



Datasite Forecaster Q1 2024 outlook

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





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.

- **M&A deal.** Datasite projects categorized as an asset sale or merger
- **M&A deal kick-offs.** The day a new sell-side data room is created in Datasite Diligence or Acquire¹
- **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

M&A market activity

What the public sees

Publicly announced deals

What we see

Undisclosed deals

Active, unannounced deals

Deals put on hold

Abandoned deals

¹: This excludes M&A deals created in our deal preparation application, Datasite Prepare.

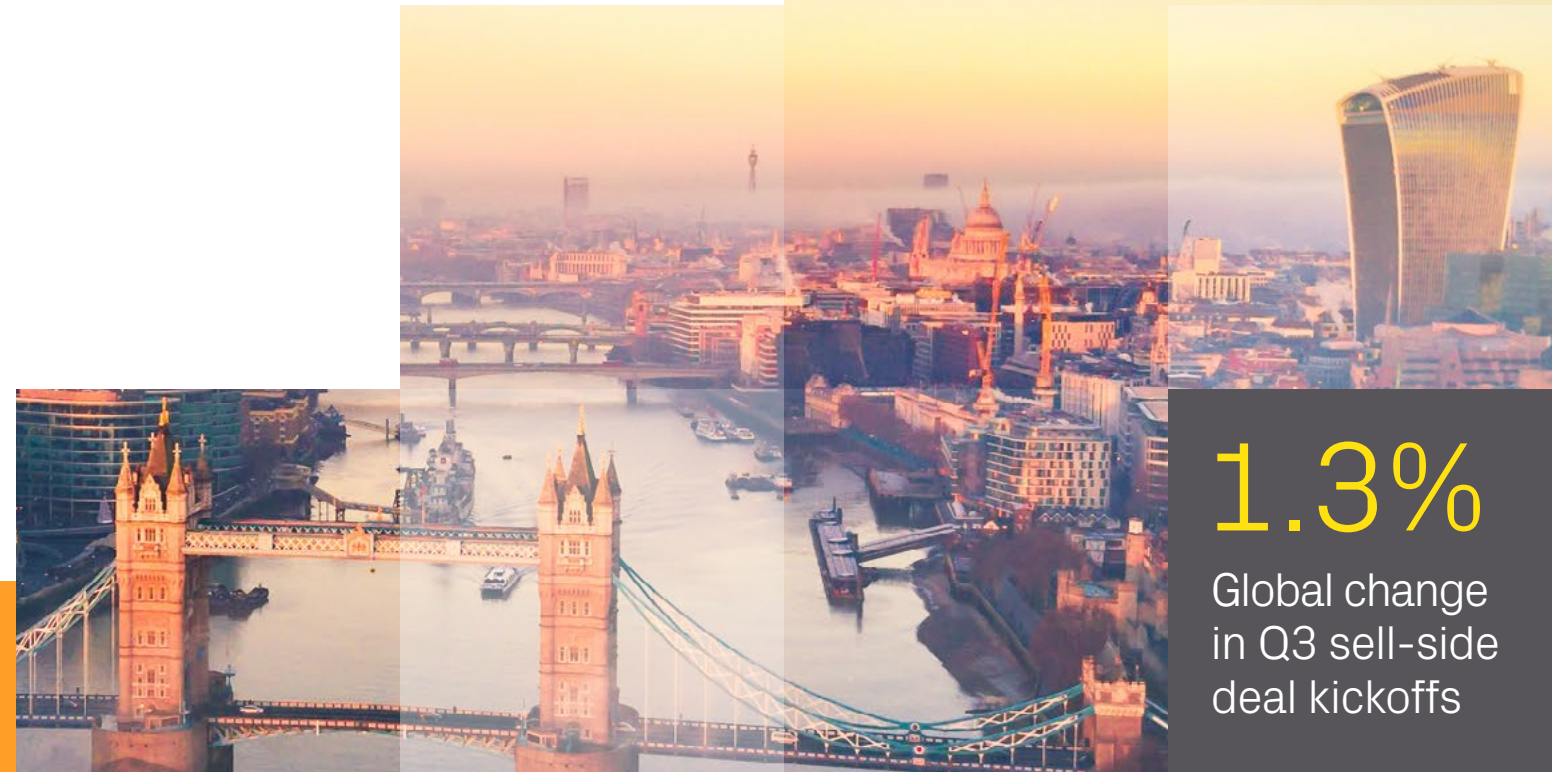
Q3 deal kickoffs signal steady start to Q1 2024

