



Q1 2025

NORTH AMERICAN M&A REPORT

A snapshot of the North American M&A landscape in Q1 2025 followed by a spotlight on the rise of take privates.

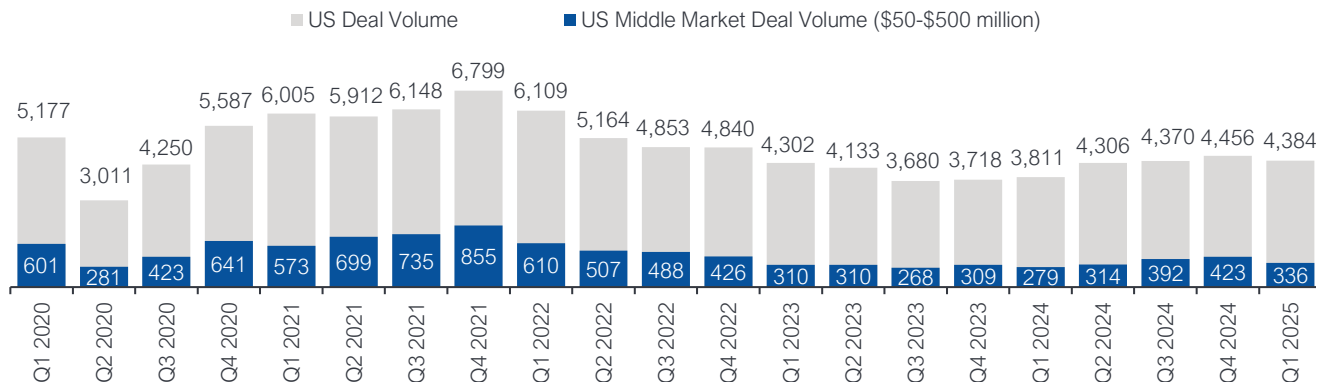
THIS QUARTER'S HIGHLIGHTS:

- ▶ Despite Q1 decline; M&A activity is recovering and an H2 2025 rebound expected
- ▶ Technology and industrials lead M&A, driven by AI and reshoring
- ▶ Take-private deals surge amid public market volatility and low valuations
- ▶ Private equity's \$2T dry powder fuels potential 2025 M&A rebound
- ▶ 2025 outlook positive but uncertain; economic, sector, geopolitical factors key

US M&A ACTIVITY

In Q1 2025, the US M&A market experienced its first decline in deal activity since mid-2023, marking a pause in the recovery trajectory. Total US deal volumes increased 15% compared to Q1 2024 but fell 1.6% from Q4 2024. The middle market saw a more significant shift, with a 20% year-over-year improvement overshadowed by a 20% decline from Q4 2024. This pullback is largely attributable to heightened trade concerns and an apparent slowdown in the US economy, which have tempered dealmaker optimism. The stabilization of interest rates offers hope for a potential rebound in H2 2025.

TOTAL US DEAL VOLUME (Q1 2020–Q1 2025)

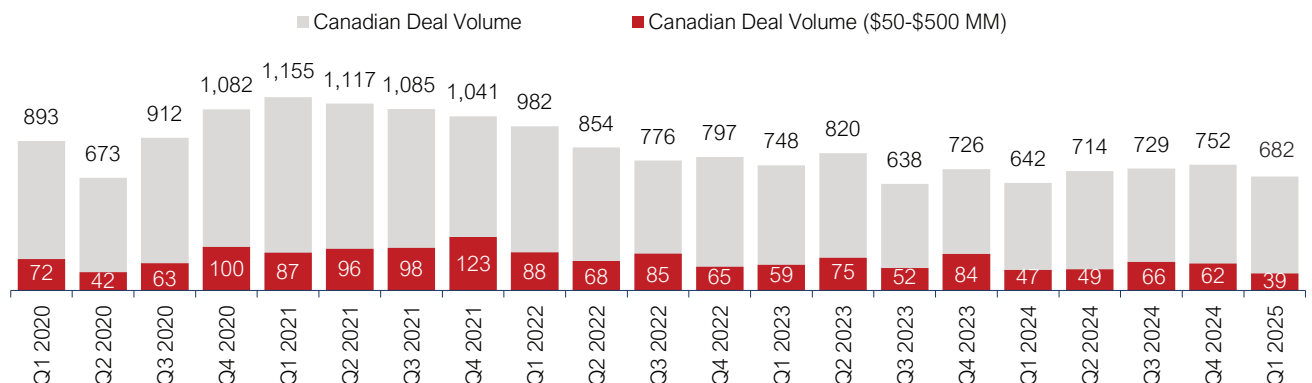


Source: S&P CapitalIQ.

