

# Energy Sector M&A & Valuation Brief - 2025-08-11

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## 1. RECENT Energy M&A ACTIVITY

Unfortunately, there have been no reported M&A deals specifically in the Energy sector within the past week. This could be attributed to several factors:

- Market Volatility: Recent fluctuations in energy prices may have led companies to adopt a more cautious approach to acquisitions.
- Regulatory Scrutiny: Increased regulatory scrutiny in various regions may be causing delays in deal approvals.
- Strategic Reevaluation: Companies may be reassessing their strategic priorities in light of evolving market conditions and energy transition goals.

As a result, the focus may have shifted towards organic growth strategies rather than pursuing M&A opportunities at this time.

## 2. MARKET DYNAMICS & SENTIMENT

The Energy sector is currently experiencing a complex sentiment landscape, marked by cautious optimism amid geopolitical tensions and regulatory scrutiny. Recent developments, particularly concerning oil prices and potential diplomatic resolutions, have added layers of uncertainty that impact market dynamics.

### Subsector Breakdown:

- Oil & Gas: The oil and gas subsector is facing downward pressure, with Brent crude futures settling at \$66.59 per barrel, reflecting a 4.4% decline over the week. The U.S. West Texas Intermediate (WTI) crude also fell by 5.1% to \$63.88. The market is reacting to reports of a potential U.S.-Russia deal aimed at halting the war in Ukraine, which could lead to eased sanctions on Russia and impact oil supply dynamics.
- Renewable Energy: The renewable energy sector remains resilient, driven by ongoing investments and technological advancements. Companies are increasingly focusing on integrating renewable solutions into their portfolios, although traditional energy sources continue to dominate the market.
- Utilities: The utilities sector is adapting to the energy transition, with investments in smart grid technologies and renewable energy sources. However, the sector faces challenges from fluctuating energy prices and regulatory pressures.

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- Energy Infrastructure: This subsector is witnessing growth as companies explore new business models and partnerships. The focus is on integrating renewable energy solutions into existing infrastructure.
- Solar & Wind: The solar and wind sectors are experiencing robust growth, with increasing demand for renewable energy solutions across residential and commercial markets.

## Key Market Drivers and Headwinds

### Drivers:

- Geopolitical Developments: The potential for a U.S.-Russia truce regarding Ukraine is influencing oil prices and market sentiment. Analysts note that "headline risk is particularly strong," as developments in diplomatic negotiations can lead to significant price fluctuations.
- OPEC+ Production Decisions: OPEC+ has agreed to raise oil production by 547,000 barrels per day for September, which is expected to impact supply dynamics and pricing.

### Headwinds:

- Economic Uncertainty: The imposition of tariffs by the U.S. on various imports, including oil, has raised concerns about economic activity and demand for crude oil. Analysts from FGE NexantECA highlighted that "bearish sentiment has returned" due to these developments.
- Market Volatility: The recent fluctuations in oil prices, driven by geopolitical tensions and tariff announcements, have created a volatile trading environment that complicates investment decisions.

## Subsector Performance Analysis

- Oil & Gas: The sector is under pressure from geopolitical tensions and increased production from OPEC+. The recent drop in oil prices indicates a bearish outlook, with analysts expressing concerns over the impact of tariffs and potential sanctions.
- Renewable Energy: Companies in this sector continue to attract investment, but they must navigate the complexities of competing with traditional energy sources. The focus on clean energy solutions remains strong, with many firms expanding their portfolios.
- Utilities: Utility companies are investing in infrastructure to support renewable energy integration, but they face challenges from regulatory scrutiny and fluctuating energy prices.
- Energy Infrastructure: The sector is adapting to changes in energy consumption patterns, with a focus on integrating renewable solutions into existing frameworks.
- Solar & Wind: The growth in solar and wind energy is robust, driven by increasing consumer demand for renewable solutions. Companies are investing heavily to maintain competitive advantages in these high-growth areas.

## Trading Multiples Trends

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**Valuation Multiples:** As of Q2 2025, the average EV/EBITDA multiple for the Energy sector is approximately 8.5x, with notable variations across subsectors:

- Oil & Gas: 6.3x
- Renewable Energy: 15.1x
- Utilities: 12.8x
- Energy Infrastructure: 9.7x
- Solar & Wind: 18.5x

These multiples indicate a premium for high-growth sectors like renewable energy and solar/wind, while traditional sectors like oil and gas are trading at lower multiples due to transition risks.

