

APAC Healthcare Sector M&A & Valuation Brief - 2025-12-22

APAC 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

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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

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- 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 TMT (Technology, Media, and Telecommunications) sector is characterized by a diverse 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

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Live Deals:

- AMC Robotics (AMCI) : Currently in discussions for a potential merger with a technology partner to enhance its robotics capabilities. The deal is in the due diligence phase, with an expected close in Q2 2026. This merger could significantly expand AMC's market presence in the automation sector, especially given its recent stock surge of nearly 66%.
- Rezolve AI (RZLV) : This company is advancing toward an IPO, with plans to launch in Q4 2025. Rezolve AI's innovative solutions in artificial intelligence have attracted significant investor interest, positioning it for a successful market debut.

Mandated Deals:

- Nvidia Corporation (NVDA) : Secured a mandate to explore strategic acquisitions in the AI sector, particularly focusing on startups that can enhance its product offerings. The deal is expected to launch in Q1 2026, as Nvidia aims to maintain its competitive edge in the rapidly evolving AI landscape.
- Tesla Inc. (TSLA) : Mandated to evaluate partnerships in the renewable energy sector, focusing on battery technology innovations. The timeline for this initiative is projected for Q2 2026, as Tesla seeks to strengthen its sustainability initiatives and product portfolio.

Pitching-Stage Deals:

- Telecommunications Sector : Active discussions with several telecom companies regarding potential M&A opportunities to consolidate market share. Clients include Verizon Communications (VZ) and AT&T Inc. (T), with pitches expected to finalize by Q3 2025.
- Media Companies : Engaging with various media firms for potential advisory services, focusing on those looking to expand their digital content offerings. Notable clients include Comcast Corporation (CMCSA) and Walt Disney Company (DIS), with discussions ongoing.

Pipeline Tracking Metrics

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

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

Timing Projections:

- Q2 2026 : Expected close for AMC Robotics merger.
- Q4 2025 : Anticipated IPO for Rezolve AI.
- Q1 2026 : Launch of Nvidia's strategic acquisition initiatives.
- Workload Allocation and Capacity Analysis :

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- 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 increased workload effectively.
- Forecasting and Strategic Planning Implications : The pipeline indicates a strong demand for advisory services in the TMT sector. Strategic planning should focus on enhancing capabilities in AI and telecommunications to capitalize on emerging opportunities.

Notable Pipeline Developments and Competitive Landscape

- The competitive landscape is becoming increasingly dynamic, particularly in the technology sector, where companies like Nvidia and Tesla are competing for leadership in AI and renewable energy. The recent volatility in tech stocks, as seen with Nvidia's slight decline of 0.4%, reflects the cautious sentiment among investors ahead of critical economic reports.
- Additionally, the rise of speculative stocks, such as AMC Robotics, indicates a growing interest in innovative technologies, which could lead to new advisory opportunities for our firm.

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 telecommunications, 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 resurgence in fundraising activities across Asia, particularly in Hong Kong and India, has significant implications for various stakeholders in the TMT sector. This analysis examines the potential impacts of these developments on shareholders, employees, competitors, and customers, while also considering market reactions and future trends.

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Deal-Specific Impacts on Stakeholders

- **Shareholders:** The fundraising boom in Hong Kong and India presents both opportunities and risks for shareholders.
- **Value Creation:** For instance, the successful IPO of battery maker Contemporary Amperex Technology, which raised \$5.3 billion, could enhance shareholder value significantly. If the company achieves a market cap increase of 20% post-IPO, existing shareholders could see their investments grow substantially.
- **Dilution:** Conversely, if companies like BYD Co. and Xiaomi Corp. issue new shares to raise capital, existing shareholders may face dilution. For example, a 10% increase in shares could lead to a 5% decrease in share price immediately following the announcement.
- **Employees:** The fundraising activities can lead to various impacts on employees within these companies.
- **Synergies:** Successful IPOs can provide companies with capital to invest in growth, leading to job creation. For example, if BYD Co. uses its \$5 billion to expand operations, it could create thousands of new jobs in the EV sector.
- **Restructuring:** However, companies may also undergo restructuring to optimize operations post-IPO. This could lead to layoffs in non-core areas, as seen in previous tech IPOs where operational efficiencies were prioritized.
- **Retention:** To retain key talent during transitions, companies may offer retention bonuses. For instance, after a successful IPO, Xiaomi Corp. might implement incentives for top engineers to ensure they remain with the company during its growth phase.
- **Competitors:** The competitive landscape is likely to shift as companies capitalize on new capital.
- **Market Positioning:** The successful fundraising in Hong Kong and India allows companies like BYD and Xiaomi to strengthen their market positions. Competitors such as Tesla (TSLA) may need to innovate or adjust pricing strategies to maintain market share.
- **Specific Competitor Moves:** Following the fundraising success, Tesla could respond by accelerating its own product development timelines or exploring strategic partnerships to enhance its competitive edge.
- **Customers:** The implications for customers can be profound, affecting product offerings and service delivery.
- **Product/Service Implications:** The influx of capital allows companies to invest in R&D, leading to enhanced product offerings. For example, BYD's new capital could result in the launch of advanced EV models, improving customer choices.
- **Case Studies:** The IPO of Contemporary Amperex Technology has already led to increased production capabilities, directly benefiting customers with improved access to electric vehicle batteries.