CANADIAN M&A ACTIVITY

Canadian M&A activity exhibited higher levels of volatility in Q1 2025, with a sharp reversal in dealmaking momentum. Overall deal volumes rose 6.2% year-over-year but dropped 9.3% from Q4 2024, consistent with US trends. The Canadian middle market faced even steeper declines, dropping 17.0% year-over-year and a surprising 37.1% from Q4 2024. Election uncertainty, intensified by the surprise resurgence of the incumbent Liberal party, combined with US tariff concerns, prompting dealmakers to slow down in the quarter. With the election behind, the outlook for the balance of the year depends on the potential for a rebound if trade and political clarity emerges.

TOTAL CANADIAN DEAL VOLUME (Q1 2020–Q1 2025)



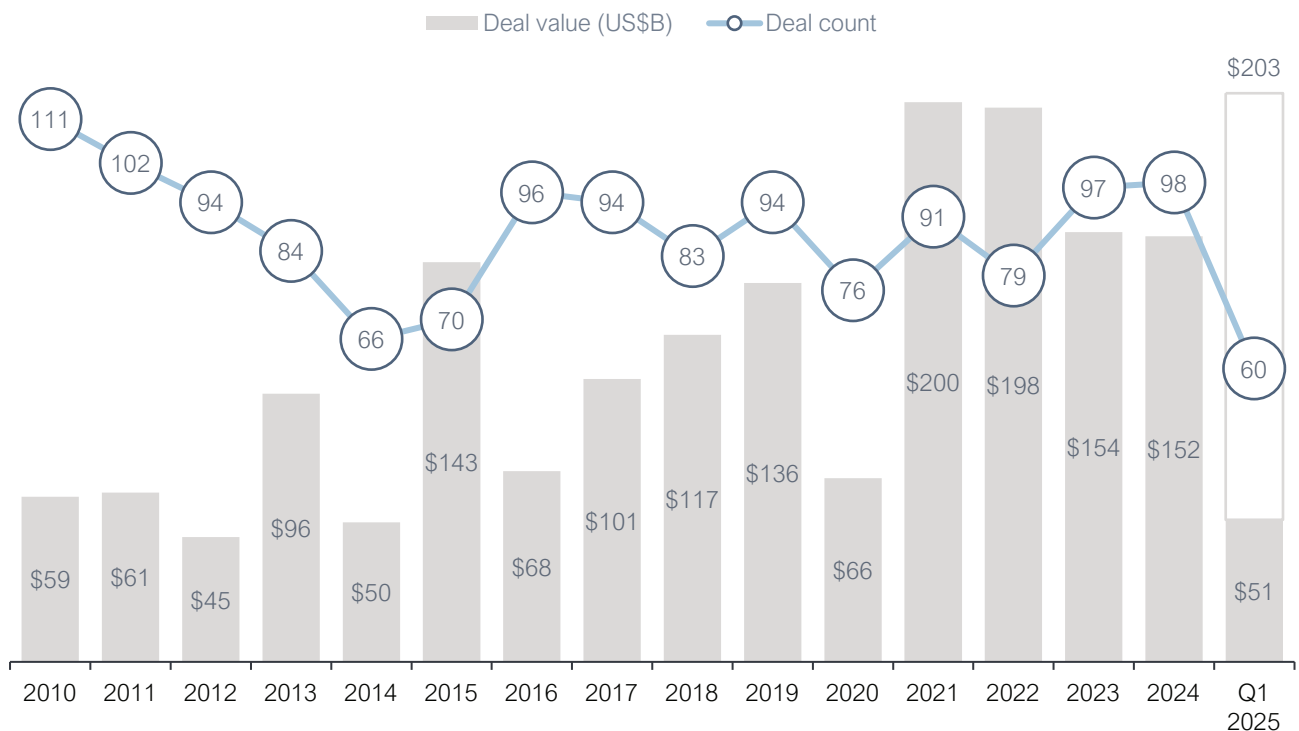
Source: S&P CapitalIQ.

