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Deal Drivers: Americas HY 2024

A spotlight on mergers and acquisitions trends in 2024



Mergermarket

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Foreword: The US powers on as rate cuts come within reach

The US's exceptionalist narrative is back in play. After experiencing a significant slowdown in Q1, GDP rose by 2.8% annualized in Q2. Better yet, disinflation has gotten back on track after a brief lapse in Q1, when prices began rising again just as growth faltered. On the downside, the Federal Reserve is keeping a close eye on the labor market, with the unemployment rate having risen to 4.1% in recent months, the highest point since 2021 and a potential threat to America's growth story.

Clearly, the Fed's monetary policy is having its desired effect and an initial rate cut in the fall is all but guaranteed. If that sets in motion gradual easing moving into 2025, it would be a warmly welcomed reprieve, potentially spurring M&A.

Latin hawks

In Brazil, momentum is heading in the opposite direction. The country's central bank reduced the pace of interest rate cuts as of May and stopped providing forward guidance. This comes after growth accelerated to 0.8% in Q1 following a 0.1% contraction in Q4 2023. Further complicating matters, extensive flooding in the south of the country has reflated food prices and could lead to more government spending, prompting the Banco Central do Brasil to adopt a more cautious position.

Meanwhile, Argentina fell into recession in Q1, as many expected. President Javier Milei's deep budget cuts were behind the second successive quarterly contraction, as the premier pursues an ambitious plan to rein in bureaucracy and public spending. That said, inflation in the country is heading in the right direction, cooling to single-digits in Q2 for the first time in two years. If that continues, Milei's administration can celebrate an early success, which in turn could improve dealmakers' long-term outlook on a country that was, until recently, off limits for international investors.

Outlook: Americas heat chart

The Northeastern US remains the epicenter of forthcoming M&A activity in the Americas, according to Mergermarket's heat map of 'companies for sale' stories. With a substantial 790 deal reports, this region accounts for around 30% of the overall potential deal activity in the Americas. The telecoms, media & technology (TMT) sector maintains its lead with 243 potential transactions, representing 31% of all deal reports in the Northeastern US. This is followed, at some distance, by pharma, medical & biotech (PMB) with 112 reports, or 14% of the region's total.

The Southern US is also a strong contender, recording 609 potential deals, marking a significant increase from previous forward-looking figures. This uptick aligns with the region's growing economic prominence, driven by favorable business conditions, including lower taxes and a more relaxed regulatory environment. The TMT sector leads in the South as well, with 161 potential deals, followed closely by industrials & chemicals (I&C) at 88.

	Brazil	Canada	Western US	Midwestern US	Southern US	Northeastern US	Latin America & the Caribbean	TOTAL
TMT	27	11	165	79	161	243	30	716
Pharma, medical & biotech	7	7	81	60	84	112	4	355
Consumer	12	28	63	56	73	98	7	337
Industrials & chemicals	9	7	59	59	88	106	3	331
Business services	11	9	51	42	62	82	25	282
Financial services	5	10	38	31	65	75	18	242
Energy, mining & utilities	15	25	13	7	20	18	19	117
Leisure	7	4	23	12	24	38	5	113
Transportation	3	6	3	6	11	9	4	42
Construction	4	2	5	4	8	3	3	29
Defense			3	3	9	3		18
Real estate	2	3	3	2	4	2		16
Agriculture	3	2	1	1		1		8
TOTAL	105	114	508	362	609	790	118	2,606

Note: The Intelligence Heat Charts are based on 'companies for sale' tracked by Mergermarket in the respective regions between January 01, 2024 and June 30, 2024. Opportunities are captured according to the dominant geography and sector of the potential target company.

Go West

The Western US, while showing a slight decrease in total numbers from earlier this year, still presents a robust M&A market with 508 potential deals. TMT remains the dominant sector here, too, with 165 reported possible transactions, reflecting the region's strength in all things technology and innovation.

Meanwhile, Canada and Brazil show idiosyncratic sector-specific strengths. Canada is seeing notable potential activity in the consumer and energy, mining & utilities (EMU) industries, while Brazil shows particular strength in TMT and also EMU.

The prominence of the EMU sector in both Canada and Brazil underscores the crucial role that natural resources play in their economies. Canada's diverse energy landscape, encompassing oil sands, natural gas, and various renewable sources, continues to drive M&A. In Brazil, the EMU sector's strength reflects the country's abundant natural resources, with hydropower also playing a central role. Traditional energy sources and the transition to more sustainable options are both shaping M&A activity in the Americas' northern and southern extremities.

Tech reigns supreme

Across all regions, TMT consistently emerges as the most active sector, accounting for 716 potential deals, or 27% of the total across the Americas. This underscores the continued importance and dynamism of tech in driving M&A activity.

The recent push for artificial intelligence (AI) development and semiconductor production repatriation by the US government is likely to spur significant deal activity. The CHIPS Act and increased federal funding for AI research are creating new opportunities for companies in these sectors. Organizations may engage in acquisitions to strengthen their positions in the AI and semiconductor supply chains, aiming to benefit from government contracts and incentives. As competition for AI and semiconductor talent intensifies, larger companies may look to acquire smaller firms to secure human capital intellectual property.

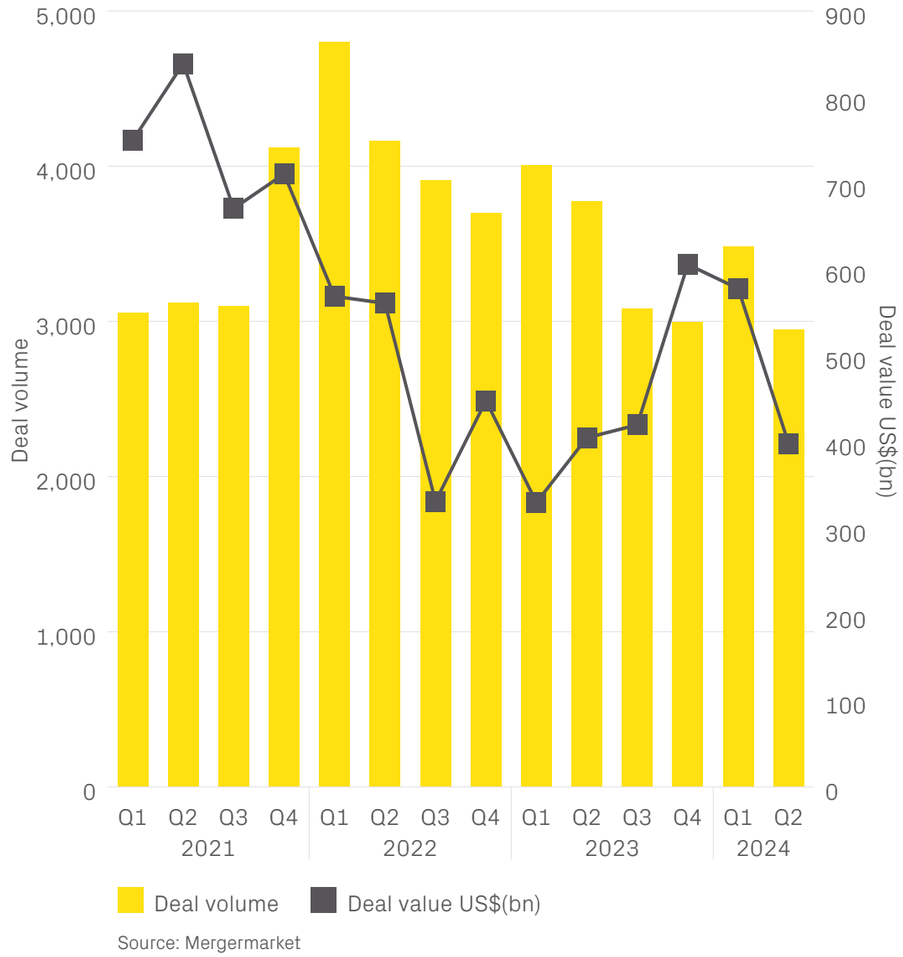
Diverse energy mixes drive EMU M&A across Americas

Summary: Big-ticket deals are back in action

After dealing with high consumer price index figures through Q1 2024, the Fed is confident the US is back on its disinflationary path. The Personal Consumption Expenditures Price Index, the Fed's favored inflation gauge, remained flat in May. The annual rate of price increases has now dropped to 2.6%. At the time of writing, the CME FedWatch Tool shows there is a 90% probability of a 25-basis-point rate cut in September.

The market may be off the highs of 2021-2022, but M&A activity in the Americas in H1 showed signs of recovery. Total deal value reached US$976bn, 32.7% higher than H1 2023's US$735bn. The US syndicated loan market has enjoyed renewed activity so far this year, while traditional banks are pursuing deals to reclaim ground lost to direct lenders.

Americas M&A activity, 2021–HY 2024



Source: Mergermarket

Volume vacillates

M&A volumes remain soft even as large transactions are being made. There were 6,427 transactions in the Americas in H1, a notable decrease of 17.4% compared to H1 2023, which saw 7,783 deals. If September marks a turning point for rates, as expected, deal volume should pick up toward the end of the year.

This volume weakness is observable across all three of the most performant sectors. TMT experienced an 18.7% decrease, dropping to 1,688 in H1. Business services saw an even steeper decline of 26.3%, with transactions falling to 888, while the PMB industry showed a similar contraction of 24% to 802 deal announcements.

This came as value impressed to the upside for all but one of the top three sectors. TMT led with US$251.4bn worth of assets changing hands, representing an 85.2% year-on-year increase. EMU recorded a similarly dramatic rise, with total deal value moving up by 67.9% as producers continue to optimize their resources and strategically position themselves for the energy transition.

Americas top sectors by value – HY 2024	US$(m)
TMT	251,365
Energy, mining & utilities	212,559
Pharma, medical & biotech	140,111
Financial services	105,876
Consumer	62,123
Americas top sectors by volume – HY 2024	**Deal count**
TMT	1,688
Business services	888
Pharma, medical & biotech	802
Industrials & chemicals	724
Financial services	656
Americas top bidders by value – HY 2024	**US$(m)**
USA	773,312
United Kingdom	28,759
Japan	25,093
Canada	24,371
Denmark	19,453
Americas top bidders by volume – HY 2024	**Deal count**
USA	4,730
Canada	429
Brazil	307
United Kingdom	162
Japan	84

Second quarter slump

On their face, H1's figures look positive. But, concerningly, M&A trended substantially lower in Q2. Seven of the Americas' 10 largest deals of H1 were announced in Q1, including the three biggest transactions. These were the US$38.1bn spin-off of General Electric's renewables businesses into an independent company, GE Vernova; Capital One Financial's US$35.3bn all-stock merger with Discover; and Synopsys' US$33.6bn acquisition of engineering software provider Ansys.

The biggest deal of Q2 saw ConocoPhillips purchase Marathon Oil in an all-stock transaction valued at US$22.8bn including net debt. The acquisition will enhance ConocoPhillips' US onshore portfolio by adding over 2bn barrels of resources.

As was seen earlier this year, corporates continue to capitalize on their elevated share prices by funding deals with equity. This strategy has served large buyers well, putting this class of investors at a significant advantage over financial sponsors, who are still waiting for the Fed to budge.

