

Tech M&A Monthly

Starts in 2 minutes



Thoughts? Questions? Let us know!
@CorumGroup

CORUM

Tech M&A Monthly

2024 Mid-Year Report



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**





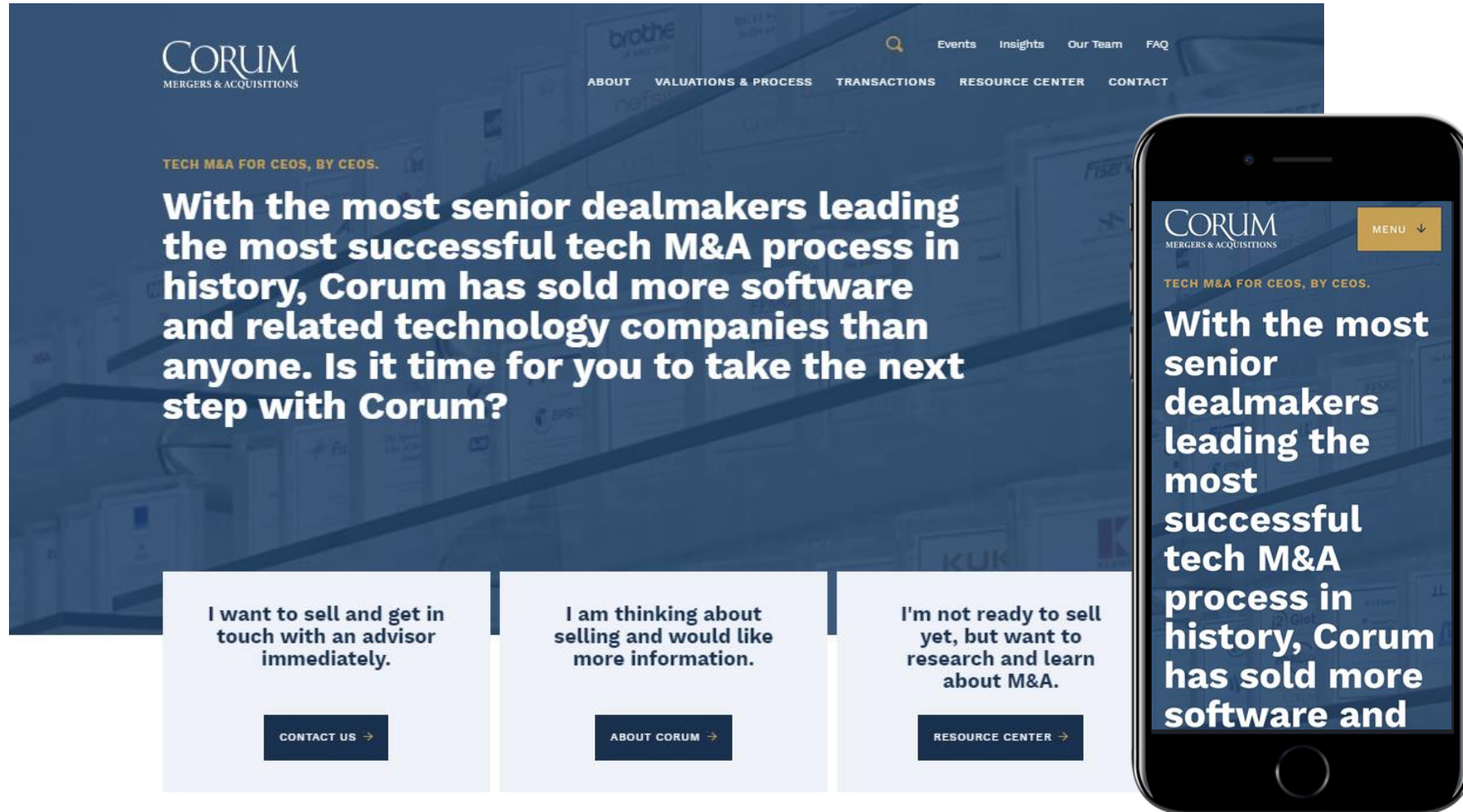
MERGE BRIEFING



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



- **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 →

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**

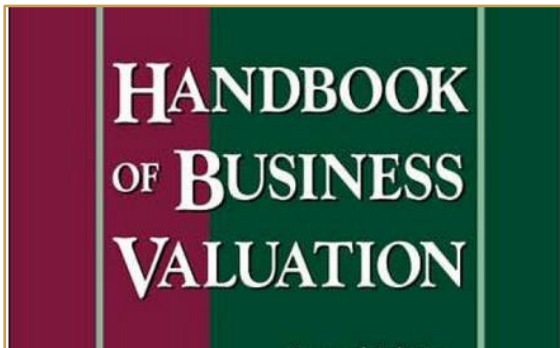
SOLD MORE SOFTWARE-RELATED FIRMS THAN ANYONE



Research

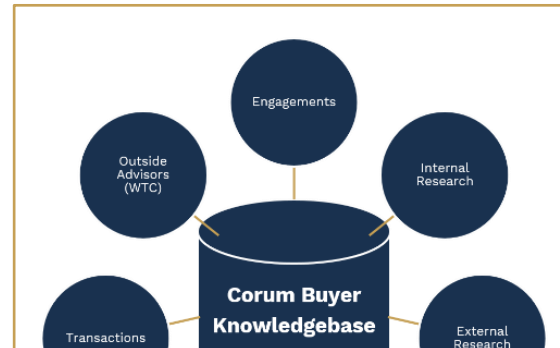


Education



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

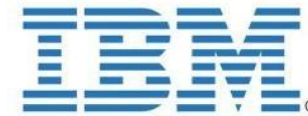
Negotiation

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

2024 Mid-Year Report



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.**

We welcome your questions!

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Welcome

CEO's Desk: "Succession Or Sell Now?"

Event Report

Deal Report

Tech M&A Market Mid-Year Research Report

Buyers Corner: "Valuations: Market Over Model"

Closing

CORUM

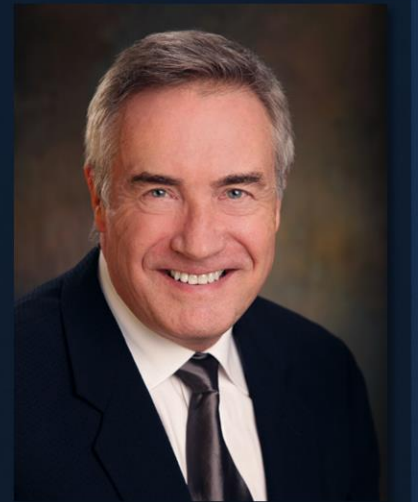
CEO's Desk

Succession Or Sell Now?

Presented By

Bruce Milne

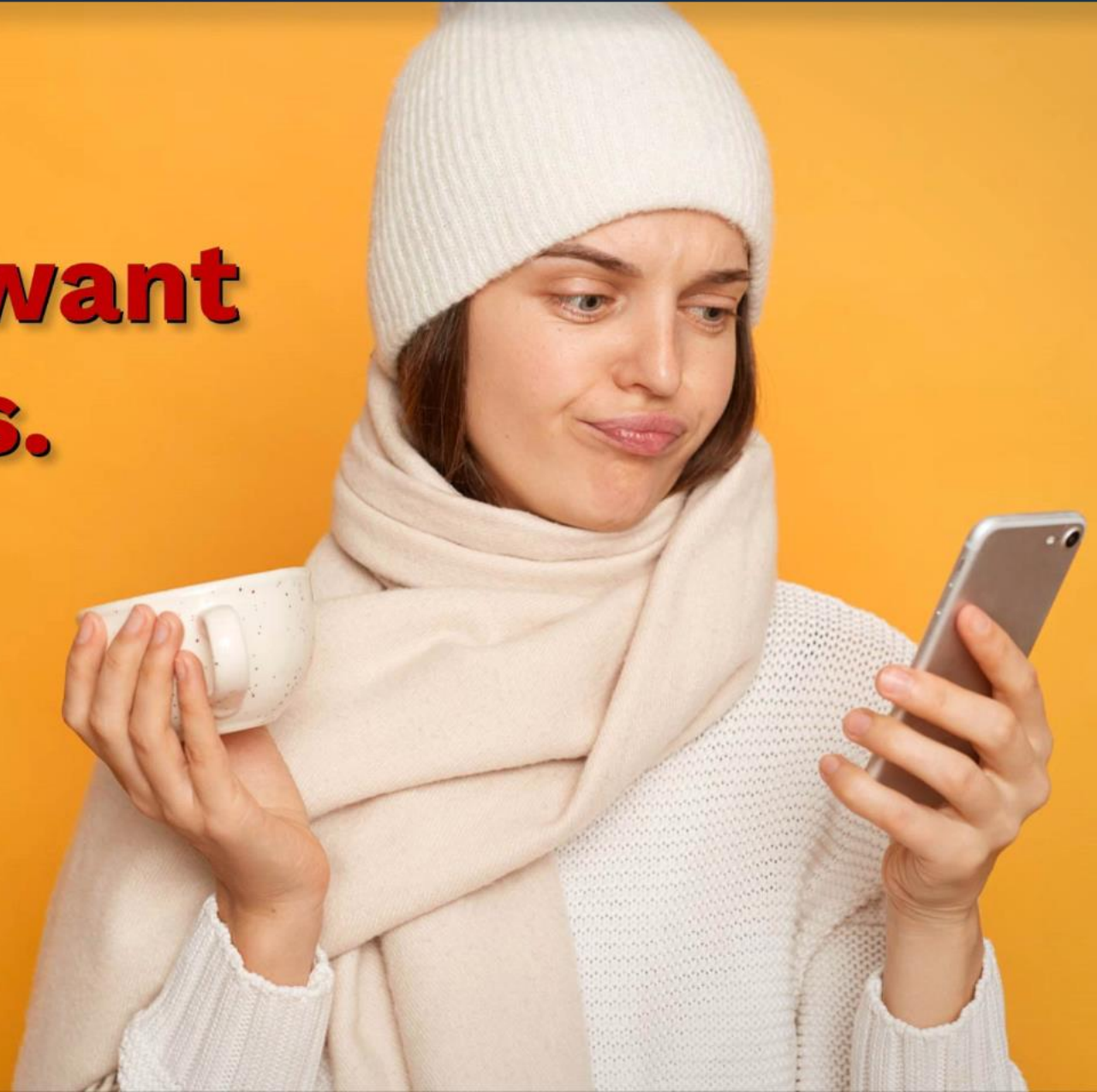
**Chief Executive Officer
Corum Group Ltd.**



Succession Options:

- 1. Family – Children Take Over**
- 2. Employee Ownership (ESOP)**
- 3. Management Buyout (MBO)**

**The kids don't want
the business.**



**Valuations
are too high
for the
employees
to afford.**



BANK

**Management
buyouts
require bank
funding.**

**There's never been a
better time to sell.**

Both the
market and
values are up.



There's a record
number of
buyers.



There's a record \$6 trillion in dry powder.



