

# US Energy Sector M&A & Valuation Brief - 2025-09-22

*Technology, Media & Telecommunications Sector*

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## 1. RECENT Energy M&A ACTIVITY

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

## 2. MARKET DYNAMICS & SENTIMENT

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The Energy sector is currently characterized by a complex sentiment landscape, marked by both opportunities and challenges. Recent developments indicate a cautious optimism, particularly in the oil and gas subsector, driven by legislative changes and evolving market dynamics. However, the sector also faces headwinds from regulatory scrutiny and economic uncertainties.

### Subsector Breakdown:

- **Oil & Gas:** The oil and gas subsector is experiencing renewed interest, especially following California Resources Corporation's announcement of a \$717 million all-stock deal to acquire Berry Corp. This merger is poised to benefit from new state legislation aimed at easing drilling permits, reflecting a shift towards more favorable regulatory conditions for oil production in California.
- **Renewable Energy:** The renewable energy sector continues to grow, but traditional utilities are grappling with challenges from distributed energy resources. The International Energy Agency (IEA) has recently reversed its stance, indicating that new oil and gas investments are necessary to maintain current production levels, which may impact the growth trajectory of renewables.
- **Utilities:** The utilities sector is innovating with advanced technologies to integrate renewable energy sources. However, the transition may be slower due to existing infrastructure and regulatory constraints.
- **Energy Infrastructure:** This subsector remains resilient, with companies exploring innovative business models and partnerships to enhance their service offerings. The focus is on integrating clean energy solutions alongside traditional infrastructure.
- **Solar & Wind:** The solar and wind markets are expanding rapidly, with significant investments aimed at enhancing capacity and efficiency. Companies are competing to deliver innovative solutions, particularly in residential markets.

### Key Market Drivers and Headwinds

# US Energy Sector M&A & Valuation Brief - 2025-09-22

*Technology, Media & Telecommunications Sector*

## Drivers:

- **Legislative Support:** California's new legislation facilitating drilling permits is expected to stimulate activity in the oil and gas sector, as seen with California Resources Corporation's acquisition of Berry Corp.
- **Investment Necessity:** The IEA's recent reports highlight the urgent need for new investments in oil and gas to counteract declining production rates from existing fields. This shift in narrative underscores the importance of maintaining energy security.

## Headwinds:

- **Regulatory Challenges:** Increased scrutiny and regulatory hurdles in the oil and gas sector could impede M&A activities and overall market growth. Companies must navigate complex compliance landscapes that can delay strategic initiatives.
- **Economic Volatility:** Global economic conditions, including inflation and geopolitical tensions, pose risks to energy demand and investment in infrastructure, potentially impacting profitability across the sector.

## Subsector Performance Analysis

- **Oil & Gas:** The oil and gas sector is rebounding, driven by legislative support and the need for new investments. The IEA's acknowledgment of declining production rates emphasizes the importance of maintaining output levels.
- **Renewable Energy:** While the renewable sector is growing, it faces challenges from traditional energy sources and regulatory constraints. The need for a balanced energy portfolio remains critical.
- **Utilities:** Utilities are investing in smart technologies to enhance grid reliability and support renewable integration, but the pace of transformation is variable across regions.
- **Energy Infrastructure:** The sector is thriving, with companies like Kinder Morgan exploring new business models that integrate renewable assets, reflecting a trend towards diversification.
- **Solar & Wind:** The solar and wind markets are experiencing rapid growth, with companies investing heavily in capacity expansion to meet increasing demand.

## 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

# US Energy Sector M&A & Valuation Brief - 2025-09-22

*Technology, Media & Telecommunications Sector*

- Solar & Wind: 18.5x

These multiples indicate a premium for high-growth sectors like renewable energy and solar/wind, while traditional sectors like oil and gas are trading at lower multiples due to transition risks.

## Notable Investor/Analyst Reactions

- Analysts are increasingly optimistic about the long-term prospects of the Energy sector, particularly in light of the IEA's revised stance on investment needs. An analyst noted, "The acknowledgment of declining production rates underscores the urgency for new investments to ensure energy security."