APAC & EMEA pull ahead of Americas

Global Q3 deal kickoffs nudged up a point from the same time as last year, suggesting slow but steady deal flow going into Q1 2024.

Three takeaways

- APAC and EMEA M&A kickoffs swelled in Q3, boosted by strategic buyers with cash to burn. Smaller and simpler in scale, look for many of these deals to close by Q4 or the start of Q1.
- Americas deal kickoffs dragged in Q3, despite buoyant buy-side activity. Private equity plays a (relatively) larger role in North America M&A than its regional counterparts, which may be why it has been harder hit by tough financing conditions.
- Like last month, the dominance of asset sale kickoffs over mergers signals a busy small to mid- M&A market. Larger deals may have to wait for better financing conditions.



1.3%

Global change in Q3 sell-side deal kickoffs

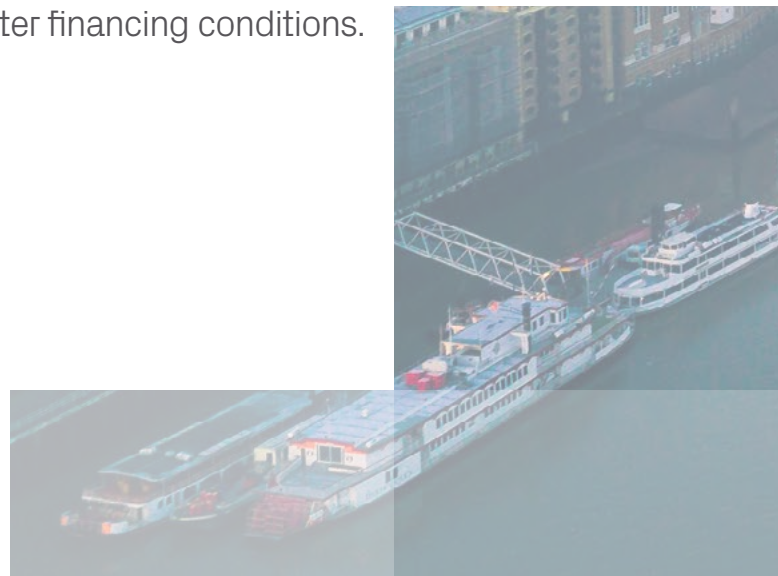
-14%
AMERS

+5%
EMEA

+102%
APAC

+15%
Asset sales

-70%
Mergers



September swell raises Q1 prospects

A nice bump in deal kickoffs in September will likely result in a steady spate of closes in September 2023 – February 2024.

