

Tech M&A Monthly

Starts in 2 minutes



Thoughts? Questions? Let us know!
@CorumGroup

CORUM

Tech M&A Monthly

Mastering Your Emotions in the M&A Process



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**





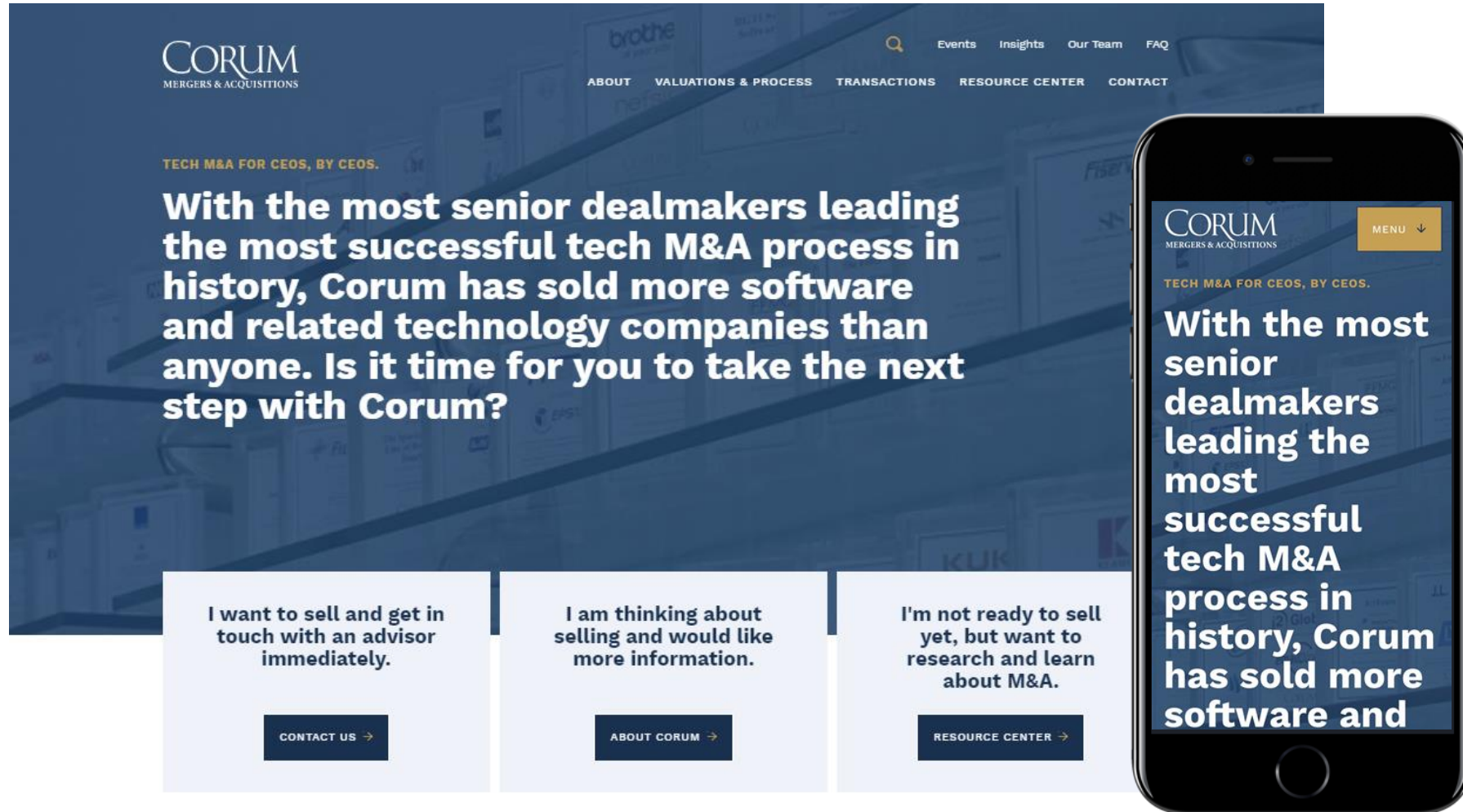
MERGE BRIEFING



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- **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**

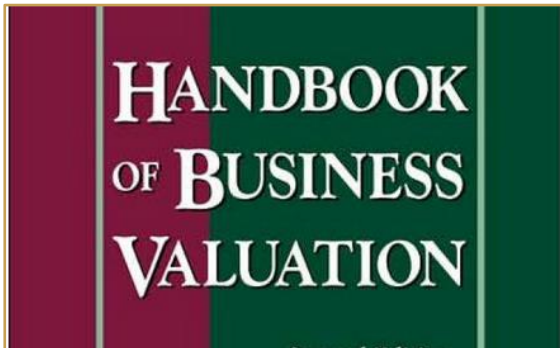
SOLD MORE SOFTWARE-RELATED FIRMS THAN ANYONE



Research

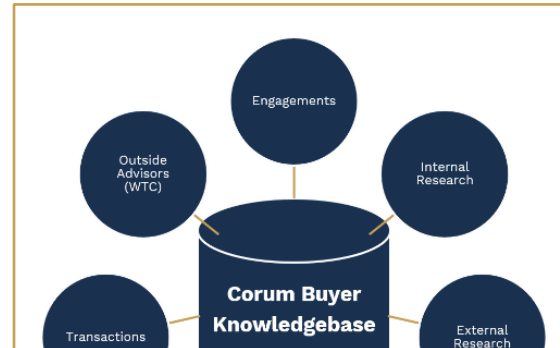


Education



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

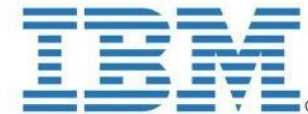
Negotiation

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

Mastering Your Emotions in the M&A Process



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

CEO's Desk: "Greetings from Kuala Lumpur!"

Event Report

Deal Report

Tech M&A Q3 Market Research Report

Special Report: "Mastering Your Emotions in the M&A Process"

Special Election Report: "Trump Ignites Tech M&A"

Closing

CORUM

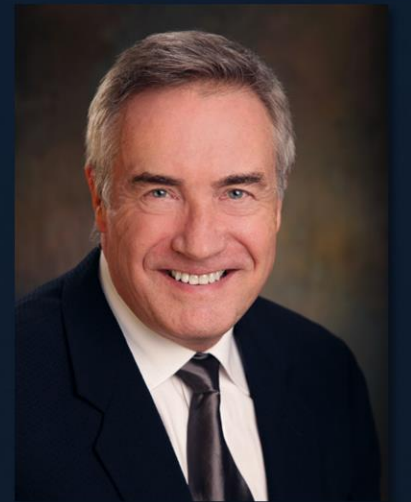
CEO's Desk

Greetings From Kuala Lumpur!

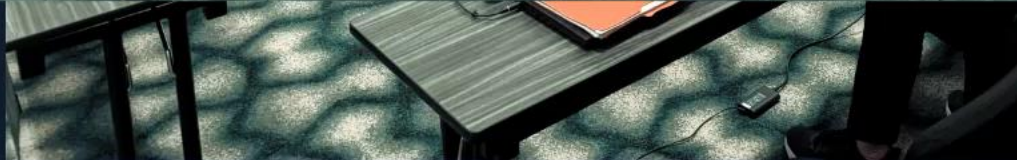
Presented By

Bruce Milne

**Chief Executive Officer
Corum Group Ltd.**



CEO's Desk: Greetings From Kuala Lumpur!



CEO's Desk: Greetings From Kuala Lumpur!

CORUM
MERGERS & ACQUISITIONS

World Financial Symposiums presents

Tech M&A
Master Class

KUALA LUMPUR EDITION

CEO's Desk: Greetings From Kuala Lumpur!






