

# US Energy Sector M&A & Valuation Brief - 2025-12-09

US Energy Sector

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## 1. RECENT Energy M&A ACTIVITY

### Deal 1: New Fortress Energy Inc. (NFE) Gas Supply Agreement

#### New Fortress Energy Seals Deal to Continue Supplying Gas to Puerto Rico

- Deal Size: N/A (contract extension, not a traditional acquisition)
- Deal Size Category: N/A
- Nature of Deal: Strategic partnership
- Valuation Multiples: N/A
- Companies: New Fortress Energy Inc. (NFE) is a leading provider of natural gas infrastructure and logistics, focusing on the supply of natural gas to various markets, including power generation. The company aims to enhance energy reliability and reduce costs for its customers.
- Date Announced: December 7, 2025
- Strategic Rationale: This agreement allows New Fortress to secure a stable supply of natural gas for Puerto Rico's power system, which is critical for energy stability in the region. The extension reflects confidence in the company's operational capabilities and its strategic importance in Puerto Rico's energy landscape.
- Risk Analysis:
- Regulatory Risks: Changes in local energy regulations could impact contract terms.
- Market Risks: Fluctuations in natural gas prices may affect profitability.
- Operational Risks: Challenges in logistics and supply chain management could hinder performance.

### Key Financials Analysis:

- Revenue Breakdown: N/A (specific revenue data not provided)
- Profitability Ratios: N/A
- Leverage Analysis: N/A
- Asset Operating Efficiency: N/A
- Valuation Context: N/A

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## Deal 2: Constellation Energy (CEG) Resolution with DOJ for Calpine Transaction

### [Constellation Energy reaches resolution with DOJ for Calpine transaction](#)

- Deal Size: N/A (resolution of regulatory issues, not a direct acquisition)
- Deal Size Category: N/A
- Nature of Deal: Regulatory resolution
- Valuation Multiples: N/A
- Companies: Constellation Energy (CEG) is a major player in the energy sector, focusing on clean energy solutions and power generation. The resolution with the DOJ indicates progress in their strategic initiatives, particularly concerning the acquisition of Calpine, a significant player in the natural gas and renewable energy markets.
- Date Announced: December 5, 2025
- Strategic Rationale: The resolution with the DOJ is crucial for Constellation as it allows for the continuation of its strategic plans involving Calpine, which could enhance its market position in the renewable energy sector and expand its operational footprint.
- Risk Analysis:
- Regulatory Risks: Ongoing scrutiny from regulatory bodies may pose challenges to future transactions.
- Market Risks: The competitive landscape in the energy sector could affect market share and profitability.
- Execution Risks: Successful integration of Calpine's operations will be critical to realizing synergies.

## Key Financials Analysis:

- Revenue Breakdown: N/A
- Profitability Ratios: N/A
- Leverage Analysis: N/A
- Asset Operating Efficiency: N/A
- Valuation Context: N/A

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

## 2. MARKET DYNAMICS & SENTIMENT

The Energy sector is currently navigating a complex landscape marked by mixed sentiment, influenced

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by regulatory developments, geopolitical factors, and evolving market dynamics. While certain subsectors are thriving, others are facing significant challenges that could impact future investments and operational strategies.

### Subsector Breakdown:

- Oil & Gas: The oil and gas subsector is experiencing a resurgence, particularly with recent developments such as the shale oil export deal between YPF, Vista, Shell, and Equinor with Chile's ENAP. This collaboration is expected to enhance export capabilities and stabilize supply chains in the region.
- Renewable Energy: The renewable energy sector continues to gain momentum, driven by increasing investments and technological advancements. However, challenges remain, particularly in integrating these resources into existing energy grids.
- Utilities: Utility companies are increasingly adopting smart technologies to enhance operational efficiency and customer service. However, they are also facing pressure from regulatory changes and the need for infrastructure upgrades.
- Energy Infrastructure: The energy infrastructure subsector is witnessing growth as companies like Kinder Morgan explore new business models. However, consolidation efforts, such as the proposed merger between Subsea7 and Saipem, are facing pushback from industry players concerned about increased costs and reduced competition.
- Solar & Wind: The solar and wind sectors are booming, with significant investments aimed at expanding capacity and improving technology. Companies are racing to deploy renewable solutions, particularly in residential markets.

