

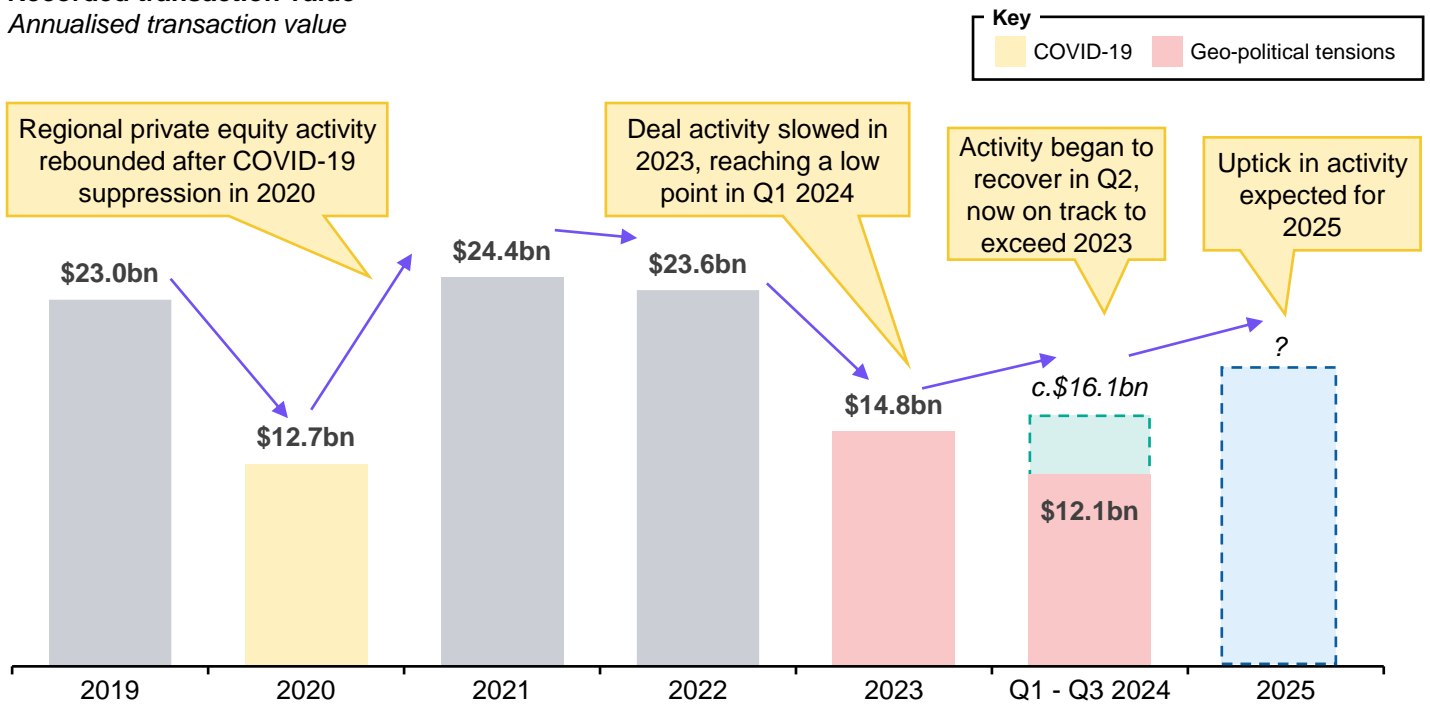
# Middle East Private Equity activity

## Management Consulting Q3 2024 roundup

Deal activity in the Middle East is on the rise, though international events have taken a toll on the market

### International PE and VC investments into the Middle East, 2019-2024

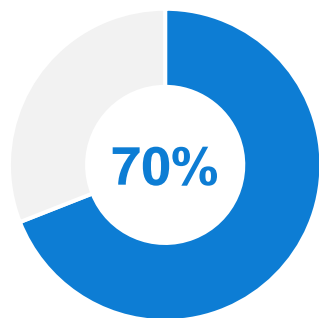
Recorded transaction value  
Annualised transaction value



### Drivers of the slowdown are starting to ease, setting the stage for renewed growth

#### Geopolitical instability is expected to calm

Teneo surveyed 450 business leaders in the GCC and asked them, "how prepared is your company to address geopolitical challenges?"



70% of senior leaders state they are prepared to navigate geopolitical instability in the Middle East

Interest rates are falling

3.4%

Consensus expectation for USD interest rates by end of 2025.