6 Major Factors That Can Bring Markets Down

1. Geopolitical disruption
2. Currency crisis
3. World debt load
4. Serious inflation
5. Stock market adjustment
6. M&A cycle end



1. Geopolitical disruption



2. Currency conversion



DEBT

3. World debt load



4. Serious inflation

MARKETS Published July 1, 2024 12:32pm EDT

Stocks could fall 30% as US heads for a deep recession, analyst warns

BCA Research issues gloomy forecast for US stock market

5. Stock market adjustments

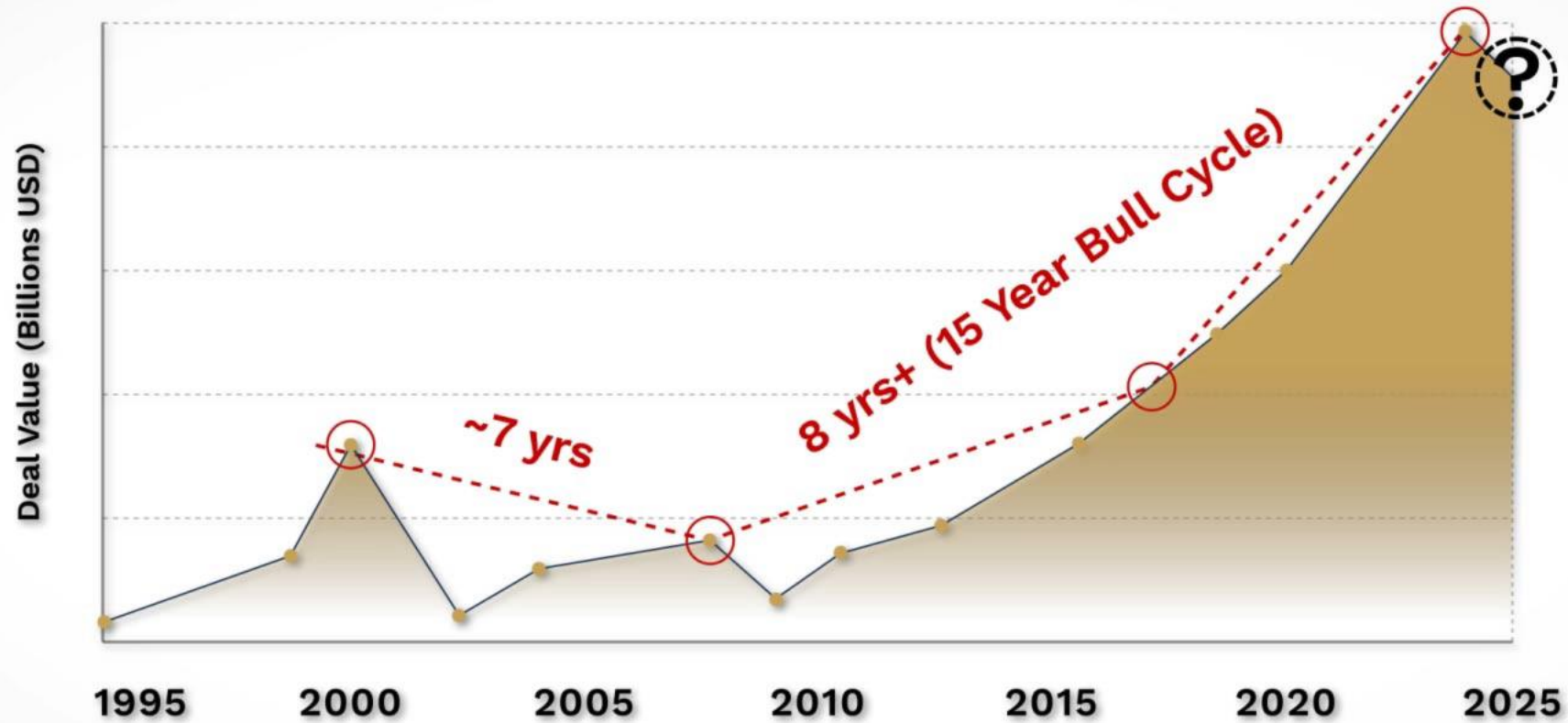


6. M&A cycle end

**Do you see reasons
for concern?**

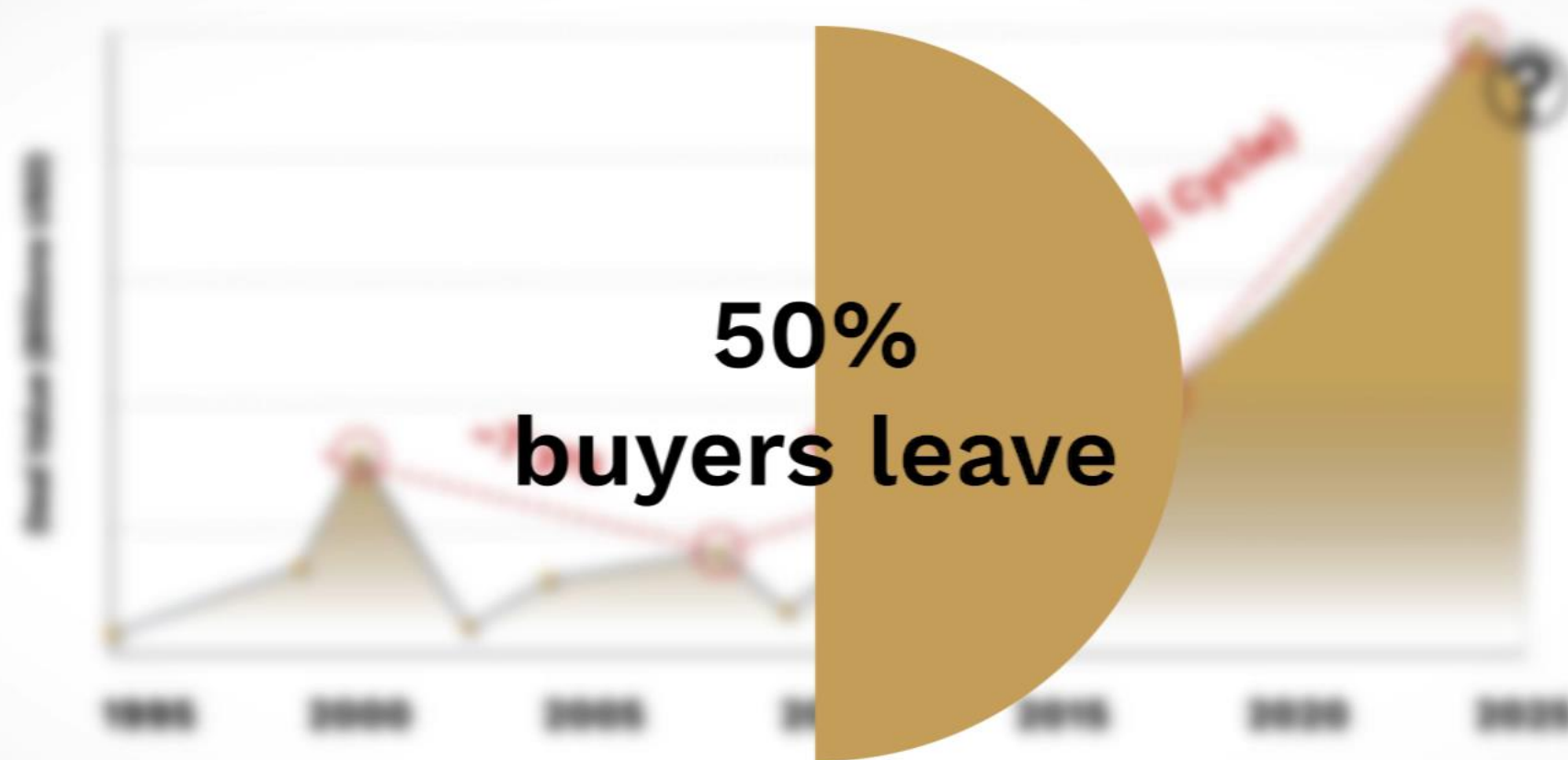
We do.

CEO's Desk: Succession Or Sell Now?





CEO's Desk: Succession Or Sell Now?



**You may not be
able to sell at all**



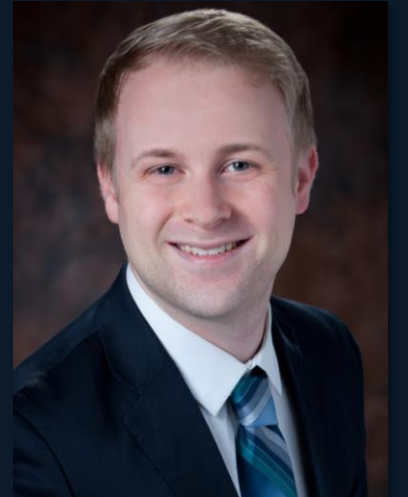
**Timing is everything.
Calibrate your value in today's market.**

CORUM

Event Report

July 2024

Presented By
Brenden Keene
Senior Marketing
Coordinator
Corum Group Ltd.



MERGE BRIEFING

Online in:

Washington D.C. – July 16

Helsinki – July 17

Vienna – July 24

Calgary – July 24

Los Angeles – July 30

Sao Paulo – July 31

Austin – Aug 6

Copenhagen – Aug 8



**Online M&A
Bootcamp**

Seattle – July 17

Baltimore – July 23

Tokyo – July 25

Johannesburg – Aug 1

Munich – Aug 7

Kansas City – Aug 7

Please visit:

www.corumgroup.com/events

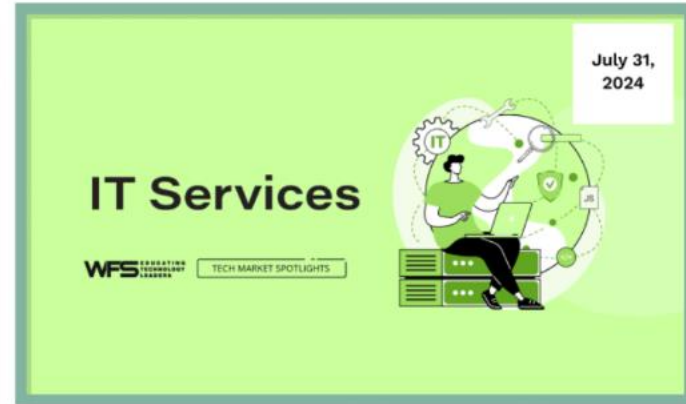
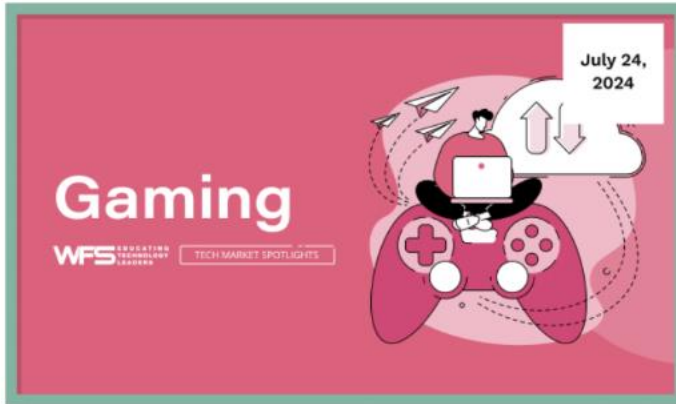
to find a Tech M&A event near you!

WFS Event Report:

July 2024

WFS EDUCATING
TECHNOLOGY
LEADERS

WFS Content





Growth & Exit Strategies: The AI Shockwave

JULY 18 - VIRTUAL CONFERENCE

WFS EDUCATING
TECHNOLOGY
LEADERS



2 DAY | 2 NIGHT

Tech M&A
Master Class

MAY 14-16 | FONTAINEBLEAU, LAS VEGAS

World Financial Symposiums presents

Tech M&A
Master Class

Las Vegas

Sept. 17-19

Kuala Lumpur

Nov. 12-14

Barcelona

TBD 2024



*Thank you to our
sponsors*



Platinum Sponsor



Event Sponsor

CORUM

Deal Report

July 2024

Presented By
Jaber Tannay
Senior Vice President
Corum Group Ltd.