THE RISE OF THE TAKE-PRIVATE

Public market volatility and compressed valuations have created compelling entry points for private equity buyers, making take-private deals more appealing. PE firms are increasingly seeking opportunities where they can implement operational improvements away from public market pressures. After a relatively quiet period for M&A, PE firms are under pressure to deploy record levels of unspent capital, driving a more aggressive pursuit of take-privates.

In the current Canadian market, many public companies that went public during the 2018-2021 IPO boom are trading well below their initial offering prices, presenting attractive opportunities for buyers like private equity firms and strategics to pursue take-private transactions. Private equity firms with significant “dry powder” are drawn to these deals due to reasonable valuations, the reduced costs and increased flexibility of private ownership, and the growing availability of capital in private markets.

Going private activity is on track to hit record levels in 2025 with 60 deals already in Q1 vs. typical volumes of 80-100 deals most years. Origin has successfully advised and closing three take-private deals in the past four months, with more in the pipeline for Q2. Taking a company private enables private equity firms to restructure, refocus strategy, and prioritize long-term value creation without the pressure of quarterly earnings scrutiny.



Source: Pitchbook.




















2025 MARKET OUTLOOK

In Q1 2025, North American M&A activity stabilized, continuing the recovery from late 2024, supported by strong employment and lower capital costs. The market shows a mix of opportunities and challenges, with private equity (PE) firms poised to play a pivotal role. Below are a few trends we see shaping the landscape.

- ▶ **STABILIZATION OF M&A ACTIVITY:** North American M&A activity in Q1 2025 stabilized, building on the recovery from late 2024, driven by strong employment and reduced capital costs
- ▶ **DOMINANCE OF LARGER DEALS:** High-growth sectors like Technology and Industrials led with larger deals, fueled by confidence from corporate and PE firms, reflecting AI and sustainability trends
- ▶ **LAGGING MID-MARKET AND SMALLER DEALS:** Mid-market and smaller transactions remained cautious, apparently more vulnerable to tariff disruptions and financing challenges
- ▶ **POTENTIAL IN REAL ESTATE AND UTILITIES:** These sectors showed signs of improvement, supported by stable interest rates
- ▶ **KEY ROLE OF PRIVATE EQUITY:** PE firms, with over \$2 trillion in global “dry powder,” are set to drive 2025 M&A, despite a drop in their 2024 Americas volume to \$398 billion (22% of activity) from \$865 billion (28%) in 2021
- ▶ **EXTENDED EXIT HOLD TIMES:** Average PE exit hold times hit a record 8.5 years in 2024, more than double the 4.1 years in 2007, signaling growing exit pressures
- ▶ **POSITIVE BUT MIXED 2025 OUTLOOK:** Declining rates, economic growth, capital availability, and PE exit pressures suggest a rebound, with Technology and Energy as promising sectors, though geopolitical and trade policy factors may impact pace

This environment offers a unique opportunity for strategic buyers and PE firms to target undervalued assets.

Despite headwinds, Origin closed out Q1 with one of our best quarters yet, with 10 transactions across our practice.

Transaction	Sector	Transaction Type	Geography
Converge	Technology	Sell-side	Buyer:  Seller: 
Collectivfide	Financial Services	Sell-side	Buyer:  Seller: 
Quadshift	Technology	Financing	Investor:  Investee: 
Marcy Laboratories	Industrials	Sell-Side	Buyer:  Seller: 
Macro Enterprises	Industrials	Financing	Buyer:  Seller: 
Encore Insurance	Financial Services	Sell-side	Buyer: CAD subsidiary of US parent Seller: 
POSS Design Limited	Industrials	Sell-side	Buyer:  Seller: 
Mid-Range	Technology	Sell-side	Buyer:  Seller: 
GMCO Corporation	Diversified	Sell-side	Buyer:  Seller: 
Dustbusters Enterprise Inc.	Diversified	Sell-side	Buyer:  Seller: 

AND FROM ORIGIN'S ADVISORY PRACTICE...

marcy *

LABORATORIES | SINCE 1963

Has received a significant investment from

LFMcapital

Exclusive Financial Advisor to

cf collectivfide
TRUST IS MUTUAL

on its equity investment of \$60 million from

Farm Mutual Re
Collaborate. Empower. Succeed.

