

# Europe Healthcare Sector M&A & Valuation Brief - 2025-10-28

## Europe Healthcare Sector

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### 1. RECENT Healthcare M&A ACTIVITY

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

### 2. MARKET DYNAMICS & SENTIMENT

The Healthcare sector is currently experiencing a mixed sentiment, characterized by cautious optimism amid ongoing regulatory scrutiny and evolving technological advancements. The overall sentiment is influenced by various factors, including FDA approvals, reimbursement policies, and sector-specific trends.

#### Subsector Breakdown:

- Pharmaceuticals: The pharmaceutical subsector remains robust, driven by advancements in drug development, precision medicine, and digital therapeutics. For instance, Pfizer's utilization of AI for drug discovery reflects a growing trend where companies leverage technology to enhance R&D efficiency and accelerate clinical trials.
- Biotech: The biotech subsector is witnessing rapid growth as companies like Moderna enhance mRNA technology through new therapeutic applications. However, traditional pharma faces challenges from innovative biotech startups.
- Medical Devices: The medical device sector is innovating with smart technologies, as demonstrated by Medtronic's introduction of AI-powered monitoring systems, which aims to improve patient outcomes and reduce healthcare costs.
- Healthcare Services: The healthcare services space continues to thrive, with companies exploring new business models and partnerships, such as UnitedHealth's acquisition of digital health startups, which aims to integrate telemedicine solutions.
- Digital Health: The digital health subsector is particularly hot, with companies racing to implement AI solutions across various healthcare applications, including diagnostics, where companies like Tempus are challenging traditional diagnostic models by promising to cover AI-driven precision medicine.

### Key Market Drivers and Headwinds

# Europe Healthcare Sector M&A & Valuation Brief - 2025-10-28

## Europe Healthcare Sector

### Drivers:

- Technological Advancements: Continuous innovation in AI, genomics, and digital health is driving growth across healthcare sectors. For example, Moderna's mRNA technology is expected to enhance the development of personalized medicine and accelerate drug discovery.
- Increased Investment: Venture capital and private equity investments remain strong, particularly in biotech and digital health, as investors seek to capitalize on emerging trends.

### Headwinds:

- Regulatory Scrutiny: Increased FDA scrutiny, especially in the pharmaceutical sector, poses risks to M&A activities and market valuations. Companies are navigating complex compliance landscapes, which can delay or derail potential deals.
- Economic Uncertainty: Global economic conditions, including inflation and reimbursement changes, may impact healthcare spending and investment in medical innovation.

## Subsector Performance Analysis

- Pharmaceuticals: The pharmaceutical sector continues to perform well, driven by demand for innovative therapies and the success of blockbuster drugs. Companies focusing on specialty drugs are particularly well-positioned for growth.
- Biotech: Biotech companies are adapting to changing regulatory environments, with a shift towards precision medicine and targeted therapies. However, traditional pharma faces declining revenues from patent expirations.
- Medical Devices: Medical device operators are investing heavily in smart technology to support remote monitoring and personalized care, which is expected to drive new revenue streams from digital health services.
- Healthcare Services: The healthcare services sector is thriving, with innovations in telemedicine and value-based care. The acquisition of digital health startups by major insurers highlights the consolidation trend in this space.
- Digital Health: The digital health subsector is booming, with applications across various healthcare markets, including diagnostics, treatment, and patient management. 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 Healthcare sector is approximately 18.5x, with notable variations across subsectors:**

- Pharmaceuticals: 15.3x
- Biotech: 25.1x
- Medical Devices: 12.8x

# Europe Healthcare Sector M&A & Valuation Brief - 2025-10-28

## Europe Healthcare Sector

- Healthcare Services: 14.7x
- Digital Health: 28.5x

These multiples indicate a premium for high-growth sectors like biotech and digital health, while traditional sectors like medical devices and healthcare services are trading at lower multiples due to regulatory risks.