**Malaysia's vibrant tech ecosystem is growing,
buoyed by government commitment to
fostering innovation.**

Many thanks to our Master Class sponsor:



Government agency established under the purview of the Ministry of Digital to lead Malaysia's digital economy.

www.mdec.my



The Malaysian government announced several initiatives to advance its goal of building one of the top 20 global startup hubs by 2030.

CEO's Desk: Greetings From Kuala Lumpur!

Governments in **Singapore, Vietnam, Thailand** and more throughout Asia are **supporting domestic companies and the broader tech ecosystem** through:

- Startup programs
- Tax incentives
- Talent development
- Foreign investment

CEO's Desk: Greetings From Kuala Lumpur!

A young man with dark hair, wearing a white button-down shirt and a blue lanyard, is looking down at a laptop. He is in a server room or data center, with several server racks visible in the background. The lighting is dim and blue-toned, typical of a server room. The text is overlaid on the bottom half of the image.

Asia's skilled tech-savvy workforce is a **key driver of growth across the region.**

CEO's Desk: Greetings From Kuala Lumpur!



Asia's skilled tech-savvy workforce is a **key driver of growth across the region.**

AsiaTech M&A Deal Volume

Q3 2024



CEO's Desk: Greetings From Kuala Lumpur!



Corum is at the forefront of the Asian tech scene,
hosting 75 events across Asia by the end of 2024.

CEO's Desk: Greetings From Kuala Lumpur!

CORUM
MERGERS & ACQUISITIONS



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CEO's Desk: Greetings From Kuala Lumpur!

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MERGERS & ACQUISITIONS



CEO's Desk: Greetings From Kuala Lumpur!

Global Tech Asia
WFS EDUCATING TECHNOLOGY LEADERS
TECH MARKET SPOTLIGHTS
Next webcast:
Dec 11, 2024

The graphic features a yellow background with a central illustration of a woman in a yellow top and black pants holding a laptop. She is surrounded by various icons representing technology and business, including a lightbulb, gears, a server rack, a bar chart, and a globe. Dotted lines connect these icons, suggesting a network or flow of information.

its.com

Valuations Deal Flow Seller Profiles

This is a navigation bar from a website. It features three main menu items: 'Valuations', 'Deal Flow', and 'Seller Profiles', each with a horizontal line underneath. The text is in a clean, sans-serif font.

World Financial Symposiums presents
Tech M&A Master Class

Focus Areas: Investors, Valuations, Buyers, Sellers, Tech Trends

Growth & Exit Strategies
For Software & IT Companies

The banner has a green background. At the top, it says 'World Financial Symposiums presents'. Below that is the title 'Tech M&A Master Class' in large, bold letters. Underneath the title are five icons representing different focus areas: a plant growing from a dollar sign (Investors), a bar chart with a dollar sign (Valuations), a building (Buyers), a handshake (Sellers), and a lightbulb with a circuit board (Tech Trends). At the bottom, it says 'Growth & Exit Strategies For Software & IT Companies'.

ASIA TECH EXITS Q3 2024 REPORT

To follow current Tech M&A trends in Asia please visit
www.asiatechexits.com

Asia Tech Exits

Tracking Technology Mergers and Acquisitions in Asia

REQUEST REPORT

MERGE BRIEFING



CORUM
SELLING UP
SELLING OUT

CEO's Desk: Greetings From Kuala Lumpur!



Corum has expanded its Asia team to **further support Asia's vibrant and growing ecosystem.**

CEO's Desk: Greetings From Kuala Lumpur!

RUBICON
has acquired
QSR
CORUM
MERGERS & ACQUISITIONS

socialpinpoint
has acquired
MetroQuest
CORUM
MERGERS & ACQUISITIONS

HITACHI
Hitachi Construction Machinery Co., Ltd.
has acquired
Wenco
CORUM
MERGERS & ACQUISITIONS

LE YOU | **PERFECT WORLD**
has acquired
LESTERS
CORUM
MERGERS & ACQUISITIONS

ZHONGJI
has acquired
JAGEX
CORUM
MERGERS & ACQUISITIONS

ASCO
has acquired
ONIQUA
CORUM
MERGERS & ACQUISITIONS

GEMCOM
has acquired
SurpacMinex
CORUM
MERGERS & ACQUISITIONS

BISON CAPITAL
has acquired
For The Record
CORUM
MERGERS & ACQUISITIONS

NEWZULU
has acquired
filemobile
CORUM
MERGERS & ACQUISITIONS

imagequix
a part of company of
Charlesbank
has acquired
Fotomerchant
CORUM
MERGERS & ACQUISITIONS

POLARIS
has acquired
SEEC
CORUM
MERGERS & ACQUISITIONS

NET DATA Asia Pacific Pte. Ltd.
has acquired
FirstApex
CORUM
MERGERS & ACQUISITIONS

intel
has acquired
ofaworks
CORUM
MERGERS & ACQUISITIONS

HEXAGON
has acquired
iConstruct
CORUM
MERGERS & ACQUISITIONS

hownd
has acquired
POWEREDLOCAL
CORUM
MERGERS & ACQUISITIONS

SYMANTEC
has acquired
Binary Research Ltd
CORUM
MERGERS & ACQUISITIONS

QSR
a part of company of
RUBICON
has acquired
Planet
CORUM
MERGERS & ACQUISITIONS

GoDaddy
has acquired
vidnami
CORUM
MERGERS & ACQUISITIONS

brother.
at your side
has acquired
nefsis
CORUM
MERGERS & ACQUISITIONS

MITSUBISHI
has established a joint venture with
OSI
CORUM
MERGERS & ACQUISITIONS

NCS
has acquired
Velocity Business Solutions
CORUM
MERGERS & ACQUISITIONS

Ideagen
has acquired
OnePlace Solutions
CORUM
MERGERS & ACQUISITIONS

Ideagen
has acquired
OnePlace Solutions
CORUM
MERGERS & ACQUISITIONS

SAI GLOBAL
has acquired
CINTELLATE
CORUM
MERGERS & ACQUISITIONS

Vela SOFTWARE
has acquired
minemax
CORUM
MERGERS & ACQUISITIONS

Edge Centres
has acquired
Hyson International Corporation
CORUM
MERGERS & ACQUISITIONS

Bentley
has acquired
E7
CORUM
MERGERS & ACQUISITIONS

MAROPOST
has acquired
Retail EXPRESS
CORUM
MERGERS & ACQUISITIONS

mri
REAL ESTATE SOFTWARE
has acquired
LeaseEagle
CORUM
MERGERS & ACQUISITIONS

eKomi
The Feedback Company
has acquired
crossware
CORUM
MERGERS & ACQUISITIONS

SYMANTEC
has acquired
DMA
CORUM
MERGERS & ACQUISITIONS

Enghouse
has acquired
zeacom
CORUM
MERGERS & ACQUISITIONS

CEO's Desk: Greetings From Kuala Lumpur!

RUBICON
has acquired
QSR
CORUM

socialpinpoint
has acquired
MetroQuest
CORUM

NEWZULU
has acquired
filemobile™
CORUM

imagequix
Charlesbank II
Fotomerchant™
CORUM

QSR
RUBICON
has acquired
Planet
CORUM

GoDaddy
has acquired
vidnami®
CORUM

Vela
has acquired
minemax
CORUM

Edge Centres
Hyson International Corporation
CORUM

THE OPTIMAL OUTCOME

Maximum Value

Best Structure

Lowest Taxes

Minimal Liability

GEMCOM
has acquired
SurpacMinex
CORUM

BISON CAPITAL
has acquired
For The Record
CORUM

hownd
has acquired
POWEREDLOCAL
CORUM

SYMANTEC
has acquired
Binary Research Ltd
CORUM

Ideagen
has acquired
OnePlace Solutions
CORUM

SAI GLOBAL
has acquired
CINTELLATE
CORUM

SYMANTEC
has acquired
DMA
CORUM

Enghouse
has acquired
zeacom
CORUM

CEO's Desk: Greetings From Kuala Lumpur!