CONVERGE
TECHNOLOGY SOLUTIONS

\$1.3 billion
Independent Financial Advisor to the Special Committee of Converge on its sale to

H. I. G.
CAPITAL

Exclusive Financial Advisor to

Q Quadshift

on its equity investment of us to \$23 million from

bdc * **Celtic House**
Venture Partners

GMCO
CORPORATION

Has been acquired by

ENVIROTECH
SERVICES

ENCORE
INSURANCE SERVICES INC.

Has been acquired by

Arthur J. Gallagher & Co.

MACRO

Secured Senior Credit facilities for succession transaction

POSS

Has been acquired by

DURAVANT

MID-RANGE

Has been acquired by

SERVICE EXPRESS

Dustbusters
ENTERPRISES INC.

Has been acquired by

ENVIROTECH
SERVICES

Visit Origin's Website for our full transaction history. Please contact any of our Managing Directors to enquire about any of our current mandates by industry.

* Certain members of Origin Merchant Partners are registered representatives of and conduct securities transactions through StillPoint Capital, LLC, Tampa, FL. StillPoint Capital and Origin Merchant Partners are not affiliated.

JIM MELOCHE

Co-Chair

jim.meloche@originmerchant.com**ALAIN MIQUELON**

Diversified; Québec Lead

alain.miquelon@originmerchant.com**BRUCE DURKEE***

Industrials

bruce.durkee@originmerchant.com**CHARLES PENNOCK**

Diversified

charles.pennock@originmerchant.com**DEVIN KENNEALY**

Agrifood; Consumer

devin.kennealy@originmerchant.com**HORACIO FACCA***

Technology; Head of US Tech

horacio.facca@originmerchant.com**LINDSAY ADAM WEISS**

Environmental; Diversified

lindsay.weiss@originmerchant.com**MICHAEL TUCCI**

Diversified

michael.tucci@originmerchant.com**ROBERT FEDROCK**

Environmental; Diversified

robert.fedrock@originmerchant.com**JIM OSLER**

Co-Chair

jim.osler@originmerchant.com**ANDREW MUIRHEAD**

Food & Agriculture

andrew.muirhead@originmerchant.com**BILL FARRELL**

Diversified; Food

bill.farrell@originmerchant.com**CHRIS WALLACE**

Diversified

chris.wallace@originmerchant.com**GLENN SHYBA**

Real Estate

glenn.shyba@originmerchant.com**JOHNATHAN BROER**

Diversified; Environmental

jonathan.broer@originmerchant.com**MARIO DI PIETRO**

Technology

mario.dipietro@originmerchant.com**NICK NEWLIN***

Industrials

nick.newlin@originmerchant.com**SHAUN QUENNELL**

Education; Diversified

shaun.quennell@originmerchant.com**SCOTT SIMS***

Industrials, HVACR

scott.sims@originmerchant.com**ROB PENTELIUK**

Financials; Diversified

rob.penteliuk@originmerchant.com**ARTEM KRYLOV**

Automotive; Financial Services

artem.krylov@originmerchant.com**CATHY STEINER**

Healthcare

cathy.steiner@originmerchant.com**DARREN WILLIAMS**

Industrials

darren.williams@originmerchant.com**GREG MARTIN**

Food; Consumer

greg.martin@originmerchant.com**LAWRENCE RHEE**

Technology

lawrence.rhee@originmerchant.com**MARK ERNST**

Capital Raising; Diversified

mark.ernst@originmerchant.com**ROB BIRD**

Diversified

robert.bird@originmerchant.com**SUNNY MAHAL**

Diversified

sunny.mahal@originmerchant.com**ADRIENNE BUTLER**

Business Development Associate

adrienne.butler@originmerchant.com

To learn more, please contact Adrienne Butler or reach out directly to any of any of our Managing Directors.

* Certain members of Origin Merchant Partners are registered representatives of and conduct securities transactions through StillPoint Capital, LLC, Tampa, FL. StillPoint Capital and Origin Merchant Partners are not affiliated.



ORIGIN

MERCHANT PARTNERS

ATLANTA | BOSTON | CHICAGO | MONTREAL | OTTAWA | TORONTO | VANCOUVER