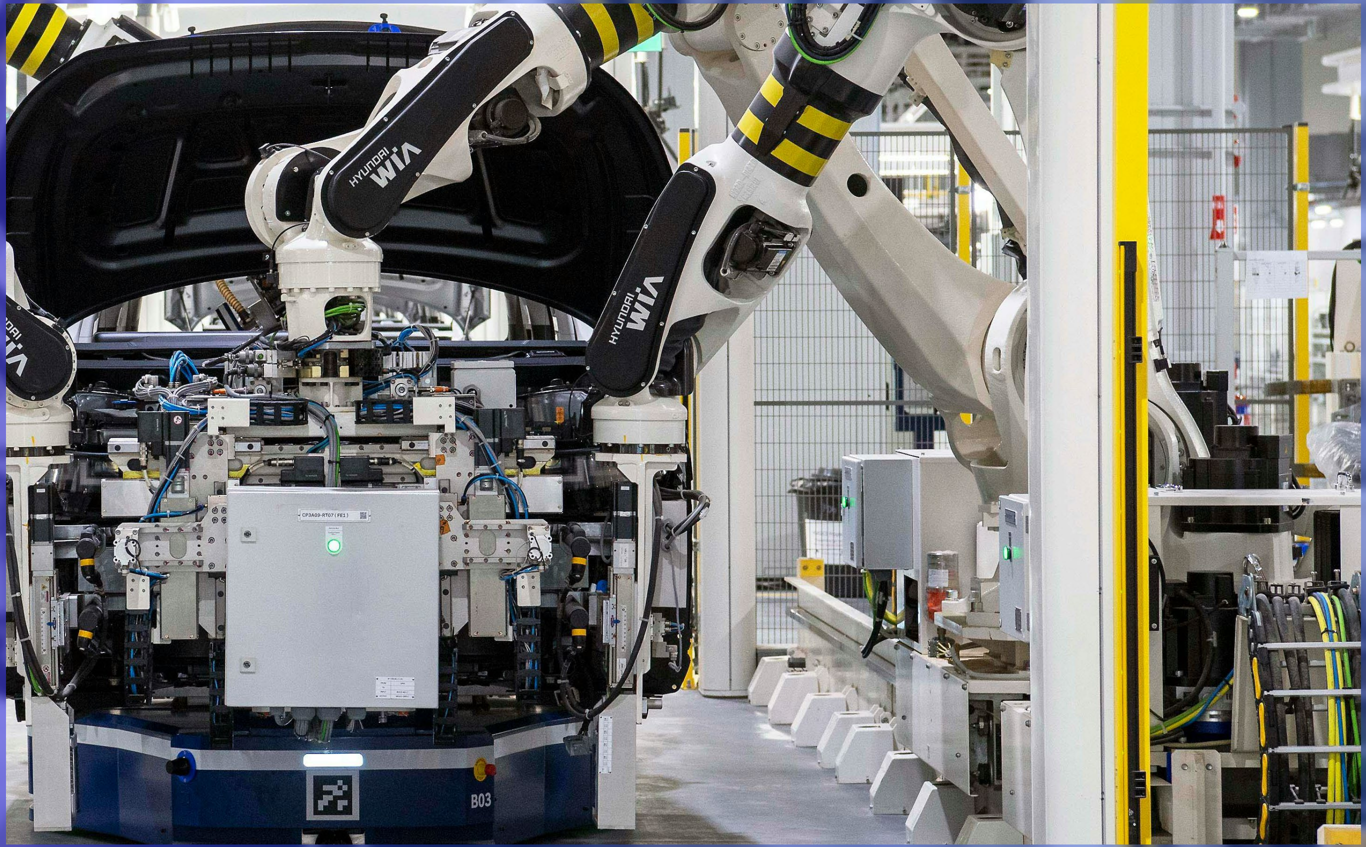
KPMG

# Seeing is Solving: VisionAI's Industrial Revolution

*How computer vision is becoming a critical component for vastly smarter, faster, and more efficient manufacturing*

KPMG CF AI+IoT Thought Leadership

Fall 2025



# Introduction

## VisionAI is Changing the Industrial Landscape

Advanced technologies are driving rapid evolution on the industrial landscape. The convergence of AI/IoT and computer vision is not just enhancing operations, **it's redefining what's possible**.

As first explored in our 2024 Year-in-Review Report (Jan., 2025), AI-powered IoT ("AI/IoT")and **VisionAI** deployments were largely in their initial stages but were already having huge impact for the early adaptors. AI/IoT was allowing technology-forward manufacturers and industrial operators to move beyond the data aggregation and analytics of traditional IoT to a reality in which AI was determining process steps, production issues and line flow actions and was empowered to take action leading to unprecedented levels of efficiency, safety, and innovation.

**Today, with VisionAI as "the eyes" of intelligent machines, we've crossed a threshold.** Production equipment is no longer just tools, they're perceptive partners, capable of seeing, understanding, and responding to the world around them. **VisionAI stands out as uniquely powerful in the context of industrial production**, capturing the physical world in ways not previously available, allowing a reimagining of manufacturing processes. VisionAI captures subtle anomalies, patterns buried deep in complexity, and the context of activity in the manufacturing space. It is able to trace the root cause of failures, fine-tunes processes and manage safety issues in real time, with a level of detail and sophistication that once felt out of reach. VisionAI brings awareness to machines, agility to operations, and resilience to entire systems.

As a result, **institutional investors and strategic acquirers** are focusing on the VisionAI innovators who are building scale, transforming end markets driving strong ROI for their customers.

While VisionAI is having dramatic impact across many end markets, including **retail, public safety, transportation, and healthcare**, to name just a few, we have chosen to focus this thought leadership on its industrial applications.

Finally, we put a spotlight on the most recent VisionAI M&A transaction. KPMG Corporate Finance advised VisionAI pioneer Leverege in its partnership with Cohere Capital Partners. (See page 10 for our case study)



**No longer a vision of the future, AI/IoT and VisionAI is here, driving transformation.**

# State of the Market: VisionAI

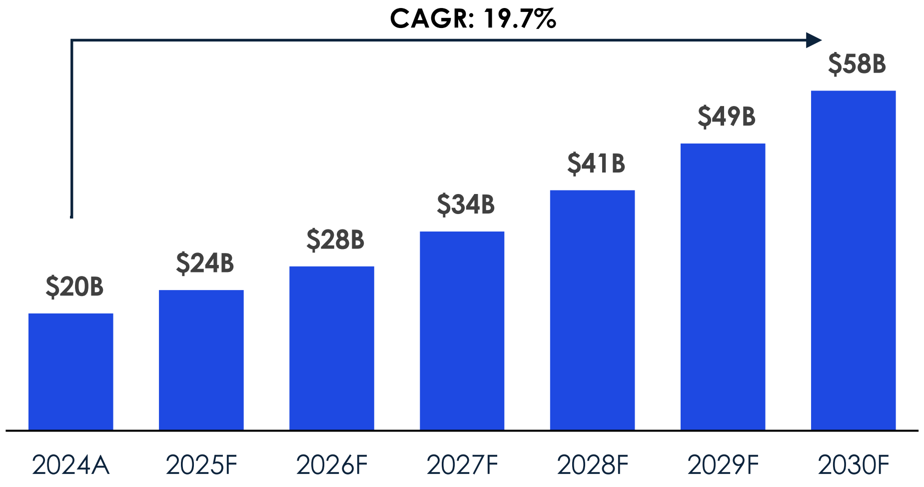
## Where are we?