CORUM
MERGERS & ACQUISITIONS

CORUM

MERGERS & ACQUISITIONS

THE LEADING EDUCATOR & SELLER OF
SOFTWARE AND IT COMPANIES IN THE WORLD

CEO's Desk: Greetings From Kuala Lumpur!

CORUM
MERGERS & ACQUISITIONS

A person in a dark suit is seen from behind, looking at a laptop screen. The background is a data center with glowing blue fiber optic cables and server racks. The overall color scheme is dark blue and teal.

There are more **cutting edge Asian companies** than ever that are **attractive to Western buyers.**

CEO's Desk: Greetings From Kuala Lumpur!

CORUM
MERGERS & ACQUISITIONS



Are you looking
for an acquisition?

Call us!
+1 425-455-8281

Extraordinary
opportunities
await you!

CORUM

Event Report

November 2024

Presented By
Brenden Keene
Senior Marketing
Coordinator
Corum Group Ltd.



MERGE BRIEFING

Online in:

Miami – Nov. 20

Cleveland – Dec. 5

Beijing – Nov. 26

Chicago – Dec. 10

New York City – Dec. 3

Nashville – Dec. 11



Online M&A Bootcamp

Philadelphia – Nov. 19

Istanbul – Nov. 20

Berlin – Nov. 21

Atlanta – Nov. 26

Nairobi – Nov. 28

Washington D.C. – Dec. 4

Seoul – Dec. 5

Hong Kong – Dec. 11

Please visit:

www.corumgroup.com/events

to find a Tech M&A event near you!

WFS Event Report:
November 2024



WFS Content



World Financial Symposiums presents

Tech M&A **Master Class**

DEC. 10-12 | BARCELONA

FEB. 25-27 | LAS VEGAS

Register at wfs.com

2 DAY | 2 NIGHT

Tech M&A
Master Class

FEB 25-27, 2025 | FONTAINEBLEAU, LAS VEGAS



*Thank you to our
sponsors*



Platinum Sponsor



Event Sponsor

CORUM

Deal Report

November 2024



JEFFREY BUNTING

SENIOR VICE PRESIDENT
CORUM GROUP

WRM Software has been acquired by Miami Beach-based Urbint.

WRM Software provides the premier solution to electric utility companies to coordinate the efforts of their contractors and internal computing and artificial intelligence compliance areas, joins n² Group's list of growing companies that help clients be more productive, innovative and risk aware in these areas as well as scientific computing. Urbint is the leader in providing incident prevention solutions based on real world data and AI to electric utilities, gas utilities, telcom and cable, and oil and gas companies. X-ISS is the fifth company to join n² Group's radical new approach to transform computing and technology investment. Congratulations and continued success to both teams.





MIKE DONNELL

SENIOR VICE PRESIDENT
CORUM GROUP

Sewio has been acquired by ASSA ABLOY owned HID.

Connectbase, the global ecosystem for buying and selling connectivity, coupled with Network Capacity Solutions' inventory lifecycle management platform, provides the market with the most comprehensive end-to-end solution for data centers and service providers. Sewio is a pioneer of Ultra-Wideband (UWB) Real Time Location Systems (RTLS) platforms for asset management, intralogistics and improved overall equipment effectiveness.

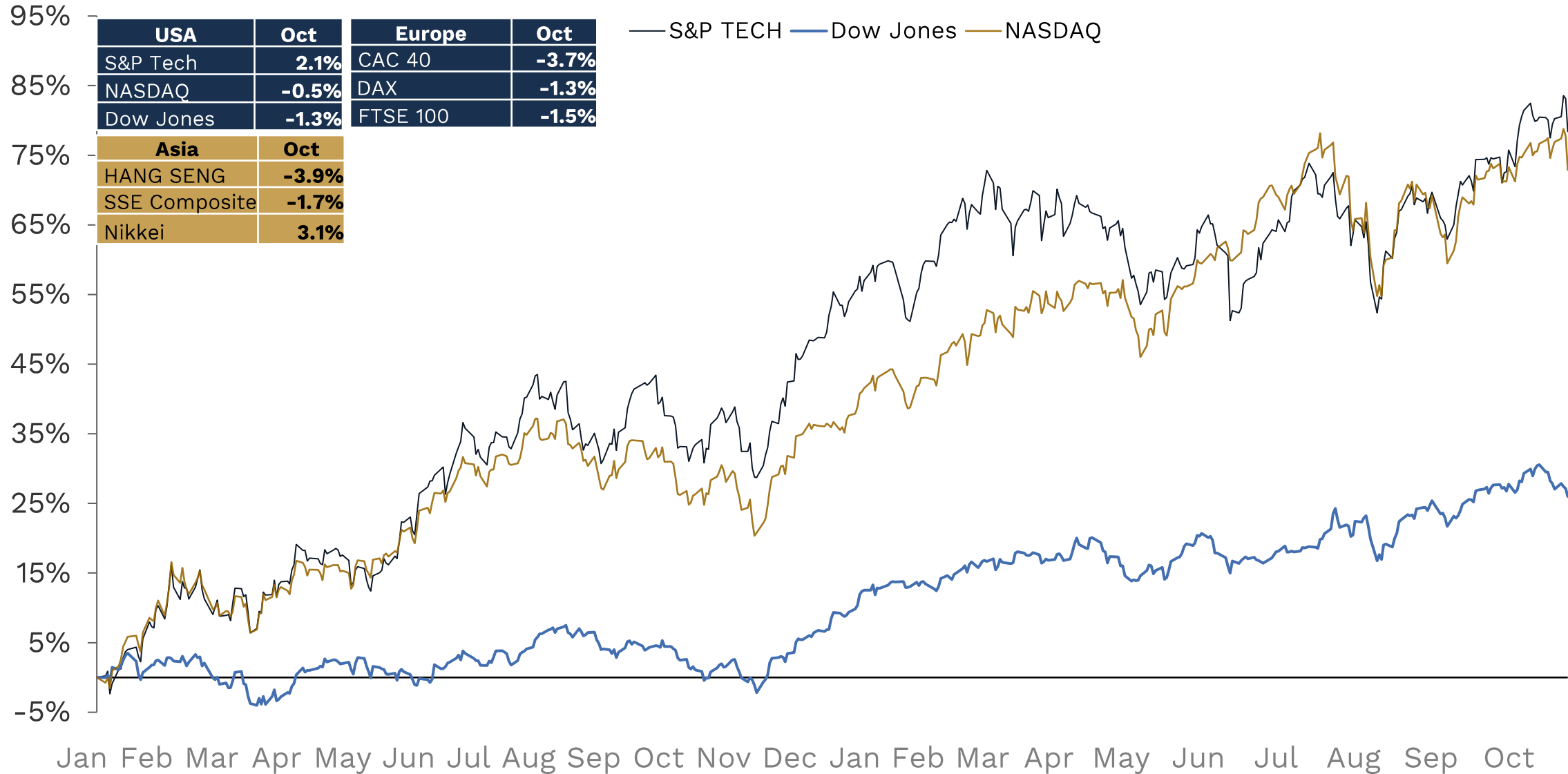
As Connectbase continues to scale, the acquisition of Network Capacity Solutions positions the company to further innovate in the connectivity space. This move will deliver enhanced value to its growing ecosystem of partners and providers, driving the evolution of the global connectivity marketplace. HID is a world pioneer in trusted identity solutions.



