

Dealmakers Respond to Impact of AI on Dealmaking

According to select survey respondents:

“It’s going to change everything.”

“Temporary bubble.”

“Defer to Claude.”

“Significantly, due to higher risk of disruption, especially in more ‘traditional’ industries.”

“Makes deals less work, but otherwise no impact.”

Improve Sourcing

- Disrupt diligence process
- Streamline information gathering and deal-sourcing
- Raise questions about how valuations are derived

Drive Efficiency

- Expedite (but not necessarily improve) diligence and analysis
- Shorter timeline to produce merger agreements
- More junior level tasks completed by AI, reducing headcount and costs

Shape Kinds of Deals

- Drive deals to buy AI capabilities, talent and infrastructure
- Consolidate AI startups, including some exits