatari and Saudi targets, all other markets observed a decline in completed transactions when compared to the preceding year.

# GCC Mergers & Acquisitions

## *Announced Transactions in the Pipeline*

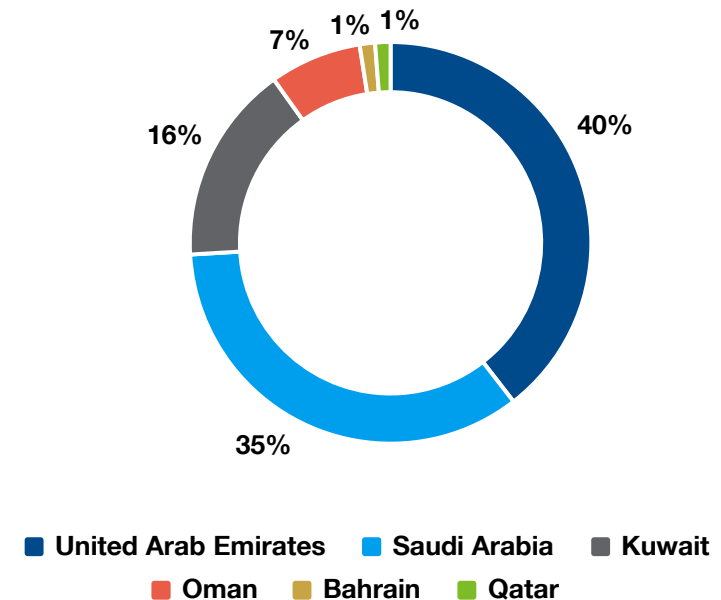
**GCC M&A Transactions**  
Announced Pipeline Transactions

Country	9M 2023	9M 2022	% Change (YoY)
Bahrain	1	4	-75%
Kuwait	13	14	-7%
Oman	6	4	50%
Qatar	1	3	-67%
Saudi Arabia	28	39	-28%
United Arab Emirates	32	36	-11%
<b>Total</b>	<b>81</b>	<b>100</b>	<b>-19%</b>

Source: S&P Capital IQ, GCC Stock Exchanges, Local Newspapers, Markaz Analysis

**GCC M&A Transactions**  
Geographical Distribution

by Number of Announced Pipeline Transactions (9M 2023)



# GCC Mergers & Acquisitions (contd.)

## *Announced Transactions in the Pipeline*

### **Key Takeaways**

- Over the initial three quarters of 2023, a cumulative count of 81 announced transactions in the pipeline were recorded, marking a substantial reduction compared to the preceding year when the pipeline saw a total of 100 announced transactions.
- In line with historical trends, the majority of announced deals in this period were centered around UAE and Saudi targets, representing 40% and 35% of the total, respectively. Approximately 16% of these transactions were associated with Kuwaiti targets, with the remaining deals distributed among Omani, Bahraini, and Qatari targets.
- With the exception of Oman, all the other markets experienced a substantial reduction in activity compared to the same period in 2022.



# GCC Mergers & Acquisitions

## Top 5 Deals by Reported Value

### Targets & Buyers - 9M 2023

Target Company	Target Country	Buyer	Buyer Country	Percent Sought	Deal Value (USDmn)	Status
<b>Modon Properties PJSC, Abu Dhabi National Exhibition Company, and other assets</b>	United Arab Emirates	Q Holding	United Arab Emirates	100	6,976*	Announced
<b>Assets of Jazan Integrated Gasification Combined Cycle Project</b>	Saudi Arabia	Jazan Integrated Gasification and Power Company**	Saudi Arabia	-	4,800	Closed
<b>Saudi Iron &amp; Steel Company (Hadeed)</b>	Saudi Arabia	Saudi Public Investment Fund	Saudi Arabia	100	3,329	Announced
<b>Network International Holdings plc</b>	United Arab Emirates	Brookfield Asset Management Ltd. / CVC Capital Partners Limited; Francisco Partners Management, L.P.	Canada, Luxemburg, United States	100	2,748 / 2,661***	Announced
<b>Gulf Insurance Group K.S.C.P.</b>	Kuwait	Fairfax Financial Holding Company Limited	Canada	46	858	Announced

**Source:** S&P Capital IQ, GCC Stock Exchanges, Local Newspapers, Reuters, Markaz Analysis. These companies were selected based on available information.

\*The transaction value is an estimate and was calculated based on the following assumptions: (1) Convertible shares of 9.5 billion in Q Holding (2) Convertible price of AED 2.7 per share.

\*\*Jazan Integrated Gasification and Power Company is a joint venture between Saudi Aramco, Acwa Power, Air Products and Air Products Qudra,

\*\*\*The transaction value is an estimate and was calculated based on the following assumptions: (1) issued shares based on the annual report 2022: 552,291,780 shares (2) Brookfield Asset Management bid 400 pence per share (3) CVC Capital Partners and Francisco Partners Management Consortium bid 387 pence per share.