Tech M&A Research Report

Public Markets Jan 2023 – Oct 2024

% CHANGE



Market

Transactions

Mega Deals

Largest Deal

Pipeline

Private Equity Platform Deals

VC-Backed Exits

Non-Tech Acquirers

Attributes

Cross Border Transactions

Start-Up Acquisitions

Average Life of Target

October 2024

450

6

\$10.6B

October 2024

39

82

32

October 2024

40%

30%

14 yrs

2024 Mega Deals (Jan-Oct)



VERTICAL
19 Deals – \$99B



INFRASTRUCTURE
12 Deals – \$48B



HORIZONTAL
10 Deals – \$30B



IT SERVICES
6 Deals – \$11B



CONSUMER
4 Deals – \$10B














INTERNET
4 Deals – \$8.1B



Public Valuation Multiples





Subsector	Sales	EBITDA	Examples
Diversified Internet	1.99x	13.2x	Alphabet  
eCommerce	0.94x	14.5x	  
Social Network	1.21x	4.41x	  
Travel & Leisure	4.10x	13.9x	  

2024 Mega Deals (Jan-Oct)

hepsiburada

SOLD TO



Kaspi.kz

Seller: Hepsiburada [Turkey]

Acquirer: Kaspi.kz [Kazakhstan]

Transaction Value: \$1.2B

- E-commerce platform



INTERNET
4 Deals - \$8.1B



Online End-of-Life Services



BETTER PLACE
FORESTS

Seller: Butterfly [USA]
Acquirer: Better Place Forests [USA]
- Online digital memorial & obituary services



Seller: Cake [USA]
Acquirer: Foundation Partners [USA]
- Online funeral planning services



DIGNITY 

Seller: Farewill [United Kingdom]
Acquirer: Dignity [Castelnau Group] [United Kingdom]
Transaction Value: \$16.8M
- Online will writing services



Online Pet Care



Ollie

Seller: DIG Labs [USA]
Acquirer: Ollie [USA]
- Online pet health screening services



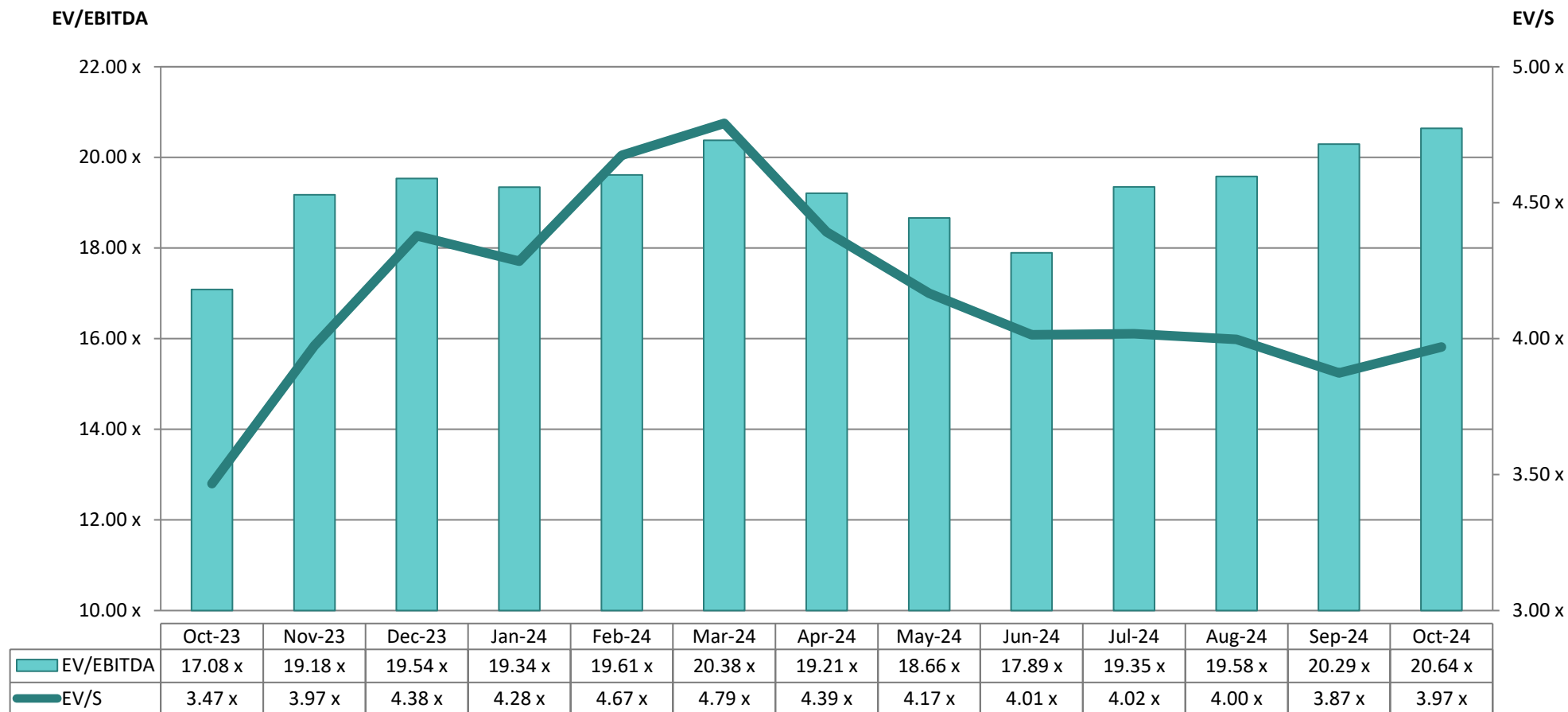
Seller: Allivet [Peninsula Capital Partners] [USA]
Acquirer: Tractor Supply [USA]
- Online pet pharmacy store











Seller: Speak To A Vet [Australia]
Acquirer: Dial A Vet [Australia]
- Online veterinary consultation services



Public Valuation Multiples





Subsector	Sales	EBITDA	Examples		
Business Intelligence	3.69x	14.4x	<i>MicroStrategy</i>	VERINT	NICE®
Marketing	4.08x	23.4x	WIX	 zoominfo	HubSpot
ERP	5.90x	26.5x	ORACLE®	 PEGA®	SAP
Human Resources	6.10x	20.9x	 RECRUIT	PAYCHEX®	workday
SCM	12.0x	41.2x	 AMERICAN SOFTWARE®	DESCARTES®	 Manhattan Associates®
Payments	2.66x	14.9x	ACI UNIVERSAL PAYMENTS.	 PayPal	 Square
Other	2.41x	11.5x	ttec™	opentext™	

2024 Mega Deals (Jan-Oct)



HORIZONTAL
10 Deals – \$30B



BRIDGE

SOLD TO

stripe

Seller: Bridge [USA]

Acquirer: Stripe [USA]

Transaction Value: reported \$1.1B

- Stablecoin payments API



ZUORA™

SOLD TO

SILVER LAKE
GIC

Seller: Zuora [USA]


Acquirer: Silver Lake/GIC [USA]

Transaction Value: \$1.7B

- Billing & subscription payments software



Payments



GC PARTNERS

SOLD TO



MONTREUX
Capital Management

Seller: GC Partners [United Kingdom]
Acquirer: Montreux Capital Management [Switzerland]
- Payment processing APIs & services



localpayment

SOLD TO



Aleph

Seller: Localpayment [Argentina]
Acquirer: Aleph [UAE]
- Payment services APIs



BlockChyp®

SOLD TO



stax

Seller: BlockChyp [USA]
Acquirer: Stax [USA]
- Payment processing software

2024 Mega Deals (Jan-Oct)



HORIZONTAL
10 Deals – \$30B

workforce
SOFTWARE

SOLD TO



Seller: WorkForce Software [USA]
Acquirer: ADP [USA]
Transaction Value: reported \$1.2B
- Workforce management software



