



Datasite Forecaster

Six themes to watch

Trends based on Datasite's proprietary,
aggregated, and anonymized transaction data



Sell-side pipeline up 12%, brightening 2024 outlook

Deal flow is up 12% compared to the same time last year, according to our rolling six-month sell-side pipeline. Here are two regional trends we are tracking.

Americas uplift stays steady

Green shoots in the Americas turned into a nice 3% uplift in the six-month pipeline compared to the same time last year. Energy's 2023 M&A spree drove much of the increase in Q4 2023, with bumps in consumer and industrials kickoffs keeping the momentum up.

EMEA momentum dips

At 10%, EMEA's six-month pipeline looks strong for the remainder of 2024. However the +13% tailwinds we saw in Q4 lessened going into 2024, with a relatively tame Q1 uplift of only 8% compared to last year. Industrials continued to spur many EMEA kickoffs in Q1. EMEA also saw a welcome bounce in TMT, unlike other regions.

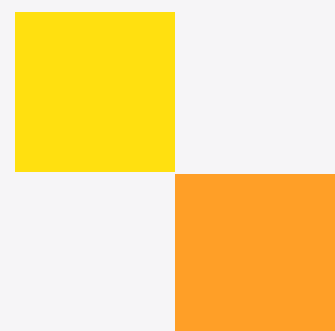
+3%
AMERs

+10%
EMEA

Global sell-side Pipeline*

*October 2023 – March 2024 compared to the same time the year before

+12%
Global



Four industry trends on our watch list

Energy cools off

At 13%, the six-month pipeline of energy deals remains strong. However, deal kickoffs dropped 10% in Q1 compared to Q1 2023, as dealmakers put off new sale processes to digest the 2023 pipeline glut.

Industrials surges ahead

The revival of the industrials industry is official, with a 14% increase in the six-month pipeline. After a healthy 7% bounce in Q4, kickoffs jumped 19% in Q1 compared to the same time last year. Look for a wave of deal closures in H2 2024.

TMT declines narrow

The TMT six-month pipeline is still seeing a -3% dip compared to the same time last year. Still, that represents upward momentum from the -5% TMT was at in Q4 2023. Most of the lift came from EMEA, where TMT ticked up 8% in Q1 2024 compared to Q1 2023.

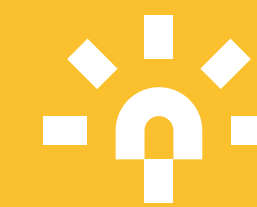
Consumer boom

At 11%, the consumer six-month pipeline hides a 32% spike in Q1 2024 kickoffs. Will this strong consumer M&A market continue farther into 2024?

+14%
Industrials



+13%
Energy & Power



+11%
Consumer



-3%
TMT



Global sell-side Pipeline*

*October 2023 – March 2024 compared to the same time the year before

Strong Q1 start tapers off in March, dampening year-end outlook

Sell-side kickoffs in Q1 rose 10% from the same period the year before, signaling a healthy uptick in deal flow for H2 2024.

Three takeaways:

- 1 Spurred by strengthening market activity in Q4, dealmakers raced to the starting line in January, kicking off 27% more sell-side deals than the January before
- 2 Activity throttled down a notch in February, and March dipped to -1% from March of last year, as inflation concerns weighed on market enthusiasm
- 3 Though Q1 2024 kickoffs rose across the globe compared to last year, APAC and EMEA saw the most increases, up 82% and 8%, respectively. The Americas ticked up 4% in Q1, including 11% in North America

