

# US TMT Sector M&A & Valuation Brief - 2025-11-12

US TMT Sector

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## 1. RECENT TMT M&A ACTIVITY

### Deal 1: Yimutian Inc. Acquisition of Ningbo Xunxi Technology Co., Ltd.

[Yimutian Inc. Reaches Binding Acquisition Agreement to Acquire Ningbo Xunxi Technology Co., Ltd., Strategically Expanding Its B2C Offerings](#)

- Deal Size: Not disclosed
- Deal Size Category: N/A
- Nature: Horizontal
- Valuation Multiples: N/A
- Companies: Yimutian Inc. (Nasdaq: YMT) is a leading agricultural digital service company in China, focusing on B2B transactions. Ningbo Xunxi Technology is a technology-driven e-commerce service provider with extensive supply chain capabilities.
- Date Announced: November 6, 2025
- Strategic Rationale: The acquisition aims to enhance Yimutian's B2C capabilities, integrating Xunxi's supply chain management and channel development expertise. This move is expected to diversify Yimutian's revenue streams and strengthen its position in the agricultural digital economy.
- Risk Analysis: Potential risks include integration challenges, regulatory approvals, and market competition. Mitigation strategies involve leveraging Xunxi's established market presence and expertise.

### Key Financials Analysis:

- Revenue Breakdown: Not available
- Profitability Ratios: Not available
- Leverage Analysis: Not available
- Asset Operating Efficiency: Not available
- Valuation Context: Not available

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### Deal 2: Diginex Limited Acquisition of Kindred OS

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## Diginex Announces Non-Binding MOU for the Acquisition of Kindred OS and entering the Edge AI Technology market

- Deal Size: Not disclosed
- Deal Size Category: N/A
- Nature: Vertical
- Valuation Multiples: N/A
- Companies: Diginex Limited (NASDAQ: DGNX) is a provider of Sustainability RegTech solutions, while Kindred OS specializes in Edge AI technology, enabling local data processing.
- Date Announced: November 6, 2025
- Strategic Rationale: The acquisition aims to integrate Edge AI capabilities into Diginex's compliance solutions, enhancing privacy and efficiency in regulated sectors. This positions Diginex to capture growth in the expanding Edge AI market, projected to reach USD 66.47 billion by 2030.
- Risk Analysis: Risks include integration complexities, potential regulatory hurdles, and market acceptance of Edge AI solutions. Diginex's established regulatory expertise may mitigate these risks.

## **Key Financials Analysis:**

- Revenue Breakdown: Not available
- Profitability Ratios: Not available
- Leverage Analysis: Not available
- Asset Operating Efficiency: Not available
- Valuation Context: Not available

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

## **2. MARKET DYNAMICS & SENTIMENT**

The TMT (Technology, Media, and Telecommunications) sector is currently navigating a landscape marked by cautious optimism, driven by ongoing technological advancements and strategic investments. However, the sector also faces challenges from regulatory scrutiny and economic uncertainties. The overall sentiment reflects a dichotomy between high-growth subsectors and traditional segments under pressure.

### **Subsector Breakdown:**

- Technology: The technology subsector remains vibrant, with significant investments in software and cloud solutions. For example, EQT's investment of \$930 million in Douzone Bizon (012510.KS), a South Korean ERP provider, highlights the growing demand for business software

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among SMBs.

- Media: The media landscape is evolving, with companies adapting to digital consumption trends. However, traditional media continues to struggle with declining advertising revenues.
- Telecommunications: The telecom sector is focusing on infrastructure investments to support 5G and IoT applications, which are expected to create new revenue streams.
- Fintech: The fintech sector is experiencing robust growth, with companies like PSQ Holdings (PSQH) actively acquiring software assets to enhance their service offerings.
- AI: The AI subsector is booming, with increasing applications across various industries, driving demand for innovative solutions.

## Key Market Drivers and Headwinds

### Drivers:

- Technological Advancements: Continuous innovation in software and cloud technologies is propelling growth across TMT sectors. The investment by EQT in Douzone Bizon underscores the demand for ERP solutions in the SMB market.
- Strong Investment Activity: Venture capital and private equity investments remain strong, particularly in technology and software sectors, as firms seek to capitalize on emerging trends.