Deal Report

Jaber Tannay
Senior Vice President
Corum Group Ltd.



everfield 

has acquired

**PARK
HERE**

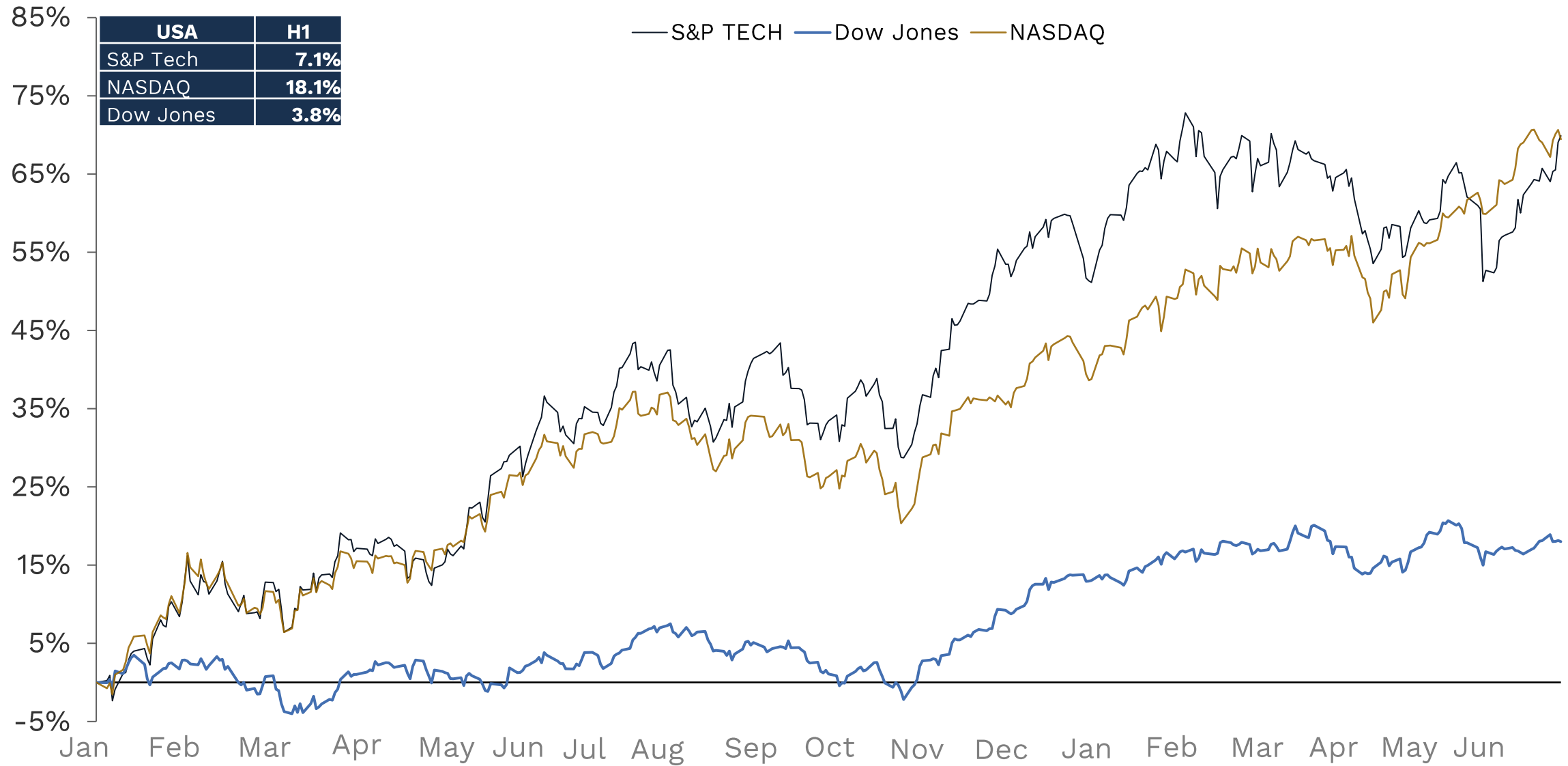
Corum acted as exclusive M&A advisor to ParkHere

CORUM
MERGERS & ACQUISITIONS

Tech M&A Mid-Year Research Report

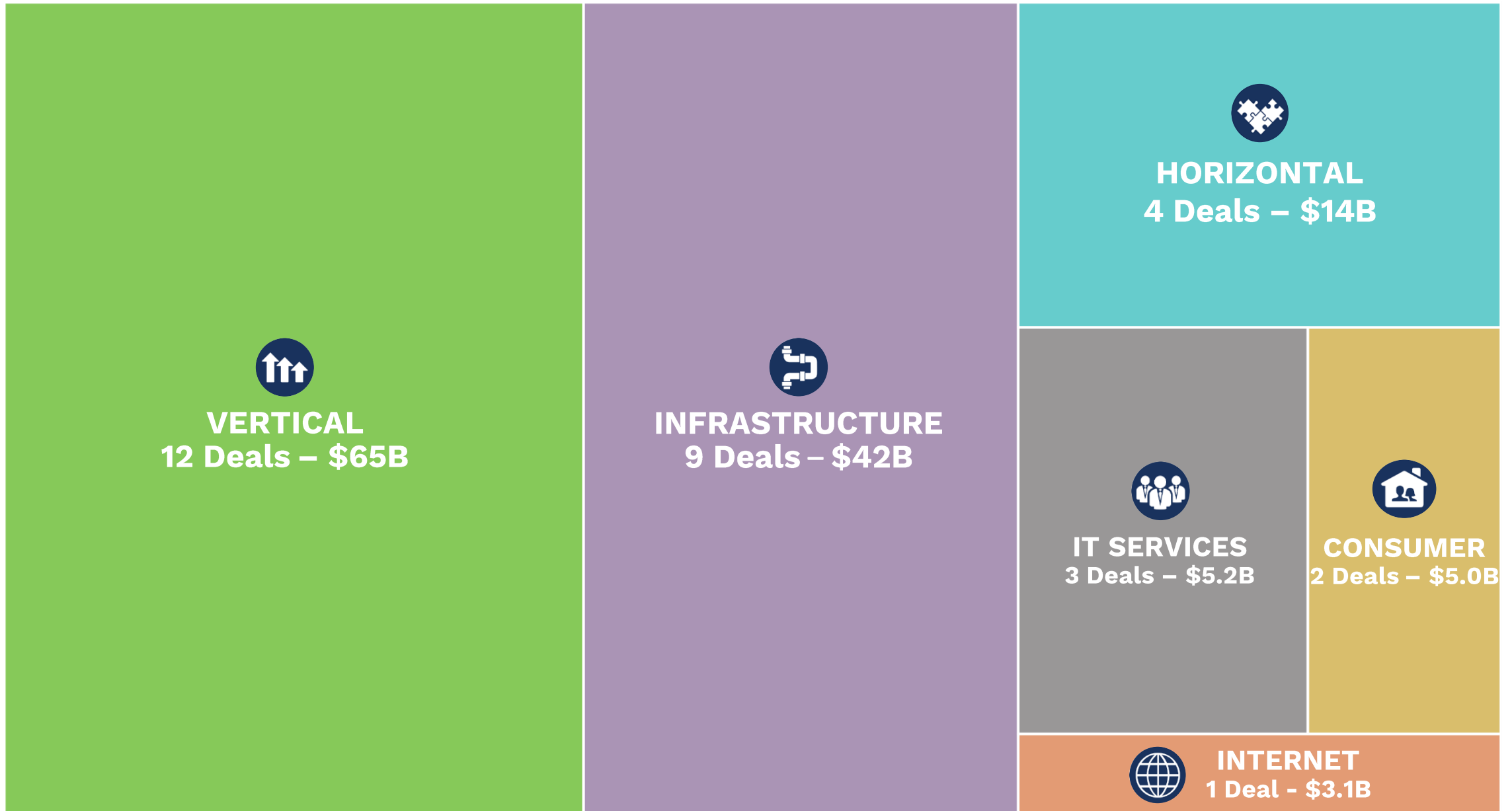
Public Markets Jan 2023 – Jun 2024

% CHANGE



Market	Transactions	H1:2023 2603	H1:2024 2296
	Mega Deals	19	31
	Largest Deal	\$12.5B	\$35B
Pipeline	Private Equity Platform Deals	H1:2023 233	H1:2024 218
	VC-Backed Exits	557	533
	Non-Tech Acquirers	178	173
Attributes	Cross Border Transactions	H1:2023 40%	H1:2024 37%
	Start-Up Acquisitions	22%	28%
	Average Life of Target	16 yrs	16 yrs

2024 Mega Deals (Jan-Jun)



2024 Mega Deals (Jan-Jun)



VERTICAL
12 Deals – \$65B

PREQIN

SOLD TO



BlackRock

Seller: Preqin [United Kingdom]

Acquirer: BlackRock [USA]

Transaction Value: \$3.2B

- Private market intelligence data services

2024 Mega Deals (Jan-Jun)



HORIZONTAL
4 Deals – \$14B



Seller: WalkMe [USA]

Acquirer: SAP [Germany]

Transaction Value: \$1.5B

- Digital adoption & tutorial assistance software

2024 Mega Deals (Jan-Jun)

idealista

SOLD TO

Cinven

Seller: idealista [Spain]

Acquirer: Cinven [United Kingdom]

Transaction Value: \$3.1B

- Real estate classified websites



INTERNET
1 Deal - \$3.1B

2024 Mega Deals (Jan-Jun)

The
WALT DISNEY
Company
Indian Streaming and
Television Business



VIACOM 18
Reliance
Industries Limited

Seller: The Walt Disney Company (Indian Streaming and Television Business) [India]

Acquirer: Viacom18 Media [Reliance Industries] [India]

Transaction Value: \$3.9B

- Operator of streaming and television business based out of India



CONSUMER
2 Deals – \$5.0B

2024 Mega Deals (Jan-Jun)



INFRASTRUCTURE
9 Deals – \$42B



Seller: HashiCorp [USA]

Acquirer: IBM [USA]

Transaction Value: \$6.4B

- Infrastructure automation SaaS

2024 Mega Deals (Jan-Jun)

Belcan

SOLD TO



Seller: Belcan [USA]

Acquirer: Cognizant [USA]

