

Newsletter

Middle East and Africa  
(MEA) Deal Intelligence

Helping Investment Banks, PE/VC Firms,  
and Corporate Strategy Teams Stay Ahead  
of the Deal Curve

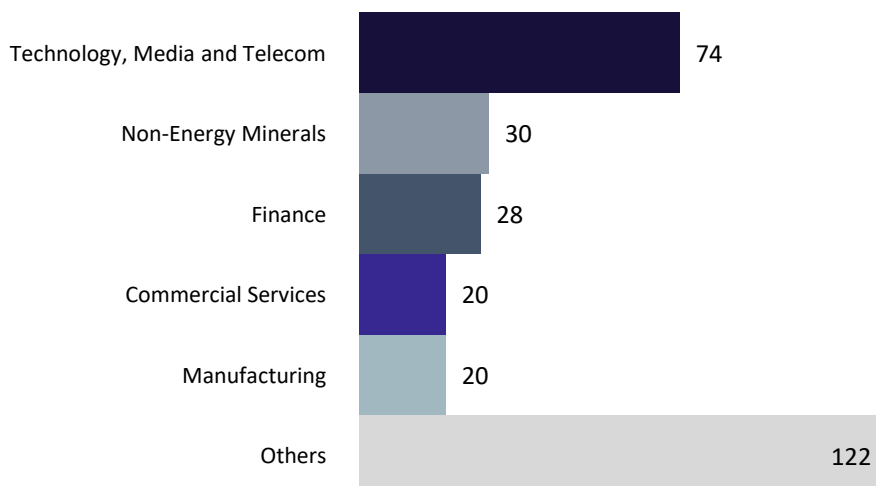
Welcome to our Newsletter, Delivering Insights, Industry Updates,  
and Strategies to Navigate the Evolving MEA Deal Landscape

August 2025

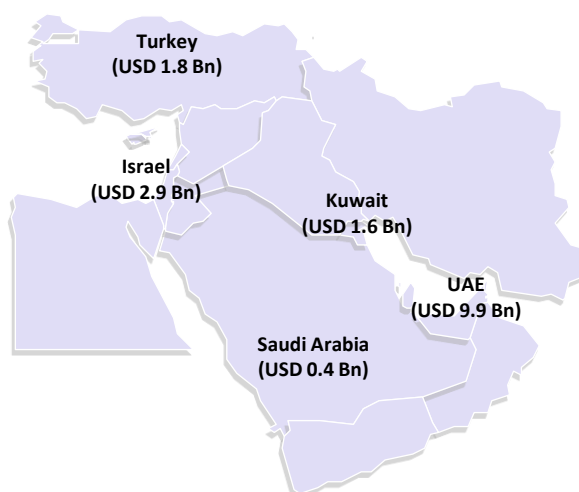
Deal Landscape (H1 2025)	Sector in Focus — TMT	Regulatory and Geo-Political Watch
<ul style="list-style-type: none"><li>In MEA, TMT led the deal activity in H1 2025 with over 70 transactions, reflecting ongoing digital transformation and efforts to diversify away from oil</li><li>Israel recorded the most deals (59), while the UAE led in deal value, fueled by major deals in TMT, non-energy minerals, and finance</li><li>In H1 2025, VC activity in Saudi Arabia saw an YoY rise in invested capital and deal volume</li></ul>	<ul style="list-style-type: none"><li>In H1 2025, TMT deal value rose by ~57.9% despite a 20% drop in volume, highlighting a shift toward larger and more strategic deals</li><li>AI and digitization are driving data centre growth, with the UAE at the forefront. Regional capacity is set to triple by 2030, drawing global tech interest</li><li>Media, OTT, and gaming are reshaping the Telecom &amp; Media landscape, driving cross-sector M&amp;A, and fueling digital-led growth as traditional voice and print have become obsolete</li></ul>	<ul style="list-style-type: none"><li>Regulatory reforms reshaped the deal landscape:<ul style="list-style-type: none"><li>Egypt amended its M&amp;A framework in April 2024 by amending Anti-Trust Law No. 3 of 2005, replacing post-merger notifications with a pre-merger control regime that enhanced investor clarity and streamlined approval processes</li><li>The UAE enforced a stringent merger control regime from March 2025, and introduced new filing thresholds based on a combined turnover of AED 300 Mn or a 40% market share</li></ul></li></ul>