### Headwinds:

- Regulatory Scrutiny: Heightened regulatory scrutiny, especially in the tech sector, poses risks to M&A activities and market valuations. Companies must navigate complex compliance landscapes, which can delay transactions.
- Economic Uncertainty: Global economic conditions, including inflation and geopolitical tensions, may impact consumer spending and investment in technology.

## Subsector Performance Analysis

- Software: The software sector is thriving, driven by demand for SaaS and cloud solutions. The acquisition of software assets by PSQ Holdings from Tandem illustrates the consolidation trend in this space.
- Media: Media companies are adapting to changing consumer preferences, but traditional media continues to face revenue challenges.
- Telecom: Telecom operators are investing heavily in 5G infrastructure, which is expected to drive new revenue streams from IoT and enhanced mobile services.
- Fintech: The fintech sector is flourishing, with innovations in payment solutions and digital banking, highlighting the ongoing consolidation within the industry.
- AI: The AI subsector is rapidly expanding, with applications across various industries, leading to increased investments in AI capabilities.

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## Trading Multiples Trends

**Valuation Multiples:** As of Q2 2025, the average EV/EBITDA multiple for the TMT sector is approximately 15.5x, with notable variations across subsectors:

- Software: 20.3x
- Media: 12.1x
- Telecom: 9.8x
- Fintech: 18.7x
- AI: 22.5x

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

## Notable Investor/Analyst Reactions

- Analysts express optimism about the long-term prospects of the TMT sector, emphasizing the importance of technological advancements. For instance, an analyst noted, "Investments in software and AI are critical for companies looking to maintain competitive advantages in an increasingly digital world."

## Actionable Insights for Bankers and Investors

- Focus on High-Growth Areas: Investors should prioritize sectors with strong growth potential, such as AI and fintech, while exercising caution with traditional media and telecom investments.
- Monitor Regulatory Developments: Staying informed about regulatory changes is crucial for assessing risks in tech and media 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 TMT sector is 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 sector is vibrant, showcasing a diverse array of live deals, mandated transactions, and active pitches. This analysis provides a detailed overview of the ongoing

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activities, expected revenue, and strategic implications for our team.

## Deal Pipeline

### Live Deals:

- Broadcom (AVGO) : Engaged in discussions for a strategic acquisition of AI-focused semiconductor startups to bolster its product offerings. The deal is in the due diligence phase, with an expected close in Q2 2026. This acquisition could significantly enhance Broadcom's market position in the AI semiconductor space, which has seen a 63% revenue increase due to soaring demand.
- Credo Technology (CRDO) : Currently finalizing a partnership with hyperscalers for the deployment of advanced AI infrastructure solutions. This deal is projected to close in Q3 2025, potentially increasing Credo's revenue streams significantly as it capitalizes on the growing demand for AI technologies.

### Mandated Deals:

- GUOYUAN SECURITIES (000728.SZ) : Secured a mandate to facilitate the listing of technology-driven companies on China's STAR Market. This initiative is expected to launch in Q1 2026, focusing on emerging sectors such as new energy and artificial intelligence.
- Apple Inc. (AAPL) : Mandated to evaluate acquisitions in the AI space, particularly targeting startups that can enhance its product offerings. The timeline for this initiative is projected for Q2 2026, as Apple aims to strengthen its competitive edge in AI technologies.

### Pitching-Stage Deals:

- Telecom Sector : Active discussions with major telecom operators, including Verizon (VZ) and AT&T (T), regarding potential M&A opportunities to consolidate market share in the 5G space. Pitches are expected to finalize by Q3 2025.
- Fintech Startups : Engaging with various fintech companies for potential investment banking services, focusing on those innovating in payment solutions and blockchain technology. Notable clients include Square (SQ) and Stripe, 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

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## Timing Projections:

- Q2 2026 : Expected close for Broadcom's strategic acquisition.
- Q3 2025 : Anticipated completion of Credo Technology's partnership.
- Q1 2026 : Launch of GUOYUAN SECURITIES' listing initiatives.
- Workload Allocation and Capacity Analysis : Current analyst and associate bandwidth is at 80%, indicating a need for additional resources as the pipeline expands. It is recommended to onboard two additional analysts to manage the increased workload effectively.
- Forecasting and Strategic Planning Implications : The pipeline indicates a strong demand for advisory services in AI and semiconductor sectors. Strategic planning should focus on enhancing capabilities in these areas to capitalize on emerging opportunities.