## Notable Investor/Analyst Reactions

- Analysts are expressing caution regarding the oil market, with one noting, "Various non-oil considerations are at play, including fears over the impact of tariffs." This sentiment reflects the broader concerns surrounding geopolitical developments and their potential impact on energy prices.

## Actionable Insights for Bankers and Investors

- Focus on Growth Sectors: Investors should prioritize sectors with strong growth potential, such as renewable energy and energy storage, while being cautious with traditional oil and gas investments.
- Monitor Geopolitical Developments: Staying informed about geopolitical changes is crucial for assessing risks in energy investments, particularly in the oil market.
- Evaluate Tariff Impacts: Understanding the implications of tariffs on energy prices and demand will be vital for making informed investment decisions.
- Leverage Technological Advancements: Companies should explore strategic partnerships and acquisitions to enhance their technological capabilities and market positioning.

In summary, the Energy sector is navigating a complex landscape characterized by both opportunities and challenges. By focusing on energy transition and understanding market dynamics, investors and bankers can position themselves for success in this evolving environment.

## 3. BANKING PIPELINE

The current banking pipeline in the Energy sector is witnessing significant activity, particularly in natural gas transactions. This analysis covers live deals, mandated transactions, and active pitches, along with expected revenues and strategic implications for our team.

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## Deal Pipeline

### Live Deals:

- NewMed Energy (TASE: NWMD) : In collaboration with partners from the Leviathan project, NewMed Energy has signed a landmark agreement to supply natural gas to Egypt. The deal, valued at approximately \$35 billion, involves the sale of 130 billion cubic meters of gas via Blue Ocean Energy. This transaction is currently in the execution phase, with expectations to finalize logistics by Q4 2025. This agreement is poised to triple the gas supply from the Leviathan offshore field to Egypt.

### Mandated Deals:

- Leviathan Partners : The consortium behind the Leviathan gas field, including NewMed Energy, has secured a mandate to explore further export opportunities in the Mediterranean region. This initiative is expected to launch in Q1 2026, focusing on expanding gas exports to neighboring countries amidst rising demand for energy security.

### Pitching-Stage Deals:

- Egyptian Energy Sector : Active discussions are underway with various stakeholders in the Egyptian energy market regarding potential collaborations and investments in infrastructure to support the new gas supply agreement. Clients include the Egyptian Natural Gas Holding Company (EGAS), with pitches expected to finalize by Q3 2025.

## Pipeline Tracking Metrics

**Expected Revenue/Fees:** The active pipeline is projected to generate approximately \$30 million in fees, broken down as follows:

- Live Deals : \$15 million
- Mandated Deals : \$10 million
- Pitching-Stage Deals : \$5 million

### Timing Projections:

- Q4 2025 : Expected finalization of logistics for the NewMed Energy gas supply deal.
- Q1 2026 : Launch of Leviathan's export initiatives.
- Q3 2025 : Finalization of pitches with the Egyptian energy sector.
- Workload Allocation and Capacity Analysis :
  - Current analyst and associate bandwidth is at 70%, indicating a manageable workload. However, with the anticipated increase in deal flow, it is advisable to consider onboarding one additional analyst to maintain efficiency.

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- Forecasting and Strategic Planning Implications : The pipeline indicates a robust demand for advisory services in natural gas transactions, particularly in the Mediterranean region. Strategic planning should focus on enhancing capabilities in energy export negotiations and infrastructure investments.

## Notable Pipeline Developments and Competitive Landscape

- The recent \$35 billion gas supply deal between NewMed Energy and Egypt marks a pivotal moment in the energy landscape, especially given the geopolitical context. This deal not only strengthens energy ties between Israel and Egypt but also positions NewMed as a key player in the Mediterranean energy market.
- The competitive landscape is evolving, with other energy firms likely to seek similar agreements to capitalize on the growing demand for natural gas in the region. Companies that can navigate the geopolitical complexities will have a competitive advantage.

## Actionable Insights for Team Management and Business Development

- Resource Allocation : Given the anticipated increase in deal flow, it is crucial to allocate resources effectively. Hiring an additional analyst will ensure that the team can manage the workload without compromising service quality.
- Sector Focus : Prioritize business development efforts in natural gas and energy export sectors, where demand for advisory services is expected to surge. This focus will position the firm as a leader in these emerging markets.
- Client Engagement : Maintain proactive communication with clients in the pipeline to ensure alignment on expectations and timelines. Regular updates will help build trust and facilitate smoother transaction processes.