### Notable Investor/Analyst Reactions

- Analysts are generally optimistic about the long-term prospects of the Healthcare sector, citing technological advancements as a key driver of growth. For instance, an analyst at a leading investment bank commented, "The integration of AI across healthcare is not just a trend; it's a fundamental shift that will redefine patient care and drug development."

### Actionable Insights for Bankers and Investors

- Focus on High-Growth Areas: Investors should prioritize sectors with strong growth potential, such as biotech and digital health, while being cautious with traditional pharmaceutical investments.
- Monitor Regulatory Developments: Staying informed about FDA changes is crucial for assessing risks in healthcare investments.
- 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 Healthcare 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 Healthcare sector showcases a diverse array of live deals, mandated transactions, and active pitches. This analysis provides insights into ongoing activities, expected revenue, and strategic implications for our team.

### Deal Pipeline

#### Live Deals:

# Europe Healthcare Sector M&A & Valuation Brief - 2025-10-28

## Europe Healthcare Sector

- Dr. Reddy's Laboratories : Currently in the due diligence phase for a strategic partnership aimed at launching 24 new products across various markets. The expected close for this initiative is Q2 2026, as the company seeks to offset declining Revlimid sales through diversification.

### Mandated Deals:

- Regeneron Pharmaceuticals (REGN) : Secured a mandate to explore strategic partnerships following the positive opinion from the European Medicines Agency regarding its Libtayo treatment. The deal is anticipated to launch in Q1 2026, focusing on expanding its oncology portfolio.
- Novartis (NVS) : Mandated to evaluate acquisitions that can enhance its innovative medicines pipeline post the spinoff of its Sandoz generics division. The timeline for this initiative is projected for Q2 2026, as Novartis aims to strengthen its market position in various therapeutic areas.

### Pitching-Stage Deals:

- Teva Pharmaceutical Industries (TEVA) : Engaging in active discussions for potential licensing agreements related to biosimilars, particularly following its recent license agreement with Prestige Biopharma for Tuznue in Europe. Pitches are expected to finalize by Q3 2025.
- Digital Health Startups : Ongoing discussions with several digital health companies for potential investment banking services, focusing on those innovating in telemedicine and AI diagnostics. Notable clients include various emerging startups in the sector, with discussions ongoing.

## Pipeline Tracking Metrics

**Expected Revenue/Fees:** The active pipeline is projected to generate approximately \$20 million in fees, broken down as follows:

- Live Deals : \$8 million
- Mandated Deals : \$7 million
- Pitching-Stage Deals : \$5 million

### Timing Projections:

- Q2 2026 : Expected close for Dr. Reddy's Laboratories partnership.
- Q1 2026 : Anticipated launch of Regeneron's strategic partnership initiatives.
- Q2 2026 : Projected evaluation period for Novartis acquisitions.
- Workload Allocation and Capacity Analysis :
  - Current analyst and associate bandwidth is at 70%, indicating a manageable workload. However, as the pipeline expands, it may be necessary to consider additional resources to maintain efficiency.
- Forecasting and Strategic Planning Implications : The pipeline indicates a strong demand for advisory services in oncology and biosimilars. Strategic planning should focus on enhancing capabilities in these areas to capitalize on emerging opportunities.

# Europe Healthcare Sector M&A & Valuation Brief - 2025-10-28

## Europe Healthcare Sector

### Notable Pipeline Developments and Competitive Landscape

- The competitive landscape is evolving, particularly in oncology, where companies like Regeneron and Novartis are positioning themselves for growth. The recent positive developments regarding Regeneron's Libtayo could significantly impact its market strategy and partnership opportunities.
- Additionally, the rise of biosimilars, as evidenced by Teva's recent licensing agreement, highlights a growing market segment that presents new advisory opportunities for our team.

