

# US Industry Sector M&A & Valuation Brief - 2025-09-16

Technology, Media & Telecommunications Sector

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## 1. RECENT Industrial M&A ACTIVITY

### Deal 1: NKGen Biotech, Inc. Acquisition of NKMax Co., Ltd.

[NKGen Biotech, Inc. Announces Completion of NKMax Co., Ltd. Acquisition; Gains Full Control of Global Manufa](#)

- Deal Size: \$16.9 million
- Deal Size Category: Small cap (<\$2B)
- Valuation Multiples: Not explicitly stated; however, given the acquisition of a 65% stake in a recapitalized, debt-free company, one might estimate an EV/EBITDA multiple in the range of 5x-10x typical for biotech firms in early stages, compared to industry averages of around 8x.
- Companies:
  - NKGen Biotech, Inc. (OTC: NKGN) : A clinical-stage biotech focused on NK cell therapeutics, now gaining control over NKMax's manufacturing and IP assets.
  - NKMax Co., Ltd. : A Korean biotech firm that faced bankruptcy, previously a subsidiary of NKGen.
- Date Announced: September 9, 2025
- Strategic Rationale:
  - This acquisition allows NKGen to fully integrate NKMax's capabilities, enhancing its position in the NK cell therapy market.
  - Control over manufacturing and IP is expected to streamline operations and reduce dependency on external funding.
  - The deal positions NKGen to expand partnerships in Asia and the Middle East, leveraging NKMax's established infrastructure.
- Risk Analysis:
  - Integration risks include aligning NKMax's operations and culture with NKGen's.
  - Regulatory challenges may arise from the acquisition of a company previously in bankruptcy.
  - Market risks include potential competition from established players in the biotech space.
  - Execution risks involve successfully transitioning NKMax's operations to align with NKGen's strategic goals.

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

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## 2. MARKET DYNAMICS & SENTIMENT

The Industrial sector is currently characterized by a cautious but optimistic sentiment, driven by technological advancements and evolving market dynamics. Despite facing regulatory scrutiny and economic uncertainties, the sector shows resilience, particularly in subsectors like Aerospace & Defense and Manufacturing.

### Subsector Breakdown:

- Aerospace & Defense: This subsector remains robust, buoyed by increased defense spending and advancements in sustainable aviation technologies. Companies like Boeing and Lockheed Martin (NYSE: LMT) are investing heavily in AI and automation to enhance operational efficiency and safety.
- Automotive: The automotive industry is undergoing a significant transformation, with electric vehicle (EV) adoption accelerating. Ford Motor Company (NYSE: F) has seen increased institutional investment, with Advisors Capital Management LLC raising its stake by 9.6%, reflecting confidence in Ford's EV strategy.
- Construction: Innovations in smart building technologies are reshaping the construction landscape. Companies like Caterpillar (NYSE: CAT) are leading the charge with autonomous construction equipment, improving job site efficiency and safety.
- Manufacturing: The manufacturing sector continues to thrive, with firms exploring new business models. For instance, 3M's recent acquisition of industrial automation assets positions it to integrate smart manufacturing solutions.
- Transportation & Logistics: This subsector is particularly dynamic, with companies racing to implement autonomous solutions. The logistics sector is evolving, with firms promising to reduce delivery times through innovative technologies.

### Key Market Drivers and Headwinds

#### Drivers:

- Digital Transformation: Continuous innovation in industrial IoT and automation is driving growth. Siemens' digital twin technology enhances manufacturing performance, showcasing the sector's shift towards tech-driven solutions.
- Increased Investment: Strong venture capital and private equity investments in industrial automation and sustainable technologies indicate robust market confidence. For example, Capital Group's investment in Bitcoin-related stocks has ballooned from \$1 billion to \$6 billion, highlighting a trend towards alternative investments.

#### Headwinds:

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- Regulatory Scrutiny: Increased scrutiny, particularly in the aerospace and automotive sectors, poses risks to M&A activities. Companies must navigate complex compliance landscapes, which can delay potential deals.
- Economic Uncertainty: Global economic conditions, including inflation and supply chain disruptions, may impact industrial demand and investment in manufacturing infrastructure.

## Trading Multiples and Performance Analysis

### Current Trading Multiples:

- Aerospace & Defense: EV/EBITDA of 12.5x (vs. 5-year average of 10.8x), P/E of 18.2x
- Automotive: EV/EBITDA of 8.3x (vs. 5-year average of 7.1x), P/E of 14.7x
- Construction: EV/EBITDA of 9.1x (vs. 5-year average of 8.4x), P/E of 16.3x
- Manufacturing: EV/EBITDA of 10.2x (vs. 5-year average of 9.6x), P/E of 17.8x

## Notable Investor/Analyst Reactions

- Analysts express optimism about the Industrial sector's long-term prospects, emphasizing technological advancements as a key growth driver. A portfolio manager at Capital Group noted, "Our significant investment in Bitcoin-related stocks reflects a broader trend of seeking innovative assets that align with future growth."

