

Tech M&A Monthly

Starts in 2 minutes



Thoughts? Questions? Let us know!
@CorumGroup

CORUM

Tech M&A Monthly

Sellers Panel



We welcome your questions!

**Email questions to
info@corumgroup.com**

This event is being recorded
On demand webcast will be available at
www.corumgroup.com

MERGE BRIEFING

- **90 Minutes**
- **Industry Update**
- **Overview of the M&A Process**





- **Half-Day**
- **Tech M&A Bootcamp**
- **The most attended tech executive conference in history**



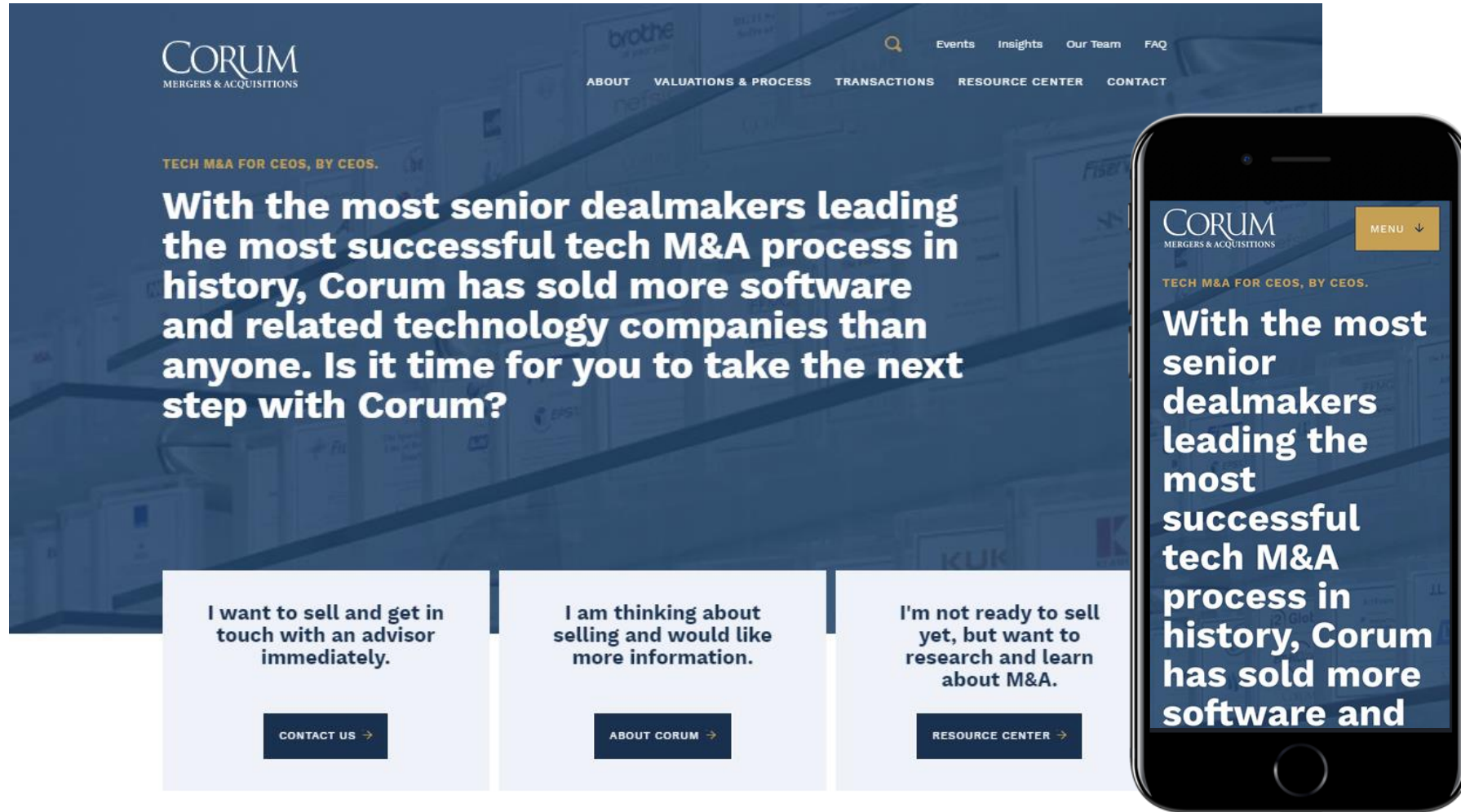


- **Half-Day**
- **Tech M&A Bootcamp**
- **The most attended tech executive conference in history**