# GCC Mergers & Acquisitions (contd.)

## *Top 5 Deals by Reported Value*

### Key Takeaways

- Q Holding has revealed its plans to merge ADQ Real Estate and Hospitality Investments and IHC Capital Holding's entities, including Modon Properties, Abu Dhabi National Exhibition Company, and various other assets under the Q Holding umbrella. Note, the transaction will be executed through the issuance of convertible shares that would automatically convert into 9.5 billion shares in Q Holding upon closing, at a convertible price of AED 2.7 per share implying a transaction value of USD 7.0 billion.
- Jazan Integrated Gasification and Power Company finalizes the USD 12.0 billion acquisition of the Jazan Integrated Gasification Combined Cycle (IGCC) plant from Saudi Aramco. The acquisition was phased out with the first group of IGCC assets acquired for USD 7.2 billion on the 18th of October 2021 financed through senior debt facilities.
- The Saudi Public Investment Fund has inked a share purchase agreement for the complete acquisition of Saudi Iron and Steel Company (Hadeed) from the Saudi Basic Industries Corporation. This transaction values Hadeed at an enterprise worth of USD 3.3 billion, with the final sale price to be disclosed as the closing date approaches.
- Brookfield Asset Management, CVC Capital, and Francisco Partners have submitted substantial billion-dollar bids with intentions to acquire UAE's Network International. Initially, CVC Capital and Francisco Partners jointly presented a cash offer of 387 pence per share, totaling approximately USD 2.6 billion for the complete 100% ownership of Network International. Subsequently, following this announcement, Canadian-based Brookfield Asset Management also submitted a non-binding offer to acquire the entire Network International at a rate of 400 pence per share, estimated to be around USD 2.7 billion.
- Fairfax Financial Holding Company Limited announces intentions to acquire an additional 46.3% stake in Gulf Insurance Group (GIG) for KD 263.7 million (USD 858.4) from Kuwait Projects Company Holding. Post transaction, Fairfax will be the largest shareholder in GIG owning approximately 90.0% of the company.

# GCC Mergers & Acquisitions

## *Foreign (Non-GCC) Buyers (Closed)*

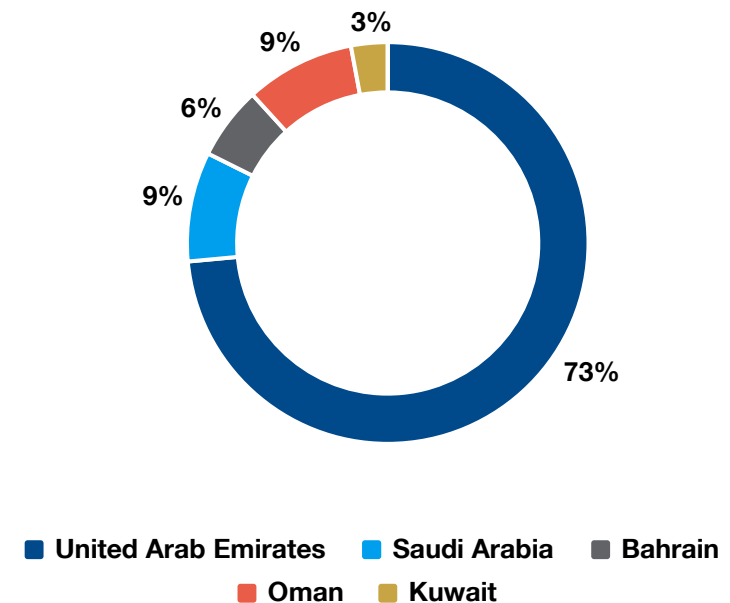
**Number of Foreign Buyers'**  
Deals in GCC

Country	9M 2023	9M 2022
Bahrain	2	2
Kuwait	1	0
Oman	3	3
Qatar	0	1
Saudi Arabia	3	1
United Arab Emirates	25	32
<b>Total</b>	<b>34</b>	<b>39</b>

Source: S&P Capital IQ, GCC Stock Exchanges, Local Newspapers, Markaz Analysis

**GCC M&A Transactions**  
**Geographical Distribution**

by Number Transactions Involving Foreign Buyers (9M 2023)



# GCC Mergers & Acquisitions (contd.)

## *Foreign (Non-GCC) Buyers (Closed)*

### **Key Takeaways**

- The GCC region experienced robust growth in 2022, attributed to amplified oil production and a global economic recovery. Nonetheless, the 2023 outlook differs significantly, as it foresees an economic deceleration due to OPEC+ implementing oil production reductions and heightened market volatility. This was evidenced by the decline in M&A transactions during the initial three quarters of 2023.
- For this reason, foreign acquirers demonstrated increased hesitance with transactions in the GCC within the past nine months of 2023 closing 34 transactions in comparison to 39 transactions the previous year. This may be attributed to a variety of noticeable factors, including geopolitical tensions in the area, fluctuating oil prices, limited diversification, and economic instability.
- Furthermore, it is noteworthy that foreign buyers exhibited a specific keenness for companies based in the UAE, Saudi Arabia, Oman, and Bahrain throughout the first nine months of 2023. The UAE remains highly appealing in comparison to its regional counterparts, and Saudi companies have become more attractive contenders, rebounding from a period of decreased foreign interest in the preceding year.
- Kuwaiti and Saudi targets experienced a notable increase in activity during the first nine months of 2023, while the other markets either saw stagnant or declining growth.

