

Tech M&A Monthly

Starts in 2 minutes



Thoughts? Questions? Let us know!
@CorumGroup

CORUM

Tech M&A Monthly

The Rebirth of Recapitalization



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**



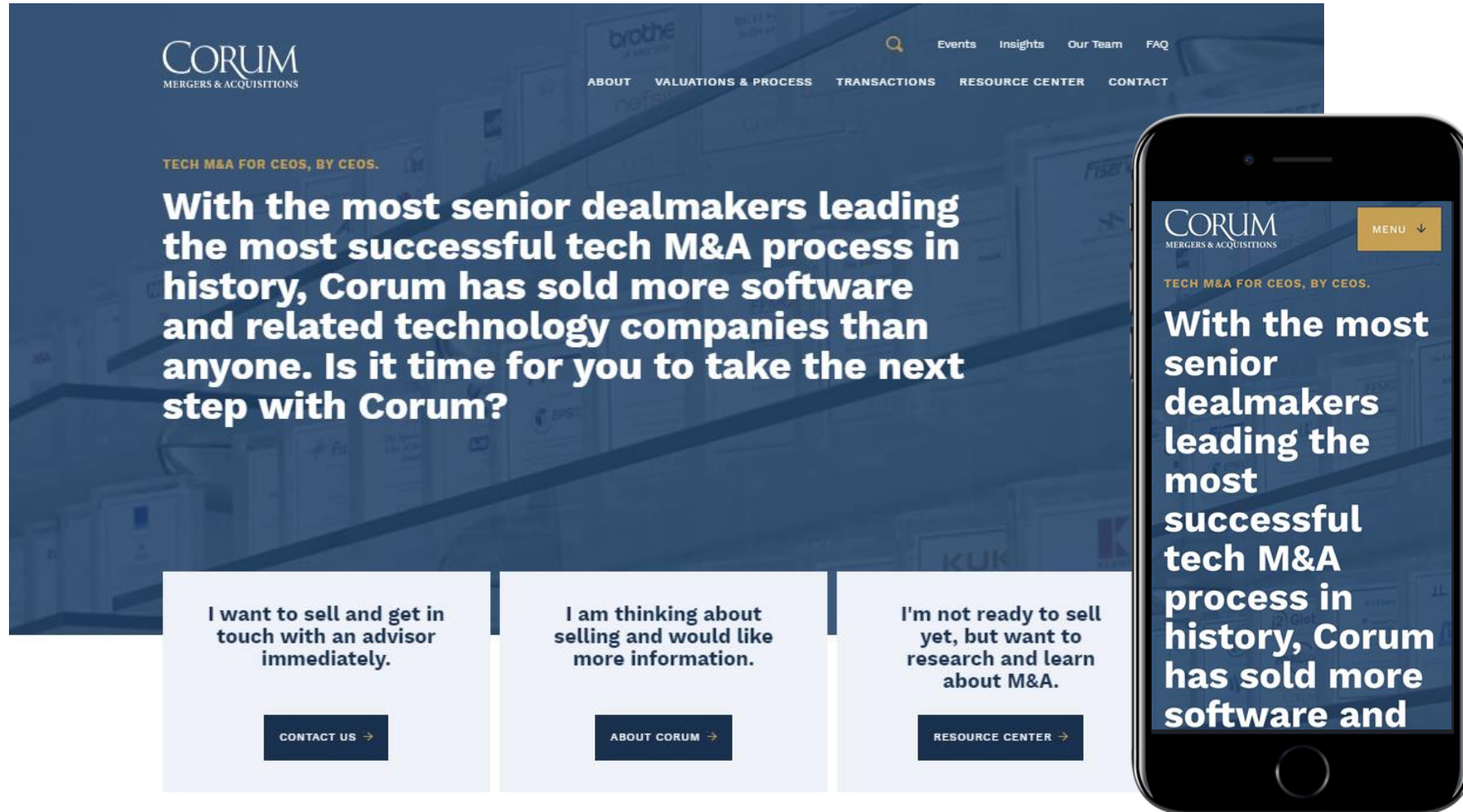


- **Half-Day**
- **Tech M&A Bootcamp**
- **The most attended tech executive conference in history**

MERGE BRIEFING



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



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 →](#)

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**

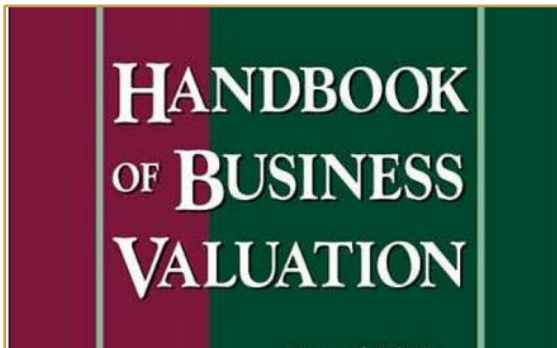
SOLD MORE SOFTWARE-RELATED FIRMS THAN ANYONE



Research

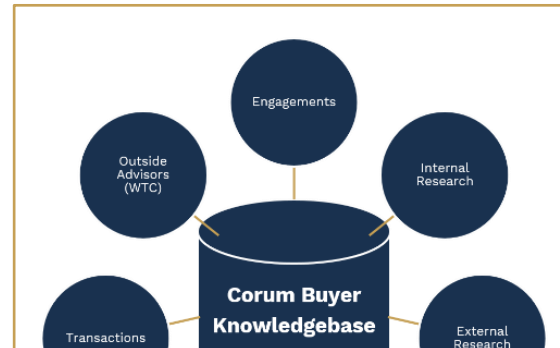


Education



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!
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Tech M&A Monthly

Q3 Tech M&A Report

Going Back to Market



Gina Stanhope, Chief Operating Officer, Corum Group Ltd.



- **Gina joined the Corum Group in 1986 and has held numerous positions in the company, primarily in the research, valuation, consulting, and management areas.**
- **She held a key executive position for RoseSoft, publisher of the widely acclaimed keyboard macro utility ProKey. Gina was instrumental in growing the company, and assisting in the ultimate sale of that firm with Corum Group's assistance.**
- **Gina founded and was CEO of InfoBase, a local privately held services firm focused on database management.**

We welcome your questions!

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info@corumgroup.com**

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www.corumgroup.com

Welcome

CEO Report: “Suicide Valuations – Don’t Fall Prey!”

Event Report

Deal Report

Tech M&A Market Research Report

Buyers Corner: “Tips for New Buyers”

Special Report: “Recapitalization – The Perfect Solution?”

Closing

CORUM

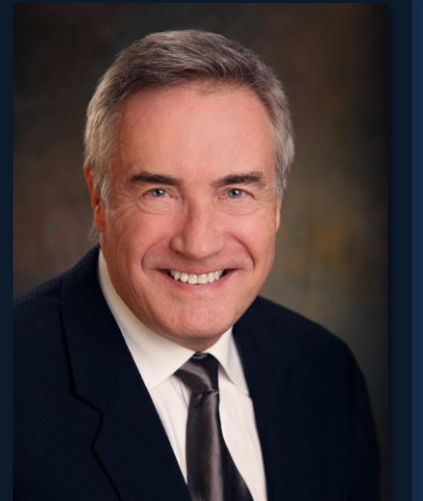
CEO Report

Suicide Valuations: Don't Fall Prey!

Presented By

Bruce Milne

**Chief Executive Officer
Corum Group Ltd.**



- **Finance**
- **Grow**
- **Repeat**



Suicide Valuation: Don't Fall Prey!

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A nighttime photograph of the Hong Kong skyline, featuring numerous illuminated skyscrapers and a Ferris wheel. The text "This strategy is popular in Asia" is overlaid in a large, bold, yellow font at the bottom of the image.

This strategy is popular in Asia

VC goal is to acquire one or two companies that can IPO or sell for a billion after 4-5 rounds of investment.

