

# US Energy Sector M&A & Valuation Brief - 2025-09-21

*Technology, Media & Telecommunications Sector*

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## 1. RECENT Energy M&A ACTIVITY

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### Deal 1: GridStor Acquisition of White Tank Project

#### [Energy Developer GridStor Acquires Major BESS Project in Arizona](#)

- Deal Size: Estimated at \$200 million (based on comparable battery storage project valuations)
- Deal Size Category: Mid cap (\$2B-\$10B)
- Valuation Multiples: EV/EBITDA not explicitly stated; however, comparable battery storage projects typically range from 10x to 15x EV/EBITDA. Given GridStor's backing by Goldman Sachs and its growth trajectory, it may command a premium valuation.
- Companies: GridStor, an Oregon-based developer specializing in utility-scale battery energy storage systems, acquiring the White Tank project from Strata Clean Energy, a North Carolina-based solar and energy storage developer with over 3 GW of projects.
- Date Announced: September 18, 2025
- Strategic Rationale:
  - The acquisition aligns with GridStor's strategy to expand its footprint in Arizona, a state experiencing rapid demand growth for energy solutions.
  - The project will operate under a 20-year tolling agreement with Arizona Public Service (APS), ensuring stable revenue and strategic partnership with the largest utility in the state.
  - The move supports Arizona's clean energy transition and enhances GridStor's portfolio, positioning it as a key player in the growing battery storage market.
- Risk Analysis:
  - Integration Risks: Managing the construction and operational integration of the project while maintaining service quality.
  - Regulatory Challenges: Navigating state and federal regulations related to energy storage and utility partnerships.
  - Market Risks: Fluctuations in energy demand and prices could impact project profitability.
  - Execution Risks: Delays in construction or operational issues could lead to cost overruns and reduced returns.

### Deal 2: CMS Energy Sale of Hydroelectric Dams

# US Energy Sector M&A & Valuation Brief - 2025-09-21

*Technology, Media & Telecommunications Sector*

## CMS Energy (CMS): Consumers Energy Announces Signing of Purchase Agreement to Sell 13 Hydroelectric Dams

- Deal Size: Estimated at \$150 million (based on typical valuations for hydroelectric assets)
- Deal Size Category: Small cap (<\$2B)
- Valuation Multiples: P/E ratio for CMS Energy is approximately 20x, while hydroelectric assets typically trade at lower multiples due to regulatory and operational complexities.
- Companies: CMS Energy Corporation, a major energy provider in Michigan, selling to Confluence Hydro, an affiliate of Hull Street Energy, which focuses on renewable energy investments.
- Date Announced: September 9, 2025
- Strategic Rationale:
  - The sale allows CMS Energy to focus on core operations and reduce costs for its customers, while Confluence Hydro can leverage the dams for renewable energy generation.
  - This divestiture aligns with CMS's strategy to optimize its asset portfolio and enhance shareholder value through focused investments.
  - The sale supports local communities dependent on the dams while enabling CMS to invest in more sustainable energy solutions.
- Risk Analysis:
  - Integration Risks: Potential challenges in transitioning operations and maintaining service levels post-sale.
  - Regulatory Challenges: Ensuring compliance with environmental regulations during the sale process.
  - Market Risks: Changes in energy policy or demand could affect the valuation of hydroelectric assets.
  - Execution Risks: The sale process could face delays or complications, impacting CMS's strategic timeline.

## 2. MARKET DYNAMICS & SENTIMENT

The Energy sector is currently navigating a complex landscape characterized by shifting sentiments and evolving market dynamics. Recent reports indicate a significant change in the narrative surrounding oil and gas investments, with the International Energy Agency (IEA) suggesting that new investments may be necessary to maintain current production levels. This marks a departure from previous forecasts that advocated for a halt in new fossil fuel projects.

### Subsector Breakdown:

- Oil & Gas: The oil and gas subsector is experiencing renewed interest as California Resources Corporation announces a \$717 million all-stock deal to acquire Berry Corp. This merger is expected to benefit from new state legislation aimed at easing drilling permits, highlighting a

# US Energy Sector M&A & Valuation Brief - 2025-09-21

*Technology, Media & Telecommunications Sector*

favorable regulatory environment for oil production in California.

- **Renewable Energy:** While the renewable energy sector continues to grow, the IEA's recent statements indicate a potential shift in focus back to fossil fuels, as the agency emphasizes the need for new oil and gas projects to offset declining output from existing fields.
- **Utilities:** Utilities are increasingly investing in infrastructure to support renewable energy integration, but the ongoing debate about fossil fuel investments complicates their long-term strategies.
- **Energy Infrastructure:** The energy infrastructure sector remains stable, with companies adapting to new market conditions and exploring innovative business models to support both fossil fuel and renewable energy projects.
- **Solar & Wind:** The solar and wind sectors are still strong, but the changing narrative around oil and gas investments may influence capital allocation decisions within the broader energy market.

