

Tech M&A Monthly

Starts in 2 minutes



Thoughts? Questions? Let us know!
@CorumGroup

CORUM

Tech M&A Monthly

2023
Global Tech M&A Report

Private Equity
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**





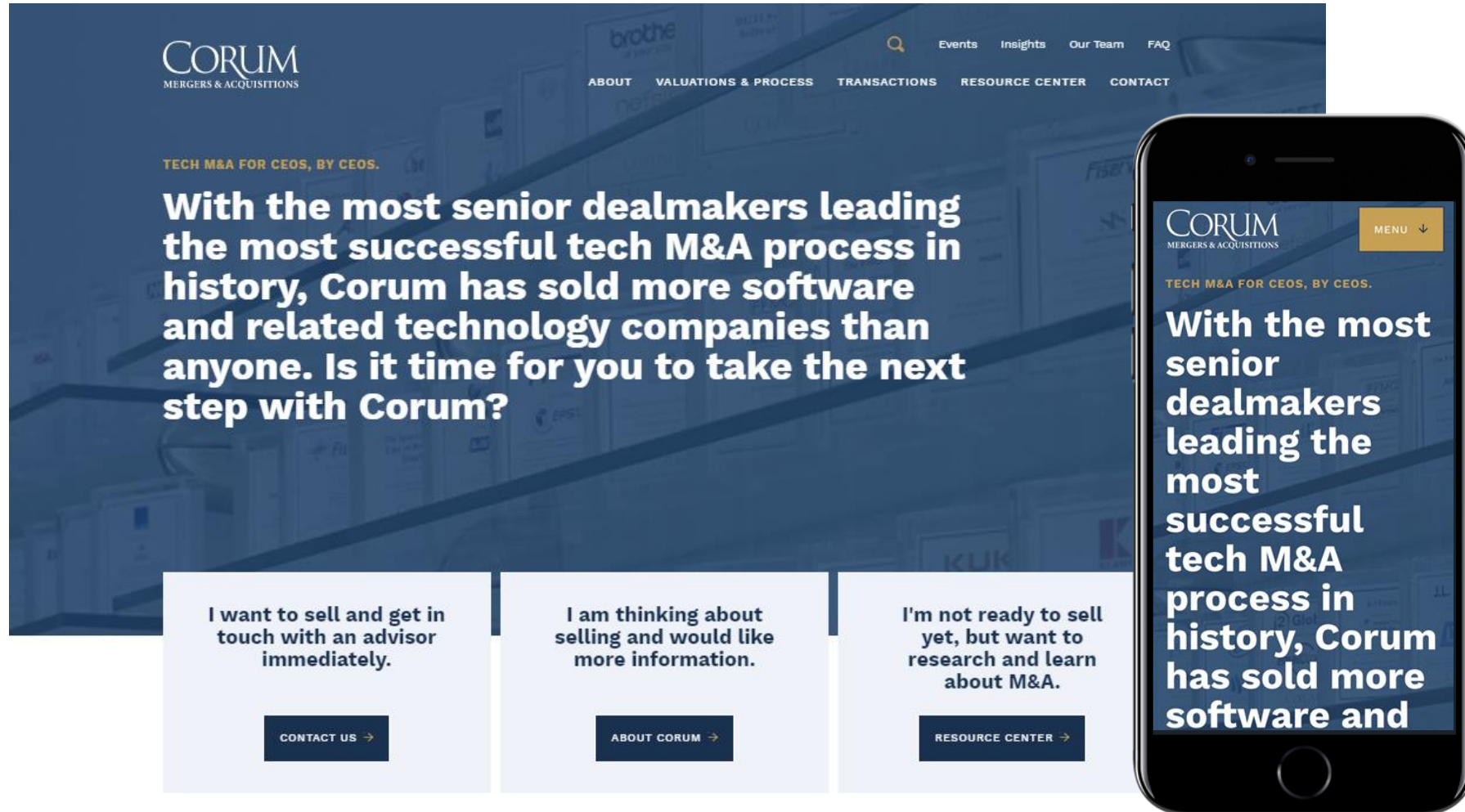
MERGE BRIEFING



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



CORUM
MERGERS & ACQUISITIONS

ABOUT VALUATIONS & PROCESS TRANSACTIONS RESOURCE CENTER CONTACT

TECH M&A FOR CEOs, BY CEOs.

With the most senior dealmakers leading the most successful tech M&A process in history, Corum has sold more software and related technology companies than anyone. Is it time for you to take the next step with Corum?

I want to sell and get in touch with an advisor immediately.

CONTACT US →

I am thinking about selling and would like more information.

ABOUT CORUM →

I'm not ready to sell yet, but want to research and learn about M&A.

RESOURCE CENTER →

CORUM
MERGERS & ACQUISITIONS

MENU ↓

TECH M&A FOR CEOs, BY CEOs.

With the most senior dealmakers leading the most successful tech M&A process in history, Corum has sold more software and

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**

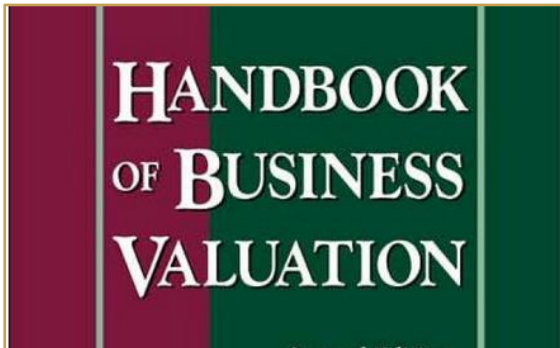
SOLD MORE SOFTWARE-RELATED FIRMS THAN ANYONE



Research

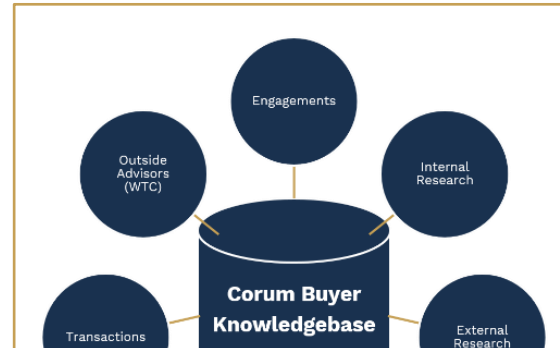


Education



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



Thoughts? Questions? Let us know!
@CorumGroup

CORUM

Tech M&A Monthly

2023
Global Tech M&A Report

Private Equity
Panel



Heidi Owen, Executive Vice President, Marketing, Corum Group Ltd.



- **Heidi rejoined Corum in 2019 as the Director of Marketing. Heidi leads the Corum marketing team and is responsible for planning, development, and implementation of Corum's marketing strategy and public relations activities.**
- **Previously Heidi worked for The Column Group, a venture capital firm dedicated to developing biotechnology companies and as the Marketing Manager for Maverick International, a manufacturer of payment processing systems and software.**
- **Heidi earned a Bachelor of Arts degree in Psychology from Western Washington University.**

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Welcome

State of the M&A Market

Field Report

Deal Report

Tech M&A Annual Research Report

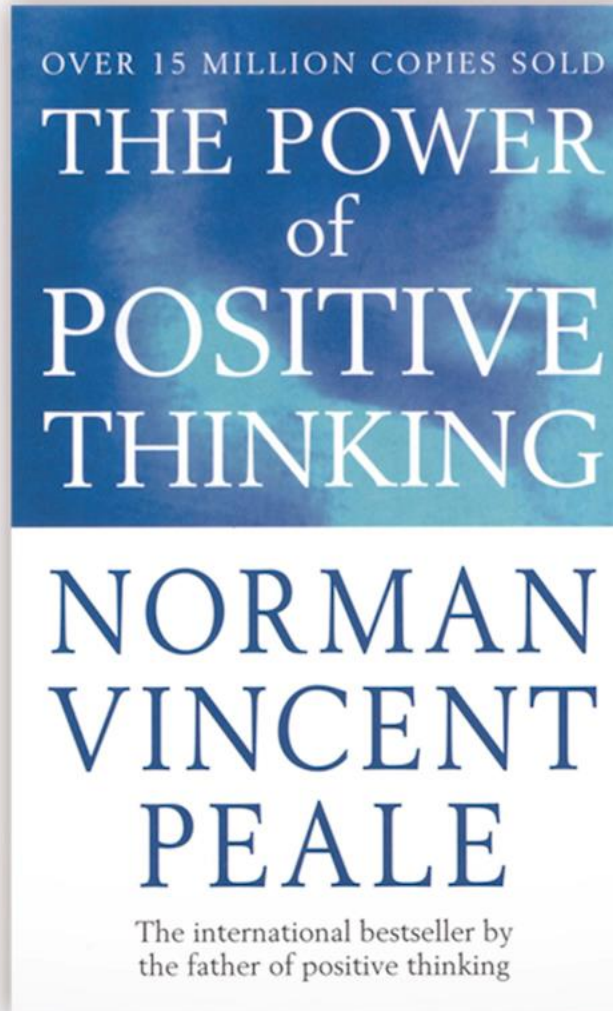
Private Equity Panel

Closing

Rob Griggs, President, Corum Group Ltd.



- **Serial entrepreneur and investment banker with a 35+ year career in the high technology arena.**
- **Founder of Authorware / MacroMedia, NetRadio, Wit Capital, and many other companies.**
- **Early career as a top performer at Apple before starting his first software company.**
- **Sales, marketing, business development and capital raising skills have been honed over supporting hundreds of company financial transactions.**
- **Proven expert in building value and realizing wealth.**



RECESSION



Big Tech Layoffs

- Tech companies are making the necessary moves to “right size” after expanding by 20-40% during the pandemic.



LAYOFF NOTICE

Big Tech Layoffs

- Tech companies are making the necessary moves to “right size” after expanding by 20-40% during the pandemic.
- Salesforce doubled in size, while others expanded by 20-40%.



Big Tech Layoffs

- Tech companies are making the necessary moves to “right size” after expanding by 20-40% during the pandemic.
- Salesforce doubled in size, while others expanded by 20-40%.
- This expansion is no longer sustainable.



State of the Tech M&A Market

Microsoft Corp

\$258.35 ↑14.86% +33.42 1M

After Hours: \$258.00 (↓0.14%) -0.35

Closed: Feb 3, 7:59:20 PM UTC-5 · USD · NASDAQ · Disclaimer

1D 5D 1M 6M YTD 1Y 5Y MAX

270

Tesla Inc

\$189.98 ↑68.03% +76.92 1M

After Hours: \$192.77 (↑1.47%) +2.79

Closed: Feb 3, 7:59:56 PM UTC-5 · USD · NASDAQ · Disclaimer

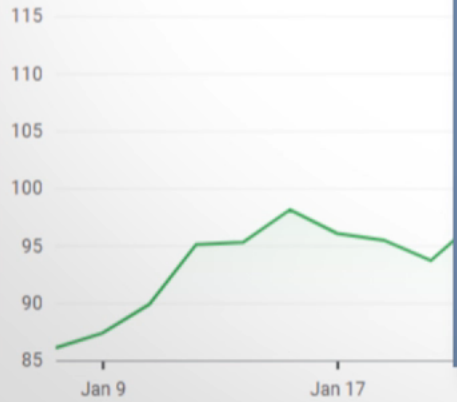
1D 5D 1M 6M YTD 1Y 5Y MAX

Amazon.com, Inc.