On-shoring strategies, driven by supply chain challenges and, more recently, rising tariffs are prompting a surge in U.S. manufacturing investment, as companies seek to localize production and reduce reliance on global supply chains.

However, domestic manufacturers face higher labor and operational costs compared to international competitors. **To remain cost-competitive, many are turning to AI/IoT and VisionAI** as critical components for automation across production, quality control, and process optimization. These technologies are becoming central to driving production efficiencies, enabling scalable, cost-efficient manufacturing and delivering strong return on invested capital.

**The global computer vision market is projected to grow from $24B in 2025 to $58B by 2030[1].** This growth reflects increasing adoption of VisionAI across multiple **end markets including manufacturing, retail, public safety, transportation, and healthcare**, to name just a few. VisionAI is becoming essential for achieving both operational excellence and global competitiveness.

### Global Computer Vision Market ($B)[1]




### Emerging Computer Vision Features Driving Innovation

**Vision Transformers (ViTs):** Replacing CNNs in many tasks due to better global context understanding

**Generative AI Integration:** Using GANs and diffusion models to generate synthetic data and realistic visuals

**Multimodal AI:** Combining vision with text, audio, and sensor data for richer, context-aware understanding.

**Edge AI:** Real-time processing on devices without cloud dependency, crucial for autonomous systems and IoT

**Zero-shot & Open-vocabulary Detection:** Recognizing objects without prior training on specific categories

*Source: KPMG CF Research and 1. Grand View Research*

# State of the Market: VisionAI

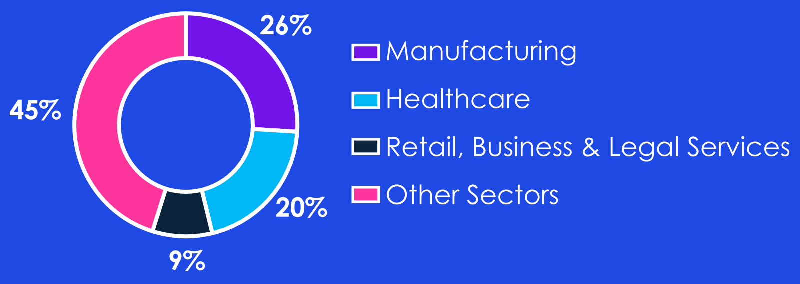
## Growing Investment & Increasing Adoption to Propel VisionAI Growth

### VisionAI is Capturing AI Investment Dollars

**30%+**

of the overall investment in AI is focused on VisionAI

### VisionAI: End Markets (2025)[3]




### IoT and Digital Twin Integration[2]

**95%**

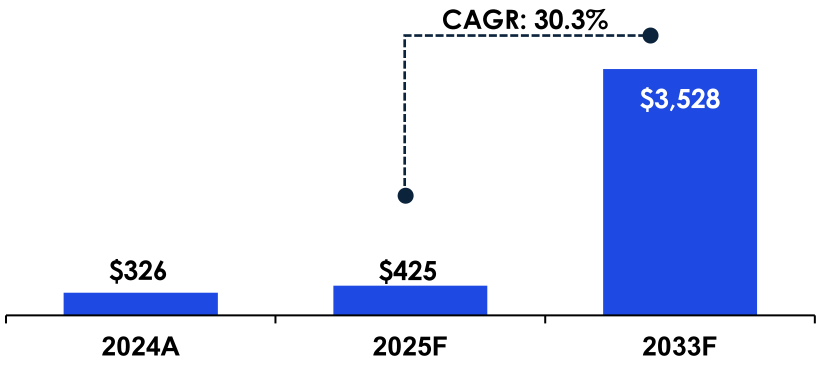
of all IoT platforms will contain some form of digital twinning capability by 2029

### AI-Enabled Predictive Maintenance[3]

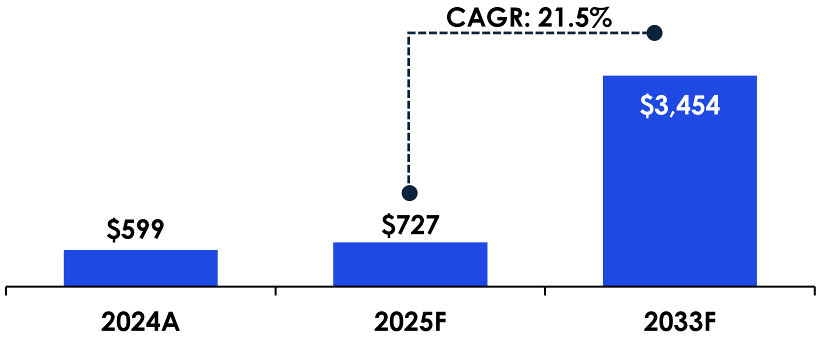
**12%**

CAGR projected for the AI-enabled predictive maintenance market from 2025 to 2030

### Global AI Market Size ($B)[3]




### Global IoT Market Size ($B)[3]




*Source: KPMG CF Research and 1. Mckinsey and Priceonomics, 2. MarketsandResearch, 3. Market.us*

f

# VisionAI: Powering the Evolution of the Industrial Revolution

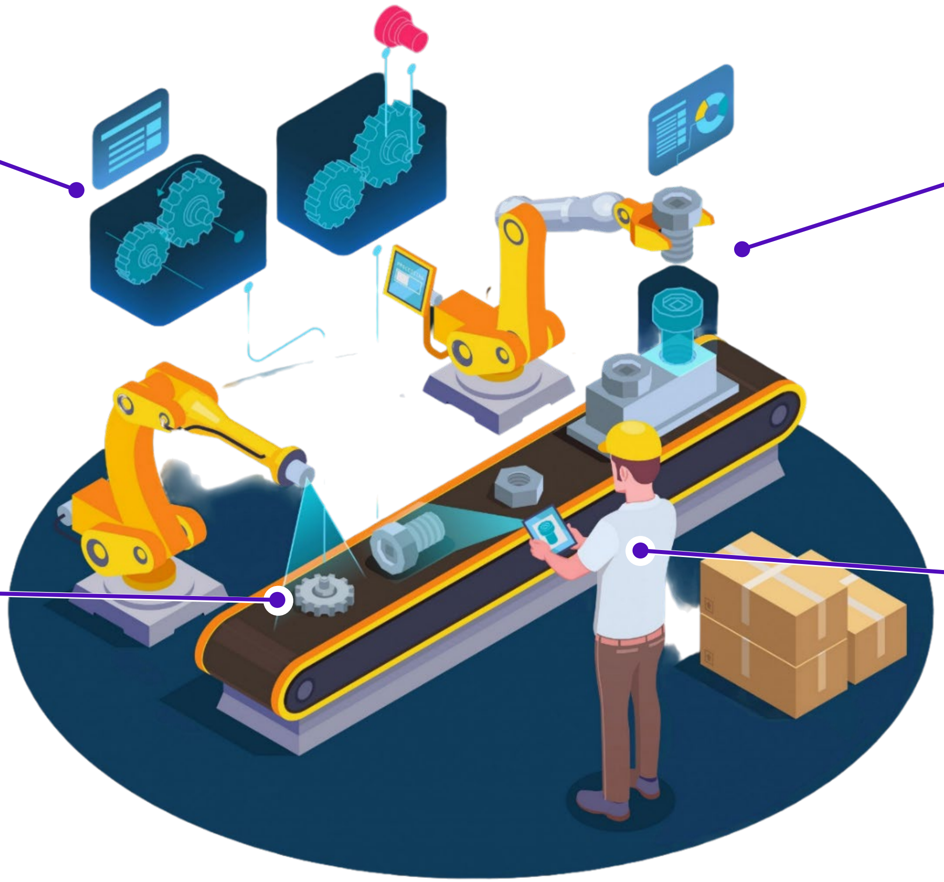
## How Innovative Manufacturers are Modernizing with VisionAI

### Process Automation

AI-powered visual systems to monitor, evaluate, and optimize each step of the production process by detecting inefficiencies and enabling real-time decision-making for improved operational performance.