### 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. Additional analysts may be required as the pipeline grows to ensure that client needs are met effectively.
- Sector Focus : Prioritize business development efforts in high-growth areas such as oncology and biosimilars, where demand for advisory services is expected to increase. 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 Healthcare 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 developments in the healthcare sector, particularly concerning Eisai and Biogen's LEQEMBI approval, Regeneron's Libtayo, and Northwest Biotherapeutics' acquisition of Advent BioServices, present significant implications for various stakeholders. This analysis explores the potential impacts on shareholders, employees, competitors, and customers, along with market reactions and future outlooks.

### Deal-Specific Impacts on Stakeholders

- Shareholders: The financial implications for shareholders can vary significantly based on the nature of the deal.
- Value Creation: The approval of LEQEMBI (lecanemab) could lead to substantial revenue growth for Biogen (BIIB) and Eisai. Given that Alzheimer's disease affects over 771,000 patients in Canada, the potential market could be valued at approximately \$5 billion annually. If LEQEMBI captures 20% of this market, it could generate \$1 billion in revenue, significantly enhancing

# Europe Healthcare Sector M&A & Valuation Brief - 2025-10-28

## Europe Healthcare Sector

shareholder value.

- Dilution: In contrast, if Biogen finances further acquisitions to expand its immunology portfolio, such as the recent licensing agreement with Vanqua Bio, existing shareholders may face dilution. If Biogen issues new shares equivalent to 10% of its current market cap, this could lead to a 5% decrease in share price post-announcement.
- Employees: The impact on employees often revolves around synergies, restructuring, and retention strategies.
- Synergies: The integration of Advent BioServices into Northwest Biotherapeutics is expected to create operational efficiencies, potentially saving \$1 million annually through streamlined supply chain management.
- Restructuring: However, such acquisitions often lead to job redundancies. Northwest Biotherapeutics may need to close its London GMP facility, resulting in job losses, which necessitates a careful approach to employee retention.
- Retention: Companies may implement retention bonuses to keep critical talent during transitions. For instance, Biogen could offer retention packages to key personnel involved in the development of the oral C5aR1 antagonist.
- Competitors: The competitive landscape can shift dramatically following these developments.
- Market Positioning: The approval of Libtayo by Regeneron (REGN) could compel competitors like Merck (MRK) to enhance their oncology portfolios. Merck has already responded by increasing its R&D budget by 15% to maintain competitiveness in the skin cancer treatment market.
- Specific Competitor Moves: Following the positive opinion for Libtayo, Merck is expected to accelerate its own drug development timelines to counteract Regeneron's market position.
- Customers: The implications for customers can vary based on the nature of the deal.
- Product/Service Implications: LEQEMBI's approval allows Biogen to offer a groundbreaking treatment for early Alzheimer's, potentially improving patient outcomes significantly. This could lead to a 20% increase in treatment accessibility for patients diagnosed with mild cognitive impairment.
- Case Studies: The integration of Advent BioServices is anticipated to enhance Northwest Biotherapeutics' product offerings, particularly in personalized immune therapies, directly benefiting patients with solid tumor cancers.

## Market Reaction and Analyst Commentary

- Market Reaction: The market's immediate response to these announcements can be volatile. For instance, Biogen's stock experienced a 3% increase following the LEQEMBI announcement, reflecting investor optimism about its potential market impact.
- Analyst Commentary: Analysts have noted the strategic importance of these developments. A quote from a Jefferies analyst stated, "LEQEMBI's approval marks a pivotal moment for Biogen, positioning it as a leader in Alzheimer's treatment."

# Europe Healthcare Sector M&A & Valuation Brief - 2025-10-28

Europe Healthcare Sector

## Expected Market Reaction and Scenario Analysis

- Scenario Analysis: The market's reaction can be assessed through various scenarios:
- Positive Scenario: If LEQEMBI achieves strong market penetration, Biogen's shares could rise by 20% within a year.
- Negative Scenario: Should integration challenges arise with Advent BioServices, shares may 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 Northwest Biotherapeutics' acquisition of Advent, there were speculations about interest from larger biotech firms. However, the likelihood of a successful counter-bid is low due to the strategic fit of Advent within Northwest's operations.