Transaction Value: \$1.3B

- Systems engineering & staffing BPO



IT SERVICES
3 Deals – \$5.2B

Constellation

SOFTWARE ACQUISITIONS H1 2024

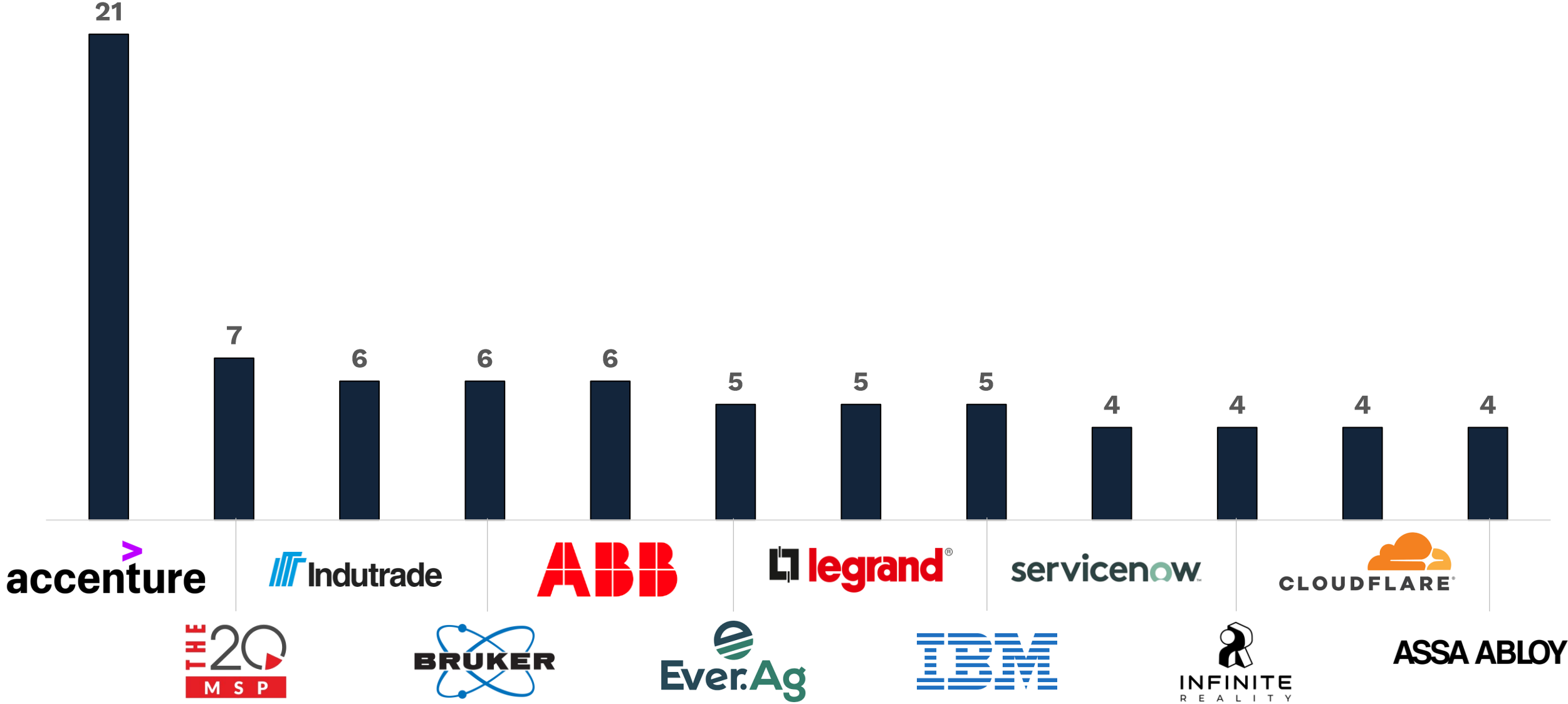


CONSTELLATION
SOFTWARE
INC.

Top Volume Acquirer
52 Total Acquisitions



Top Strategic Acquirers H1 2024





Horizontal



Vertical



Infrastructure



Consumer



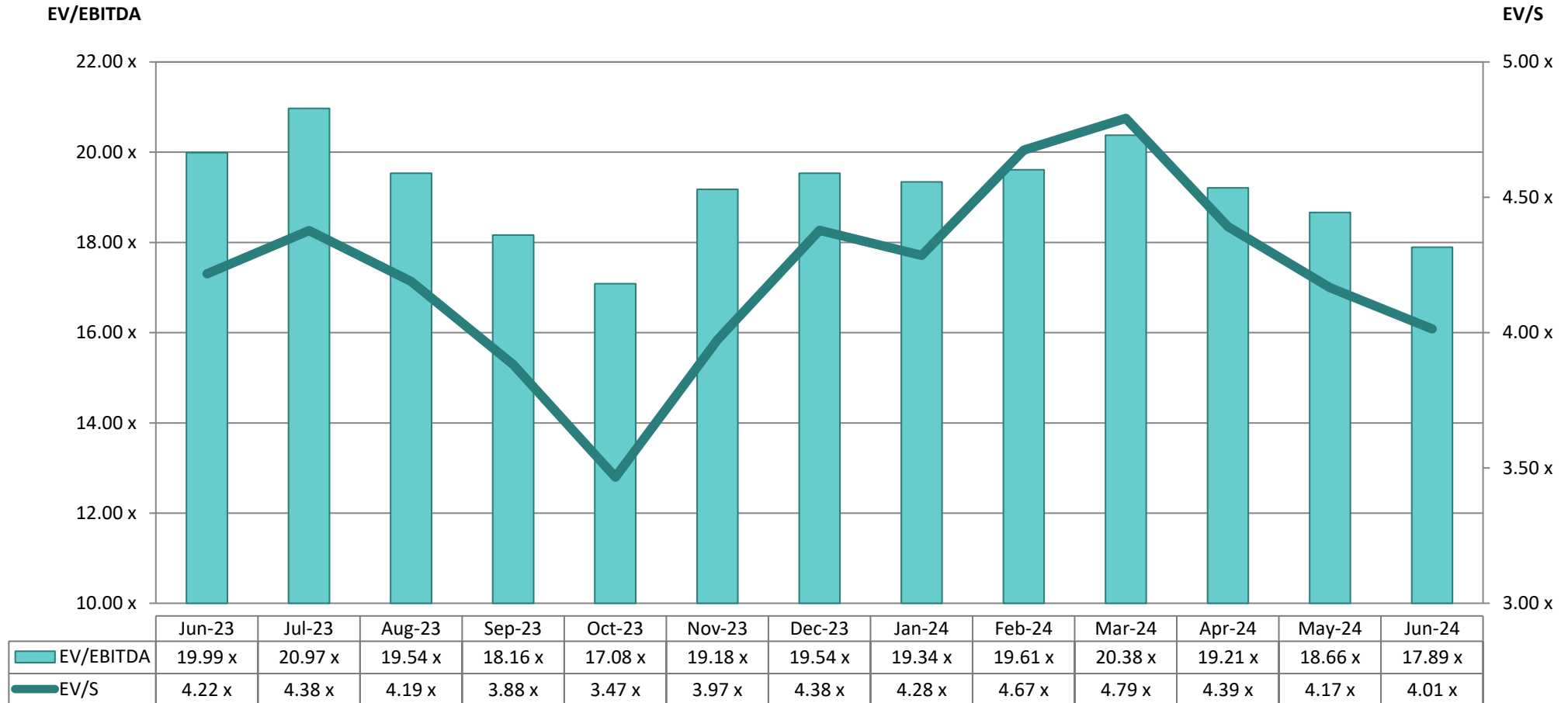
Internet











IT Services



Public Valuation Multiples





Subsector	Sales	EBITDA	Examples		
Business Intelligence	4.45x	17.5x	<i>MicroStrategy</i>	VERINT	NICE®
Marketing	4.54x	19.7x	WIX	 zoominfo	HubSpot
ERP	5.15x	25.2x	ORACLE®	 PEGA®	SAP
Human Resources	4.80x	17.9x	 RECRUIT	PAYCHEX®	workday.
SCM	12.8x	46.9x	 AMERICAN SOFTWARE®	DESCARTES®	 Manhattan Associates.
Payments	2.27x	14.3x	ACI UNIVERSAL PAYMENTS.	 PayPal	 Square
Other	2.63x	13.0x	ttec™	opentext™	

2024 Mega Deals (Jan-Jun)



HORIZONTAL
4 Deals – \$14B



Seller: Avetta [Welsh, Carson, Anderson & Stowe] [USA]











Acquirer: EQT [Sweden]

Transaction Value: reported \$3.0B

- Supply chain risk management software



Supply Chain Management

Seller	Acquirer	Seller Country	Description
		USA	\$839M Digital supply chain network management software
		USA	\$228M Supply chain risk intelligence software
		USA	\$90M Global trade management software
		USA	\$29.3M Supply chain performance management software
		United Kingdom	\$13M Supply chain & freight management software

2024 Mega Deals (Jan-Jun)



HORIZONTAL
4 Deals – \$14B



Seller: AuditBoard [USA]









Acquirer: Hg [United Kingdom]

Transaction Value: \$3.0B

- Audit, risk, compliance & ESG management software



RegTech

Seller	Acquirer	Seller Country	Description
Camms.	 riskconnect.	Australia	GRC management software
Ryan tax-specific AI capabilities	 VERTEX	USA	Taxation software & consulting services
 THOMSON REUTERS regulatory intelligence and Oden products businesses	 CUBE Hg	Canada	Insurance regulatory intelligence software
	 ARCHER	USA	Risk management software
		Canada	Enterprise safety & risk management software

2024 Mega Deals (Jan-Jun)



HORIZONTAL
4 Deals – \$14B

nuvei

SOLD TO



Seller: Nuvei [Canada]









Acquirer: Advent International / CDPQ / Novacap [USA]