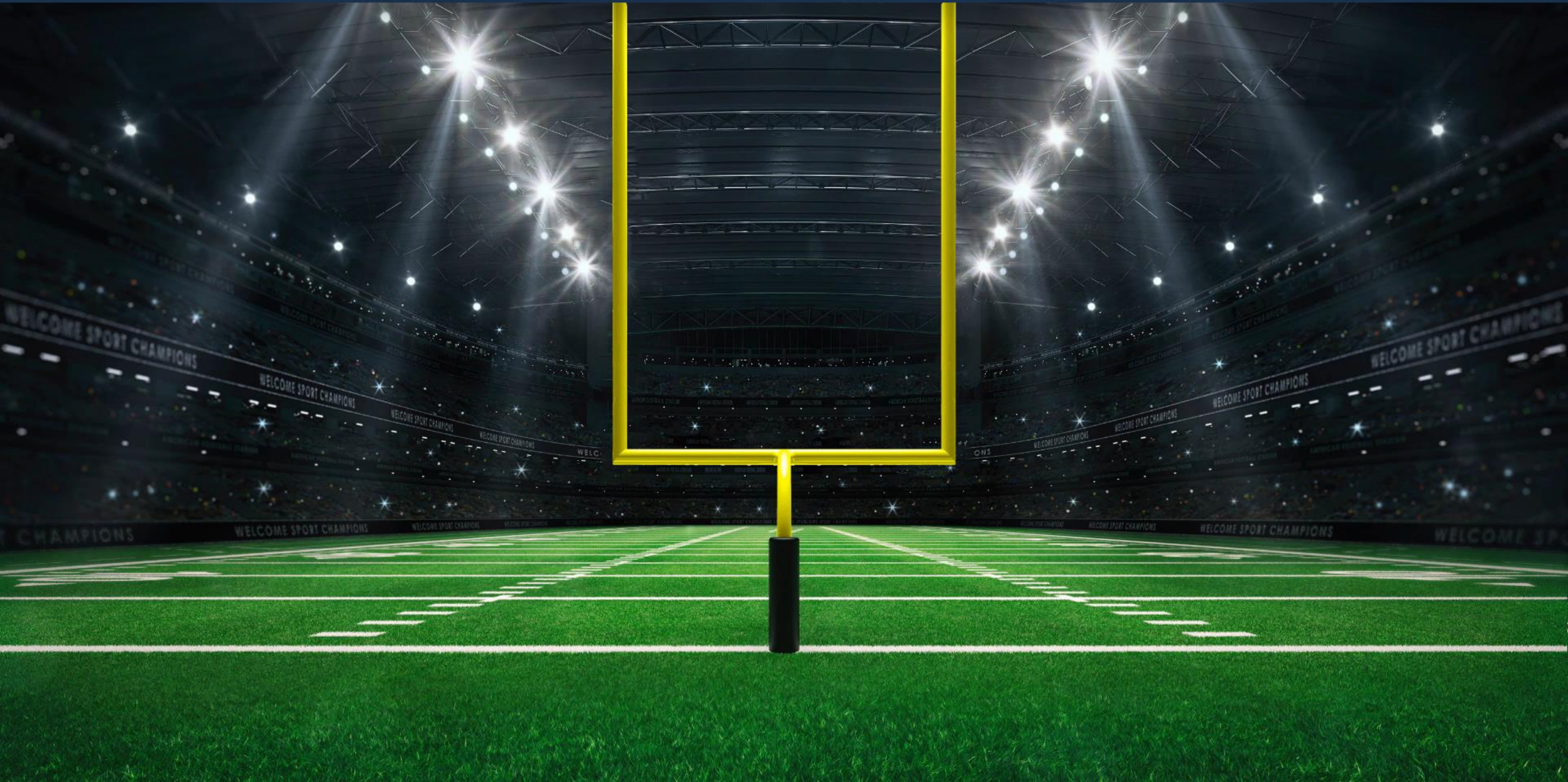
Your needs as founder are secondary.

Each round raises the price.



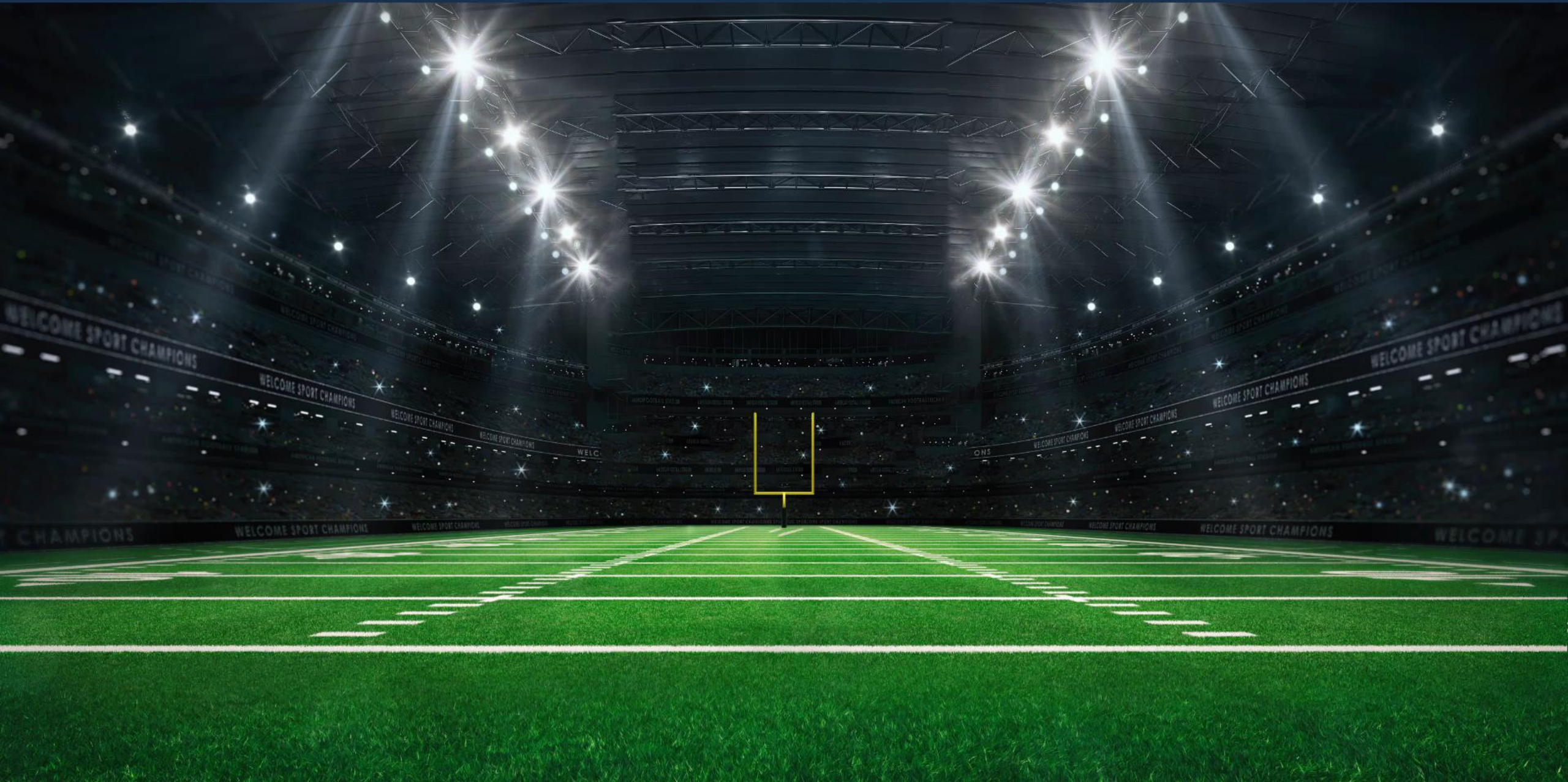
Suicide Valuation: Don't Fall Prey!

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Suicide Valuation: Don't Fall Prey!

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**These
strategies only
benefit the
dealmakers
seeking a
commission.**



Suicide Valuation: Don't Fall Prey!

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**This approach
takes a toll on
you.**

Wasting precious time
raising money and
dealing with **advisors
who do not have your
best interests at
heart.**



How the game is played:

Your technical strategy can be imitated by others with a global view and billions in financing from Private Equity firms.

Suicide Valuations

- Increasing rounds of investment puts your valuation way too high.
- Leaving you unable to sell or go public.



Suicide Valuation: Don't Fall Prey!

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Suicide Valuations **Kill** Your Future.



Suicide Valuation: Don't Fall Prey!

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Suicide Valuation: Don't Fall Prey!

	Pre-Funding Valuation	Percentage You Own after financing
Series A	<\$7M	60%
Series B	\$20M	40%
Series C	\$40M	20%