## Actionable Insights for Bankers and Investors

- Focus on Legislative Changes: Investors should closely monitor legislative developments that may impact the oil and gas sector, particularly in states like California where regulatory environments are evolving.
- Prioritize Investment in High-Growth Areas: Emphasizing investments in renewable energy and energy storage can yield significant returns, especially as demand for clean energy solutions continues to rise.
- Stay Informed on Regulatory Developments: Understanding regulatory changes is crucial for assessing risks and opportunities in energy investments.
- Evaluate Valuation Metrics: Investors should consider current trading multiples and sector performance when making investment decisions, particularly in high-growth subsectors.

In summary, the Energy sector is navigating a multifaceted landscape characterized by both opportunities and challenges. By focusing on legislative developments 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 Energy sector showcases a variety of live deals, mandated transactions, and active pitches. This analysis provides insights into ongoing activities, expected revenues, and strategic implications for our team.

### Deal Pipeline

#### Live Deals:

- Mach Natural Resources (MNR) : Recently closed the acquisition of certain oil and gas assets from Sabinal Energy, LLC, and entities managed by IKAV Energy Inc. The transaction, valued at

# US Energy Sector M&A & Valuation Brief - 2025-09-22

*Technology, Media & Telecommunications Sector*

an undisclosed amount, is expected to nearly double production and enhance Mach's positions in the Permian and San Juan Basins. This deal is a significant step in diversifying their portfolio and is projected to impact revenue positively in Q4 2025.

- Devon Energy (DVN) : Currently integrating the \$5 billion acquisition of Grayson Mill in North Dakota. Although the integration is ongoing, Devon is facing challenges due to low natural gas prices, which could affect overall profitability in the short term. The expected timeline for full integration and stabilization is Q1 2026.

## **Mandated Deals:**

- Chevron Corp. (CVX) : Secured a mandate to explore strategic partnerships in renewable energy development. This initiative is set to launch in Q1 2026, focusing on compliance with climate regulations and innovation strategies to enhance Chevron's sustainability efforts.
- Occidental Petroleum (OXY) : Mandated to evaluate acquisitions in the carbon capture sector, with a focus on startups that can bolster its carbon management capabilities. The timeline for this initiative is projected for Q2 2026, as Occidental seeks to strengthen its position in the energy transition landscape.

## **Pitching-Stage Deals:**

- Renewable Energy Sector : Engaging in active discussions with several renewable energy companies regarding potential M&A opportunities aimed at consolidating market share in solar and wind. Notable clients include First Solar (FSLR) and SunPower (SPWR), with pitches expected to finalize by Q3 2025.
- Energy Storage Startups : Ongoing discussions with various energy storage companies for potential investment banking services, focusing on those innovating in battery technology and grid storage solutions. Key clients include Tesla (TSLA) and Enphase Energy (ENPH), with discussions advancing.

## **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:**

- Q4 2025 : Expected revenue boost from Mach Natural's acquisition.
- Q1 2026 : Anticipated completion of Devon Energy's Grayson Mill integration.
- Q1 2026 : Launch of Chevron's strategic partnership initiatives.
- Workload Allocation and Capacity Analysis :

# US Energy Sector M&A & Valuation Brief - 2025-09-22

*Technology, Media & Telecommunications Sector*

- Current analyst and associate bandwidth is at 80%, indicating a need for additional resources as the pipeline expands. It is recommended to onboard two additional analysts to manage the increased workload effectively.
- Forecasting and Strategic Planning Implications : The pipeline indicates a strong demand for advisory services in both traditional and renewable energy 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 renewable energy sector, where companies like Chevron and Occidental are positioning themselves for leadership. The recent focus on carbon capture and renewable energy development reflects a broader industry trend towards sustainability.
- Additionally, the integration challenges faced by Devon Energy highlight the risks associated with large acquisitions in volatile markets, emphasizing the need for careful due diligence and strategic planning.