Transaction Value: \$6.3B and 5.3x EV/Sales

- Transaction processing services & SaaS

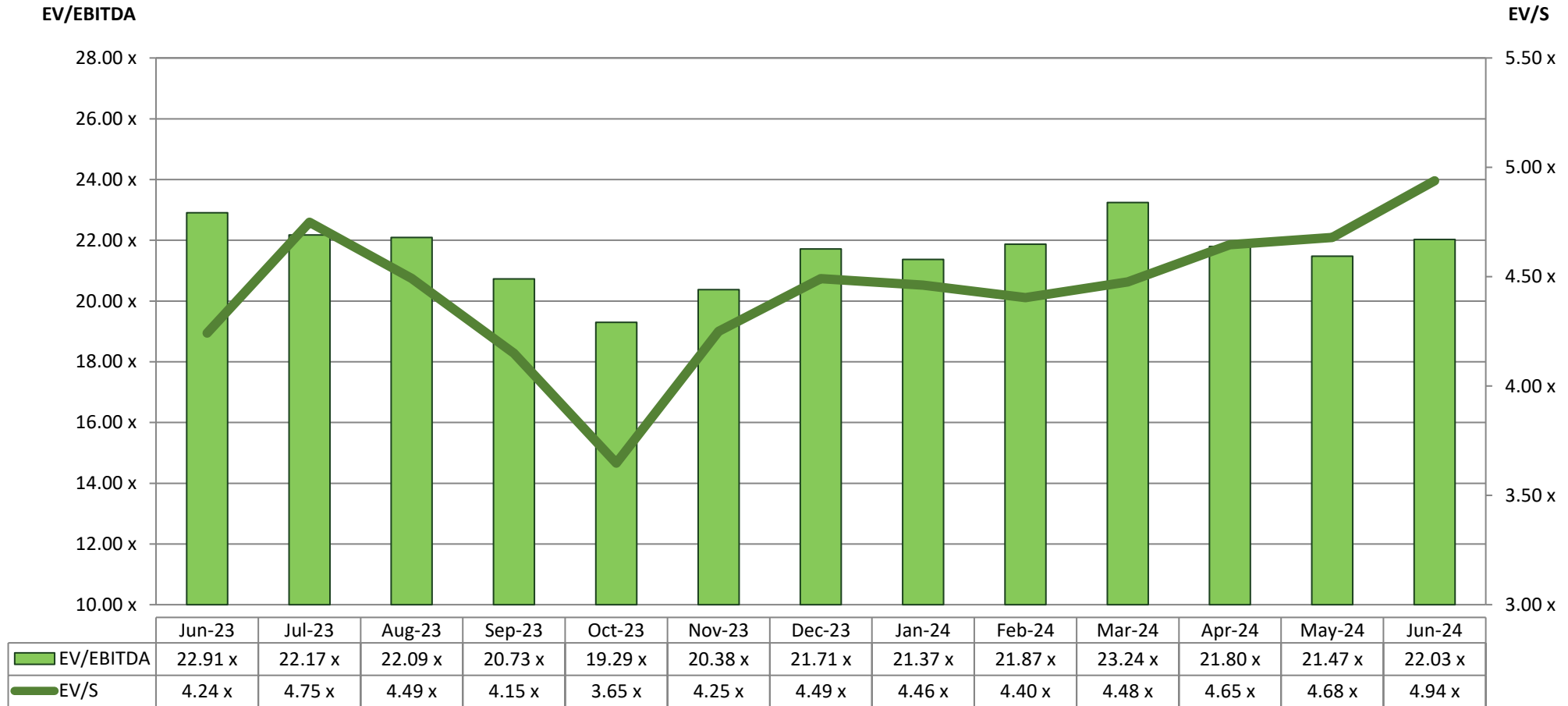


Payments

























Seller	Acquirer	Seller Country	Description
 GPS ®	Corpay ^	USA	\$725M Cross-border payment & treasury management software
 Revel ™ SYSTEMS	SHIFT ④	USA	\$250M POS software
 GHL	NTT DATA	Malaysia	\$154M (2.30x EV/Sales and 17.70x EV/EBITDA) Payment services provider
 paynet	 iyzico a PayU company	Turkey	\$87M Payments processing software
 NUANPAY	GoCardless	Ireland	\$35.8M Payment processing software & services
 BLOXCROSS	 JP3E ENERGY • EATALES • EDUCATION	USA	Payment software



Public Valuation Multiples





Subsector	Sales	EBITDA	Examples
A/E/C	12.5x	43.3x	 AUTODESK  DASSAULT SYSTEMES  SYNOPSYS®
Automotive	2.98x	20.3x	 AutoTrader  TrueCar®  CarGurus®
Energy & Environment	3.29x	18.1x	 Landis+Gyr  Itron  xylem
Financial Services	5.04x	20.0x	 Broadridge®  SS&C  fiserv.
Government	1.98x	15.4x	 NORTHROP GRUMMAN  L3HARRIS  tyler technologies
Healthcare	0.99x	41.0x	 veradigm.  HealthCatalyst  Teladoc HEALTH
Real Estate	4.89x	N/A	 REDFIN  CoStarGroup™  Zillow®
Other	4.36x	19.0x	 AMADEUS®  Rockwell Automation  Sabre.

2024 Mega Deals (Jan-Jun)



VERTICAL
12 Deals – \$65B

Ansys  **SYNOPSYS**

Seller: Ansys [USA]

Acquirer: Synopsys [Japan]

Transaction Value: \$35B (16.2x EV/Sales and 51.4x EV/EBITDA)

- CAD simulation SaaS

BETA   **cādence**

Seller: BETA CAE Systems [Switzerland]

Acquirer: Cadence [USA]

Transaction Value: \$1.2B and 13.8x EV/Sales

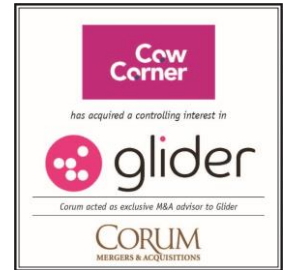
- Simulation & analysis software



A/E/C



Seller: Glider [United Kingdom]
Acquirer: Cow Corner [United Kingdom]
- Asset lifecycle information management platform



Seller: Voyansi [USA]
Acquirer: Hexagon [Sweden]
- Building information modelling software



Seller: SmartCAE [Italy]
Acquirer: Var Group [Italy]
- Computer-aided engineering software



Seller: Catenda [Norway]
Acquirer: GRO Capital [Denmark]
- Building information & construction project software

2024 Mega Deals (Jan-Jun)



VERTICAL
12 Deals – \$65B



Seller: Procure Solutions [Warburg Pincus] [USA]

Acquirer: Roper Technologies [USA]

Transaction Value: \$1.8B

- Childcare management SaaS



Seller: PowerSchool [USA]

Acquirer: Bain Capital [USA]

Transaction Value: \$5.6B (7.7x EV/Sales and 34.3x EV/EBITDA)

- K-12 administrative & assessment software



Education



Seller: CueThink [USA]
Acquirer: Imagine Learning [USA]
- K-12 problem-solving & collaboration software



Seller: TeachTown [Bain Capital Double Impact] [USA]
Acquirer: L Squared Capital Partners [USA]
- Education curriculum software



Seller: ARC Technology [United Kingdom]
Acquirer: Software Circle [United Kingdom]
Transaction Value: \$1.8M
- Student administration software



Seller: Educational Leadership Solutions [USA]
Acquirer: Learning Explorer [USA]
- Education assessment & data management software

2024 Mega Deals (Jan-Jun)



VERTICAL
12 Deals – \$65B



Specialty Networks

SOLD TO



CardinalHealth

Seller: Specialty Networks [USA]

Acquirer: Cardinal Health [USA]

Transaction Value: \$1.2B

- Health management software



Healthcare

Seller	Acquirer	Seller Country	Description
		USA	Managed care/payor industry software
		USA	\$140M Healthcare AI foundation models software
		Canada	\$14.2M Healthcare data management software
		Netherlands	Healthcare management software
		Hong Kong	Baby & healthcare management PaaS
		France	Dental & health care management software

Metamora Growth Partners
has acquired

Corum acted as exclusive M&A Advisor to Healthcare Information Management

CORUM
MERGERS & ACQUISITIONS



Manufacturing



Seller: 4Industry [Netherlands]
Acquirer: ServiceNow [USA]
- Digital manufacturing software



Smart Daily Management application
Seller: EY (Smart Daily Management application) [United Kingdom]
Acquirer: ServiceNow [USA]
- Digital worker software



Seller: OEEsystems [Ireland]
Acquirer: Maintmaster [Sweden]
- Equipment effectiveness and operation software

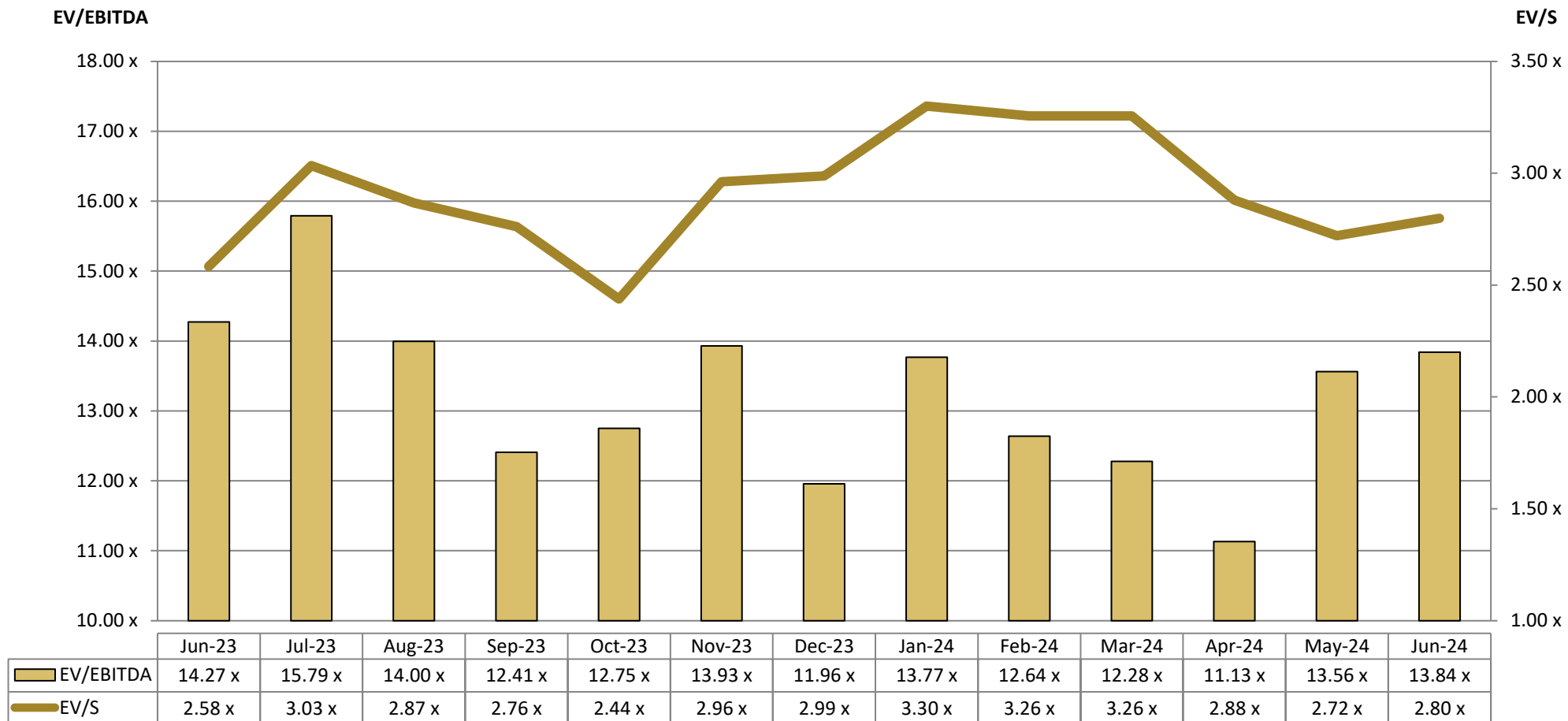


Seller: Optessa [Canada]
Acquirer: Eyelit Technologies [Canada]
- Manufacturing planning & scheduling software











Public Valuation Multiples





Subsector	Sales	EBITDA	Examples		
Casual Gaming	2.33x	13.3x	EMBRACER ⁺ GROUP		
Core Gaming	3.59x	12.3x		Electronic Arts	
Other	4.00x	36.5x		NETFLIX	

2024 Mega Deals (Jan-Jun)



Seller: Jagex [The Carlyle Group] [United Kingdom]

Acquirer: CVC Capital Partners/Haveli Investments [United Kingdom]

Transaction Value: reported \$1.1B

- Videogames developer



CONSUMER
2 Deals – \$5.0B



Games

Seller	Acquirer	Seller Country	Description
 gearbox entertainment <small>EMBRACER GROUP</small>	 T2 <small>TAKE-TWO INTERACTIVE</small>	USA	\$460M Videogames developer
 ALT+ATTACK GAMES	 ninja kiwi <small>MG</small>	USA	PC multiplayer games developer
 bitmap bureau	 Reef Creative Group	United Kingdom	Retro games development studio
 INTERACTIVE CREATION	 MAGIC MEDIA	Macedonia	3D games development studio
 SHIVER <small>EMBRACER GROUP</small>	 Nintendo [®]	USA	Videogame development



Leisure



INFINITE
REALITY

Seller: Stakes [USA]
Acquirer: Infinite Reality [USA]
Transaction Value: \$8.0M
- Social sports prediction mobile application



Seller: Shotzoom [USA]
Acquirer: Golf Genius [USA]
- Digital golf and coaching community platform



PINSEEKER



Seller: PinSeeker [USA]
Acquirer: Revelyst [Vista Outdoor] [USA]
- Golf simulator mobile application





Messaging



BEEPER

SOLD TO

AUTOMATIC

Seller: Beeper [USA]