Workforce Management



Seller: HRForecast [Germany]
Acquirer: TalentNeuron [USA]
- Workforce planning & skills management software



Seller: Acadia [USA]
Acquirer: Epicor [USA]
- Workforce management software



Seller: Surfboard [United Kingdom]
Acquirer: Dialpad [USA]
- Cloud-native workforce management software



Seller: Anvl [USA]
Acquirer: Benchmark Gensuite [USA]
- AI-based frontline worker safety management software



Customer Analytics



Seller: Tactix [France]
Acquirer: QuestionPro [USA]
- Customer video research analytics software



Seller: Ocurate [USA]
Acquirer: Fenix Commerce [USA]
- Consumer data analytics & prediction software



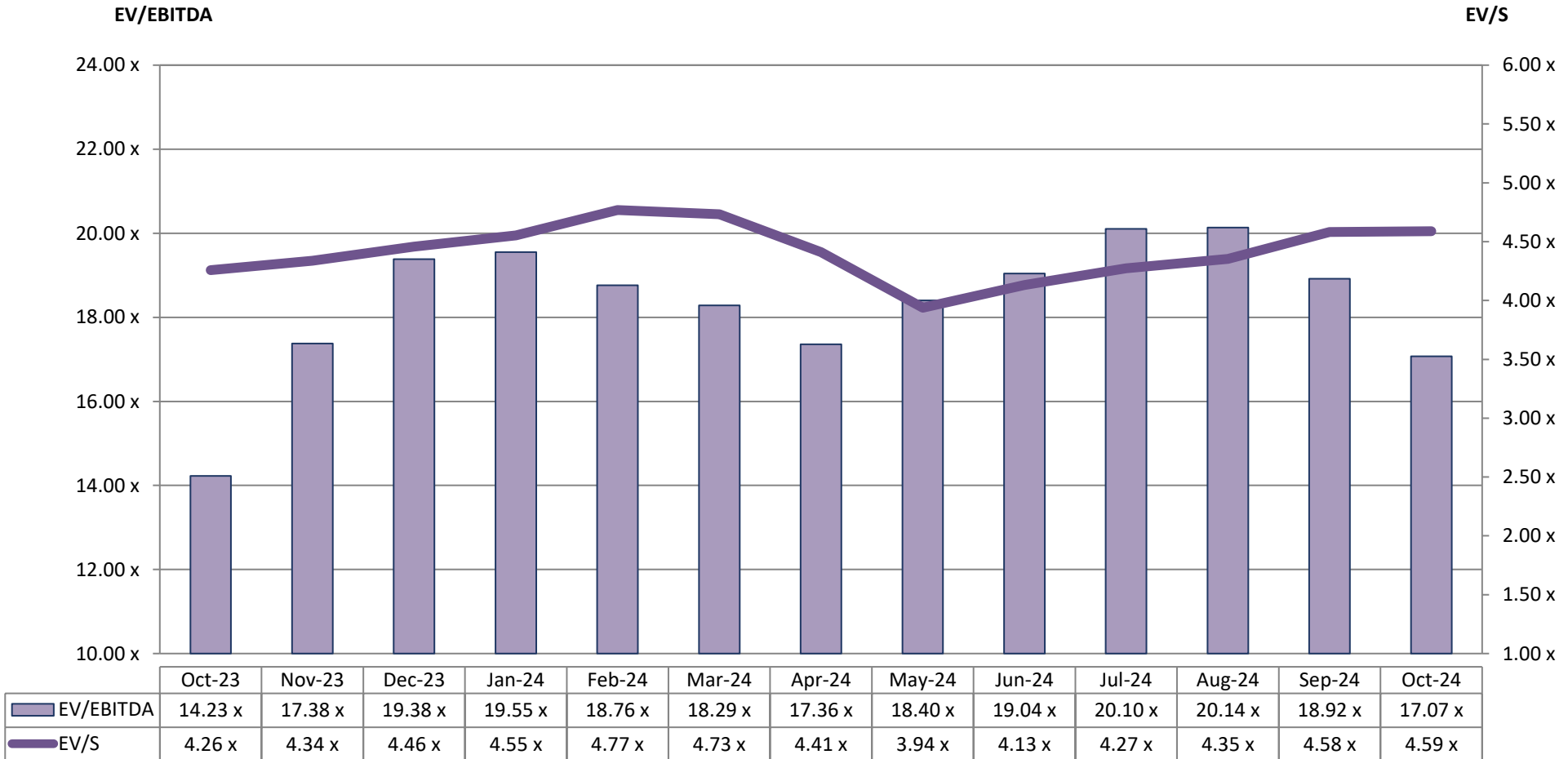
Seller: Ethos [USA]
Acquirer: OvationMR [USA]
- Market research software
















Seller: AskECHO [India]
Acquirer: Spreetail [USA]
- Customer feedback software



Public Valuation Multiples





Subsector	Sales	EBITDA		Examples
Application Lifecycle	4.58x	13.7x	 ATLASSIAN	 unity  Progress®
Endpoint	5.76x	21.3x	 Digital Ocean	 Opera NUTANIX
Network Management	2.54x	26.7x		 CISCO JUNIPER NETWORKS
Security	6.54x	16.7x	 paloalto NETWORKS	 CHECK POINT™ FORTINET®
Storage & Hosting	4.76x	33.9x		 COMMVault™ NetApp
Other	3.61x	28.2x	 Akamai	appian 



AI-Powered Security

trail



CYERA

Seller: Trail [Israel]
Acquirer: Cyera [USA]
Transaction Value: \$162M
- AI-based data loss prevention software

effectiv



Socure

Seller: Effectiv [USA]
Acquirer: Socure [USA]
Transaction Value: \$136M
- AI-based fraud & risk decisioning software

Muninn



LOGPOINT
SUMMAEQUITY

Seller: Muninn [Denmark]
Acquirer: Logpoint [Summa Equity] [Denmark]
- AI-driven network detection & response software

Prevalent



MITRATECH

Seller: Prevalent [Insight Partners] [USA]
Acquirer: Mitratach [USA]
- AI-powered third-party risk management software



Development Tools



Seller: TurboScale [USA]
Acquirer: ShiftPixy [USA]
Transaction Value: \$150M
- GPU-accelerated infrastructure development software



Seller: The Bot Platform [United Kingdom]
Acquirer: Flip [Germany]
- Bot development software



Seller: Simumatik [Sweden]
Acquirer: Virtualware [Spain]
Transaction Value: \$1.5M
- Digital twin tools development software



AI-Driven Content Creation Tools



VIDDS

SOLD TO

SHOWHEROES

Seller: Vidds [Sweden]

Acquirer: ShowHeroes [Germany]

- AI-based video creation & editing software

elai.