MERGE BRIEFING



- **90 Minutes**
- **Industry Update**
- **Overview of the M&A Process**



36
Years in business

\$10B
In wealth created

400+
Closed transactions



**Focus—sell side,
technology only**

**Detailed, professional,
global process**

**Team approach,
senior dealmakers**

**World Technology
Council**

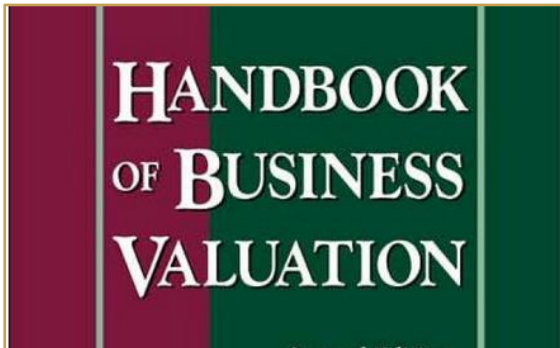
SOLD MORE SOFTWARE-RELATED FIRMS THAN ANYONE



Research

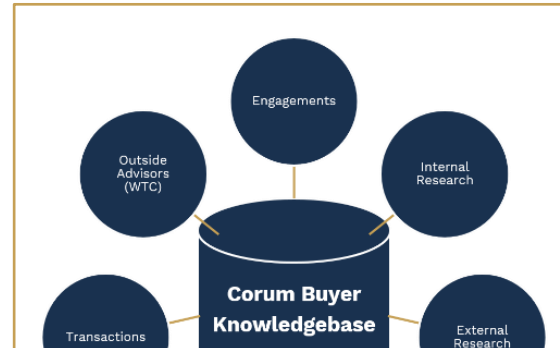


Education



Valuation

JEFFREY D. JONES



Database



**The definitive tech
M&A education**

- **Since 1990, the most attended executive conference in technology history**
- **More events hosted than all other competitive conferences combined**
- **Over \$3 trillion in transaction value by attendees – buyers and sellers**

8 Stages for an Optimal Outcome

Preparation

Research

Contact

Discovery

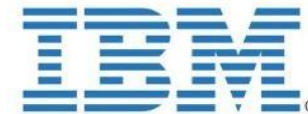
Negotiation

Due
Diligence

Closing

Integration

Past Attendees Include



Tech M&A Monthly

Starts in 1 minutes



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TIM GODDARD, EVP, CORPORATE STRATEGIES, CORUM GROUP LTD.



- Oversees Corum’s global marketing efforts including extensive conference schedule, “Selling Up, Selling Out,” the “Merge Briefing,” the “Tech M&A Monthly webcast” and Corum’s platinum sponsorship of the World Financial Symposium’s live events and Tech Market Spotlight series.
- Served as marketing and product manager for GIS software startup Depiction, Inc., and previously worked in marketing for VizX Labs, a pioneering SaaS startup delivering DNA analysis tools.
- Worked for a US Senate campaign and taught science in Rio de Janeiro.
- Graduated Magna Cum Laude from Bethel University in St. Paul, Minnesota, with degrees in History and Biology.

Welcome

Deal Reports

Global Tech M&A Research Report

Sellers Panel

Closing

JABER TANNAY, SENIOR VICE PRESIDENT, CORUM GROUP LTD.



- Jaber has over 25 years of experience in the technology sector.
- He recently was CEO of an IT services firm that he acquired, restructured and sold.
- Jaber has also an M&A advisory experience in the Software and IT Services sectors.
- He has also invested time and funds into start-ups and young companies over the recent years in a diverse range of sectors.
- Earlier in his career, he worked as equity analyst covering Software stocks for ABN-AMRO, and held senior positions in global accounts management within SAP.
- Jaber started his career as management consultant with KPMG Peat Marwick.
- Jaber holds an MSc in Computer Sciences from ENSEEIHT and an MBA from INSEAD. He has broad international experience and is fluent in English, French and Spanish.

BRIDGELINE

D I G I T A L

has acquired



Corum acted as exclusive M&A advisor to Woorank

CORUM
MERGERS & ACQUISITIONS

DAN BERNSTEIN, EXECUTIVE VP, CORUM GROUP LTD.



- Daniel Bernstein is a senior deal maker at the Corum Group working within a variety of sectors in B2B and consumer software companies.
- Previously, Daniel worked in a number of roles over a twenty five year career in high technology, most notably as the founder and CEO of Sandlot Games Corporation, a leading casual games publisher and developer.
- Daniel started a consulting practice where he advised larger companies such as RealNetworks and smaller high growth businesses on product development, strategic initiatives, and M&A opportunities.
- Daniel holds a Bachelor of Science in Computer Science and a Masters of Arts in Music Composition from the University of Virginia.