Acquirer: Automatic [USA]

Transaction Value: reported \$125M

- Messaging mobile application

GENEVA 

SOLD TO

 **bumble**

Seller: Geneva [USA]

Acquirer: Bumble [USA]

- Group & community chatting mobile application



Photo Sharing

BeReal.  **Voodoo**

Seller: BeReal [France]

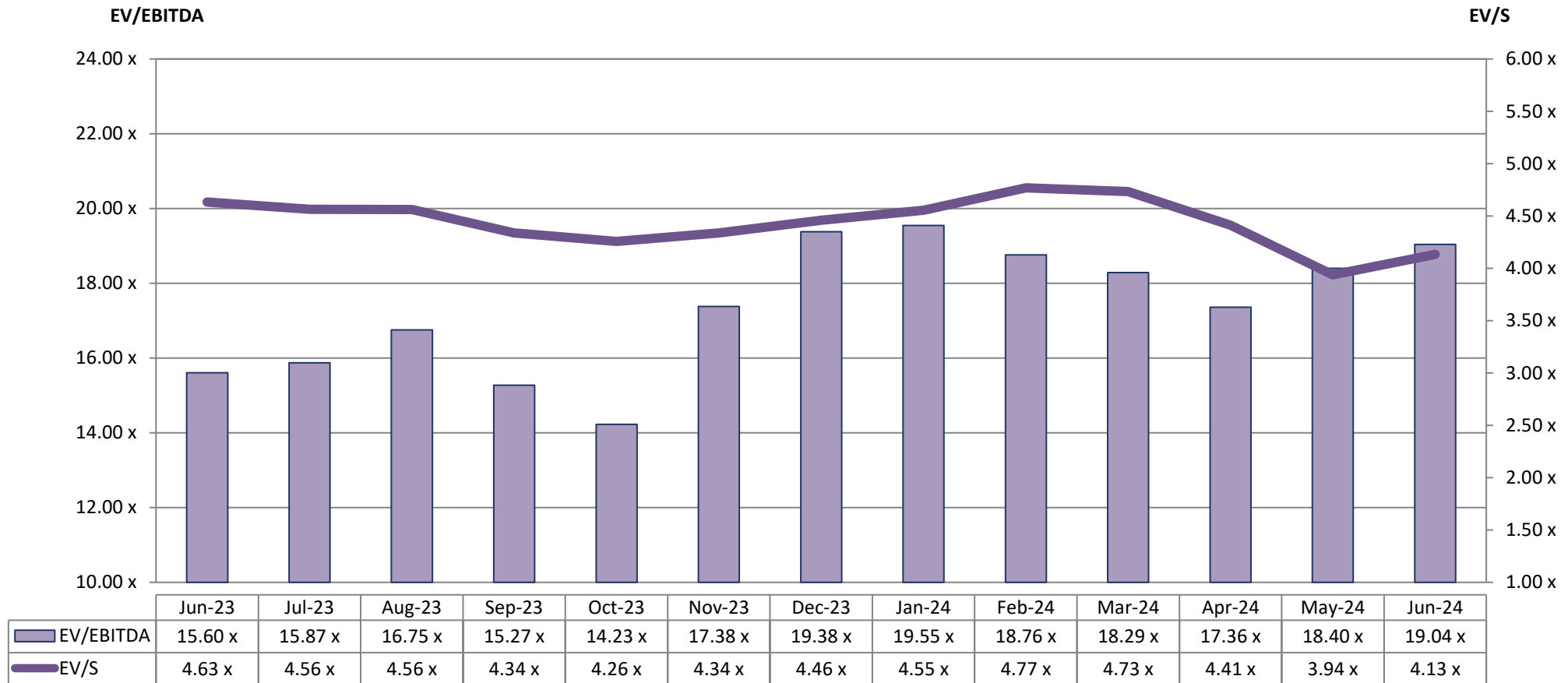
Acquirer: Voodoo [France]

Transaction Value: \$538M

















- Photo-sharing mobile application



Public Valuation Multiples





Subsector	Sales	EBITDA		Examples
Application Lifecycle	3.90x	12.5x	 ATLASSIAN	 unity  Progress®
Endpoint	6.37x	21.9x	 Digital Ocean	 Opera NUTANIX
Network Management	2.03x	18.8x		 CISCO  JUNIPER NETWORKS
Security	6.27x	23.0x	 paloalto® NETWORKS	 CHECK POINT™ FORTINET®
Storage & Hosting	4.13x	48.9x		 COMMVault™  NetApp
Other	3.01x	14.4x	 Akamai	 appian  twilio

2024 Mega Deals (Jan-Jun)



INFRASTRUCTURE
9 Deals – \$42B



Seller: Venafi [Thoma Bravo] [USA]












Acquirer: CyberArk [Israel]

Transaction Value: \$1.5B and 10.3x EV/Sales

- Machine identity management software



Identity and Access Management

Seller	Acquirer	Seller Country	Description
 vision-box	AMADEUS	Portugal	\$347M (4.5x EV/Sales and 17.7x EV/EBITDA) Biometric identification management software
 MetaMap	incode	USA	Customer identity verification software
Bastion:zero	 CLOUDFLARE	USA	Infrastructure access management software
 martWorks	 Signicat	Iceland	Digital identity & fraud prevention software
ROSSLARE	Synerion 	Hong Kong	Access control security systems & software
CLOUDIDENTITY	 SECUREAUTH	USA	Identity & authorization management software
 Slauth.io	 Ark	Israel	Identity and access management software
 idpeople	 exceet CARD GROUP	Denmark	ID management software & smartcards

2024 Mega Deals (Jan-Jun)



INFRASTRUCTURE 9 Deals – \$42B

SYNOPSYS[®]
software integrity business







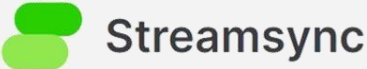









Seller: Synopsys (software integrity business) [USA]
Acquirer: Clearlake Capital/Francisco Partners [USA]
Transaction Value: \$1.5B
- Application security testing software

 **SQUARESPACE**  **PERMIRA**

Seller: Squarespace [USA]
Acquirer: Permira [United Kingdom]
Transaction Value: \$6.9B
- Website design & development software



DevOps

Seller	Acquirer	Seller Country	Description
 Masterloop	 NAVTOR	Norway	IoT & AI application development software
 Strong	 onesix	USA	AI-based application development software
 Streamsync	 WRITER	USA	Data application development software
 apiida	 boomi	Germany	Federated API management software
 Verta	 CLOUDEXERA	USA	Application development software
 cloud SOFTWARE GROUP	 boomi	USA	API lifecycle management software
 Maple Labs	 xoriant	USA	Infrastructure & application lifecycle management software

2024 Mega Deals (Jan-Jun)



INFRASTRUCTURE
9 Deals – \$42B

JUNIPER
NETWORKS

SOLD TO

Hewlett Packard
Enterprise

Seller: Juniper Networks [USA]






Acquirer: Hewlett Packard Enterprise [USA]

Transaction Value: \$14B

- Network management software & systems















Network Management

Seller	Acquirer	Seller Country	Description
 NEFELI	 CLOUDFLARE	USA	Cloud network management software
 senet	netmore	USA	LoRaWAN network software
 The Social Proxy	XTLbio	Israel	IP proxy network & data extraction software
 trextel	CONNEXT	USA	Unified WAN management software
AKiPS TM	tufin	Australia	Network & infrastructure monitoring software

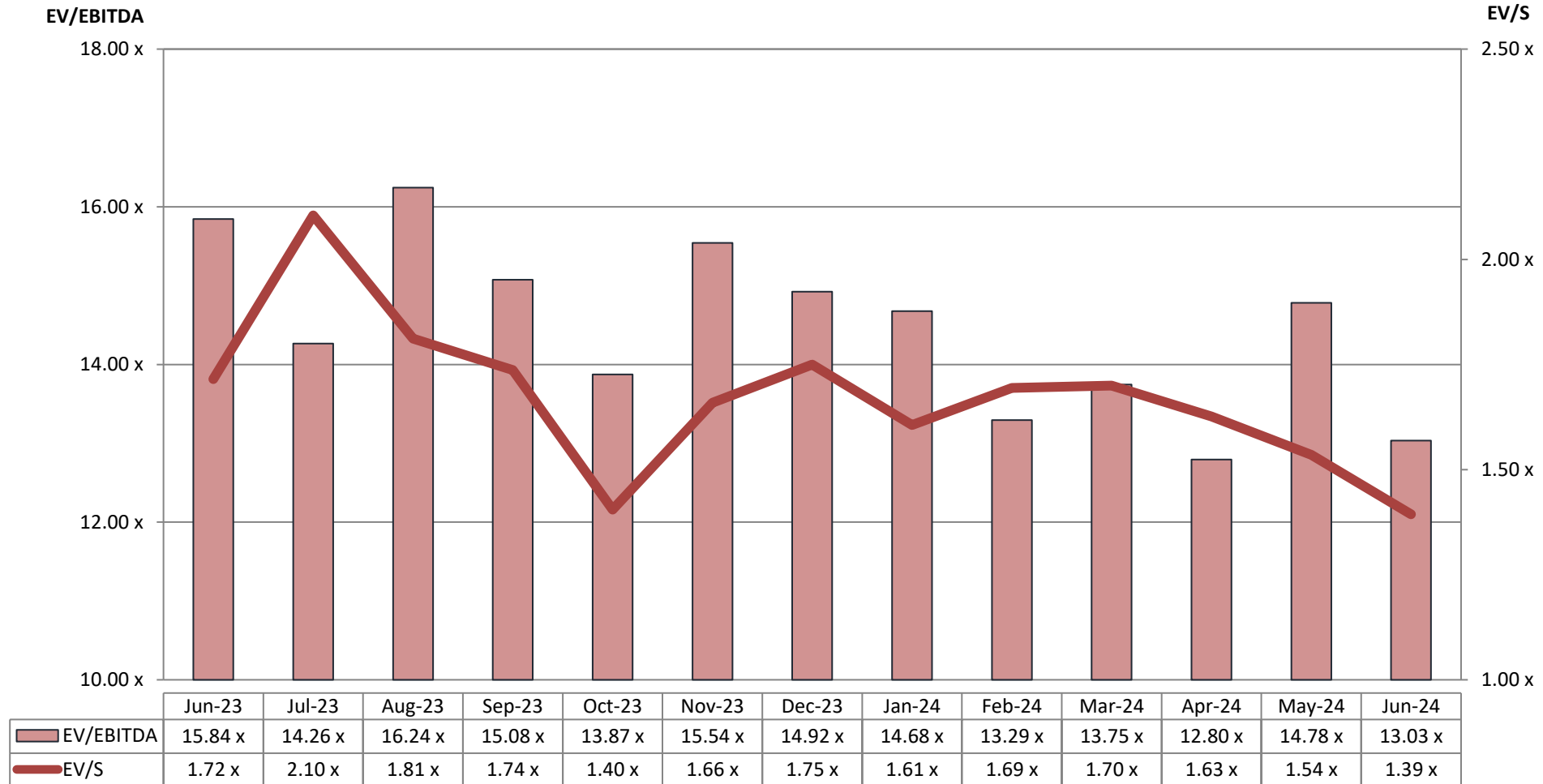


Data Security












Seller	Acquirer	Seller Country	Description
 Avalor	 zscaler™	Israel	\$350M Data security & risk management software
 FLOW.	 CROWDSTRIKE	Israel	\$115M Cloud data security software
 eureka	 tenable®	Israel	\$30M Data security posture management software
 Open Raven	 formstack	USA	Data security posture management software
 DPOrganizer	 DataGuard	Sweden	Data security, privacy & governance management software
 DEFENDX <i>Software</i>	 superna	USA	Data security software