# GCC Mergers & Acquisitions

## *Top Deals by Reported Value (Foreign)*

### Targets & Foreign (Non-GCC) Buyers - 9M 2023

Target Company	Target Country	Buyer	Buyer Country	Percent Sought	Deal Value (USDmn)	Status
<b>Network International Holdings plc</b>	United Arab Emirates	Brookfield Asset Management Ltd. / CVC Capital Partners Limited; Francisco Partners Management, L.P.	United Arab Emirates	100	2,748 / 2,661*	Announced
<b>Gulf Insurance Group K.S.C.P.</b>	Kuwait	Fairfax Financial Holding Company Limited	Canada	46	858	Announced
<b>Hunger Station</b>	Saudi Arabia	Delivery Hero	Germany	37	297	Closed
<b>Oman Cement Company SAOG</b>	Oman	Abra Holdings Ltd	Mauritius	75	244	Announced
<b>Bawabet Al Kuwait Holding Company</b>	Kuwait	Egypt Kuwait Holding Company	Egypt	13	66	Closed

**Source:** S&P Capital IQ, GCC Stock Exchanges, Local Newspapers, Reuters, Markaz Analysis. These companies were selected based on available information.

**\*Note:** The transaction value is an estimate and was calculated based on the following assumptions: (1) issued shares based on the annual report 2022: 552,291,780 shares (2) Brookfield Asset Management bid 400 pence per share (3) CVC Capital Partners and Francisco Partners Management Consortium bid 387 pence per share.

# GCC Mergers & Acquisitions (contd.)

## *Top Deals by Reported Value (Foreign)*

### Key Takeaways

- Brookfield Asset Management, CVC Capital, and Francisco Partners have submitted substantial billion-dollar bids with intentions to acquire UAE's Network International. Initially, CVC Capital and Francisco Partners jointly presented a cash offer of 387 pence per share, totaling approximately USD 2.6 billion for the complete 100.0% ownership of Network International. Subsequently, following this announcement, Canadian-based Brookfield Asset Management also submitted a non-binding offer to acquire the entire Network International at a rate of 400 pence per share, estimated to be around USD 2.7 billion.
- Fairfax Financial Holding Company Limited announces intentions to acquire an additional 46.3% stake in Gulf Insurance Group (GIG) for KD 263.7 million (USD 858.4) from Kuwait Projects Company Holding. Post transaction, Fairfax will be the largest shareholder in GIG owning approximately 90.0% of the company.
- The German online food ordering and delivery services giant, Delivery Hero, has successfully concluded the acquisition of the remaining 37.0% equity stake in HungerStation. The transaction was valued at a substantial USD 297.0 million. HungerStation is a Saudi Arabian food delivery company with a portfolio of over 10,000 business, spanning more than 80 cities across Saudi Arabia and Bahrain.
- Abra Holdings Limited completed the acquisition of a 60% stake in Oman Cement Company on April 5, 2023, at a price of OMR 0.4 per share. Subsequently, on June 5, 2023, Oman Cement Company received an offer document from Abra Holdings, expressing their intention to purchase an additional 15% of the company at the same share price as the initial transaction. If this additional acquisition is realized, the total value of the transactions would be approximately USD 243.6 million, resulting in Abra Holdings owning 75% of the target company. Note, Abra Holdings is a wholly owned subsidiary of Huaxin (Hong Kong) International Holdings Limited.
- Egypt Kuwait Holding Company (EK Holding) has expanded its ownership stake by an additional 13.1% in Bawabet Al Kuwait Holding Company, completing the transaction for a total consideration of USD 66.4 million. Consequently, EK Holding now holds a significant 84.8% share in the target company.

# GCC Mergers & Acquisitions

*By: Sector (Closed)*

**Sector-wise Classification of Deals**  
9M 2023

Sector	Foreign Acquirers	GCC Acquirers	Grand Total	%***
Consumer Discretionary	2	16	18	14%
Industrials	5	12	17	13%
Information Technology	2	11	13	10%
Healthcare	5	7	12	9%
Communication Services	3	8	11	9%
Energy	4	6	10	8%
Financials	1	7	8	6%
Materials	5	3	8	6%
Insurance	0	7	7	5%
Education	1	4	5	4%
Utilities	2	3	5	4%
Real Estate	0	4	4	3%
Consulting	2	2	4	3%
Consumer Staples	1	2	3	2%
Logistics	1	2	3	2%
<b>Total</b>	<b>34</b>	<b>94</b>	<b>128</b>	<b>100%</b>

**Source:** S&P Capital IQ, GCC Stock Exchanges, Local Newspapers, Markaz Analysis

\* Other refers to deals where buyer information is not available.