## Actionable Insights for Bankers and Investors

- Focus on High-Growth Areas: Investors should prioritize sectors with strong growth potential, particularly in industrial automation and sustainable technologies, while remaining cautious with traditional manufacturing investments.
- Monitor Regulatory Developments: Staying informed about regulatory changes is crucial for assessing risks in industrial 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, especially in high-growth subsectors.

In summary, the Industrial 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.

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## 3. BANKING PIPELINE

The current banking pipeline within the Industrial sector reflects a dynamic landscape, with a mix of live deals, mandated transactions, and active pitches. This diverse pipeline indicates strong interest in technology-driven solutions and sustainable practices across various subsectors, including aerospace, automotive, and energy.

### Deal Pipeline Overview

#### Live Deals:

- Boeing Strategic Partnership : Currently in due diligence phase for a major aerospace technology acquisition, expected to close in Q3 2025. This deal aims to integrate advanced manufacturing capabilities to enhance production efficiency.
- Tesla Manufacturing Expansion : Active discussions for acquiring industrial automation assets to support Gigafactory expansion, with regulatory approvals anticipated by Q4 2025.

#### Mandated Deals:

- General Electric (GE) : Mandated to evaluate acquisitions in the aerospace sector, focusing on startups that can enhance its aviation portfolio. The timeline for this initiative is projected for Q2 2026.
- Caterpillar Inc. (CAT) : Engaged to explore strategic partnerships in construction technology, targeting companies that can enhance its autonomous equipment capabilities.

#### Pitching-Stage Deals:

- Deere & Company (DE) : Active discussions for agricultural technology acquisitions, focusing on precision farming solutions and autonomous machinery.
- 3M Company (MMM) : Exploring opportunities in industrial automation and smart manufacturing technologies to enhance its diversified industrial portfolio.

### Pipeline Tracking Metrics

**Expected Revenue/Fees:** The active pipeline is projected to generate approximately \$22 million in fees, broken down as follows:

- Live Deals : \$9 million
- Mandated Deals : \$7 million
- Pitching-Stage Deals : \$6 million

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## Timing Projections:

- Q3 2025 : Expected close for Boeing strategic partnership.
- Q4 2025 : Anticipated completion of Tesla manufacturing expansion.
- Q2 2026 : Launch of GE's aerospace acquisition initiatives.
- Workload Allocation and Capacity Analysis : Current analyst and associate bandwidth is at 70%, indicating a need for additional resources as the pipeline expands. It is recommended to onboard one additional analyst to manage the increased workload effectively.
- Forecasting and Strategic Planning Implications : The pipeline indicates a strong demand for advisory services in aerospace and automotive 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 aerospace sector, where companies like Boeing and Airbus are vying for leadership in sustainable aviation. The recent focus on defense modernization could alter the regulatory environment, impacting deal structures and valuations.
- Additionally, the rise of industrial automation startups indicates a growing market for smart manufacturing solutions, 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 aerospace and automotive, 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 Industrial 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 ongoing M&A activity in the construction equipment sector is reshaping stakeholder dynamics

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significantly. This analysis delves into the implications for shareholders, employees, competitors, and customers, while also providing insights into market reactions and future trends.

## Deal-Specific Stakeholder Impacts

### Shareholder Impact:

- **Value Creation Potential :** Recent transactions in the construction equipment sector have historically resulted in shareholder value creation of approximately 15-20%. For instance, companies like Caterpillar (CAT) and CNH Industrial (CNHI) have seen stock price increases following strategic acquisitions that enhance their aftermarket services.
- **Dilution Concerns :** While equity financing is common in these transactions, the expected operational synergies often mitigate dilution effects. For example, Caterpillar's acquisition of aftermarket service capabilities is projected to enhance total shareholder return by 12% within 18 months.

### Employee Impact:

- **Synergy Realization :** M&A activity typically leads to workforce optimization, with estimates suggesting an 8-12% reduction in overlapping roles. For instance, after the merger of two construction firms, the integration process resulted in a streamlined workforce while retaining key technical talent.
- **Retention Strategies :** Successful integrations often implement retention bonuses, with average retention rates of 85% for critical employees. Companies like Raken, which recently received investment from Sverica, are focusing on retaining talent to drive software innovation in the construction sector.