Bentley®

has acquired



Corum acted as exclusive M&A advisor to E7

CORUM
MERGERS & ACQUISITIONS

Tech M&A Research Report



Yasmin Khodamoradi
Director, Valuation
Services



Valeriya Chumachenko
Associate



Anna Lebedieva
Senior Analyst



Artem Mamaiev
Associate



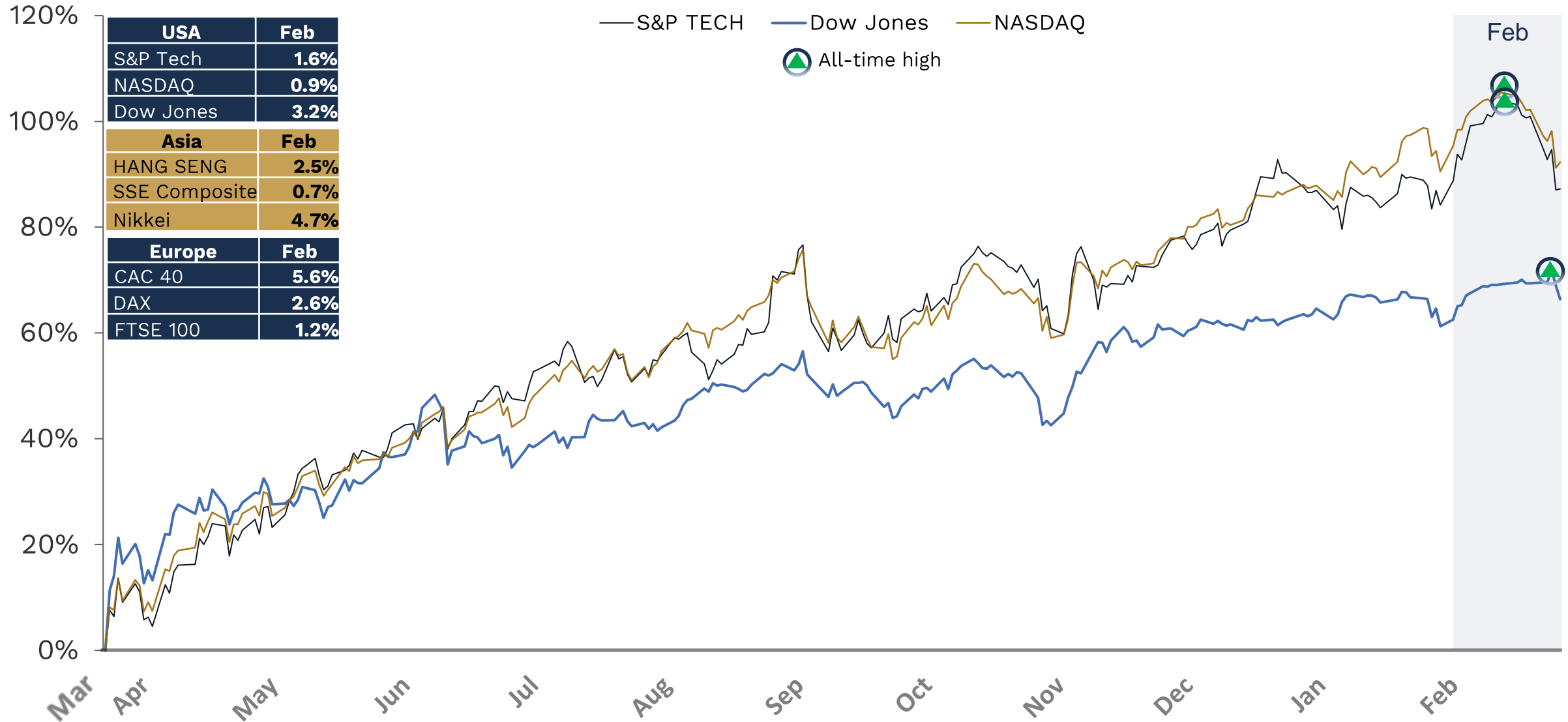
Olha Rumiantseva
Analyst



Tzvi Kilov
Writer

Public Markets Mar 2020-Feb 2021

% CHANGE



Market

Transactions

Mega Deals

Largest Deal

February 2020

263

12

\$13B

February 2021

235

10

\$10.8B

11%

17%

17%

Pipeline

Private Equity
Platform Deals

VC-Backed Exits

February 2020

24

49

February 2021

29

71

21%

45%

Attributes

Cross Border
Transactions

Start-Up Acquisitions

Average Life of Target

February 2020

38%

16%

17 yrs

February 2021

70%

16%

17 yrs



2021 Mega Deals (Jan-Feb)

 **Uber** \$1.1B


INTERNET

\$1.1B

 **perspecta Peraton** \$4.1B

IT SERVICES

\$4.1B

 **HYPERCONNECT matchgroup** \$1.7B

 **glu EA** \$2.4B

CONSUMER

\$4.1B

 **Galvanize Diligent** \$1.0B

 **CARDTRONICS NCR** \$1.7B

 **wrike citrix** \$2.3B

HORIZONTAL

\$5.0B

 **FLIR TELEDYNE TECHNOLOGIES** \$8.0B

INFRASTRUCTURE

\$8.0B

 **Innovyze AUTODESK** \$1.0B

 **tastytrade IG** \$1.0B

 **SPOTX Magnite** \$1.2B

 **INTERIOR LOGIC GROUP Blackstone** \$1.6B

 **nic tyler** \$2.3B

 **CoreLogic INSIGHT PARTNERS** \$6.0B

 **CHANGE HEALTHCARE OPTUM** \$7.9B

 **PRA Health Sciences ICON** \$11B

VERTICAL

\$32B



Thoughts? Questions? Let us know!
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2021 Mega Deals (Jan-Feb)


→


Seller: NIC [USA]
Acquirer: Tyler Technologies [USA]
Transaction Value: \$2.3B (4.4x EV/Sales and 17.6x EV/EBITDA)
 - Government management SaaS & payment processing services



Uber \$1.1B

INTERNET


\$1.1B



Peraton \$4.1B

IT SERVICES

\$4.1B



matchgroup \$1.7B




EA \$2.4B

CONSUMER