\$102.75 ↑19.37% +16.67 1M

Feb 6, 2:23:59 PM UTC-5 · USD · NASDAQ · Disclaimer

1D 5D 1M 6M YTD 1Y



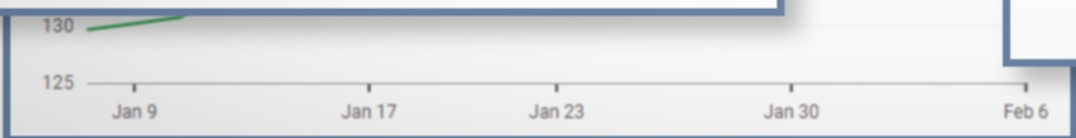
NVIDIA Corporation

\$211.00 ↑42.00% +62.41 1M

After Hours: \$210.67 (↓0.16%) -0.33

Closed: Feb 3, 7:58:32 PM UTC-5 · USD · NASDAQ · Disclaimer

1D 5D 1M 6M YTD 1Y 5Y MAX



Recession Hysteria

- The Federal Reserve predicted growth by the end of 2023.
- **Growth ≠ Recession**



Recession Hysteria

- The Federal Reserve predicted growth by the end of 2023.
- **Growth ≠ Recession**
- Elon Musk's wealth is up another **\$30B** as Tesla announced record sales.



\$30B

RECESSION

**At Corum our REALITY
is nothing like *THIS*.**



2022 WAS CORUM'S
BEST YEAR

RECORD NUMBER
OF CLIENTS IN
LOI

DAILY OFFERS

FROM BUYERS AT NEW HIGHS

We have record numbers of offers per engagement.

Valuations are holding strong.

With premium valuations for strong, stable, well run, growing tech companies.

CORUM

Tech M&A Monthly

2023

Global Tech
M&A Report



CORUM

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Financial buyers have a record \$3.5 TRILLION in “dry power”.

Their job is to put that money to work!

Investing

Buying companies

Aggregating markets

“Bolt-ons” outnumber platform acquisitions by 8 to 1

It's about your story.

**How you map to the disruptive
trends.**

Be in the market

Run a global process

Present your story

All the buyers

Show your uniqueness

There are a lot of buyers willing to pay top prices in cash you've never heard about.

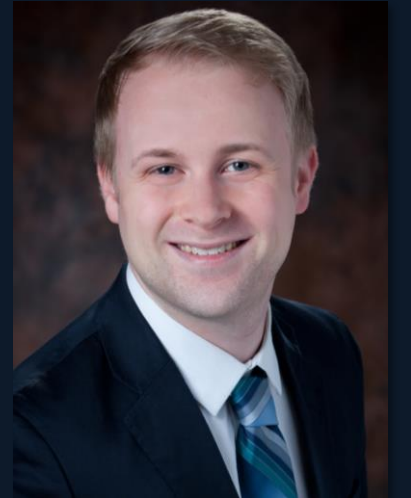
You don't want to leave them out.

CORUM

Event Report

February 2022

Presented By
Brendan Keene
Senior Marketing
Coordinator
Corum Group Ltd.



State of the Tech M&A Market



State of the Tech M&A Market





MERGE BRIEFING

St. Louis Feb 14th
Salt Lake City Feb 15th
Munich Feb 17th

Stockholm Feb 16th

Please visit:

www.corumgroup.com/events

to find a Tech M&A event near you!

WFS Field Report:
February 2023

WFS Content



GROWTH & EXIT STRATEGIES: WOMEN TECH LEADERS VIRTUAL CONFERENCE

2 MARCH 2023 | 11 AM

ONLINE  GoToWebinar



Valuations



Tech Trends



Sellers



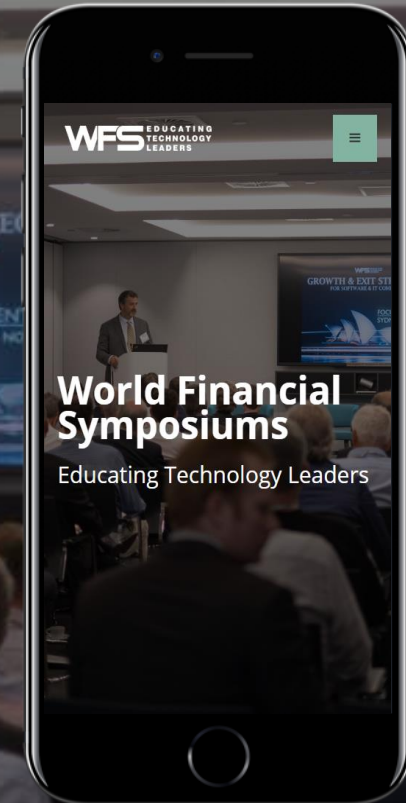
Investors



Buyers

World Financial Symposiums

Educating Technology Leaders



WFS.com



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Event Sponsor

CORUM

Deal Report

February 2023

Presented
by



Jaber Tannay
Senior VP
Corum Group Ltd.



*has agreed to a strategic partnership
and minority stake in*



Corum acted as exclusive M&A advisor to B2Boost



William Hill
Senior VP
Corum Group Ltd.




FULLSTEAM

has acquired


the **rubicon**group

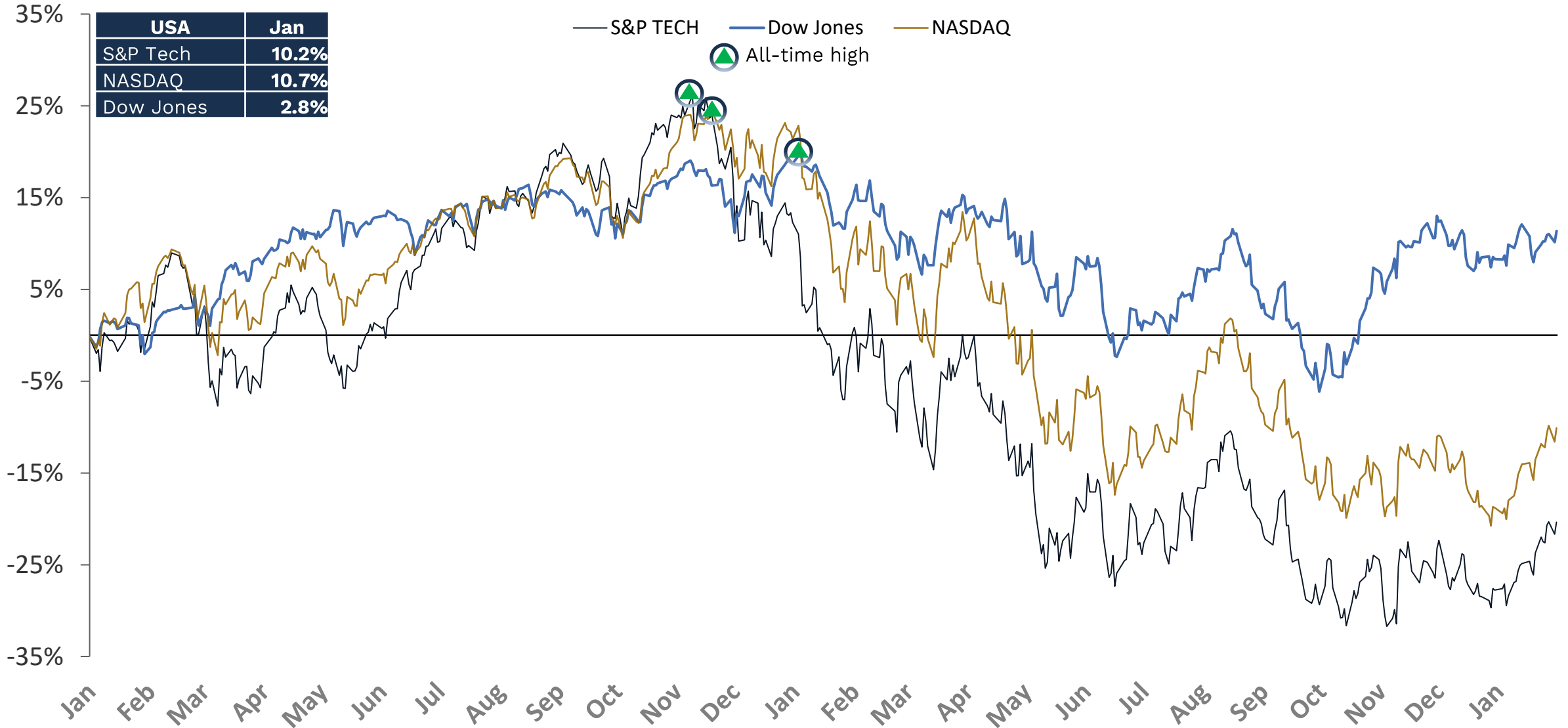
Corum acted as exclusive M&A advisor to The Rubicon Group