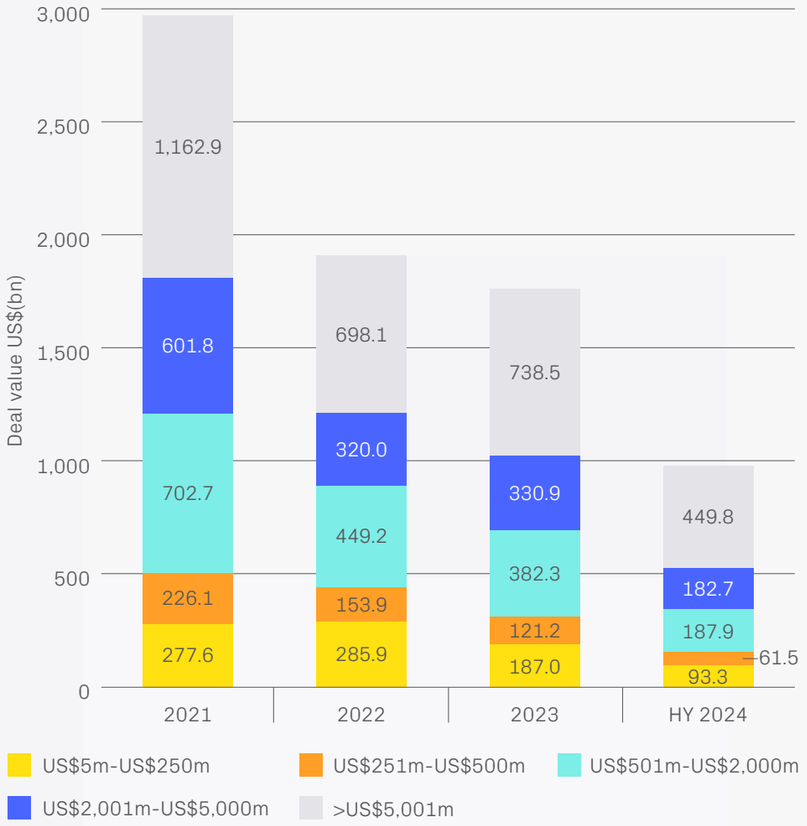


Cash-rich buyers **making the most of Fed caution**

Americas top 10 announced deals, HY 2024

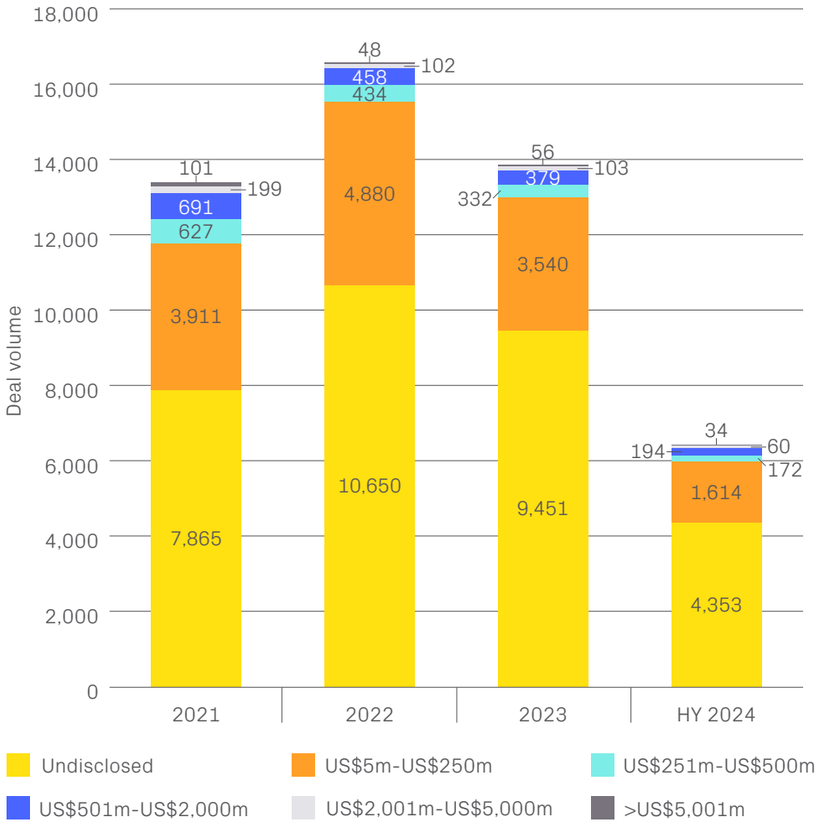
	Announced date	Bidder company	Target company	Target dominant sector	Vendor company	Deal value US$(m)
1	27-Mar-24	General Electric Company (Existing Shareholders)	GE Vernova Inc. (100% Stake)	Energy, mining & utilities	General Electric Co.	38,092
2	19-Feb-24	Capital One Financial Corp.	Discover Financial Services Inc. (100% Stake)	Financial services		35,315
3	16-Jan-24	Synopsys Inc.	Ansys Inc. (100% Stake)	TMT		33,601
4	12-Feb-24	Diamondback Energy, Inc.	Endeavor Energy Resources LP (100% Stake)	Energy, mining & utilities		25,794
5	29-May-24	ConocoPhillips	Marathon Oil Corp. (100% Stake)	Energy, mining & utilities		23,115
6	28-Mar-24	Home Depot Inc.	SRS Distribution Inc. (100% Stake)	Consumer	Berkshire Partners LLC; Leonard Green & Partners LP	18,250
7	05-Feb-24	Novo Holdings AS	Catalent Inc. (100% Stake)	Pharma, medical & biotech	Elliott Investment Management LP	17,349
8	26-Mar-24	Existing Shareholders	Solventum Corp. (80.1% Stake)	Pharma, medical & biotech	3M Co.	17,262
9	02-Apr-24	Silver Lake Group LLC; Goldman Sachs Asset Management LP; Lexington Partners LP; Mubadala Investment Co. (Mubadala) PJSC; DFO Management LLC	Endeavor Group Holdings Inc. (89.35% Stake)	Leisure		14,853
10	05-Apr-24	Johnson & Johnson	Shockwave Medical Inc. (100% Stake)	Pharma, medical & biotech		14,797

Americas M&A value split by deal size



Source: Mergermarket

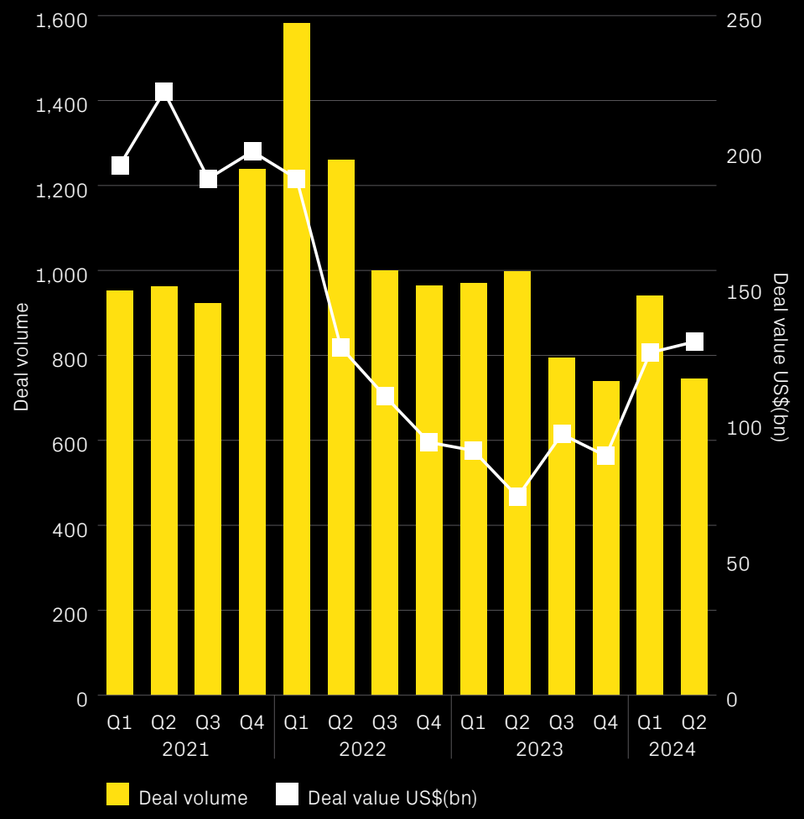
Americas M&A volume split by deal size



Source: Mergermarket

Americas PE buyouts

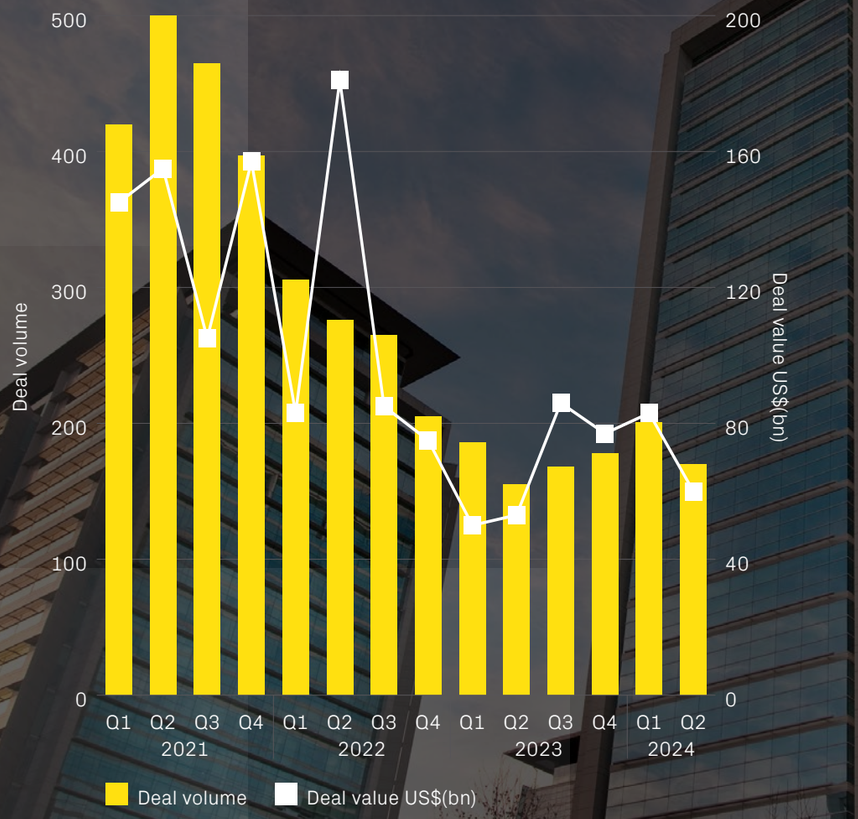
Based on announced buyouts, excluding those that lapsed or were withdrawn, where the dominant location of the target is in the Americas.



Source: Mergermarket

Americas PE exits

Based on announced exits, excluding those that lapsed or were withdrawn, where the dominant location of the target is in the Americas.