If you raise \$10M, **your base value is at \$50M.**

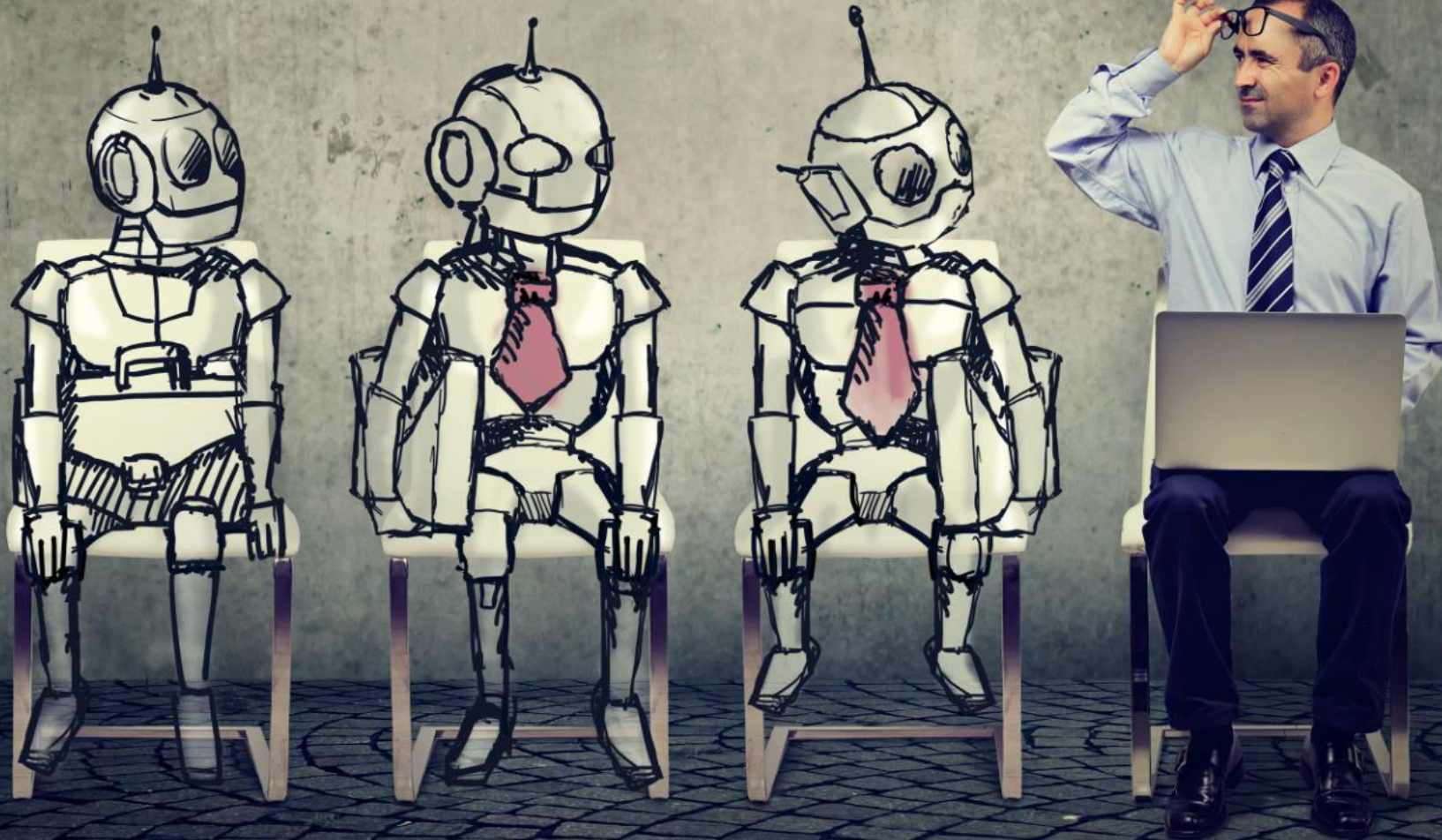
Investors want to sell at least double or an even higher multiple.

Too expensive to sell!


You need to sell for >\$100M

Suicide Valuation: Don't Fall Prey!

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Suicide Valuation: Don't Fall Prey!

A man with grey hair and glasses, wearing a dark suit, light blue shirt, and patterned tie, is seated at a desk in a dimly lit office at night. He is looking down at his hands, which are resting on a keyboard. A desk lamp to his left is illuminated, casting a warm glow. In the background, there are bookshelves with binders and books. The overall atmosphere is one of quiet concentration and late-night work.

You're stuck working for many years, just to please the investors.

Suicide Valuation: Don't Fall Prey!

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A middle-aged man with grey hair and glasses, wearing a dark suit, white shirt, and patterned tie, sits at a desk in a dimly lit office. He is looking off to the side with a thoughtful expression. The desk has a desk lamp on the left, a metal tray with papers, and some papers on the desk. In the background, there are shelves with binders and books.

Is this what you want?

Suicide Valuation: Don't Fall Prey!



Look at selling earlier or doing a recapitalization to get some liquidity out, perhaps with a partner that can help you grow.

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Event Report

December 2023

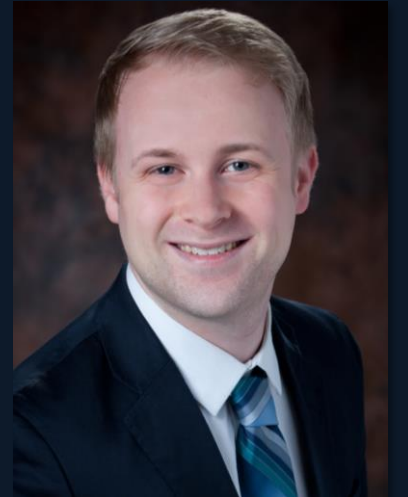
Presented By

Brenden Keene

Senior Marketing

Coordinator

Corum Group Ltd.





Online M&A Bootcamp

East Bay – Dec 20th

2024 Global Tech M&A Report

- **Tech M&A Activity in 2023**
- **Critical insight and predictions for 2024**
- **2024 Top 10 Disruptive Technology Trends**



WFS Event Report:
December 2023



WFS Content



World Financial Symposiums presents

Tech M&A Masterclass

FEB 6-8 2024 | FONTAINEBLEAU, LAS VEGAS

Everything you need to know to sell your software or IT company!

M&A case studies, deal structure analysis, hands-on valuation exercises, advanced negotiation tactics, succession/estate planning, CEO worksheet, go-to-market checklists and so much more. Over 300 pages of content.

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sponsors*



Platinum Sponsor



Event Sponsor

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Deal Report

December 2023

**Presented
By**



Deal Report

Mike Donnell
Senior Vice President
Corum Group Ltd.



Level Up Your Workforce

has acquired the assets of



Corum acted as exclusive M&A advisor to theEMPLOYEEapp

Joel Espelien

**Executive Vice President -
Client Services
Corum Group Ltd.**




Cordance.

has acquired

 **BuildCentrix**
Integrate • Automate • Fabricate

Corum acted as exclusive M&A advisor to BuildCentrix

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Joel Cymbberg
Senior Vice President
Corum Group Ltd.



has acquired



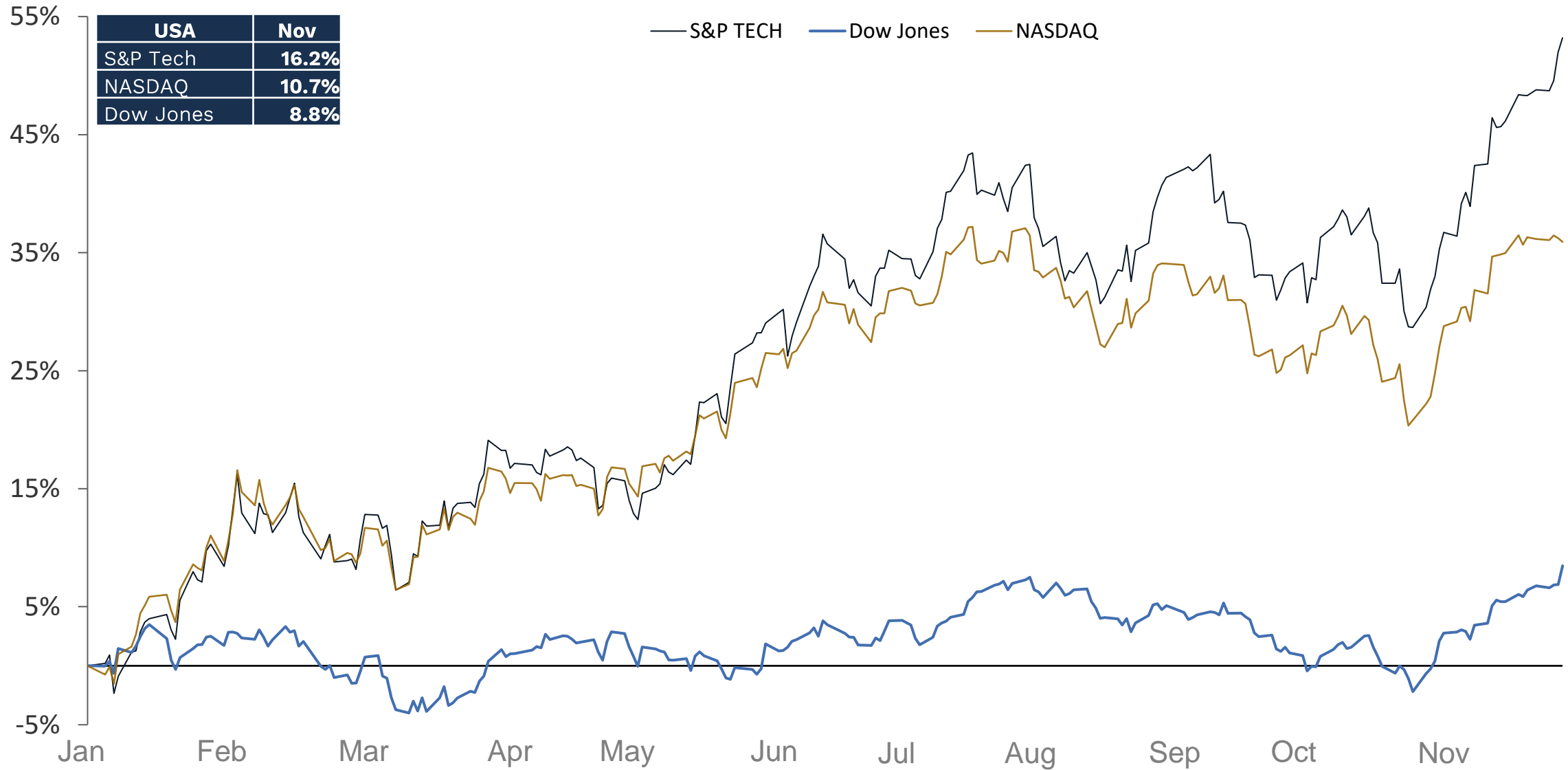
Corum acted as exclusive M&A advisor to Infinity

