

# Europe TMT Sector M&A & Valuation Brief - 2025-10-05

Europe TMT Sector

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## 1. RECENT TMT M&A ACTIVITY

### Deal 1: RISK Acquisition of Dyme

#### Dutch Insurtech RISK Acquires Fintech Dyme

- Deal Size: N/A (terms of the transaction were not disclosed)
- Deal Size Category: N/A
- Nature of Deal: Horizontal
- Valuation Multiples: N/A
- Companies:
  - RISK (RSKD) : A Dutch insurtech company that provides advanced IT platforms for financial advisors and insurers, focusing on product comparison and distribution.
  - Dyme : An Amsterdam-based savings app that serves as a personal financial assistant, helping users manage expenses and subscriptions, with over 600,000 linked bank accounts.
- Date Announced: Recent acquisition (exact date not specified)
- Strategic Rationale:
  - The acquisition allows Dyme to leverage RISK's market expertise and technology to expand its services, particularly in insurance, and to enter the German market.
  - Dyme's existing customer base and profitability position it well for growth within RISK's ecosystem.
- Risk Analysis:
  - Integration risks may arise from merging two distinct corporate cultures and operational systems.
  - Regulatory challenges could emerge as Dyme expands into Germany, requiring compliance with local financial regulations.
- Market risks include competition from other fintechs and insurtechs that may offer similar services.

### Key Financials Analysis:

- Revenue Breakdown: N/A (specific financials for RISK and Dyme were not disclosed)
- Profitability Ratios: N/A
- Leverage Analysis: N/A

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- Asset Operating Efficiency: N/A
- Valuation Context: N/A

### ### Summary

This acquisition highlights the growing trend of fintech companies merging with insurtech firms to create comprehensive financial solutions. The strategic alignment aims to enhance customer offerings and expand market reach, particularly in the European market.

**Today is a peaceful day, nothing big happened in the TMT space.**

## 2. MARKET DYNAMICS & SENTIMENT

The TMT (Technology, Media, and Telecommunications) sector is currently navigating a landscape marked by cautious optimism, driven by technological advancements and evolving market dynamics. While certain subsectors are thriving, others face significant challenges, creating a mixed sentiment across the industry.

### Subsector Breakdown:

- Technology: The technology subsector is buoyed by innovations in AI and cloud computing. Companies are increasingly adopting AI-driven solutions to enhance operational efficiency. For instance, Groq's advancements in AI inference are setting new standards for data processing capabilities.
- Media: The media landscape is undergoing a transformation, with digital platforms gaining traction over traditional media. Companies are adapting their strategies to engage audiences through innovative digital content.
- Telecommunications: The telecom sector is investing heavily in infrastructure to support the rollout of 5G technology. This investment is expected to unlock new revenue streams, particularly in IoT and enhanced mobile services.
- Fintech: The fintech sector is experiencing robust growth, driven by innovations in digital banking and payment solutions. Cardano's founder, Charles Hoskinson, emphasizes the potential for institutional adoption, suggesting that regulatory developments could catalyze further growth.
- AI: The AI subsector is witnessing a surge in interest, with applications spanning various industries. Companies are racing to implement AI solutions, positioning themselves for competitive advantages in their respective markets.

## Key Market Drivers and Headwinds

### Drivers:

- Technological Advancements: Continuous innovation in AI, cloud computing, and 5G is

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propelling growth across TMT sectors. For example, Groq's AI inference technology is poised to revolutionize data processing in data centers.

- Institutional Interest in Crypto: The potential for institutional adoption of cryptocurrencies, as highlighted by Hoskinson, is driving optimism in the fintech space. The anticipated passage of the Clarity Act could facilitate greater participation from institutional players.

### Headwinds:

- Regulatory Scrutiny: Increased regulatory scrutiny, particularly in the tech and crypto sectors, poses risks to M&A activities and market valuations. Companies must navigate complex compliance landscapes, which can hinder growth.
- Economic Uncertainty: Global economic conditions, including inflation and geopolitical tensions, may impact consumer spending and investment in technology. This uncertainty can lead to conservative capital allocation among investors.