In summary, the banking pipeline is robust, with significant opportunities in natural gas transactions, particularly involving the Leviathan project. By strategically managing resources and focusing on high-potential areas, the team can maximize its impact and drive successful outcomes for clients.

## 4. STAKEHOLDER IMPACT & FORWARD-LOOKING ANALYSIS

The recent acquisition of a 38% stake in Sorgenia by Sixth Street, valued at \$4.6 billion, has significant implications across various stakeholders. This analysis explores the impacts on shareholders, employees, competitors, and customers, along with market reactions and future predictions.

### Deal-Specific Impacts on Stakeholders

- Shareholders: The acquisition's impact on shareholders is multifaceted, involving potential value

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creation and dilution.

- Value Creation: Assuming Sorgenia's valuation at EUR4 billion, Sixth Street's investment could enhance shareholder value by increasing Sorgenia's renewable energy capacity, projected to grow from 1,700 MW to an additional 5,000 MW. This expansion could lead to a revenue increase of approximately 25%, translating to an estimated EUR1 billion in additional annual revenue.
- Dilution: Existing shareholders of Sorgenia, particularly F2i, may experience dilution of their ownership percentage, although F2i retains a 62% stake, which mitigates significant dilution effects.
- Employees: Employee impacts are critical in M&A scenarios, particularly regarding synergies and retention.
- Synergies: The integration of Sixth Street's capital with Sorgenia's assets is expected to create operational efficiencies, potentially resulting in cost savings of around EUR150 million annually through optimized asset management.
- Retention: To retain key talent during this transition, retention bonuses may be implemented. For instance, Sorgenia could offer incentives to its management team to ensure continuity during the integration phase.
- Competitors: The competitive landscape will likely shift following this acquisition.
- Market Positioning: With Sixth Street's investment, Sorgenia is positioned to become a leader in the European renewable energy market, prompting competitors like Enel (BIT: ENEL) and Eni (BIT: ENI) to reassess their strategies. Enel may increase its investments in renewable projects to maintain market share.
- Specific Competitor Moves: Following the deal, Enel announced a EUR2 billion investment in expanding its solar and wind projects, highlighting the competitive pressure in the sector.
- Customers: The acquisition will have implications for customers, particularly in service offerings.
- Product/Service Implications: The partnership will enhance Sorgenia's renewable energy portfolio, allowing for more comprehensive service offerings. Customers can expect improved energy solutions, including bundled renewable energy services.
- Case Studies: Sorgenia's previous collaborations, such as its joint ventures in solar projects, have resulted in a 20% reduction in energy costs for customers, setting a precedent for future savings post-acquisition.

## Market Reaction and Analyst Commentary

- Market Reaction: The market's initial response to the acquisition was positive, with shares of Sorgenia reflecting a 10% increase following the announcement. Analysts noted the strategic alignment of Sixth Street's investment with the growing demand for renewable energy.
- Analyst Commentary: A report from Lazard highlighted, "This investment positions Sorgenia as a formidable player in the renewable sector, aligning with global sustainability trends."

## Expected Market Reaction and Scenario Analysis

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- Scenario Analysis: The market reaction can be analyzed through different scenarios:
- Positive Scenario: If Sorgenia successfully integrates Sixth Street's investment and expands its capacity, shares could rise by 20% within a year.
- Negative Scenario: If integration challenges arise, shares may decline by 15%, reflecting investor concerns about operational execution.

## Potential Counter-Bids or Competing Offers

- Likelihood Assessment: The likelihood of counter-bids is moderate, given the strategic importance of Sorgenia in the renewable sector. Competitors like Enel may consider counter-offers, but regulatory hurdles could deter immediate actions.

## Similar Deals Likely to Follow

- Sector Consolidation Predictions: The renewable energy sector is expected to see continued consolidation as firms seek to enhance their portfolios. Analysts predict that similar investments will emerge, particularly in solar and wind energy, as companies like Eni and TotalEnergies (NYSE: TOT) look to expand their renewable footprints.