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Tech M&A Research Report

Public Markets 2023 YTD

% CHANGE



Market

Transactions

November 2022

300

November 2023

360

20%



Mega Deals

2

5

150%



Largest Deal

\$2B

\$8.6B

330%



Pipeline

Private Equity
Platform Deals

November 2022

18

November 2023

43

139%



VC-Backed Exits

71

71



Non-Tech Acquirers

30

26

13%



Attributes

Cross Border
Transactions

November 2022

43%

November 2023

39%



Start-Up Acquisitions

20%

30%



Average Life of Target

15 yrs

18 yrs



2023 Mega Deals (Jan–Nov)



HORIZONTAL
\$74B – 12 Deals



VERTICAL
\$42B – 14 Deals



INFRASTRUCTURE
\$16B – 6 Deals



CONSUMER
\$15B – 3 Deals



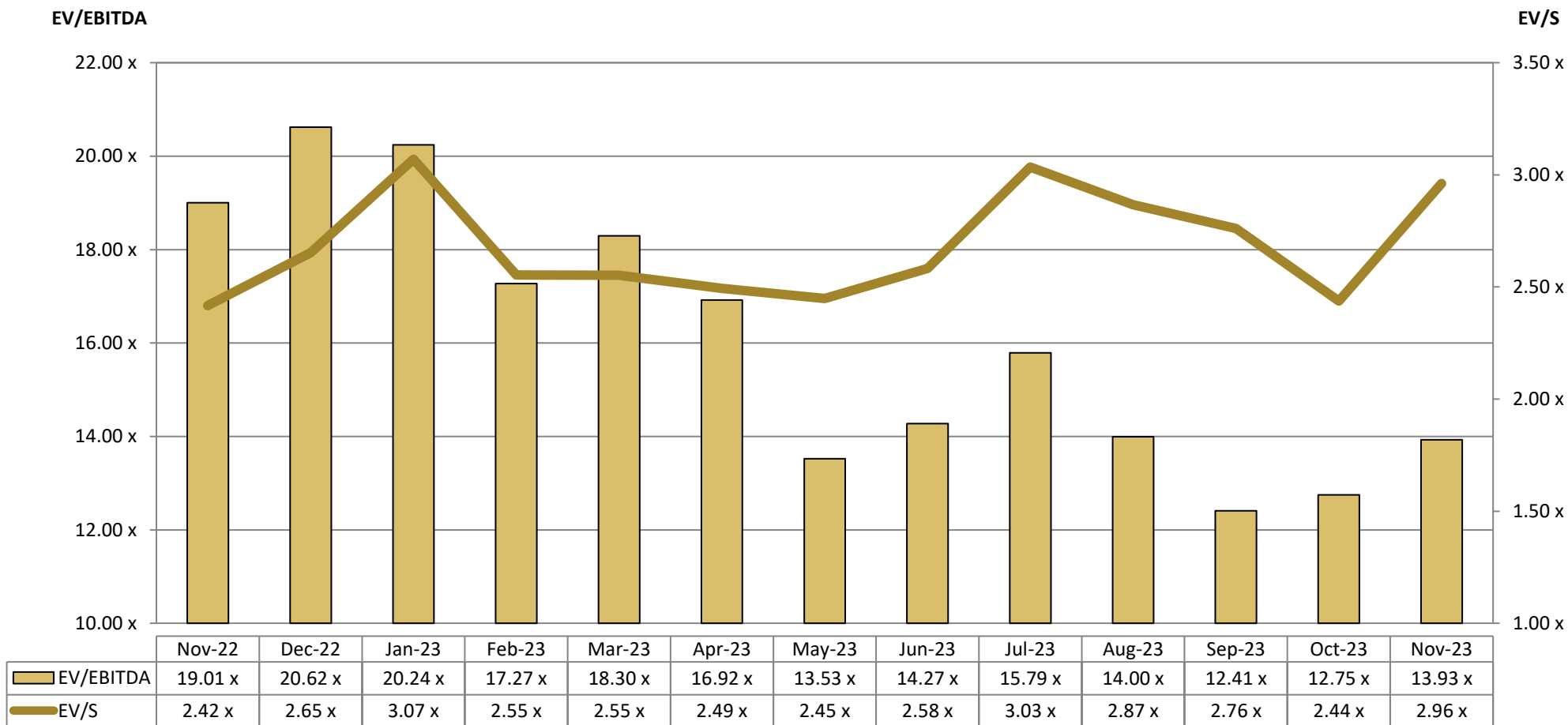
IT SERVICES
\$6.3B – 2 Deals










INTERNET
\$2.3B
–
1 Deal



Public Valuation Multiples





Subsector	Sales	EBITDA	Examples
Casual Gaming	3.04x	12.6x	EMBRACER+ GROUP  
Core Gaming	2.58x	13.7x	T2  
Other	3.15x	25.1x	  

2023 Mega Deals (Jan–Nov)

hulu
NBCUniversal

SOLD TO

The
WALT DISNEY
Company

Seller: Hulu [NBCUniversal] [USA]

Acquirer: The Walt Disney Company [USA]

Transaction Value: \$8.6B

- Online video content



CONSUMER
\$15B – 3 Deals



Videogames

nDreams[®]



AONIC[®]

Seller: nDreams [United Kingdom]

Acquirer: Aonic [Sweden]

Transaction Value: \$110M

- VR game developer & publisher



SYSTEM ERA



DEVOLVER
DIGITAL

Seller: System Era Softworks [USA]

Acquirer: Devolver Digital [USA]

Transaction Value: \$22M (3.1x EV/Sales and 5.8x EV/EBITDA)

- Videogame development studio



TOGE
PRODUCTIONS

Seller: Mojiken Studio [Indonesia]

Acquirer: Toge Productions [Indonesia]

- Indie videogames developer



Game Development Studios



SOLD TO



Seller: 24 Bit Games [South Africa]
Acquirer: Annapurna Interactive [USA]
- Games developer & publisher



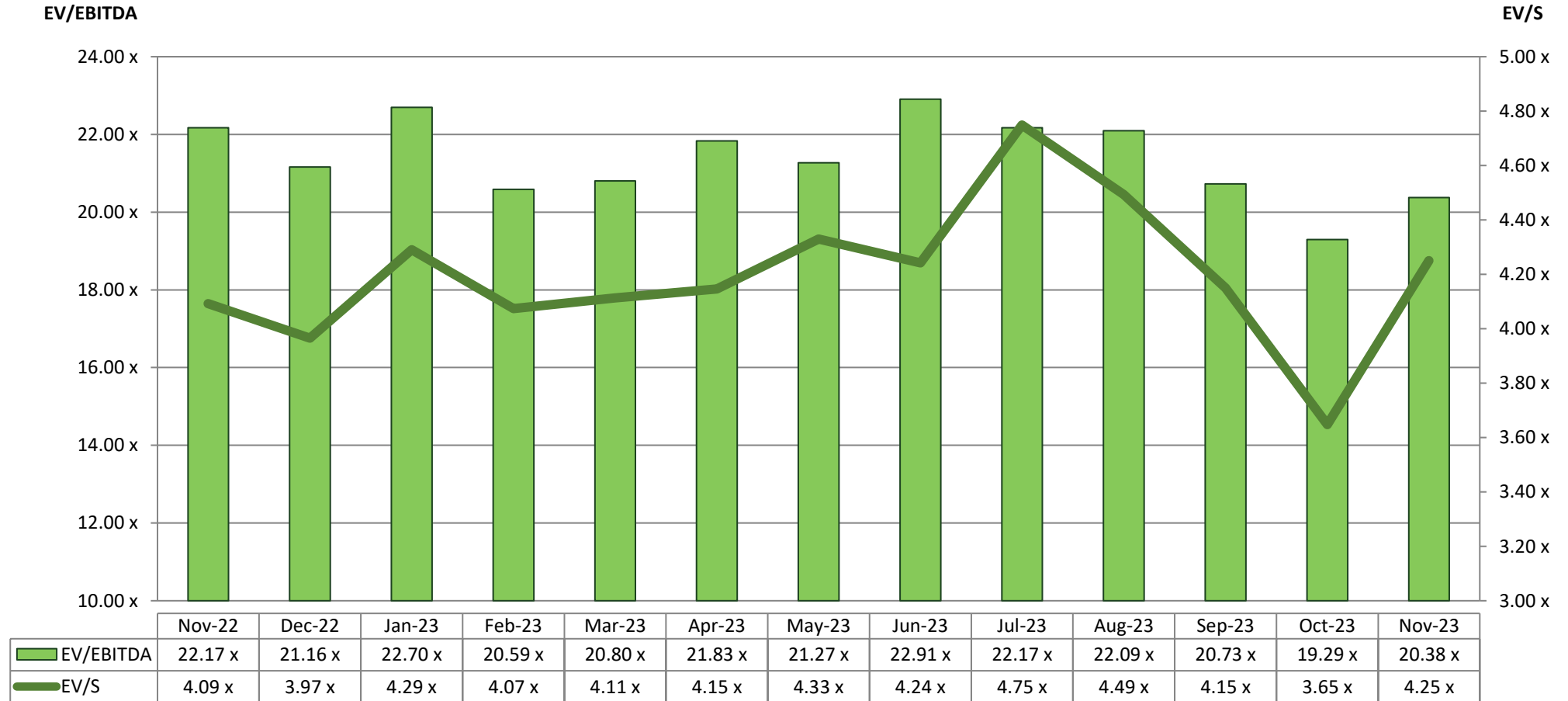
SOLD TO









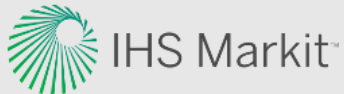

















Seller: River End Games [Amplifier Game Invest] [Embracer Group] [Sweden]
Acquirer: Nordcurrent Group [Lithuania]
- Mobile & PC videogames developer