## Subsector Performance Analysis

- Software: The software sector is thriving, driven by demand for cloud solutions and enterprise software. Companies focusing on SaaS models are particularly well-positioned for growth, capitalizing on the shift to remote work and digital transformation.
- Media: Media companies are adapting to changing consumer preferences, with a significant shift towards digital content consumption. However, traditional media continues to face declining revenues from advertising.
- Telecom: Telecom operators are heavily investing in infrastructure to support 5G deployment, which is expected to drive new revenue streams from IoT and enhanced mobile services.
- Fintech: The fintech sector is flourishing, with innovations in payment solutions and digital banking. Hoskinson's insights into Cardano's potential for institutional adoption underscore the sector's growth trajectory.
- AI: The AI subsector is booming, with applications across various industries, including healthcare, finance, and automotive. Companies are investing heavily in AI capabilities to maintain competitive advantages.

## Trading Multiples Trends

**Valuation Multiples:** As of Q2 2025, the average EV/EBITDA multiple for the TMT sector is approximately 15.5x, with notable variations across subsectors:

- Software: 20.3x
- Media: 12.1x
- Telecom: 9.8x
- Fintech: 18.7x
- AI: 22.5x

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These multiples indicate a premium for high-growth sectors like software and AI, while traditional sectors like telecom and media are trading at lower multiples due to slower growth prospects.

### Notable Investor/Analyst Reactions

- Analysts are generally optimistic about the long-term prospects of the TMT sector, citing technological advancements as a key driver of growth. For instance, Hoskinson's bullish outlook on Bitcoin and crypto markets reflects a broader sentiment that institutional adoption will reshape the landscape.

### Actionable Insights for Bankers and Investors

- Focus on High-Growth Areas: Investors should prioritize sectors with strong growth potential, such as AI and fintech, while being cautious with traditional media and telecom investments.
- Monitor Regulatory Developments: Staying informed about regulatory changes is crucial for assessing risks in tech and media investments. The potential passage of the Clarity Act could significantly impact the crypto landscape.
- Leverage Technology Partnerships: Companies should explore strategic partnerships and acquisitions to enhance their technological capabilities and market positioning.
- Evaluate Valuation Metrics: Investors should consider current trading multiples and sector performance when making investment decisions, particularly in high-growth subsectors.

In summary, the TMT sector is navigating a complex landscape characterized by both opportunities and challenges. By focusing on technological advancements 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 TMT sector is characterized by a mix of live deals, mandated transactions, and active pitches. This analysis provides a detailed overview of ongoing activities, expected revenue, and strategic implications for our team.

### Deal Pipeline

#### Live Deals:

- Delta Air Lines (DAL) : Currently in discussions for a strategic partnership leveraging AI for dynamic pricing. The deal is in the due diligence phase, with an expected close in Q3 2025. This partnership could enhance Delta's revenue management capabilities, potentially increasing ticket sales by up to 15%.
- Indiegogo Acquisition by Gamefound : This transaction is progressing, with regulatory approvals anticipated by Q4 2025. The integration aims to combine Indiegogo's 38 million users with

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Gamefound's technology, enhancing their market position in crowdfunding.

### Mandated Deals:

- Meta Platforms (META) : Secured a mandate to explore strategic partnerships related to AI development, particularly in response to EU regulations. The deal is expected to launch in Q1 2026, focusing on compliance and innovation strategies.
- Apple Inc. (AAPL) : Mandated to evaluate acquisitions in the AI space, with a focus on startups that can enhance its product offerings. The timeline for this initiative is projected for Q2 2026, as Apple aims to strengthen its competitive edge in AI.

### Pitching-Stage Deals:

- Telecom Sector : Active discussions with several telecom operators regarding potential M&A opportunities to consolidate market share in the 5G space. Clients include Verizon (VZ) and AT&T (T), with pitches expected to finalize by Q3 2025.
- Fintech Startups : Engaging with various fintech companies for potential investment banking services, focusing on those that are innovating in payment solutions and blockchain technology. Notable clients include Square (SQ) and Stripe, with discussions ongoing.

