



PRESS RELEASE
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IMAP appoints new President at Mannheim meeting

Karl Fesenmeyer has been appointed as the new President of IMAP, the exclusive global organisation of independent merger and acquisition advisory firms in 33 countries. He was appointed during last week's bi-annual IMAP conference in Mannheim. Mr Fesenmeyer is also President of M&A Consultants AG, a member of IMAP in Germany.



During the meeting, it was announced that IMAP had completed 180 deals with a total value of US\$ 5.7 billion for the nine months to the end of September. An awards ceremony was also held during the closing dinner at Heidelberg Castle where it was announced that in the last 12 months, IMAP members completed deals with a record value of US\$ 6.5 billion.

This was the largest meeting ever held by IMAP, not only in terms of the number of IMAP members, but also the number of external speakers from leading companies looking to communicate their acquisition strategies to IMAP members. The conference attracted 150 M&A professionals from Asia, Australia, Europe and North and South America. They heard presentations from major groups such as Ranbaxy, a major Indian based pharmaceutical group, and Netherlands based Scheuten Group, about their acquisition strategies.

Discussions were also held with IMAP members and their clients in relation to the outlook for India and China. With the Indian economy growing at over eight per cent per annum, the conference heard that conditions were ripe for continuing growth in the M&A market. IMAP members are currently working on over 20 transactions with Indian companies.

Also during the meeting, Mark Esbeck of Business Capital Corporation in the USA was appointed Chairman. Other additions to the IMAP board included Andy Moore of Clearwater Corporate Finance in the UK, Dimitri Abudi of IGC Partners in Brazil and Gordon Gregory of Mosaic Capital in Los Angeles.

Karl Fesenmeyer commented: "IMAP is going from strength to strength and I am looking forward to developing it further from an already well established base. With over 300 M&A professionals across four continents, we can offer a truly global service to our clients. He added: "My key priority as the new President of IMAP is to promote the IMAP brand name on a global basis. IMAP's Member Firms are well established in their local markets with excellent brands. But the time has come to spread the word about IMAP and its members, to ensure that it becomes well recognised as a leading player in cross-border M&A".

Local IMAP member, United Mergers and Acquisitions, LLC of Salt Lake City, UT, was in attendance at the meeting. "Through my membership with IMAP I am able to bring quality global connections to my clients," said Michael Drury. "IMAP brings together the power of strong local boutiques from around the world, which is becoming ever more important to our clients."

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Notes to editors:

IMAP (www.imap.com) is the global Mergers and Acquisitions organisation, formed in 1971, located in 33 countries and employing more than 300 M&A professionals.

Since 1992, United Mergers & Acquisitions (United) has provided merger, acquisition, divestiture and valuation services to sellers and buyers of middle market companies.

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