

ACS Vienna

International Activities Report 2020

2020 was a truly “interesting” – i.e. disruptive – year in our business.

Some of the main effects:

- The digitalisation of contacts: due to travel limitations, personal cross-border meetings were practically impossible – or at least highly impractical. TeleConferencing replaced personal meetings to a large extent.
- A closely knit network of partners was paramount in continuing business because local restrictions were less stringent than cross-border limitations.
- Yet, the total number of transactions went down globally.
- Buyers and strategic planners have to deal with more instability and insecurity than ever before in the last 60 years.
- Irrespective of industry, strong strategic players take advantage to consolidate their position.
- Financial investors have more firepower than ever, especially those with privileged access to easy fiat money. They use it either to invest at completely inflated valuations in those sectors profiting from state intervention, or they are sitting in the side lines waiting to deploy their huge piles of money when more damage is caused, allowing them to pick the cherries when they are cheapest.
- Disruption as a result of political actions produced winners & losers in business.

We have been able to shift our focus on those industries where buyers can still be found. As a result, our total number of projects has even slightly increased – surprisingly, to be honest.

Number of bilateral agreements with Partners resp. partner companies per Dec 31st 2020: 45
(covering most relevant countries and regions globally)

We show the main geographical coverage performed by ACS Vienna via two charts:

1. List of Top 10 Countries of Activities in 2020

Ranked by

- a) number and
- b) size of projects

ACS Vienna has been actively involved in

Total number of countries in 2020: 37

The Top 10 countries covered **63 %** of our activities (by project numbers)

2. List of 10 countries involved in the last closed deals

(buy-side/sell-side and fund raising transactions)
in chronological order

	Projects 2020 Ranking
	Austria
	Russia
	United Kingdom
	Greece
	Germany
	Switzerland
	Slovakia
	United States
	Romania
	Croatia

	Deals 31.12.2020
	Switzerland
	Belgium
	Austria
	Spain
	Australia
	United Kingdom
	United States
	Luxembourg
	Germany
	Russia

A service to our clients – provided by ACS Vienna.

We will help you and your company to grow and excel!

Whether it's financing a new development, optimizing internal operations, or expanding through acquisitions, ACS' customer-focused and personalised expertise can help you take the next step.

Vienna, March 2021