### Digital Twins

Creates virtual replica assets, products, and processes to perform simulations, optimizations, and predictive maintenance



### Fault Detection

Utilizes emerging technologies such as sensors, IoT devices, and machine learning algorithms to predict and detect equipment failures

### Forensic Confirmation

AI-powered video analytics to generate timestamped, indexed, and cross-referenced visual evidence that reconstructs events with high fidelity

# Fault Detection

## Eyes That Never Blink

Fault detection has traditionally relied on physical sensors and manual inspections, which can be slow, error-prone, and limited in scope. VisionAI enhances this process by providing a non-invasive, scalable solution that can detect surface defects, misalignments, leaks, and wear in machinery or products with high precision. Using convolutional neural networks (CNNs) and anomaly detection models, VisionAI systems can flag faults in real time, even in visually complex or low-light environments, significantly reducing downtime and maintenance costs.

## Major Shift: AI-Powered Inspection on Legacy Camera Systems

Recent advances in VisionAI allow high-precision inspections using existing surveillance or industrial cameras, eliminating the need for close-range or micro-inspection setups.

These systems enable real-time defect detection, root cause analysis, and deep learning-based visual inspection – all without replacing hardware. These systems are cost-effective, scalable, and compatible with major camera brands, making them ideal for manufacturing, logistics, and infrastructure monitoring.

**AI-powered visual inspection achieves 97% defect detection accuracy versus 70% manually[1]**

**Fault detection is the leading driver for all 2025 AI implementations (32%)[2]**

**Companies using VisionAI have seen up to a 50% reduction in unplanned downtime[3]**

**Use Case[4]:**

- GE struggled with managing a vast array of industrial equipment, causing unplanned maintenance and failures, leading to costly repairs and significant downtime

**Impact:**

- Reduced unplanned downtime by up to 20%
- Reduced unscheduled engine removals by 25% for airlines clients
- Increase in power generation efficiency for energy clients by 10%
- Reduced total maintenance costs of manufacturing clients by 30%

**How it works:**

- Implemented its AI-driven predictive maintenance solutions, "Predix" across its industrial operations which analyzes real-time data, detects anomalies and predicts potential failures before they happen

*Source: KPMG CF Research and 1. Averroes, 2. Capgemini Research Institute, 3. Voxel51, 4. Profeshh Website*

# Forensic Confirmation

## Turning Visual Data into Verifiable Truths

VisionAI enhances traceability by linking visual records to specific batches, machines, or operators and ensuring accuracy by matching with ERP and inventory management systems.

This level of granularity supports regulatory compliance in industries like pharmaceuticals, food processing, and aerospace, where documentation and accountability are critical.

## AI/IoT-Powered Proof in Real Time

Forensic confirmation in industrial settings often involves time-consuming reviews of logs, sensor data, and manual reports. VisionAI transforms this process by providing visual evidence that can be timestamped, indexed, and cross-referenced. In the event of a failure, safety incident, or quality issue, AI-powered video analytics can reconstruct the sequence of events with high fidelity, offering a clear, unbiased account of what occurred. This is invaluable for root cause analysis, compliance audits, and insurance claims.

VisionAI not only accelerates investigations but also builds trust with stakeholders through transparent, data-backed reporting.

**VisionAI agents provide 24/7 monitoring with 95%+ accuracy, enabling real-time decision-making and reduced human intervention[1]**

**Integration of AI-powered hazard detection and VisionAI reduces workplace injuries by 20%[2]**

**AI tools cut forecasting errors by 50% and reduce sales lost from inventory shortages by 65%[3]**

BOSCH

**Use Case[4]:**

- Bosch wanted to improve process quality and traceability at its Brazilian facility, manufacturing diesel engine inspection systems by automating inspections to minimize manual checks post-production

**Impact:**

- Achieved improved production of 7k parts per day
- Decreased false rejections to 5%
- Improved OCR and OCV capabilities

**How it works:**

- Updated vision system use three GigE cameras to capture codes on cylindrical metal surfaces and barcodes on packaging
- This information is processed by design assistant software, which verifies data and communicates result to the PLC managing manufacturing process

*Source: KPMG CF Research and 1. Ripik AI Website, 2. Arvist Website, 3. IBM Website, 4. Zebra Technologies Website*

# Digital Twins

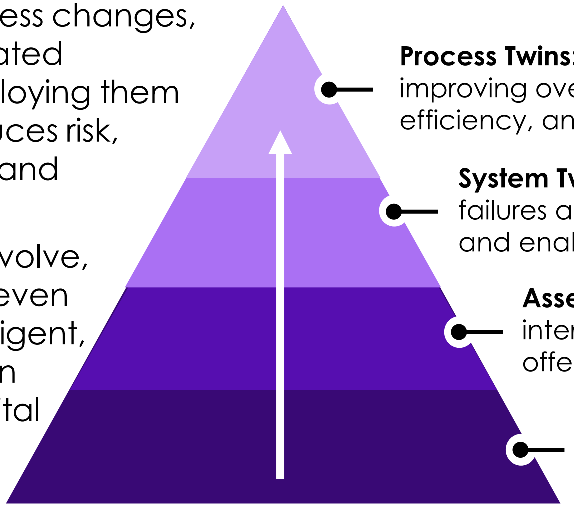
## Smarter Manufacturing Starts with a Digital Mirror

VisionAI is playing a pivotal role in making Digital Twins more dynamic and accurate. By continuously feeding real-time visual data into digital twin models, VisionAI ensures that these virtual environments reflect the current state of the physical world. This enables more precise simulations, predictive maintenance, and scenario testing. For example, a digital twin of a production line can use VisionAI to detect wear on conveyor belts or misalignment in robotic arms, updating the model accordingly.

In the context of IIoT, engineers can interact with a visually enriched twin to diagnose issues, test process changes, or train AI agents in simulated environments before deploying them in the real world. This reduces risk, enhances collaboration, and accelerates innovation.

As VisionAI continues to evolve, digital twins will become even more immersive and intelligent, bridging the gap between physical operations & digital strategy.