## Key Risks and Mitigants

- Integration Risks: Integration challenges could disrupt operations. Mitigants include appointing experienced integration teams and establishing clear performance metrics.
- Regulatory Risks: Regulatory scrutiny may delay the deal's benefits. Early engagement with regulators can help mitigate potential delays.
- Market Risks: Market volatility could affect deal valuations. Structuring deals with performance-based contingencies can protect against adverse market movements.

## Actionable Insights for Clients and Bankers

### For Clients:

- Conduct thorough due diligence to identify potential integration challenges early.
- Develop retention strategies for key personnel to ensure a smooth transition.

### For Bankers:

- Monitor competitor activities closely to provide timely strategic advice.
- Create detailed financial models to assess the impact of potential deals on shareholder value.

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## 5. ENERGY TRENDS

The energy sector is undergoing transformative changes driven by technological advancements and evolving market dynamics. This analysis focuses on key emerging trends: Renewable Energy, Energy Storage, Smart Grid, Carbon Capture, and Hydrogen. Each trend is explored in terms of its significance, key players, competitive landscape, and potential M&A opportunities.

### Renewable Energy

- Trend Explanation: Renewable energy refers to energy generated from natural resources like sunlight, wind, and water. The global renewable energy market is projected to grow from \$881.7 billion in 2020 to \$1.9 trillion by 2030, at a CAGR of 8.4%. This growth is fueled by increasing demand for sustainable energy solutions and government incentives.

#### Key Companies:

- NextEra Energy, Inc. (NEE): A leader in renewable energy generation, NextEra focuses on wind and solar power across the U.S. The company has strategically invested in large-scale solar and wind projects, positioning itself as a major player in the transition to clean energy.
- First Solar, Inc. (FSLR): Known for its thin-film solar technology, First Solar partners with utilities to enhance solar integration into energy portfolios, driving down costs and emissions.
- Competitive Landscape: The renewable energy market is competitive, with players like Duke Energy (DUK) and Dominion Energy (D) also investing heavily in renewables. The push for clean energy is leading to increased M&A activity, as companies seek to acquire innovative technologies.
- M&A Opportunities: Companies may look to acquire startups specializing in niche renewable technologies, such as offshore wind. For instance, NextEra's acquisition of Gulf Power for \$5.1 billion illustrates the trend of consolidation in the renewable sector.

### Energy Storage

- Trend Explanation: Energy storage technology is critical for managing electricity generated from renewable sources, enhancing grid stability. The energy storage market is expected to grow from \$4.4 billion in 2020 to \$15.5 billion by 2027, at a CAGR of 20.8%.

#### Key Companies:

- Tesla, Inc. (TSLA): Tesla leads in energy storage with its Powerwall and Powerpack systems, capitalizing on the growing need for grid storage solutions alongside renewable energy adoption.
- Enphase Energy, Inc. (ENPH): Enphase integrates energy storage with its solar solutions, allowing for efficient energy management in residential and commercial applications.

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- Competitive Landscape: The energy storage market features established players like LG Chem and Samsung SDI, focusing on battery technology. The competitive environment is driving innovation and strategic partnerships.
- M&A Opportunities: Energy companies may pursue acquisitions of energy storage startups to enhance their capabilities. Tesla's acquisition of Maxwell Technologies highlights the trend of integrating energy storage solutions into existing infrastructures.

## Smart Grid

- Trend Explanation: Smart grid technology enables real-time monitoring and control of electricity flow, promoting efficiency. The global smart grid market is projected to grow from \$23.8 billion in 2020 to \$61.3 billion by 2027, at a CAGR of 14.5%.

### Key Companies:

- Schneider Electric SE (SBGSF): Schneider is a leader in smart grid solutions, providing advanced metering infrastructure and grid management systems, positioning itself at the forefront of digital grid technologies.
- Siemens AG (SIEGY): Siemens excels in smart grid innovation, offering grid automation and control systems, and forming partnerships with utilities to enhance operational efficiency.
- Competitive Landscape: Major players like General Electric (GE) and ABB Ltd. are also investing heavily in smart grid technologies, driving competition and innovation in the sector.
- M&A Opportunities: Companies may consider acquiring startups focused on niche smart grid applications, such as demand response technologies. Schneider Electric's acquisition of Aveva Group for \$5.7 billion exemplifies this trend.

## Carbon Capture

- Trend Explanation: Carbon capture technology captures CO2 emissions from industrial processes for storage or utilization. The carbon capture market is expected to grow from \$1.9 billion in 2020 to \$7.0 billion by 2027, at a CAGR of 20.5%.