Top deals <sup>1</sup>				
USD 2.9 Bn (May'25)	USD 2.2 Bn (Feb'25)	USD 1.6 Bn (Jan'25)	USD 1.5 Bn (Jan'25)	USD 1.3 Bn (Jan'25)
 Deribit	 Khazna		 greenko	 aramex
(UAE) is being acquired by	(UAE) is being acquired by	(Kuwait) is being acquired by	(UAE) is being acquired by	(UAE) is being acquired by
 coinbase	 G42	 WARBA BANK	 am green	 ADQ

## Most Active Sectors by Deal Volume<sup>2,3</sup> (H1 2025)



## Top Countries by Deal Value in Middle East (H1 2025)



- In MEA, TMT dominated the deal activity, recording over 70 deals in H1 2025, underlining digital transformation and reduced oil dependency as key drivers
- The UAE led MEA deal activity in H1 2025, driven by large-scale transactions in the TMT, non-energy minerals, and finance sectors
- In H1 2025, Saudi Arabia VC activity recorded a 116% YoY surge in capital and a 31% YoY rise in deal count
- Middle Eastern sovereign wealth funds were key drivers of regional deals, supporting national diversification plans and leading global SWF activity in non-oil sectors

Sources: Proprietary Financial Database, Benori Custom Research (Data includes deals which have been announced or have a pending status)

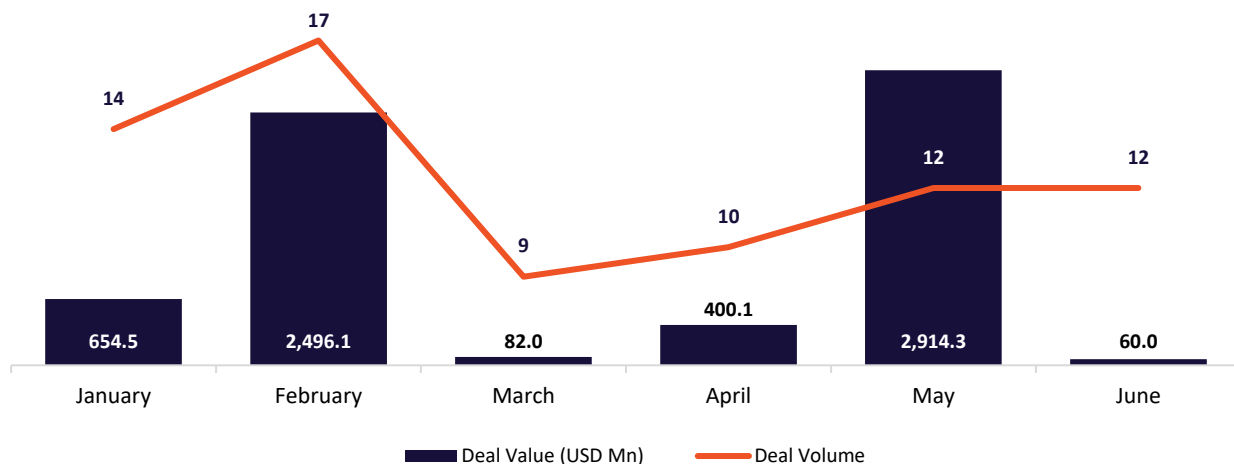
1. Top deals include Merger & Acquisition (M&A), Majority Stake, Minority Stake, and Spinoff

2. Commercial Services includes General Consulting Services, Personnel Services, Publishing/Printing Services; Others include Consumer Durables, Consumer Non-Durables, Consumer Services, Distribution, Healthcare, Minerals, Real Estate, Transportation, and Utilities











3. Others includes Healthcare, Distribution Services, Consumer Services, Industrial Services, Real Estate, Consumer Durables, Energy Minerals, Transportation, Retail Trade, Miscellaneous, Utilities, and Consumer Non-Durables

## Sector in Focus — TMT

### TMT Deals (H1 2025)



### Top TMT Deals by Value (H1 2025)

Target	Buyer	Deal size (USD Mn)
 Deribit	 coinbase	2,861.7
 Khazna	 G42	2,200.0
 INFINIDAT	 Lenovo	500.0
 SatixFy	 MDA SPACE	237.8
 Palm Global	 ABOVE FOOD INGREDIENTS	180.0

### Key Insights




#### TMT sector transitioned from pandemic boom to AI-led growth

- In the TMT sector, deal value rose by 57.9% in H1 2025, despite a 19.6% drop in deal volume compared to H1 2024. This signaled a strategic shift toward fewer but larger transactions, reflecting a growing investor focus on high-impact opportunities, especially in areas such as digital infrastructure and packaged software
- The UAE emerged as a data hub, with Khazna and Gulf Data Hub leading the market. Notably, KKR's partnership with Gulf Data Hub aimed to scale one of the region's largest independent data center platforms
- Technology drove deal momentum across the Middle East as nations advanced digital transformation. AI adoption and national digitization plans fueled a surge in data center demand, which was fulfilled through strategic acquisitions