\$4.1B




Diligent \$1.0B




NCR \$1.7B




citrix \$2.3B

HORIZONTAL


\$5.0B




TELEDYNE TECHNOLOGIES \$8.0B

INFRASTRUCTURE


\$8.0B




AUTODESK \$1.0B





IG \$1.0B




Magnite \$1.2B




Blackstone \$1.6B


tyler technologies \$2.3B



INSIGHT PARTNERS \$6.0B



OPTUM \$7.9B



ICON \$11B

VERTICAL

\$32B



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2021 Mega Deals (Jan-Feb)

SPOTX  **SOLD TO** **Magnite**

Seller: SpotX [The RTL Group] [USA]
Acquirer: Magnite [USA]
Transaction Value: \$1.2B and 10.1x EV/Sales
 - Online video advertising network for publishers

 **Uber** \$1.1B

INTERNET

\$1.1B

 **Peraton** \$4.1B

IT SERVICES

\$4.1B

  **EA** \$2.4B

CONSUMER

\$4.1B

 **Galvanize**  **Diligent** \$1.0B

 **CARDTRONICS**  **NCR** \$1.7B

 **wrike**  **citrix** \$2.3B



HORIZONTAL



\$5.0B



 **FLIR**  **TELEDYNE TECHNOLOGIES** \$8.0B



INFRASTRUCTURE



\$8.0B



 **INNOVYZE**  **AUTODESK** \$1.0B



 **tastytrade**  **IG** \$1.0B



 **SPOTX**  **Magnite** \$1.2B

 **INTERIOR LOGIC GROUP**  **Blackstone** \$1.6B

 **NIC**  **tyler** \$2.3B

 **CoreLogic**  **INSIGHT PARTNERS** \$6.0B

 **CHANGE HEALTHCARE**  **OPTUM** \$7.9B

 **PRA Health Sciences**  **ICON** \$11B

VERTICAL

\$32B



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2021 Mega Deals (Jan-Feb)


SOLD TO



Seller: CoreLogic [USA]
Acquirer: Insight Partners / Stone Point Capital [USA]
Transaction Value: \$6.0B
 - Property information & analytics website

 \$1.1B

INTERNET
\$1.1B

 \$4.1B

IT SERVICES
\$4.1B


 \$2.4B
 HYPERCONNECT matchgroup \$1.7B

CONSUMER
\$4.1B


 \$1.0B

















 \$1.7B

 \$2.3B

HORIZONTAL
\$5.0B


 \$8.0B

INFRASTRUCTURE
\$8.0B



 \$1.0B

 \$1.0B

 \$1.2B

 \$1.6B

 \$2.3B

 \$6.0B

 \$7.9B

 \$11B

VERTICAL
\$32B



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2021 Mega Deals (Jan-Feb)