Public Valuation Multiples





Subsector	Sales	EBITDA	Examples		
A/E/C	11.3x	42.4x	 AUTODESK	 DASSAULT SYSTEMES	 SYNOPSYS®
Automotive	2.41x	19.2x	 AutoTrader	 Scout24	 CDK GLOBAL
Energy & Environment	3.32x	21.2x	 IHS Markit	 Itron	 xylem
Financial Services	4.38x	18.2x	 Broadridge	 SS&C	 fiserv.
Government	2.19x	15.4x	 NORTHROP GRUMMAN	 L3HARRIS	 tyler technologies
Healthcare	1.09x	13.5x	 Allscripts	 HealthCatalyst	 Teladoc HEALTH
Real Estate	2.28x	66.7x	 REDFIN	 CoStar Group	 Zillow
Other	4.34x	24.6x	 AMADEUS	 Rockwell Automation	 Sabre

2023 Mega Deals (Jan–Nov)



VERTICAL
\$42B – 14 Deals

CIVICA
Partners Group

SOLD TO

Blackstone

Seller: Civica Group [Partners Group] [United Kingdom]

Acquirer: Blackstone [USA]

Transaction Value: \$2.5B

- Public sector management SaaS



HealthTech



Seller: PatientCentra [MD Connect] [USA]
Acquirer: SubjectWell [USA]
- Patient tracking & management SaaS



Seller: Cloudbreak [UpHealth] [USA]
Acquirer: GTCR [USA]
Transaction Value: \$180M
- Healthcare language interpretation SaaS



Seller: Pentavere [Canada]
Acquirer: Healwell [Canada]
Transaction Value: \$7.1M
- Healthcare patient analytics SaaS



Seller: Semantic Health [Canada]
Acquirer: AAPC [USA]
- Inpatient medical coding & auditing SaaS



FinTech

ndg:t



Crastorehill | 
FINCH CAPITAL

Seller: ndgit [Germany]
Acquirer: Crastorehill [Finch Capital] [Poland]
- Open banking SaaS

Qwist



Crastorehill | 
FINCH CAPITAL

Seller: Qwist [Germany]
Acquirer: Crastorehill [Finch Capital] [Poland]
- Open banking & data management SaaS



 **Sumeru**

Seller: Q4 [Canada]
Acquirer: Sumeru Equity Partners [USA]
Transaction Value: \$176M and 2.7x EV/Sales
- Capital markets access SaaS

pecunpay



minsait
An Indra company

Seller: Pecunpay [Spain]
Acquirer: Minsait [Indra] [Spain]
- Payment processing SaaS



Real Estate



follow up boss

SOLD TO



Zillow

Seller: Follow Up Boss [USA]

Acquirer: Zillow [USA]

Transaction Value: \$400M

- Real estate CRM SaaS



GROUNDBREAKER

SOLD TO



JANOVER

Seller: Groundbreaker [USA]

Acquirer: Janover [USA]

- Property capital fundraising & investment administration SaaS



URBANEASE

SOLD TO



PriceHubble

Seller: Urbanease [France]

Acquirer: PriceHubble [Switzerland]

- Real estate data analytics & prospecting SaaS



FORBURY

SOLD TO



Altus Group

Seller: Forbury [United Kingdom]

Acquirer: Altus Group [Canada]

- Commercial real estate valuation SaaS



Food & Beverage Manufacturing



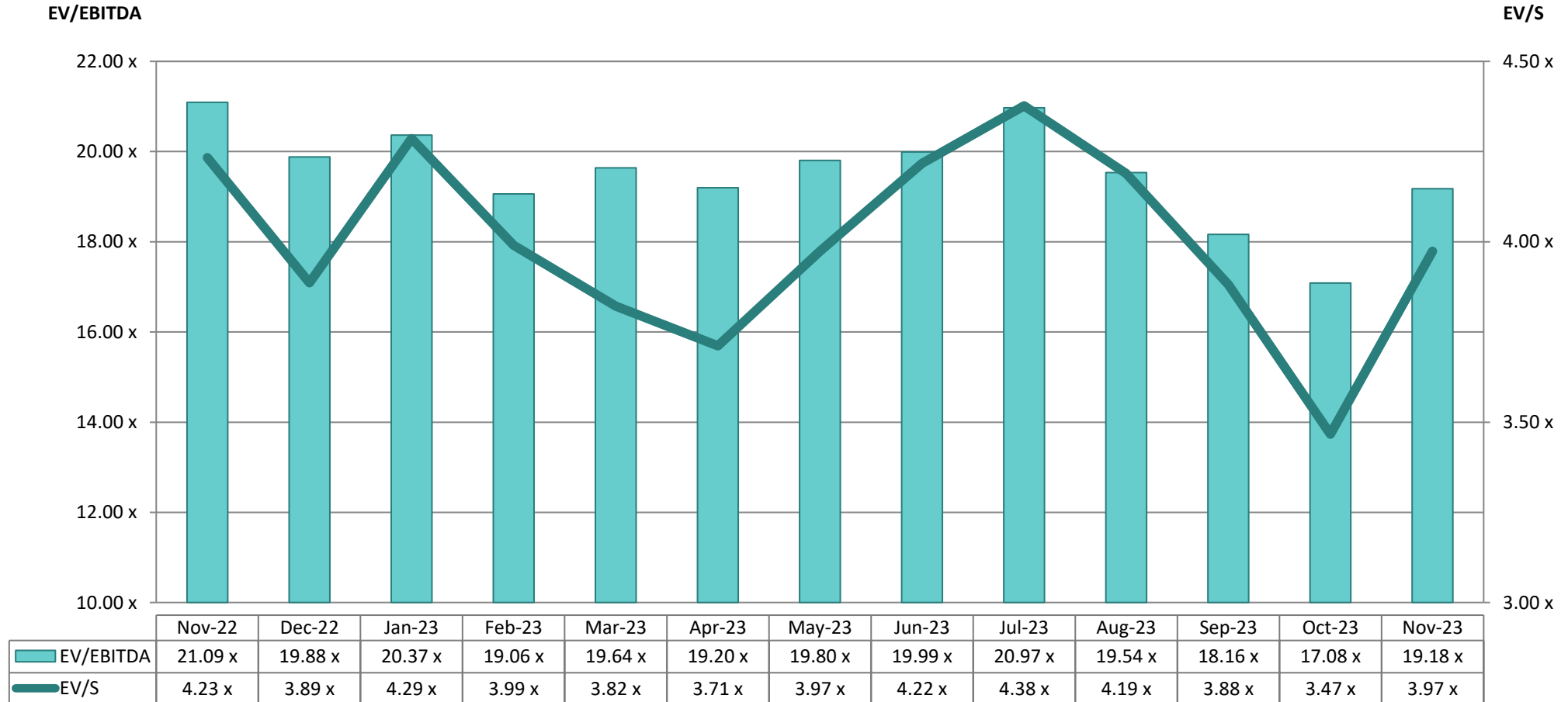
Seller: Winegrid [Portugal]
Acquirer: Enartis [Esseco Group] [Italy]
- Fermentation monitoring systems & SaaS













Seller: LabelCalc [USA]
Acquirer: Datacor [USA]
- Food nutrition analysis SaaS



Public Valuation Multiples





Subsector	Sales	EBITDA	Examples		
Business Intelligence	6.24x	18.0x	<i>MicroStrategy</i>	VERINT	NICE [®]
Marketing	3.81x	21.5x	WIX	 bread financial	HubSpot
ERP	4.93x	25.0x	ORACLE [®]	 PEGA [®]	SAP
Human Resources	6.71x	18.9x	 RECRUIT	PAYCHEX [®]	 workday.
SCM	12.3x	44.3x	 AMERICAN SOFTWARE	DESCARTES [™]	 Manhattan Associates.
Payments	2.35x	12.3x	ACI UNIVERSAL PAYMENTS.	 PayPal	 Square
Other	2.44x	15.0x	 NUANCE	opentext [™]	 salesforce