\*\*Target information is not available.

\*\*\*Totals may exceed 100% due to rounding.

**Sector-wise Classification of Deals**  
9M 2022

Sector	Foreign Acquirers	GCC Acquirers	Other*	Grand Total	%***
Financials	2	24	5	31	19%
Consumer Discretionary	5	17	1	23	14%
Information Technology	9	7	0	16	10%
Industrials	4	9	1	14	9%
Healthcare	2	10	0	12	7%
Insurance	3	8	1	12	7%
Consumer Staples	1	9	0	10	6%
Real Estate	1	7	1	9	5%
Materials	4	3	0	7	4%
Education	1	5	0	6	4%
Logistics	0	6	0	6	4%
Media	4	1	0	5	3%
Energy	1	3	0	4	2%
Utilities	0	4	0	4	2%
Communication Services	0	2	0	2	1%
Marketing	1	0	0	1	1%
Construction	1	0	0	1	1%
Other**	0	1	0	1	1%
<b>Total</b>	<b>39</b>	<b>116</b>	<b>9</b>	<b>164</b>	<b>100%</b>

# GCC Mergers & Acquisitions (contd.)

*By: Sector (Closed)*

## Key Takeaways

- Consistent with historical trends, the majority of transactions completed in both the initial nine months of 2023 and 2022 were carried out by acquirers from the GCC. Specifically, during the first nine months of 2023, GCC acquirers took the lead, being responsible for a substantial 73% of the total completed transactions, leaving foreign acquirers with a 27% share.
- In the initial three quarters of 2022, a dominant 71% share of the total concluded transactions was completed by acquirers from the GCC, with foreign counterparts contributing a noteworthy 24%. The residual 6% encompasses transactions for which the buyers remained undisclosed.
- Furthermore, the completed transactions in the first nine months of 2023 were aimed at companies spanning diverse sectors, with a significant portion concentrated in the Consumer Discretionary, Industrials, and Information Technology sectors.



M&A Transactions by GCC Acquirers

# Merger & Acquisition Watch

*By: Kuwaiti Acquirers*

## Targets & Buyers - 9M 2023

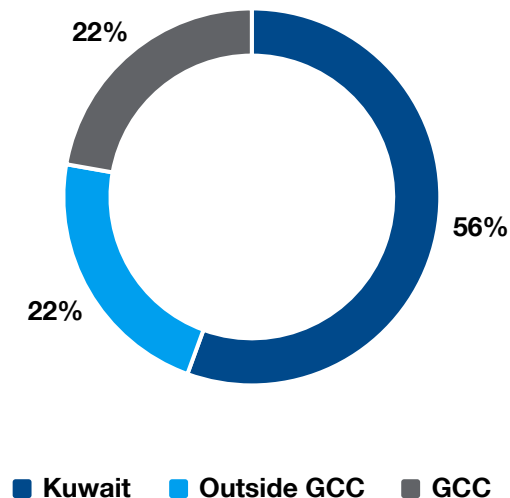
Target Company	Target Country	Buyer	Percent Sought	Deal Value (USDmn)	Status
The English Education Providers Group	Kuwait	Boubyan Petrochemical Company	100	172	Announced
Kuwait Medical Center Holding Company	Kuwait	Advanced Technology Company	26	75	Closed
BIOS Middle East	United Arab Emirates	Zain Group (through its tech-arm, ZainTech)	100	45	Closed
Floward	Kuwait	Kamco Investment Company K.S.C	7	25	Closed
Cozmo Entertainment General Trading and Contracting Company	Kuwait	Professional Group Holding	100	23	Closed