CORUM
MERGERS & ACQUISITIONS

Tech M&A Research Report

Public Markets Jan 2021 - Jan 2023

% CHANGE



Market

Transactions

January 2022

414

January 2023

406

2%



Mega Deals

11

3

73%



Largest Deal

\$69B

\$2.6B

96%



Pipeline

Private Equity
Platform Deals

January 2022

48

January 2023

38

21%



VC-Backed Exits

97

82

15%



Non-Tech Acquirers

30

27

10%



Attributes

Cross Border
Transactions

January 2022

40%

January 2023

43%



Start-Up Acquisitions

27%

18%



Average Life of Target

15 yrs

16 yrs



2023 Mega Deals (Jan)



VERTICAL
\$2.6B – 1 Deal



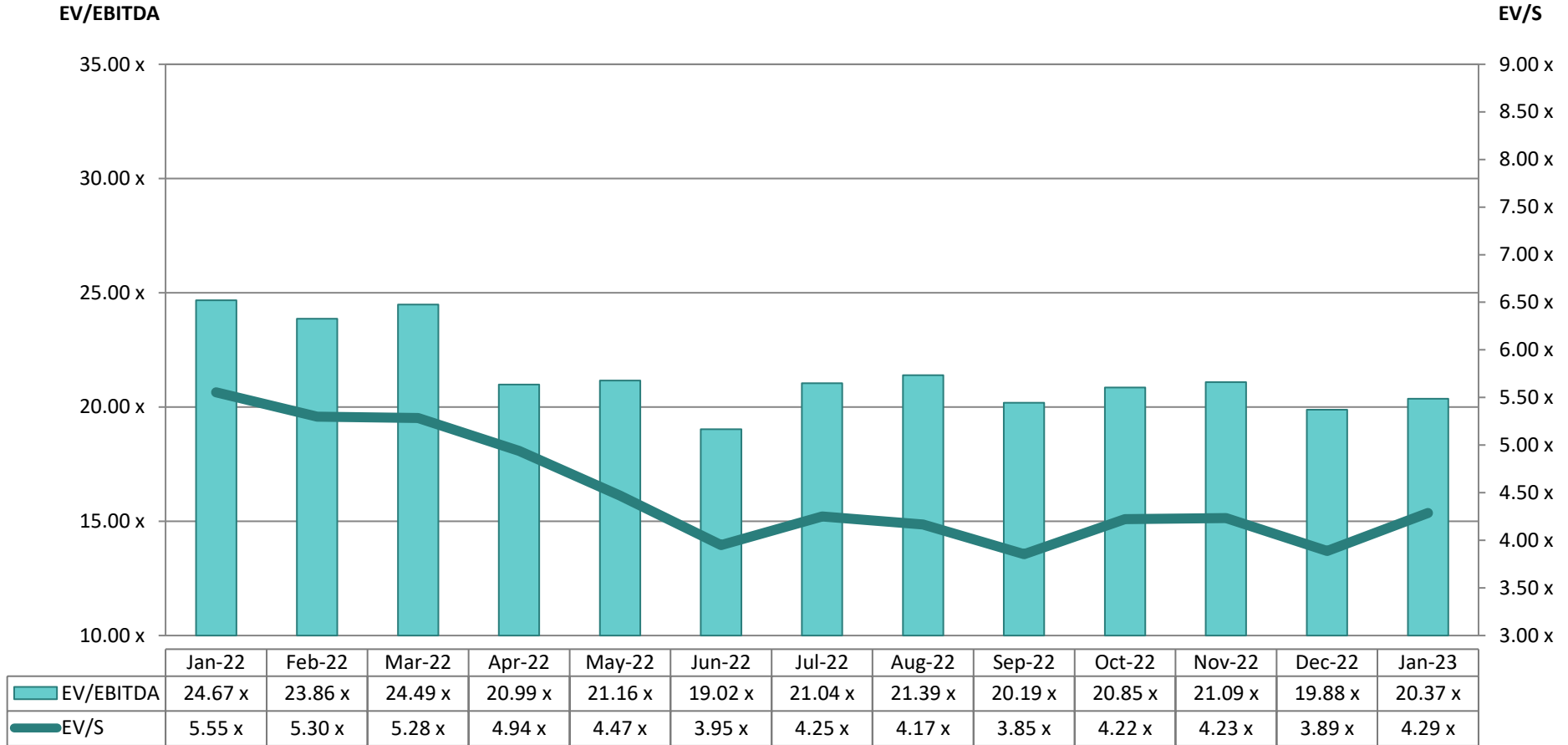
INFRASTRUCTURE
\$1.3B – 1 Deal



HORIZONTAL
\$1.3B – 1 Deal



Public Valuation Multiples





Subsector	Sales	EBITDA	Examples		
Business Intelligence	▲ 5.06x	— 28.6x	<i>MicroStrategy</i>	sumo logic	splunk >
Marketing	▲ 3.51x	▲ 21.7x	WIX	bread financial.	HubSpot
ERP	▲ 4.82x	▼ 18.3x	ORACLE	PEGA	SAP
Human Resources	— 6.69x	— 20.0x	RECRUIT	PAYCHEX	workday.
SCM	▲ 10.8x	▲ 40.1x	AMERICAN SOFTWARE	DESCARTES	Manhattan Associates.
Payments	▲ 3.45x	▲ 19.3x	ACI UNIVERSAL PAYMENTS.	PayPal	Square
Other	▲ 3.33x	— 18.2x	NUANCE	opentext™	salesforce

The logo for 'paya' features the word in a lowercase, sans-serif font. The 'p' is dark blue, and the 'ya' is light blue. A green arc is positioned above the 'a', and a small registered trademark symbol (®) is located to the upper right of the 'a'.The logo for 'nuvei' is in a bold, lowercase, sans-serif font. The 'i' at the end has a red dot above it.

Seller: Paya [USA]

Acquirer: Nuvei [Canada]

Transaction Value: \$1.3B (5.0x EV/Sales and 24.5x EV/EBITDA)

- Payment management SaaS



HORIZONTAL
\$1.3B – 1 Deal



Payment Management



nipendo

SOLD TO

**AMERICAN
EXPRESS**

Seller: Nipendo [Israel]

Acquirer: American Express [USA]

- B2B payments automation SaaS



van den berg

SOLD TO

MAIN
CAPITAL PARTNERS

Seller: van den Berg Service [Germany]

Acquirer: Main Capital Partners [USA]

- Payment processing SaaS



Data Management



Seller: MarkLogic [Vector Capital] [USA]
Acquirer: Progress Software [USA]
Transaction Value: \$355M
- NoSQL database management SaaS



Seller: Knoldus [Canada]
Acquirer: NashTech [Nash Squared] [United Kingdom]
- Data science SaaS



Seller: Iguazio [Israel]
Acquirer: McKinsey & Company [USA]
- Data science & MLOps SaaS



Seller: Pachyderm [USA]
Acquirer: Hewlett Packard Enterprise [USA]
- AI-enabled data management SaaS



Customer Engagement



OpenWeb

Seller: Jeeng [USA]

Acquirer: OpenWeb Technologies [USA]

Transaction Value: \$100M

- Personalized messaging & audience engagement SaaS



DIMOCO
messaging



iBASIS

POWERED BY TOFANE

Seller: DIMOCO Messaging [BaseTech Ventures] [Liechtenstein]

Acquirer: iBasis [Tofane Global] [USA]

- Mobile messaging SaaS

TEXTTEL



capacity

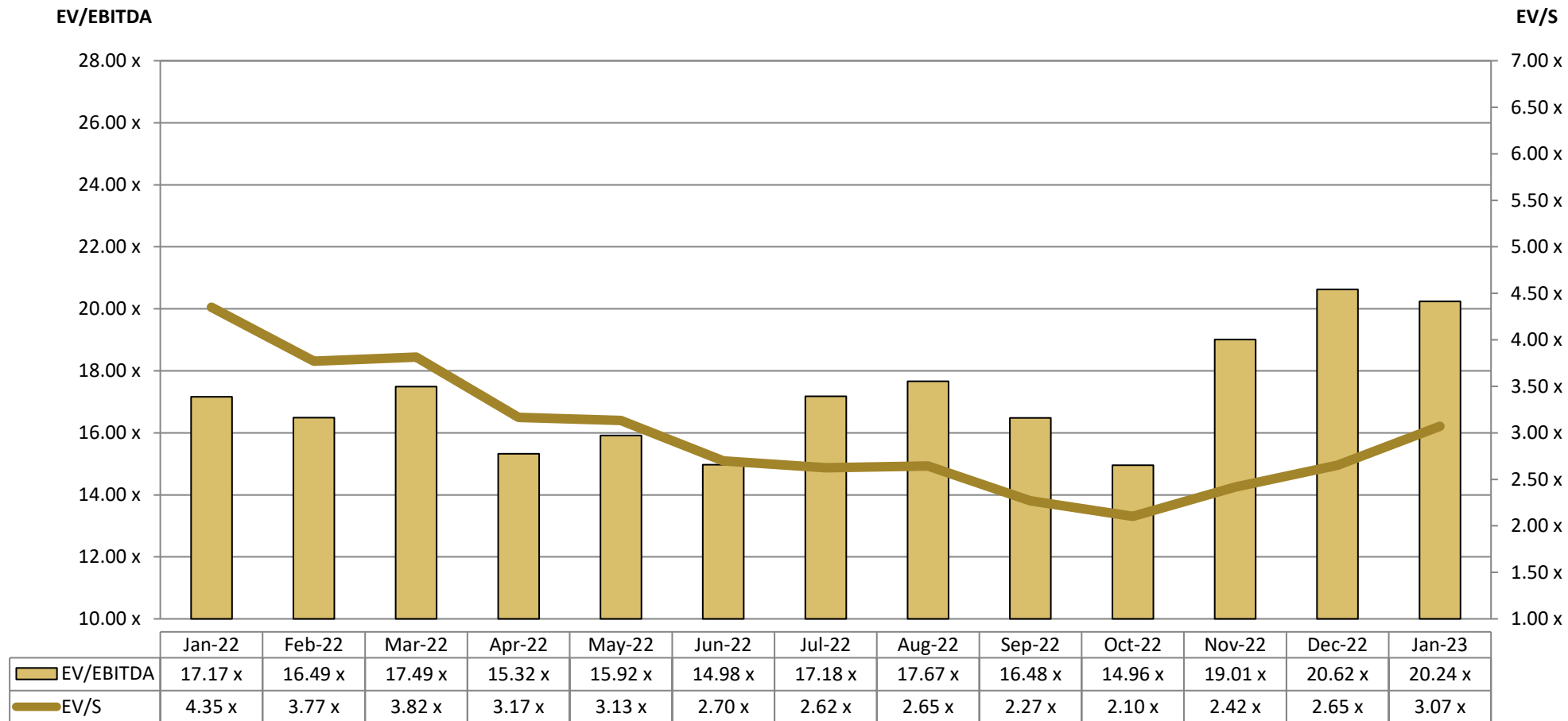
Seller: Textel [USA]

Acquirer: Capacity [USA]





- Texting & customer experience analytics SaaS



Public Valuation Multiples





Subsector	Sales	EBITDA		Examples
Casual Gaming	▲ 3.12x	▲ 21.7x	EMBRACER ⁺ GROUP	 
Core Gaming	— 3.90x	▼ 17.5x	T2	Electronic Arts 
Other	▲ 2.14x	— 23.3x	lyft	NETFLIX 



Games



SECRET 6

Seller: Secret 6 [Philippines]

Acquirer: Catalis [NorthEdge Capital] [United Kingdom]

- Videogame development studio



North
Edge.