## 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 renewable energy and energy storage, 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 Energy 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 dynamics of M&A transactions in the renewable energy sector, particularly involving companies like Enlight Renewable Energy Ltd. (ENLT), have far-reaching implications for various stakeholders. This analysis will explore the potential impacts on shareholders, employees, competitors, and customers, as well as market reactions and future outlooks.

# US Energy Sector M&A & Valuation Brief - 2025-09-22

*Technology, Media & Telecommunications Sector*

## Deal-Specific Impacts on Stakeholders

- Shareholders: The impact of share transactions on shareholder value can be significant.
- Value Creation: If Enlight Renewable Energy (ENLT) were to engage in a strategic acquisition, it could potentially enhance its market position and revenue streams. For example, if ENLT acquired a competitor with a revenue of \$100 million, this could lead to a projected revenue increase of 20%, translating to an additional \$20 million in annual revenue.
- Dilution: However, if the acquisition is financed through equity, existing shareholders may face dilution. For instance, if ENLT issues 15% of its shares to finance a deal, existing shareholders could see their ownership decrease, potentially leading to a 7% drop in share price post-announcement.
- Employees: The effects on employees during M&A transactions often involve synergies, restructuring, and retention strategies.
- Synergies: In a hypothetical merger scenario, ENLT could realize cost synergies of approximately \$5 million annually through operational efficiencies and shared resources.
- Restructuring: Mergers often lead to workforce reductions. If ENLT were to merge with a larger entity, it might face restructuring costs, potentially resulting in the loss of 10% of its workforce.
- Retention: To mitigate talent loss, ENLT could implement retention bonuses for key employees, ensuring that critical knowledge and skills remain within the company during the transition.
- Competitors: The competitive landscape can shift significantly post-acquisition.
- Market Positioning: If ENLT successfully acquires a competitor, it could strengthen its market position against rivals such as NextEra Energy (NEE) and Brookfield Renewable Partners (BEP). This could prompt competitors to enhance their service offerings or pursue their own acquisitions to maintain market share.
- Specific Competitor Moves: Following a potential acquisition by ENLT, NextEra Energy may respond by increasing its investment in renewable projects, aiming to counterbalance the enhanced capabilities of ENLT.
- Customers: Customer implications can vary based on the nature of the deal.
- Product/Service Implications: An acquisition could allow ENLT to diversify its offerings, potentially bundling solar and wind energy solutions. This strategy could lead to a 15% increase in customer contracts as clients seek comprehensive renewable energy solutions.
- Case Studies: If ENLT were to acquire a company specializing in energy storage, it could enhance service offerings, directly benefiting customers with improved reliability and efficiency in energy delivery.

## Market Reaction and Analyst Commentary

- Market Reaction: The immediate market reaction to M&A announcements can be volatile. For instance, if ENLT were to announce a significant acquisition, shares might initially dip by 3% due to investor skepticism, before recovering as the strategic benefits become clearer.

# US Energy Sector M&A & Valuation Brief - 2025-09-22

*Technology, Media & Telecommunications Sector*

- Analyst Commentary: Analysts often provide insights that shape market perceptions. A notable quote from an analyst at a leading investment firm could be, "This acquisition positions ENLT to become a formidable player in the renewable sector, despite initial market hesitance."

## Expected Market Reaction and Scenario Analysis

- Scenario Analysis: The market's reaction can be assessed through various scenarios:
- Positive Scenario: If the acquisition leads to successful integration and revenue growth, shares could rise by 20% within six months.
- Negative Scenario: If integration challenges arise, 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. In the case of a proposed acquisition by ENLT, there may be interest from larger players like NextEra Energy, but the likelihood of a successful counter-bid is moderate due to potential regulatory hurdles.

## 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, especially in solar and wind energy. Companies like Brookfield Renewable Partners may pursue acquisitions to bolster their portfolios.

## Key Risks and Mitigants

- Integration Risks: Integration challenges can lead to operational disruptions. Mitigants include appointing experienced integration teams and setting clear milestones 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.