Source: S&P Capital IQ, GCC Stock Exchanges, Local Newspapers, Markaz Analysis

# Merger & Acquisition Watch (contd.)

*By: Kuwaiti Acquirers*

**Target Companies  
Geographical Distribution**  
by Number of Transactions (Closed) (9M 2023)



## Key Takeaways

- A subsidiary of Boubyan Petrochemical Company has entered into an initial share purchase agreement to secure the complete ownership of The English Education Providers Group (EPG). The acquisition is valued at USD 171.8 million. This educational institution focuses on the English curriculum and provides educational services for K-12 and early childhood education.
- Advanced Technology Company (ATC) has revealed its latest strategic move, confirming the acquisition of an additional 26% stake in Kuwait Medical Center Holding Company (KMCH). This significant investment amounts to KD 23.0 million (USD 74.9 million), significantly elevating ATC's total ownership stake in KMCH to ~75%.
- Zain Group, through its technology subsidiary ZainTech, has made a significant move by securing full ownership of BIOS Middle East, a specialized regional provider of cloud solutions. The acquisition was completed for a total of USD 44.7 million. BIOS Middle East has effectively expanded its operations into Oman, Saudi Arabia, and the United Arab Emirates, serving an impressive roster of over three hundred clients.
- Kamco Investment Company has taken a significant step by formalizing agreements to purchase a ~7% stake in Floward. This strategic investment is estimated at KD 7.6 million (USD 25.0 million). Floward, based in Kuwait, offers prompt delivery services for fresh flowers and gifting products, serving 36 cities across nine countries in the MENA region as well as London, UK.
- Professional Group Holding, a wholly owned subsidiary of the National Consumer Holding Company (NCHC), has successfully completed the acquisition of 100% of Cozmo Entertainment General Trading and Contracting Company. This acquisition, valued at KD 7.0 million or approximately USD 22.7 million, was financed by NCHC, the parent company of the subsidiary.

# Merger & Acquisition Watch

By: KSA Acquirers

## Targets & Buyers - 9M 2023

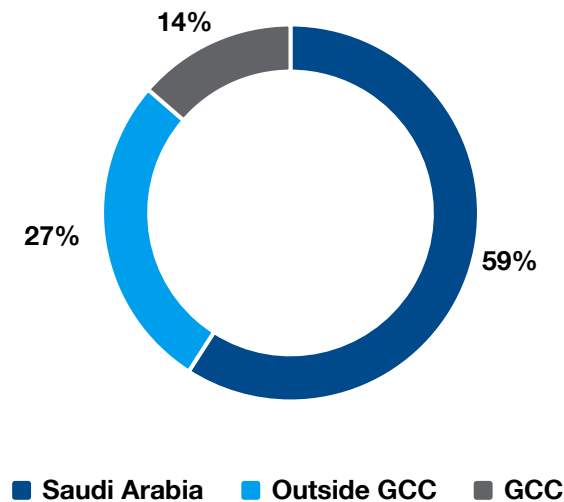
Target Company	Target Country	Buyer	Percent Sought	Deal Value (USDmn)	Status
Scopely, Inc.	United States	Savvy Games Group	100	4,900	Announced
Assets of Jazan Intergrated Gasification Combined Cycle Project	Saudi Arabia	Jazan Integrated Gasification and Power Company	-	4,800	Closed
Standard Chartered's aircraft leasing business	United Kingdom	AviLease	100	3,600	Announced
Rongsheng Petrochemical Co. Ltd.	China	Saudi Arabian Oil Company	10	3,400	Closed
Saudi Iron & Steel Company (Hadeed)	Saudi Arabia	Saudi Public Investment Fund	100	3,329	Announced

Source: S&P Capital IQ, GCC Stock Exchanges, Local Newspapers, Markaz Analysis

# Merger & Acquisition Watch (contd.)

By: KSA Acquirers

**Target Companies  
Geographical Distribution**  
by Number of Transactions (Closed) (9M 2023)



## Key Takeaways

- Savvy Games Group, a wholly-owned subsidiary under the Public Investment Fund, has inked deals for the acquisition of the US-based company Scopely at a substantial value of USD 4.9 billion. Scopely is a prominent player in the gaming industry, celebrated for its mobile game titles including Scrabble Go, Star Trek Fleet Command, Marvel Strike Force, and other noteworthy mobile gaming creations.
- Jazan Integrated Gasification and Power Company finalizes the USD 12.0 billion acquisition of the Jazan Integrated Gasification Combined Cycle (IGCC) plant from Aramco. The acquisition was phased out with the first group of IGCC assets acquired for USD 7.2 billion on the 18th of October 2021 financed through senior debt facilities.
- AviLease, a Saudi aviation financing and leasing company backed by the Public Investment Fund, has formalized an agreement to purchase Standard Chartered's aircraft leasing business for a substantial sum of USD 3.6 billion. The merger of these entities will result in a combined fleet of 145 aircrafts, with an additional 22 under management, providing leasing services to 46 prominent airlines across the globe.
- The Saudi Arabian Oil Company, known as Aramco, has successfully finalized a 10% share acquisition in Rongsheng Petrochemical Company Ltd. (Rongsheng) for a significant USD 3.4 billion. As part of this arrangement, Aramco will establish a long-term sales agreement, committing to supply 480,000 barrels of oil per day to Zhejiang Petroleum and Chemical Company, a major crude oil and chemical refining entity in China and a subsidiary of Rongsheng. Note, the transaction was executed through Aramco's subsidiary, Aramco Overseas Company BV.
- The Saudi Public Investment Fund has inked a share purchase agreement for the complete acquisition of Saudi Iron and Steel Company (Hadeed) from the Saudi Basic Industries Corporation. This transaction values Hadeed at an enterprise worth of USD 3.3 billion, with the final sale price to be disclosed as the closing date approaches.