SKYBOX LABS



Seller: SkyBox Labs [Canada]

Acquirer: NetEase Games [China]

- Videogames development company



Betting

meridianbet

SOLD TO

GMG
GOLDEN MATRIX GROUP

Seller: MeridianBet [Malta]
Acquirer: Golden Matrix Group [USA]
Transaction Value: \$300M
- Online casino gaming & betting

SUPRNATION

SOLD TO

**DOUBLE
DOWN**
INTERACTIVE
DOUBLEU GAMES

Seller: SuprNation [Sweden]
Acquirer: DoubleDown Interactive [DoubleU Games] [USA]
Transaction Value: \$35M
- Mobile casino videogames developer

DGC[®]
DIGITAL GAMING CORPORATION

SOLD TO

sg h c **Super
group**

Seller: Digital Gaming Corporation [United Kingdom]
Acquirer: Super Group (SGHC) [Guernsey]
- Online sports betting & gaming



Consumer Healthcare



Seller: Expectful [USA]

Acquirer: Babylist [USA]

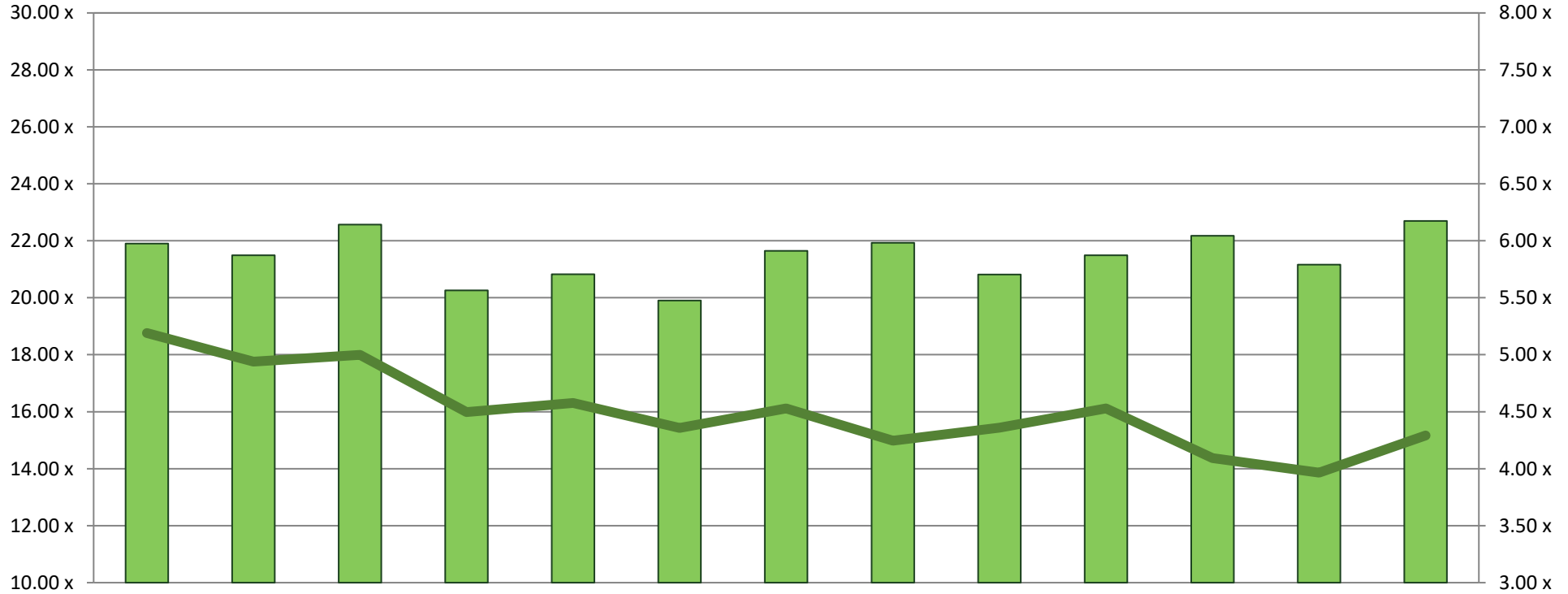
- Women health & wellness mobile application
- Broadens buyer's reach to new audiences and content verticals



Public Valuation Multiples

EV/EBITDA

EV/S



	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23
EV/EBITDA	21.90 x	21.49 x	22.57 x	20.26 x	20.82 x	19.90 x	21.64 x	21.93 x	20.82 x	21.49 x	22.17 x	21.16 x	22.70 x
EV/S	5.19 x	4.94 x	5.00 x	4.50 x	4.58 x	4.36 x	4.53 x	4.24 x	4.36 x	4.53 x	4.09 x	3.97 x	4.29 x



Subsector	Sales	EBITDA	Examples		
A/E/C	▲ 9.72x	▲ 38.9x	AUTODESK	DASSAULT SYSTEMES	SYNOPSYS®
Automotive	▲ 2.49x	▲ 16.4x	AutoTrader	Scout24	TrueCar®
Energy & Environment	— 3.50x	— 24.6x	Schlumberger	Itron	xylem
Financial Services	▲ 5.18x	▲ 19.4x	Broadridge®	SS&C	fiserv.
Government	▼ 2.20x	▲ 15.4x	NORTHROP GRUMMAN	L3HARRIS	tyler technologies
Healthcare	▲ 2.19x	▼ 14.6x	Allscripts™	HealthCatalyst®	Teladoc HEALTH™
Real Estate	▲ 1.09x	— 45.8x	REDFIN	CoStar Group™	Zillow®
Other	▲ 4.31x	▲ 24.3x	aMADEUS	Rockwell Automation	Sabre.

2023 Mega Deals (Jan)



VERTICAL
\$2.6B – 1 Deal



Duck Creek
Technologies



V I S T A

Seller: Duck Creek Technologies [USA]

Acquirer: Vista Equity Partners [USA]

Transaction Value: \$2.6B and 7.6x EV/Sales

- Insurance policy management SaaS



InsureTech



IMBURSE



**Duck Creek
Technologies**

Seller: Imburse Payments [Switzerland]

Acquirer: Duck Creek Technologies [USA]

- Insurance payment processing SaaS



Seller: Quick Internet Software Solutions [USA]

Acquirer: Davies Group [BC Partners] [United Kingdom]

- Insurance claims & reporting SaaS



Automotive

 **RAPIDRECON**

SOLD TO 

 **VÈHLO**

Seller: Rapid Recon [USA]

Acquirer: Vehlo [USA]

- Automotive reconditioning workflow automation SaaS

 **VELOCITY**
AUTOMOTIVE

SOLD TO 

 **VÈHLO**

Seller: Velocity Automotive Solutions [USA]

Acquirer: Vehlo [USA]

- Vehicle information management SaaS

 **FREICON.**

SOLD TO 

 **VALSOFT**
VALSEF GROUP

Seller: Freicon Software [Germany]

Acquirer: Valsoft Corporation [Valsef Capital] [Canada]

- Automotive dealer management SaaS

 **ImEX**
SYSTEMS INC.

SOLD TO 

 **Convenient Brands**

THE BEEKMAN GROUP

Seller: ImEX Systems [Canada]

Acquirer: Convenient Brands [The Beekman Group] [USA]

- Collision repair management SaaS



A/E/C

 **Projectmates**



HEXAGON

Seller: Projectmates [USA]
Acquirer: Hexagon [Sweden]
- Construction project management SaaS

 **Ryvit**



Trimble

Seller: Ryvit [USA]
Acquirer: Trimble [USA]
- Data integration PaaS

FLEXCAVO

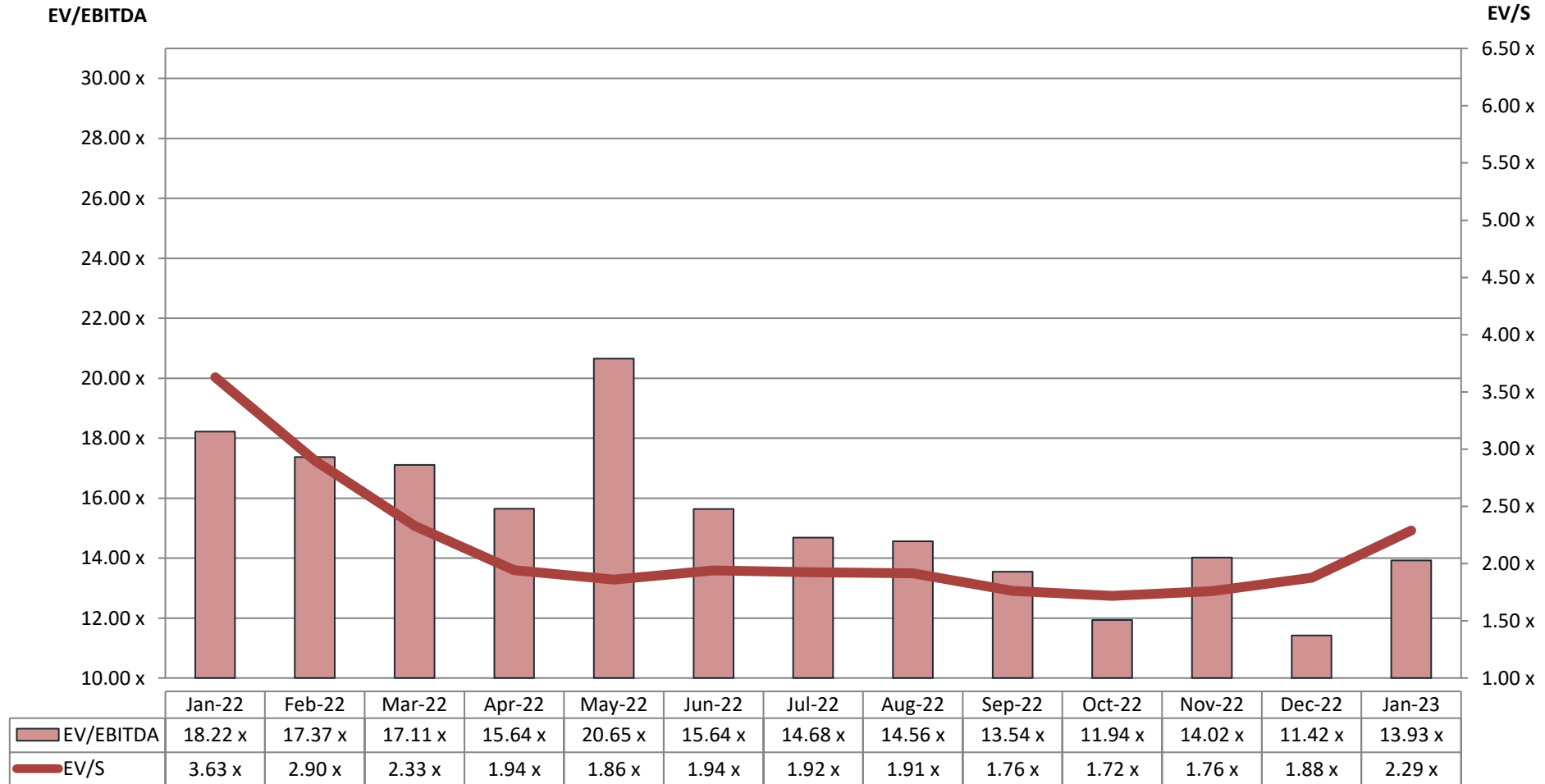


Trackunit

Seller: Flexcavo [Germany]
Acquirer: Trackunit [Denmark]
- Construction workflow automation SaaS



Public Valuation Multiples





Subsector

Sales

EBITDA

Examples

Diversified Internet

▲ 3.92x

▲ 13.7x

Alphabet  百度 Tencent 腾讯

eCommerce

▲ 1.18x

▲ 29.1x

ebay

 京东
JD.COM

 zalando

Social Network

▲ 2.54x

▲ 6.48x

 Meta

 MIXI

 Pinterest

Travel & Leisure

▲ 4.11x

▲ 17.7x

 Delivery Hero

 Expedia®

 BOOKING
HOLDINGS



Online Marketplace



Seller: Boatzon [USA]

Acquirer: MarineMax [USA]

- Online boat & marine digital retailer



Pet Care

DogFoodAdvisor

SOLD TO

Wag!