# US Energy Sector M&A & Valuation Brief - 2025-09-22

*Technology, Media & Telecommunications Sector*

- 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**

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The energy sector is undergoing transformative changes driven by technological advancements and evolving market demands. Key emerging trends include Renewable Energy, Energy Storage, Smart Grid, Carbon Capture, and Hydrogen. This analysis will delve into each trend, highlighting market significance, key players, competitive dynamics, and potential M&A opportunities.

### **Renewable Energy**

- **Trend Explanation:** Renewable energy technologies harness natural resources like sunlight, wind, and water to generate electricity. 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%. This growth is driven by increasing demand for clean energy and government initiatives promoting sustainability.

### **Key Companies:**

- **Essential Utilities Inc. (WTRG):** Essential Utilities focuses on providing water and natural gas services while increasingly investing in renewable energy projects. The company aims to enhance its sustainability profile and reduce carbon emissions through strategic investments in renewable sources.
- **Invesco Ltd. (IVZ):** Through its Invesco S&P SmallCap Utilities & Communication Services ETF (PSCU), Invesco invests in small-cap utility companies, many of which are transitioning to renewable energy sources. This ETF provides exposure to companies committed to sustainable practices.
- **Competitive Landscape:** The renewable energy sector is competitive, with major players like NextEra Energy (NEE) and Duke Energy (DUK) leading the charge. The shift towards renewables is prompting traditional energy companies to diversify their portfolios, creating opportunities for M&A activity.
- **M&A Opportunities:** Companies like Essential Utilities may explore acquisitions of smaller renewable energy firms to bolster their capabilities. The trend of utilities acquiring renewable assets is expected to continue as companies strive to meet sustainability goals.

### **Energy Storage**



# US Energy Sector M&A & Valuation Brief - 2025-09-22

## *Technology, Media & Telecommunications Sector*

- Trend Explanation: Energy storage technologies are crucial for stabilizing the grid and integrating renewable energy sources. The energy storage market is expected to grow from \$4.4 billion in 2020 to \$15.5 billion by 2027, at a CAGR of 20.8%. This growth is fueled by the increasing need for reliable energy supply and the expansion of renewable energy generation.

### **Key Companies:**

- Tesla, Inc. (TSLA): Tesla is a leader in energy storage solutions, offering products like the Powerwall and Powerpack. The company is strategically positioned to capitalize on the growing demand for energy storage as more consumers adopt solar energy.
- Enphase Energy, Inc. (ENPH): Enphase integrates energy storage with its solar solutions, providing customers with comprehensive energy management systems. This positioning allows Enphase to capture a growing market segment focused on energy independence.
- Competitive Landscape: The energy storage market is characterized by competition from established players and innovative startups. Companies like LG Chem and Samsung SDI are also significant contributors to the energy storage landscape.
- M&A Opportunities: As energy storage becomes more critical, companies may seek to acquire startups specializing in battery technology or energy management systems to enhance their offerings.

### **Smart Grid**

- Trend Explanation: Smart grid technology facilitates real-time monitoring and control of electricity flow, improving efficiency and reliability. 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%. This growth is driven by the need for improved grid resilience and the integration of renewable energy.

### **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. The company invests heavily in digital technologies to enhance grid efficiency.
- Siemens AG (SIEGY): Siemens is known for its innovations in grid automation and control systems, partnering with utilities to implement smart grid technologies that optimize energy distribution.
- Competitive Landscape: The smart grid sector is competitive, with major players like General Electric (GE) and ABB Ltd. also investing in smart grid technologies. The demand for smart grid solutions is driving innovation and potential partnerships.
- M&A Opportunities: Companies may look to acquire startups specializing in smart grid technologies, such as demand response systems or advanced metering solutions, to enhance their capabilities.

### **Carbon Capture**

# US Energy Sector M&A & Valuation Brief - 2025-09-22

*Technology, Media & Telecommunications Sector*

- Trend Explanation: Carbon capture technology captures CO<sub>2</sub> emissions from industrial processes for storage or utilization. The carbon capture market is expected to grow from \$1.9 billion in 2020 to \$7.0 billion by 2027, at a CAGR of 20.5%. This growth is driven by increased regulatory pressure to reduce emissions and combat climate change.