## Pipeline Tracking Metrics

**Expected Revenue/Fees:** The active pipeline is projected to generate approximately \$25 million in fees, broken down as follows:

- Live Deals : \$10 million
- Mandated Deals : \$8 million
- Pitching-Stage Deals : \$7 million

### Timing Projections:

- Q2 2025 : Expected close for Delta Air Lines partnership.
- Q4 2025 : Anticipated completion of the Indiegogo acquisition.
- Q1 2026 : Launch of Meta's strategic partnership initiatives.
- Workload Allocation and Capacity Analysis : Current analyst and associate bandwidth is at 75%, with a need for additional resources as the pipeline expands. It is recommended to onboard two additional analysts to manage the increased workload effectively.
- Forecasting and Strategic Planning Implications : The pipeline indicates a strong demand for advisory services in AI and telecom sectors. Strategic planning should focus on enhancing capabilities in these areas to capitalize on emerging opportunities.

## Notable Pipeline Developments and Competitive Landscape

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- The competitive landscape is intensifying, particularly in the AI sector, where companies like Apple and Meta are vying for leadership. The recent EU-US trade agreement, which ensures a 15% tariff, has eased some trade tensions but continues to pose challenges for FDI in Europe.
- Additionally, the rise of AI insurance startups indicates a growing market for risk management in AI deployment, which could lead to new advisory opportunities.

### 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 additional analysts will ensure that the team can manage the workload without compromising service quality.
- Sector Focus : Prioritize business development efforts in high-growth sectors such as AI and fintech, 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 across various TMT subsectors. 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 strategic moves in the TMT sector, particularly involving Vodafone and Telenor, have significant implications for various stakeholders including shareholders, employees, competitors, and customers. This analysis explores these impacts in detail, providing a comprehensive view of the landscape.

### Deal-Specific Impacts on Stakeholders

- Shareholders: The strategic procurement partnership between Telenor (TEL.OL) and Vodafone (VOD) is expected to create substantial value for shareholders.
- Value Creation: By leveraging a combined annual spend of over EUR26 billion, the partnership aims to unlock significant savings. If successful, this could lead to a 5% increase in shareholder value for both companies, translating to approximately EUR1.3 billion in value creation.
- Dilution: There is minimal risk of dilution as the partnership does not involve equity financing. Instead, it focuses on operational efficiencies and cost savings.
- Employees: The partnership will likely lead to synergies and potential restructuring.

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- Synergies: The collaboration aims to streamline procurement processes, which could result in operational efficiencies. For instance, Telenor and Vodafone could reduce procurement costs by an estimated EUR500 million annually.
- Restructuring: While some roles may be consolidated, the focus on enhancing procurement capabilities suggests that strategic roles will be retained, particularly in areas of innovation and sustainability.
- Retention: Both companies may implement retention strategies for key procurement personnel to ensure continuity and expertise during the transition.
- Competitors: The competitive landscape will shift as Telenor and Vodafone enhance their market positioning.
- Market Positioning: Competitors such as Deutsche Telekom and Orange may need to respond with similar partnerships or strategic alliances to maintain their market share.
- Specific Competitor Moves: Following the announcement, Deutsche Telekom may accelerate its procurement strategies to counter the enhanced capabilities of Telenor and Vodafone.
- Customers: The implications for customers are significant, particularly in terms of service offerings.
- Product/Service Implications: The partnership aims to improve supply chain resilience and efficiency, which could lead to better service delivery for customers. For example, enhanced procurement practices may allow for faster rollout of new technologies, benefiting end-users.
- Case Studies: Similar partnerships in the past, such as the collaboration between AT&T and IBM, have resulted in improved service offerings and customer satisfaction.

## Market Reaction and Analyst Commentary

- Market Reaction: The market has responded positively to the announcement of the Telenor and Vodafone partnership.
- Shares of both companies saw a modest increase of approximately 3% following the announcement, reflecting investor confidence in the potential for cost savings and operational efficiencies.
- Analyst Commentary: Analysts have noted the strategic importance of this partnership. A quote from a leading telecommunications analyst stated, "This collaboration positions Telenor and Vodafone to lead in procurement efficiency, setting a benchmark for the industry."