Seller: Dog Food Advisor [USA]

Acquirer: Wag! [USA]

Transaction Value: \$9.0M

- Online dog food reviews & ratings services



Activity Planning



Seller: FATMAP [United Kingdom]

Acquirer: Strava [USA]

- Outdoor adventures planning platform
- Buyer continues its strategy of acquiring smaller fitness startups to add extra value to its platform



Social Network



Discord

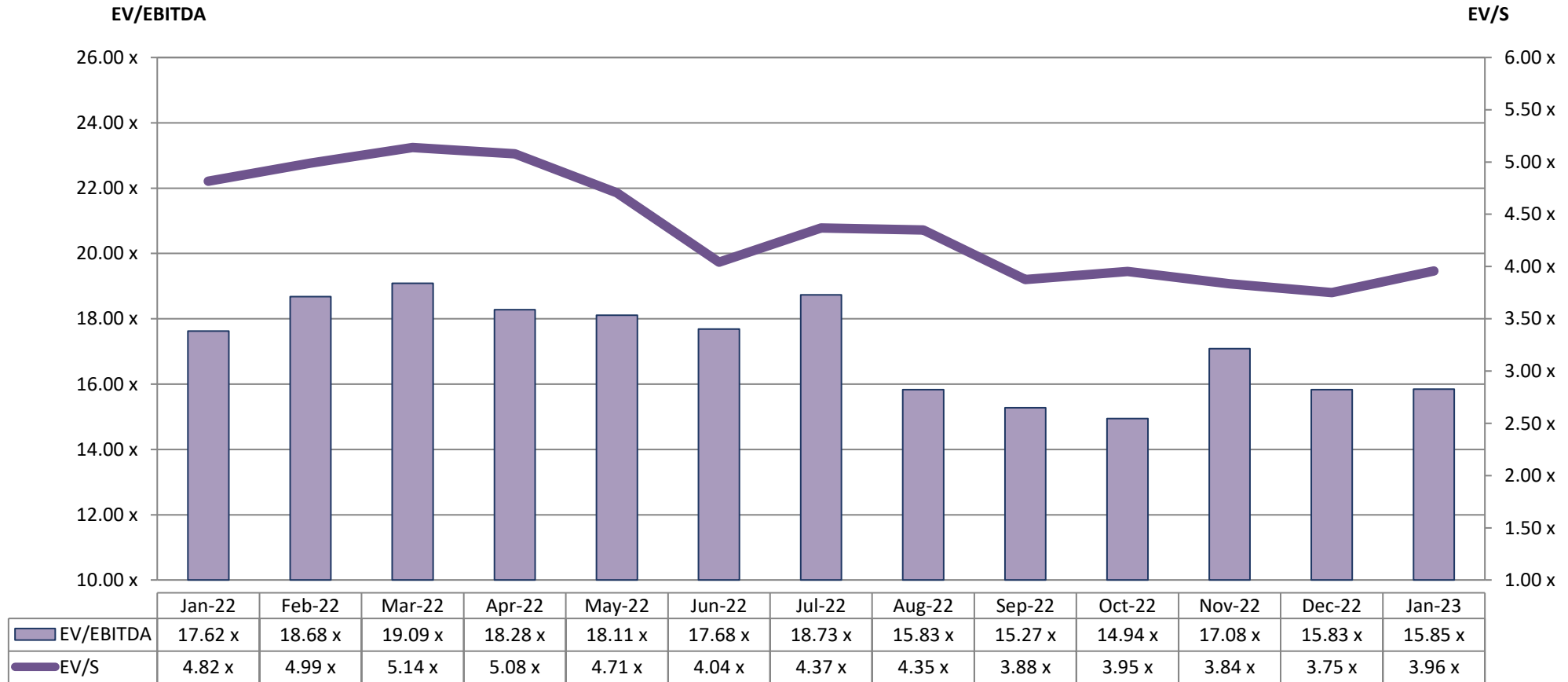
Seller: Gas [USA]

Acquirer: Discord [USA]




















- Praise-sending & interaction platform



Public Valuation Multiples





Subsector	Sales	EBITDA	Examples		
Application Lifecycle	— 4.52x	— 11.4x	 ATLISSIAN	 new relic.	 Progress®
Endpoint	▲ 3.96x	— 15.6x	 NUTANIX™	 Opera	 vmware®
Network Management	— 2.34x	— 15.6x		 CISCO	 JUNIPER NETWORKS
Security	▲ 6.84x	— 21.8x	 paloalto NETWORKS	 CHECK POINT™	 CYBERARK®
Storage & Hosting	▲ 3.48x	▼ 36.5x		 COMMVAULT® 	 NetApp
Other	▲ 3.30x	— 11.4x		 appian	



INFRASTRUCTURE
\$1.3B – 1 Deal



MAGNET
FORENSICS®

SOLD TO



THOMABRAVO

Seller: Magnet Forensics [Canada]

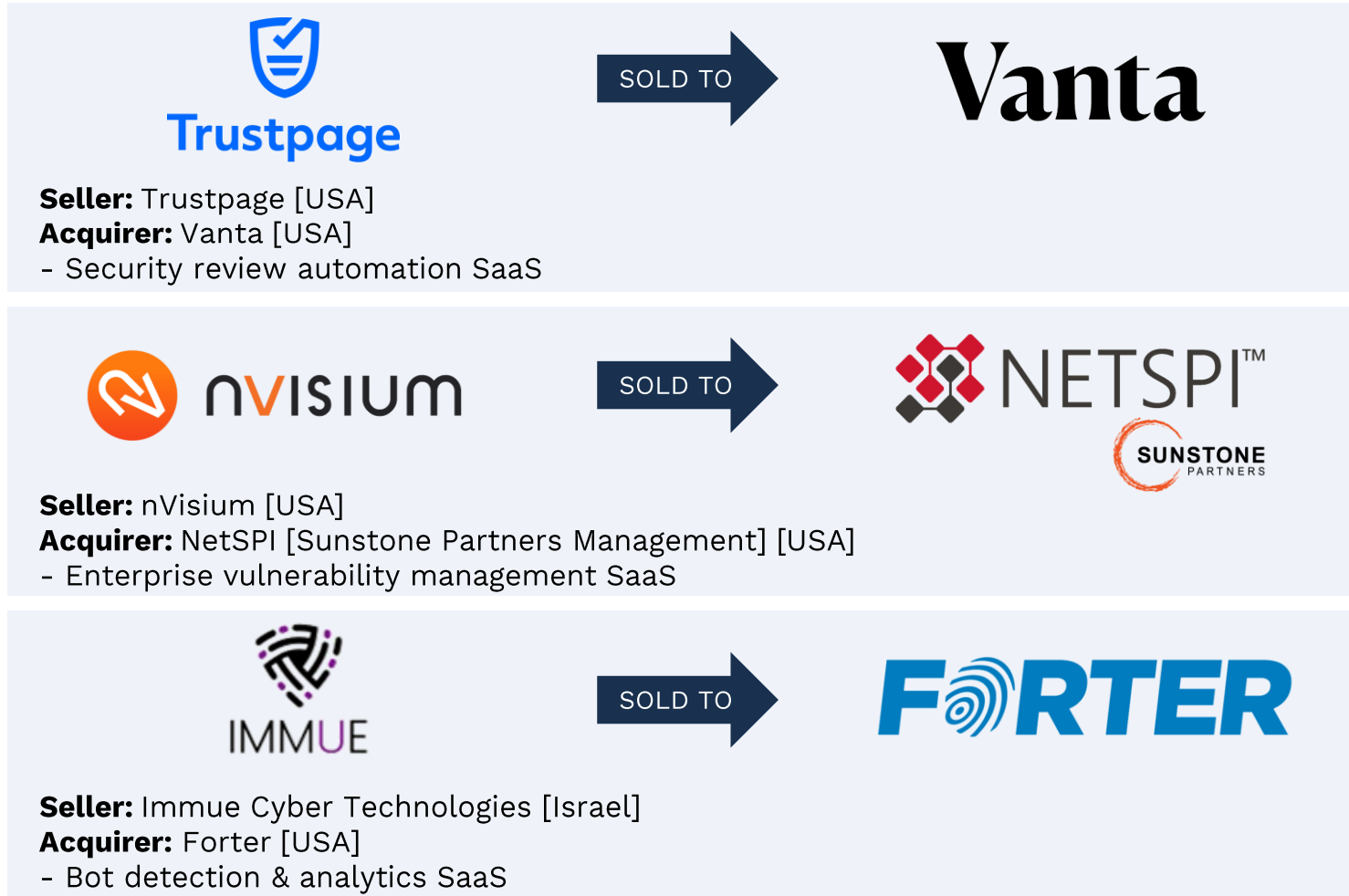
Acquirer: Thoma Bravo [USA]

Transaction Value: \$1.3B and 12.5x EV/Sales

- Digital investigation SaaS



Cybersecurity





ID & Access Management



Seller: Passwordless.dev [Sweden]
Acquirer: Bitwarden [USA]
- Passwordless web authentication SaaS & API



Seller: SecZetta [USA]
Acquirer: SailPoint Technologies [Thoma Bravo] [USA]
- Identity & access management SaaS



Seller: PathMaker Group [USA]
Acquirer: Simeio Solutions [ZMC] [ZelnickMedia Corporation] [USA]
- Identity & access management SaaS