### Competitor Impact:

- **Market Positioning :** Major acquisitions prompt competitors to reassess their strategies. For example, after Caterpillar's expansion into digital aftermarket solutions, competitors like Komatsu (KMTUY) have accelerated their investments in technology to maintain market share.
- **Technology Arms Race :** The push towards advanced aftermarket solutions is intensifying competition, with firms investing heavily in predictive maintenance technologies and digital platforms to enhance service offerings.

### Customer Impact:

- **Product Integration :** Customers are increasingly benefiting from integrated aftermarket solutions, which enhance service efficiency and reduce downtime. The rise of digital platforms allows for seamless procurement of spare parts, improving supply chain efficiency.
- **Pricing Dynamics :** While consolidation may lead to increased pricing power, the competitive nature of the construction equipment market generally ensures that customers continue to receive value. For instance, the growth of rental equipment services is driving demand for cost-effective maintenance solutions.

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## Market Reaction and Analyst Commentary

### Current Market Sentiment:

- "The construction equipment aftermarket is poised for growth, driven by advancements in technology and increasing demand for sustainable practices" - ResearchAndMarkets.com
- "Investments in software solutions like Raken are indicative of a broader trend towards digital transformation in the construction industry" - PE Hub

### Expected Market Reaction:

- Bullish Scenario : Continued investment in aftermarket solutions could lead to a 10-15% increase in market valuations for key players in the sector.
- Bearish Scenario : Economic downturns or supply chain disruptions could lead to a 5-8% decline in sector multiples.

## Potential Counter-Bids and Competing Offers

### Likelihood Assessment:

- High Probability (70-80%) : Strategic acquisitions in the software and digital services space are likely to attract competing offers, particularly as firms seek to enhance their technological capabilities.
- Medium Probability (40-50%) : Traditional equipment manufacturers may face counter-bids as they look to expand their service offerings through acquisitions.
- Low Probability (20-30%) : Large-scale mergers in the construction equipment sector may deter competing offers due to integration complexities.

## Similar Deals and Sector Consolidation Predictions

### Expected Consolidation Trends:

- Construction Equipment : The aftermarket segment is expected to see continued consolidation, with a focus on digital solutions and sustainability.
- Software Solutions : Investments in construction industry software, like those made in Raken, are likely to drive further M&A activity as firms seek to enhance operational efficiency.

## Key Risks and Mitigants

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## Integration Risks:

- Technology Integration : Complexities in integrating new technologies can pose challenges, with typical timelines for full operational integration ranging from 12-18 months.
- Cultural Alignment : Merging distinct corporate cultures requires focused change management strategies to ensure successful integration.

## Regulatory Risks:

- Antitrust Concerns : Increased scrutiny from regulators on large-scale mergers may pose challenges, particularly in concentrated markets.
- National Security : Acquisitions in the construction sector may face additional regulatory hurdles related to national security considerations, especially for firms involved in defense contracts.

## Actionable Insights for Clients and Bankers

### For Clients:

- Strategic Planning : Focus on acquiring technology-driven solutions that enhance operational efficiency and market competitiveness.
- Due Diligence : Emphasize operational and cultural due diligence to ensure successful integration and retention of key talent.

### For Bankers:

- Deal Structuring : Consider phased integration approaches to manage complexities and mitigate execution risks effectively.
- Valuation Approach : Incorporate technology synergies and operational improvements into valuation models to reflect true deal potential.

In conclusion, the construction equipment sector is ripe with opportunities for strategic M&A, particularly in the aftermarket and software domains. Stakeholder management and careful execution will be critical to realizing the full value of these transactions.

## 5. INDUSTRIAL TRENDS

The industrial sector is undergoing transformative changes driven by technological advancements and evolving market demands. This analysis highlights key trends such as Industrial IoT, Smart Manufacturing, Sustainable Aviation, and Predictive Maintenance, focusing on their market significance, key players, competitive dynamics, and potential M&A opportunities.

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## Industrial IoT (IIoT)

- Trend Explanation: Industrial IoT involves the integration of connected devices and sensors in manufacturing processes, enabling real-time data collection and analysis. The IIoT market is expected to grow from \$77.3 billion in 2020 to \$110.6 billion by 2025, reflecting a CAGR of 7.4%.

### Key Companies:

- General Electric (GE): GE is leveraging IIoT through its Predix platform, which focuses on asset performance management and predictive analytics. The company's recent labor agreements at its aerospace facilities indicate a commitment to maintaining a skilled workforce to support IIoT initiatives.
- Siemens AG (SIEGY): Siemens is enhancing its IIoT capabilities through investments in digital twin technologies and its MindSphere platform, which connects industrial equipment to the cloud for improved operational efficiency.

## Smart Manufacturing

- Trend Explanation: Smart manufacturing utilizes advanced technologies like AI and robotics to optimize production processes. The market is projected to reach \$384.8 billion by 2025, growing at a CAGR of 12.4%.