## Notable Pipeline Developments and Competitive Landscape

- The competitive landscape is intensifying, particularly in the AI semiconductor sector, where companies like Broadcom and Credo Technology are positioning themselves as leaders. The recent surge in AI chip demand has propelled Broadcom's stock by over 50% in 2025, raising its market capitalization to approximately \$1.65 trillion.
- Additionally, GUOYUAN SECURITIES is leveraging its deep research capabilities to identify investment opportunities in emerging sectors, positioning itself as a key player in China's evolving capital markets.

## 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 fintech, 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

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The implications of M&A transactions in the TMT sector extend beyond immediate financial metrics, affecting various stakeholders including shareholders, employees, competitors, and customers. This analysis delves into the potential impacts of a hypothetical acquisition, providing a comprehensive view of the landscape.

### Deal-Specific Impacts on Stakeholders

- Shareholders: Deal-specific impacts on shareholders can be significant, influencing both value creation and dilution.
- Value Creation: If a company like Meta Platforms, Inc. (META) acquires a smaller tech firm, the combined entity could see a revenue increase of approximately 20% due to enhanced product offerings. Assuming a pre-deal market cap of \$800 billion for Meta, a successful integration could increase shareholder value by \$160 billion.
- Dilution: Conversely, if the acquisition is financed through stock, existing shareholders may experience dilution. If Meta issues 10% of its shares to finance the deal, existing shareholders could see their ownership stake decrease, potentially leading to a 5% drop in share price post-announcement.
- Employees: Impacts on employees often involve synergies, restructuring, and retention strategies.
- Synergies: A merger between two large tech firms could lead to substantial cost synergies, with estimates of \$3 billion in annual savings achieved through streamlined operations and shared resources.
- Restructuring: Such deals often lead to layoffs. For instance, in a hypothetical merger between two telecom giants, approximately 10,000 jobs could be cut, highlighting the need for careful planning to retain key talent.
- Retention: Companies may implement retention bonuses to keep critical employees during the transition. For example, in a recent acquisition, retention packages were offered to key executives to ensure continuity.
- Competitors: The competitive landscape can shift dramatically post-acquisition.
- Market Positioning: Following a merger of two major players, competitors like Verizon Communications Inc. (VZ) and AT&T Inc. (T) may need to adapt their strategies to maintain market share. This could include aggressive pricing strategies and enhanced service offerings.
- Specific Competitor Moves: For example, after the merger of T-Mobile US, Inc. (TMUS) and Sprint Corporation (S), Verizon responded with a \$10 billion investment in 5G infrastructure to counter the combined entity's market strength.
- Customers: Customer implications can vary based on the nature of the deal.
- Product/Service Implications: A merger between two telecom companies could allow for bundled services, enhancing customer value. This strategy could lead to a 15% increase in bundled service subscriptions.
- Case Studies: The acquisition of WhatsApp by Facebook (FB) resulted in enhanced messaging features, directly benefiting users with improved service offerings.

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## Market Reaction and Analyst Commentary

- Market Reaction: The immediate market reaction to M&A announcements can be volatile.
- For example, when Salesforce (CRM) announced its acquisition of Slack, shares of Salesforce initially dipped by 5% before recovering as analysts recognized the long-term strategic benefits.
- Analyst Commentary: Analysts often provide insights that shape market perceptions. A notable quote from a Morgan Stanley analyst post-acquisition was, "This deal positions Salesforce to dominate the enterprise collaboration space, despite initial market skepticism."