DevOps Tools



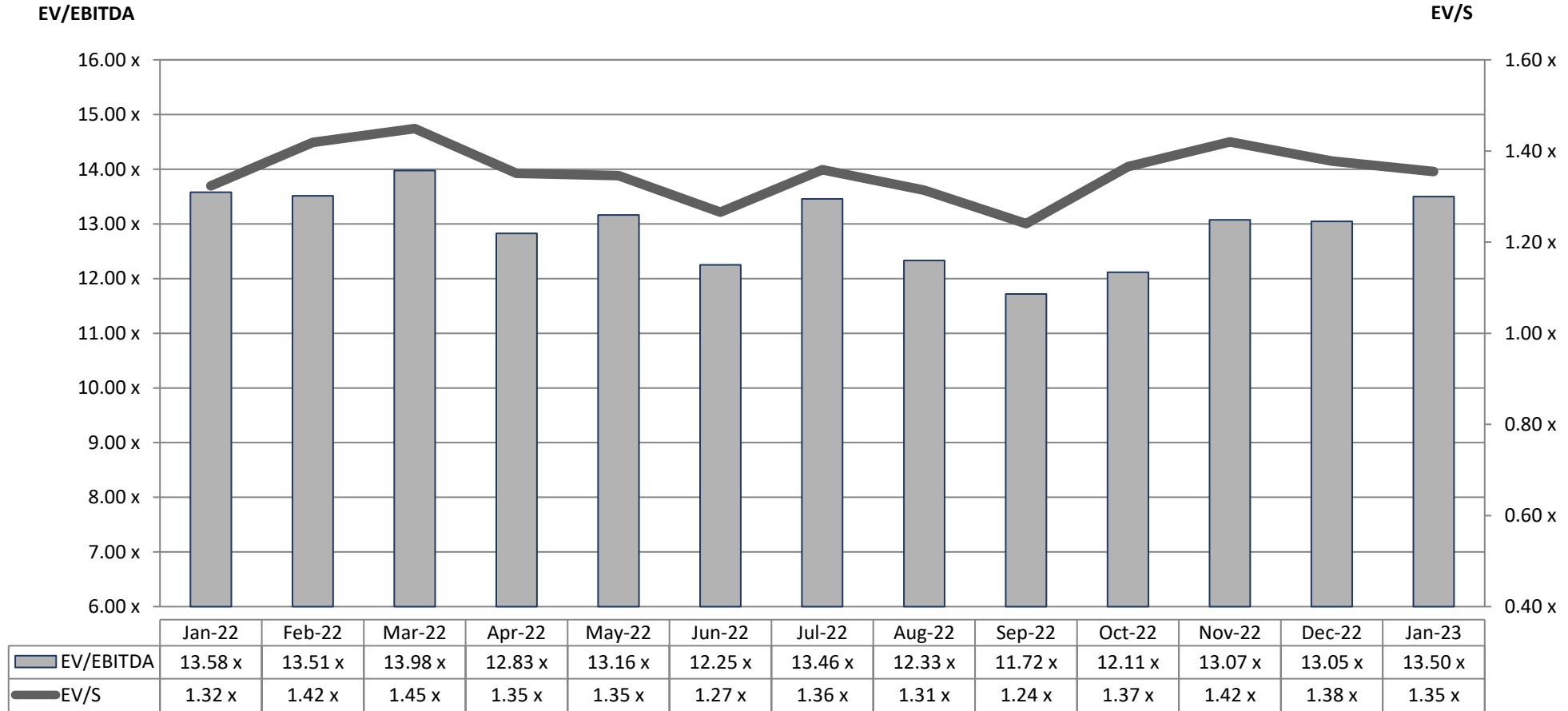
Seller: Propelo [USA]
Acquirer: Harness [USA]
- SDLC & DevOps automation SaaS



Seller: Elemeno [USA]
Acquirer: Semantix [Brazil]
- MLOps management & modelling SaaS



Public Valuation Multiples

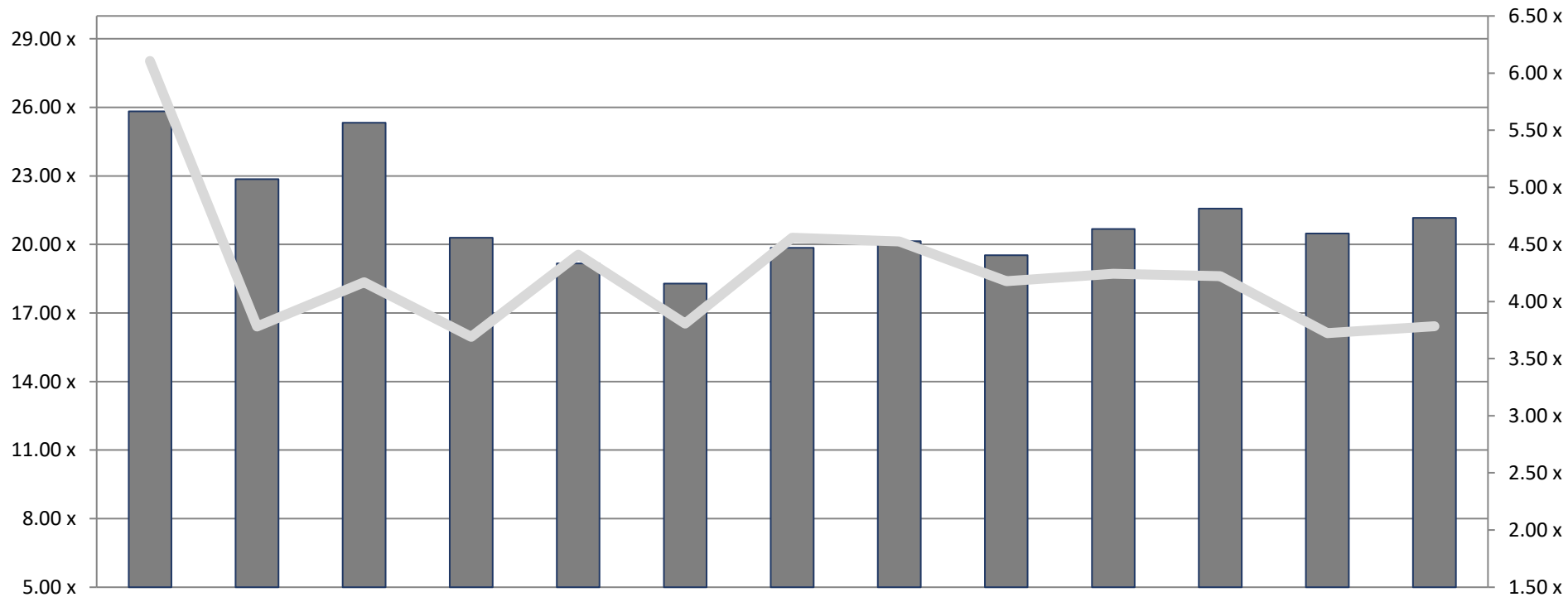




Public Valuation Multiples

EV/EBITDA

EV/S



	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23
EV/EBITDA	25.83 x	22.86 x	25.33 x	20.29 x	19.16 x	18.29 x	19.85 x	20.14 x	19.53 x	20.67 x	21.57 x	20.48 x	21.17 x
EV/S	6.11 x	3.78 x	4.17 x	3.69 x	4.41 x	3.81 x	4.56 x	4.53 x	4.18 x	4.24 x	4.22 x	3.72 x	3.78 x



Software Development



Seller: Webscience [Italy]
Acquirer: adesso [Germany]
- Software development services



Seller: Hexacta [Uruguay]
Acquirer: GlobalLogic [Hitachi Global Digital Holdings] [USA]
- Software development & IT services



Seller: Xoriant Corporation [USA]
Acquirer: ChrysCapital [Mauritius]
- Custom software development & IT services



Seller: Clarisoft Technologies [Romania]
Acquirer: Modus Create [JLL Partners] [USA]
- Software engineering & development services



Healthcare IT Services



Outsourced services business unit

SOLD TO



CORRIDOR HOLDINGS
HealthEdge
INVESTMENT PARTNERS

Seller: Select Data (outsourced services business unit) [USA]

Acquirer: The Corridor Group Holdings [HealthEdge Investment Partners] [USA]

- Healthcare coding & documents outsourcing services



SOLD TO



Seller: HighPoint Solutions [USA]

Acquirer: Hexaware Technologies [India]

- Healthcare IT services provider



SOLD TO



Seller: GreenpointMed [USA]

Acquirer: Simitree Healthcare Consulting [USA]

- Outsourced medical billing & credentialing services



SOLD TO



Seller: NightWatch [Vaught] [USA]

Acquirer: Avel eCARE [Aquiline Capital Partners] [USA]

- Remote pharmacy services



Focused System Integrators

**SUPPORT
OPS.**

SOLD TO



Seller: SupportOps [USA]
Acquirer: PartnerHero [USA]
- Zendesk CRM implementation & CX support services



SOLD TO



Seller: Global Infotech [USA]
Acquirer: Intelliswift Software [USA]
- Salesforce-focused IT services



SOLD TO



Seller: Computer Technology Resources [USA]
Acquirer: Applications Software Technology [USA]
- Oracle-focused IT services



