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M&A in AI

Total number of AI deals, investor type, and most active countries

About Aventis Advisors

We advise founders of **technology and growth** companies on company exits and strategy.

Our focus sectors are **Software and IT Services.**

Our job is to make sure you **sell at the right time to the right people** for a fair valuation.
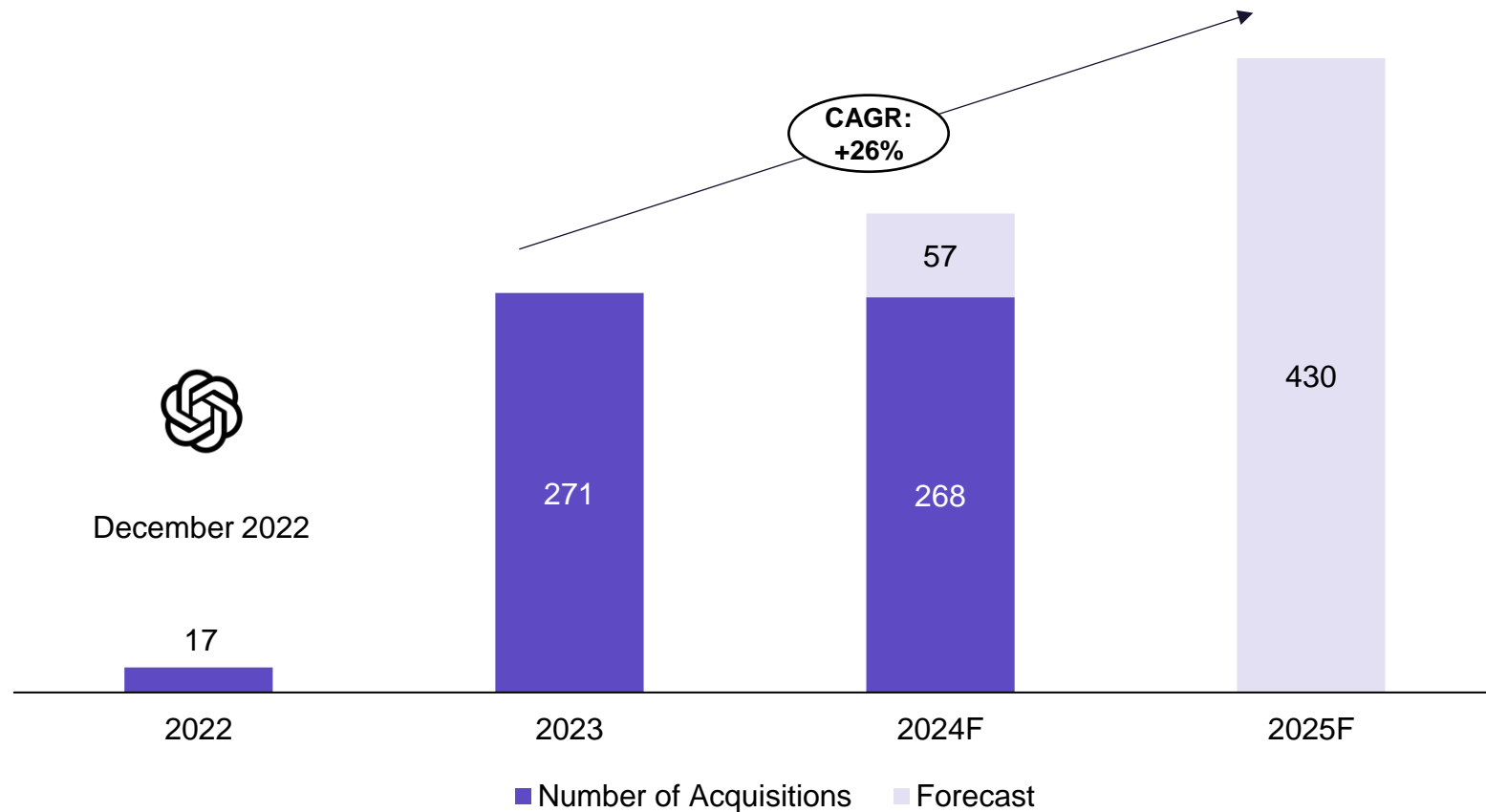
Technology M&A focus