 **INTERIOR LOGIC GROUP**  **Blackstone**

Seller: Interior Logic Group [USA]
Acquirer: The Blackstone Group [USA]
Transaction Value: \$1.6B
 - Interior design software & services

 **Uber** \$1.1B

INTERNET

\$1.1B

 **Peraton** \$4.1B

IT SERVICES

\$4.1B

 **matchgroup** \$1.7B

  \$2.4B

CONSUMER

\$4.1B

 **Galvanize**  **Diligent** \$1.0B

 **INSIGHT PARTNERS**

 **CARDTRONICS**  **NCR** \$1.7B

 **wrike**  **citrix** \$2.3B



HORIZONTAL



\$5.0B


 **FLIR**  **TELEDYNE TECHNOLOGIES** \$8.0B


INFRASTRUCTURE

\$8.0B

 **INNOVYZE**  **AUTODESK** \$1.0B


 **tastytrade**  **IG** \$1.0B


 **SPOTX**  **Magnite** \$1.2B

 **INTERIOR LOGIC GROUP**  **Blackstone** \$1.6B

 **nic**  **tyler** \$2.3B

 **CoreLogic**  **INSIGHT PARTNERS** \$6.0B

 **CHANGE HEALTHCARE**  **OPTUM** \$7.9B

 **PRA Health Sciences**  **ICON** \$11B

VERTICAL

\$32B



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2021 Mega Deals (Jan-Feb)



SOLD TO 

Seller: PRA Health Sciences [USA]
Acquirer: ICON [Ireland]
Transaction Value: \$10.8B (4.0x EV/Sales and 26.3x EV/EBITDA)
 - Clinical trials management SaaS and services



Uber \$1.1B

INTERNET

\$1.1B



Peraton \$4.1B

IT SERVICES

\$4.1B



matchgroup \$1.7B




EA \$2.4B

CONSUMER

\$4.1B




Diligent \$1.0B




NCR \$1.7B




citrix \$2.3B

HORIZONTAL

\$5.0B




TELEDYNE TECHNOLOGIES \$8.0B

INFRASTRUCTURE

\$8.0B



AUTODESK \$1.0B



IG \$1.0B



Magnite \$1.2B



Blackstone \$1.6B



tyler technologies \$2.3B



INSIGHT PARTNERS \$6.0B



OPTUM \$7.9B



ICON \$11B

VERTICAL

\$32B



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2021 Mega Deals (Jan-Feb)

Innovyze®  **AUTODESK**®

Seller: Innovyze [EQT Partners] [USA]
Acquirer: Autodesk [USA]
Transaction Value: \$1.0B
 - Water resource management software

Innovyze ® AUTODESK ®	\$1.0B
tastytrade IG	\$1.0B
SPOTX Magnite	\$1.2B
INTERIOR LOGIC GROUP Blackstone	\$1.6B
nic tyler technologies	\$2.3B
CoreLogic INSIGHT PARTNERS	\$6.0B
CHANGE HEALTHCARE OPTUM	\$7.9B
PRA Health Sciences ICON	\$11B

Galvanize Diligent	\$1.0B
CARDTRONICS NCR	\$1.7B
wrike citrix	\$2.3B

HYPERCONNECT matchgroup	\$1.7B
glu EA	\$2.4B

perspecta Peraton	\$4.1B
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DRIZLY Uber	\$1.1B
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INTERNET

\$1.1B

IT SERVICES

\$4.1B

CONSUMER

\$4.1B

HORIZONTAL

\$5.0B

INFRASTRUCTURE

\$8.0B

VERTICAL

\$32B



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2021 Mega Deals (Jan-Feb)

HYPERCONNECT  matchgroup

Seller: Hyperconnect [South Korea]
Acquirer: Match Group [USA]
Transaction Value: \$1.7B and 8.6x EV/Sales
 - Social video chat app

 **Uber** \$1.1B

INTERNET



\$1.1B

 **Peraton** \$4.1B

IT SERVICES

\$4.1B

HYPERCONNECT matchgroup \$1.7B

  \$2.4B

CONSUMER

\$4.1B

  \$1.0B

  \$1.7B

  \$2.3B


HORIZONTAL

\$5.0B

  \$8.0B

INFRASTRUCTURE

\$8.0B

  \$1.0B

  \$1.0B

  \$1.2B

  \$1.6B

  \$2.3B

  \$6.0B

  \$7.9B

  \$11B



VERTICAL

\$32B



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2021 Mega Deals (Jan-Feb)