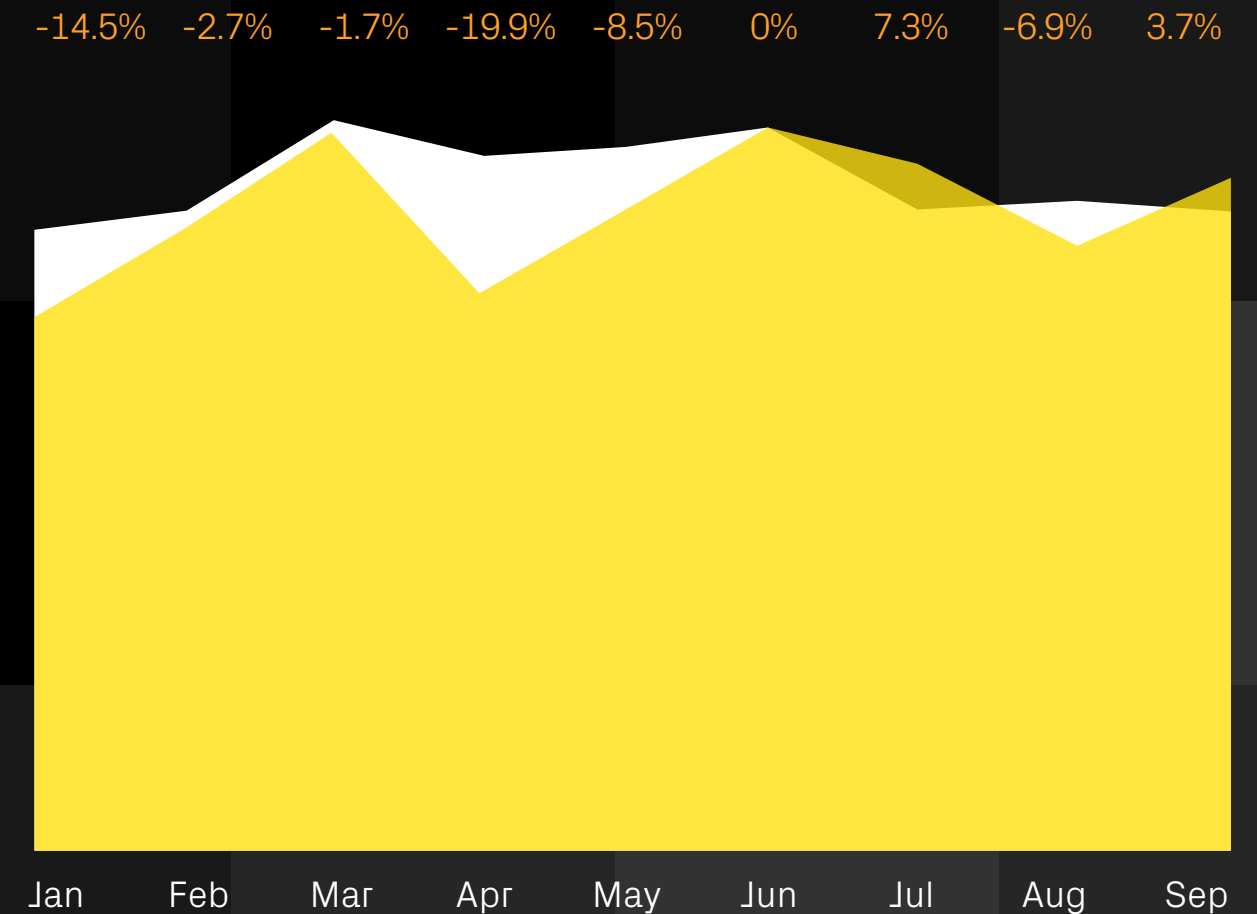
Market notes

- EMEA's summer calendar has reset. August kickoffs fell 9% and September kickoffs rose 9%, suggesting dealmakers pushed work back to enjoy their August holiday.
- The April drop in kickoffs was partially attributable to SVB Financial's March bankruptcy filing and the UBS purchase of Credit Suisse.
- Overhang from the historic 2021 M&A wave into early 2022 makes Jan + Feb YoY comparables difficult.

A note on August data - August kickoffs were originally -7.3% from the same time last year. We have readjusted to -6.9%.