Down from 5.3% in 2023

Note: Score is the weighted average  
Sources: Teneo GCC Decision Makers' Survey; S&P Capital IQ data as of November 2024

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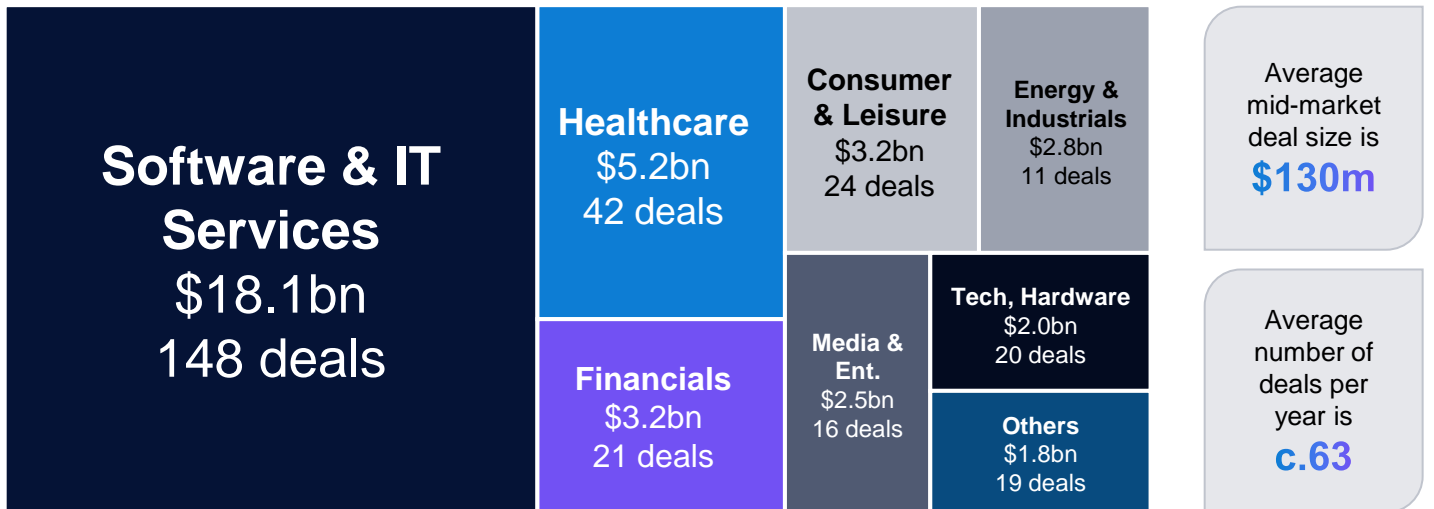
## Management Consulting Q3 2024 roundup

The mid-market segment sees the greatest volume of deal activity, with Software and Healthcare deals making up c.60%

### Total deal activity in the Middle East, 2020-2024

Small Deals [<\$50m]	Mid-market deals [\$50m-\$500m]	Large deals [>\$500m]
\$21.0bn 1,981 deals	\$38.8bn 301 deals	\$30.3bn 28 deals

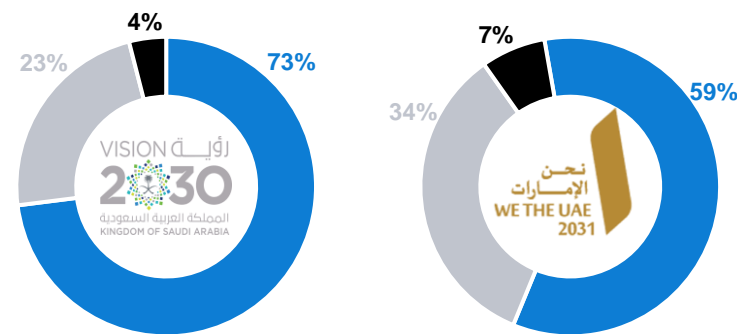
### Mid-market deals in the Middle East



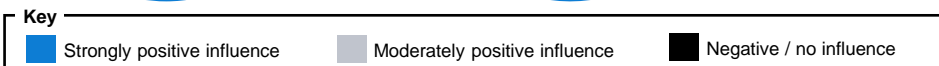
The growing momentum is further supported by national transformation strategies employed in the region

### National transformation strategies are expected to support growth

Teneo asked GCC experts, "from your experience, how does your country's national transformation plan influence decision-making within your sector?"



National transformation strategies and the economic shift away from oil are expected to create **strong opportunities for private company growth**



Sources: Teneo GCC Decision Makers' Survey; S&P Capital IQ data as of November 2024

# Middle East Private Equity activity

## Management Consulting Q3 2024 roundup

Teneo's Management Consulting team supports local and international investors throughout the asset lifecycle with a range of services

### Deal lifecycle support



### Core sectors



**Technology, Software and IT Services**



**Healthcare & Social Services**



**Financial Services**



**Business Services**

### Middle East Private Equity Practice – please get in touch



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