2023 Mega Deals (Jan–Nov)



HORIZONTAL
\$74B – 12 Deals



pulse

SOLD TO



HealthComp



NEW MOUNTAIN CAPITAL LLC

Seller: Virgin Pulse [Marlin Equity Partners] [USA]

Acquirer: HealthComp [New Mountain Capital] [USA]

Transaction Value: \$3.0B

- Workforce wellbeing SaaS



Workforce Management



SOLD TO



Seller: Orion Communications [USA]

Acquirer: FieldWare [USA]

- Operational workforce management SaaS



SOLD TO



Seller: theEMPLOYEEapp [USA]

Acquirer: Engagedly [USA]

- Employee communication & engagement mobile application



has acquired the assets of



Corum acted as exclusive M&A advisor to theEMPLOYEEapp





RegTech

EQS GROUP

SOLD TO

THOMABRAVO

Seller: EQS Group [Germany]
Acquirer: Thoma Bravo [USA]
Transaction Value: \$435M (6.1x EV/Sales and 55.8x EV/EBITDA)
- Compliance & investor relations management SaaS

OP
CENTRAL

SOLD TO

Ideagen Hg

Seller: Op Central [Australia]
Acquirer: Ideagen [HgCapital] [United Kingdom]
- Enterprise compliance management SaaS

Grasp

SOLD TO

MiQ

Seller: Grasp [France]
Acquirer: MiQ Digital [United Kingdom]
- Digital media buying compliance management SaaS

SEMP
Check

SOLD TO

ENERGY  **OVERWATCH**

Seller: SEMPCheck [USA]
Acquirer: Energy Overwatch [USA]
- Compliance management SaaS



Customer Relationship Management



SOLD TO



Seller: Purplegrids [USA]

Acquirer: Mondee [USA]

Transaction Value: \$6.4M

- Customer experience management & automation SaaS



SOLD TO



Seller: Infinity Software [United Kingdom]

Acquirer: Dura Software [USA]

- Interaction management SaaS



SOLD TO



Seller: Anagog [Israel]

Acquirer: Intent HQ [United Kingdom]

- Mobile customer engagement SaaS



SOLD TO



Seller: HeadsUp [USA]

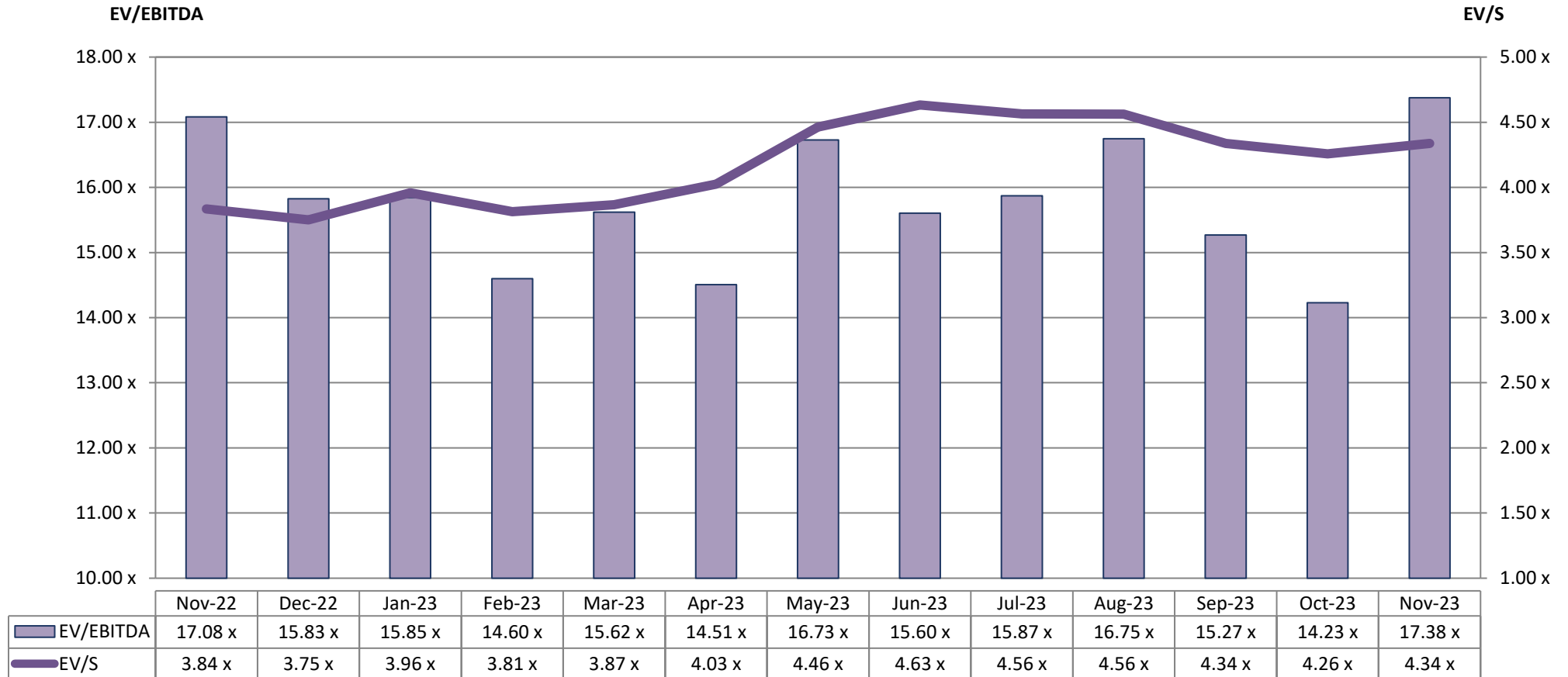
Acquirer: Hightouch [USA]

- Customer data analytics SaaS





















Public Valuation Multiples





Subsector	Sales	EBITDA		Examples
Application Lifecycle	5.49x	13.0x	 ATLASSIAN	 unity  Progress®
Endpoint	4.28x	28.9x	 Digital Ocean	 Opera NUTANIX
Network Management	1.81x	14.9x		 CISCO  JUNIPER NETWORKS
Security	6.00x	15.2x	 paloalto NETWORKS	 CHECK POINT™  FIREEYE™
Storage & Hosting	3.70x	37.9x		 COMMVault™  NetApp
Other	3.73x	18.1x	 Akamai	 appian  twilio



INFRASTRUCTURE
\$16B – 6 Deals

opentext™

SOLD TO



Rocket®
software
BainCapital

Seller: Open Text (AMC business) [USA]

Acquirer: Rocket Software [Bain Capital] [USA]

Transaction Value: \$2.3B (4.6x EV/Sales and 8.3x EV/EBITDA)
- Infrastructure modernization software



Development Tools



meter

Seller: Interval [USA]
Acquirer: Meter [USA]
- Web application development SaaS

ActiveState[®]



VERTU
CAPITAL

Seller: ActiveState Software [Pender Financial Group] [Canada]
Acquirer: Vertu Capital [Canada]
- Software development PaaS



Media Technology



Seller: Rephrase.ai [India]
Acquirer: Adobe [USA]
- AI-powered text-to-video generation SaaS



Seller: iSIZE [United Kingdom]
Acquirer: Sony Interactive Entertainment [Japan]
- Video delivery & processing SaaS



Seller: Flux Software Engineering [France]
Acquirer: HARMAN [Samsung Electronics] [USA]
- Audio production software & system



Seller: Tellyo [Finland]
Acquirer: Amagi Media Labs [India]
- Live video production & distribution SaaS



Identity & Access Management



Seller: Pangiam [AE Industrial Partners] [USA]
Acquirer: BigBear.ai [USA]
Transaction Value: \$70M
- Digital identity, biometrics & analytics SaaS