Global sell-side kickoffs January - September 2022 vs. 2023

■ 2023 ■ 2022 ■ Monthly kickoffs YoY

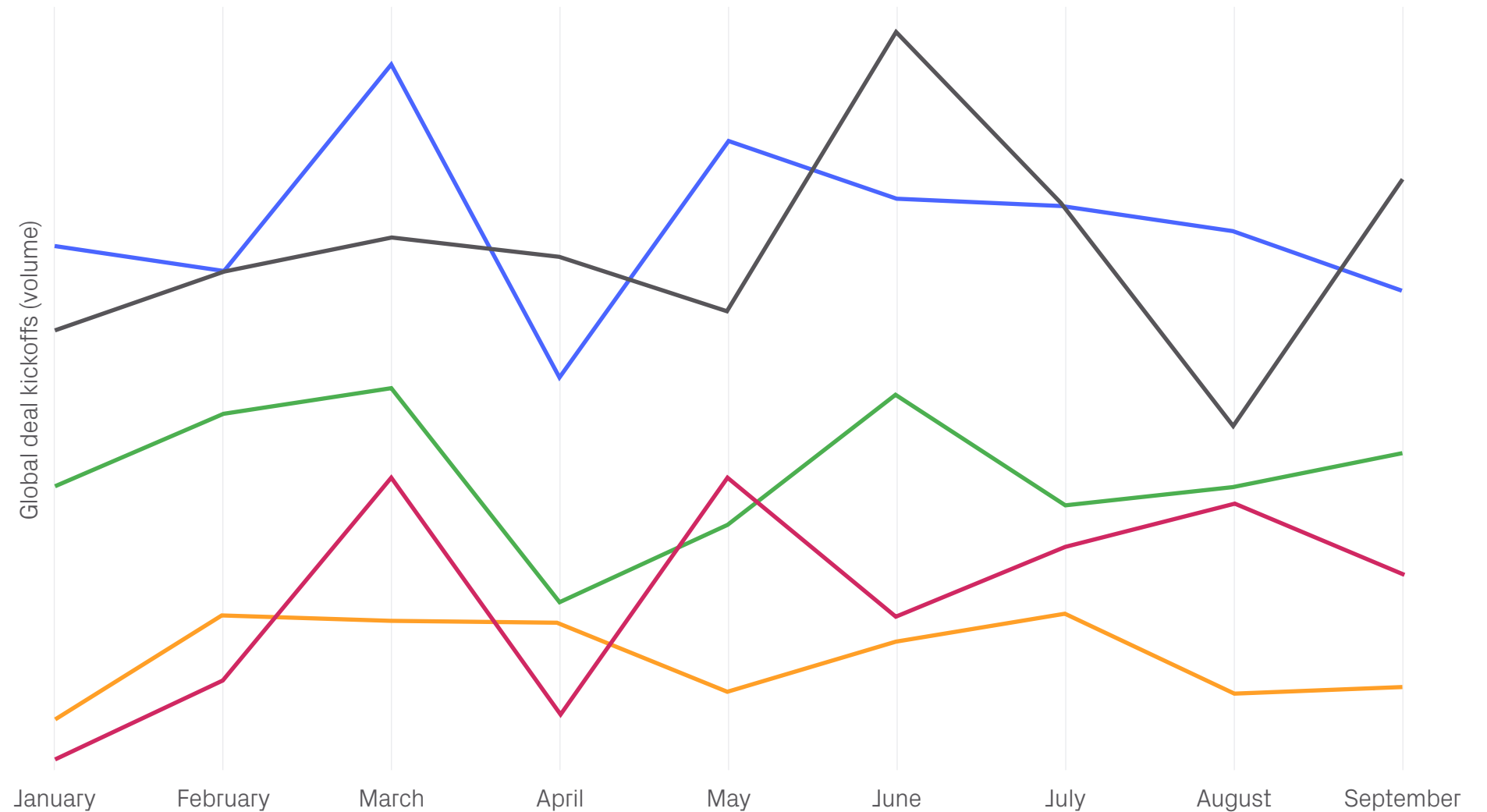


Industrial sector jumps as EMEA returns from holidays

Consumer and TMT drift down

Three takeaways

- Industrial kickoffs surged in September, in line with EMEA dealmakers coming back from August holidays.
- TMT and consumer kickoffs tapered down, yet the robust US jobs report in October may change that trend.
- Healthcare kickoffs remained steady, bolstering the stealth comeback story of the year.



Sell-side kickoffs by top five sectors January - September 2023

■ Energy & Power ■ Industrials ■ Consumer ■ Healthcare ■ TMT

Datasite is where deals are made

 14,000 deals annually

 2 million users (4 years)

 Track deals at inception vs. announcement

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