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The State of Mergers & Acquisitions – Economic Conditions Change the M&A Landscape for 2009

By Amy Lanter

M&A activity in defensive industries will not be hit too badly, and M&A activity in the few countercyclical industries may prosper or will hold its own,” said Pat Trysla, CEO and managing director, Frontier Investment Banking Corp. “Companies in defensive industries should still thrive in, or even in a few cases benefit from, this economy and will be less sensitive to downward pricing pressures. Those types of companies should be able to attract buyers or investors, as the case may be, and receive impressive valuations. Certainly, total M&A activity in the larger market and the middle market will get a boost from the expected increase in mergers and acquisitions in connection with bankruptcy proceedings and other insolvency-driven issues.