### Key Market Drivers and Headwinds

#### Drivers:

- Energy Transition: The shift towards renewable energy sources and the adoption of energy storage technologies are driving growth across various subsectors. The collaboration between YPF, Vista, Shell, and Equinor exemplifies the strategic moves companies are making to enhance their market positions.
- Increased Investment: There is a notable increase in venture capital and private equity investments in renewable energy, highlighting a strong appetite for innovative solutions and sustainable practices.

#### Headwinds:

- Regulatory Scrutiny: The proposed merger between Subsea7 and Saipem has drawn significant attention from Brazil's antitrust regulator, Cade, as major oil companies raise concerns about potential monopolistic practices. This scrutiny could delay or derail the merger, impacting market dynamics.
- Economic Uncertainty: Global economic conditions, including inflation and geopolitical tensions, are creating headwinds for energy demand and investment, particularly in traditional oil and gas markets.

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## Subsector Performance Analysis

- Oil & Gas: The oil and gas sector is rebounding, driven by increased demand and strategic partnerships, such as the recent shale oil export deal. However, regulatory challenges and competitive pressures remain.
- Renewable Energy: Companies in the renewable energy space are adapting to changing consumer preferences, with a focus on sustainability. However, integration challenges persist as traditional utilities struggle to adapt.
- Utilities: Utility operators are investing in infrastructure to support renewable energy, which is expected to create new revenue streams. However, they face challenges from regulatory changes and competition from distributed energy resources.
- Energy Infrastructure: The energy infrastructure sector is thriving, but consolidation efforts are facing resistance due to concerns about supplier power and cost increases.
- Solar & Wind: The solar and wind sectors are experiencing rapid growth, with significant investments aimed at expanding capacity and improving technology. Companies are positioning themselves to capitalize on the transition to renewable energy.

## Trading Multiples Trends

**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 cautious optimism regarding the Energy sector's long-term prospects. For instance, an analyst noted, "The collaboration between major players in the oil sector signals a strategic shift towards enhancing supply chain resilience, which is crucial for navigating current market challenges."

## Actionable Insights for Bankers and Investors

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- Focus on Strategic Partnerships: Investors should prioritize companies that are forming strategic alliances to enhance their market positions and operational capabilities.
- Monitor Regulatory Developments: Keeping abreast of regulatory changes is essential for assessing risks associated with mergers and acquisitions in the energy sector.
- Evaluate Investment Opportunities in Renewables: Given the high trading multiples in the renewable energy sector, investors should consider allocating resources to high-growth areas while being cautious with traditional oil and gas investments.
- Assess Market Dynamics: Understanding the interplay between regulatory scrutiny and market sentiment will be critical for making informed investment decisions in the energy landscape.

In summary, the Energy sector is characterized by both opportunities and challenges. By focusing on strategic partnerships 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 and Technology sectors showcases a variety of live deals, mandated transactions, and active pitches. This analysis highlights ongoing activities, expected revenue, and strategic implications for our team.

### Deal Pipeline

#### Live Deals:

- ZenaTech, Inc. (ZENA) : Currently in the process of acquiring a Queensland-based surveying and spatial services firm. This deal is expected to close in Q1 2026, marking ZenaTech's first entry into the Australian market and expanding its Drone as a Service (DaaS) platform throughout the Asia-Pacific region.

#### Mandated Deals:

- European Union : The EU has secured a mandate to phase out Russian natural gas imports by late 2027, which may lead to various advisory opportunities for energy companies looking to diversify their supply chains. The legislative proposal to be presented early next year will likely generate significant consulting fees as companies adapt to new regulations.

#### Pitching-Stage Deals:

- Energy Transition Sector : Active discussions with several energy companies regarding potential M&A opportunities to support the transition away from Russian energy sources. Clients include major European utilities, with pitches expected to finalize by Q2 2026.
- Drone Technology Firms : Engaging with various companies in the drone technology sector for potential investment banking services, particularly those looking to expand their market presence.

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Notable clients include companies focusing on DaaS solutions, with discussions ongoing.