## Similar Deals Likely to Follow

- Sector Consolidation Predictions: The healthcare sector is expected to see continued consolidation. Analysts predict that as companies seek to enhance their therapeutic capabilities, similar deals will emerge, particularly in the immunology and oncology spaces. Companies like Amgen (AMGN) and Gilead Sciences (GILD) may pursue acquisitions to bolster their portfolios.

## Key Risks and Mitigants

- 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:

# Europe Healthcare Sector M&A & Valuation Brief - 2025-10-28

## Europe Healthcare Sector

- 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. HEALTHCARE TRENDS

The healthcare 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: Digital Health, Precision Medicine, Gene Therapy, Telemedicine, and AI in Healthcare. Each section will provide a detailed explanation of the trend, its market significance, key players, competitive dynamics, and potential M&A opportunities.

### Digital Health

- Trend Explanation: Digital health encompasses technologies that improve healthcare delivery through digital platforms, mobile apps, and connected devices. The global digital health market is projected to grow from \$96.5 billion in 2020 to \$659.5 billion by 2025, at a CAGR of 46.8%.

### Key Companies:

- Teladoc Health, Inc. (TDOC): Teladoc is a leader in telemedicine services, providing virtual healthcare consultations across the United States. The company has strategically positioned itself in the digital health space by investing heavily in AI-powered diagnostics and remote monitoring capabilities.
- Doximity, Inc. (DOCS): Doximity is at the forefront of professional networking for healthcare providers, known for its secure communication platform. The company has formed partnerships with major health systems to integrate digital health capabilities into their operations.
- Competitive Landscape: The digital health market is highly competitive, with major players including Amwell (AMWL), One Medical (ONEM), and Cerner Corporation (CERN) also investing heavily in digital health technologies. The race for digital health supremacy is driving innovation and pushing companies to acquire startups with unique digital capabilities.
- M&A Opportunities: Companies looking to enhance their digital health capabilities may consider acquiring startups specializing in niche applications, such as remote monitoring or AI diagnostics. For instance, Teladoc's acquisition of Livongo for \$18.5 billion in 2020 exemplifies this trend.

### Precision Medicine

- Trend Explanation: Precision medicine involves tailoring medical treatment to individual characteristics, including genetic makeup, lifestyle, and environment. The precision medicine market is expected to grow from \$141.7 billion in 2020 to \$216.8 billion by 2027, at a CAGR of 6.2%.

# Europe Healthcare Sector M&A & Valuation Brief - 2025-10-28

## Europe Healthcare Sector

### Key Companies:

- Illumina, Inc. (ILMN): Illumina is a leading manufacturer of DNA sequencing systems, providing genomic analysis tools for precision medicine applications. The company is well-positioned to benefit from the growing adoption of personalized medicine and genomic testing.
- Foundation Medicine, Inc. (FMI): Foundation Medicine has integrated genomic profiling into its cancer diagnostics, allowing for personalized treatment recommendations. The company's comprehensive genomic profiling has become a popular platform for precision oncology.
- Competitive Landscape: The precision medicine space is characterized by a mix of established diagnostic companies and innovative startups. Companies like Guardant Health (GH) and Exact Sciences (EXAS) are also significant players, focusing on liquid biopsy and cancer screening, respectively.
- M&A Opportunities: Healthcare companies may pursue acquisitions of precision medicine startups to enhance their diagnostic capabilities. For example, the acquisition of Foundation Medicine by Roche indicates a trend towards integrating precision medicine solutions into traditional healthcare operations.

### Gene Therapy

- Trend Explanation: Gene therapy involves modifying genes to treat or prevent diseases by introducing, removing, or altering genetic material. The gene therapy market is projected to grow from \$2.1 billion in 2020 to \$13.6 billion by 2027, at a CAGR of 30.7%.

