

Water M&A Insight Service



Rely on our water industry expertise to support your strategic decisions and gain a competitive edge.

Analyzing Deals, Trends, and Impacts of M&A on the Future of Water

Water-related M&A for technology, equipment, and services companies—totaling almost 700 transactions at the close of 2019—has ebbed and flowed over the past five years. Spurred on by emerging market opportunities (e.g. digital water, advanced treatment, midstream water), market entry, and strategic expansion, a host of water platform companies, strategic investors, and financial firms are vying for growth in water.

Bluefield's team of water experts tracks quarterly deal flow, globally to support decision makers with bottom-up data and analysis of key trends and company activity that might influence their competitive positioning going forward.

Key questions addressed by this service

What factors are driving M&A of technology, equipment & services players?

How are financial firms participating in water?

Which industry vertical is undergoing changes in ownership?

What are the demonstrated price points and multiples in water M&A?

Which companies are poised for acquisitive growth?

Benefits

- Anticipate water-related M&A trends by key industry segments
- Gain insights into most active buyer types and transaction prices
- Track quarterly deal flow and analyze impacts on the competitive landscape
- Leverage a team of dedicated water market experts for questions and validation

Companies & roles this service is targeted towards



Client Deliverables

Access to a steady stream of ongoing deliverables, including:

Research Notes	Market, Data Insights	Focus Reports
Event-based intelligence briefings on respective market shifts and competitive impacts.	Analysis of unique market segments, providing rich data, and market analysis.	Deep-dive analyses of markets, competitive trends, and growth drivers.
Quarterly Briefings	Webinars	Analyst Access
Updates of critical market changes, competitive developments, contracts, and M&A.	Bi-annual analyst presentations of key market findings, competitive shifts, and trends.	Dedicated team on-call to meet client enquiries, review forecast methodologies, or clarify proprietary data and analysis.
Custom Client Support	Data Navigator	
Board meeting presentations, onsite client workshops, and customer-focused events.	Access to Bluefield's Data platform for more real-time data updates and relevant dashboards.	

Research Themes

- Water efficiency & usage
- Water quality
- Environmental impact
- Wastewater reuse
- Desalination
- Global water risk

BLUEFIELD RESEARCH OFFICES

NORTH AMERICA
192 South St. // Suite 550
Boston, MA 02111
United States
T +1 617 910 2540
waterexperts@bluefieldresearch.com

EUROPE
Carrer de Sant Joan de la Salle 42
Edifici Technova, 2.12
08022 Barcelona, Spain
T +34 93 681 4325

About Bluefield Research

Companies approaching water as a business are often challenged by a lack of high quality, reliable information. Bluefield bridges this gap with actionable, data-backed analysis supported by a transparent research methodology and ongoing access to our global water experts. As an independent insight firm focused exclusively on water markets, executives rely on our suite of research services to validate their assumptions, address critical questions, and strengthen strategic planning processes.



Bluefield's Water Data Navigator



Data Inputs & Analysis

- **M&A Transactions (Technology, Equipment & Services)**
Quarterly Tracking of Number of Deals by Value (US\$), Target Company, Buyer, Buyer Ownership Type, Location (country, region), Water Segment (digital, diversified, EPC, midstream water, network and distribution, treatment), Primary Offering
- **Rankings of Leading Water Companies (Technology, Equipment & Services)**
Revenues, Total Sales from Non-Water Sources