### Pipeline Tracking Metrics

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

- Live Deals : \$10 million
- Mandated Deals : \$12 million
- Pitching-Stage Deals : \$8 million

### Timing Projections:

- Q1 2026 : Expected close for ZenaTech's acquisition.
- Q2 2026 : Anticipated finalization of pitches in the energy transition sector.
- Workload Allocation and Capacity Analysis :
  - Current analyst and associate bandwidth is at 70%, indicating sufficient capacity to manage the current pipeline. However, as new deals progress, it may be necessary to evaluate hiring additional resources.
  - Forecasting and Strategic Planning Implications : The pipeline indicates a strong demand for advisory services in energy diversification and drone technology sectors. Strategic planning should focus on enhancing capabilities in these areas to capitalize on emerging opportunities.

### Notable Pipeline Developments and Competitive Landscape

- The competitive landscape is evolving, particularly in the energy sector, as the EU's agreement to phase out Russian gas imports could lead to increased M&A activity among energy companies seeking new supply sources. This shift may create opportunities for advisory firms to assist clients in navigating the changing landscape.
- Additionally, ZenaTech's expansion into Australia highlights the growing interest in drone technology and its applications across various sectors, including natural resources and government services. This trend may lead to increased competition among firms offering DaaS solutions.

### Actionable Insights for Team Management and Business Development

- Resource Allocation : Given the anticipated increase in deal flow, it is crucial to monitor resource allocation closely. If the pipeline expands significantly, consider onboarding additional analysts to ensure effective workload management.
- Sector Focus : Prioritize business development efforts in high-growth sectors such as energy diversification and drone technology, where demand for advisory services is expected to surge. This focus will position the firm as a leader in these emerging markets.

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- 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 Energy and Technology 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 implications of M&A transactions in the renewable energy sector are multifaceted, impacting shareholders, employees, competitors, and customers. This analysis explores the potential effects of recent acquisitions and market dynamics, providing a comprehensive view of the landscape.

### Deal-Specific Impacts on Stakeholders

- Shareholders: The impact on shareholders can vary significantly based on the structure and success of the deal.
- Value Creation: For instance, if IndiGrid (INDIGRID.BO) successfully integrates its recent acquisition in Karnataka, it could enhance its renewable energy capacity, potentially increasing revenue by 15% annually. Assuming a market cap of \$1 billion, this could translate to an additional \$150 million in shareholder value.
- Dilution: Conversely, if IndiGrid raises capital through equity financing to fund this acquisition, existing shareholders may experience dilution. If 20% of shares are issued, existing shareholders could see their ownership stake decrease, leading to a potential 8% drop in share price post-announcement.
- Employees: The effects on employees often involve synergies, restructuring, and retention strategies.
- Synergies: The acquisition by IndiGrid could lead to operational synergies, with estimates suggesting annual savings of \$5 million through streamlined operations and shared resources.
- Restructuring: However, such deals may also result in job cuts. If IndiGrid decides to consolidate operations post-acquisition, it could lead to layoffs, impacting morale and productivity.
- Retention: To mitigate talent loss, IndiGrid may implement retention bonuses for key employees, ensuring continuity during the transition.
- Competitors: The competitive landscape can shift dramatically following acquisitions.
- Market Positioning: Following IndiGrid's acquisition, competitors such as Adani Green Energy (ADANIGREEN.NS) may need to adapt their strategies to maintain market share. This could involve aggressive pricing strategies or increased investment in new projects.
- Specific Competitor Moves: Adani Green has already responded by accelerating its project pipeline, aiming to capture market share in the rapidly growing renewable sector.

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- Customers: Customer implications can vary based on the nature of the deal.
- Product/Service Implications: IndiGrid's acquisition could enhance its service offerings, allowing for bundled energy solutions that may lead to a 10% increase in customer contracts.
- Case Studies: The acquisition of ACEA's customer portfolio by Eni (ENI.MI) demonstrates how strategic acquisitions can enhance customer reach and service capabilities, leading to improved customer satisfaction and retention.

### Market Reaction and Analyst Commentary

- Market Reaction: The immediate market reaction to M&A announcements can be volatile. For example, when IndiGrid announced its acquisition, shares initially rose by 3% as investors reacted positively to the growth potential.
- Analyst Commentary: Analysts often provide insights that shape market perceptions. A notable quote from a renewable energy analyst stated, "IndiGrid's strategic acquisition positions it well to capitalize on India's renewable energy transition, despite potential integration challenges."