Public Valuation Multiples




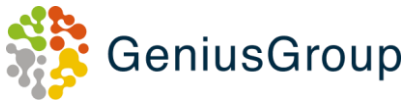













Subsector	Sales	EBITDA	Examples
Diversified Internet	2.40x	15.3x	Alphabet  
eCommerce	1.16x	13.0x	  
Social Network	0.78x	3.57x	  
Travel & Leisure	3.49x	13.7x	  












Communities

Seller	Acquirer	Transaction Month	Description
 Board.org ®	 Executive PLATFORMS	March	\$95M Online peer-to-peer communities
 openexo	 GeniusGroup	March	\$20.4M Cross-border e-commerce food services
 PROOF	 YUGALABS	February	Professional services community
 youfood	 Fresh ²	January	Digital art community website
 GRID FINDER	 Rafa RACING CLUB	January	Racing community website
 creator now	 vidIQ	January	Content creator community & education website
 meetup	BENDING SPOONS	January	Online social networking website



Travel

Seller	Acquirer	Seller Country	Description
		Brazil	B2C bus booking online marketplace
 ferienwohnungen.de		Germany	Online vacation rental services
Insurevo Group Limited		United Kingdom	Online travel insurance services
		Spain	Vacation rentals booking website
		Brazil	Online bus ticket marketplace



Food and Grocery Delivery



Uber Eats

Seller: Foodpanda [Delivery Hero] [Taiwan]
Acquirer: Uber Eats [USA]
Transaction value: \$950M
- Online food & grocery delivery services



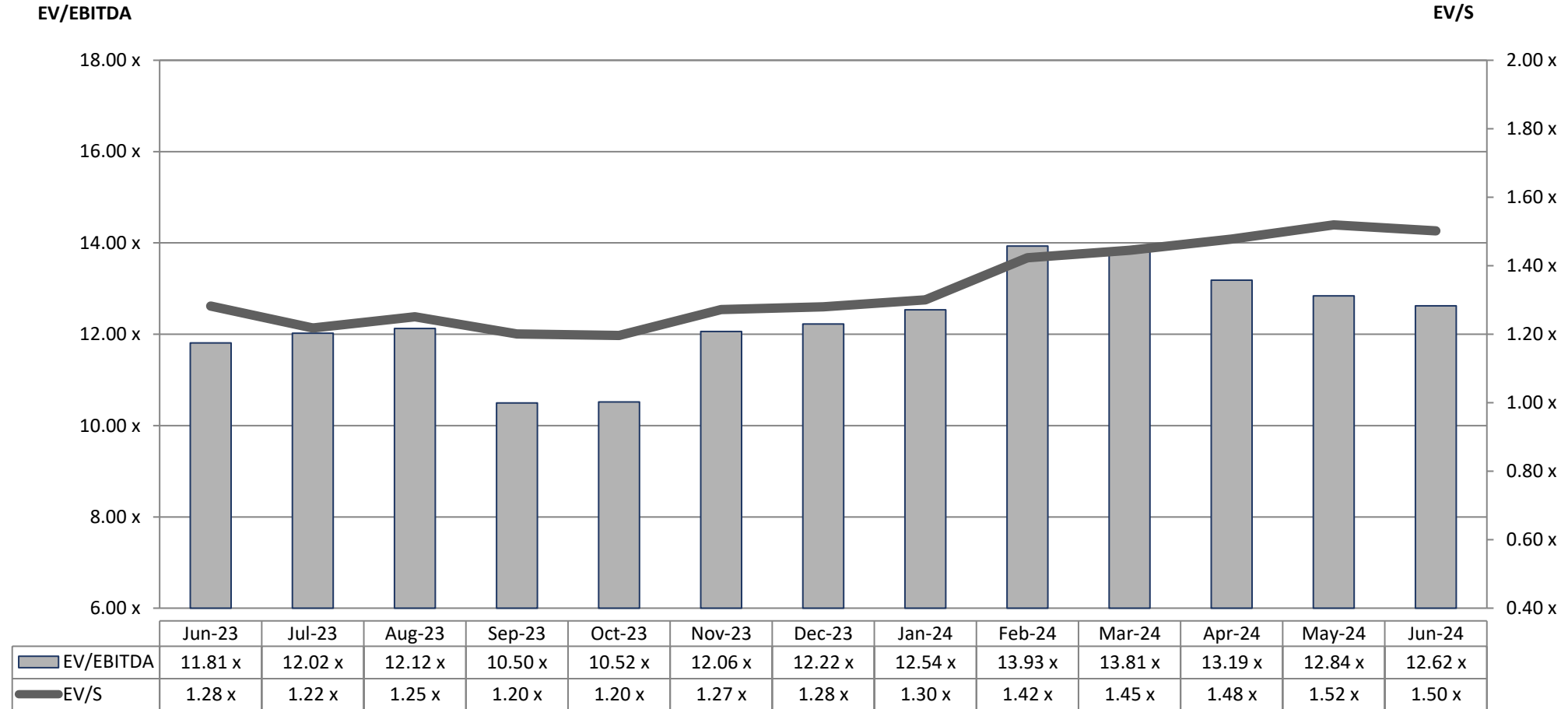
Seller: Chowbus (delivery business line) [USA]
Acquirer: Fantuan [Canada]
- Online food delivery services



Seller: Find Your Farmer [USA]
Acquirer: Market Wagon [USA]
- Online last-mile fresh produce delivery services

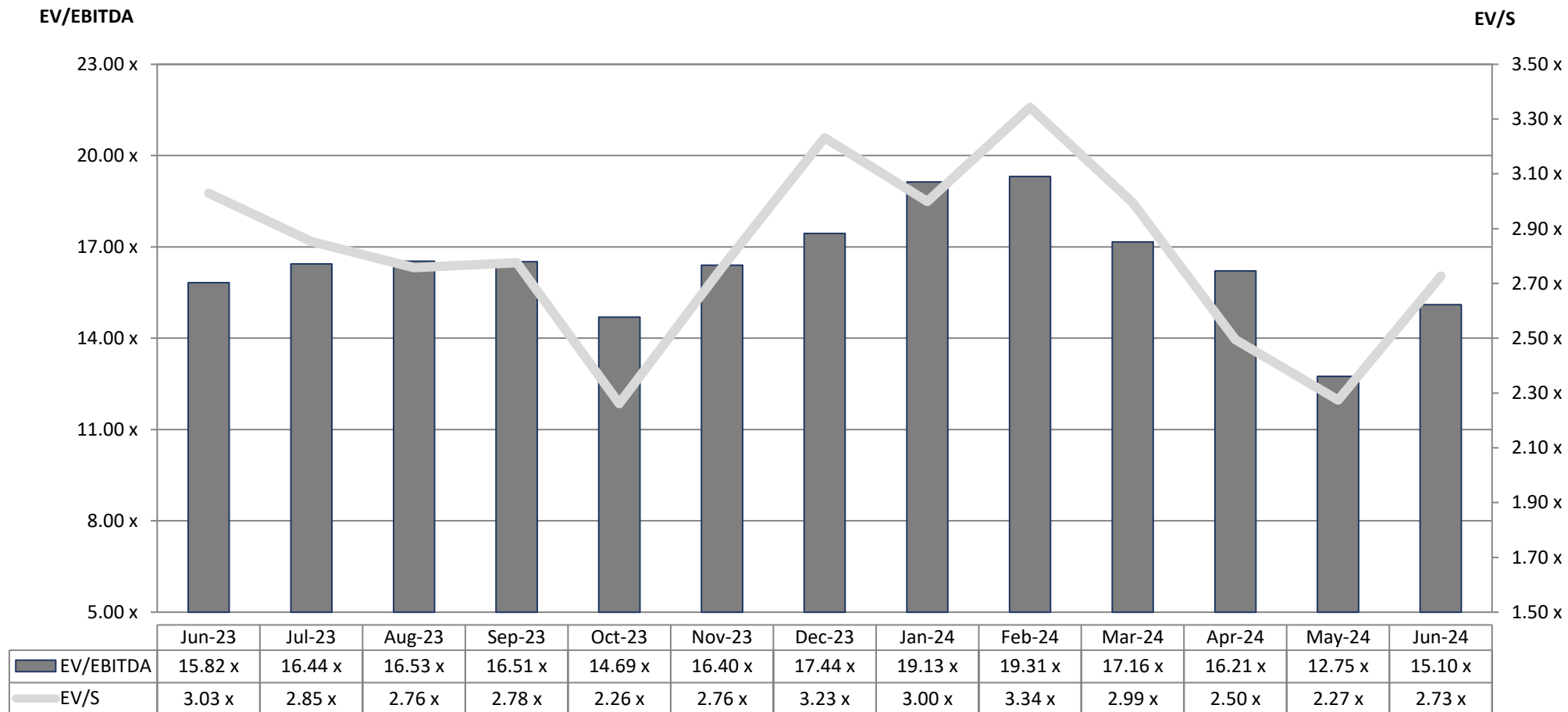


Public Valuation Multiples





Public Valuation Multiples



2024 Mega Deals (Jan-Jun)

PERFICIENT



E Q T

Seller: Perficient [USA]

Acquirer: EQT [Sweden]

Transaction Value: \$2.7B (3.4x EV/Sales and 20.8x EV/EBITDA)

- IT consulting services



IT SERVICES
3 Deals – \$5.2B



IT Consulting and Transformation

galax^esolutions™



endava

Seller: GalaxE.Solutions [USA]
Acquirer: Endava [United Kingdom]
Transaction Value: \$375M
- IT and consulting services

 **AUREUS**
ENGINEERING EVOLVED.














 happiest
minds

Seller: Aureus [USA]
Acquirer: Happiest Minds [India]
Transaction Value: \$8.5M
- Digital transformation services



Focused Systems Integrators

Seller	Acquirer	Seller Country	Description
 Dextara Xperience.Digital.		India	\$17.2M and 2.4x EV/Sales Salesforce & digital consulting services
 Citrus a Redington Company		UAE	AWS-partnered IT consulting services
		Argentina	Oracle-partnered IT services
		USA	Microsoft-partnered IT services
		USA	Sage-partnered software integration services
		USA	SAP-partnered managed services