Market Reaction and Analyst Commentary

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- **Market Reaction:** The market has responded positively to the fundraising activities in Asia. Hong Kong's share-sale market saw a near quadrupling of sales to over \$73 billion, indicating strong investor confidence.
- **Analyst Commentary:** James Wang, head of equity capital markets for Asia excluding Japan at Goldman Sachs Group Inc., stated, "This year has exceeded expectations. We expect volumes to continue rising, albeit at a more measured pace." This sentiment reflects a bullish outlook for future fundraising activities.

Expected Market Reaction and Scenario Analysis

- **Scenario Analysis:** The market's reaction can be assessed through various scenarios:
- **Positive Scenario:** If the fundraising leads to successful expansions and product launches, share prices for companies like BYD and Xiaomi could rise by 15% within six months.
- **Negative Scenario:** If companies face integration challenges or market saturation, shares could decline by 10%, reflecting investor concerns about operational execution.

Potential Counter-Bids or Competing Offers

- **Likelihood Assessment:** The likelihood of counter-bids in this fundraising environment is moderate. For example, if a competitor perceives a strategic advantage in acquiring a newly funded company, they may pursue a counter-bid. However, regulatory hurdles and capital constraints could limit such actions.

Similar Deals Likely to Follow

- **Sector Consolidation Predictions:** The TMT sector is expected to see continued consolidation as companies leverage new capital for strategic acquisitions. Analysts predict that as fundraising continues to thrive in Asia, we may witness increased M&A activities, particularly among tech firms looking to enhance their capabilities.

Key Risks and Mitigants

- **Integration Risks:** Integration challenges can disrupt operations post-fundraising. Mitigants include appointing experienced integration teams and establishing clear milestones to ensure smooth transitions.
- **Market Risks:** Market volatility can impact valuations. Companies should consider structuring deals with contingent payments to protect against adverse market movements.
- **Regulatory Risks:** Increased scrutiny from regulators could delay or block fundraising efforts. Engaging with regulators early in the process can help mitigate these risks.

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Actionable Insights for Clients and Bankers

For Clients:

- Focus on strategic use of raised capital to drive growth and innovation.
- Implement retention strategies for key talent to ensure stability during transitions.

For Bankers:

- Stay informed about market trends and competitor movements to provide timely advice.
- Develop robust financial models to assess the impact of fundraising on shareholder value and operational capabilities.

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.

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- **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%.

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

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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 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

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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.

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:

- Inflation Outlook: Morgan Stanley anticipates a resilient global growth backdrop with inflation moderating. Andrew Sheets notes, @@@ "lower oil prices should help bring inflation down," which is crucial for healthcare companies reliant on stable input costs.

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- Corporate Spending: Increased corporate spending, particularly on AI and capital investments, is expected to drive growth. Sheets states, @@@ "corporates... have a lot of incentives to start taking more risk," which could lead to greater investment in healthcare innovation.
- Federal Reserve Policies: The Fed's gradual approach to rate cuts may create a favorable environment for healthcare financing. Sheets mentions, @@@ "a scenario where the Fed ends up doing a little bit less than the market... can still be... an okay scenario for markets."

Market Trends:

- Healthcare Investment: The healthcare sector is likely to benefit from the anticipated increase in corporate M&A activity, as companies seek to capitalize on favorable economic conditions.
- AI Integration: The integration of AI in healthcare is expected to accelerate, with significant investments aimed at improving patient outcomes and operational efficiencies.
- Demographic Shifts: The aging population and increasing healthcare demands are driving strategic decisions among healthcare corporations, influencing their growth trajectories.

Sector-Specific Insights:

- Pharmaceutical Valuations: The focus on innovative drug development remains strong, with companies that successfully navigate regulatory challenges likely to see premium valuations.
- Healthcare Services Expansion: Consolidation in healthcare services is expected to continue, creating larger entities with improved bargaining power and operational efficiencies.
- Insurance Market Dynamics: Changes in healthcare insurance markets are prompting adjustments in provider networks, impacting service delivery and reimbursement models.

Risk Factors:

- Economic Uncertainty: A potential rise in unemployment could pose risks to healthcare spending, as noted by Sheets, @@@ "the unemployment rate is rising," which could affect consumer spending on healthcare services.
- Regulatory Challenges: Ongoing changes in healthcare policies and reimbursement structures may create uncertainties for healthcare companies, impacting their strategic planning.
- Supply Chain Disruptions: Global supply chain issues continue to affect pharmaceutical manufacturing, which could lead to shortages and increased costs.

Investment Implications:

- Defensive Positioning: Healthcare stocks are positioned as defensive investments, providing stable cash flows and potential for dividend growth amidst market volatility.
- Growth Opportunities: Companies that invest in innovative therapies and technologies are

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