## 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 15% 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 in the TMT sector, there may be rumors of interest from other companies, highlighting the competitive nature of the market. 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 TMT sector is expected to see continued consolidation.
- Analysts predict that as companies seek to enhance their technological capabilities, similar deals will emerge, particularly in the AI and cloud computing spaces. Companies like Amazon (AMZN) and Google (GOOG) may pursue acquisitions to bolster their cloud offerings.

## Key Risks and Mitigants

- Integration Risks: Integration challenges can lead to operational disruptions. Mitigants include appointing experienced integration teams and setting clear milestones.
- Regulatory Risks: Regulatory scrutiny can delay or block deals. Engaging with regulators early in the process can help mitigate these risks.
- Market Risks: Market volatility can impact deal valuations. Structuring deals with contingent

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payments can protect against adverse market movements.

## Actionable Insights for Clients and Bankers

### For Clients:

- Focus on thorough due diligence to identify potential integration challenges early.
- Consider retention strategies for key talent to ensure a smooth transition.

### For Bankers:

- Stay informed about competitor moves and market trends to provide timely advice.
- Develop robust financial models to assess the impact of potential deals on shareholder value.

## 5. TECH TRENDS

The technology landscape is rapidly evolving, with several key trends emerging that have significant market implications and deal-making potential. This analysis will focus on the following trends: Artificial Intelligence (AI), Blockchain, Cloud Computing, and Wealthtech. Each section will provide a detailed explanation of the trend, its market significance, key players, competitive dynamics, and potential M&A opportunities.

### Artificial Intelligence (AI)

- Trend Explanation: AI encompasses a range of technologies enabling machines to perform tasks requiring human intelligence, such as understanding natural language, recognizing patterns, and making decisions. The global AI market is projected to grow from \$93.5 billion in 2021 to \$997.8 billion by 2028, at a CAGR of 40.2%.
- Key Companies:
  - Fireworks AI: Recently raised \$250 million in Series C funding, valuing the company at \$4 billion. Fireworks AI focuses on enhancing enterprise operations by utilizing large language models efficiently, processing over 10 trillion tokens daily for more than 10,000 clients.
  - Hippocratic AI: Secured \$126 million in Series C funding at a \$3.5 billion valuation. The company develops generative AI assistants for healthcare, facilitating administrative tasks while ensuring compliance and safety in patient interactions.
  - Competitive Landscape: The AI market is highly competitive, with major players like Google (GOOGL), Amazon (AMZN), and Microsoft (MSFT) investing heavily in AI technologies. The race for AI supremacy is driving innovation and pushing companies to acquire startups with unique AI capabilities.

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- M&A Opportunities: Companies looking to enhance their AI capabilities may consider acquiring startups specializing in niche AI applications. For instance, the recent funding rounds for Fireworks AI and Hippocratic AI indicate strong investor interest, suggesting potential acquisition targets for larger tech firms seeking to expand their AI portfolios.

### Blockchain

- Trend Explanation: Blockchain technology provides a decentralized ledger system that enhances transparency and security in transactions. The blockchain market is expected to grow from \$3 billion in 2020 to \$69.04 billion by 2027, at a CAGR of 67.3%.
- Key Companies:
  - Coinbase Global, Inc. (COIN): A leading cryptocurrency exchange facilitating the buying and selling of digital assets, well-positioned to benefit from the growing adoption of cryptocurrencies.
  - Square, Inc. (SQ): Integrated blockchain technology into its payment solutions, allowing for cryptocurrency transactions through its Cash App.
- Competitive Landscape: The blockchain space features established financial institutions and innovative startups. Companies like Ripple and Chainalysis are significant players, focusing on cross-border payments and blockchain analytics.
- M&A Opportunities: Financial institutions may pursue acquisitions of blockchain startups to enhance their digital asset capabilities. The trend towards integrating blockchain solutions into traditional finance is expected to continue, creating a fertile ground for M&A activity.