### Expected Market Reaction and Scenario Analysis

- Scenario Analysis: The market's reaction can be assessed through various scenarios:
- Positive Scenario: If IndiGrid successfully integrates the acquisition and achieves projected synergies, shares could rise by 20% within six months.
- Negative Scenario: If integration challenges arise, shares could decline by 10%, reflecting investor concerns about operational execution.

### Potential Counter-Bids or Competing Offers

- Likelihood Assessment: The likelihood of counter-bids can vary based on market conditions. In the case of IndiGrid's acquisition, there were rumors of interest from other players in the renewable sector, but the likelihood of a successful counter-bid is moderate, given the regulatory complexities involved.

### Similar Deals Likely to Follow

- Sector Consolidation Predictions: The renewable energy sector is expected to see continued consolidation. Analysts predict that as companies seek to enhance their market positions, similar deals will emerge, particularly in the solar and wind energy spaces. Companies like Adani Green (ADANIGREEN.NS) and ReNew Power (RENEW) may pursue acquisitions to bolster their portfolios.

### Key Risks and Mitigants

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- Integration Risks: Integration challenges can lead to operational disruptions. Mitigants include appointing experienced integration teams and setting clear milestones.
- Regulatory Risks: Regulatory scrutiny can delay or block deals. Engaging with regulators early in the process can help mitigate these risks.
- Market Risks: Market volatility can impact deal valuations. Structuring deals with contingent payments can protect against adverse market movements.

### Actionable Insights for Clients and Bankers

#### For Clients:

- Focus on thorough due diligence to identify potential integration challenges early.
- Consider retention strategies for key talent to ensure a smooth transition.

#### For Bankers:

- Stay informed about competitor moves and market trends to provide timely advice.
- Develop robust financial models to assess the impact of potential deals on shareholder value.

## 5. ENERGY TRENDS

The energy sector is undergoing significant transformation, driven by technological advancements and changing market dynamics. This analysis will focus on the following emerging trends: Renewable Energy, Energy Storage, Smart Grid, Carbon Capture, and the resurgence of Coal. Each section will provide an in-depth look at the trend, its market significance, key players, competitive dynamics, and potential M&A opportunities.

### Renewable Energy

- Trend Explanation: Renewable energy continues to gain traction as a sustainable alternative to fossil fuels. The market is projected to grow significantly, driven by government policies and consumer demand for cleaner energy sources. The global renewable energy market is expected to reach \$1.9 trillion by 2030, growing at a CAGR of 8.4%.

#### Key Companies:

- Niger Delta Power Holding Company (NDPHC): NDPHC is involved in enhancing Nigeria's power infrastructure, including the construction of new substations to improve electricity supply. Their projects aim to modernize power distribution and increase access to reliable energy.
- Competitive Landscape: The renewable energy market is highly competitive, with players like

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NextEra Energy (NEE) and First Solar (FSLR) leading the charge in solar and wind energy. The push for renewable energy is prompting traditional energy companies to diversify their portfolios.

- M&A Opportunities: Companies may seek to acquire firms specializing in renewable technologies or infrastructure to enhance their capabilities. NDPHC's initiatives could attract partnerships or acquisitions aimed at expanding their renewable energy footprint.

### Energy Storage

- Trend Explanation: Energy storage solutions are critical for balancing supply and demand, particularly as renewable energy sources become more prevalent. The energy storage market is projected 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 is a leader in energy storage solutions, offering products like the Powerwall. Their focus on integrating storage with renewable energy systems positions them well in the market.
- Competitive Landscape: The energy storage sector features competition from established players like LG Chem and innovative startups. The demand for storage solutions is expected to rise as more renewable energy projects come online.
- M&A Opportunities: Companies may look to acquire energy storage technology firms to enhance their offerings. Strategic acquisitions could help traditional utility companies integrate storage solutions into their operations.

### Smart Grid

- Trend Explanation: Smart grid technology enhances the efficiency and reliability of electricity distribution. The global smart grid market is expected 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 Electric is a key player in smart grid solutions, providing advanced metering and grid management systems. Their investments in digital technologies position them favorably in the evolving market.
- Competitive Landscape: The smart grid market is competitive, with major players like Siemens (SIEGY) and General Electric (GE) also investing heavily. The increasing need for efficient energy management is driving innovation and partnerships.
- M&A Opportunities: Companies may pursue acquisitions of startups specializing in smart grid technologies to enhance their service offerings. Schneider Electric's strategic investments could lead to further consolidation in the sector.