# Merger & Acquisition Watch

By: *UAE Acquirers*

## Targets & Buyers - 9M 2023

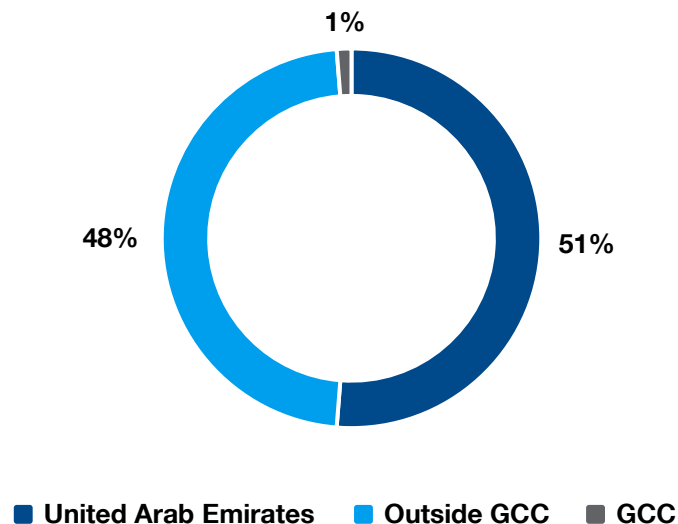
Target Company	Target Country	Buyer	Percent Sought	Deal Value (USDmn)	Status
<b>Univar Solutions Inc.</b>	United States	Apollo Global Management, Inc. & Abu Dhabi Investment Authority	100	8,100	Closed
<b>Modon Properties PJSC, Abu Dhabi National Exhibition Company, and other assets</b>	United Arab Emirates	Q Holding	100	6,976*	Announced
<b>Cvent Holding Corp.</b>	United States	Blackstone Inc.; Abu Dhabi Investment Authority; Vista Equity Partners	100	4,600	Closed
<b>Diaverum Sweden AB</b>	Sweden	M42 (G42 Healthcare & Mubadala Health)	100	2,500	Closed
<b>PPF Telecom Group Assets</b>	Bulgaria, Hungary, Serbia, Slovakia	Emirates Telecommunications Group Company PJSC	50	2,368	Announced

Source: S&P Capital IQ, GCC Stock Exchanges, Local Newspapers, Markaz Analysis

# Merger & Acquisition Watch (contd.)

By: UAE Acquirers

**Target Companies  
Geographical Distribution**  
by Number of Transactions (Closed) (9M 2023)



## Key Takeaways

- Univar Solutions Inc. (Univar) and Apollo jointly declared today that investment funds managed by Apollo's affiliates have successfully concluded an all-cash transaction to acquire Univar. This acquisition places the company's enterprise value at roughly USD 8.1 billion. Notably, the deal also incorporates a minority investment from a subsidiary fully owned by the Abu Dhabi Investment Authority.
- Q Holding has revealed its plans to merge ADQ Real Estate and Hospitality Investments and IHC Capital Holding's entities, including Modon Properties, Abu Dhabi National Exhibition Company, and various other assets under the Q Holding umbrella. Note, the transaction will be executed through the issuance of convertible instruments that would automatically convert into 9.5 billion shares in Q Holding upon closing, at a convertible price of AED 2.7 per share implying a transaction value of USD 7.0 billion.
- Blackstone has officially concluded the acquisition of Cvent Golding Corp. (Cvent) in collaboration with minority investors Abu Dhabi Investment Authority and Vista Equity Partners. The consortium has acquired a preeminent provider of technology solutions for meetings, events, and the hospitality sector, at a rate of USD 8.5 per share, equating to an estimated total enterprise value of USD 4.6 billion.
- M42 has successfully acquired Diaverum, a prominent dialysis provider headquartered in Sweden for a reported value of USD 2.5 billion. It's worth emphasizing that Diaverum holds the position of being the third-largest global provider of dialysis services, boasting a presence in more than 20 countries and operating 440 clinics. Note, M42 is a joint venture between Mubadala Investment Company and artificial intelligence company, G42.
- Emirates Telecommunications Group Company inks binding agreement with PPF Group to acquire a majority stake (50% + 1 economic share) in PPF Telecom's assets including Yettel Bulgaria, Yettel Hungary, Yettel Serbia, and other telecom assets spread across Slovakia. The transaction consists of an upfront consideration of around USD 2.4 billion with up to USD 385.5 million earn-out payment if PPF Telecom exceeds certain financial targets and a claw back of up to USD 82.6 million if targets are not achieved.