SOLD TO



Panopto



K1 INVESTMENT MANAGEMENT

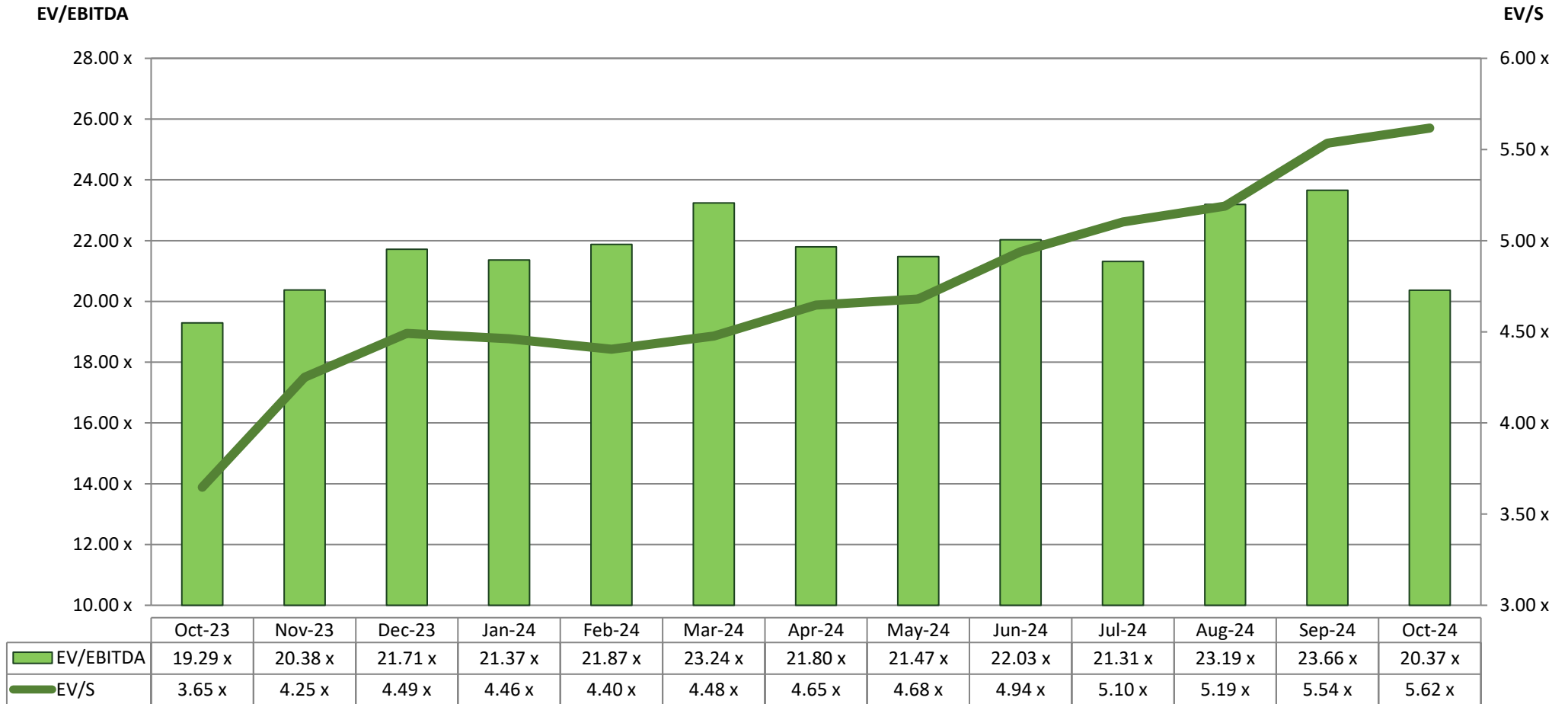
Seller: Elai [USA]

Acquirer: Panopto [K1 Investment Management] [USA]

























- AI-based text-to-video generation software



Public Valuation Multiples





Subsector	Sales	EBITDA	Examples
A/E/C	12.0x	45.4x	 AUTODESK  DASSAULT SYSTEMES  SYNOPSYS®
Automotive	3.63x	20.8x	 AutoTrader  TrueCar®  CarGurus®
Energy & Environment	2.92x	17.7x	 Landis+Gyr  Itron  xylem
Financial Services	5.75x	19.8x	 Broadridge®  SS&C  fiserv.
Government	2.16x	15.1x	 NORTHROP GRUMMAN  L3HARRIS  tyler technologies
Healthcare	1.22x	24.9x	 veradigm.  HealthCatalyst  Teladoc HEALTH
Real Estate	6.26x	N/A	 REDFIN  CoStarGroup™  Zillow®
Other	4.14x	16.9x	 AMADEUS®  Rockwell Automation  Sabre.

2024 Mega Deals (Jan-Oct)



VERTICAL
19 Deals – \$99B



ALTAIR

SOLD TO



SIEMENS

Seller: Altair [USA]

Acquirer: Siemens [Germany]

Transaction Value: \$10.6B

- CAE, analytics & EDA software



Vertical

CORUM DEAL SPOTLIGHT

CORUM
MERGERS & ACQUISITIONS



Altair

has acquired



EDEMTM

Corum acted as an advisor to DEM Solutions

CORUM
MERGERS & ACQUISITIONS



ALTAIR

has acquired



S-FRAME
SOFTWARE

Corum acted as exclusive M&A advisor to S-FRAME Software

CORUM
MERGERS & ACQUISITIONS

2024 Mega Deals (Jan-Oct)



VERTICAL
19 Deals – \$99B



Seller: AdvancedMD [Global Payments] [USA]

Acquirer: Francisco Partners [USA]

Transaction Value: \$1.1B

- Healthcare practice management software



HealthTech

ACCUMEN

SOLD TO



Seller: Accumen [Arsenal Capital Partners] [USA]
Acquirer: hc1 [USA]
- Healthcare performance management software

RehabBoost

SOLD TO



Seller: Rehab Boost [USA]
Acquirer: Medbridge [USA]
- Healthcare movement-based motion capturing software

econsult

SOLD TO



Seller: eConsult [United Kingdom]
Acquirer: Huma [United Kingdom]
- Digital triage & automated consultation software

VisiQuate

SOLD TO



Seller: VisiQuate [USA]
Acquirer: Accel-KKR [USA]
- Healthcare revenue cycle management software



Real Estate

Virtual Staging AI



ZILLOW® GROUP

Seller: Virtual Staging AI [USA]
Acquirer: Zillow Group [Canada]
- AI-enabled virtual staging software

curated
social |



ratemyagent

Seller: Curated Social [USA]
Acquirer: RateMyAgent [Australia]
Transaction Value: \$2.5M
- Real-estate social media marketing automation software

RAISE



JLL

Seller: Raise [USA]
Acquirer: JLL [USA]
- Real estate management software



Manufacturing



Seller: Phenix [Canada]
Acquirer: QAD [Thoma Bravo] [USA]
- Production scheduling software