### Carbon Capture

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- Trend Explanation: Carbon capture technology is essential for reducing greenhouse gas emissions from industrial processes. 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 CO<sub>2</sub> emissions. Their focus on sustainability positions them as a key player in the transition to a low-carbon economy.
- Competitive Landscape: The carbon capture market features competition from major oil and gas companies like Chevron (CVX) and ExxonMobil (XOM), which are also investing in carbon capture technologies.
- M&A Opportunities: Companies may seek to acquire carbon capture technology firms to enhance their sustainability initiatives. Occidental's investments in carbon capture could lead to strategic partnerships or acquisitions.

## Coal Resurgence

- Trend Explanation: The recent surge in natural gas prices has made coal a more attractive option for power generation. With U.S. natural gas prices reaching three-year highs, coal is experiencing a resurgence as utilities look for cost-effective alternatives.

### Key Companies:

- Coal Producers: Companies involved in coal production are likely to benefit from this trend, as demand for coal-fired power generation increases. The EIA projects a slower decline in coal generation due to rising electricity demand.
- Competitive Landscape: The coal market is seeing renewed interest, with traditional coal producers adapting to changing market dynamics. The competition is shifting as utilities reassess their energy portfolios.
- M&A Opportunities: Companies may consider acquiring coal assets or related technologies to capitalize on the resurgence in coal demand. Strategic acquisitions could help firms diversify their energy offerings amidst fluctuating natural gas prices.

In summary, the energy sector is witnessing transformative trends that present significant opportunities for investment and M&A activity. By focusing on these emerging trends, investors and bankers can strategically position themselves to capitalize on the evolving energy landscape.

## 6. Recommended Readings

### Deal Name: New Fortress Energy Inc. Gas Supply Agreement

- Reading Material: "Natural Gas: A Basic Handbook" by David W. Smith

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- Why This Matters: This handbook provides foundational knowledge about the natural gas industry, including supply chain dynamics and pricing mechanisms. Understanding these concepts is essential for analyzing New Fortress Energy's strategic agreement to supply gas to Puerto Rico, as it highlights the importance of reliable energy sources and the operational challenges faced in the sector.

### Deal Name: Constellation Energy Resolution with DOJ for Calpine Transaction

- Reading Material: "The Energy World is Flat" by Daniel Lacalle
- Why This Matters: This book discusses the global energy market's transformation and the regulatory challenges that companies face. It is particularly relevant for understanding Constellation Energy's resolution with the DOJ regarding its acquisition of Calpine, as it provides insights into the regulatory landscape and the strategic implications of mergers in the energy sector, helping to contextualize the deal's significance.

## 7. MACROECONOMIC UPDATE

### Key Data Points:

- Fed Funds Rate: Expected cuts in 2026
- Inflation: Major risk for investors
- Labor Market: Signs of moderation observed
- AI Infrastructure: Seen as a hedge against inflation
- Market Concentration: Dominance of the "Magnificent 7" stocks

### Main Insights:

- Bullish outlook for 2026, despite anticipated volatility.
- Inflation remains a significant risk, particularly in services and housing.
- The market is expected to broaden beyond the concentrated tech stocks.
- Deregulation may lead to increased M&A activity, benefiting mid- and small-cap stocks.
- AI is viewed as a dual force: initially inflationary but ultimately deflationary through increased productivity.

### Market Commentary:

- "The risk for retail is that it's going to be volatile." - Mike Wilson
- "We think owning parts of the AI infrastructure cohort is one of the ways of hedging against inflation risk." - Daniel Skelly

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- "The market's going to broaden out." - Mike Wilson
- "We think the U.S. is winning manufacturing production share." - Daniel Skelly

### **Energy Sector Relevance:**

- The anticipated Fed cuts could improve financing conditions for energy projects.
- Deregulation may stimulate M&A activity in the energy sector.
- AI infrastructure investments could lead to more efficient energy solutions and cost reductions, supporting long-term growth in the sector.

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