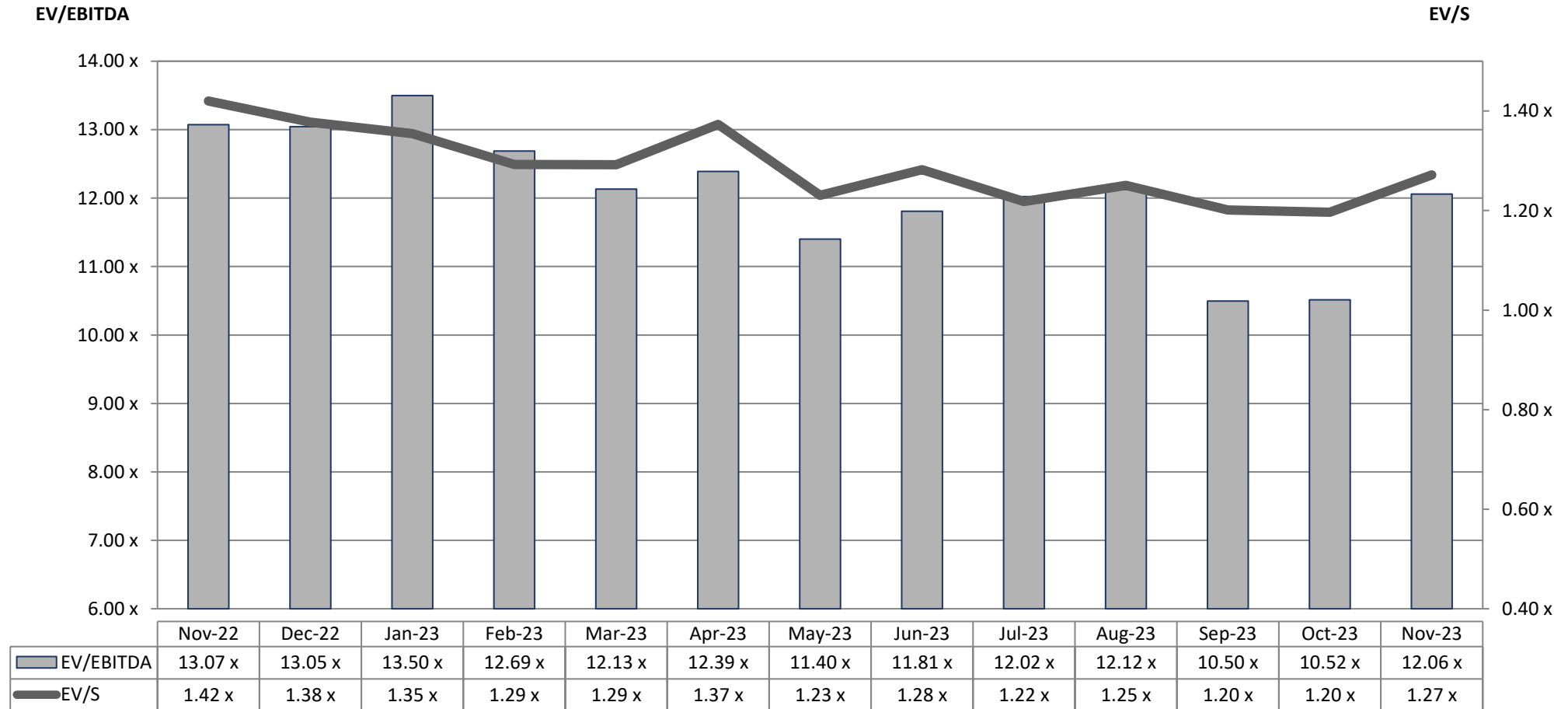
Seller: Trustmatic [Slovakia]
Acquirer: Certn [Canada]
- Identity verification SaaS



Seller: Nets (eID business) [Denmark]
Acquirer: IN Groupe [France]
- Digital identity & authentication SaaS



Public Valuation Multiples

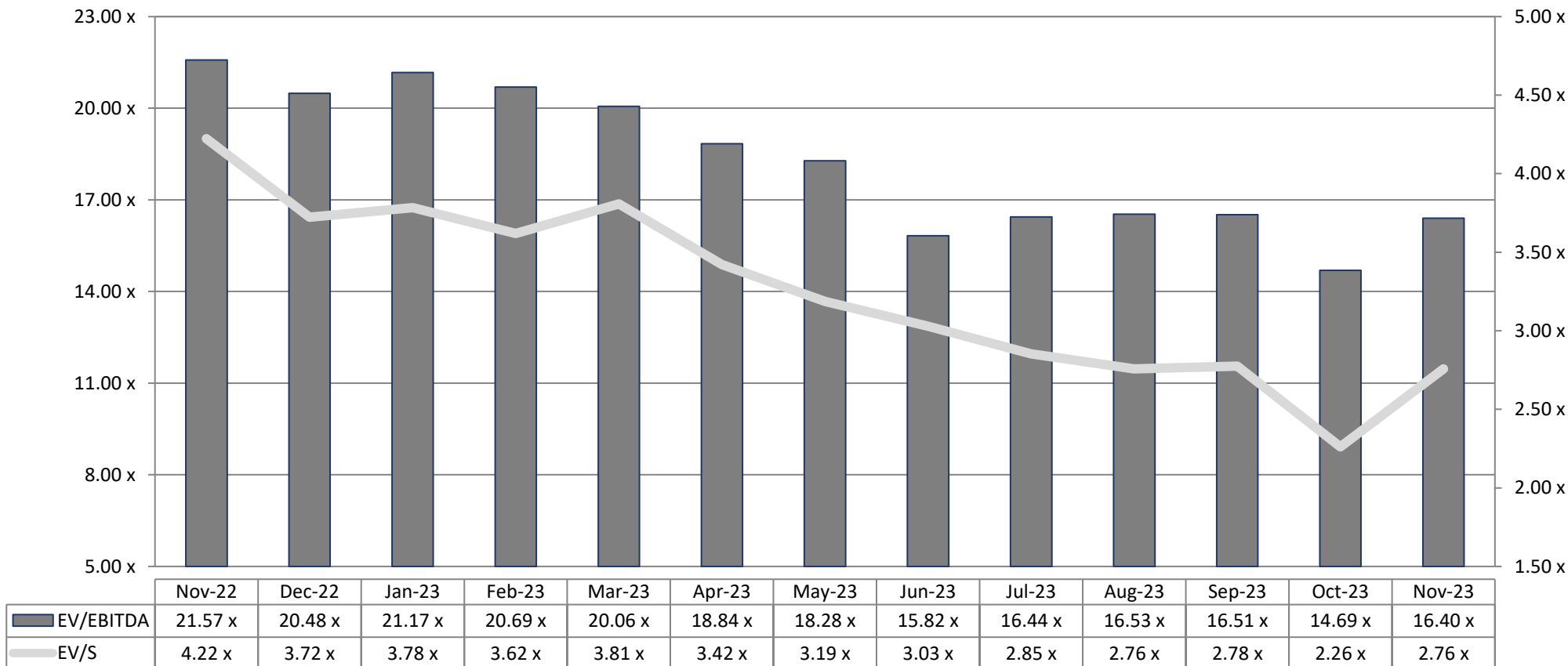




Public Valuation Multiples

EV/EBITDA

EV/S





Software Development



SOLD TO



Seller: Diamond Studios [USA]

Acquirer: Lunovus [USA]

- Software development and outsourced services



SOLD TO



Seller: Capricorn Systems [USA]

Acquirer: Smart IMS [USA]

- Custom software development & IT services



SOLD TO



Seller: Stebr [USA]

Acquirer: Nowigence [USA]

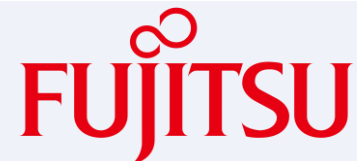
- AI-enabled software development services



Focused Systems Integrators



SOLD TO



Seller: toBe Marketing [Japan]
Acquirer: Fujitsu [Japan]
- Salesforce-focused marketing automation services



bytics Group

SOLD TO



Seller: bytics Group [Switzerland]
Acquirer: Arcwide [IFS/BearingPoint] [Netherlands]
- IFS Gold-partnered digital transformation services



SOLD TO



Seller: Aditso [Sweden]
Acquirer: Lyvia [Sweden]
- Visma ERP-partnered IT infrastructure and consulting services



SOLD TO



Seller: Sapphire [United Kingdom]
Acquirer: NTT DATA [Germany]
- SAP-focused ERP and FMS software integration and digital transformation services



Cybersecurity Services

 **Decisive**

SOLD TO


CALIAN

Seller: Decisive [Canada]
Acquirer: Calian [Canada]
Transaction Value: \$54.3M
- IT infrastructure & cybersecurity services

Innotec
SECURITY
Entelgy

SOLD TO


accenture

Seller: Innotec Security [Entelgy] [Spain]
Acquirer: Accenture [USA]
- Cybersecurity services