Source: Mergermarket

Americas league tables

Financial advisors by value

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	1	Goldman Sachs & Co	357,253	129
2	2	JP Morgan	344,228	122
3	4	Morgan Stanley	299,375	87
4	7	Citi	222,185	58
5	3	Bank of America	192,011	95
6	10	Evercore	181,365	59
7	13	Jefferies	127,445	99
8	8	Barclays	122,570	43
9	25	PJT Partners	121,526	23
10	5	Centerview Partners	121,268	41

Financial advisors by volume

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	3	Goldman Sachs & Co	357,253	129
2	2	JP Morgan	344,228	122
3	1	Houlihan Lokey	28,762	103
4	6	Jefferies	127,445	99
5	4	Bank of America	192,011	95
6	8	Morgan Stanley	299,375	87
7	11	William Blair & Company	15,128	72
8	5	Piper Sandler & Co	10,328	69
9	10	Evercore	181,365	59
10	19	Citi	222,185	58

Legal advisors by value

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	3	Skadden Arps Slate Meagher & Flom	246,848	129
2	2	Kirkland & Ellis	230,488	122
3	5	Paul Weiss Rifkind Wharton & Garrison	216,408	87
4	4	Latham & Watkins	204,837	58
5	7	Wachtell, Lipton, Rosen & Katz	191,915	95
6	1	Sullivan & Cromwell	139,746	59
7	10	Simpson Thacher & Bartlett	135,620	99
8	8	Goodwin Procter	115,312	43
9	13	Gibson, Dunn & Crutcher	109,549	23
10	26	White & Case	108,756	63

Legal advisors by volume

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	3	Kirkland & Ellis	230,488	286
2	1	Goodwin Procter	115,312	255
3	6	Latham & Watkins	204,837	215
4	2	Cooley	27,740	209
5	4	DLA Piper	60,887	189
6	7	Holland & Knight	4,324	186
7	5	Wilson Sonsini Goodrich & Rosati	41,208	156
8	10	Gibson, Dunn & Crutcher	109,549	127
9	8	Fasken Martineau Dumoulin	4,568	127
10	12	McGuireWoods	20,006	112

The advisor league tables by value and volume have been run from 01/01/2024 to 06/30/2024 and exclude lapsed and withdrawn deals. The tables are based on advice to a North American (US & Canada) bidder, target or vendor and cover all sectors. Source: Mergermarket

Americas league tables–mid-market

Financial advisors by value—mid-market (US$5m-US$250m)

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	14	William Blair & Company	2,031	14
2	2	Jefferies	1,893	17
3	5	JP Morgan	1,627	11
4	8	Piper Sandler & Co	1,551	18
5	1	Houlihan Lokey	1,550	17
6	13	Stifel/KBW	1,406	19
7	11	Goldman Sachs & Co	1,387	11
8	32	Raymond James	1,377	14
9	3	UBS Investment Bank	1,376	13
10	15	Morgan Stanley	1,298	10

Financial advisors by volume—mid-market (US$5m-US$250m)

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	3	Stifel/KBW	1,406	19
2	4	Piper Sandler & Co	1,551	18
3	8	Banco BTG Pactual SA	1,270	18
4	5	Jefferies	1,893	17
5	1	Houlihan Lokey	1,550	17
6	28	William Blair & Company	2,031	14
7	14	Raymond James	1,377	14
8	2	UBS Investment Bank	1,376	13
9	7	JP Morgan	1,627	11
10	24	Goldman Sachs & Co	1,387	11

Legal advisors by value—mid-market (US$5m-US$250m)

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	1	Goodwin Procter	8,670	139
2	2	Cooley	7,697	138
3	3	Latham & Watkins	5,209	59
4	4	Wilson Sonsini Goodrich & Rosati	5,108	82
5	5	Kirkland & Ellis	3,647	32
6	6	DLA Piper	3,422	63
7	7	Gibson, Dunn & Crutcher	3,377	29
8	8	Sidley Austin	2,812	32
9	20	Jones Day	1,617	14
10	11	Osler, Hoskin & Harcourt	1,603	24

Legal advisors by volume—mid-market (US$5m-US$250m)

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	2	Goodwin Procter	8,670	139
2	1	Cooley	7,697	138
3	3	Wilson Sonsini Goodrich & Rosati	5,108	82
4	4	DLA Piper	3,422	63
5	5	Latham & Watkins	5,209	59
6	6	Fasken Martineau Dumoulin	1,340	34
7	8	Kirkland & Ellis	3,647	32
8	7	Sidley Austin	2,812	32
9	10	Gibson, Dunn & Crutcher	3,377	29
10	9	Osler, Hoskin & Harcourt	1,603	24

The advisor league tables by value and volume have been run from 01/01/2024 to 06/30/2024 and exclude lapsed and withdrawn deals. The tables are based on advice to a North American (US & Canada) bidder, target or vendor and cover all sectors. Source: Mergermarket

Americas league tables–PR advisors

PR advisors by value

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	1	Joele Frank Wilkinson Brimmer Katcher	294,703	120
2	2	FGS Global	186,469	92
3	3	Brunswick Group Partnership	170,574	68
4	7	ICR (CT)	55,527	47
5	4	Vivendi SE	55,044	51
6	33	Stanton Public Relations & Marketing	26,885	36
7	6	Prosek Partners	24,716	42
8	9	Edelman	24,091	5
9	48	Collected Strategies	23,315	12
10	11	FTI Consulting Group	20,763	19

PR advisors by volume

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	2	Joele Frank Wilkinson Brimmer Katcher	294,703	120
2	1	FGS Global	186,469	92
3	4	Brunswick Group Partnership	170,574	68
4	11	Vivendi SE	55,044	51
5	6	ICR (CT)	55,527	47
6	3	Prosek Partners	24,716	42
7	7	LLYC	3,537	39
8	17	Stanton Public Relations & Marketing	26,885	36
9	5	Kekst CNC (Publicis)	16,730	28
10	8	FTI Consulting Group	20,763	19

PR advisors by value—mid-market (US$5m-US$250m)

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	6	Joele Frank Wilkinson Brimmer Katcher	2,349	18
2	2	FGS Global	1,024	11
3	1	ICR (CT)	960	10
4	-	Collected Strategies	712	6
5	18	Vivendi SE	609	4
6	17	Ten Bridge Communications	520	4
7	5	Prosek Partners	500	5
8	83	LifeSci Advisors	494	4
9	26	Danforth Advisors	493	3
10	8	FTI Consulting Group	474	6

PR advisors by volume—mid-market (US$5m-US$250m)

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	7	Joele Frank Wilkinson Brimmer Katcher	2,349	18
2	2	FGS Global	1,024	11
3	1	ICR (CT)	960	10
4	-	Collected Strategies	712	6
5	3	FTI Consulting Group	474	6
6	14	Blueshirt Group	375	6
7	50	Gateway Investor Relations	197	6
8	5	Prosek Partners	500	5
9	24	Vivendi SE	609	4
10	10	Ten Bridge Communications	520	4

The advisor league tables by value and volume have been run from 01/01/2024 to 06/30/2024 and exclude lapsed and withdrawn deals. The tables are based on advice to a North American (US & Canada) bidder, target or vendor and cover all sectors. Source: Mergermarket

Americas league tables–PE advisors

PE advisors by value

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	4	Blackstone	39,301	40
2	5	KKR & Co	29,932	46
3	500	KSL Capital Partners	25,012	4
4	1	Silver Lake Group	24,167	6
5	32	Leonard Green & Partners LP	20,116	10
6	17	Veritas Capital Fund Management	20,000	3
7	112	Berkshire Partners	18,955	4
8	15	Clayton Dubilier & Rice	17,100	19
9	-	Lexington Partners LP	14,853	1
10	3	Apollo Global Management	14,771	16

PE advisors by value—mid-market (US$5m-US$250m)

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	7	General Catalyst Partners	2,200	27
2	1	AH Capital Management	2,129	40
3	11	RA Capital Management LP	2,128	17
4	14	Sequoia Capital	1,800	25
5	54	Khosla Ventures	1,449	23
6	21	Lightspeed Venture Partners	1,442	15
7	2	GV Management Co	1,281	18
8	16	Insight Venture Management	1,269	22
9	28	Lux Capital	951	11
10	18	8VC- Eight Enterprises	950	12

The advisor league tables by value and volume have been run from 01/01/2024 to 06/30/2024 and exclude lapsed and withdrawn deals. The tables are based on advice to a North American (US & Canada) bidder, target or vendor and cover all sectors. Source: Mergermarket

PE advisors by volume

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	2	AH Capital Management	9,755	48
2	1	KKR & Co	29,932	46
3	9	Bain Capital LP	12,868	44
4	3	Blackstone	39,301	40
5	7	Sequoia Capital	9,172	35
6	21	Insight Venture Management	2,469	32
7	6	General Catalyst Partners	2,204	30
8	5	Shore Capital Partners	300	29
9	-	Lightyear Capital	-	29
10	29	TA Associates Management LP	2,730	28

PE advisors by volume—mid-market (US$5m-US$250m)

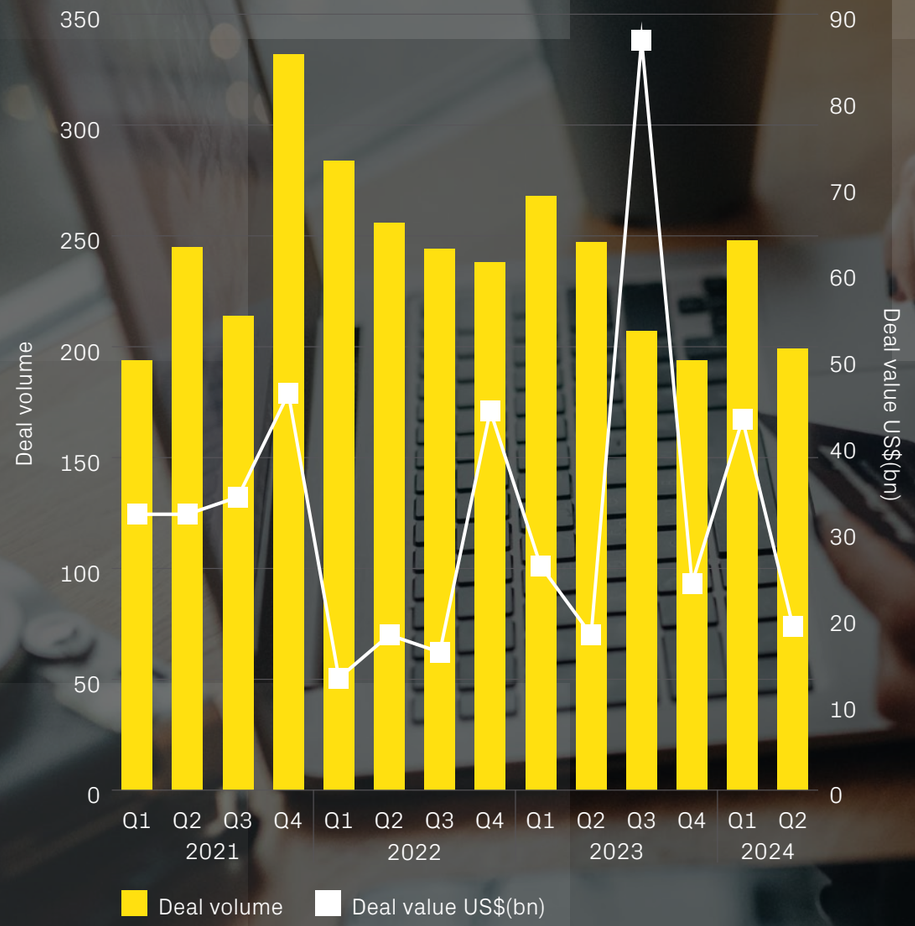
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1	1	AH Capital Management	2,129	40
2	3	General Catalyst Partners	2,200	27
3	5	Sequoia Capital	1,800	25
4	24	Khosla Ventures	1,449	23
5	11	Insight Venture Management	1,269	22
6	6	Y Combinator	570	22
7	2	GV Management Co	1,281	18
8	18	RA Capital Management LP	2,128	17
9	16	Bessemer Venture Partners – BVP	631	16
10	12	Lightspeed Venture Partners	1,442	15

Consumer

US consumers may still be spending and the economy continuing to grow, but the pressure of two-plus years of high inflation has depleted household savings. Personal income and disposable personal income have seen modest increases, with a 0.5% rise in May 2024. However, the personal saving rate is relatively low, at 3.9%, indicating that Americans are saving less as they spend more to cope with the higher cost of goods and services.

As for M&A, consumer sector deal volume was down 13.2% year-on-year in H1 to 447 transactions, despite total value rising by 42.6% to US$62.1bn over the same period. The top end of the market has largely been fueled by corporates, which have shown a willingness to pursue assets that offer a clear strategic fit, regardless of the weaker consumer outlook. With some rare exceptions, financial sponsors are keeping their powder dry at a time when spending has become less discretionary.