# Merger & Acquisition Watch

*By: Bahraini Acquirers*

## Targets & Buyers - 9M 2023

Target Company	Target Country	Buyer	Percent Sought	Deal Value (USDmn)	Status
Novotel Al Dana Resort	Bahrain	Gulf Hotels Group B.S.C.	100	26	Closed
Dataflow Verification Services Limited	United Arab Emirates	Arcapita Group Holdings Limited	100	-	Closed
Shearer Supply, Inc.	United States	Investcorp Holdings B.S.C.	-	-	Closed
Shandong Jianuo Electronics Co., Ltd.	China	Investcorp Holdings B.S.C.	-	-	Closed
NetRom Software B.V.	Netherlands	Investcorp Holdings B.S.C.	-	-	Announced

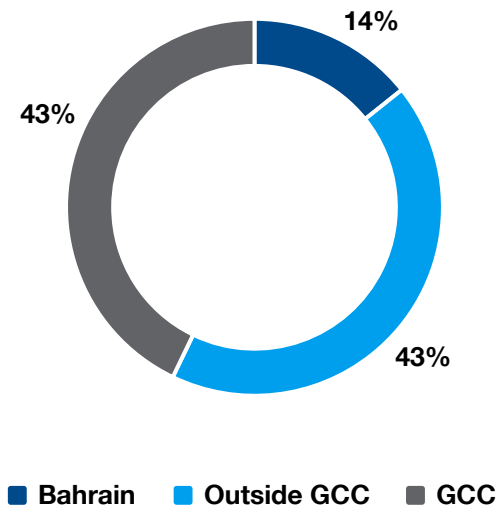
Source: S&P Capital IQ, GCC Stock Exchanges, Local Newspapers, Markaz Analysis



# Merger & Acquisition Watch (contd.)

*By: Bahraini Acquirers*

**Target Companies  
Geographical Distribution**  
by Number of Transactions (Closed) (9M 2023)



## Key Takeaways

- Gulf Hotels Group has successfully finalized the acquisition of the prestigious Novotel Al Dana Resort, securing the property for a substantial consideration of USD 26.4 million. This sea-front resort enjoys a prime location offering residents easy access to prominent attractions mere minutes from the premises.
- Bahrain-based Arcapita Group Holdings Limited has confirmed its successful acquisition of The DataFlow Group from EQT Private Equity, with the specific transaction amount undisclosed. The DataFlow Group specializes in delivering Primary Source Verification (PSV) services to both public and private institutions, aiding clients in the detection of fraudulent documentation and the associated risks it may pose.
- Investcorp has disclosed its acquisition of a majority stake in Shearer Supply with the exact transaction value undisclosed. Shearer Supply is a key player in the supply of HVAC equipment across the southern United States, featuring well-established brands such as Ameristar Heating and Air Conditioning and Samsung HVAC.
- Investcorp confirms the successful acquisition of a controlling interest in Shandong Jianuo Electronics Co. Ltd., a leading Chinese manufacturer specializing in critical components for renewable energy systems. The specific financial details of this transaction have not been disclosed.
- Investcorp announces intentions to acquire a majority stake in Netherlands-based NetRom Software for an undisclosed amount. NetRom provides vital software engineering and related services to a diverse portfolio of clientele in Western Europe and North America, including companies like VodafoneZiggo, Transdev, and LeasePlan.

# Merger & Acquisition Watch

*By: Omani Acquirers*

## Targets & Buyers - 9M 2023

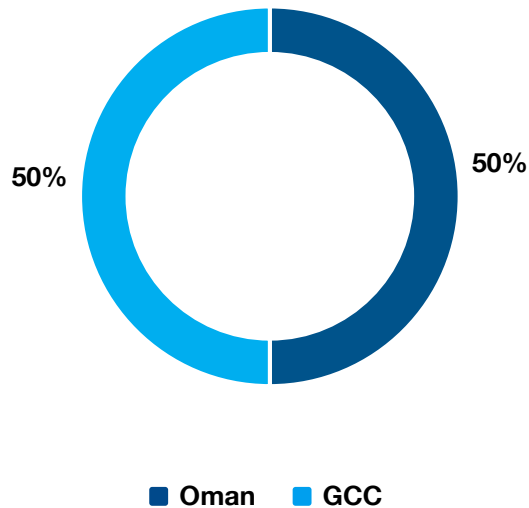
Target Company	Target Country	Buyer	Percent Sought	Deal Value (USDmn)	Status
<b>Al Ahlia Insurance Company</b>	Oman	National Life and General Insurance Company	48	57	Closed
<b>Omani Gulf Food Company</b>	Oman	Dhofar Foods & Investment Company	-	24	Announced
<b>Arabian Scandinavian Insurance Company</b>	United Arab Emirates	Oman Insurance Company	93	-	Closed
<b>HSBC Bank Oman</b>	Oman	Sohar International Bank	100	-	Announced