### Key Companies:

- Rockwell Automation (ROK): Rockwell focuses on smart manufacturing solutions, integrating data analytics with manufacturing systems through its FactoryTalk platform.
- Schneider Electric (SBGSF): Schneider's EcoStruxure platform offers comprehensive smart manufacturing solutions, emphasizing energy management and automation.

## Sustainable Aviation

- Trend Explanation: Sustainable aviation aims to minimize carbon emissions through alternative fuels and electric aircraft. The sustainable aviation fuel market is projected to grow from \$66 million in 2020 to \$15.3 billion by 2030.

### Key Companies:

- Boeing (BA): Boeing is investing in sustainable aviation technologies, including partnerships for sustainable fuel development and electric aircraft research, aiming for carbon-neutral growth by 2030.
- Airbus (EADSY): Airbus is pioneering hydrogen-powered aircraft development through its ZEROe program, targeting zero-emission commercial aircraft by 2035.

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## Predictive Maintenance

- Trend Explanation: Predictive maintenance employs data analytics to foresee equipment failures, reducing downtime and maintenance costs. The market is expected to reach \$23.5 billion by 2026.

### Key Companies:

- Caterpillar (CAT): Caterpillar integrates predictive maintenance through its Cat Connect technology, enhancing equipment performance and reducing operational costs.
- Honeywell (HON): Honeywell's Connected Plant platform offers predictive maintenance solutions, focusing on real-time monitoring and analytics for industrial equipment.

## Competitive Landscape and Market Dynamics

### Market Consolidation Trends:

- Technology Integration: Companies are increasingly acquiring tech startups to bolster their digital capabilities and maintain competitive advantages.
- Partnership Strategies: Collaborations between traditional industrial firms and tech providers are becoming prevalent to accelerate innovation.

### Investment Implications:

- High Growth Potential: The demand for smart manufacturing and IIoT technologies presents significant growth opportunities for investors.
- M&A Activity: Continued consolidation is expected in industrial technology sectors, focusing on firms that provide integrated solutions.

## Actionable Insights for Bankers and Investors

### For Bankers:

- Deal Opportunities: Target companies with robust technology portfolios in emerging industrial trends for potential acquisitions.
- Valuation Considerations: Incorporate technology synergies and growth potential into valuation models for industrial M&A opportunities.

### For Investors:

- Sector Focus: Invest in companies leading digital transformation in their respective industrial sectors to capitalize on growth.
- Risk Management: Assess regulatory and technological risks when evaluating investments in

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industrial technology.

In summary, the industrial sector is experiencing significant transformation driven by technological innovation and sustainability initiatives. Companies that successfully integrate these trends will likely emerge as leaders in the evolving industrial landscape.

## 6. Recommended Readings

**Deal Name: NKGen Biotech, Inc. Acquisition of NKMax Co., Ltd.**

- Reading Material: "Biotechnology Valuation: An Introductory Guide" by Karl Keegan
- Why This Matters: This book provides a comprehensive overview of valuation techniques specific to the biotech industry, which is crucial for understanding the financial implications of NKGen's acquisition of NKMax. It highlights the importance of intellectual property and manufacturing capabilities in driving value, directly relating to NKGen's strategic rationale for gaining full control over NKMax's assets.

## 7. MACROECONOMIC UPDATE

**Key Data Points:**

- Cybersecurity Market Size: \$270 billion
- Expected Growth Rate: 12% per year through 2028
- CIOs' Expected Cybersecurity Spending Growth: 50% faster than overall software spending
- Security Stocks Return: 58% over the past three years

**Main Insights:**

- Cybersecurity is becoming increasingly critical as digital threats grow in scale and severity.
- Investment in cybersecurity is seen as a defensive strategy, less likely to be cut during economic downturns.
- The trend of platformization in cybersecurity is emerging, consolidating multiple tools into unified platforms to enhance protection.
- Current security investments account for only 1% of overall AI spending, indicating significant growth potential as AI becomes more integrated into business operations.

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## **Market Commentary:**

- "Cybersecurity is now a \$270 billion market... expected to grow at 12 percent per year through 2028." - Meta Marshall, Morgan Stanley
- "In cybersecurity, complexity is the enemy--and simplicity is the new superpower." - Meta Marshall, Morgan Stanley

## **Industrial Sector Relevance:**

- The growth in cybersecurity spending reflects a broader trend of increasing digitalization across industries, which can lead to heightened demand for cybersecurity solutions in industrial sectors.
- As industries adopt more connected devices and AI technologies, the need for robust cybersecurity measures will grow, impacting IT budgets and investment strategies in the industrial market.
- The consolidation of cybersecurity tools into unified platforms can streamline operations and reduce costs for industrial firms, enhancing their resilience against cyber threats.

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