Consumer M&A activity, 2021–HY 2024



Source: Mergermarket

Sidelined sponsors

Almost half of all the value transacted in the consumer sector in H1 was generated by two deals that were made in Q1. Home Depot paid US$18.3bn for SRS Distribution as it seeks to consolidate the building and construction materials market, while distressed debt firm Brigade Capital and Arkhouse Partners made an improved US$12.1bn offer for ailing department store Macy's. No other megadeals were made in the sector in H1 2024.

Private equity (PE) dealmaking was especially quiet in Q2. There was just US$2.1bn worth of sponsored entries during this period, the second lowest point after Q2 2023 over the past three years. The 35 PE buyouts announced is also a quarterly nadir for the sector since 2021. It seems that PE is biding its time for now, given that companies are increasingly constrained in their ability to pass on rising costs due to heightened competition and the risk of losing customers.

Consumer top bidders by value – HY 2024	US$(m)
USA	52,262
United Kingdom	2,888
Brazil	2,697
Japan	1,283
Canada	985

Consumer top bidders by volume – HY 2024	Deal count
USA	326
Canada	33
Brazil	24
United Kingdom	12
Japan	7



Businesses seek strategic synergies in cash-strapped market

Flow state

The largest deal of Q2 came with BlueTriton Brands' decision to pick up Primo Water for US$4.7bn. The combined entity is expected to benefit from substantial synergies, estimated at around US$200mn in run-rate cost savings, from operational efficiencies and improved market reach. The merger aims to enhance both companies' offerings in the bottled water and filtration markets.

This was yet another instance of an all-stock merger. Given the more challenged consumer outlook, it would not be surprising to see high-performing corporates with strong strategic motivations continue to account for forthcoming deal activity in the space. Though, the occasional turnaround opportunity will not be missed by sponsors with the requisite special situations expertise. The post-COVID shopping boom that lifted retail over the past three years has fizzled as shoppers tap out and bankruptcies creep up.

Consumer top 10 announced deals, HY 2024

	Announced date	Bidder company	Target company	Target dominant country	Vendor company	Deal value US$(m)
1	28-Mar-24	Home Depot Inc.	SRS Distribution Inc. (100% Stake)	USA	Berkshire Partners LLC; Leonard Green & Partners LP	18,250
2	21-Jan-24	Brigade Capital Management LP; Arkhouse Partners LLC	Macy's Inc. (91.24% Stake)	USA		12,076
3	17-Jun-24	BlueTriton Brands Holdings Inc.	Primo Water Corp. (100% Stake)	USA		4,654
4	01-Mar-24	MNC Capital Partners LP	Vista Outdoor Inc. (100% Stake)	USA		3,403
5	20-Feb-24	Walmart Inc.	VIZIO Holding Corp. (100% Stake)	USA		2,326
6	06-May-24	Coca-Cola Consolidated Inc.	Coca-Cola Consolidated Inc. (25.1% Stake)	USA		2,000
7	05-Jun-24	Authentic Brands Group Inc.	Hanesbrands Inc. (intellectual property and certain operating assets of the global Champion business) (100% Stake)	USA	Hanesbrands Inc.	1,500
8	05-Feb-24	Arezzo Industria e Comercio SA	Grupo de Moda SOMA SA (100% Stake)	Brazil		1,424
9	23-Apr-24	JD Sports Fashion plc	Hibbett Inc. (100% Stake)	USA		1,418
10	15-Apr-24	Resideo Technologies Inc.	Snap One Holdings Corp. (100% Stake)	USA	Hellman & Friedman LLC	1,377

Consumer league tables

Financial advisors by value

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	10	Jefferies	32,968	7
2	2	JP Morgan	26,627	8
3	1	Goldman Sachs & Co	21,569	7
4	3	Bank of America	21,172	11
5	18	UBS Investment Bank	18,663	7
6	-	Wells Fargo Securities	12,276	2
7	5	Morgan Stanley	11,299	6
8	17	BMO Capital Markets	5,815	6
9	76	Deutsche Bank	5,616	3
10	7	Moelis & Co	5,355	8

Financial advisors by volume

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	3	Houlihan Lokey	2,059	16
2	7	Bank of America	21,172	11
3	100	Robert W Baird & Co	1,543	9
4	2	JP Morgan	26,627	8
5	9	Moelis & Co	5,355	8
6	103	William Blair & Company	387	8
7	18	Jefferies	32,968	7
8	1	Goldman Sachs & Co	21,569	7
9	8	UBS Investment Bank	18,663	7
10	32	Haig Partners	350	7

Legal advisors by value

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	22	Latham & Watkins	25,082	11
2	27	Weil Gotshal & Manges	18,250	4
3	28	White & Case	16,730	6
4	12	Paul Weiss Rifkind Wharton & Garrison	15,948	7
5	8	Wachtell, Lipton, Rosen & Katz	12,676	5
6	-	Cadwalader, Wickersham & Taft	12,076	1
7	3	Kirkland & Ellis	10,416	21
8	14	Stikeman Elliott	5,579	6
9	137	Faegre Drinker Biddle & Reath	5,579	2
10	-	Goodmans	4,654	1

Legal advisors by volume

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	1	Kirkland & Ellis	10,416	21
2	2	Holland & Knight	577	19
3	5	Jones Day	1,907	16
4	4	Gibson, Dunn & Crutcher	3,417	14
5	13	McGuireWoods	1,377	12
6	7	Latham & Watkins	25,082	11
7	14	McDermott Will & Emery	1,040	10
8	6	Fasken Martineau Dumoulin	226	10
9	28	Winston & Strawn	202	9
10	11	Paul Weiss Rifkind Wharton & Garrison	15,948	7

The advisor league tables by value and volume have been run from 01/01/2024 to 06/30/2024 and exclude lapsed and withdrawn deals. The tables are based on advice to a North American (US & Canada) bidder, target or vendor and cover the consumer sector. Source: Mergermarket

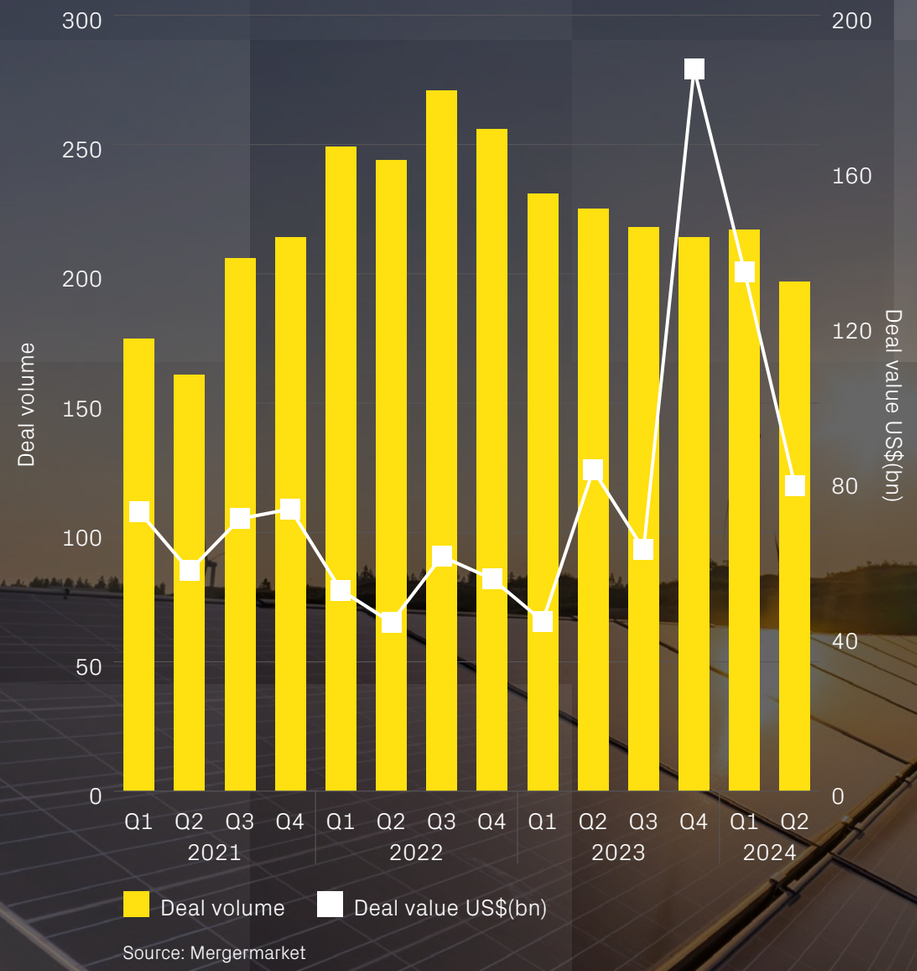
Energy, mining & utilities

Energy and mining companies are repositioning themselves to address the energy transition and future-proof their portfolios for long-term growth. This includes significant investments in renewable energy and strategic acquisitions to secure critical resources such as copper, lithium, and gold.

The pressing need to optimize resources and manage slower economic growth has led to divestitures and consolidation. Sellers are looking to bolster their financial stability and operational efficiency while aligning with long-term sustainability goals.

This has served to prop up EMU sector deal activity in the Americas in H1, with transaction volume falling by 9.2% year-on-year to 414, one of the shallowest declines of any industry. Likewise, aggregate dealmaking value has been solid. Total invested capital in the EMU sector in H1 stood at US$212.6bn, a 67.9% year-on-year gain, making EMU the second highest value sector for deals after TMT.

EMU M&A activity, 2021–HY 2024



Source: Mergermarket

Megadeals galore

The majority of mega deals were announced in Q1, including General Electric's US$38.1bn renewables spin-off, GE Vernova, and February's US$25.8bn Diamondback Energy-Endeavour Energy deal. However, the EMU sector was nonetheless among the most prodigious for big-ticket transactions in H1 as a whole. No fewer than eight megadeals were made in the first six months of the year, bested only by the TMT industry's eleven.

The biggest of these in Q2 was ConocoPhillips's previously mentioned US$22.8bn takeover of Marathon Oil in yet another all-stock transaction, which have become par for the course in the sector thanks to recent record profits. Companies are proactively looking for opportunities to deploy cash hoards to boost their oil and gas reserves, with sweeping consolidation playing out in the US shale market. Speaking to CNBC, Conoco's chief executive, Ryan Lance, said: "Our industry needs to consolidate. There's too many players. Scale matters, diversity matters in the business."

EMU top bidders by value – HY 2024	US$(m)
USA	179,333
Canada	12,493
Brazil	8,210
Spain	3,455
Australia	1,871
EMU top bidders by volume – HY 2024	**Deal count**
USA	200
Canada	64
Brazil	40
United Kingdom	12
Chile	11

Scaling shale

This ongoing consolidation is particularly evident among upstream, midstream, and oilfield services companies. To that end, EQT Corporation bought Equitrans Midstream in an all-stock transaction valued at US$13.9bn. The merger created America's first large-scale, vertically integrated natural gas producer, enhancing operational efficiency and scale. The combined entity is expected to be valued at more than US$35bn, adding more than 2,000 miles of critical pipeline infrastructure.

Staying upstream, the US$11.7bn Chesapeake Energy-Southwestern Energy merger made at the beginning of 2024 created one of the largest natural gas producers in the US, combining significant assets in Appalachia and the Haynesville Shale. Such deals are better positioning the US, which has now surpassed Australia and Qatar to become the world's largest gas exporter, to meet both domestic and international demand. The so-called bridge fuel is a critical stepping stone in the transition to a more sustainable energy future.