Cross-border expertise

Thought leadership

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M&A in AI: Total number of AI acquisitions

The number of AI acquisitions in 2025 is forecasted to surpass 400 deals, aligning with a CAGR of 26% between 2023 and 2025
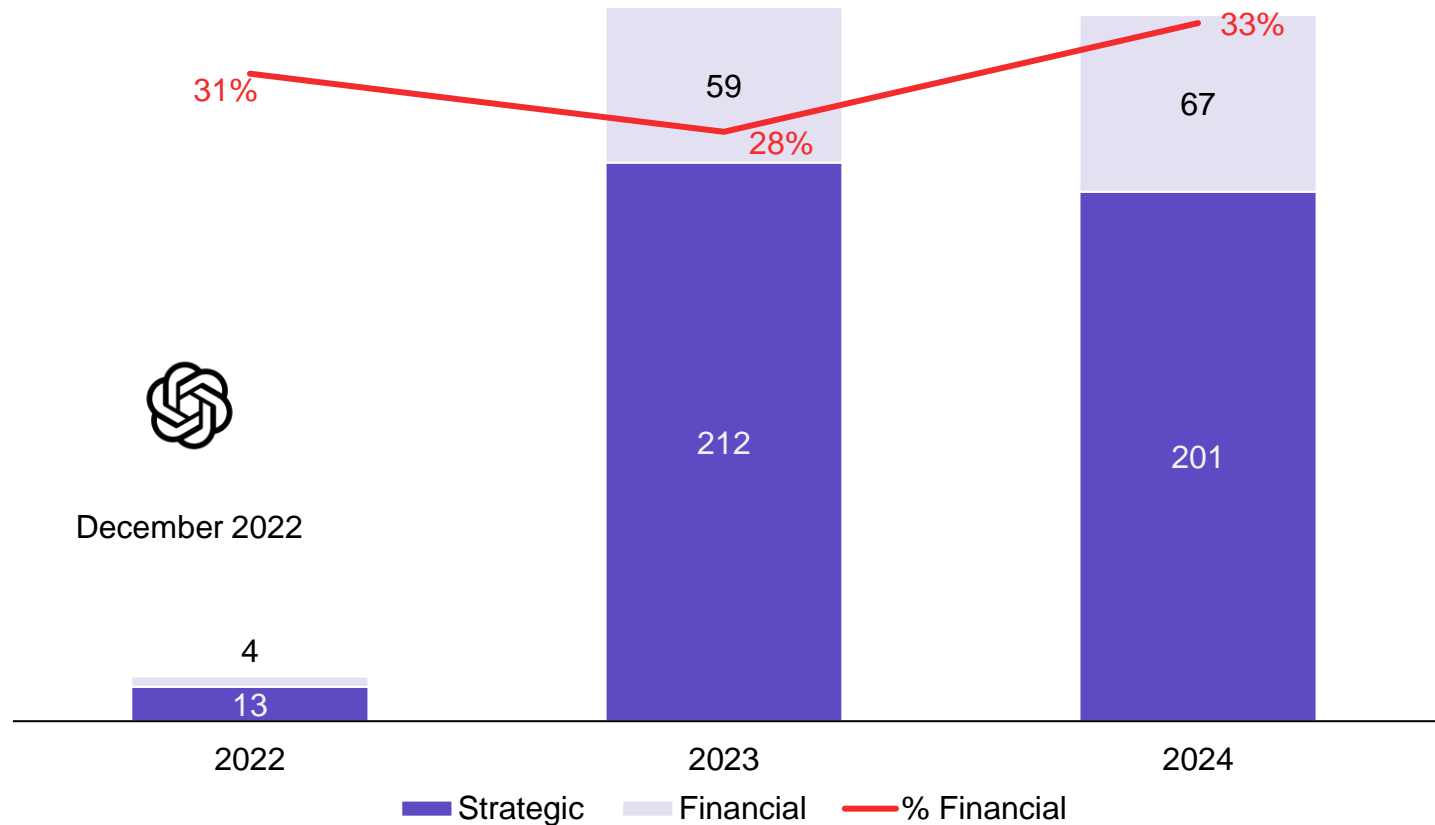
Number of AI acquisitions globally (2022 –2025F), #