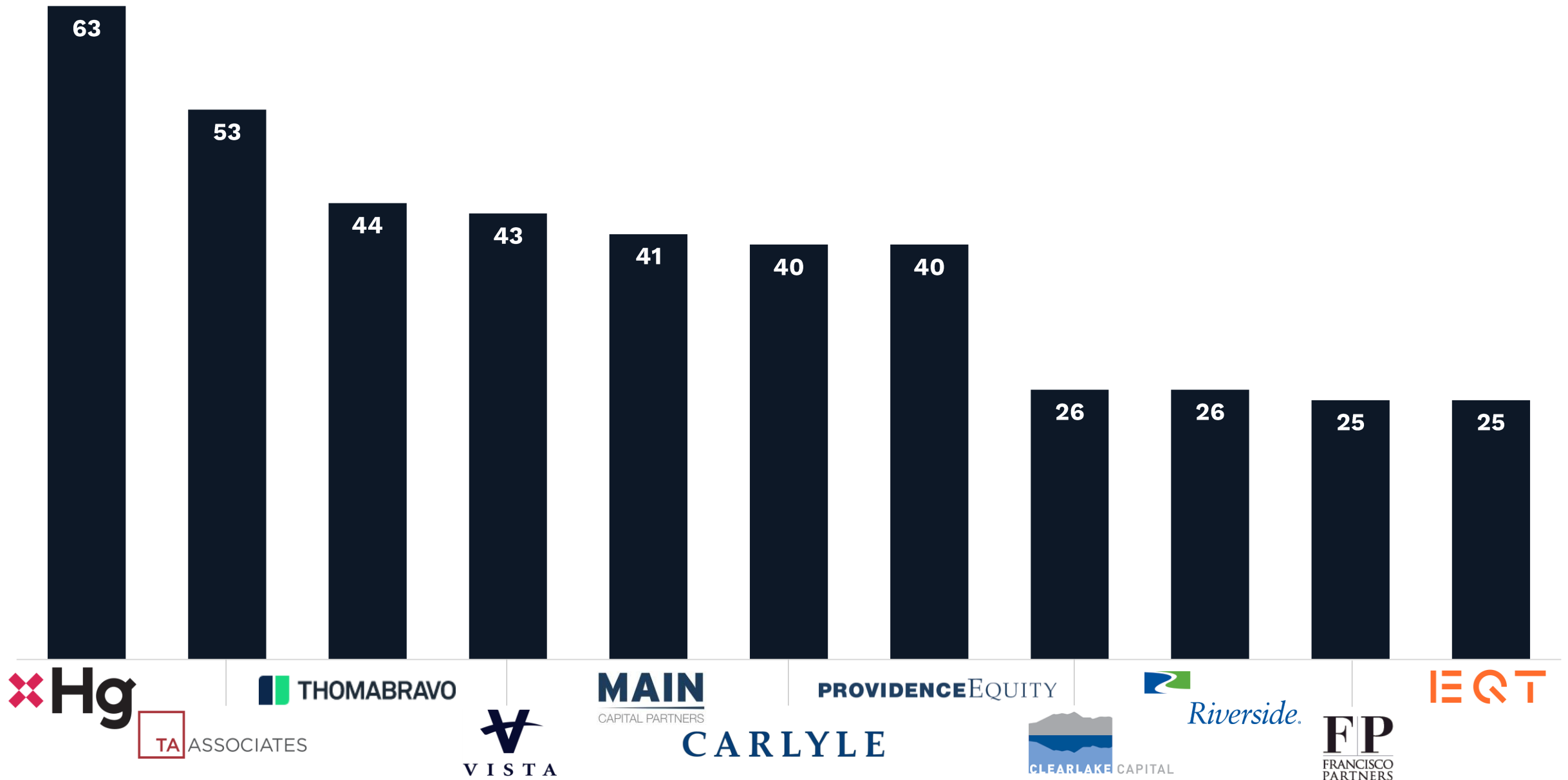
SOLD TO



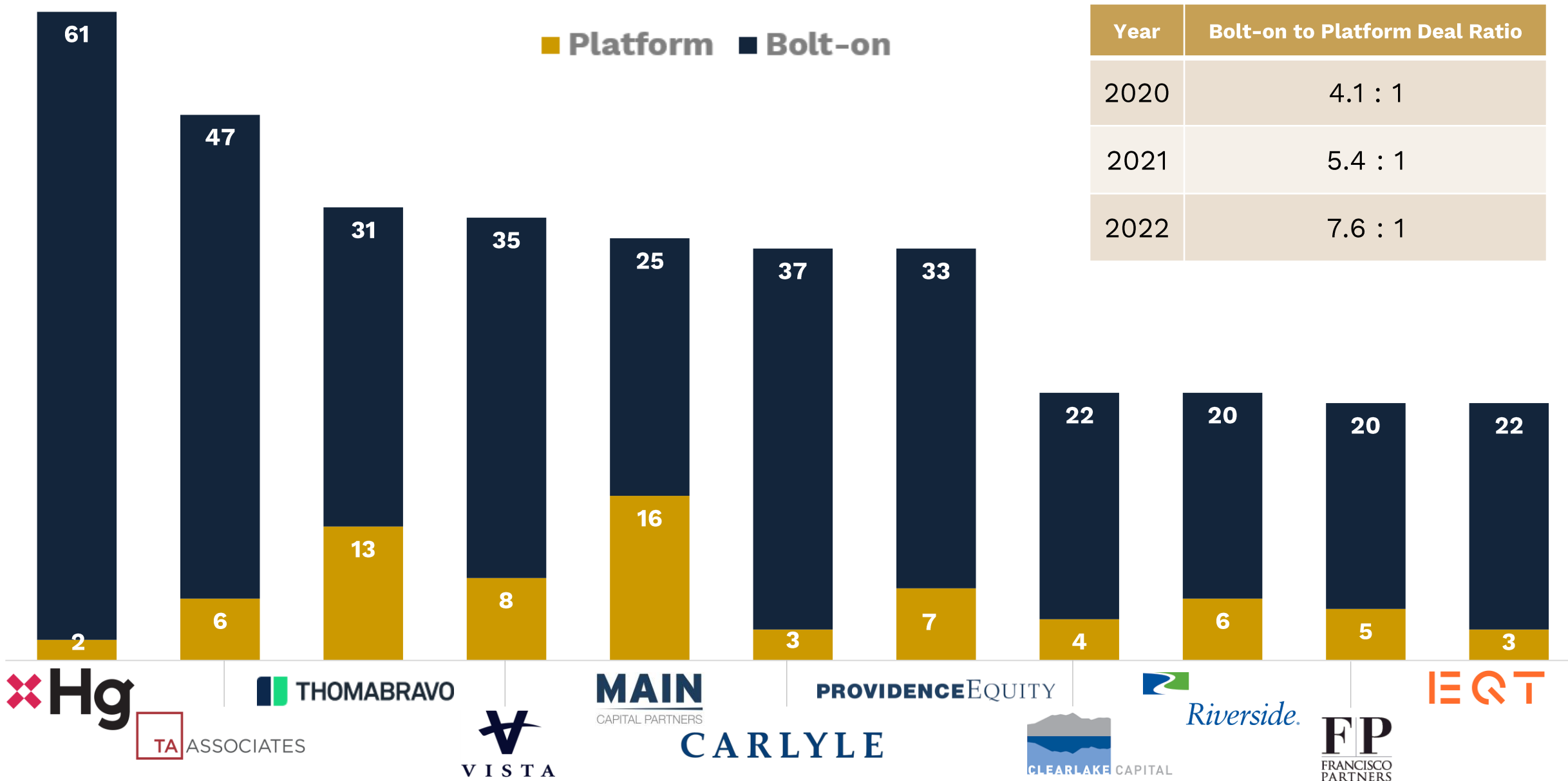
Seller: Cloud Technology Solutions [NorthEdge Capital] [United Kingdom]
Acquirer: Marlin Equity Partners [USA]
- Google-focused IT services