Shale consolidation **firms up US gas dominance**

EMU top 10 announced deals, HY 2024

	Announced date	Bidder company	Target company	Target dominant country	Vendor company	Deal value US$(m)
1	27-Mar-24	General Electric Company (Existing Shareholders)	GE Vernova Inc. (100% Stake)	USA	General Electric Co.	38,092
2	12-Feb-24	Diamondback Energy, Inc.	Endeavor Energy Resources LP (100% Stake)	USA		25,794
3	29-May-24	ConocoPhillips	Marathon Oil Corp. (100% Stake)	USA		23,115
4	11-Mar-24	EQT Corp.	Equitrans Midstream Corp. (100% Stake)	USA		13,856
5	11-Jan-24	Chesapeake Energy Corp.	Southwestern Energy Co. (100% Stake)	USA		11,745
6	02-Apr-24	Schlumberger Ltd.	ChampionX Corp. (100% Stake)	USA		8,310
7	22-Jan-24	Sunoco LP	NuStar Energy LP (100% Stake)	USA		6,456
8	06-May-24	Canada Pension Plan Investment Board; Global Infrastructure Management LLP; Alloy Parent LLC	ALLETE Inc. (100% Stake)	USA		5,850
9	04-Jan-24	APA Corp.	Callon Petroleum Co. (100% Stake)	USA		4,337
10	21-Feb-24	Chord Energy Corp.	Enerplus Corp. (100% Stake)	Canada		4,319

EMU league tables

Financial advisors by value

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	1	Goldman Sachs & Co	103,446	16
2	6	Citi	102,772	14
3	2	Morgan Stanley	99,059	17
4	9	Evercore	79,694	11
5	3	JP Morgan	57,004	17
6	4	Bank of America	55,177	12
7	5	RBC Capital Markets	42,019	21
8	10	Jefferies	41,783	18
9	87	BNP Paribas	40,358	3
10	11	PJT Partners	39,386	2

Financial advisors by volume

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	1	RBC Capital Markets	42,019	21
2	9	Jefferies	41,783	18
3	8	Morgan Stanley	99,059	17
4	2	JP Morgan	57,004	17
5	6	Goldman Sachs & Co	103,446	16
6	7	Citi	102,772	14
7	11	Scotiabank Global Banking & Markets	4,226	14
8	3	Bank of America	55,177	12
9	21	Evercore	79,694	11
10	33	TD Securities	3,921	11

Legal advisors by value

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	3	Paul Weiss Rifkind Wharton & Garrison	83,151	8
2	19	Wachtell, Lipton, Rosen & Katz	77,699	7
3	1	Kirkland & Ellis	70,905	29
4	10	Gibson, Dunn & Crutcher	64,907	21
5	2	Latham & Watkins	61,256	29
6	4	Vinson & Elkins	54,450	34
7	81	White & Case	46,824	16
8	14	Skadden Arps Slate Meagher & Flom	44,340	6
9	150	DLA Piper	38,132	4
10	-	Fried Frank Harris Shriver & Jacobson	35,988	3

Legal advisors by volume

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	2	Vinson & Elkins	54,450	34
2	1	Kirkland & Ellis	70,905	29
3	3	Latham & Watkins	61,256	29
4	4	Gibson, Dunn & Crutcher	64,907	21
5	43	White & Case	46,824	16
6	19	Baker Botts	5,851	11
7	7	Sidley Austin	10,732	10
8	5	Fasken Martineau Dumoulin	1,156	10
9	8	McCarthy Tetrault	816	10
10	53	Akin Gump Strauss Hauer & Feld	19,496	9

The advisor league tables by value and volume have been run from 01/01/2024 to 06/30/2024 and exclude lapsed and withdrawn deals. The tables are based on advice to a North American (US & Canada) bidder, target or vendor and cover the EMU sector. Source: Mergermarket

Financial services

M&A in the financial services sector in the Americas has proved quite robust. Banks remain incentivized to pursue deals that enhance their digital capabilities in the face of fintech competition. Recent activity however, has centered on regional bank consolidation. A major pressure point for US banks is intense deposit competition and higher demands for interest from customers. According to S&P Global, this will shift to higher credit costs as lenders begin to recognize losses on commercial real estate portfolios. However, earnings are projected to rebound in 2025 and 2026 as losses are absorbed.

Asset managers continue to expand product offerings and achieve economies of scale through strategic acquisitions. This consolidation is driven by the desire to capture market share and management fees in adjacent asset classes and investment strategies to enhance firms' competitive positioning, and doing so without the slow process of building these capabilities out organically. The increasing regulatory burden is also motivating managers to identify cost-synergy opportunities.



Bigger deals, lower volume

Deal count in the financial services sector slipped by 8.4% year-on-year in the Americas in H1 to 656 transactions, outperforming the all-sector average on a relative basis. Aggregate value was up by 18.2% to US$105.9bn, though this was heavily front-loaded to the start of the year due to a trio of large-cap plays. This meant only US$27.1bn of deal value was transacted in Q2, nearly two-thirds lower than Q1's total of US$78.8bn.

Capital One's landmark US$35.3bn all-stock merger with Discover Financial Services in Q1 combined two of the largest credit card issuers in the US, challenging the existing industry leaders Visa and Mastercard. No other deal came close to matching this scale, but as asset management deals go, BlackRock's acquisition of Global Infrastructure Partners is about as big as they come. Adding US$100bn in assets under management to the BlackRock portfolio has created one of the largest infrastructure investors in the world.

FS top bidders by value – HY 2024	US$(m)
USA	90,615
Japan	4,668
Canada	4,113
Bermuda	1,765
Chile	1,262

FS top bidders by volume – HY 2024	Deal count
USA	512
Brazil	41
Canada	34
United Kingdom	7
Japan	6



Fragmented US market ripe for bank consolidation

Bank for bank

The US banking sector is among the most fragmented in the world, with around 4,500 lenders operating across the country. This includes numerous small community and regional banks, alongside larger national institutions. Such fragmentation makes the sector ripe for consolidation, as smaller players seek to gain scale, reduce costs, and enhance their competitiveness.

Deals in H1, such as SouthState's acquisition of Independent Bank Group and UMB Financial's purchase of Heartland Financial USA, each valued at around US$2bn, exemplify this trend. Both involved regional banks looking to expand their geographic footprints and service offerings. However, recent regulatory proposals by the Office of the Comptroller of the Currency and the Federal Deposit Insurance Corporation aimed at increasing bank merger scrutiny and ensuring financial stability could inhibit future consolidation efforts.

Financial services top 10 announced deals, HY 2024

	Announced date	Bidder company	Target company	Target dominant country	Vendor company	Deal value US$(m)
1	19-Feb-24	Capital One Financial Corp.	Discover Financial Services Inc. (100% Stake)	USA		35,315
2	12-Jan-24	BlackRock Inc.	Global Infrastructure Management LLP (100% Stake)	USA		12,511
3	20-Feb-24	Clayton Dubilier & Rice LLC; Stone Point Capital LLC; Mubadala Investment Co. (Mubadala) PJSC	Truist Insurance Holdings Inc. (79.6% Stake)	USA	Truist Financial Corp.	12,338
4	11-Jun-24	National Bank of Canada	Canadian Western Bank (94.73% Stake)	Canada		3,918
5	16-May-24	Nippon Life Insurance Co.	Corebridge Financial Inc. (19.79% Stake)	USA	American International Group Inc. – AIG	3,838
6	29-Jan-24	WillScot Mobile Mini Holdings Corp.	McGrath RentCorp (100% Stake)	USA		3,720
7	31-Jan-24	Health Care Service Corp.	Cigna Group (Medicare Advantage, Cigna Supplemental Benefits, Medicare Part D and CareAllies businesses) (100% Stake)	USA	Cigna Group	3,700
8	16-Jun-24	Advent International LP; Abu Dhabi Investment Authority	Fisher Asset Management LLC (19.61% Stake)	USA	Ken Fisher (Private Individual)	2,500
9	20-May-24	SouthState Corp.	Independent Bank Group Inc. (100% Stake)	USA		2,037
10	29-Apr-24	UMB Financial Corp.	Heartland Financial USA Inc. (100% Stake)	USA		2,009

Financial services league tables

Financial advisors by value

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	5	Morgan Stanley	59,127	14
2	50	Centerview Partners	39,473	5
3	-	PJT Partners	36,315	4
4	3	JP Morgan	31,399	16
5	18	Evercore	26,624	11
6	1	Goldman Sachs & Co	22,813	17
7	2	Bank of America	21,852	17
8	12	Barclays	16,126	4
9	9	RBC Capital Markets	15,991	8
10=	7	Mizuho Financial Group	13,338	2
10=	13	Truist Securities	13,338	2

Legal advisors by value

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	2	Davis Polk & Wardwell	56,073	12
2	22	Wachtell, Lipton, Rosen & Katz	46,975	6
3	25	Cravath, Swaine & Moore	39,692	4
4	1	Sullivan & Cromwell	38,237	13
5	4	Debevoise & Plimpton	30,664	14
6	3	Skadden Arps Slate Meagher & Flom	29,716	17
7	6	Kirkland & Ellis	17,293	32
8	23	Paul Weiss Rifkind Wharton & Garrison	16,313	7
9	7	Simpson Thacher & Bartlett	15,417	11
10	87	Fried Frank Harris Shriver & Jacobson	12,801	8

The advisor league tables by value and volume have been run from 01/01/2024 to 06/30/2024 and exclude lapsed and withdrawn deals. The tables are based on advice to a North American (US & Canada) bidder, target or vendor and cover the FS sector. Source: Mergermarket

Financial advisors by volume

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	3	Piper Sandler & Co	1,148	25
2	1	Goldman Sachs & Co	22,813	17
3	7	Bank of America	21,852	17
4	14	Stifel/KBW	5,293	17
5	4	JP Morgan	31,399	16
6	5	Morgan Stanley	59,127	14
7	16	Raymond James	2,755	14
8	11	Evercore	26,624	11
9	2	Waller Helms Advisors	-	10
10	22	Jefferies	5,327	9