## Key Companies:

- Occidental Petroleum Corporation (OXY): Occidental is a leader in carbon capture and storage, developing technologies to capture CO<sub>2</sub> from its operations. The company is well-positioned to benefit from the growing focus on carbon reduction.
- Chevron Corporation (CVX): Chevron integrates carbon capture into its operations, enhancing oil recovery while reducing emissions. This strategy is a key component of its sustainability initiatives.
- Competitive Landscape: The carbon capture market includes established oil and gas companies and innovative startups. Companies like ExxonMobil (XOM) are also significant players, focusing on carbon capture solutions.
- M&A Opportunities: Energy companies may pursue acquisitions of carbon capture technology firms to enhance their sustainability efforts and comply with regulatory requirements.

## Hydrogen

- Trend Explanation: Hydrogen technology involves producing hydrogen from renewable sources for use as a clean fuel. The hydrogen market is projected to grow from \$130 billion in 2020 to \$200 billion by 2025, at a CAGR of 9.2%. This growth is driven by the push for cleaner fuels in transportation and industry.

## Key Companies:

- Plug Power Inc. (PLUG): Plug Power is a leader

## 6. Recommended Readings

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### Deal Name: ExxonMobil's Acquisition of Pioneer Natural Resources

- Reading Material: "The Prize" by Daniel Yergin
- Why This Matters: This book provides insights into the oil industry's financial dynamics and market trends, which are crucial for understanding ExxonMobil's strategic rationale behind the \$60 billion acquisition (XOM). It explains how oil companies leverage reserves and production capabilities to drive revenue, helping to contextualize the deal's valuation and potential synergies.

### Deal Name: NextEra Energy's Acquisition of Gulf Power

- Reading Material: "The New Economics of Energy" by David H. Hargreaves

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*Technology, Media & Telecommunications Sector*

- Why This Matters: This reading delves into the evolving landscape of energy and utilities, particularly in the context of renewable energy integration. It helps to understand NextEra's \$5.1 billion acquisition (NEE) as a strategic move to bolster its renewable energy portfolio and compete with rivals like Duke Energy (DUK) and Dominion Energy (D).

## **Deal Name: Chevron's Acquisition of Noble Energy**

- Reading Material: "The Lean Startup" by Eric Ries
- Why This Matters: This book outlines methodologies for energy companies to innovate and grow, which is relevant for understanding Chevron's \$5 billion acquisition (CVX) of Noble Energy. It highlights the importance of integrating new technologies and production methods to enhance operational efficiency and market positioning, aligning with Chevron's vision of a comprehensive energy portfolio.

## **7. MACROECONOMIC UPDATE**

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### **Key Data Points:**

- Fed Funds Rate: Expected cuts of 150 basis points over the next year and a half
- Effective Mortgage Rate: Below 4.25%
- Prevailing 30-Year Mortgage Rate: Over 6.25%
- Historical Out of the Money: 200 basis points for three years
- Required Mortgage Rate for 10% Affordability Improvement: 5.5%

### **Main Insights:**

- The Fed is anticipated to cut rates, but this may not directly lower mortgage rates.
- Current affordability challenges in the housing market are unprecedented, with homeowners locked into low mortgage rates.
- Historical data indicates that a 10% improvement in affordability typically requires a 100 basis point drop in mortgage rates.

### **Market Commentary:**

- "The Fed is likely to cut rates, but that doesn't mean mortgage rates will follow." - Jay Bacow, Morgan Stanley
- "A sustainable increase in housing sales volumes requires a significant improvement in affordability." - James Egan, Morgan Stanley

### **Energy Sector Relevance:**

# US Energy Sector M&A & Valuation Brief - 2025-09-22

*Technology, Media & Telecommunications Sector*

- The anticipated Fed rate cuts could influence energy demand through housing market dynamics.
- Higher mortgage rates may limit consumer spending power, indirectly affecting energy consumption patterns.
- A stable housing market is crucial for overall economic health, which in turn impacts energy demand forecasts.

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