 **TENAX SOLUTIONS**

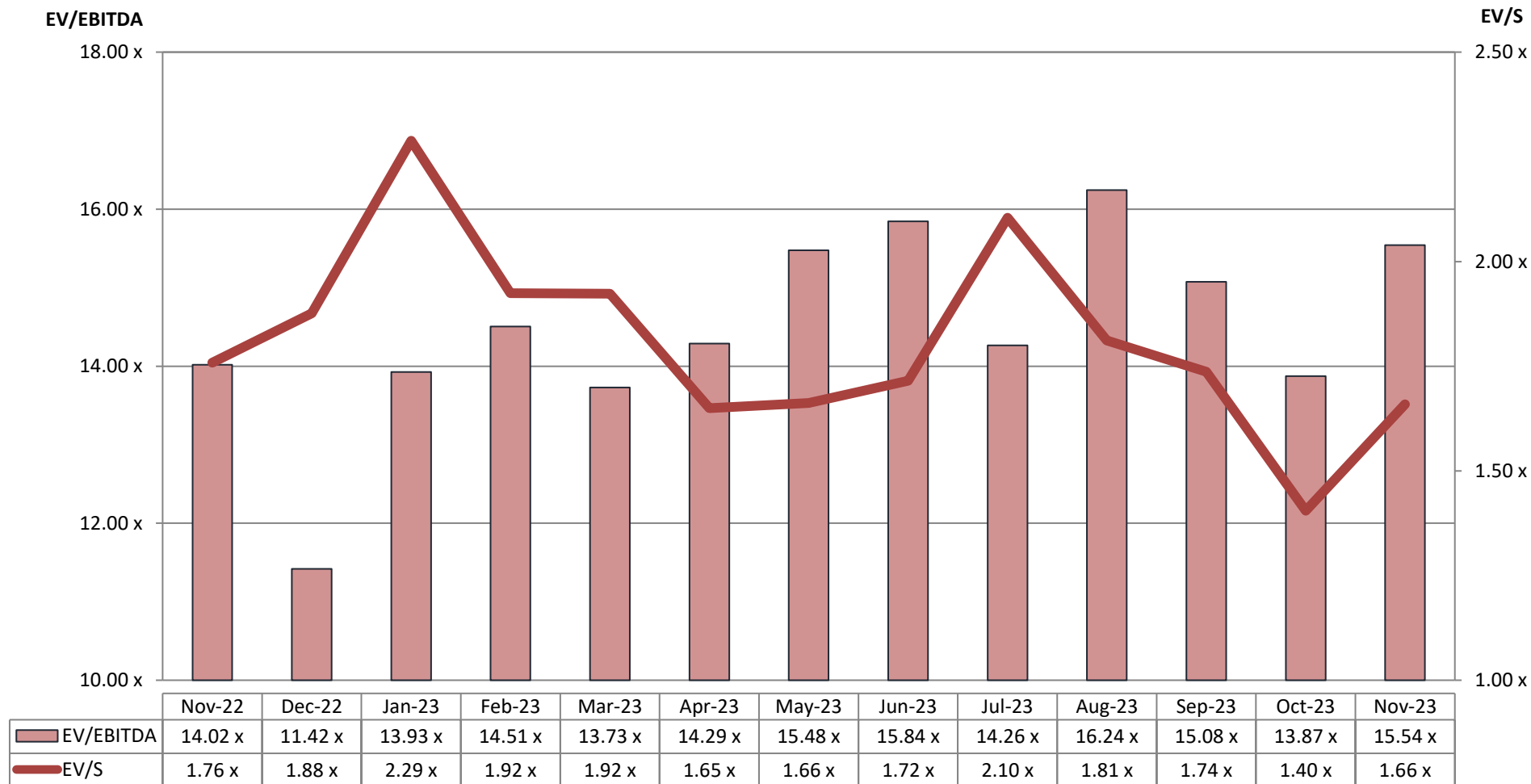
SOLD TO

IP ● ● ● ● ●
PATHWAYS












Seller: Tenax Solutions [USA]
Acquirer: IP Pathways [USA]
- Cybersecurity integration & hosted services



Public Valuation Multiples





Subsector	Sales	EBITDA	Examples
Diversified Internet	3.17x	16.2x	Alphabet  
eCommerce	0.66x	17.6x	  
Social Network	1.28x	3.71x	  
Travel & Leisure	3.43x	16.0x	  

2023 Mega Deals (Jan–Nov)

The logo for Rover, featuring a green paw print icon followed by the word "Rover" in a green, rounded, sans-serif font.The logo for Blackstone, consisting of the word "Blackstone" in a white, serif font centered within a black rectangular box.

Seller: Rover [USA]

Acquirer: Blackstone [USA]

Transaction Value: \$2.3B

- Online marketplace for pet care



INTERNET

\$2.3B

-

1 Deal



Gambling & Entertainment

SKS365



LOTTOMatica

Seller: SKS365 [Malta]

Acquirer: Lottomatica [Italy]

Transaction Value: \$677M

- Online sports betting and gambling



PLAYMAKER



**BETTER
COLLECTIVE**

Seller: Playmaker [Canada]

Acquirer: Better Collective [Denmark]

Transaction Value: \$188M (2.5x EV/Sales and 12.8x EV/EBITDA)

- Sports and entertainment media platform



Travel & Leisure



Seller: Vegas.com [USA]

Acquirer: Vivid Seats [USA]

Transaction Value: \$240M

- Online entertainment, travel, and hospitality marketplace



Food and Grocery Delivery



Seller: FreshDirect [Ahold Delhaiz] [USA]

Acquirer: Getir [Turkey]

- Online fresh food & grocery delivery services



Amber Stoner
Vice President



**Artem
Mamaiev**
Associate



**Anna
Lebedieva**
Senior Analyst



Elena Serikova
Data Researcher



Callum Turcan
Research Writer

Tech M&A Research Report



Complete Global Market Report
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CORUM

Buyers Corner

Tips for New Buyers

Presented By
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The first deal can set the tone for a new buyer.

- Be careful not to be over selective, it may end up lowering your chances of success.

Tips For A Successful First Deal

- 1) Increase deal flow**
 - 2) Submit offers**
 - 3) Stay in your range**
- 

Increase deal flow

- Increase the number of opportunities that you are seeing.
- **Misconception:** Having access to capital makes you an attractive buyer.




Increase deal flow

- Corum's Sell Side clients.
- Buyers League program can create quality introductions.



Submit offers

- 
- Don't get cold feet!
 - Offer velocity plays a huge role in success.
 - Making an offer demonstrates your seriousness about getting a deal done.

Stay in your range

- Don't submit a low-ball offer after a valuation range has been determined.
- Communication is critical with the seller and the investment banker.



Stay in your range

- Obviously, there can be gaps between a low-ball offer, a fair offer, and a seller's valuation expectations.
- Communication coupled with some creative deal structure may just be enough to bridge these gaps.



Deal Structure Components

Tips For A Successful First Deal

- 1) Increase deal flow**
 - 2) Submit offers**
 - 3) Stay in your range**
- 

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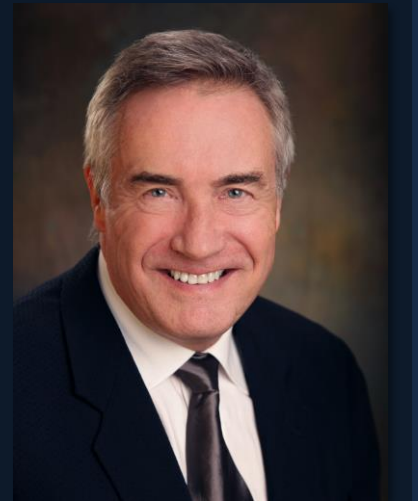
Special Report

**Recapitalization:
The Perfect Solution?**

Presented By

Bruce Milne

**Chief Executive Officer
Corum Group Ltd.**



Previously in “Suicide Valuations”

	Pre-Funding Valuation	Percentage You Own after financing
Series A	<\$7M	60%
Series B	\$20M	40%
Series C	\$40M	20%

Too expensive to sell!

You need to sell for >\$100M



Raise

You give up equity without getting liquidity

Dilution – you may lose control

Different emphasis on growth

You may end up with nothing

You may miss your M&A window

Time burn

You may get the board from hell



Merge

Immediate liquidity

Higher valuations

Harnessing your full potential

Second bite opportunity

Faster outcome

Valuable insights

The Age of “Bolt-Ons”

80% of all M&A transactions now are
“bolt-ons”.

PE firms have **trillions in cash** to make
these acquisitions.

The same buyers will also look at:

“Recapitalization”

Recapitalization:

Restructuring the company's ownership debt or equity mixture to buy out some investors, potentially changing preferred/common stock mix – infuse new capital for growth

**Traditional
debt, venture
debt, and
venture sources
have dried up.**

So are IPOs.

Just Say No!



They wanted to purchase his software company for **\$25 million**, and asked to **exclusively negotiate**.

After taking them to market...

Lowest Offer	\$40M	Minority Investment
Next Offer	<\$60M	Recapitalization
Highest Offer	\$80M	Strategic Buyer

Accepted Offer
\$72M

**None of these were from
the original bidder.**

Recapitalization: The Perfect Solution?

The background of the slide features a central image of two hands shaking in a firm grip, symbolizing a business agreement. The hands are set against a blue-toned background with a network of glowing white nodes and lines, suggesting a digital or data-driven environment. To the right, there is a faint, stylized bar chart with several vertical bars of varying heights. The overall aesthetic is professional and modern, with a focus on technology and business transactions.

Just last week, a client decided on a **60% majority control recapitalization** at a good valuation.

Recapitalization: The Perfect Solution?

The background of the slide features a central image of two hands shaking in a firm grip, symbolizing a business agreement. The hands are set against a blue-toned background with a network of glowing white nodes and lines, suggesting a digital or data-driven environment. To the right, there is a faint bar chart with several vertical bars of varying heights. The overall aesthetic is professional and modern, with a focus on technology and business growth.

Recapitalization gives you immediate liquidity, and with the right partner, grow your company even faster.

CASE STUDY

Recapitalization

- **Re-entered market 18 months later:**
90% recapitalization at \$40 million value from



- **Result:** Founders netted \$36M, still owning 10%
- **Company sold again for \$100M:** Founders got \$10M

CASE STUDY

Recapitalization

- **Original goal:** \$4M-\$5M
- **Total amount after hiatus:**
 $\$36M + \$10M = \$46M$ - Over 10x original expectations

This two-stage recapitalization approach can be the best way to realize the full value of what you have built.

Is there a **recapitalization**
in your future?

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Tech M&A Monthly

The Rebirth of Recapitalization





Webcasts



Podcasts



Conferences

After the Deal – Celebration



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Thank you!