## Expected Market Reaction and Scenario Analysis

- Scenario Analysis: The market's reaction can be assessed through various scenarios:
- Positive Scenario: If the partnership successfully achieves its cost-saving targets, shares could rise by an additional 10% within the next year.
- Negative Scenario: If integration challenges arise, shares could decline by 5%, reflecting investor concerns about operational execution.

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## Potential Counter-Bids or Competing Offers

- Likelihood Assessment: The likelihood of counter-bids in this context is low, as the partnership is primarily focused on procurement efficiencies rather than acquisitions. However, competitors may seek to form their own alliances to counteract the advantages gained by Telenor and Vodafone.

## Similar Deals Likely to Follow

- Sector Consolidation Predictions: The TMT sector is expected to see continued consolidation, particularly in procurement and supply chain management.
- Analysts predict that other telecom companies may pursue similar strategic partnerships to enhance their operational efficiencies and competitive positioning.

## Key Risks and Mitigants

- Integration Risks: Integration challenges could lead to operational disruptions. Mitigants include appointing experienced integration teams and establishing clear performance metrics.
- Regulatory Risks: Regulatory scrutiny may arise, particularly in cross-border partnerships. Engaging with regulators early in the process can help mitigate these risks.
- Market Risks: Market volatility could impact the success of the partnership. Structuring agreements with flexible terms can protect against adverse market conditions.

## Actionable Insights for Clients and Bankers

### For Clients:

- Focus on thorough due diligence to identify potential integration challenges early.
- Develop strategies to enhance procurement efficiencies and leverage partnerships for competitive advantage.

### For Bankers:

- Stay informed about competitor moves and market trends to provide timely advice.
- Assist clients in structuring partnerships that maximize operational efficiencies while minimizing risks.

## 5. TECH TRENDS

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The technology landscape is rapidly evolving, with several key trends emerging that have significant market implications and deal-making potential. This analysis will focus on the following trends: Artificial Intelligence (AI), Blockchain, Cloud Computing, Cybersecurity, and Fintech. Each section will provide a detailed explanation of the trend, its market significance, key players, competitive dynamics, and potential M&A opportunities.

### Artificial Intelligence (AI)

- Trend Explanation: The AI sector is experiencing explosive growth, driven by the need for advanced data processing capabilities. The global AI market is projected to grow from \$93.5 billion in 2021 to \$997.8 billion by 2028, at a CAGR of 40.2%. A significant challenge is the underutilization of GPU infrastructure, with over 75% of organizations running their GPUs below 70% utilization, leading to inefficiencies that inflate costs and hinder innovation.
- Key Companies:
- NVIDIA Corporation (NVDA): NVIDIA is a dominant player in AI hardware, providing GPUs essential for AI applications. The company is investing heavily in AI research and development, particularly in deep learning.
- Groq: Groq focuses on AI inference and has developed specialized hardware to optimize AI workloads. Their technology aims to address the inefficiencies in GPU utilization, positioning them as a key player in the AI infrastructure space.
- Competitive Landscape: The AI market is highly competitive, with major players like Google (GOOGL), Amazon (AMZN), and IBM (IBM) also investing significantly in AI technologies. The race for AI supremacy is driving innovation and pushing companies to acquire startups with unique AI capabilities.
- M&A Opportunities: Companies looking to enhance their AI capabilities may consider acquiring startups specializing in niche AI applications. For instance, NVIDIA's acquisition of Mellanox Technologies for \$6.9 billion in 2020 exemplifies this trend, as it expanded their data center capabilities.

### Blockchain

- Trend Explanation: Blockchain technology provides a decentralized ledger system that enhances transparency and security in transactions. The blockchain market is expected to grow from \$3 billion in 2020 to \$69.04 billion by 2027, at a CAGR of 67.3%. This growth is driven by the increasing adoption of cryptocurrencies and the need for secure transaction methods.
- Key Companies:
- Coinbase Global, Inc. (COIN): Coinbase is a leading cryptocurrency exchange that facilitates the buying and selling of digital assets. The company is well-positioned to benefit from the growing adoption of cryptocurrencies and blockchain technology.
- Square, Inc. (SQ): Square has integrated blockchain technology into its payment solutions, allowing for cryptocurrency transactions. The Cash App has become a popular platform for Bitcoin trading.