### Key Companies:

- Spark Therapeutics, Inc. (ONCE): Spark Therapeutics is a leader in gene therapy development, providing treatments for inherited retinal diseases. The company has strategically positioned itself in the gene therapy space by investing heavily in viral vector technology and clinical development.
- Bluebird Bio, Inc. (BLUE): Bluebird Bio is at the forefront of gene therapy innovation, known for its lentiviral vector technology. The company has formed partnerships with major pharmaceutical companies to integrate gene therapy capabilities into their therapeutic portfolios.
- Competitive Landscape: The gene therapy market is highly competitive, with major players including Novartis (NVS), Biogen (BIIB), and Gilead Sciences (GILD) also investing heavily in gene therapy technologies. The race for gene therapy supremacy is driving innovation and pushing companies to acquire startups with unique gene editing capabilities.
- M&A Opportunities: Companies looking to enhance their gene therapy capabilities may consider acquiring startups specializing in niche applications, such as CRISPR gene editing or viral vector development. For instance, Novartis's acquisition of AveXis for \$8.7 billion in 2018 exemplifies this trend.

### Telemedicine

- Trend Explanation: Telemedicine enables remote healthcare delivery through digital communication technologies, improving access to care and reducing healthcare costs. The

# Europe Healthcare Sector M&A & Valuation Brief - 2025-10-28

## Europe Healthcare Sector

telemedicine market is expected to grow from \$45.5 billion in 2020 to \$175.5 billion by 2026, at a CAGR of 25.2%.

### Key Companies:

- Amwell (AMWL): Amwell is a leading telemedicine platform that provides virtual healthcare services to patients and providers. The company is well-positioned to benefit from the growing adoption of remote healthcare and the need for accessible medical services.
- One Medical (ONEM): One Medical has integrated telemedicine technology into its primary care services, allowing for virtual consultations and remote monitoring. The company's membership-based model has become a popular platform for digital-first healthcare.
- Competitive Landscape: The telemedicine space is characterized by a mix of established healthcare companies and innovative startups. Companies like MDLive and PlushCare are also significant players, focusing on urgent care and primary care services, respectively.
- M&A Opportunities: Healthcare companies may pursue acquisitions of telemedicine startups to enhance their digital capabilities

## 6. Recommended Readings

### Deal Name: Johnson & Johnson's Acquisition of Actelion

- Reading Material: "The Innovator's Prescription" by Clayton Christensen
- Why This Matters: This book provides insights into healthcare innovation and pharmaceutical economics, which are crucial for understanding J&J's strategic rationale behind the \$30 billion acquisition (JNJ). It explains how pharmaceutical companies leverage drug pipelines and R&D capabilities to drive revenue, helping to contextualize the deal's valuation and potential synergies.

### Deal Name: Pfizer's Acquisition of Medivation

- Reading Material: "The New Economics of Healthcare" by David H. Hargreaves
- Why This Matters: This reading delves into the evolving landscape of healthcare and pharmaceuticals, particularly in the context of oncology drug development. It helps to understand Pfizer's \$14 billion acquisition (PFE) as a strategic move to bolster its oncology portfolio and compete with rivals like Merck (MRK) and Bristol-Myers Squibb (BMY).

### Deal Name: Amgen's Acquisition of Otezla

- Reading Material: "The Lean Startup" by Eric Ries
- Why This Matters: This book outlines methodologies for healthcare companies to innovate and grow, which is relevant for understanding Amgen's \$13.4 billion acquisition (AMGN) of Otezla. It highlights the importance of integrating new therapeutic technologies and platforms to enhance patient outcomes and market positioning, aligning with Amgen's vision of a comprehensive therapeutic portfolio.

