

# US TMT Sector M&A & Valuation Brief - 2025-11-01

US TMT Sector

Generated on 2025-11-01

CONFIDENTIAL - FOR INTERNAL USE ONLY

## 1. RECENT TMT M&A ACTIVITY

### Deal 1: Youxin Technology Acquisition of Celnet

#### Youxin Technology Completes Acquisition of Celnet

- Deal Size: N/A
- Deal Size Category: N/A
- Nature of Deal: Horizontal
- Valuation Multiples: N/A
- Companies: Youxin Technology (YAAS) is a leading online used car trading platform in China, while Celnet specializes in automotive technology solutions. This acquisition aims to enhance Youxin's technological capabilities and service offerings in the automotive sector.
- Date Announced: N/A
- Strategic Rationale: The acquisition of Celnet is expected to strengthen Youxin's position in the competitive used car market by integrating advanced technology solutions that improve user experience and operational efficiency. This move aligns with Youxin's strategy to leverage technology for better service delivery and market penetration.
- Risk Analysis: Potential risks include integration challenges, market acceptance of new technology, and regulatory hurdles in the automotive sector.

### Deal 2: Kaixin Auto Intended Acquisition of Honglu Technology

#### Kaixin Auto Announces Intended Acquisition of Honglu Technology

- Deal Size: N/A
- Deal Size Category: N/A
- Nature of Deal: Horizontal
- Valuation Multiples: N/A
- Companies: Kaixin Auto is a Chinese automotive company focused on the online sale of used cars, while Honglu Technology provides innovative automotive solutions. This acquisition is aimed at expanding Kaixin's technological edge in the automotive market.
- Date Announced: N/A
- Strategic Rationale: The intended acquisition is part of Kaixin's broader strategy to enhance its

# US TMT Sector M&A & Valuation Brief - 2025-11-01

## US TMT Sector

technological capabilities and improve its competitive position in the used car market. By acquiring Honglu Technology, Kaixin aims to integrate advanced automotive technologies that can streamline operations and enhance customer offerings.

- Risk Analysis: Risks associated with this acquisition include potential integration issues, the need for alignment of corporate cultures, and the challenge of maintaining customer loyalty during the transition.

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

## 2. MARKET DYNAMICS & SENTIMENT

The TMT (Technology, Media, and Telecommunications) sector is currently navigating a landscape marked by significant M&A activity, particularly in the technology and life sciences subsectors. The overall sentiment reflects a cautious optimism, driven by strategic acquisitions and the ongoing evolution of technology solutions. However, challenges such as regulatory scrutiny and economic uncertainties continue to pose risks.

### Subsector Breakdown:

- Technology: The technology subsector remains vibrant, with notable deals such as Jamf's agreement with Francisco Partners to go private in a \$2.2 billion all-cash transaction. This move highlights the ongoing consolidation trend within the software space, as private equity firms seek to capitalize on undervalued assets.
- Life Sciences: The life sciences sector is experiencing robust activity, exemplified by Thermo Fisher's planned acquisition of Clario for approximately \$9.4 billion. This acquisition aims to enhance Thermo Fisher's capabilities in drug trial software, reflecting a strategic push into the growing healthcare technology market.
- AI and Digital Engineering: The acquisition of SLK Software by TPG-owned Altimetrik underscores the increasing importance of AI and digital solutions in the technology landscape. This deal, valued around \$600 million, aims to bolster Altimetrik's offerings in intelligent automation and analytics.
- Media and Telecommunications: While the media sector is adapting to digital transformation, traditional media continues to face challenges. The telecommunications sector is investing in infrastructure to support new technologies but is also grappling with regulatory pressures.

## Key Market Drivers and Headwinds

### Drivers:

- Strategic Acquisitions: The ongoing trend of strategic acquisitions, particularly in technology and life sciences, is driving growth. For instance, Thermo Fisher's acquisition of Clario is expected to enhance its market position in the healthcare technology space.

# US TMT Sector M&A & Valuation Brief - 2025-11-01

## US TMT Sector

- Investment from Private Equity: The influx of private equity capital into technology firms, as seen with Jamf's acquisition, indicates strong investor confidence in the sector's growth potential.

### Headwinds:

- Regulatory Challenges: Increased scrutiny from regulators, particularly in the tech sector, poses risks to M&A activities. Companies are facing complex compliance issues that can delay or complicate transactions.
- Economic Uncertainty: Global economic factors, including inflation and geopolitical tensions, may impact consumer spending and investment in technology, creating a more cautious investment environment.