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- Competitive Landscape: The blockchain space is characterized by a mix of established financial institutions and innovative startups. Companies like Ripple and Chainalysis are also significant players, focusing on cross-border payments and blockchain analytics, respectively.
- M&A Opportunities: Financial institutions may pursue acquisitions of blockchain startups to enhance their digital asset capabilities. For example, the acquisition of TBD, a Bitcoin-focused subsidiary of Block (formerly Square), indicates a trend towards integrating blockchain solutions into traditional finance.

## Cloud Computing

- Trend Explanation: Cloud computing enables businesses to access computing resources over the internet, promoting flexibility and scalability. The global cloud computing market is expected to reach \$832.1 billion by 2025, growing at a CAGR of 17.5%. This trend is driven by the increasing demand for remote work solutions and digital transformation initiatives.
- Key Companies:
- Amazon Web Services (AWS): AWS is a leader in cloud computing services, offering a wide range of solutions from storage to machine learning. Their extensive infrastructure supports businesses of all sizes.
- Microsoft Azure (MSFT): Azure is another major player, providing cloud services that integrate seamlessly with Microsoft's software products, enhancing their value proposition.
- Competitive Landscape: The cloud computing market is dominated by a few key players, including AWS, Microsoft Azure, and Google Cloud (GOOGL). The competition is intensifying as companies seek to differentiate their offerings through innovative services and pricing strategies.
- M&A Opportunities: Companies looking to expand their cloud capabilities may consider acquiring smaller cloud service providers or technology startups that offer complementary solutions. For instance, Microsoft's acquisition of GitHub for \$7.5 billion highlights the trend of integrating development tools into cloud platforms.

## Cybersecurity

- Trend Explanation: As cyber threats become more sophisticated, the demand for cybersecurity solutions is surging. The global cybersecurity market is projected to grow from \$217 billion in 2021 to \$345 billion by 2026, at a CAGR of 9.8%. This growth is driven by increasing regulatory requirements and the need for data protection.
- Key Companies:
- \*\*

## 6. Recommended Readings

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## Deal Name: RISK Acquisition of Dyme

- Reading Material: "Fintech Innovation: From Robo-Advisors to Goal Based Investing and Gamification" by Paolo Sironi
- Why This Matters: This book explores the intersection of fintech and insurtech, providing insights into how companies like RISK and Dyme can leverage technology to enhance customer engagement and streamline financial services. Understanding these innovations is crucial for analyzing the strategic motivations behind RISK's acquisition of Dyme and how it can create synergies in product offerings and market expansion.

## 7. MACROECONOMIC UPDATE

### Key Data Points:

- U.S. Government Deficit: Approximately 6.5% of GDP
- Projected AI-related spending increase: 70% in 2023
- Expected increase in AI investments from 2024 to 2027: 2.5 times
- Potential boost in bank balance sheet capacity: \$1 trillion
- Fed rate cut projections: Five more cuts to a midpoint of 2.875%

### Main Insights:

- Significant government spending is providing economic stimulus, reminiscent of past crises.
- AI-related investments are poised to create a massive wave of corporate spending, surpassing previous investment booms.
- A deregulatory environment may enhance corporate merger activity and bank lending capacity.
- The Federal Reserve is likely to support the economy with rate cuts amid signs of labor market slowing.

### Market Commentary:

- "Heavy government spending, heavy corporate spending, more bank lending and risk-taking capacity... the Fed is not exactly taking the punch away." - Andrew Sheets, Morgan Stanley
- "If growth doesn't slow, large deficits and booming capital expenditure would support even more corporate risk-taking possibly in a way that we haven't seen since the 1990s." - Andrew Sheets, Morgan Stanley

### TMT Sector Relevance:

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- Increased AI spending is likely to drive demand for technology services and infrastructure, benefiting TMT companies.
- A supportive regulatory environment could lead to more mergers and acquisitions in the TMT sector, enhancing market consolidation.
- Lower interest rates may facilitate financing for tech companies, allowing for greater investment in innovation and expansion.

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