→


SOLD TO


Seller: Glu Mobile [USA]
Acquirer: Electronic Arts [USA]
Transaction Value: \$2.4B and 3.8x EV/Sales
 - Mobile videogame developer


\$1.1B

INTERNET
\$1.1B


\$4.1B

IT SERVICES
\$4.1B


\$2.4B


CONSUMER
\$4.1B


\$5.0B

HORIZONTAL
\$5.0B


\$8.0B

INFRASTRUCTURE
\$8.0B


\$32B

VERTICAL
\$32B



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Public Valuation Multiples

SINCE Q4

Feb. 2021

CORUM ANALYSIS

EV
SALES

—

6.18x

Sales multiples are maintaining highs reached at the end of 2020...




EV
EBITDA

—

31.1x

...and EBITDA multiples followed suit.

2021 Mega Deals (Jan-Feb)


Galvanize



Seller: Galvanize [Canada]
Acquirer: Diligent [Insight Partners] [USA]
Transaction Value: \$1.0B
 - Governance, risk & compliance SaaS


Uber \$1.1B

INTERNET

\$1.1B



Peraton \$4.1B

IT SERVICES

\$4.1B



matchgroup \$1.7B



EA \$2.4B

CONSUMER

\$4.1B



\$1.0B



\$1.7B



\$2.3B

HORIZONTAL

\$5.0B





\$8.0B

INFRASTRUCTURE

\$8.0B



\$1.0B



\$1.0B



\$1.2B



\$1.6B



\$2.3B



\$6.0B



\$7.9B



\$11B

VERTICAL

\$32B



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Governance, Risk & Compliance



Seller: Steele Compliance Solutions [Bregal Sagemount LP] [USA]

Acquirer: Diligent [Insight Partners] [USA]

- Risk & compliance management SaaS



Customer Analytics

EXPONEA



bloomreach.

Seller: Exponea [Slovakia]
Acquirer: BloomReach [USA]
- AI customer analytics & marketing SaaS

WOOTRIC



InMoment

MADISON DEARBORN
PARTNERS

Seller: Wootric [USA]
Acquirer: InMoment [Madison Dearborn Partners] [USA]
- AI-based customer analytics SaaS

EMOTION

RESEARCH LAB



uniphore

Seller: Emotion Research Lab [Spain]
Acquirer: Uniphore Software Systems [USA]
- AI video emotion capture SaaS



AdTech



Seller: Sharethrough [USA]
Acquirer: district m [Canada]
- Native advertising SaaS & mobile applications



Seller: Amino Payments [USA]
Acquirer: Integral Ad Science [Vista Equity Partners] [USA]
- Advertising enablement SaaS



Seller: PaperG (assets) [USA]
Acquirer: Walmart [USA]
- Customer analytics & ad campaign creation SaaS assets



Marketing Automation



SOLD TO



Seller: Second Street Media [USA]

Acquirer: Upland Software [USA]

Transaction Value: \$25.4M

- Marketing automation SaaS



SOLD TO



Seller: V12 Group [DataMentors] [USA]

Acquirer: Porch [USA]

Transaction Value: \$22M

- Online display advertising SaaS



Mobile Marketing



SOLD TO



Seller: mGage [GSO Capital Partners] [Blackstone Group] [USA]

Acquirer: Kaleyra [Italy]

Transaction Value: \$215M

- Mobile marketing & messaging SaaS



SOLD TO



Seller: AdColony [Otello] [USA]

Acquirer: Digital Turbine [USA]

Transaction Value: \$200M

- Mobile video advertising SDK



SOLD TO



Seller: Chatitive [USA]

Acquirer: Mailchimp [USA]

- SMS marketing SaaS



Payments



Seller: Business Information Systems (assets) [USA]
Acquirer: i3 Verticals [USA]
Transaction Value: \$87.7M
- Electronic payment processing SaaS



Seller: ClientPay [USA]
Acquirer: AffiniPay [USA]
- Online payment processing SaaS



Seller: Roger [USA]
Acquirer: FLEETCOR Technologies [USA]
- Accounts payable SaaS



E-commerce SaaS



Seller: Selz.com [Australia]
Acquirer: Amazon [USA]
- Online & social media e-commerce SaaS



Seller: AmeriCommerce [USA]
Acquirer: Cart.com [USA]
- Enterprise e-commerce storefront SaaS



Seller: SAS Lengow [France]
Acquirer: Marlin Equity Partners [USA]
- E-commerce automation SaaS