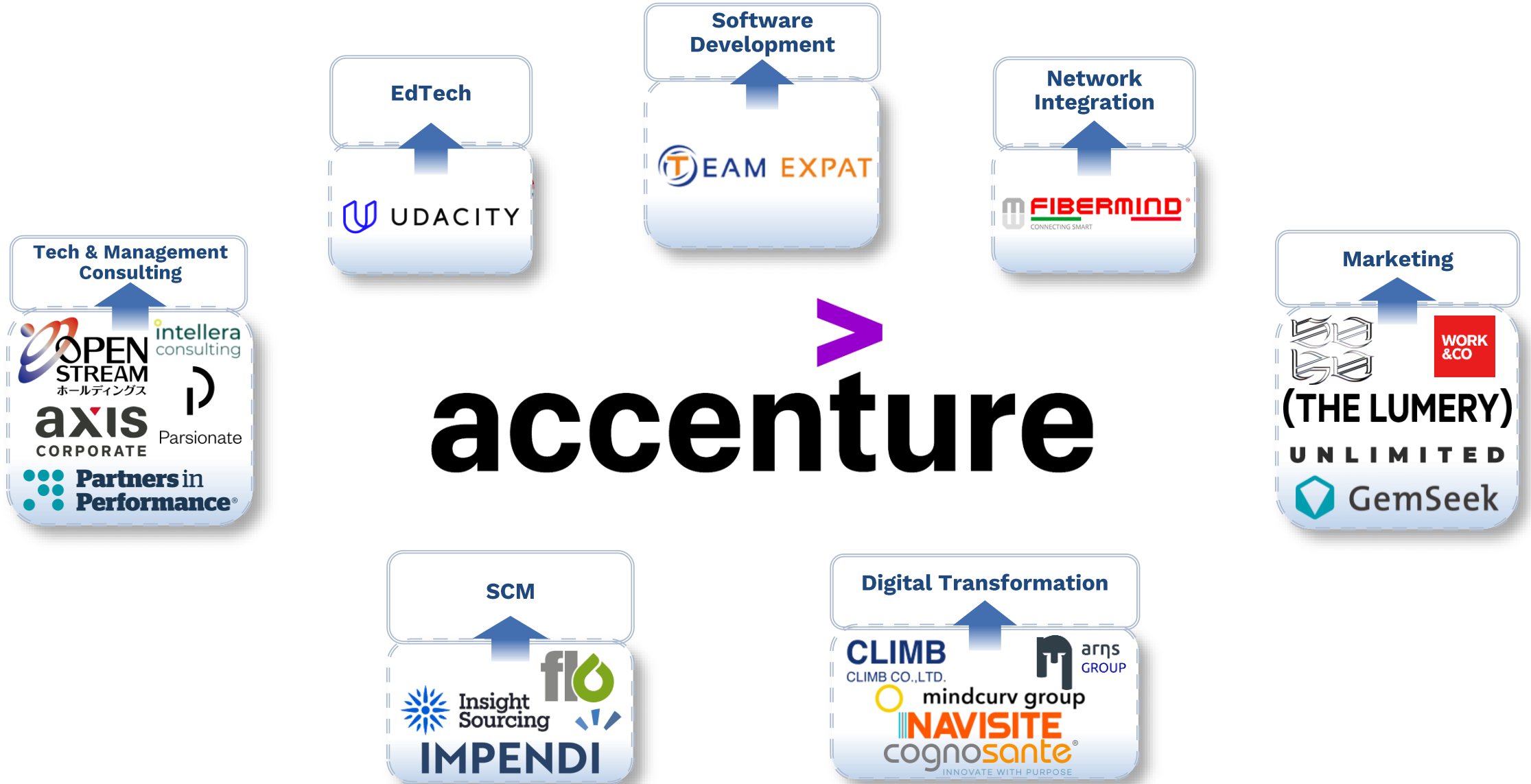


Government IT Services

Seller	Acquirer	Seller Country	Description
		USA	IT services to the US Federal Government
		USA	Software, cloud & data engineering for the US intelligence community
		USA	Digital transformation services for the US government sector
		USA	Managed IT services to SMEs, NGOs, and government sectors
		Bolivia	Training, simulation & support services for government, DoD, and private firms
		USA	Federal IT & management consulting services
		USA	IT services for the US government agencies



Accenture Acquisitions H1 2024





Amber Stoner
Vice President



**Artem
Mamaiev**
Associate



**Anna
Lebedieva**
Senior Analyst



**Olha
Rumiantseva**
Analyst



Elena Serikova
Data Researcher



Callum Turcan
Research Writer

Tech M&A Research Report



Complete global market report
available upon request
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On demand webcast will be
available at:
www.corumgroup.com

CORUM

Buyers Corner

Market vs. Model

Presented By

Tim Goddard

**EVP, Corporate Strat.
Corum Group Ltd.**



Market vs. Model

1. Wrong model
2. Blunt instrument model
3. Synergies
4. Status quo

- Most financial and strategic buyers have a detailed financial model they use to determine a valuation or valuation range.



- Ideally, the buyer receives financials from a seller, runs the numbers and return with an offer that the seller immediately accepts.




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**REALITY
CHECK
AHEAD**



**Sellers don't sell
because of what your
model says, they sell
because of the market
that has been created
for their company.**

When market and model disagree, the market is likely to win!

1. Wrong model
2. Blunt instrument model
3. Synergies
4. Status quo

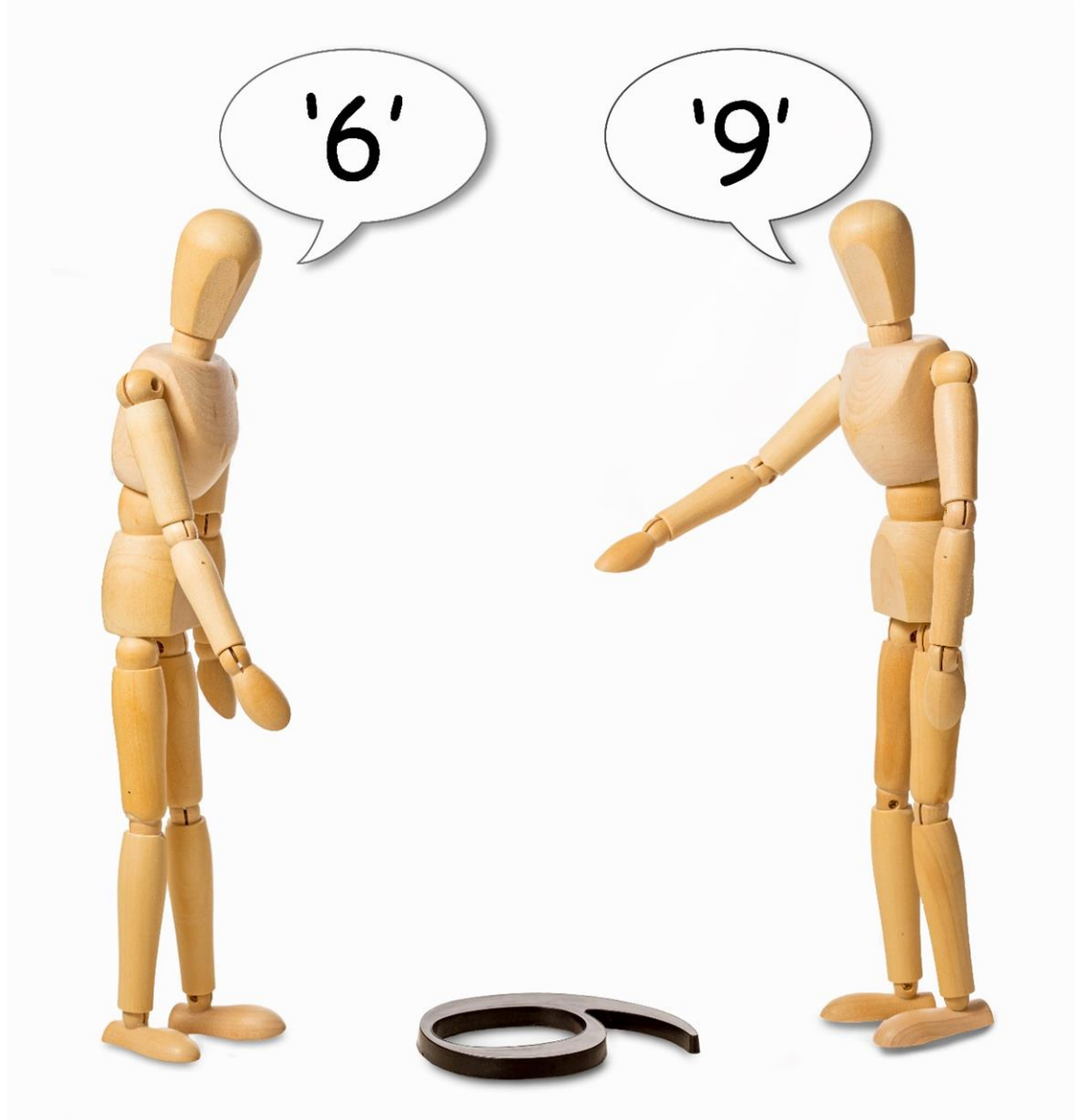
You may be using the wrong model.

Examples:

- Bidding based on EBITDA for business focused on growth.
- Bidding based on revenue when the market is looking at topline.

Or...

You may be the wrong buyer.



**You may need to
look at different
ways of valuing
a company.**

Be Flexible

A lack of flexibility in these cases is going to lose you the deal.



Your model may be too much of a blunt instrument.

- Churn and retention are useful metrics but often there is nuance that can be missed when treated in a cookie-cutter fashion.
- What if the higher churn segment of a customer base actually serves as a profit-making lead-gen program for the higher-dollar, higher-retention portion of the business?

If you are able to get more granular in your application of your model, **you will win more deals.**

Synergies

- Some buyers have no interest in synergies between companies.
- Most buyers are, but often use a financial model to avoid paying for them.
- **Find a way to explicitly capture the 1+1=3 scenario that M&A is designed to do. It will put you in a better position.**

Sometimes the “market”
is just the

S T A T U S Q U O

Status Quo

- When a founder is comfortably pulling out six or even seven digits annually, a lot of standard financial models don't get valuations to a point where it makes sense for them to sell.
- Sometimes the buyer strategy is to wait until the founder is “motivated” and have to sell—**but then you're buying on the wrong side of the incline.**



Status Quo

- Corum's Hiatus process is designed to help CEOs leverage the lessons from an M&A process to drive even more value creation, which could take it out of your range in a completely different direction.



Listen well, and **be flexible and creative** in finding ways to bridge the gap between model and market.

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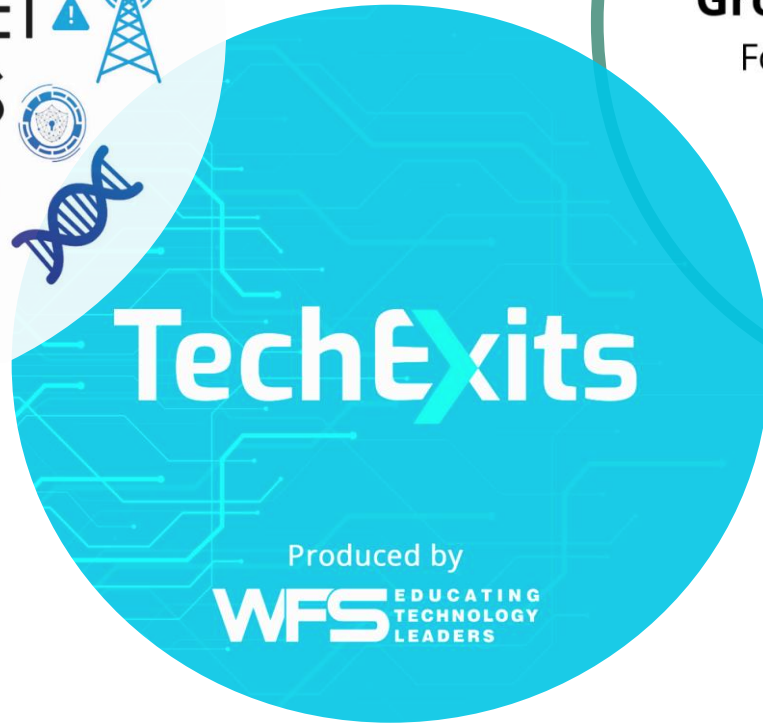
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Thank you!