### Types of Digital Twins



**Process Twins:** Allows for analyzing and improving overall performance, operational efficiency, and process scalability

**System Twins:** Detect potential failures and system performance, and enables optimization

**Assets Twins:** Tracks components interacting within the system by offering enhanced performance

**Component Twins:** Allows for real-time monitoring of each part's performance

**Digital Twin market is expected to grow from $29B in 2025 to $99B by 2029 (CAGR of 35.9%)[1]**

**29% of global manufacturers use digital twin strategies, with 65% of decision-makers planning adoption soon[2]**

**Over 4,630 patents and over 910 startups are actively innovating in this space[1]**

**Use Case[3]:**

- BMW wanted to transform global manufacturing operations by implementing digital twin technology to streamline production planning to increase efficiency across more than 30 production sites

**Impact:**

- 40% reduction in production planning costs
- Significant reduction in time to integrate new vehicle model into production line

**How it works:**

- Employed digital twins powered by NVIDIA Omniverse to create virtual replicas of all production plants
- High-precision 3D scans combined with AI-driven analytics enables automated verification and collision detection, eliminating the need for manual test runs and reducing downtime

*Source: KPMG CF Research and 1. StartUs Insights, 2. IoT Analytics, 3. IQPC Website*

# Process Automation

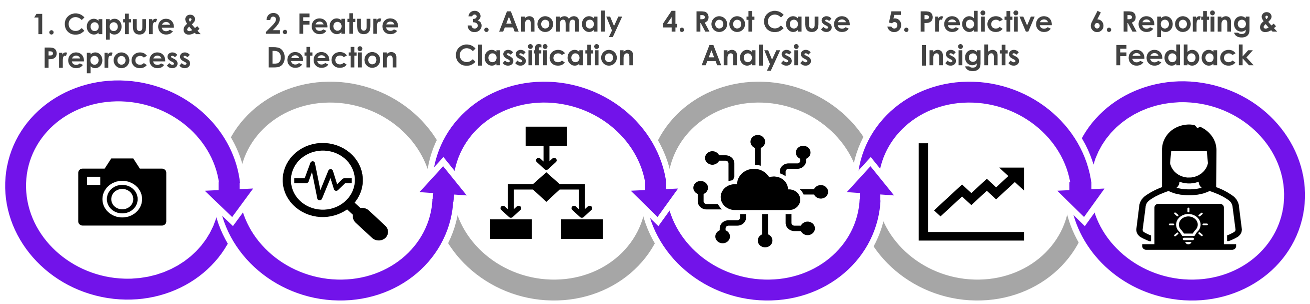
## Accelerating Efficiency with Accuracy

VisionAI is revolutionizing process automaton by enabling real-time, high-resolution monitoring of complex workflows in dynamic environments. Traditional sensor-based systems often fail to capture nuanced visual cues, such as subtle changes in material texture, color, or alignment, or out-of-place personnel that can indicate inefficiencies, production deviations, or critical safety issues.

VisionAI systems, powered by deep learning and edge computing, can continuously analyze video feeds from production lines to detect micro-patterns and anomalies that would otherwise go unnoticed. This allows manufacturers to optimize throughput, reduce waste, and maintain consistent product quality without interrupting operations.

By integrating seamlessly with existing industrial IoT infrastructure, VisionAI not only enhances operational visibility but also enables predictive interventions that reduce downtime and drive continuous improvement.

## Process Automation Feedback Loop




*Source: 1. Technavio, 2. State of Manufacturing Technology Survey by Rootstock Software, 3. Advantech Website*

**Industrial automation market is likely to grow at a CAGR of 10.3% from $222B in 2025 to $328B in 2029[1]**

**North America represents 25% of global industrial automation with market size of $55B in 2025[1]**

**48% of manufacturers are deploying AI for automation use cases[2]**

ADVANTECH

**Use Case[3]:**

- Global semiconductor customer wanted to deploy AI to monitor operations, conduct post-production analysis, and improve overall production

**Impact:**

- Real-time plant monitoring and automated abnormal alarms
- Maximized production efficiency and improved workflow
- Unified responsiveness and centralized decision-making

**How it works:**

- Deep learning models interpret live video streams, enabling machines to detect, classify, and respond to visual patterns such as defects, misalignments, or workflow deviations in real time without human intervention

# KPMG Transaction Spotlight: Leverege Vision AI

KPMG

COHERE CAPITAL

Completed a majority recapitalization investment in

LEVEREGE

**September 2025**

## Transaction Summary

- **Sector:** VisionAI/Digital Transformation
- **Seller Profile:** Headquartered in Rockville, MD, Leverege provides a suite of AI-native software and VisionAI products that drive digital transformation efficiently and effectively, automating data capture and processing, enabling deep operational visibility, and driving real-time action for its customers in the automotive, manufacturing, and retail industries
- **Buyer Profile:** Cohere Capital is a growth-focused PE firm located in Boston that invests in the lower middle market. The firm prefers to make majority or influential minority investments in the tech-enabled services and software sectors
- **Deal Announcement:** Link

## LEVERAGE PRODUCTS

**AutoTrace** : Scalable and customizable AI real-time indoor and outdoor asset tracking, with an emphasis on preventing theft, optimizing utilization, and increasing labor efficiency

Automotive | Construction

**ExpressLane** : VisionAI-based real-time queue analytics product that reduces customer wait times, minimizes queue abandonment, and increases sales

Grocery

**PitCrew** : AI-based real-time service bay intelligence product that enhances bay utilization, increases daily invoices, reduces customer wait times, & improves throughput with instant bottleneck alerts

Tire Service Centers | Oil Change Centers

**WorkWatch** : AI-based monitoring for quality, compliance, and productivity that reduces manual labor hours, improves incident detection / resolution, and increases quality and process transparency

Manufacturing

## Objectives

With an ever-growing number of pilots / implementations and **increasing demand** across **multiple end markets**, Leverege **needed a partner** that could help maintain and accelerate growth and **possessed the following characteristics**:

- Deep understanding of the AI-native software market
- Technology-focused investor capable of leveraging the Company's unique product capabilities to accelerate growth
- Investor offering both liquidity/de-risking for early investors / founders, as well as significant equity upside going forward

## Process / Result

KPMG's knowledge of AI-powered digital transformation sector enabled the team to:

- Swiftly identify investors who understand the sector and can help Leverege accelerate growth
- Precisely convey the "Leverege story" to investors, highlighting the enormous market opportunity, compelling financial profile, and scarcity value of the asset

**Result: Leverege successfully achieved a majority recap investment by Cohere Capital. Through a competitive process and negotiation, KPMG exceeded shareholders' expectations**

> "We performed extensive diligence on other investment banking firms during our selection process but ultimately selected KPMG CF based on their deep relationships with potential investor partners, negotiation and critical thinking skills, and unparalleled expertise in advising SaaS companies focused on Internet of Things (IoT) and VisionAI technologies. Their professionalism, work ethic, market knowledge, and unwavering commitment to client success were evident throughout our engagement and their meticulous attention to detail was instrumental in navigating the many demanding aspects of the deal process. Ultimately, their dedication and expertise made all the difference in achieving our successful outcome and we couldn't be happier with the results.""
>
> *- Eric Conn, Co-founder and CEO*

*Note: The information contained in this communication may not be representative of the experience of other clients*

# Computer Vision Landscape by Capability

For a full landscape map, please reach out to jradecki@kpmg.com

## Image Recognition

TELEDYNE TECHNOLOGIES

## Video Intelligence

LEVEREGE

## Facial Recognition

intel

## Fault Detection

BOULDER IMAGING

## Mobility

TESLA

## Inventory Management

## Digital Twins

OPENSPACE

## AR and VR

SONY

# Computer Vision Landscape by End Market

For a full landscape map, please reach out to jradecki@kpmg.com

## Intelligent Retail

365 Retail Markets

## Public Safety

TURING

## Smart Manufacturing

EUREKA ROBOTICS

## Medical Imaging

MEDIVIS

## Supply Chain and Logistics

StereoLabs*

## Crop Monitoring and Analysis

JOHN DEERE

## Energy

DATASEE.AI

# AI + IoT M&A Highlights

**Over the past 12 months, momentum in AI and IoT M&A has been fueled by strong sector-wide tailwinds, with strategic acquirers actively pursuing deals to expand their capabilities and strengthen competitive positioning in a rapidly evolving landscape**