Private Equity Tech M&A Activity: 2022 Analysis

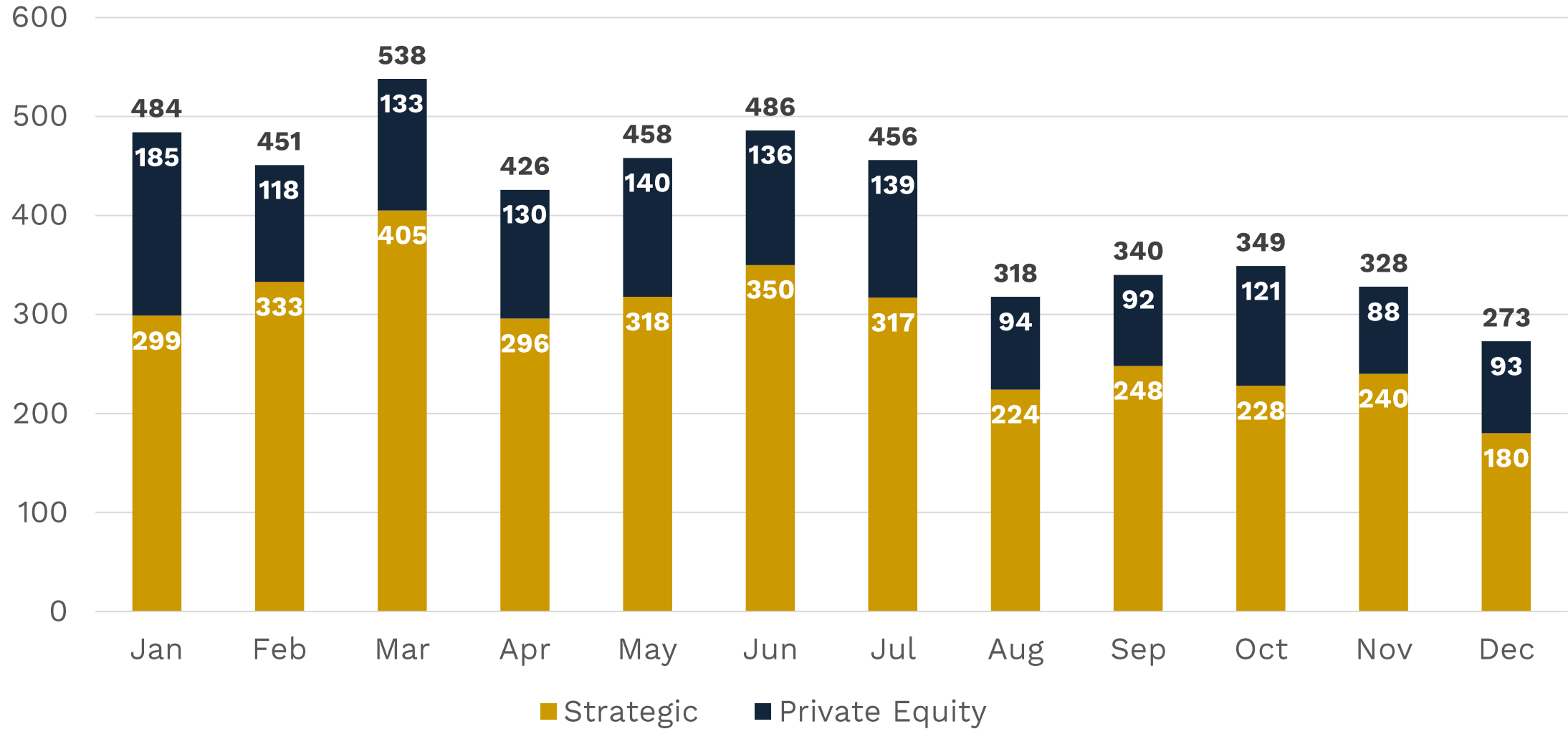
Top Private Equity Acquirers 2022



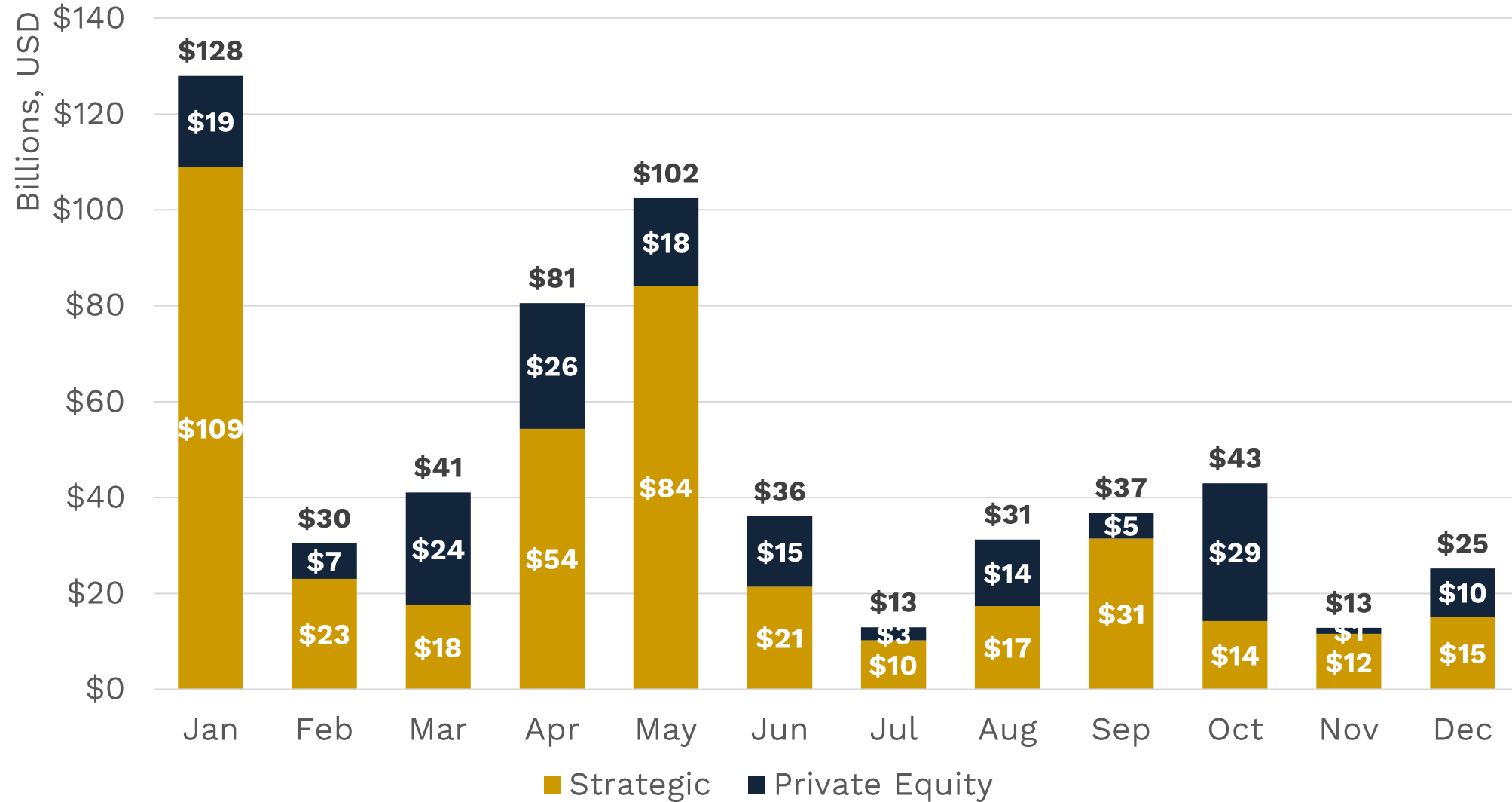
PE Platform VS. Bolt-On Acquisitions



Tech M&A Deal Volume 2022: PE vs. Strategic

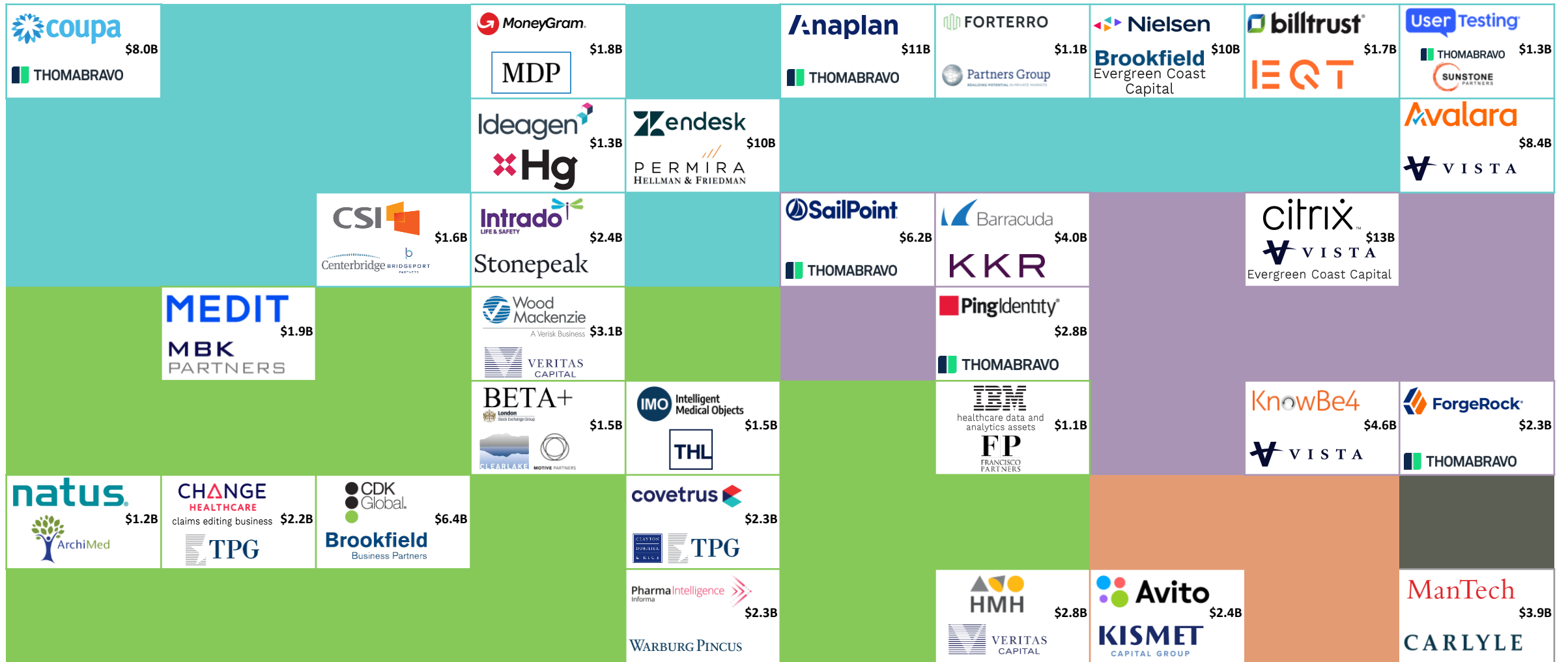


Tech M&A Deal Value 2022: PE vs. Strategic



Megadeals of 2022 – PE Buyers

\$116B TOTAL



Megadeals of 2022 – PE Buyers

\$116B TOTAL

Anaplan
\$11B
THOMABRAVO

Anaplan

SOLD TO



THOMABRAVO

Seller: Anaplan [USA]

Acquirer: Thoma Bravo [USA]

Transaction Value: \$10.7B and 17.6x EV/Sales

- Business modeling & planning SaaS

Megadeals of 2022 – PE Buyers

\$116B TOTAL





Amber Stoner
Vice President



**Artem
Mamaiev**
Associate



**Anna
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Senior Analyst



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Writer



Tech M&A Research Report

Complete Global Market Report
Available Upon Request
info@corumgroup.com

On demand webcast will be
available at:
www.corumgroup.com

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

Tim Goddard, EVP, Corporate Strategies, Corum Group Ltd.



- **Oversees Corum’s global marketing efforts including “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.**

CORUM

Private Equity Panel

2023

Private Equity Panel

TIM GODDARD,
EVP CORP. STRAT.
CORUM GROUP LTD.



CORUM
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PATRICK EBLE
VICE PRESIDENT

ALPINE



ANTHONY HAYES
VICE PRESIDENT

 *Mainsail Partners*



KYLE HUTCHINSON
INVESTMENT
PROFESSIONAL

 **K1 Investment**
Management



JEREMY HOLLAND
MANAGING
PARTNER

 *Riverside.*



PATRICK EBLE

**VICE
PRESIDENT**

ALPINE

Patrick is a Vice President at Alpine Investors where he focuses on vertical SaaS and data. Alpine Investors is a people-driven private equity firm that invests in software, business services, and consumer services. Alpine has \$8 billion in assets under management and is currently investing out of its \$2.25 billion eighth fund. At Alpine, Patrick sits on the board of AirDNA, a Fund 8 company in the short-term rental data space, Aplos, a Fund 8 company in the nonprofit space, and Innovative Systems, a Fund 7 software platform in the rural telecom space. Prior to Alpine, Patrick was a member of the Infrastructure Advisory team at Ernst & Young, providing advisory services to clients in the public sector. Patrick is a former member of the US Senior National Rowing Team. Patrick received a Master's degree from the University of Cambridge and a Bachelor's degree from Princeton University.



JEREMY HOLLAND

VICE
PRESIDENT



Riverside.

Private equity investor with more than 20 years of experience across all facets of the private equity firm creation, investment and portfolio management process. Since joining The Riverside Company in 2010, he has focused heavily on the Origination (Business Development) process for both new investment opportunities and accelerating portfolio company growth through add-on acquisitions. Breadth and depth of relationships and experience has resulted in the completion of scores of investments across numerous industries and through diverse capital structures.



ANTHONY HAYES
**VICE
PRESIDENT**



Anthony currently serves on the board of ServiceCore. In 2022, Anthony served as Chief of Staff at ServiceCore. During his time at ServiceCore, Anthony helped the company build and monetize its websites and digital marketing product. Prior to joining the team, Anthony was an Investment Banker at Bank of America Merrill Lynch in Palo Alto, CA. While at BofA Merrill Lynch, Anthony advised on transactions for public and private companies in the technology space. Anthony graduated from Stanford University, where he earned a B.A. in Political Science and played on the varsity football team, winning two PAC-12 Championships and a Rose Bowl.



KYLE HUTCHINSON

INVESTMENT
PROFESSIONAL



K1 Investment
Management

Works at K1, a private equity firm with approximately \$13 billion of AUM. K1 focuses on partnering exclusively with B2B software businesses with revenues below \$100 million at the point of investment. Has been on the investment team at K1 for a little over three years and prior to that, spent the early part of his career at Franklin Templeton and JPMorgan. At K1, he focuses on managing relationships with our key investment bank partners, like Corum, as well as identifying and evaluating new investment opportunities.

What are the key tech trends you are seeing that tech company CEOs should be considering in the year ahead?

Of the Top 10 Trends that Corum has identified, are there any in particular that you are excited about, and why?

What's the #1 reason you get excited about a company as a M&A target or a strategic partner?



MERGE BRIEFING



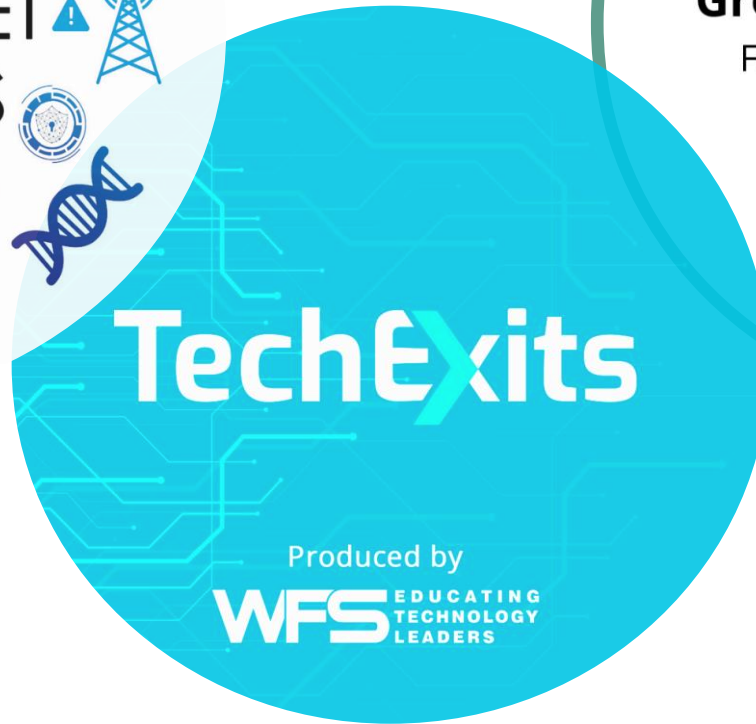
- **Half-Day**
- **Tech M&A Bootcamp**
- **The most attended tech executive conference in history**



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



Webcasts



Podcasts



Conferences

After the Deal – Celebration



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Thank you!