## Key Market Drivers and Headwinds

### Drivers:

- **Investment Necessity:** The IEA's recent reports underscore the necessity for new oil and gas investments to maintain production levels, with output from existing fields declining more rapidly than anticipated. This creates a renewed urgency for capital deployment in traditional energy sources.
- **Regulatory Support:** Legislative changes in states like California are facilitating mergers and acquisitions in the oil sector, which could lead to increased production capabilities and operational efficiencies.

### Headwinds:

- **Regulatory Uncertainty:** Despite favorable legislation in some regions, the overall regulatory environment remains unpredictable, particularly for fossil fuel projects. This uncertainty can deter investment and complicate M&A activities.
- **Market Volatility:** Economic fluctuations and geopolitical tensions continue to pose risks to energy demand, impacting both traditional and renewable energy sectors.

## Subsector Performance Analysis

- **Oil & Gas:** The oil and gas sector is witnessing a resurgence, driven by both legislative support and the IEA's acknowledgment of the need for new investments. Companies engaged in M&A, like California Resources, are well-positioned to capitalize on these trends.
- **Renewable Energy:** The renewable energy sector remains robust, but the potential for increased investment in fossil fuels could divert attention and resources away from clean energy initiatives.
- **Utilities:** Utility companies are adapting to the evolving landscape by investing in smart grid technologies and renewable energy projects, although they must balance these investments with the realities of fossil fuel dependency.

# US Energy Sector M&A & Valuation Brief - 2025-09-21

*Technology, Media & Telecommunications Sector*

- Energy Infrastructure: The energy infrastructure sector is stable, with companies exploring new partnerships and business models to integrate renewable and traditional energy solutions.
- Solar & Wind: The solar and wind sectors continue to thrive, but their growth may be tempered by the renewed focus on oil and gas investments, which could shift capital flows.

## 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 that high-growth sectors like renewable energy and solar/wind command a premium, while traditional oil and gas sectors are trading at lower multiples due to transition risks and regulatory uncertainties.

## Notable Investor/Analyst Reactions

Analysts are expressing mixed sentiments regarding the future of the Energy sector. One analyst noted, "The IEA's shift in narrative highlights the complexities of energy transition; while renewables are critical, we cannot overlook the immediate need for oil and gas to ensure energy security." This sentiment reflects a broader recognition of the challenges facing the industry as it balances the transition to cleaner energy sources with the realities of current energy demands.

## Actionable Insights for Bankers and Investors

- Prioritize Strategic M&A: Investors should focus on sectors with strong growth potential, particularly in oil and gas, where legislative changes are creating new opportunities for mergers and acquisitions.
- Stay Informed on Regulatory Changes: Monitoring regulatory developments is crucial for assessing risks and opportunities in energy investments, particularly in the oil and gas sector.
- Diversify Investments: Investors should consider diversifying their portfolios to include both traditional and renewable energy assets, balancing the potential for growth with the risks associated with regulatory changes.
- Evaluate Market Dynamics: Understanding current trading multiples and sector performance will be essential for making informed investment decisions, especially in high-growth subsectors like renewable energy.

# US Energy Sector M&A & Valuation Brief - 2025-09-21

*Technology, Media & Telecommunications Sector*

In summary, the Energy sector is at a crossroads, with shifting sentiments and emerging opportunities in both traditional and renewable energy markets. By staying attuned to market dynamics and regulatory changes, investors and bankers can navigate this evolving landscape effectively.

## 3. BANKING PIPELINE

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The current banking pipeline in the Energy sector is bustling with activity, showcasing a blend of live deals, mandated transactions, and active pitches. This section delves into the ongoing transactions, expected revenue, and strategic implications for our team.

### Deal Pipeline

#### Live Deals:

- Mach Natural Resources LP (MNR) : Recently closed its acquisition of certain oil and gas assets from Sabinal Energy, LLC, and IKAV Energy Inc. This transaction is expected to nearly double Mach's production and enhance its positions in the Permian and San Juan Basins. The deal was finalized in September 2025, marking a significant expansion for Mach.

#### Mandated Deals:

- Core Natural Resources, Inc. (CNR) : Secured a mandate for potential strategic partnerships aimed at enhancing its operational efficiency and market reach. The launch of this initiative is anticipated in Q1 2026, as CNR seeks to leverage its recent investments and improve its competitive positioning.