Legal advisors by volume

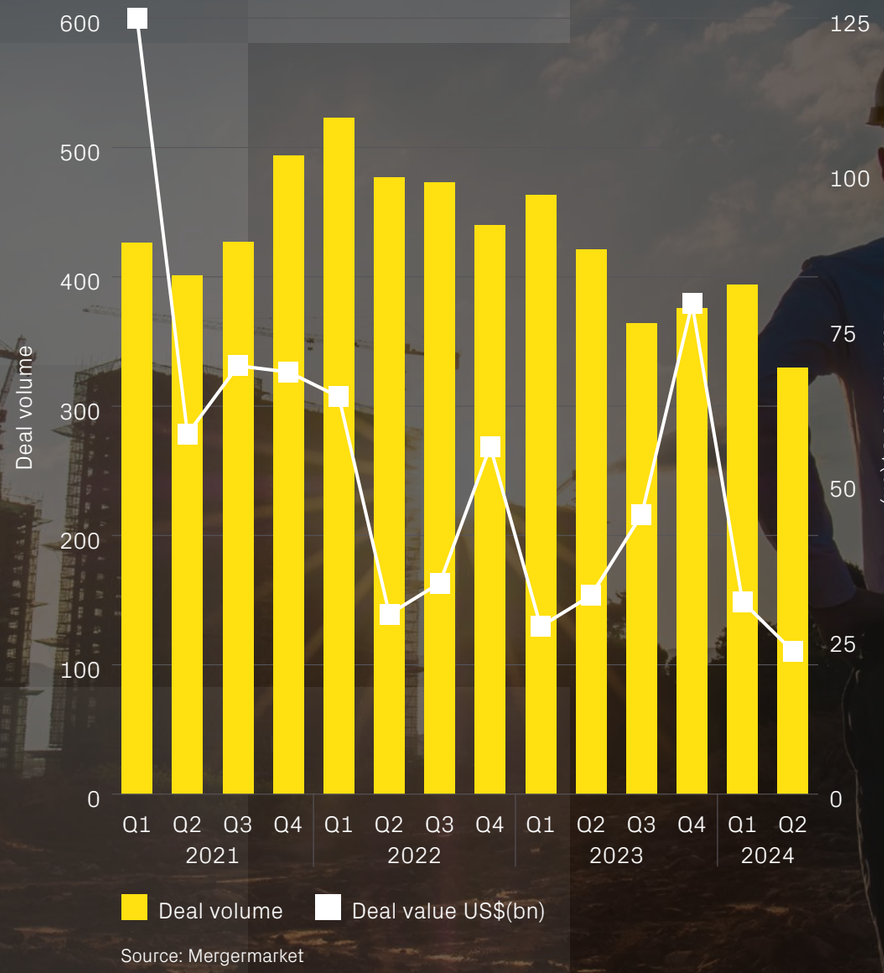
HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	1	Kirkland & Ellis	17,293	32
2	3	Alston & Bird	714	24
3	4	Skadden Arps Slate Meagher & Flom	29,716	17
4	62	Luse Gorman PC	279	15
5	22	Fasken Martineau Dumoulin	8	15
6	6	Debevoise & Plimpton	30,664	14
7	5	Sullivan & Cromwell	38,237	13
8	9	Sidley Austin	6,605	13
9	47	Gibson, Dunn & Crutcher	3,165	13
10	13	Goodwin Procter	199	13

Industrials & chemicals

Whether the US manufacturing sector is expanding or contracting is open for debate. On the one hand, the ISM Purchasing Managers' Index (PMI) has been zigzagging this year, with a brief expansion just above the all-important 50 threshold in March. On the other, the S&P PMI has been running just above this critical level. Factory activity, albeit not stellar, has certainly seen improvement since 2023.

Half-year data show that I&C dealmaking was down 18.1% year-on-year to 724 transaction announcements, while aggregate value held up a little better, moving down by 8.5% to US$53.7bn. However, a discernible drop-off in Q2 is some cause for concern, with I&C deal volume and total value both touching multi-year lows of 330 and US$22.9bn, respectively. A more assured comeback in factory output should ensure this is a temporary lull.

I&C M&A activity, 2021–HY 2024



Source: Mergermarket

Mid-market moves

There has been a clear tilt towards the mid-market so far in 2024. I&C had the lowest count of megadeals of any sector in H1, recording just one such transaction, naturally resulting in big-ticket trades making a minimal contribution to total deal figures. Instead, the bulk of value came from the US$500mn-$2bn and US$2bn-$5bn deal brackets, which together accounted for 57.1% of all transacted value.

Strategic acquirers have also played a bigger role in I&C activity of late. PE buyouts in the sector were down by 28.5% year-on-year to 138 deals and value also fell, by 23.6% to US$11.4bn. Even with the prospect of rates beginning to normalize in Q3 and PE houses largely employing floating-rate loans for their acquisition financing, applying leverage to assets in a sector that has yet to prove it is in growth mode has been too much to ask. Fund managers appear to be treading carefully in the sector.

I&C top bidders by value – HY 2024	US$(m)
USA	38,386
France	3,596
Germany	2,036
South Korea	1,737
United Kingdom	1,688

I&C top bidders by volume – HY 2024	Deal count
USA	527
Canada	47
Brazil	26
United Kingdom	17
Japan	14

Wasted opportunity

NYSE-listed Waste Management expanded its presence in the healthcare waste services sector with its purchase of Stericycle for US$8.1bn, its largest acquisition to date. An estimated US$125mn in annual cost savings are expected to be achieved once the company has been fully integrated. The tie-up was more than twice the size of the next largest I&C deal, in which Blackstone, along with the Abu Dhabi Investment Authority and GIC, picked up a 40% stake in Copeland from Emerson Electric for US$3.5bn. This is part of Emerson's strategy to simplify its portfolio and focus on its core business areas, specifically automation and high-growth markets.

Emerson intends to use the proceeds from the sale to deleverage. Given the high cost of refinancing in today's market conditions, there remains a sizable opportunity for sponsors to carve out high-potential, non-core, medium-sized assets and help corporates lighten the liability side of their balance sheets.



Mid-market deals dominate as
US manufacturing ambles along

I&C top 10 announced deals, HY 2024

	Announced date	Bidder company	Target company	Target dominant country	Vendor company	Deal value US$(m)
1	03-Jun-24	Waste Management Inc.	Stericycle Inc. (100% Stake)	USA		8,093
2	06-Jun-24	Blackstone Inc.; Abu Dhabi Investment Authority Ltd. – ADIA; GIC Pte. Ltd.	Copeland LP (40% Stake)	USA	Emerson Electric Co.	3,500
3	19-Mar-24	Roquette Freres SA	International Flavors & Fragrances Inc. (IFF Pharma Solutions) (100% Stake)	USA	International Flavors & Fragrances Inc.	2,850
4	15-Feb-24	Clarience Technologies LLC	Safe Fleet Holdings LLC (100% Stake)	USA	Oak Hill Capital Management LLC	2,775
5	14-Feb-24	Existing Shareholders	Atmus Filtration Technologies Inc. (80.5% Stake)	USA	Cummins Inc.	2,257
6	30-Jan-24	Amphenol Corp.	Carlisle Interconnect Technologies Inc. (100% Stake)	USA	Carlisle Companies Inc.	2,025
7	19-Jan-24	Arcline Investment Management LP	Kaman Corp. (100% Stake)	USA		2,001
8	25-Jun-24	Volkswagen AG	Rivian Automotive Inc.	USA		2,000
9	12-Mar-24	Focus Impact BH3 Acquisition Co.	XCF Global Capital Inc. (100% Stake)	USA		1,392
10	08-Apr-24	Albion River LLC	Ducommun Inc. (91.29% Stake)	USA		1,085

I&C league tables

Financial advisors by value

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	4	JP Morgan	14,052	7
2	1	Goldman Sachs & Co	13,556	11
3	2	Bank of America	13,108	10
4	27	Centerview Partners	8,093	1
5	3	Lazard	7,859	9
6	9	Morgan Stanley	6,680	5
7	5	Evercore	5,225	5
8	29	Robert W Baird & Co	5,169	14
9	13	RBC Capital Markets	4,755	5
10	-	Barclays	4,045	3

Legal advisors by value

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	1	Latham & Watkins	13,695	17
2	4	Davis Polk & Wardwell	11,084	8
3	3	Kirkland & Ellis	10,814	40
4	5	Paul Weiss Rifkind Wharton & Garrison	8,597	9
5	112	Baker Botts	8,389	4
6	20	Hogan Lovells International	8,263	4
7	82	Fried Frank Harris Shriver & Jacobson	8,207	2
8	51	Vinson & Elkins	8,093	4
9	28	Simpson Thacher & Bartlett	6,479	8
10	34	Linklaters	5,947	6

The advisor league tables by value and volume have been run from 01/01/2024 to 06/30/2024 and exclude lapsed and withdrawn deals. The tables are based on advice to a North American (US & Canada) bidder, target or vendor and cover the I&C sector. Source: Mergermarket

Financial advisors by volume

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	1	Houlihan Lokey	3,770	19
2	12	Robert W Baird & Co	5,169	14
3	33	Piper Sandler & Co	1,245	12
4	3	Goldman Sachs & Co	13,556	11
5	2	Bank of America	13,108	10
6	11	William Blair & Company	2,494	10
7	26	PricewaterhouseCoopers	828	10
8	13	Lincoln International	103	10
9	17	REACH Cross Border Mergers & Acquisitions	77	10
10	9	Lazard	7,859	9

Legal advisors by volume

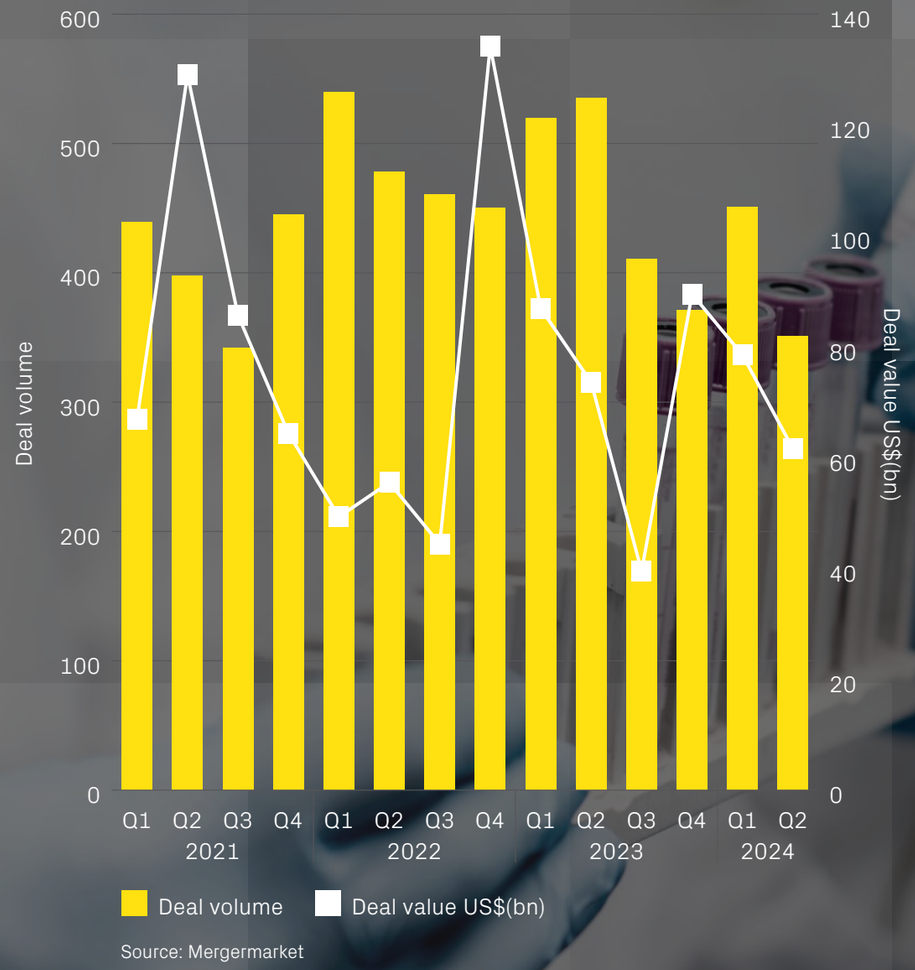
HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	1	Kirkland & Ellis	10,814	40
2	9	Goodwin Procter	940	21
3	6	Holland & Knight	953	18
4	3	Latham & Watkins	13,695	17
5	24	McGuireWoods	213	15
6	2	Jones Day	730	14
7	14	Nelson Mullins Riley & Scarborough	533	14
8	4	DLA Piper	2,163	13
9	5	Fasken Martineau Dumoulin	438	13
10	13	Winston & Strawn	494	12

Pharma, medical & biotech

US pharma groups are pursuing acquisitions to mitigate patent expirations, which could cost more than US$200bn in lost revenues, and to adapt to a market impacted by new federal rules. Under the Inflation Reduction Act, which allows Medicare to negotiate prices on certain drugs, firms are zeroing in on acquiring innovative assets, particularly in areas such as oncology, central nervous system disorders, and cardiometabolic conditions. High demand for GLP-1 drugs, which are used for type 2 diabetes and weight loss, has been another major recent catalyst.