Total global AI + IoT deal volume in last 12 months

**306**

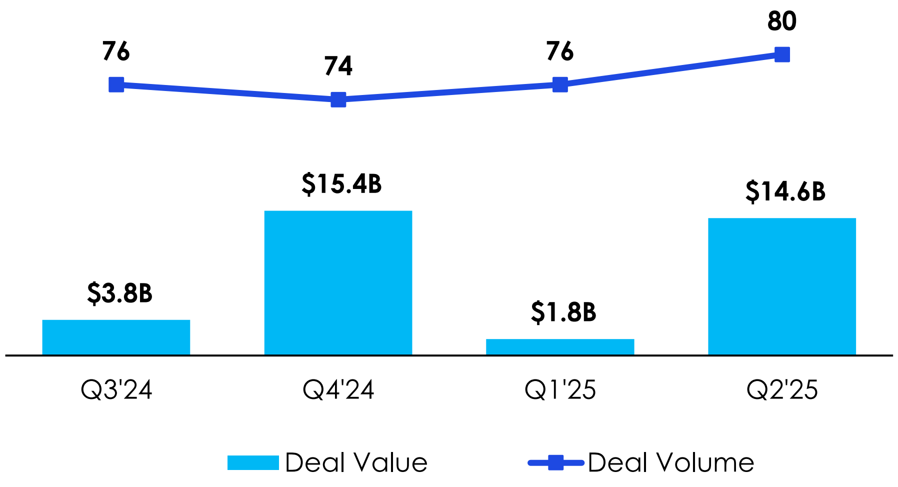
**$35.5B**

Aggregate deal value in last 12 months

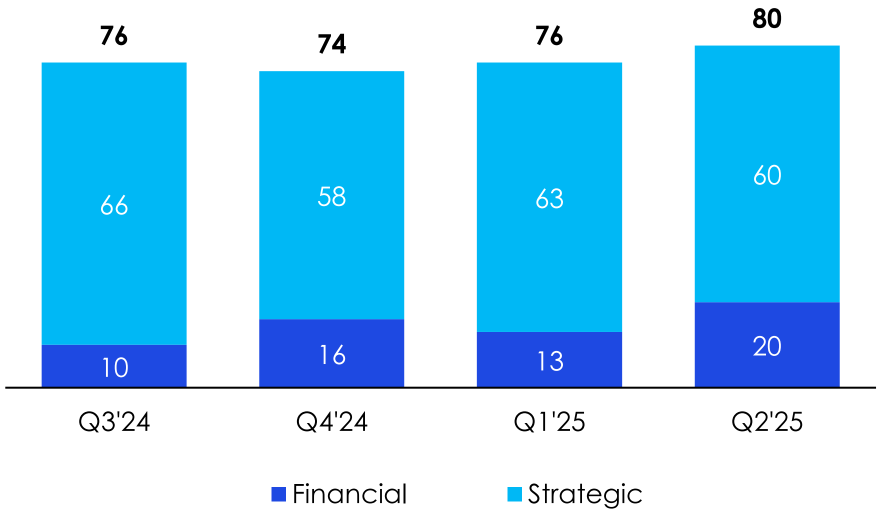
**80%+**

deals in last 12 months were conducted by strategic investors

## AI + IoT M&A Activity




## Strategic vs. Financial Investors




*Source: 451 Research*

# Transaction Spotlight (1/2)

| Date | Target | Acquirer |
|---|---|---|
| Aug 2025 | EMOTION3D | indie |

EV: $20M | EV / Revenue: NA | EV / EBITDA: NA

**Target Overview**

Provides AI-enabled in-cabin analysis software for automotive manufacturers globally. Offerings include driver monitoring systems (DMS), occupant monitoring systems (OMS), and passenger analysis

**Deal Rationale**

The acquisition gives Indie an opportunity to offer **co-optimized hardware-software solutions** for ADAS applications and **AI-based perception solution** for embedded automotive vision and radar sensing

*"Our software technology is uniquely suited to indie's embedded vision and radar hardware solutions, and access to in-house silicon will help accelerate our ambitious multi-sensor roadmap.*

**- Dr. Florian Seitner, CEO & Co-Founder, Emotion3D**

| Date | Target | Acquirer |
|---|---|---|
| Aug 2025 | VAYU ROBOTICS | serve |

EV: $58M | EV / Revenue: NA | EV / EBITDA: NA

**Target Overview**

Provides a robotics platform for developing automotive sensing, autonomous vehicles, and robotics, featuring AI foundation models, sensing systems, and imaging development kits

**Deal Rationale**

The acquisition **solidifies Serve's leadership position in robotic delivery and autonomous robotic navigation**, providing a roadmap toward wide-scale deployment of autonomous robots on sidewalks across the US

*This step marks a significant milestone in Serve's roadmap toward wide-scale deployment of autonomous robots on sidewalks across the nation, aligning with industry predictions of rapid robot adoption.*

**Dr. Ali Kashani, CEO & Co-Founder, Serve Robotics**

| Date | Target | Acquirer |
|---|---|---|
| Jan 2025 | oosto | metropolis |

EV: $125M | EV / Revenue: 6.3x | EV / EBITDA: NA

**Target Overview**

Provides AI-based facial recognition and video analytics software for access control applications across various industries including, public safety, manufacturing, retail, and healthcare

**Deal Rationale**

The acquisition to expand Oosto's reach and accelerate its leading AI-powered safety and security solutions, **furthering both companies' ability to deliver transformative real-world AI applications**

*At Oosto, we've consistently raised the bar for AI accuracy and performance to safeguard people across environments, from factory floors and college campuses to transit hubs. Partnering with Metropolis allows us to amplify our impact, extend our reach.*

**- Avi Golan, CEO, Oosto**

*Sources: 451 Research and Press Releases*

# Transaction Spotlight (2/2)

## Virtek / AMETEK

| Date | Target | Acquirer |
|---|---|---|
| Oct 2024 | Virtek | AMETEK |

**EV:** $118M | **EV / Revenue:** 2.9x | **EV / EBITDA:** NA

**Target Overview**

Manufactures 3D laser projection, cameras, and inspection systems. The company offers software that provides features for AI-powered CAD visualization, machine vision, automation, and process monitoring

**Deal Rationale**

This acquisition **enhances AMETEK's capabilities in precision measurement and quality control** across various industries

*"Virtek is an outstanding acquisition and an excellent strategic fit with our Creaform business. Their strong technology capabilities nicely complement Creaform's enabling a broader suite of automated 3D scanning and inspection capabilities supported by advance software and algorithms."*

**- David A. Zapico, Chairman & CEO, AMETEK**

## Altair / Siemens

| Date | Target | Acquirer |
|---|---|---|
| Oct 2024 | Altair | Siemens |

**EV:** $10.1B | **EV / Revenue:** 15.7x | **EV / EBITDA:** 120.0x

**Target Overview**

A computational intelligence company that provides software and cloud solutions in simulation, high-performance computing, data analytics, and AI space