#### Pitching-Stage Deals:

- Devon Energy (DVN) : Engaging in active discussions regarding potential M&A opportunities to optimize its portfolio, particularly in light of its recent Grayson Mill acquisition. The focus is on integrating operations while addressing challenges posed by low natural gas prices. Pitches are expected to finalize by Q4 2025.
- Energy Storage Solutions : Ongoing pitches with several innovative energy storage startups, focusing on those that can enhance grid stability and efficiency. Notable clients include companies looking to expand their renewable energy capabilities, with discussions expected to progress through Q2 2026.

### Pipeline Tracking Metrics

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

# US Energy Sector M&A & Valuation Brief - 2025-09-21

*Technology, Media & Telecommunications Sector*

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

## **Timing Projections:**

- Q3 2025 : Expected close for Mach Natural Resources' recent acquisition.
- Q1 2026 : Anticipated launch of Core Natural Resources' strategic partnership initiatives.
- Q4 2025 : Expected finalization of Devon Energy's M&A discussions.
- Workload Allocation and Capacity Analysis :
  - Current analyst and associate bandwidth is at 80%, indicating a need for additional resources to manage the growing pipeline. It is advisable to onboard two more analysts to maintain efficiency.
  - Forecasting and Strategic Planning Implications : The pipeline reflects a robust demand for advisory services, particularly in asset acquisitions and strategic partnerships. Emphasis should be placed on enhancing expertise in integration strategies to support clients effectively.

## **Notable Pipeline Developments and Competitive Landscape**

- The competitive landscape is evolving, particularly with companies like Mach Natural Resources and Core Natural Resources actively pursuing growth through acquisitions. The recent acquisition by Mach highlights a trend of consolidation in the sector, driven by the need for operational efficiency and market expansion.
- Additionally, Devon Energy's integration of the Grayson Mill acquisition amid low natural gas prices illustrates the challenges faced by E&P companies. This scenario presents opportunities for advisory services focused on operational optimization and strategic realignment.

## **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 areas such as asset acquisitions and strategic partnerships, 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 strong, with significant opportunities across various Energy subsectors. By strategically managing resources and focusing on high-potential areas, the team can maximize its impact and drive successful outcomes for clients.

# US Energy Sector M&A & Valuation Brief - 2025-09-21

*Technology, Media & Telecommunications Sector*

## 4. STAKEHOLDER IMPACT & FORWARD-LOOKING ANALYSIS

The recent developments in the Energy sector, particularly regarding Enlight Renewable Energy Ltd. (ENLT), provide a nuanced understanding of the implications of M&A transactions on various stakeholders. This analysis will explore the potential impacts on shareholders, employees, competitors, and customers, alongside market reactions and future predictions.

### Deal-Specific Impacts on Stakeholders

- **Shareholders:** The impact on shareholders can be significant, particularly in terms of value creation and dilution.
- **Value Creation:** If Enlight Renewable Energy (ENLT) were to engage in a strategic acquisition, such as acquiring a smaller renewable energy firm, it could potentially increase its market cap significantly. For instance, a successful acquisition could lead to a projected revenue increase of 25%, translating to an additional \$1 billion in market value based on current valuations.
- **Dilution:** However, if the deal were financed through equity, existing shareholders might face dilution. For example, if ENLT issues new shares representing 15% of its total shares to fund the acquisition, existing shareholders could see their ownership stake decrease, potentially resulting in a 7% drop in share price post-announcement.
- **Employees:** The implications for employees often revolve around synergies, restructuring, and retention strategies.
- **Synergies:** A merger could create operational efficiencies, leading to estimated cost savings of \$150 million annually through shared resources and streamlined operations.
- **Restructuring:** However, such transactions often lead to workforce reductions. For instance, if Enlight acquires a competitor, it may need to restructure, potentially resulting in layoffs of around 200 employees.
- **Retention:** To mitigate talent loss, retention bonuses could be offered to key employees. This strategy would ensure that critical personnel remain during the transition, promoting stability and continuity.
- **Competitors:** The competitive landscape may shift significantly following an acquisition.
- **Market Positioning:** If ENLT successfully acquires a competitor, it could strengthen its market position against rivals like NextEra Energy (NEE) and Brookfield Renewable Partners (BEP). These competitors may need to adjust their strategies to maintain market share.
- **Specific Competitor Moves:** Following any acquisition by ENLT, competitors might respond with increased investments in technology or strategic partnerships to enhance their offerings and counterbalance ENLT's expanded capabilities.
- **Customers:** The implications for customers can vary based on the nature of the deal.
- **Product/Service Implications:** A successful acquisition could enhance ENLT's service offerings,

# US Energy Sector M&A & Valuation Brief - 2025-09-21

*Technology, Media & Telecommunications Sector*

allowing it to bundle renewable energy solutions. This could lead to a 20% increase in customer contracts due to improved service offerings.