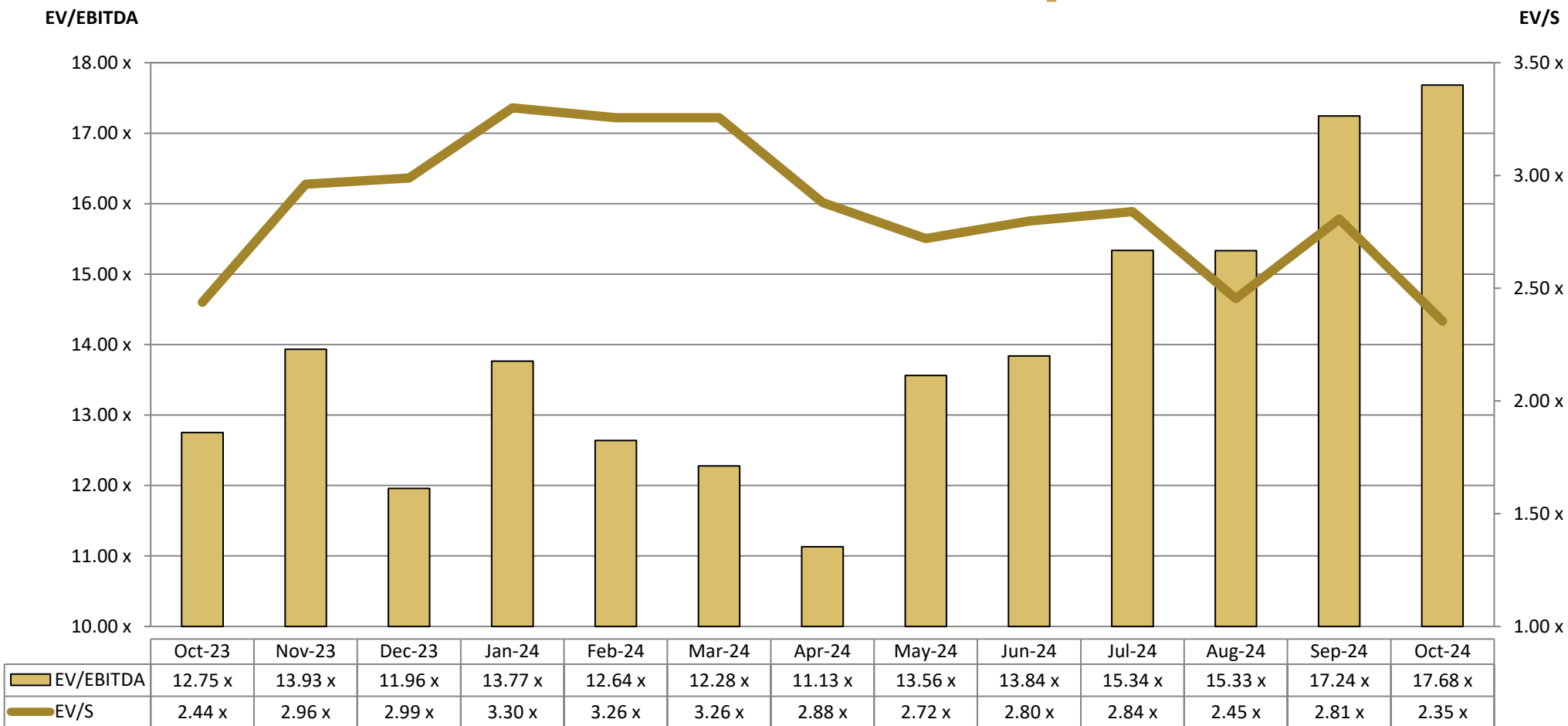
Seller: sedApta [Italy]
Acquirer: Elisa [Finland]
Transaction Value: \$67.6M
- Supply chain planning & operations management software









Seller: Mingo Smart Factory [USA]
Acquirer: Nulogy [Canada]
- Manufacturing productivity & analytics software



Public Valuation Multiples





Subsector	Sales	EBITDA	Examples		
Casual Gaming	2.21x	13.2x	EMBRACER ⁺ GROUP		
Core Gaming	4.04x	17.3x		Electronic Arts	
Other	3.74x	27.7x		NETFLIX	



Games



Seller: Zappara [United Kingdom]

Acquirer: Infinite Reality [USA]

Transaction Value: \$45M

- AR, VR & XR experience creation software



Seller: Raketspel [Sweden]

Acquirer: RightBridge [Sweden]

Transaction Value: \$7.5M

- Mobile games developer



Seller: UMX Studio [Saudi Arabia]

Acquirer: Jetapult [India]

Transaction Value: \$4.5M

- Mobile game development studio



Personal Finance



Seller: Dash [Singtel] [Singapore]

Acquirer: Western Union [USA]

- Mobile wallet application



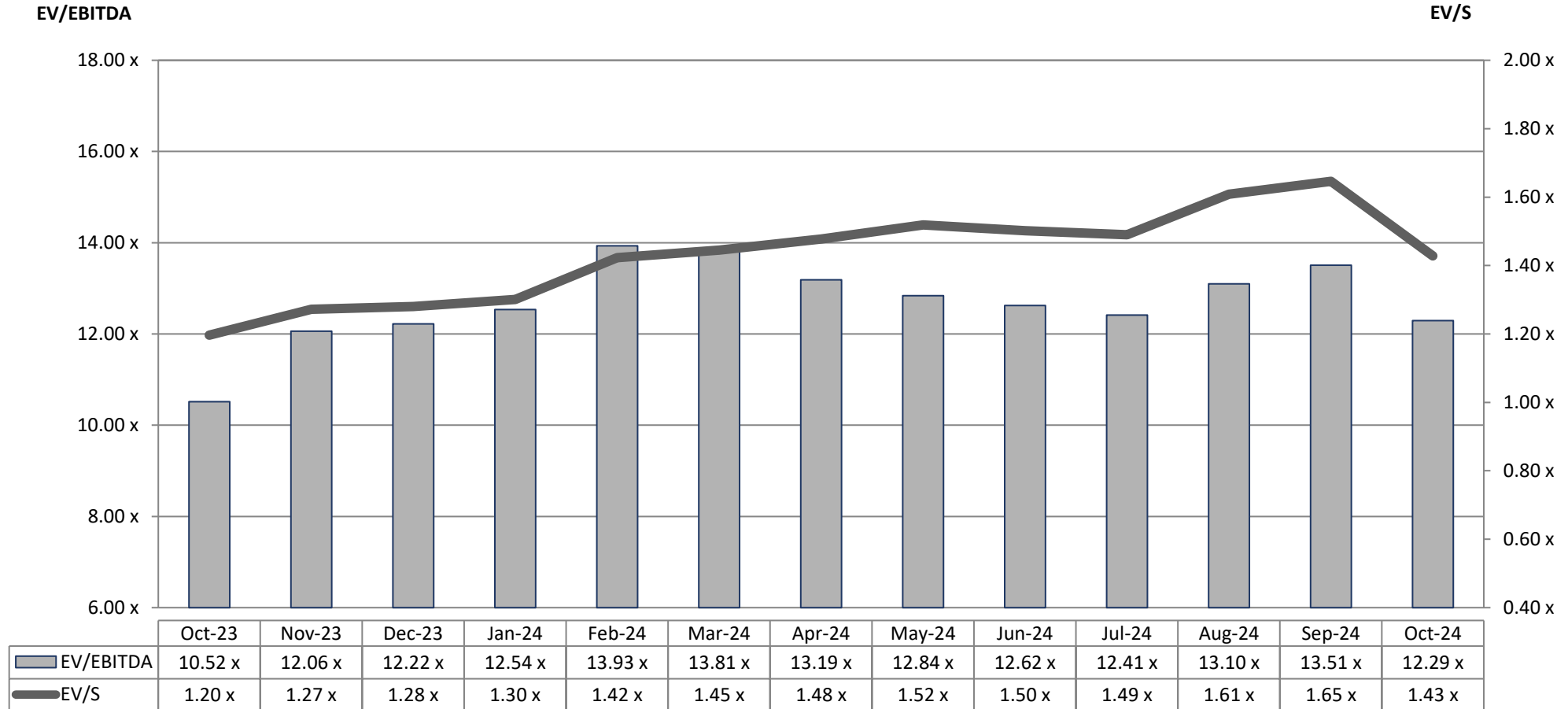
Seller: Damex (retail arm) [Gibraltar]

Acquirer: Ziglu [United Kingdom]