**Deal Rationale**

The acquisition **enhances Siemens' industrial software and AI capabilities** by integrating Altair's data science and AI-powered simulation portfolio

*"The addition of Altair's capabilities in simulation, high performance computing, data science, and artificial intelligence together with Siemens Xcelerator will create the world's most complete AI-powered design and simulation portfolio."*

**- Roland Busch, President and CEO, Siemens**

## Simumatik / Virtualware

| Date | Target | Acquirer |
|---|---|---|
| Oct 2024 | Simumatik | Virtualware |

**EV:** $1.5M | **EV / Revenue:** NA | **EV / EBITDA:** NA

**Target Overview**

Provides digital twin tools development software that offers features such as virtual reality, 3D model conversion, collaboration, editing, and modelling

**Deal Rationale**

The acquisition to fully integrate Simumatik's capacities, **accelerating Virtualware's position in the real-time 3D enterprise software industry**. It is also in line with Virtualware's strategic plan

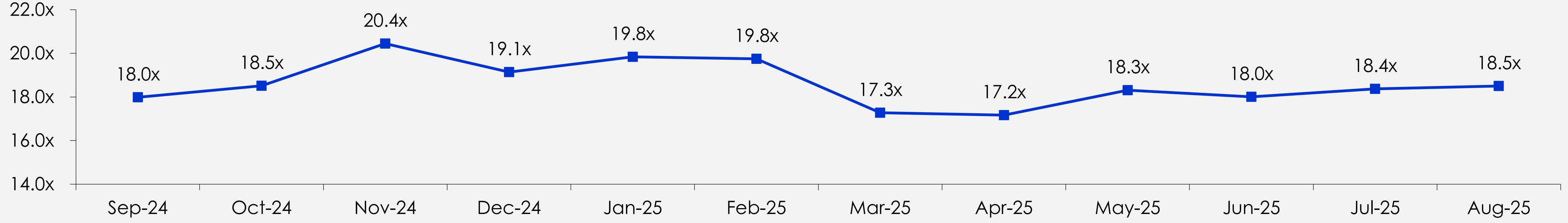
*"The implications of this acquisition will be substantial for Virtualware and the industry. Our offering to our clients will now include enhanced capabilities in digital twin technology, and our market standing will be intensified toward delivering valuable real-time 3D solutions."*

**- Unai Extremo, CEO, Virtualware**

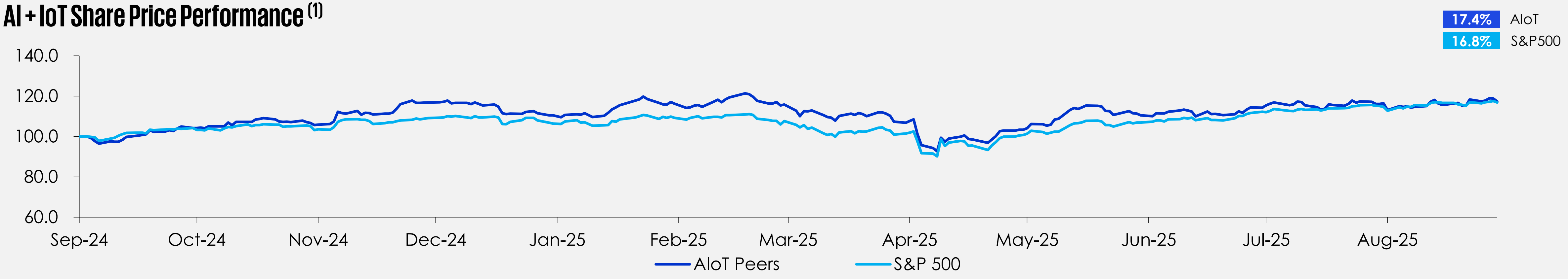
*Sources: 451 Research and Press Releases*

# AI + IoT Comps EBITDA Multiple & Stock Analysis

## AI + IoT EV / LTM EBITDA Multiples (1)




## AI + IoT Share Price Performance (1)




*(1) Market data as of Aug 31, 2025*
*Source: CapitalIQ*

# Notable AI + IoT M&A Activity (1/4)

| Date | Target | Acquirer | Target Country | Buyer Type | Enterprise Value ($M) | LTM Revenue ($M) | EV / LTM Revenue (x) | Target Description |
|---|---|---|---|---|---|---|---|---|
| Aug-25 | Viaduct | Sumitomo Rubber | US | Strategic | $104.0 | - | - | connected vehicle health technology |
| Aug-25 | Telemetrics | EVS Broadcast Equipment | US | Strategic | $6.5 | $12.0 | 0.5x | Robotic camera control systems |
| Aug-25 | Vayu Robotics | Serve Robotics | US | Strategic | $57.9 | - | - | Autonomous navigation robotic systems |
| Aug-25 | u-blox | Advent International | Switzerland | Financial | $1,267.0 | $290.1 | 4.4x | Chips, modules, connected devices |
| Aug-25 | Evolutions AI | Power Technology Group | US | Strategic | $200.0 | - | - | Real time data analytics software |
| Aug-25 | ASIOT | MytePro Technology | Japan | Strategic | $4.7 | - | - | Meter reading camera systems |
| Aug-25 | emotion3D | indie Semiconductor | Austria | Strategic | $20.0 | - | - | AI-enabled in-cabin analysis software |
| Jul-25 | Flexport (Convoy Platform) | DAT Solutions | US | Strategic | $250.0 | - | - | Freight management software |
| Jul-25 | Earth Science Analytics | Imdex Limited | Norway | Strategic | $17.0 | - | - | AI-powered geoscience software |
| Jul-25 | UFACTORY | Cheetah Mobile | China | Strategic | $13.9 | - | - | Robotic arms and automation systems |
| Jun-25 | Iris Studio | Audinate | US | Strategic | $24.0 | - | - | AI camera control software |
| Jun-25 | Simmonds Precision Products | TransDigm Group | US | Strategic | $765.0 | - | - | Fuel & proximity sensing systems |
| Jun-25 | Digital Global Systems | Casa Del Fuego Family Office & Trust | US | Strategic | $5,000.0 | - | - | RF spectrum monitoring software |
| Jun-25 | Be-Mobile | EasyPark AB | Belgium | Financial | $196.8 | - | - | Mobility & traffic management software |