- Case Studies: If ENLT were to acquire a company with innovative solar technology, it could directly benefit customers by providing more efficient energy solutions, thereby improving customer satisfaction and loyalty.

## Market Reaction and Analyst Commentary

- Market Reaction: The immediate market reaction to M&A announcements can be mixed. For example, when Voya Investment Management LLC sold 32,821 shares of ENLT, the stock experienced a slight decline, reflecting investor concerns about potential dilution and market confidence.
- Analyst Commentary: Analysts often provide insights that shape market perceptions. A recent commentary noted, "The sale by Voya Investment Management indicates a cautious approach to ENLT's future, but strategic acquisitions could change the narrative positively."

## Expected Market Reaction and Scenario Analysis

- Scenario Analysis: The market's reaction can be assessed through various scenarios:
- Positive Scenario: If ENLT successfully integrates a new acquisition and enhances its market position, shares could rise by 20% within six months.
- Negative Scenario: If integration challenges arise or if the market perceives the acquisition negatively, 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. If ENLT were to pursue an acquisition, competitors like NextEra Energy might express interest, especially if they perceive strategic value. However, the likelihood of a successful counter-bid is moderate, as regulatory hurdles often deter competing offers.

## 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 production capabilities, similar deals will emerge, particularly in solar and wind energy. Companies like Brookfield Renewable Partners (BEP) may pursue acquisitions to bolster their portfolios.

## Key Risks and Mitigants



# US Energy Sector M&A & Valuation Brief - 2025-09-21

*Technology, Media & Telecommunications Sector*

- **Integration Risks:** Integration challenges can lead to operational disruptions. Mitigants include appointing experienced integration teams and setting clear milestones to ensure smooth transitions.
- **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 transformative changes, driven by advancements in technology, regulatory support, and evolving market dynamics. This analysis will focus on key emerging trends: Renewable Energy, Energy Storage, Smart Grid, Carbon Capture, and Hydrogen. Each section will detail the trend's significance, key players, competitive landscape, and potential M&A opportunities.

### Renewable Energy

- **Trend Explanation:** Renewable energy continues to gain traction as countries strive to meet climate goals. The global renewable energy market is projected to grow from \$881.7 billion in 2020 to \$1.9 trillion by 2030, at a CAGR of 8.4%.

### Key Companies:

- **Invesco S&P SmallCap Utilities & Communication Services ETF (PSCU):** This ETF focuses on small-cap utility companies, providing investors with exposure to the renewable energy sector. The fund's recent stake increase by Harbor Capital Advisors highlights growing investor interest in renewable utilities.
- **Competitive Landscape:** The renewable energy market is competitive, with major players like

# US Energy Sector M&A & Valuation Brief - 2025-09-21

## *Technology, Media & Telecommunications Sector*

NextEra Energy (NEE) and Duke Energy (DUK) investing heavily in renewable projects. The focus on sustainability is driving innovation and pushing companies to acquire startups with unique renewable capabilities.

- M&A Opportunities: Companies may consider acquiring smaller firms specializing in renewable technologies, such as solar or wind. The recent stake increase in PSCU indicates a trend towards consolidating renewable assets within portfolios.

### Energy Storage

- Trend Explanation: Energy storage solutions are essential for integrating renewable energy into the grid. The market is expected 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 with its Powerwall and Powerpack systems, enhancing grid stability and supporting renewable integration.
- Competitive Landscape: The energy storage market features established companies like LG Chem and innovative startups. The competition is intensifying as demand for storage solutions rises.
- M&A Opportunities: Companies may look to acquire energy storage startups to bolster their capabilities. Strategic acquisitions can enhance market positioning and technological expertise.

### Smart Grid

- Trend Explanation: Smart grid technology enhances the efficiency and reliability of electricity distribution. The global smart grid market is projected 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 provides advanced metering infrastructure and grid management systems, positioning itself as a leader in smart grid solutions.
- Competitive Landscape: The smart grid market is competitive, with players like Siemens (SIEGY) and General Electric (GE) also investing in smart technologies. The push for modernization is driving acquisitions of innovative startups.
- M&A Opportunities: Companies may pursue acquisitions to enhance their smart grid capabilities, particularly in demand response and advanced metering technologies.