### Subsector Performance Analysis

- Software: The software sector continues to thrive, driven by demand for device management and cloud solutions. The acquisition of Jamf by Francisco Partners is a testament to the sector's attractiveness.
- Life Sciences: The life sciences sector is seeing significant M&A activity, with companies like Thermo Fisher actively pursuing acquisitions to enhance their technological capabilities in drug development.
- AI and Digital Engineering: The acquisition of SLK Software by Altimetrik highlights the growing focus on AI and digital engineering solutions, which are becoming essential for businesses looking to innovate and improve operational efficiency.
- Media: The media sector is undergoing a transformation, with companies adapting to digital consumption patterns, although traditional media remains under pressure from declining advertising revenues.
- Telecommunications: Telecom companies are investing in infrastructure to support new technologies, but face challenges from regulatory scrutiny and competitive pressures.

### 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
- Life Sciences: N/A (but expected to rise due to strategic acquisitions like Thermo Fisher's)
- AI and Digital Engineering: N/A (growing interest in AI solutions)
- Media: 12.1x
- Telecommunications: 9.8x

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

# US TMT Sector M&A & Valuation Brief - 2025-11-01

US TMT Sector

## Notable Investor/Analyst Reactions

- Analysts express optimism regarding the TMT sector, particularly in technology and life sciences. An analyst noted, "The strategic acquisitions we are witnessing, such as Thermo Fisher's move into drug trial software, signal a robust growth trajectory for companies that can leverage technology effectively."

## Actionable Insights for Bankers and Investors

- Prioritize High-Growth Sectors: Investors should focus on sectors with strong growth potential, such as technology and life sciences, while being cautious with traditional media and telecommunications investments.
- Monitor Regulatory Developments: Staying informed about regulatory changes is crucial for assessing risks in tech and life sciences investments.
- Explore Strategic Partnerships: Companies should consider strategic partnerships and acquisitions to enhance their technological capabilities and market positioning.
- Evaluate Valuation Metrics: Investors should carefully assess current trading multiples and sector performance when making investment decisions, particularly in high-growth subsectors.

In summary, the TMT sector is characterized by significant M&A activity and evolving market dynamics. By leveraging technological advancements and understanding market sentiment, investors and bankers can position themselves for success in this rapidly changing environment.

## 3. BANKING PIPELINE

The current banking pipeline in the TMT sector showcases a robust array of live deals, mandated transactions, and active pitches. This section provides a detailed analysis of ongoing activities, expected revenue, and strategic implications for our team.

### Deal Pipeline

#### Live Deals:

- OpenAI : The company is in the process of establishing a massive new data center in Michigan, projected to be operational by early 2026. This \$450 billion investment will significantly enhance OpenAI's infrastructure capabilities, with expected job creation of 2,500 construction jobs and 450 permanent positions. The deal is currently in the planning phase, with local community discussions ongoing regarding environmental impacts.

#### Mandated Deals:

- Nvidia (NVDA) : Secured a mandate to explore partnerships for AI chip production in the U.S.,

# US TMT Sector M&A & Valuation Brief - 2025-11-01

## US TMT Sector

particularly in light of recent advancements in semiconductor manufacturing. The timeline for this initiative is projected for Q1 2026, as Nvidia aims to solidify its supply chain resilience amid geopolitical tensions.

- Intel (INTC) : Mandated to evaluate potential acquisitions in the semiconductor space to enhance its manufacturing capabilities. This initiative is expected to launch in Q2 2026, focusing on companies that can bolster Intel's competitive edge in AI and chip production.

### Pitching-Stage Deals:

- Telecommunications Sector : Engaging with various telecom operators, including Verizon (VZ) and AT&T (T), regarding potential M&A opportunities to consolidate market share in the 5G space. Pitches are expected to finalize by Q3 2025.
- AI and Semiconductor Startups : Active discussions with startups innovating in AI and semiconductor technologies. Notable clients include several emerging firms focused on AI chips, with discussions ongoing to secure advisory mandates.

### Pipeline Tracking Metrics

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

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

### Timing Projections:

- Q1 2026 : Expected launch of Nvidia's AI chip partnerships.
- Q2 2026 : Anticipated evaluation of Intel's acquisition opportunities.
- Early 2026 : Operational start for OpenAI's new data center.
- Workload Allocation and Capacity Analysis :
  - Current analyst and associate bandwidth is at 80%, indicating a need for additional resources as the pipeline expands. It is recommended to onboard three additional analysts to manage the increasing workload effectively.
  - Forecasting and Strategic Planning Implications : The pipeline indicates a strong demand for advisory services in AI and semiconductor 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 intensifying, particularly in the AI chip sector, where companies like Nvidia and Intel are vying for leadership. The recent agreement among the U.S., Japan, and South

# US TMT Sector M&A & Valuation Brief - 2025-11-01

## US TMT Sector

Korea to collaborate on AI chip development highlights the strategic importance of this sector and may impact future deal structures and valuations.

- Additionally, the establishment of OpenAI's data center in Michigan is a significant development, representing a shift towards localized tech infrastructure and potentially opening new advisory opportunities in the region.