*Source: 451 Research*

# Notable AI + IoT M&A Activity (2/4)

| Date | Target | Acquirer | Target Country | Buyer Type | Enterprise Value ($M) | LTM Revenue ($M) | EV / LTM Revenue (x) | Target Description |
|---|---|---|---|---|---|---|---|---|
| Jun-25 | ELATEC | Allegion plc | Germany | Strategic | $379.0 | - | - | RFID readers systems & software |
| Jun-25 | Baker Hughes (PSI product line) | Crane Company | US | Strategic | $1,150.0 | - | - | Sensor & measurement systems |
| Jun-25 | Catalyft Labs | Catapult Group | US | Strategic | $28.4 | - | - | Athlete monitoring systems |
| May-25 | Likeo | KiranaPro Software | India | Strategic | $1.0 | - | - | Virtual try-on mobile application |
| May-25 | GEOST | Rocket Lab | US | Strategic | $275.0 | - | - | Electro-optical & infrared payload systems |
| May-25 | io Products | OpenAI | US | Strategic | $6,493.5 | - | - | Screenless phone & home gadgets manufacturer |
| Apr-25 | Channel Factory | Truelink Capital | US | Financial | $240.0 | - | - | Social media video advertising software |
| Apr-25 | RBCS | Voye Global | Israel | Strategic | $19.0 | - | - | eSim provider |
| Apr-25 | Welotec | Westermo | Germany | Strategic | $38.0 | $24.8 | 1.5x | Industrial IoT systems |
| Mar-25 | 3D at Depth | Kraken Robotics | US | Strategic | $17.0 | $14.0 | 1.2x | Subsea LiDAR laser systems |
| Mar-25 | Skytech | Nightfood | US | Strategic | $1.2 | - | - | Hospitality service automation robots manufacturer |
| Feb-25 | UPPay | Nayax | Brazil | Strategic | $5.1 | - | - | Digital payment & telemetry systems & software |
| Jan-25 | SmartCover | Badger Meter | US | Strategic | $184.9 | $35.0 | 5.3x | Sewer levels & manhole monitoring systems |
| Jan-25 | Edge Autonomy | Redwire Corporation | US | Strategic | $925.0 | $222.0 | 4.2x | UAV systems |

*Source: 451 Research*

KPMG

# Notable AI + IoT M&A Activity (3/4)

| Date | Target | Acquirer | Target Country | Buyer Type | Enterprise Value ($M) | LTM Revenue ($M) | EV / LTM Revenue (x) | Target Description |
|---|---|---|---|---|---|---|---|---|
| Jan-25 | TTTech Auto | NXP Semiconductors | Austria | Strategic | $625.0 | - | - | SDVs safety hardware & software |
| Dec-24 | Wannaby | Perfect Corp. | US | Strategic | $6.0 | - | - | AR & VR try-on mobile applications |
| Dec-24 | EvolutionIQ | CCC Intelligent Solutions | US | Strategic | $730.0 | - | - | Disability & injury claims management software |
| Dec-24 | Inertial Labs | Viavi Solutions | US | Strategic | $117.9 | - | - | Inertial positioning & navigation systems |
| Dec-24 | Machfu | New Asia Holdings | US | Strategic | $1.2 | - | - | Machine health monitoring systems & software |
| Nov-24 | Quercus Technologies | TagMaster | Spain | Strategic | $6.8 | $6.7 | 1.0x | Parking guidance systems & cameras |
| Nov-24 | BlueHalo | AeroVironment | US | Strategic | $4,100.0 | $886.0 | 4.6x | Laser weapon & communications system |
| Nov-24 | NetComm Wireless (enterprise IoT portfolio) | Lantronix | Australia | Strategic | $6.5 | - | - | Gateways, routers & modems |
| Oct-24 | Nevis Technology | Vaisala | UK | Strategic | $2.3 | $1.9 | 1.2x | Weather monitoring system & software |
| Oct-24 | Virtek Vision | AMETEK | Canada | Strategic | $117.5 | $40.0 | 2.9x | 3D laser projectors manufacturer |
| Oct-24 | Altair Engineering | Siemens | US | Strategic | $10,187.5 | $644.7 | 15.8x | CAE, analytics & EDA software |
| Oct-24 | C-Trace | Tomra Systems | Germany | Strategic | $75.3 | $22.7 | 3.3x | Waste management software & systems |
| Oct-24 | Simumatik | Virtualware | Sweden | Strategic | $1.5 | - | - | Digital twin tools development software |
| Oct-24 | Evimate | Logiq | US | Strategic | $5.0 | - | - | Automotive healthcare system |

*Source: 451 Research*

# Notable AI + IoT M&A Activity (4/4)

| Date | Target | Acquirer | Target Country | Buyer Type | Enterprise Value ($M) | LTM Revenue ($M) | EV / LTM Revenue (x) | Target Description |
|---|---|---|---|---|---|---|---|---|
| Oct-24 | Zappar Limited | Infinite Reality | UK | Strategic | $45.0 | - | - | AR, VR & XR experience creation software |
| Sep-24 | Nokra | Vishay Precision | Germany | Strategic | $4.4 | - | - | Measuring & inspection systems |
| Sep-24 | Xirgo Technologies | Balmoral Funds | US | Financial | $165.0 | - | - | Fleet management GPS devices |
| Sep-24 | Fleet Complete | PowerFleet | Canada | Strategic | $205.0 | $105.0 | 2.0x | GPS-based fleet management software & systems |
| Sep-24 | Azure Summit Technology | CACI International | US | Strategic | $1,275.0 | - | - | RF electronics & DF detection systems |
| Sep-24 | Inseego (fleet management and telematics business) | Convergence Partners | UK | Financial | $52.0 | - | - | Fleet management software & systems |
| Sep-24 | Piezocryst Advanced Sensorics | Spectris | Austria | Strategic | $147.9 | - | - | High-precision pressure sensors |
| Sep-24 | Preligens | Safran Electronics & Defense | France | Strategic | $243.3 | - | - | Geospatial data & analytics software |
| Aug-24 | Sequans Communications (4G IoT technologies) | Qualcomm | France | Strategic | $190.0 | - | - | 5G/4G semiconductors & IoT modules |
| Aug-24 | Perceive Corporation (All assets and certain liabilities) | Amazon.com | US | Strategic | $68.0 | - | - | AI processor |
| Aug-24 | Iteris | Almaviva | US | Strategic | $323.7 | $174.2 | 1.9x | IoT sensors & data analytics software & services |
| Aug-24 | Exscientia | Recursion Pharmaceuticals | UK | Strategic | $342.1 | $26.6 | 12.9x | Drug development software |
| Aug-24 | Amelia US | SoundHound AI | US | Strategic | $245.9 | $45.0 | 5.5x | Enterprise conversational AI software |
| Jul-24 | Honeywell (Communication and Navigation product) | Innovative Solutions and Support | US | Strategic | $4.2 | - | - | Communication & navigation systems |