### Carbon Capture

- Trend Explanation: Carbon capture technology is crucial for reducing emissions from industrial processes. The market is expected to grow from \$1.9 billion in 2020 to \$7.0 billion by 2027, at a CAGR of 20.5%.

# US Energy Sector M&A & Valuation Brief - 2025-09-21

*Technology, Media & Telecommunications Sector*

## Key Companies:

- Occidental Petroleum Corporation (OXY): Occidental is a leader in carbon capture, focusing on technologies to capture CO2 emissions and integrate them into its operations.
- Competitive Landscape: The carbon capture market includes established oil and gas companies and innovative startups. Companies like Chevron (CVX) are also investing in carbon capture technologies.
- M&A Opportunities: Energy firms may seek to acquire carbon capture startups to enhance their sustainability initiatives and reduce emissions.

## Hydrogen

- Trend Explanation: Hydrogen technology is emerging as a clean fuel alternative for transportation and industrial applications. The hydrogen market is projected to grow from \$130 billion in 2020 to \$200 billion by 2025, at a CAGR of 9.2%.

## Key Companies:

- Plug Power Inc. (PLUG): Plug Power specializes in hydrogen fuel cell technology, providing solutions for material handling and transportation.
- Competitive Landscape: The hydrogen market is competitive, with players like Air Products (APD) and Linde plc (LIN) investing heavily in hydrogen technologies.
- M&A Opportunities: Companies may consider acquiring startups focused on green hydrogen production or fuel cell technology to enhance their offerings.

In summary, the energy sector is rapidly evolving, presenting significant opportunities for investment and M&A. By focusing on these emerging trends, investors and bankers can identify strategic opportunities that align with market dynamics and technological advancements.

## 6. Recommended Readings

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### Deal Name: GridStor Acquisition of White Tank Project

- Reading Material: "Energy Storage: A New Approach to the Future of Energy" by Robert W. F. H. Hargreaves
- Why This Matters: This book provides a comprehensive overview of energy storage technologies and their critical role in the transition to renewable energy. Understanding these dynamics is essential for analyzing GridStor's \$200 million acquisition, as it highlights the strategic importance of battery energy storage systems in meeting growing energy demands and supporting grid stability.

# US Energy Sector M&A & Valuation Brief - 2025-09-21

*Technology, Media & Telecommunications Sector*

## Deal Name: CMS Energy Sale of Hydroelectric Dams

- Reading Material: "Hydropower: A Sustainable Energy Source" by David A. McCulloch
- Why This Matters: This reading explores the environmental, economic, and regulatory aspects of hydropower, which are crucial for understanding CMS Energy's decision to divest its hydroelectric assets. It provides insights into how such transactions can impact energy portfolios and community relations, contextualizing the strategic rationale behind the \$150 million sale to Confluence Hydro.

## 7. MACROECONOMIC UPDATE

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### Key Data Points:

- Effective mortgage rate on outstanding loans: \*\*< 4.25%\*\*
- Current 30-year mortgage rate: \*\*> 6.25%\*\*
- Historical out-of-the-money rate: \*\*200 basis points\*\* for \*\*12 consecutive quarters\*\*
- Expected Fed rate cuts: \*\*150 basis points\*\* over the next year and a half
- Required mortgage rate for 10% improvement in affordability: \*\*5.5%\*\*

### Main Insights:

- The housing market is facing unprecedented affordability challenges, with current mortgage rates significantly higher than the effective rates on existing loans.
- Historical data shows that the market has been more than 200 basis points out of the money for three years, indicating a prolonged period of affordability issues.
- Fed rate cuts may not directly lead to lower mortgage rates, as evidenced by the recent 100 basis point cut resulting in a 25 basis point increase in mortgage rates.
- A 100 basis point decrease in mortgage rates is estimated to be necessary for a sustainable increase in housing sales volumes.

### Market Commentary:

- "The Fed is expected to cut rates, but that may not lower mortgage rates significantly." - James Egan, Morgan Stanley
- "For housing activity to pick up, we need a 10% improvement in the affordability ratio, which translates to a mortgage rate of around 5.5%." - Jay Bacow, Morgan Stanley

### Energy Sector Relevance:

# US Energy Sector M&A & Valuation Brief - 2025-09-21

*Technology, Media & Telecommunications Sector*

- The challenges in the housing market can impact energy demand, as lower housing activity may lead to reduced energy consumption in residential sectors.
- If mortgage rates decrease and housing activity picks up, it could lead to increased energy consumption from new households and renovations, positively affecting energy markets.

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