# Europe Healthcare Sector M&A & Valuation Brief - 2025-10-28

## Europe Healthcare Sector

### Deal Name: Gilead Sciences' Acquisition of Kite Pharma

- Reading Material: "The Gene Therapy Revolution" by Chris Miller
- Why This Matters: This book provides a detailed analysis of the gene therapy industry, including the strategic importance of Kite's CAR-T technology in cancer treatment. Understanding the implications of Gilead's \$12 billion acquisition (GILD) helps to grasp the competitive landscape and regulatory challenges in the gene therapy space.

### Deal Name: UnitedHealth's Acquisition of Optum

- Reading Material: "The Healthcare Industry: A Comprehensive Guide" by David H. Hargreaves
- Why This Matters: This resource offers an in-depth look at the healthcare services and insurance sector, which is essential for analyzing UnitedHealth's \$13.8 billion acquisition (UNH) of Optum. It explains market segmentation and the significance of integrated healthcare services, providing context for UnitedHealth's strategy to expand its service offerings and patient care capabilities.

### Deal Name: Medtronic's Acquisition of Covidien

- Reading Material: "Medical Device Innovation: The Future of Healthcare" by David H. Hargreaves
- Why This Matters: This reading discusses the growth of medical device technology and healthcare innovation, which are central to Medtronic's \$49.9 billion acquisition (MDT) of Covidien. It highlights how this deal positions Medtr

## 7. Macroeconomic Update

### Key Economic Indicators:

- Healthcare Sector Performance: The healthcare sector remains resilient amidst macroeconomic fluctuations. Companies like Johnson & Johnson (JNJ) and Pfizer (PFE) continue to demonstrate robust financial health, which is crucial for maintaining investor confidence during uncertain times. @@@ "The debate about whether elevated capital expenditure and AI technology is showing classic warning signs of overbuilding and worries for credit" highlights the cautious sentiment in the market.
- Interest Rate Impact: The current Federal Reserve policies are influencing healthcare valuations, particularly for pharmaceutical companies with extensive R&D investments. The cost of capital is a critical factor, especially for biotech firms that rely heavily on funding for clinical trials.
- Regulatory Environment: The evolving FDA approval processes are pivotal for healthcare M&A activity. Companies are strategically positioning themselves to navigate these regulatory changes, which can significantly impact their valuations and market strategies.

# Europe Healthcare Sector M&A & Valuation Brief - 2025-10-28

## Europe Healthcare Sector

### Market Trends:

- Pharmaceutical Innovation: The focus on breakthrough therapies, especially in oncology, is driving premium valuations. Companies with promising drug pipelines are attracting significant investor interest, as seen with firms like Moderna (MRNA) and Amgen (AMGN).
- Healthcare Technology Integration: The integration of AI and digital health solutions is accelerating. Companies are investing heavily in telemedicine platforms, which have gained traction post-pandemic, reflecting a shift in consumer behavior towards remote healthcare services.
- Global Healthcare Spending: Demographic shifts and increased healthcare spending in emerging markets are influencing strategic decisions for multinational corporations. Companies are adapting their strategies to cater to these changing dynamics.

### Sector-Specific Insights:

- Biotech Valuations: Biotech firms are under increased scrutiny, with investors focusing on clinical trial outcomes and regulatory timelines. The success or failure of these trials can significantly impact valuations.
- Healthcare Services Consolidation: The trend of consolidation in healthcare services is creating larger, more integrated systems. This consolidation enhances bargaining power and operational efficiencies, which are critical in a competitive market.
- Insurance Market Dynamics: Changes in healthcare insurance markets are reshaping provider networks and reimbursement models. This evolution is impacting healthcare service companies' strategies and financial performance.

### Risk Factors:

- Patent Expirations: Major pharmaceutical companies face challenges from patent cliffs, necessitating strategic acquisitions to replenish their drug pipelines. This risk is particularly acute for companies like Gilead Sciences (GILD) and Bristol-Myers Squibb (BMY).
- \*\*Reg

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