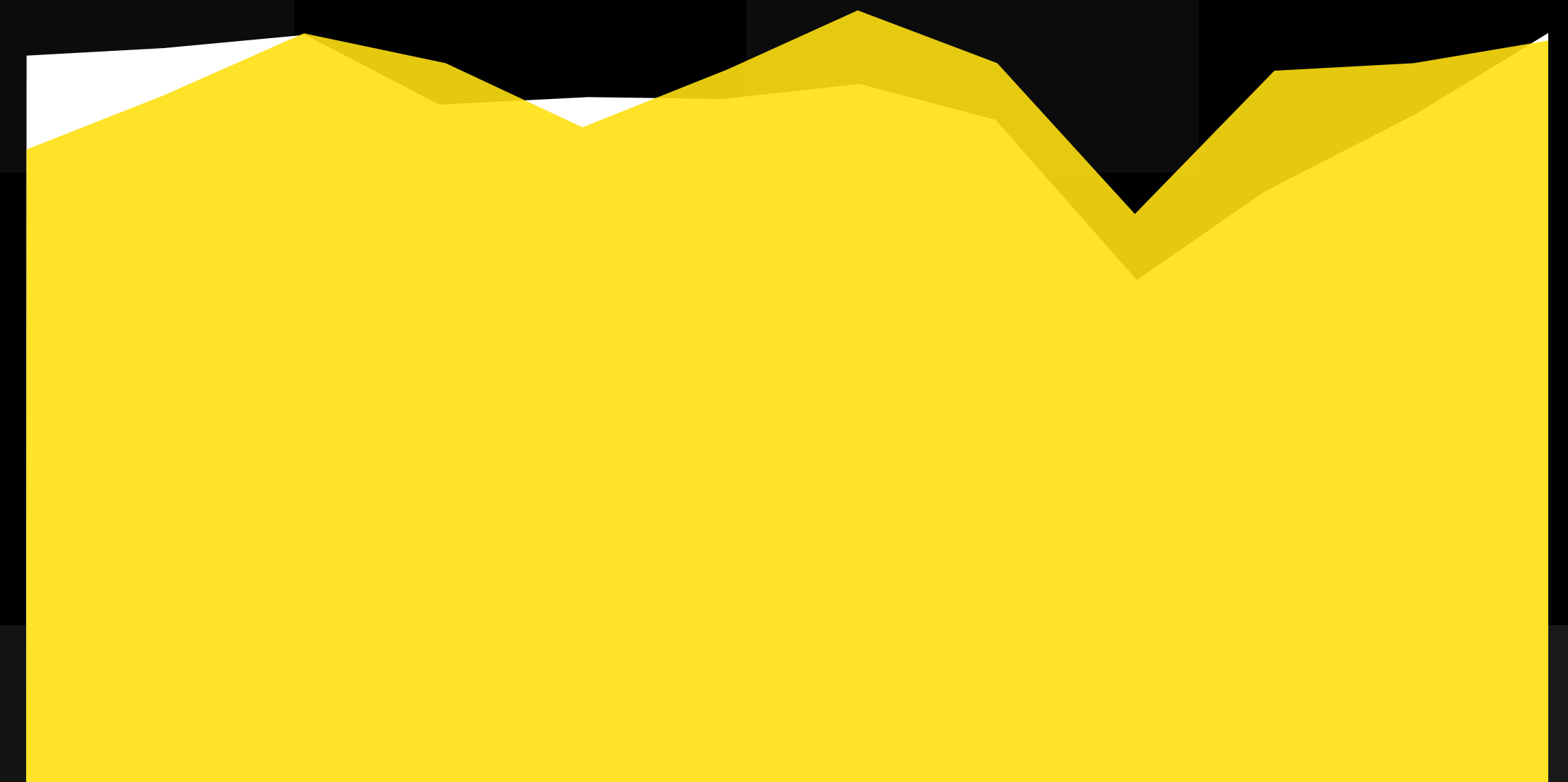
A note on our data:

Historical data may change slightly as unknown transaction types get reclassified. We adjust our numbers accordingly.