Source: S&P Capital IQ, GCC Stock Exchanges, Local Newspapers, Markaz Analysis

# Merger & Acquisition Watch (contd.)

*By: Omani Acquirers*

**Target Companies  
Geographical Distribution**  
by Number of Transactions (Closed) (9M 2023)



## Key Takeaways

- National Life & General Insurance Company has successfully completed the acquisition of a 48% stake in Al Ahlia Insurance Company, involving a total payment of USD 57.3 million. It's important to note that RSA Middle East, a subsidiary of National Life Insurance, retains its majority ownership of Al Ahlia Insurance with a 53% stake.
- Dhofar International Development and Investment Holding Company and Dhofar Insurance Company have entered into a mutual agreement with Dhofar Foods and Investment Company. Under this arrangement, they have consented to divest their interests in Omani Gulf Food Company for a combined total consideration of USD 24.2 million. In exchange for their stakes, they will receive shares in Dhofar Foods and Investment Company, valued at an estimated USD 40.9 million. It's worth noting that Omani Gulf Food Company specializes in the production of vegetable oils and is already an affiliate of Dhofar Foods and Investment Company, as it holds a 31% ownership in the target company.
- Oman Insurance Company (Sukoon) has successfully wrapped up its acquisition of a substantial 93% stake in Arabian Scandinavian Insurance Company through a special deal, of which the financial details have not been disclosed. This strategic move aligns with Sukoon's objectives of diversification and strengthening its presence in both the UAE and GCC regions, along with venturing into the expanding takaful insurance market.
- The Central Bank of Oman has granted approval for the forthcoming merger between Sohar International Bank and HSBC Bank Oman. This merger will see HSBC Bank Oman becoming part of Sohar International Bank. Both institutions will proceed with the subsequent stages of this merger and issue further announcements as they reach significant milestones.

# Merger & Acquisition Watch

*By: Qatari Acquirers*

## Targets & Buyers - 9M 2023

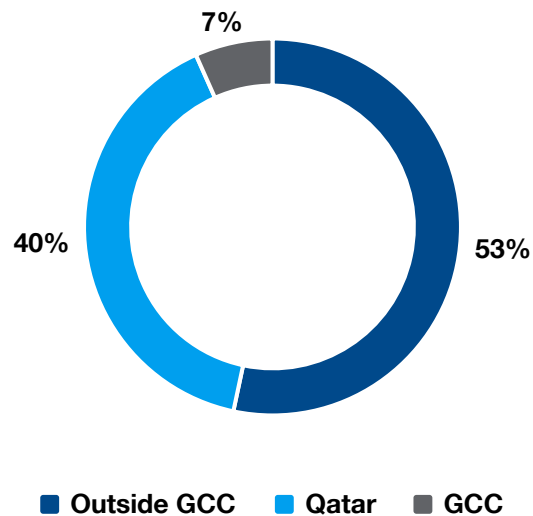
Target Company	Target Country	Buyer	Percent Sought	Deal Value (USDmn)	Status
Park Lane Hotel, Inc.	United States	Qatar Investment Authority	100	623	Closed
ITM Isotope Technologies Munich SE	Germany	Qatar Investment Authority; among others	-	273	Closed
GO SPORT France, SAS	France	Al-Mana Group; INTERSPORT France	100	39	Announced
Aero Chem Logistics WLL	Qatar	Gulf Warehousing Co.	100	10	Closed
Property Maintenance & Management Solutions	Qatar	Aamal Services	100	6	Closed

Source: S&P Capital IQ, GCC Stock Exchanges, Local Newspapers, Markaz Analysis

# Merger & Acquisition Watch (contd.)

*By: Qatari Acquirers*

**Target Companies  
Geographical Distribution**  
by Number of Transactions (Closed) (9M 2023)



## Key Takeaways

- The Qatar Investment Authority acquired the renowned 46-story Park Lane Hotel in New York City at a reported price of USD 623.0 million. Boasting a prominent position with stunning views of the famous Central Park, Park Lane Hotel provides residents with a combination of panoramic park views and luxurious accommodations.
- ITM Isotope Technologies Munich SE announces successful equity investment round of USD 273.0 million with participation from the Qatar Investment Authority, Blackrock Alternatives, Nextech, among other investors. ITM Isotope is known for being a prominent biotechnology company specializing in radiopharmaceuticals.
- Intersport France and the Qatari company Al Mana have received regulatory approval for their acquisition of Go Sport, with the deal valued at approximately USD 38.6 million. As part of this consortium, they plan to retain 72 stores, 1,446 out of 1,574 retail positions, and 185 head office roles. Sources indicate that Al Mana will be overseeing the operation of Go Sport stores located outside of France.
- Gulf Warehousing Company has made an official announcement regarding the acquisition of Aero Chem Logistics W.L.L by its subsidiary, GWC Chemicals L.L.C. The acquisition includes a strategically positioned chemical storage facility measuring 22,000 square meters in Ras Laffan Industrial City. This transaction was completed for a total of QAR 37.5 million, equivalent to approximately USD 10.2 million.
- Aamal Services, a subsidiary of Aamal Company, announces its successful acquisition of 100% ownership in Property Maintenance & Management Solutions for an estimated total of approximately USD 5.9 million. The acquired company is a leading provider of property management services for a wide range of properties, encompassing services such as air conditioning, electrical work, cleaning, hospitality, and sanitary maintenance for buildings and malls, among other offerings.

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