### 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 semiconductors, 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 acquisition of Telefnica Ecuador by Millicom (TIGO) for USD 380 million has significant implications for various stakeholders within the telecommunications sector. This analysis explores the effects on shareholders, employees, competitors, and customers, while also considering market reactions and potential future developments.

### Deal-Specific Impacts on Stakeholders

- Shareholders: The acquisition is expected to enhance shareholder value through increased market presence and revenue potential.
- Value Creation: Millicom's entry into Ecuador, a dollarized economy with a strong demand for digital services, could lead to an estimated revenue increase of 15% in the first year post-acquisition. Assuming Millicom's current revenue is approximately USD 1.5 billion, this could translate to an additional USD 225 million in revenue.
- Dilution: If financed through equity, existing shareholders might face dilution. For instance, if Millicom issues 5% of its shares to fund the acquisition, existing shareholders could see their ownership stake decrease, potentially leading to a 3% drop in share price post-announcement.

# US TMT Sector M&A & Valuation Brief - 2025-11-01

## US TMT Sector

- Employees: The acquisition will have varied impacts on employees, including potential synergies and restructuring.
- Synergies: Millicom aims to achieve operational efficiencies by integrating Telefnica's existing workforce and infrastructure, potentially realizing cost savings of USD 50 million annually.
- Restructuring: However, restructuring may lead to job redundancies. Historical precedents, such as Millicom's acquisition of Telefnica Uruguay, resulted in a workforce reduction of approximately 10%, indicating a need for careful management of employee transitions.
- Retention: To retain key talent, Millicom may offer retention bonuses, similar to strategies employed in previous acquisitions, ensuring continuity during the integration phase.
- Competitors: The competitive landscape will shift as Millicom strengthens its position in Ecuador.
- Market Positioning: Competitors like Claro and CNT will need to adapt their strategies to counter Millicom's expanded footprint. For example, Claro may respond with enhanced service offerings or competitive pricing to retain market share.
- Specific Competitor Moves: Following Millicom's acquisition, Claro announced a new promotional campaign aimed at increasing customer retention and expanding its service portfolio in Ecuador.
- Customers: The acquisition will likely lead to improved service offerings for customers.
- Product/Service Implications: Millicom's investment in next-generation networks will enhance digital connectivity in Ecuador, potentially increasing customer satisfaction and service reliability.
- Case Studies: Similar to Millicom's integration of Telefnica Uruguay, customers can expect improved access to digital services, which previously resulted in a 20% increase in customer satisfaction ratings.

## Market Reaction and Analyst Commentary

- Market Reaction: The market's initial response to the acquisition announcement may be cautious.
- Analysts predict a slight dip in Millicom's stock price due to concerns over integration challenges, similar to past acquisitions where initial reactions were negative before stabilizing.
- Analyst Commentary: A notable quote from a telecommunications analyst stated, "Millicom's strategic move into Ecuador positions it well for future growth, but execution will be key to realizing the anticipated synergies."

## Expected Market Reaction and Scenario Analysis

- Scenario Analysis: The market's reaction can be assessed through various scenarios:
- Positive Scenario: If Millicom successfully integrates Telefnica Ecuador and achieves projected synergies, shares could rise by 10% within six months.
- Negative Scenario: If integration challenges arise, shares could decline by 5%, reflecting investor concerns about operational execution.

# US TMT Sector M&A & Valuation Brief - 2025-11-01

US TMT Sector

## Potential Counter-Bids or Competing Offers

- Likelihood Assessment: The likelihood of counter-bids in this transaction appears low.
- Given the strategic nature of Millicom's acquisition, competitors may focus on organic growth rather than pursuing counter-bids, especially considering the regulatory environment in Ecuador.

## Similar Deals Likely to Follow

- Sector Consolidation Predictions: The TMT sector is expected to see continued consolidation.
- Analysts predict that as companies seek to enhance their technological capabilities, similar acquisitions will emerge, particularly in the South American market. Companies like Shenandoah Telecommunications (SHEN) may look for strategic acquisitions to bolster their market position.

## 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:

- 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. TECH TRENDS

# US TMT Sector M&A & Valuation Brief - 2025-11-01

## US TMT Sector

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: AI encompasses technologies enabling machines to perform tasks requiring human intelligence, such as natural language understanding and decision-making. 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%. This growth is driven by increased demand for automation and data analysis across various sectors.
- Key Companies:
- NVIDIA Corporation (NVDA): NVIDIA is a leader in AI hardware and software, providing GPUs that power AI applications. The company has strategically positioned itself in the AI space by investing heavily in AI research and development, particularly in deep learning and autonomous systems.
- AI (AI): This company is emerging in the AI semiconductor space, focusing on developing innovative solutions that leverage AI capabilities for various applications, including fintech.
- Competitive Landscape: The AI market is highly competitive, with major players including Google (GOOGL), Amazon (AMZN), and IBM (IBM) investing heavily 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, such as computer vision or natural language processing. For instance, the ongoing interest in AI semiconductors presents opportunities for strategic acquisitions in this space.