Comment

- After experiencing substantial growth in the number of AI deals in 2024, global M&A activity in the sector is poised to maintain its upward trajectory

- The global AI market is projected to grow at a CAGR of 20% to 55%, and we believe AI M&A activity will mirror this trend, with a forecasted CAGR of around 26% between 2023 and 2025

- AI M&A activity is being driven by the need to enhance specific capabilities such as machine learning, data analytics, and automation, alongside growing interest from PE and VC funds looking to capitalize on AI's growth potential

CAGR: +26%

December 2022

57

271

268

430

17

2022   2023   2024F   2025F

■ Number of Acquisitions   ■ Forecast

Aventis *Advisors*   Source: Mergermarket, Aventis Advisors analysis

M&A in AI: By type of investor

Since the launch of ChatGPT, AI M&A activity has surged, with strategic investors leading the way

Number of AI acquisitions by investor type (2022 –2024), #

December 2022

31%
28%
33%

59
67
212
201
4
13

2022   2023   2024

■ Strategic   ■ Financial   — % Financial

Comment

- The first demo version of OpenAI's ChatGPT was introduced on Nov 30, 2022

- Since its launch, AI M&A activity has gained significant momentum, with strategic investors consistently outpacing financial investors in the pursuit of AI-driven opportunities

- Strategic acquisitions, typically driven by technology companies acting as acquirers, are primarily motivated by the desire to enhance product capabilities, accelerate market entry, expand into new markets, and strengthen competitive positioning by consolidating market share and reducing competition, a trend particularly evident in the software sector

- Financial investors, on the other hand, seek to capitalize on the high growth and revenue-generating potential of AI companies to derive substantial returns

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M&A in AI: By investor sector

Strategic investors in AI acquisitions are primarily drawn from the computer software and financial services sector