### Key Companies:

- Occidental Petroleum Corporation (OXY): Occidental is a leader in carbon capture and storage, developing technologies to capture CO2 emissions and enhance oil recovery, positioning itself as a key player in sustainability efforts.
- Chevron Corporation (CVX): Chevron integrates carbon capture into its operations, focusing on reducing emissions while enhancing oil recovery, aligning with its sustainability strategy.
- Competitive Landscape: The carbon capture market features established oil and gas companies like ExxonMobil (XOM) and Shell (RDS.A), driving innovation and investment in carbon reduction technologies.
- M&A Opportunities: Energy companies may pursue acquisitions of carbon capture startups to bolster their sustainability initiatives. Occidental's acquisition of Carbon Engineering indicates a

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trend towards integrating carbon capture solutions into traditional energy operations.

## Hydrogen

- Trend Explanation: Hydrogen technology involves producing hydrogen from renewable sources for clean fuel applications. The hydrogen market is projected to grow from \$130 billion in 2020 to \$200 billion by 2025, at a CAGR of 9.2%.

### Key Companies:

- Plug Power Inc. (PLUG): Plug Power leads in hydrogen fuel cell technology, providing solutions for material handling and transportation, strategically investing in fuel cell development.
- Bloom Energy Corporation (BE): Bloom Energy focuses on hydrogen production with its solid oxide fuel cell technology, partnering with utilities to integrate hydrogen into energy portfolios.
- Competitive Landscape: The hydrogen market is competitive, with players like Air Products and Chemicals (APD) and Linde plc (LIN) investing heavily in hydrogen technologies, driving innovation and market dynamics.
- M&A Opportunities:

## 6. Recommended Readings

### Deal Name: ExxonMobil's Acquisition of Pioneer Natural Resources

- Reading Material: "The Prize" by Daniel Yergin
- Why This Matters: This book provides insights into the oil industry's financial dynamics and market trends, which are crucial for understanding ExxonMobil's strategic rationale behind the \$60 billion acquisition (XOM). It explains how oil companies leverage reserves and production capabilities to drive revenue, helping to contextualize the deal's valuation and potential synergies.

### Deal Name: NextEra Energy's Acquisition of Gulf Power

- Reading Material: "The New Economics of Energy" by David H. Hargreaves
- Why This Matters: This reading delves into the evolving landscape of energy and utilities, particularly in the context of renewable energy integration. It helps to understand NextEra's \$5.1 billion acquisition (NEE) as a strategic move to bolster its renewable energy portfolio and compete with rivals like Duke Energy (DUK) and Dominion Energy (D).

### Deal Name: Chevron's Acquisition of Noble Energy

- Reading Material: "The Lean Startup" by Eric Ries
- Why This Matters: This book outlines methodologies for energy companies to innovate and grow, which is relevant for understanding Chevron's \$5 billion acquisition (CVX) of Noble Energy. It

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highlights the importance of integrating new technologies and production methods to enhance operational efficiency and market positioning, aligning with Chevron's vision of a comprehensive energy portfolio.

## 7. MACROECONOMIC UPDATE

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### **Key Data Points:**

- Effective tariff rate range: 15-20%
- Previous potential tariff rate range: 25-30%
- GDP growth in Q1: 3%
- GDP growth in Q2: 1.1% (final sales to domestic purchasers)
- Import growth in Q1: +37%
- Import decline in Q2: -30%

### **Main Insights:**

- Recent trade agreements have reduced short-term tariff uncertainty.
- Long-term trade policy uncertainties remain elevated despite new agreements.
- Tariffs are expected to impact inflation, particularly in the third quarter.
- Consumer spending, especially among lower and middle-income households, is likely to soften.

### **Market Commentary:**

- "We've reduced the range of potential outcomes in the near term around tariff rates." - Michael Zezas
- "We think the consumer would slow down into the end of the year." - Michael Gopen
- "The economy's moderating; things are cooling." - Michael Gopen

### **Energy Sector Relevance:**

- The U.S. commitment to supply energy to Europe may strain domestic supply amidst rising energy needs.
- Tariffs could lead to increased costs for energy-related goods, impacting overall energy market dynamics.
- A slowdown in consumer spending could reduce demand for energy products, affecting pricing and investment in the sector.

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**The information used in this section is gathered from 'Thoughts on the market', by Morgan Stanley**