The pace of acquisitions has dipped somewhat since last year. PMB deal count in the Americas in H1 was down by 24% year-on-year to 802 transactions, undershooting the all-sector average, and aggregate value also fell, by 12.7% to US$140.1bn. However, last year's performance was among the best on record, so the recent decline does not necessarily signal any meaningful break of the trend.

PMB M&A activity, 2021–HY 2024



Source: Mergermarket

Weight loss

US bidders were naturally responsible for the vast majority of this activity, claiming 69.4% of aggregate enterprise value and 77.1% of the sector's deal count across the Americas. In a new turn of events, Danish inbound bidders rose up the rankings compared to last year on a value basis, accounting for 13.9% of PMB's total value in the Americas despite being involved in only 10 deals in the region.

This was almost exclusively due to Novo Holdings paying US$17.3bn for contract manufacturer Catalent, a manufacturing subcontractor that produces blockbuster obesity drug Wegovy. Novo Holdings, the parent of Danish pharma darling Novo Nordisk, aims to leverage Catalent's production capacity to boost output amid soaring demand for Wegovy, which is estimated to have brought in US$4bn in revenues in 2023. This was one of three megadeals tallied in H1 2024, two of which were announced in Q1.

PMB top bidders by value – HY 2024	US$(m)
USA	97,211
Denmark	19,431
Switzerland	5,357
United Kingdom	4,733
Japan	3,865

PMB US top bidders by volume – HY 2024	Deal count
USA	618
Canada	33
Brazil	18
United Kingdom	17
Japan	12
Switzerland	12



Federal scrutiny **threatens large pharma deals**

Vertically challenged

Johnson & Johnson pushed further into the cardiovascular space with its US$14.8bn acquisition of Shockwave Medical in April, H1's third-largest PMB transaction. The deal adds Shockwave's innovative intravascular lithotripsy technology to J&J's portfolio. This technology is used to break up calcium deposits in coronary and peripheral arteries using sound pressure waves, enabling J&J to expand into the high-growth segments of coronary artery disease and peripheral artery disease.

It is expected that the deal will secure antitrust approval since there is limited product overlap between the two companies. However, the same cannot be said for Novo's recent purchase. Not only is the Federal Trade Commission (FTC) increasing its scrutiny of drug prices, under the current administration it is also placing a greater emphasis on vertical mergers. As a key supplier to Novo, the Catalent deal could test the FTC's new antitrust policy focus.

PMB top 10 announced deals, HY 2024

	Announced date	Bidder company	Target company	Target dominant country	Vendor company	Deal value US$(m)
1	05-Feb-24	Novo Holdings AS	Catalent Inc. (100% Stake)	USA	Elliott Investment Management LP	17,349
2	26-Mar-24	Existing Shareholders	Solventum Corp. (80.1% Stake)	USA	3M Co.	17,262
3	05-Apr-24	Johnson & Johnson	Shockwave Medical Inc. (100% Stake)	USA		14,797
4	10-Apr-24	Vertex Pharmaceuticals Inc.	Alpine Immune Sciences Inc. (100% Stake)	USA		4,948
5	12-Feb-24	Gilead Sciences Inc.	Cymabay Therapeutics Inc. (100% Stake)	USA		4,474
6	03-Jun-24	Becton Dickinson & Co.	Edwards Lifesciences Corp. (critical care product group) (100% Stake)	USA	Edwards Lifesciences Corp.	4,200
7	08-Jan-24	Boston Scientific Corp.	Axonics Inc. (100% Stake)	USA		3,741
8	23-Jan-24	Sanofi	Inhibrx Inc. (100% Stake)	USA		2,447
9	19-Mar-24	AstraZeneca plc	Fusion Pharmaceuticals Inc. (100% Stake)	Canada		2,403
10	29-Apr-24	Ono Pharmaceutical Co., Ltd.	Deciphera Pharmaceuticals Inc. (100% Stake)	USA		2,374

PMB league tables

Financial advisors by value

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	4	Goldman Sachs & Co	41,068	21
2	9	JP Morgan	40,960	11
3	8	Morgan Stanley	27,781	9
4	10	Citi	26,113	8
5	1	Centerview Partners	25,301	16
6	13	PJT Partners	19,999	4
7	18	Perella Weinberg Partners	19,914	6
8	5	Bank of America	14,637	9
9	7	Lazard	13,468	11
10	2	Guggenheim Partners	7,390	6

Financial advisors by volume

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	12	Goldman Sachs & Co	41,068	21
2	1	Centerview Partners	25,301	16
3	10	JP Morgan	40,960	11
4	9	Lazard	13,468	11
5	3	Jefferies	5,858	11
6	21	Morgan Stanley	27,781	9
7	7	Bank of America	14,637	9
8	36	Citi	26,113	8
9	6	Raymond James	1,246	7
10	31	Stifel/KBW	282	7

Legal advisors by value

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	18	Freshfields Bruckhaus Deringer	39,920	8
2	2	Goodwin Procter	39,674	74
3	1	Skadden Arps Slate Meagher & Flom	38,565	7
4	53	Cravath, Swaine & Moore	26,795	5
5	8	Kirkland & Ellis	22,620	22
6	28	Fenwick & West	21,975	6
7	23	White & Case	20,286	8
8	182	Kromann Reumert	19,149	2
9	-	Kim & Chang	18,938	3
10	17	Jones Day	18,477	6

Legal advisors by volume

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	1	Goodwin Procter	39,674	74
2	2	Cooley	8,022	52
3	5	Holland & Knight	402	50
4	6	McGuireWoods	249	44
5	3	Wilson Sonsini Goodrich & Rosati	7,741	39
6	7	DLA Piper	2,558	37
7	4	McDermott Will & Emery	331	26
8	8	Latham & Watkins	9,457	25
9	10	Kirkland & Ellis	22,620	22
10	9	Sidley Austin	5,064	20

The advisor league tables by value and volume have been run from 01/01/2024 to 06/30/2024 and exclude lapsed and withdrawn deals. The tables are based on advice to a North American (US & Canada) bidder, target or vendor and cover the PMB sector. Source: Mergermarket

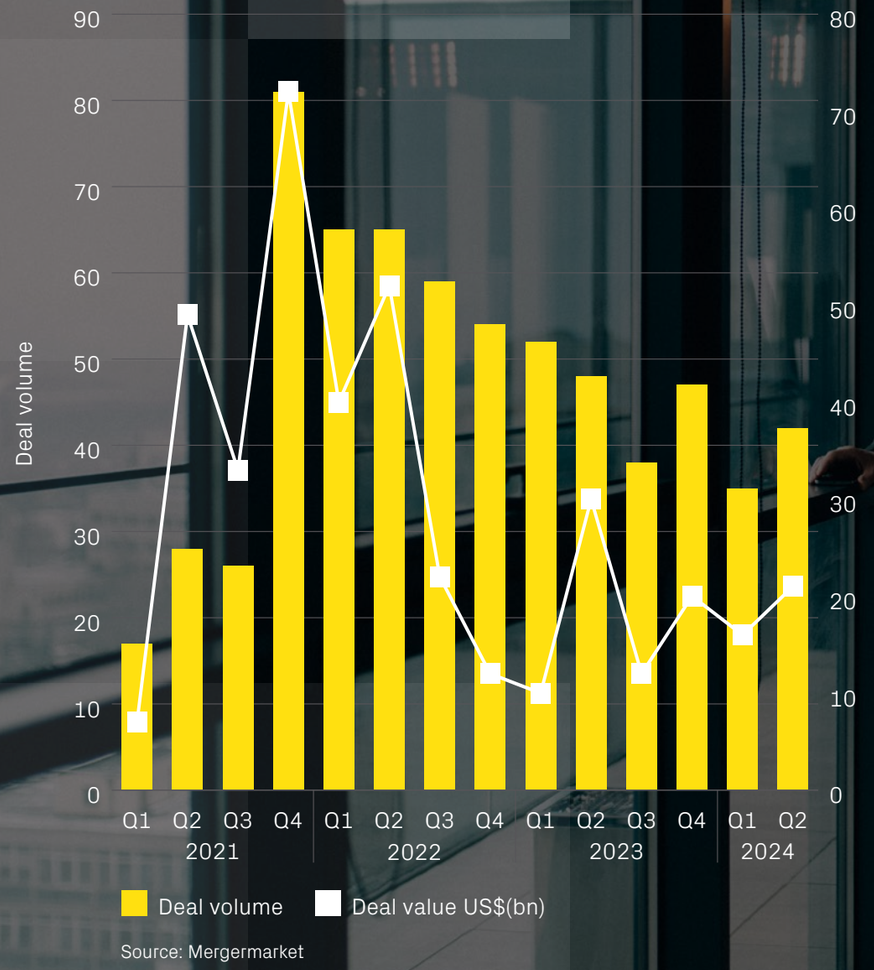
Real estate

The US commercial real estate market is facing significant challenges, particularly in the office space subsector. High vacancy rates, approaching nearly 14%, and ongoing shifts to hybrid-work models are driving uncertainty and financial stress in this segment of the market. Older, less desirable office buildings are becoming obsolete, with potential opportunities for conversion into residential or data center uses.

Elevated interest rates are weighing heavily on less in-demand property and affecting overall market liquidity. Despite these strong headwinds, certain segments, such as multifamily housing and neighborhood retail, are performing well, driven by continued demand and relatively stable rents. The same is true for logistics assets, which are well insulated from rate pressures.

In H1 2024, the real estate sector across the Americas saw a 23% year-on-year decline in volume to 77 deals, while the total value of these transactions amounted to US$36.5bn, a less severe 9.9% decrease.

Real estate M&A activity, 2021–HY 2024



Source: Mergermarket

Funds swoop

PE firms were responsible for half of the top 10 deals in the sector and recorded US$16.4bn worth of transactions in total, an almost x16 year-on-year surge. Higher-for-longer interest rates have led to a significant re-pricing of real estate assets, creating attractive opportunities for PE firms to acquire undervalued properties and capitalize on future growth prospects. This is particularly true in subsectors such as logistics, multifamily housing, and data centers.

For now, this activity has largely been concentrated in the US market, though there has been notable demand for Mexican assets benefiting from the ongoing nearshoring trend due to the close trading ties between the neighboring countries. One such asset, Mexican real estate investment trust (REIT) Terrafina, has been the subject of a bidding war, drawing competing offers from logistics specialist Prologis, Blackstone, and Macquarie, with Prologis' US$2.9bn bid the strongest at the time of writing.

Real estate top bidders by value – HY 2024	US$(m)
USA	25,510
Mexico	7,807
Brazil	1,415
France	963
Spain	359

Real estate top bidders by volume – HY 2024	Deal count
USA	45
Brazil	11
Canada	7
Mexico	3
Japan	3

REIT move

Blackstone, which was behind no fewer than three of the ten largest real estate deals announced in the Americas in H1, took over Apartment Income REIT in an all-cash transaction worth around US$10bn, representing a 25% premium over the company's recent stock price. The acquisition marks Blackstone's largest multifamily real estate deal to date and will take the publicly traded REIT private. This follows a similar transaction in which Blackstone's flagship REIT acquired Toronto-based landlord Tricon Residential for almost US$9bn in January.

KKR, meanwhile, was the buy-side party in two deals in H1. In April, the firm acquired a portfolio of US industrial properties for US$2.1bn, expanding its presence in the logistics and warehouse sector. Secondly, it picked up a multifamily housing project for US$1.6bn, capitalizing on the ongoing demand for well-located residential properties.

Inflation and high interest rates have taken a toll on listed REITs, with higher vacancy rates weighing on share prices and causing these trusts to trade at significant discounts to net asset value. The consolidation of these investment vehicles is likely to generate valuable deals for the foreseeable future.