*Source: 451 Research*

# Publicly Traded AI + IoT Companies

**Public Market Trends**[1]

| Company | Share price ($) | % of 52 Week High | Market Cap ($M) | Enterprise Value ($M) | LTM Revenue ($M) | LTM EBITDA ($M) | EV / LTM Revenue (x) | EV / LTM EBITDA (x) |
|---|---|---|---|---|---|---|---|---|
| Cisco | $69.1 | 95.2% | 273,596.3 | 285,579.3 | 56,654.0 | 14,742.0 | 5.0x | 19.4x |
| Siemens | $276.8 | 96.6% | 214,934.6 | 270,495.5 | 91,955.4 | 13,299.8 | 2.9x | 20.3x |
| Honeywell | $219.5 | 90.4% | 139,359.8 | 166,889.8 | 39,990.0 | 9,959.0 | 4.2x | 16.8x |
| Deere & Company | $478.6 | 89.7% | 129,390.5 | 189,649.5 | 44,250.0 | 9,306.0 | 4.3x | 20.4x |
| Legrand | $152.2 | 96.8% | 39,895.6 | 43,777.2 | 10,819.6 | 2,382.0 | 4.0x | 18.4x |
| Ericsson | $7.9 | 77.1% | 26,497.8 | 26,740.4 | 25,854.9 | 2,278.5 | 1.0x | 11.7x |
| PTC | $213.5 | 97.2% | 25,575.7 | 26,788.1 | 2,472.0 | 853.8 | 10.8x | 31.4x |
| Corpay | $325.7 | 81.3% | 22,997.0 | 29,136.2 | 4,171.3 | 2,143.9 | 7.0x | 13.6x |
| Hubbell | $431.0 | 89.5% | 22,902.8 | 24,515.0 | 5,626.4 | 1,336.9 | 4.4x | 18.3x |
| Trimble | $80.8 | 92.4% | 19,232.7 | 20,479.2 | 3,575.5 | 683.2 | 5.7x | 30.0x |
| CNH Industrial | $11.5 | 80.2% | 14,321.9 | 39,987.9 | 18,069.0 | 1,617.0 | 2.2x | 24.7x |
| Acuity | $326.5 | 94.5% | 9,906.7 | 10,620.5 | 4,168.8 | 699.4 | 2.5x | 15.2x |
| Advantech | $11.2 | 80.9% | 9,715.6 | 9,108.1 | 2,272.3 | 406.2 | 4.0x | 22.4x |
| The Toro Company | $81.1 | 87.2% | 7,999.4 | 9,034.7 | 4,545.8 | 654.5 | 2.0x | 13.8x |
| Lindsay Corporation | $137.2 | 90.9% | 1,490.6 | 1,415.2 | 677.8 | 110.9 | 2.1x | 12.8x |
| Digi International | $34.7 | 93.7% | 1,288.9 | 1,321.1 | 420.9 | 88.8 | 3.1x | 14.9x |
| PowerFleet | $4.7 | 53.6% | 618.2 | 870.5 | 391.2 | 56.8 | 2.2x | 15.3x |
| **Mean** | | **87.5%** | | | | | **4.0x** | **18.8x** |
| **Median** | | **90.4%** | | | | | **4.0x** | **18.3x** |

*(1) Market data as of Aug 31, 2025*
*Source: CapitalIQ*

# Closing Thoughts

## Key Takeaways

VisionAI enables machines to see, analyze, and act in real time with unprecedented precision. In real-time, manufacturers can now detect faults before they escalate, correct line flow issues, address critical safety events, and continuously improve operations using insights that were once invisible.

Through process automation, VisionAI continuously monitors production lines, capturing granular visual data that reveals inefficiencies, deviations, and opportunities for optimization. It doesn't just observe, it understands. VisionAI enables forensic confirmation by tracing anomalies back to their origin, whether it's a misaligned component, a thermal inconsistency, or a subtle material defect. This level of traceability is critical not only for quality assurance but also for compliance with rigorous standards.

VisionAI is not just a tool, it's a strategic enabler that has reached the point where it is driving demonstrable ROI. It bridges the gap between the physical and digital worlds, turning visual data into actionable insight, and transforming how we design, monitor, and optimize the factories of the future.

VisionAI is a foundational technology in next-generation industrial manufacturing, evolving from simple defect detection into a real-time intelligent control layer across the entire production process.

With advances in edge computing, neural networks, and sensor integration, VisionAI is enabling autonomous decision-making at every stage of the manufacturing process.

Looking forward, VisionAI will be key to enabling self-correcting production lines, zero-defect manufacturing, and hyper-efficient quality control, not just supporting industrial operations, but shaping their future.

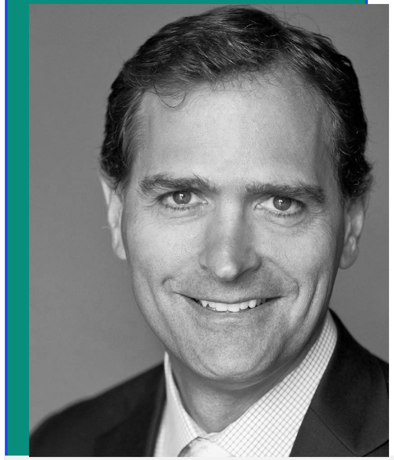
*Source: "WTA Partners –(IoT) M&A 2023"*

# We Are One of the Most Active M&A Advisors in AI + IoT

| | | | | | | |
|---|---|---|---|---|---|---|
| Ongoing<br>KPMG<br>**Project Nighthawk**<br>Sale of VisionAI solution provider | Ongoing<br>KPMG<br>**Project Franklin**<br>Growth capital raise for leading Communications as a Service platform for IoT and enterprise customers | Ongoing<br>KPMG<br>**Project Shade**<br>Sale of IoT enabled Smart Building solutions | KPMG<br>Talis Clinical<br>has been acquired by<br>GETINGE<br>Healthcare IoT | KPMG<br>matrix telematics<br>has been acquired by<br>BRIDGES Fund Management<br>IoT / Fleet Management | KPMG<br>LOCKMASTERS INCORPORATED<br>has been acquired by<br>DominusCapital<br>IoT / Smart Building | KPMG<br>ACD Trade / DiversiTech<br>a portfolio company of<br>PERMIRA<br>has been acquired by<br>BEIJER REF<br>IoT / Smart Building |
| KPMG<br>ESC Automation<br>has been acquired by<br>AINSWORTH<br>IoT / Smart Building | KPMG<br>Cognizant<br>has acquired<br>Zenith Technologies<br>Industrial IoT<br>*Technology Deal of the Year*<br>*M&A Atlas Award* | KPMG<br>Ubisense<br>has sold its Smart Space division to<br>INVESTCORP<br>Industrial IoT | KPMG<br>OSRAM<br>has divested<br>LEDVANCE<br>to<br>IDG资本 IDG Capital Partners / MLS<br>Smart Lighting | KPMG<br>TRS Technologies<br>has been acquired by<br>TAYCA Corporation<br>Sensor Technologies | KPMG<br>FREEWAVE<br>FreeWave has been acquired by its founder<br>Industrial IoT | KPMG<br>GREENCREATIVE<br>has been acquired by<br>Harbour Group<br>Smart Lighting |
| KPMG<br>Clifford Thames<br>has been acquired by<br>OEConnection<br>a portfolio company of<br>ProvidenceEquity<br>IoT / Connected Car | KPMG<br>3M<br>has divested its Smart Traffic and Tolling Technologies business to<br>NEOLOGY<br>IoT / Smart Traffic | KPMG<br>FINELITE Better Lighting<br>has been acquired by<br>legrand<br>Smart Lighting | KPMG<br>WABCO<br>Buyside financial advisory on an undisclosed fleet management company<br>Fleet Management | KPMG<br>Alpine Investors<br>has sold<br>Linx Technologies<br>to<br>Argosy Capital<br>IoT Platform | KPMG<br>Pinnacle Architectural Lighting<br>has been acquired by<br>legrand<br>Smart Lighting | KPMG<br>lytx DriveCam<br>Financial advisory on Lytx for an undisclosed bidder<br>IoT / Fleet Management |

# Let’s Connect

**We look forward to talking with you and sharing the insights we have gathered in our extensive travels in the AI+IoT space.**




### Joseph Radecki
Managing Director,
TMT Investment Banking
US Corporate Finance
+1 312-655-4401
jradecki@kpmg.com



### Tim Broomham
Vice President,
TMT Investment Banking
US Corporate Finance
+1 773-758-0177
timothybroomham@kpmg.com



### Steven Vinezeano
Senior Associate,
TMT Investment Banking
US Corporate Finance
+1 713-819-6630
svinezeano@kpmg.com

kpmg.com/socialmedia