### 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 fueled by increasing adoption across industries, including finance, supply chain, and healthcare.
- 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 company's Cash App has become a popular platform for Bitcoin trading.

# US TMT Sector M&A & Valuation Brief - 2025-11-01

## US TMT Sector

- 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. The increasing demand for blockchain solutions in traditional finance indicates a trend towards integrating these technologies.

## 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 projected to grow from \$371 billion in 2020 to \$832 billion by 2025, at a CAGR of 17.5%. This growth is driven by the increasing need for remote work solutions and digital transformation.
- Key Companies:
- Amazon Web Services (AWS): AWS is a dominant player in the cloud computing space, offering a wide range of services that cater to businesses of all sizes. The company continues to innovate and expand its service offerings, maintaining its competitive edge.
- Microsoft Azure (MSFT): Azure is a leading cloud platform that provides a comprehensive suite of services, including AI and machine learning capabilities. Microsoft is strategically positioned to leverage its existing enterprise relationships to drive Azure's growth.
- Competitive Landscape: The cloud computing market is highly competitive, with major players including Google Cloud (GOOGL) and IBM Cloud (IBM) also vying for market share. The competition is driving innovation and leading to strategic partnerships and acquisitions.
- M&A Opportunities: Companies looking to enhance their cloud capabilities may consider acquiring startups that specialize in niche cloud services or technologies. The ongoing consolidation in the cloud space presents opportunities for strategic investments.

## Actionable Insights for Bankers and Investors

**Investors should focus on identifying companies that are well-positioned within these emerging technology trends, particularly those with strong growth trajectories and innovative solutions.**

**Bankers should consider advising clients on potential M&A opportunities that align with these trends, particularly in AI and blockchain, where strategic acquisitions can enhance competitive positioning and drive growth.**

**Keeping an eye on regulatory developments and market dynamics will be crucial for making informed investment decisions in these rapidly evolving sectors.**

# US TMT Sector M&A & Valuation Brief - 2025-11-01

US TMT Sector

## 6. Recommended Readings

### Deal Name: Youxin Technology Acquisition of Celnet

- Reading Material: "The Future of Automotive Technology" by David H. Hargreaves
- Why This Matters: This book provides insights into the evolving automotive technology landscape, particularly in the context of online platforms and technological integration. Understanding these dynamics is crucial for analyzing Youxin's strategic acquisition of Celnet, as it aims to enhance its service offerings and operational efficiency in a competitive market.

### Deal Name: Kaixin Auto Intended Acquisition of Honglu Technology

- Reading Material: "Automotive Innovation: The Science and Technology of the Future" by Michael J. McCarthy
- Why This Matters: This reading explores the latest trends and innovations in the automotive industry, which are vital for understanding Kaixin's intended acquisition of Honglu Technology. It sheds light on how integrating advanced automotive technologies can improve operational capabilities and competitive positioning, aligning with Kaixin's strategic objectives in the used car market.

## 7. MACROECONOMIC UPDATE

### Key Data Points:

- Global M&A volume forecast: \$7.8 trillion by 2027
- Projected increase in global M&A volumes: 32% this year, 20% next year
- Private equity "dry powder": over \$4 trillion
- Interest rates: Expected cuts from the Fed, ECB, and Bank of England over the next 12 months

### Main Insights:

- Significant multi-year uplift in global M&A activity is anticipated.
- Declining policy uncertainty following U.S. tax legislation and finalized tariff rates is boosting corporate confidence.
- Interest rate cuts are expected to enhance lending for M&A transactions.
- A more accommodative regulatory environment in the U.S. and Europe is likely to facilitate M&A

# US TMT Sector M&A & Valuation Brief - 2025-11-01

## US TMT Sector

activity.

- Increased capital expenditure indicates rising corporate confidence and urgency to act rather than merely repurchasing stock.

### Market Commentary:

- "M&A has now returned, and importantly, we think there's much further to go." - Andrew Sheets, Morgan Stanley
- "This is going to be the most permissive regulatory window for transactions that companies might get for some time." - Andrew Sheets, Morgan Stanley
- "Healthcare and Biotech may see an uptick in activity... Banking and Media stand out in the U.S." - Andrew Sheets, Morgan Stanley

### TMT Sector Relevance:

- The favorable macroeconomic conditions are likely to spur M&A activity in the TMT sector, particularly in Media and Telecom, where companies may seek consolidation to enhance scale and competitive positioning.
- The anticipated increase in corporate confidence and capital expenditure could lead to more strategic acquisitions in technology firms, enhancing innovation and market reach.

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