#### Large-scale tech deals drove surge in TMT deal value

- A series of large-scale transactions across packaged software, data processing services, computer peripherals, and semiconductors contributed to a significant rise in TMT deal value in H1-2025. Technology remained a key strategic focus area for major acquirers

## TMT — Market Trends

Technology 	Media 	Telecommunication 
<b>AI, Cloud, and Digitization fueled the data center boom in the Middle East</b> <ul style="list-style-type: none"> <li>AI and national digitization accelerated demand for data centers across the Middle East, with the UAE emerging as a regional hub through major expansions such as the KKR–Gulf Data Hub partnership <ul style="list-style-type: none"> <li>Data center capacity in the Middle East is expected to triple, growing from 1GW in 2025 to 3.3GW by 2030, owing to cloud adoption, AI growth, and supportive regulatory frameworks</li> </ul> </li> <li>Global tech firms and investors are increasingly focusing on the Middle East, attracted by its rapid digital transformation, pro-innovation policies, and strategic location linking Europe, Asia, and Africa</li> </ul>	<b>Evolving media landscape with growth fueled by digital platforms and M&amp;A</b> <ul style="list-style-type: none"> <li>Big Tech's expansion into media and gaming prompted traditional media firms to consolidate for scale and pursue cross-sector M&amp;A, with over 50% of 2024 deals involving non-industry players</li> <li>South Africa and Nigeria led regional growth, fueled by OTT streaming, internet advertising, gaming, and audio platforms, while print media continued to decline</li> <li>Kenya, though the smallest market, is projected to grow steadily, with internet advertising emerging as the leading segment</li> </ul>	<b>Gulf telecoms prioritized infrastructure consolidation and cross-border connectivity</b> <ul style="list-style-type: none"> <li>Major operators such as Zain, STC, and Mobily consolidated or sold tower assets to national tower companies such as TAWAL and TASC, with sovereign wealth funds such as Saudi's Public Investment Fund (PIF) leading infrastructure aggregation across the Gulf and parts of Africa</li> <li>Cross-border investments in subsea cables, dark fiber, and satellite broadband reflected a shift toward digital infrastructure to expand connectivity in underserved areas</li> <li>Underserved regions across Africa and the Middle East are seeing growing digital inclusion efforts, as highlighted by initiatives such as Orange MEA's partnership with Eutelsat to deliver satellite broadband in countries</li> </ul>

## Regulatory & Geo-Political Watch

UAE 	Israel 	Saudi Arabia 	Egypt 
<ul style="list-style-type: none"> <li>The UAE implemented a stricter merger control regime effective March 31, 2025, introduced new filing thresholds, AED 300 Mn in combined turnover or a 40% market share</li> <li>Starting January 1, 2025, a 15% Domestic Minimum Top Up Tax (DMTT) applies to multinational enterprises with global revenues above EUR 750 Mn, in alignment with OECD's Pillar Two framework</li> </ul>	<ul style="list-style-type: none"> <li>Israel's M&amp;A market hit an all-time high of USD 10.5 Bn in 2024, marking its strongest year to date, while Israeli startups raised USD 8.1 Bn in funding</li> <li>Cybersecurity remained a hot sector, highlighted by Google's USD 32.0 Bn acquisition of Wiz (Israeli-founded), marking it as Google's largest deal ever. Other sectors with significant M&amp;A activity included AI, health-tech, medical devices, defense, and water technologies</li> </ul>	<ul style="list-style-type: none"> <li>Saudi Arabia's April 2025 merger guideline update set transaction-specific thresholds that required notification if: <ul style="list-style-type: none"> <li>Global turnover exceeds SAR 200 Mn</li> <li>Saudi turnover exceeds SAR 40 Mn</li> <li>Global Turnover of Target exceeds SAR 40 Mn</li> </ul> </li> <li>New Investment Law simplifies registration via MISA, ensures equal treatment for local and foreign investors, and protects against expropriation</li> </ul>	<ul style="list-style-type: none"> <li>Egypt's Merger Control, effective June 2024, shifted from a post-closing to a pre-merger notification regime, requiring ECA approval for M&amp;A, joint ventures, and changes in control <ul style="list-style-type: none"> <li>Domestic: EGP 900 Mn combined turnover</li> <li>International: EGP 7.5 Bn global turnover</li> </ul> </li> <li>The government is accelerating private takeovers via TSFE, transferring state-owned enterprises, and aiming to privatize 3–4 by the end of 2024/25</li> </ul>