Seller: Unilog Content Solutions [India]
Acquirer: Investcorp Bank [Bahrain]
- eCommerce SaaS & mobile applications



Procurement Management



Seller: Vendorin [Juvo Technologies] [USA]
Acquirer: Corcentric [USA]
Transaction Value: \$100M
- SCM procurement software



Seller: Negometrix [Netherlands]
Acquirer: Merzell [Norway]
Transaction Value: \$32.5M
- Procurement & contract management SaaS



Seller: Paramount WorkPlace [USA]
Acquirer: Turn/River Capital [USA]
- Procurement management software & SaaS



MIA DATA



Seller: MIA data [Denmark]
Acquirer: Scanmarket [Verdane Capital] [Denmark]
- Procurement analysis software



Data Management

DATALOGUE

SOLD TO



Seller: Datalogue [USA]

Acquirer: NIKE [USA]

- AI-based data preparation, integration, and analytics SaaS



SOLD TO



Seller: OneSaas Integrations [Australia]

Acquirer: Intuit [USA]

- Data integration SaaS



SOLD TO



Seller: erwin [Parallax Capital Partners] [USA]

Acquirer: Quest Software [Francisco Partners/Elliott Management Corporation] [USA]

- Data modeling & management SaaS



Speech Recognition

SAILLABS
TECHNOLOGY



HENSOLDT

Seller: SAIL LABS Technology [Austria]

Acquirer: Hensoldt [Germany]

- Speech & media monitoring SaaS & systems

Qurious.io



 **PEGA**[®]

Seller: Qurious.io [USA]

Acquirer: Pegasystems [USA]

- Speech analytics CRM SaaS



Public Valuation Multiples

SINCE Q4

Feb. 2021

CORUM ANALYSIS



5.97x



Sales multiples are steadily improving...



22.9x

...as subsectors like Social Networks and Travel & Leisure command higher multiples.

2021 Mega Deals (Jan-Feb)


→


Seller: Drizly [USA]
Acquirer: Uber [USA]
Transaction Value: \$1.1B
 - Online alcoholic beverage shopping & delivery service




\$1.1B



INTERNET
\$1.1B



\$4.1B

IT SERVICES
\$4.1B



\$1.7B



\$2.4B

CONSUMER
\$4.1B



\$1.0B



\$1.7B



\$2.3B

HORIZONTAL
\$5.0B



\$8.0B


INFRASTRUCTURE
\$8.0B



\$1.0B




\$1.0B





\$1.2B



\$1.6B




\$2.3B



\$6.0B



\$7.9B



\$11B

VERTICAL
\$32B



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Online Cooking



SOLD TO



Seller: SimplyCook [United Kingdom]

Acquirer: Nestle UK [United Kingdom]

- Online meal preparation service;
- Follows Nestle's acquisition of healthy recipe box and frozen ready meal business Mindful Chef.



Shopping



Global Savings Group

Seller: Shoop Germany [Maple Syrup Media] [Maple Syrup Group]
[Germany]

Acquirer: Global Savings Group [Germany]

- Online shopping & reward services;
- Follows acquisition of French cashback company iGraal in March 2020



Online Tutoring



Seller: WyzAnt [USA]

Acquirer: IXL Learning [USA]

- Online tutoring marketplace;
- Expands IXL's portfolio to include nationwide networks of mentors covering virtually all grade levels



Social Networks and Communities



Seller: Carenity [France]
Acquirer: BID Equity Advisory [Germany]
- Online healthcare community



Seller: Wattpad [Canada]
Acquirer: NAVER [South Korea]
Transaction Value: \$600M
- Mobile & social content sharing community



Seller: MyHeritage [Israel]
Acquirer: Francisco Partners Management [USA]
Transaction Value: reported \$600M
- Genealogy social network



Career Services

**WORKING
NOT
WORKING**



fiverr.

Seller: Working Not Working [USA]
Acquirer: Fiverr International [USA]
- Online job & candidate connection services

Talent Inc.



bv INVESTMENT PARTNERS

Seller: Talent [USA]
Acquirer: BV Investment Partners [USA]
- Online resume writing & interview coaching



Public Valuation Multiples

SINCE Q4

Feb. 2021

CORUM ANALYSIS

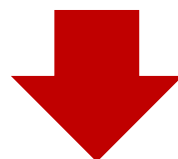
EV
SALES



1.30x

Slight dips in sales and EBITDA multiples...

EV
EBITDA



13.1x

...have not slowed down M&A.