Share of investors' dominant sectors in the total number of AI acquisitions (Nov 2022 – 25 Nov 2024), %
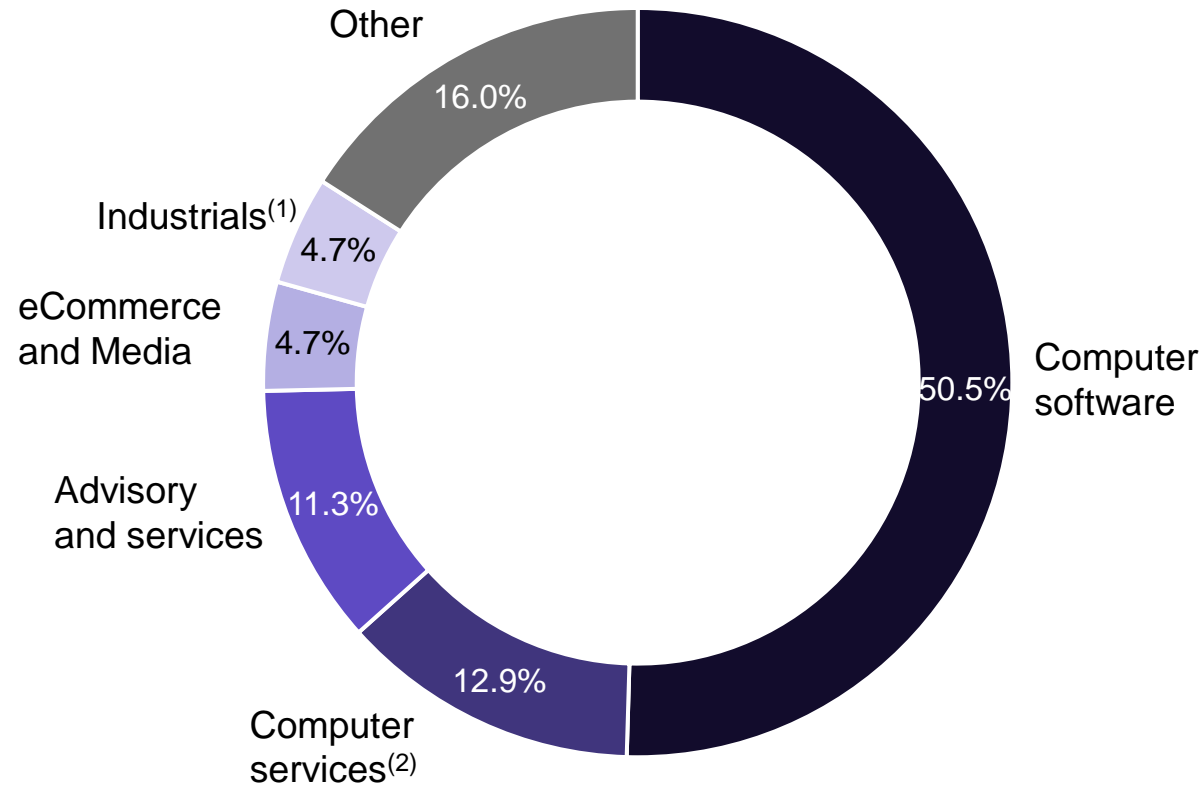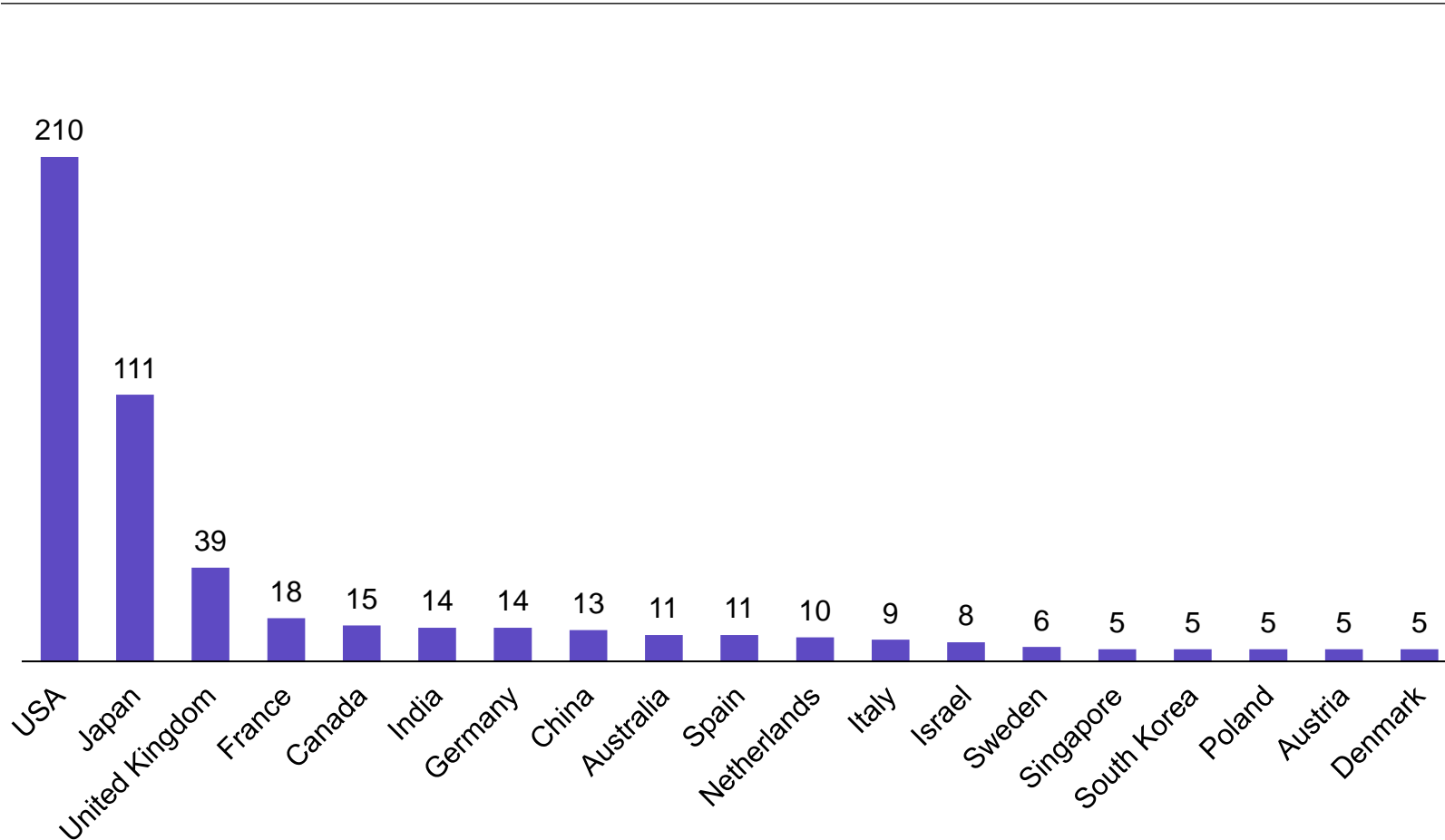
Comment