Global sell-side deal kickoffs

■ 2022-2023 ■ 2023-2024 ■ Monthly kickoffs YoY

-17% -8% 0% 8% -6% 5% 14% 12% 20% 27% 10% -1%



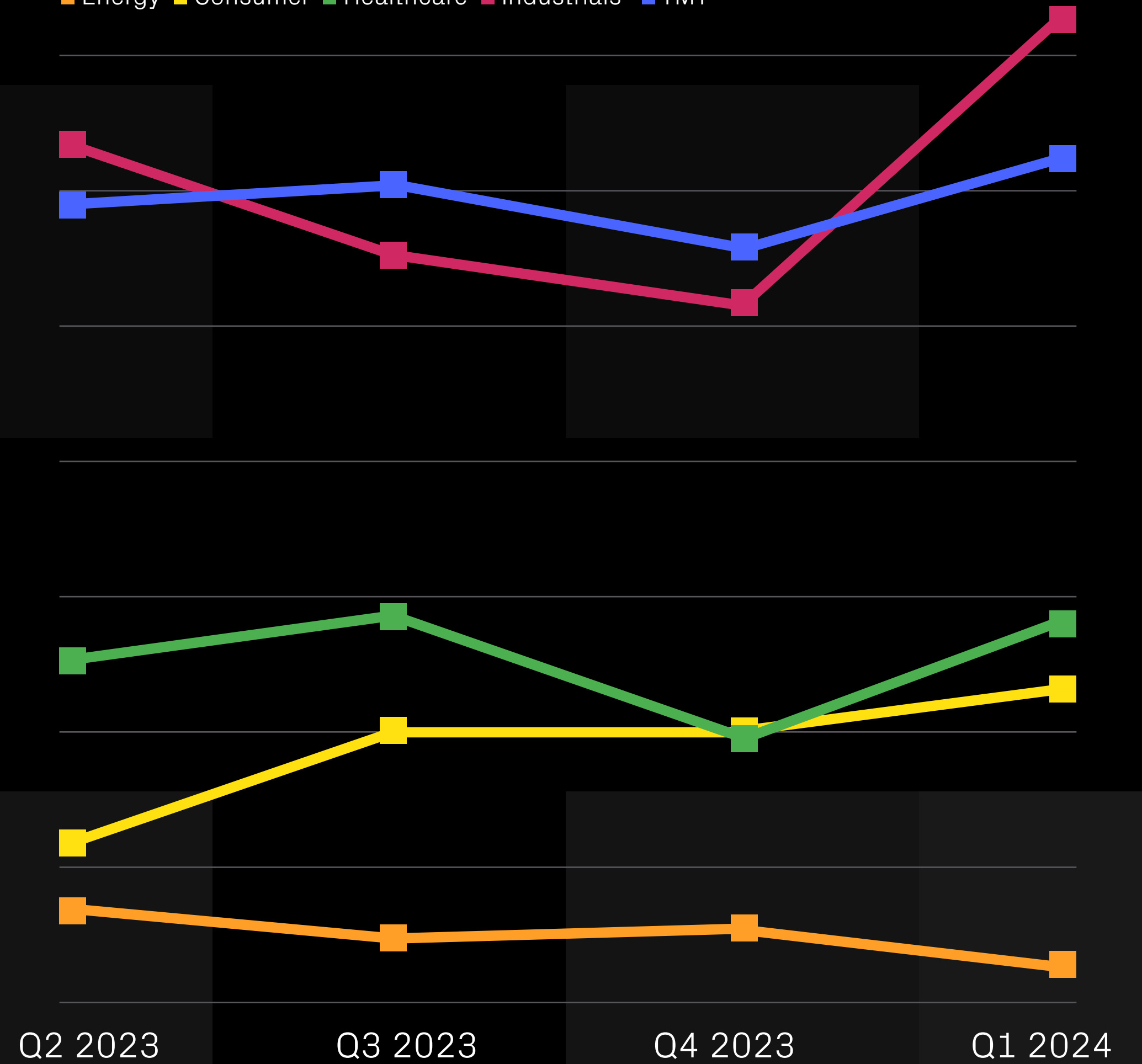
Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar

Industrials and consumer surge ahead TMT, healthcare and energy decline

Q1 2024 kickoff activity was divided sharply by industry. Consumer and industrials dealmakers experienced a frenzy of kickoffs in Q1 2024 compared to the same time last year. Meanwhile, TMT, Healthcare, and Energy kickoffs dropped compared to the same time last year.