Acquirers see value in logistics and discounted REITs

Real estate top 10 announced deals, HY 2024

	Announced date	Bidder company	Target company	Target dominant country	Vendor company	Deal value US$(m)
1	08-Apr-24	Blackstone Inc.	Apartment Income REIT Corp. (100% Stake)	USA		9,355
2	19-Jan-24	Blackstone Real Estate Income Trust, Inc.	Tricon Residential Inc. (88.74% Stake)	Canada		8,951
3	13-Feb-24	FIBRA Prologis	Fideicomiso F/00939 – Fibra Terrafina (100% Stake)	Mexico		2,851
4	10-Jun-24	Blackstone Inc.; MRP Group LP	Fideicomiso F/00939 – Fibra Terrafina (100% Stake)	Mexico		2,591
5	22-Apr-24	Fibra Macquarie Mexico	Fideicomiso F/00939 – Fibra Terrafina (100% Stake)	Mexico		2,365
6	25-Jun-24	KKR & Co., Inc.	Property Portfolio (18 multifamily assets – consisting of over 5,200 units) (100% Stake)	USA	Lennar Corp.	2,100
7	25-Apr-24	KKR & Co., Inc.	Property Portfolio (19 purpose-built student housing properties) (100% Stake)	USA	Blackstone Inc.	1,640
8	28-Mar-24	Rexford Industrial Realty, Inc.	Property Portfolio (portfolio of 48 properties, totaling 3,008,000 square feet) (100% Stake)	USA	Blackstone Inc.	1,000
9	22-Jan-24	Kering SA	Property Portfolio (Fifth Avenue property in New York City) (100% Stake)	USA		963
10	27-Feb-24	XP Malls Fundo de Investimento Imobiliario – FII	Shopping Cidade Sao Paulo (32% Stake); Grand Plaza Shopping (51% Stake); Shopping Metropolitano Barra (70% Stake); Tiete Plaza Shopping (52.5% Stake); Shopping Cerrado (85% Stake); Shopping D (23% Stake)	Brazil	SYN prop e tech SA	373

Real estate league tables

Financial advisors by value

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	1	Bank of America	21,671	4
2	3	JP Morgan	21,357	4
3	9	Morgan Stanley	20,897	3
4	2	Wells Fargo Securities	18,306	3
5	8	Deutsche Bank	18,306	2
6	6	Goldman Sachs & Co	12,571	5
7	4	Citi	12,206	2
8=	7	Barclays	9,355	1
8=	11	BMO Capital Markets	9,355	1
8=	-	Societe Generale	9,355	1

Legal advisors by value

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	7	Simpson Thacher & Bartlett	25,254	8
2	14	Skadden Arps Slate Meagher & Flom	9,355	1
3	-	Sullivan & Cromwell	9,104	2
4	-	Davies Ward Phillips & Vineberg	8,951	2
5=	-	Goodmans	8,951	1
5=	37	Osler, Hoskin & Harcourt	8,951	1
5=	10	Paul Weiss Rifkind Wharton & Garrison	8,951	1
5=	-	Proskauer Rose	8,951	1
9	36	Gibson, Dunn & Crutcher	3,900	4
10	31	Galicia Abogados	2,591	1

The advisor league tables by value and volume have been run from 01/01/2024 to 06/30/2024 and exclude lapsed and withdrawn deals. The tables are based on advice to a North American (US & Canada) bidder, target or vendor and cover the real estate sector. Source: Mergermarket

Financial advisors by volume

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	3	Goldman Sachs & Co	12,571	5
2	4	Banco BTG Pactual SA	715	5
3	1	Bank of America	21,671	4
4	6	JP Morgan	21,357	4
5	8	Morgan Stanley	20,897	3
6	5	Wells Fargo Securities	18,306	3
7	-	Lazard	2,374	3
8	21	XP Investimentos CCTVM SA	489	3
9	12	Deutsche Bank	18,306	2
10	2	Citi	12,206	2

Legal advisors by volume

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	1	Simpson Thacher & Bartlett	25,254	8
2	20	Gibson, Dunn & Crutcher	3,900	4
3	46	DLA Piper	158	4
4	-	CMS	231	3
5	-	Sullivan & Cromwell	9,104	2
6	-	Davies Ward Phillips & Vineberg	8,951	2
7	-	Mattos Filho Veiga Filho Marrey Jr e Quiroga Advogados	677	2
8	-	Olshan Frome Wolosky	425	2
9	66	BMA Advogados	405	2
10	2	Latham & Watkins	306	2

Telecoms, media & technology

When the Fed began raising interest rates in 2022, tech asset valuations were the first to be punished. This was due primarily to the sector's heavy emphasis on future earnings. But in 2024, tech has regained its strength. Rates have not yet budged, but markets are inherently forward-looking, and tech equities have rallied over the past year as investors anticipate rate relief.

Big deals are back on the agenda, and it is not only corporates that are willing to spend. Financial buyers have been stocking their portfolios with tech assets, driven by the long-term growth potential in the sector, which has been buoyed by the promise of AI. That is largely a venture capital affair so far, but AI is no doubt coming up frequently in buyout firms' investment committee meetings as its tentacles reach further into everything software related.



TMT M&A activity, 2021–HY 2024

Source: Mergermarket

Big gains

TMT M&A value as a whole was up by 85.2% in H1 to US$251.4bn, representing both the largest relative and absolute year-on-year gain of any sector. This was achieved even as volume decreased by 18.7% to 1,688 deals over the same period. PE buyers were responsible for 43.4% of that value total, or US$109.2bn, a 65.4% increase compared to H1 last year.

Tech's renaissance could not be clearer from looking at H1's assortment of top 10 deals. Every deal target is technology-related in some form or another, with not a single media or telecoms asset on display. Synopsys' purchase of Ansys for US$33.6bn leads the way, with the deal bolstering the former's electronic design automation capabilities thanks to Ansys's engineering simulation software expertise. This acquisition aligns with the broader US semiconductor policy aimed at strengthening domestic chip design and production capabilities.

TMT top bidders by value – HY 2024	US$(m)
USA	199,975
United Kingdom	12,984
Japan	6,960
Sweden	6,957
Luxembourg	5,000
TMT top bidders by volume – HY 2024	**Deal count**
USA	1,269
Canada	99
Brazil	75
United Kingdom	53
Sweden	18



Dealmakers afraid of **missing out on AI boom**

AI hype

In terms of sponsored activity, some notable megadeals were announced in Q2. Website builder Squarespace listed in 2021 when assets were still performing strongly on the back of unprecedented market liquidity, before its share price saw a two-thirds decline. Spotting a bargain, Permira acquired the business in May for US$7bn after it reported a 19% increase in expected sales for 2024.

Perhaps the most buzzworthy deal, however, saw Sequoia Capital lead a US$6bn Series B round for Elon Musk's AI startup, xAI, valuing it at US$24bn. The funding is intended to advance xAI's technologies and support the development of a supercomputer infrastructure necessary for future AI models.

AI is in its first hype cycle, and companies are keenly aware of the risk of falling behind their competition. There is little doubt that investors will continue to pile into related assets, though some are concerned that valuations have become overstretched. Buyers may soon begin to question AI companies' fundamentals and demand tangible use cases.

TMT top 10 announced deals, HY 2024

	Announced date	Bidder company	Target company	Target dominant country	Vendor company	Deal value US$(m)
1	16-Jan-24	Synopsys Inc.	Ansys Inc. (100% Stake)	USA		33,601
2	09-Jan-24	Hewlett Packard Enterprise Co.	Juniper Networks Inc. (100% Stake)	USA		14,334
3	14-Feb-24	KKR & Co., Inc.; Veritas Capital Fund Management LLC	Cotiviti Holdings Inc. (100% Stake)	USA	Veritas Capital Fund Management LLC	10,000
4	28-Feb-24	SK Growth Opportunities Corporation	Webull Corp. (100% Stake)	USA		7,700
5	24-Apr-24	International Business Machines Corp.	HashiCorp Inc. (100% Stake)	USA		7,669
6	13-May-24	Permira Ltd; Spaceship Purchaser Inc.	Squarespace Inc. (100% Stake)	USA	General Atlantic LLC; Accel Partners Ltd.; Anthony Casalena (Private investor)	6,999
7	01-Apr-24	Advent International LP	Nuvei Corp. (100% Stake)	Canada	Caisse de Depot et Placement du Quebec; Novacap Investments Inc.; Philip Fayer (Private Individual)	6,003
8	26-May-24	Kingdom Holding Company; Sequoia Capital; Fidelity Management & Research Company LLC; Valor Management LLC; AH Capital Management LLC; Vy Capital; Alwaleed Bin Talal (Private Individual)	X.AI Corp. (25% Stake)	USA		6,000
9	15-Feb-24	Renesas Electronics Corp.	Altium Ltd. (100% Stake)	USA		5,877
10	07-Jun-24	Bain Capital LP	PowerSchool Holdings Inc. (100% Stake)	USA		5,602

TMT league tables

Financial advisors by value

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	1	Goldman Sachs & Co	114,319	35
2	2	JP Morgan	102,510	40
3	7	Qatalyst Group	64,909	6
4	11	Citi	59,065	18
5	6	Evercore	57,919	19
6	5	Barclays	38,727	15
7	3	Morgan Stanley	35,159	23
8	18	Centerview Partners	24,757	10
9	4	Bank of America	23,403	17
10	13	Jefferies	23,216	27

Financial advisors by volume

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	3	JP Morgan	102,510	40
2	2	Goldman Sachs & Co	114,319	35
3	18	Jefferies	23,216	27
4	5	William Blair & Company	5,920	27
5	12	Morgan Stanley	35,159	23
6	8	Moelis & Co	7,239	21
7	1	Houlihan Lokey	1,556	21
8	4	Evercore	57,919	19
9	34	Citi	59,065	18
10	13	Bank of America	23,403	17

Legal advisors by value

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	10	Skadden Arps Slate Meagher & Flom	98,544	19
2	14	Paul Weiss Rifkind Wharton & Garrison	69,451	22
3	2	Kirkland & Ellis	68,711	73
4	3	Latham & Watkins	58,478	70
5	4	Cleary Gottlieb Steen & Hamilton	53,461	10
6	5	Goodwin Procter	49,502	121
7	137	Morrison & Foerster	41,520	15
8	9	Freshfields Bruckhaus Deringer	29,435	14
9	6	Wilson Sonsini Goodrich & Rosati	28,582	80
10	33	Paul Hastings	27,735	11

Legal advisors by volume

HY 2024	HY 2023	Company name	Value US$(m)	Deal count
1	2	Goodwin Procter	49,502	121
2	1	Cooley	17,453	116
3	4	DLA Piper	15,663	84
4	3	Wilson Sonsini Goodrich & Rosati	28,582	80
5	5	Kirkland & Ellis	68,711	73
6	6	Latham & Watkins	58,478	70
7	7	Fasken Martineau Dumoulin	2,256	35
8	13	Sidley Austin	12,270	33
9	9	Osler, Hoskin & Harcourt	4,225	31
10	19	Fenwick & West	3,560	27

The advisor league tables by value and volume have been run from 01/01/2024 to 06/30/2024 and exclude lapsed and withdrawn deals. The tables are based on advice to a North American (US & Canada) bidder, target or vendor and cover the TMT sector. Source: Mergermarket

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About this report
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Editor: Julian Frazer

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For a full version of the Mergermarket M&A deal database inclusion and league table criteria, go to: www.mergermarket.com/pdf/deal_criteria.pdf

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AMERS +1 888 311 4100 | EMEA +44 20 3031 6300 | APAC +852 3905 4800
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