- Computer software is the largest sector among strategic acquirers in AI deals, accounting for over half of all acquisitions, showing that software companies are leading AI acquisitions to enhance their products or add AI-enabled features

- The second-largest sector, computer services, represents 12.9% of acquisitions, driven by the growing demand for AI infrastructure and support, as companies aim to optimize service delivery and provide scalable, AI-driven solutions

- Advisory and services account for 11.3% of acquisitions, indicating that firms are leveraging AI to enhance their consulting capabilities by offering more accurate data insights, automating analyses, and improving the quality of strategic advice

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M&A in AI: By country of target

AI activity is predominantly concentrated in the USA and Japan, with significant participation from Europe and emerging markets

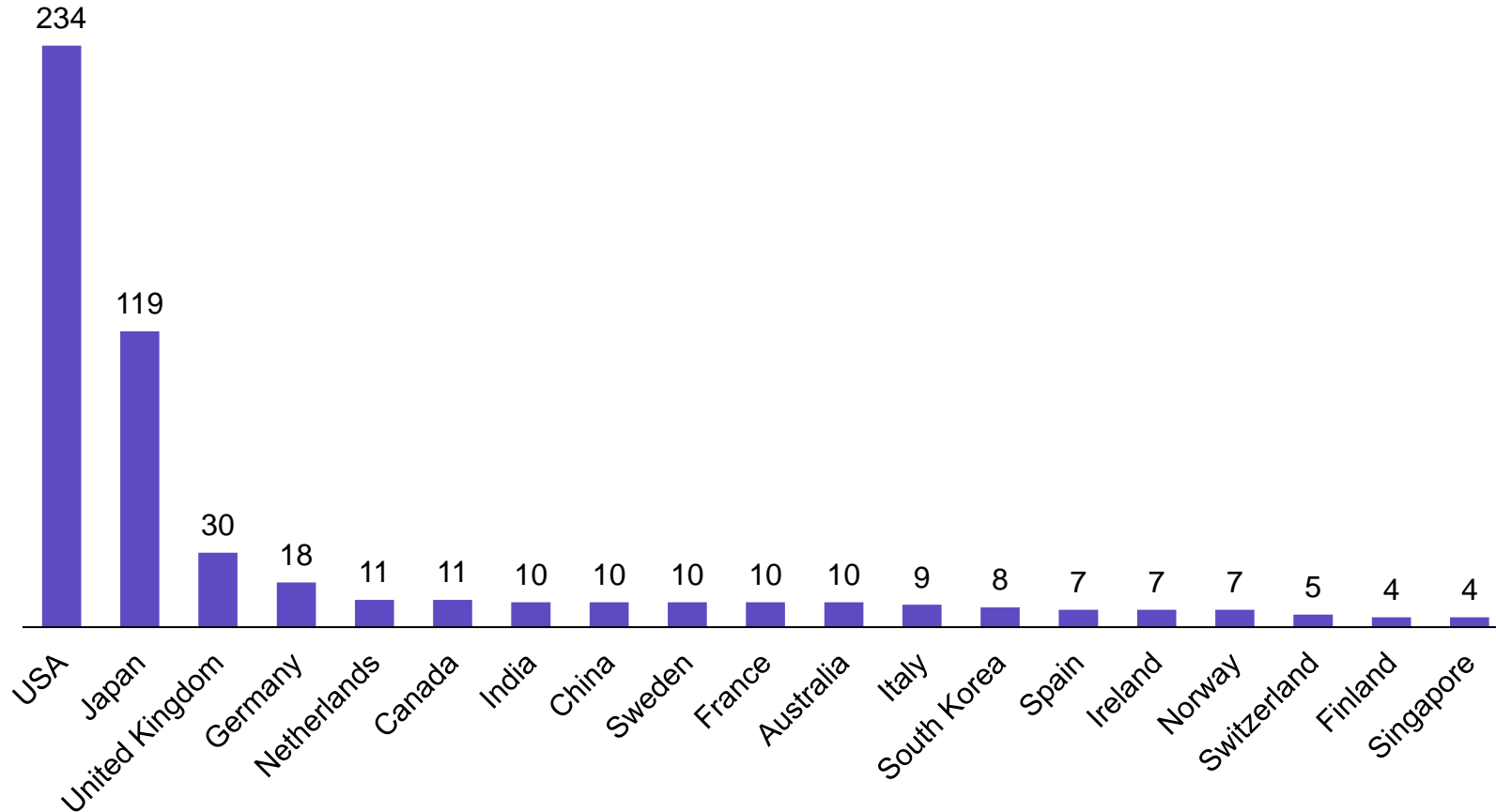**Number of AI acquisitions by country of target (Nov 2022 – 25 Nov 2024), #**

Comment

- The top three countries in AI M&A activity are the USA, Japan and the United Kingdom, with the USA leading by a large margin

- The USA leads AI growth, accounting for around 38% of global AI acquisitions during the considered period, home to most of the leading AI innovators and tech companies, which drives its dominance in AI M&A activity

- Similarly, in Japan and the United Kingdom, high demand for AI-powered solutions is primarily driven by computer software and services companies, alongside a growing number of financial investors eager to leverage AI for innovation and growth across various sectors

Source: Mergermarket, Aventis Advisors analysis

M&A in AI: By country of bidder

AI activity is predominantly concentrated in the USA and Japan, with significant participation from Europe and emerging markets

Number of AI acquisitions by country of Bidders (Nov 2022 – 25 Nov 2024), #

Country	#
USA	234
Japan	119
United Kingdom	30
Germany	18
Netherlands	11
Canada	11
India	10
China	10
Sweden	10
France	10
Australia	10
Italy	9
South Korea	8
Spain	7
Ireland	7
Norway	7
Switzerland	5
Finland	4
Singapore	4

Comment

- The USA dominates the AI acquisition landscape, with 42% of all global bidders coming from the country, highlighting its leadership in driving AI innovation and investment through M&A.

- Japan holds the second-largest share, accounting for 21% of AI acquisition bidders, underscoring its strong commitment to advancing AI technologies and expanding its influence in the global AI market

- The UK, Germany, Netherlands, and Canada follow as key players, with the UK leading the European market at 30 deals, and Germany, the Netherlands, and Canada each contributing around 10 deals

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Source: Mergermarket, Aventis Advisors analysis