Focused Systems Integrators

Edenhouse

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accenture

Seller: Edenhouse Solutions [ECI Partners] [United Kingdom]

Acquirer: Accenture [USA]

- SAP integration services

7Summits

SOLD TO

IBM

Seller: 7Summits [Sverica] [USA]

Acquirer: IBM [USA]

- Salesforce-based CRM consultancy

sa.global
U.S. operations

SOLD TO

Hso

Seller: SAGlobal (U.S. operations) [USA]

Acquirer: HSO North America [HSO] [USA]

- Microsoft Dynamics AX systems integrator



Healthcare IT Services



Seller: Adaptive Analytics [USA]

Acquirer: Transaction Services Group [Advent International] [New Zealand]

- Outsourced data analytics services & SaaS



NEW MOUNTAIN CAPITAL LLC

Seller: Macadamian Technologies [Canada]

Acquirer: emids Technologies [New Mountain Capital] [USA]

- Healthcare software development



WELL Health
TECHNOLOGIES CORP

Seller: Open Health Software Solutions [Canada]

Acquirer: WELL Health Technologies [Canada]

- Open-source software-focused consulting, implementation for the healthcare sector



Security IT Services



SOLD TO



Seller: InteliSecure [USA]
Acquirer: Proofpoint [USA]
Transaction Value: \$62.5M
- Managed enterprise security services



SOLD TO



Seller: In Fidem [Canada]
Acquirer: Atos [France]
- Cybersecurity consulting services



SOLD TO



Seller: Bridges [USA]
Acquirer: Applied Insight [USA]
- Security integration services



SOLD TO



Seller: Fraction Consulting [USA]
Acquirer: Defiance Ventures [USA]
- Cybersecurity consulting services



Yasmin Khodamoradi
Director, Valuation
Services



Valeriya Chumachenko
Associate



Anna Lebedieva
Senior Analyst



Artem Mamaiev
Associate



Olha Rumiantseva
Analyst



Tzvi Kilov
Writer

CORUM

Sellers Panel

2021

MATT RUNG
PRESIDENT



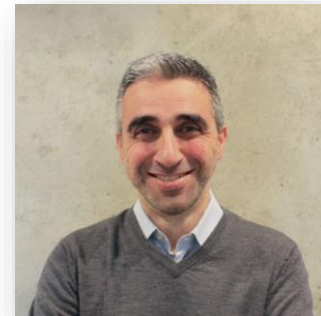
CONSTANCE
ANDERSON
PRINCIPAL & FOUNDER



KEVIN KELLY
CEO & FOUNDER



JAY FISKE
CEO, CHAIRMAN



DOMENICO
CRAPANZANO
FOUNDER & FORMER CEO





TONY PAPPAS
FORMER CEO
ExakTime



MATT RUNG
PRESIDENT
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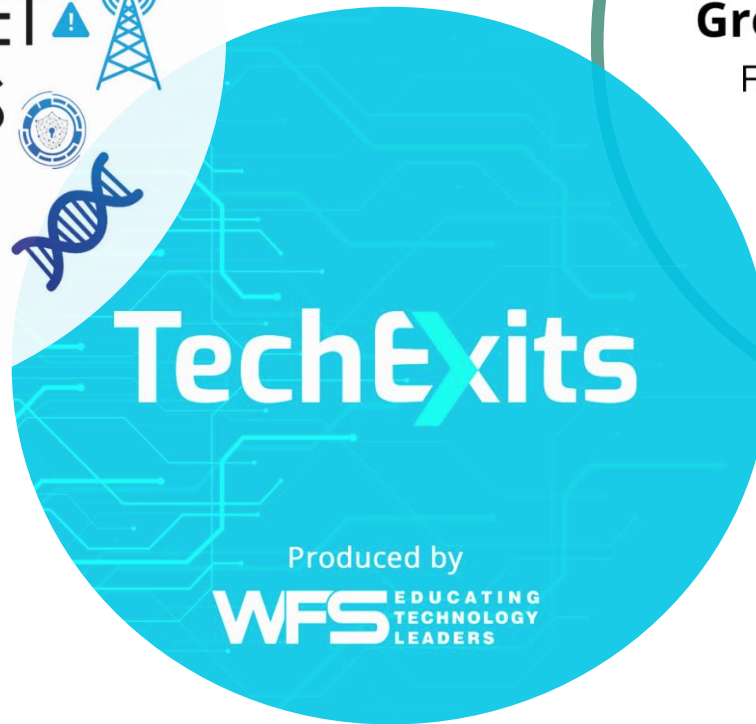
- Best practices around Tech M&A
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