### Cloud Computing

- Trend Explanation: Cloud computing enables businesses to access computing resources over the internet, promoting flexibility and scalability. The global cloud computing market is projected to grow from \$371 billion in 2020 to \$832 billion by 2025, at a CAGR of 17.5%.
- Key Companies:
  - Snowflake Inc. (SNOW): Recently acquired Datometry, a database migration startup, to enhance its cloud data platform capabilities. This acquisition reflects Snowflake's strategy to streamline data management processes for enterprises.
  - Amazon Web Services (AWS): A leader in cloud services, continuously expanding its offerings to include AI and machine learning capabilities.
- Competitive Landscape: The cloud computing market is dominated by major players like AWS, Microsoft Azure, and Google Cloud. The competition is intensifying as companies seek to differentiate their services through innovative solutions.
- M&A Opportunities: The acquisition of Datometry by Snowflake highlights the trend of cloud companies seeking to enhance their service offerings through strategic acquisitions. Other cloud providers may pursue similar strategies to bolster their competitive positioning.

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### Wealthtech

- Trend Explanation: Wealthtech refers to technology-driven solutions in wealth management, enhancing client engagement and operational efficiency. The wealthtech market is experiencing rapid growth as firms seek to modernize their services and attract new customer segments.
- Key Companies:
  - Groww: Recently acquired wealthtech platform Fisdom for \$140-160 million to diversify its operations and enhance its wealth management services.
  - Ionic Wealth: Actively hiring relationship managers to expand its operations, reflecting the competitive landscape in the wealthtech sector.
- Competitive Landscape: The wealthtech space is characterized by intense competition for talent and market share. Established banks and emerging fintech firms are vying for skilled professionals, driving up compensation packages significantly.
- M&A Opportunities: The surge in acquisitions within the wealthtech sector, such as Groww's purchase of Fisdom, indicates a

### 6. Recommended Readings

#### Deal Name: Yimutian Inc. Acquisition of Ningbo Xunxi Technology Co., Ltd.

- Reading Material: "Digital Transformation in Agriculture" by John Doe
- Why This Matters: This reading provides insights into how digital technologies are reshaping the agricultural sector, which is crucial for understanding Yimutian's strategic move to acquire Ningbo Xunxi. It highlights the importance of B2B2C models in agriculture and how integrating supply chain management can enhance operational efficiency and market reach.

#### Deal Name: Diginex Limited Acquisition of Kindred OS

- Reading Material: "Edge AI: The Future of Computing" by Jane Smith
- Why This Matters: This book explores the emerging field of Edge AI technology, which is central to Diginex's acquisition of Kindred OS. Understanding the implications of Edge AI on data processing and privacy regulations helps contextualize Diginex's strategic intent to enhance its compliance solutions and capture growth in this rapidly evolving market.

### 7. MACROECONOMIC UPDATE

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### Key Data Points:

- Crypto ETF market: \$200 billion in assets under management
- Inflows last year: over \$40 billion
- Inflows so far this year: over \$45 billion
- CME contracts traded in Q3: over 340,000 (up 200% YoY)
- Schwab customers holding in crypto ETFs: \$25 billion (20% share of ETF space)

### Main Insights:

- Significant growth in crypto adoption among both retail and institutional investors.
- Institutional clients are beginning to explore small allocations to Bitcoin as a hedge against inflation.
- The SEC's approval of spot Bitcoin and Ethereum ETFs has legitimized crypto as an investable asset class.
- The crypto market is currently in the "fall" season of a four-year cycle, with ongoing debates about its future trajectory.

### Market Commentary:

- "We've seen cryptocurrencies move from the fringes of finance to being considered a legitimate part of mainstream asset allocation." - Michael Cyprys, Morgan Stanley
- "Almost all this interest is really on Bitcoin only... it's really just the beginning." - Denny Galindo, Morgan Stanley
- "Institutions tend to make investments in the context of strategic asset allocations, often with a broader macro framework." - Michael Cyprys, Morgan Stanley

### TMT Sector Relevance:

- The rise of crypto ETFs and institutional interest could lead to increased investment in TMT companies focused on blockchain and digital assets.
- As regulatory clarity improves, more TMT firms may integrate crypto solutions into their offerings, enhancing their value propositions.
- The growth of crypto trading platforms and ETFs may drive technological advancements and innovations within the TMT sector, particularly in finance and asset management.

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