2023 sell-side deal kickoffs by top five sectors

■ Energy ■ Consumer ■ Healthcare ■ Industrials ■ TMT



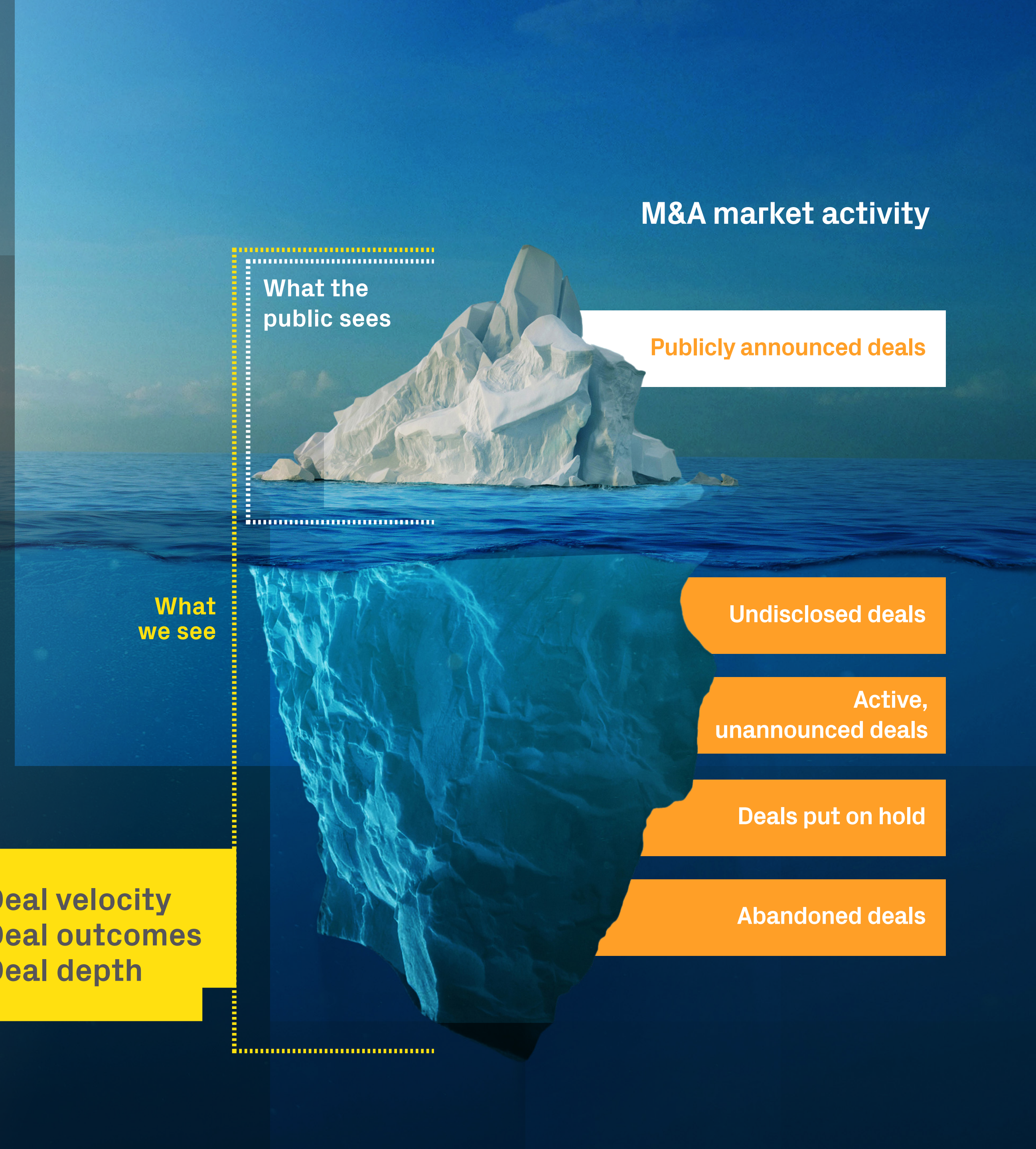
The Datasite view: Data and definitions

We have developed the following definitions to provide clarity on how we are filtering and categorizing our data, which is all aggregated and anonymized.

Definitions

- **Sell-side.** Datasite projects categorized as an asset sale or merger
- **Kickoff.** The day a new data room is created in Datasite Diligence or Acquire
- **Pipeline.** The total number of ongoing M&A processes on Datasite during a given time period, regardless of the deal's stage, size, or public status
- **Forecast, prediction, or indicator.** An estimate of future deal volume based on the assumption that sell-side due diligence takes from three to nine months to complete

Deal velocity
Deal outcomes
Deal depth





Datasite is where deals are made. We provide a complete M&A platform, driving transactions in 180 countries for investment banks, corporates, private equity, and law firms. Projects become seamless through our unique combination of technology and always-on assistance, built around the world's most trusted data room. Learn more at [Datasite.com](https://www.datasite.com).

 #wheredealsaremade

Get in touch, visit www.datasite.com or contact: info@datasite.com | **AMERS** +1 888 311 4100 | **EMEA** +44 20 3031 6300 | **APAC** +852 3905 4800

©Datasite. All rights reserved. All trademarks are property of their respective owners. DS-24.527-02