- Digital asset payment processing software

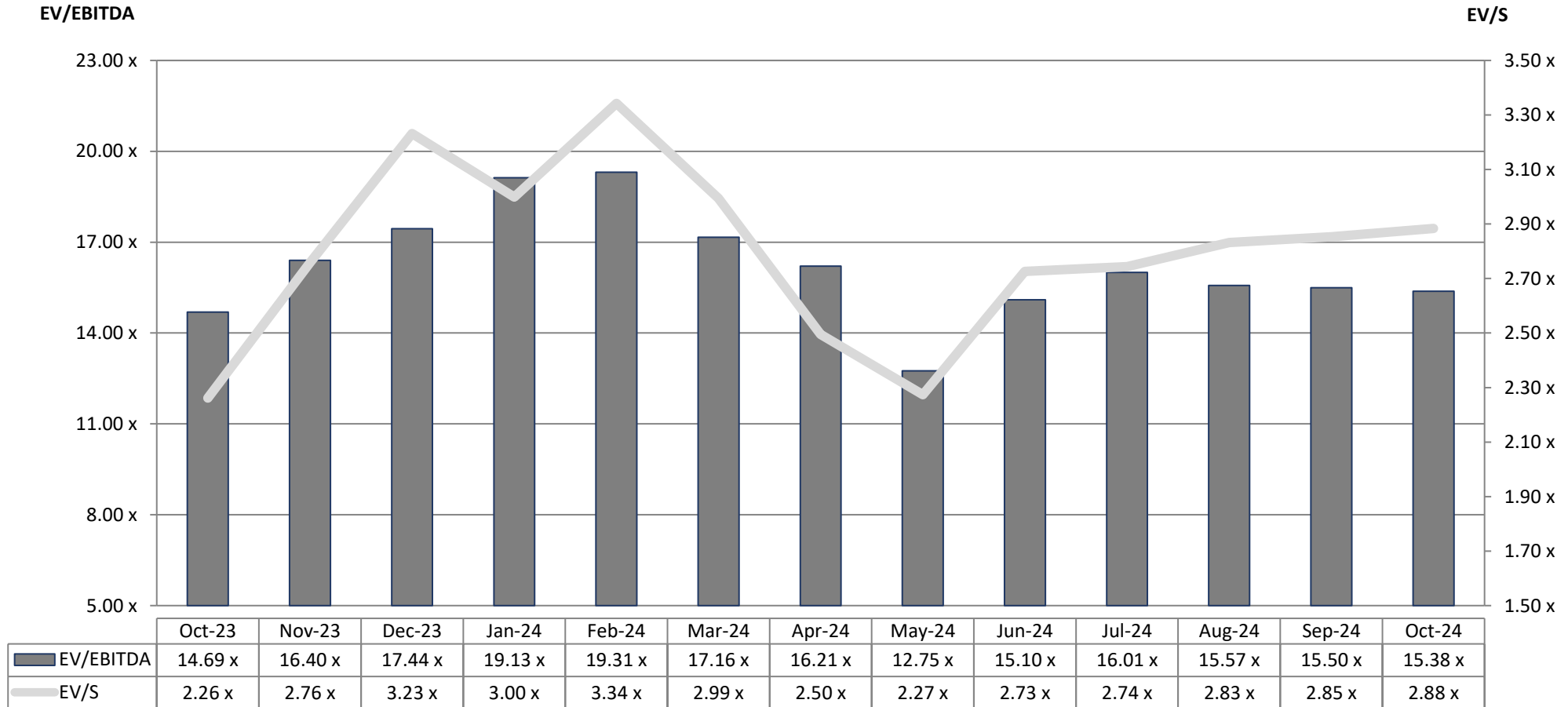


Public Valuation Multiples





Public Valuation Multiples





Software Development Services



Seller: Certain Affinity [USA]
Acquirer: Keywords Studios [Ireland]
- Videogames development services



Seller: Gemba Advantage [United Kingdom]
Acquirer: Actica Consulting [United Kingdom]
- Software development services



Seller: Mobile Computing [Argentina]
Acquirer: Grid Dynamics [USA]
- Software development services



Systems Integrators



Seller: X-ISS [USA]
Acquirer: n2 Group [United Kingdom]
- HPC systems integrator



Seller: Argon Supply Chain Solutions [United Kingdom]
Acquirer: Syntax [Canada]
- SAP-partnered supply chain integrator



Seller: Aideology [UAE]
Acquirer: MDS SI [UAE]
- AI & 3D systems integrator



Seller: Alirrium [USA]
Acquirer: Baker Tilly [USA]
- UiPath-partnered RPA systems integrator





Security Services

Secureworks[®]
A Dell Technologies Company



SOPHOS
THOMABRAVO

Seller: SecureWorks [Dell] [USA]
Acquirer: Sophos [Thoma Bravo] [USA]
Transaction Value: \$859M
- Managed security services

 **OffSec**



LEEDS | Equity Partners

Seller: OffSec [USA]
Acquirer: Leeds Equity Partners [USA]
- Cybersecurity training services

dionach



nomios

Seller: Dionach [United Kingdom]
Acquirer: Nomios [Netherlands]
- Cybersecurity services

 **condatis**
a sitekit company



Bridgepoint

Seller: Condatis [Sitekit] [United Kingdom]
Acquirer: Bridgepoint [United Kingdom]
- Microsoft-partnered cybersecurity integrator



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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available at:
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**Mastering Your Emotions
in the M&A Process**

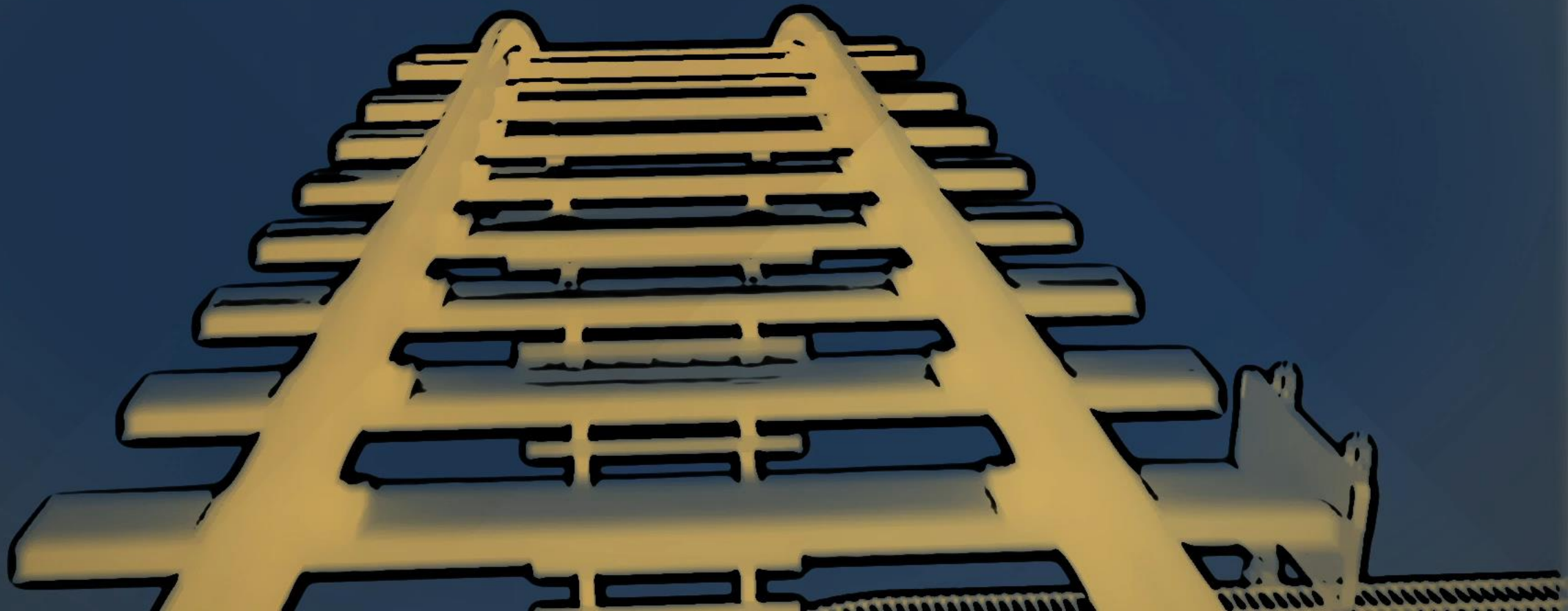
Mastering Your Emotions in the M&A Process

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MERGERS & ACQUISITIONS



Mastering Your Emotions in the M&A Process

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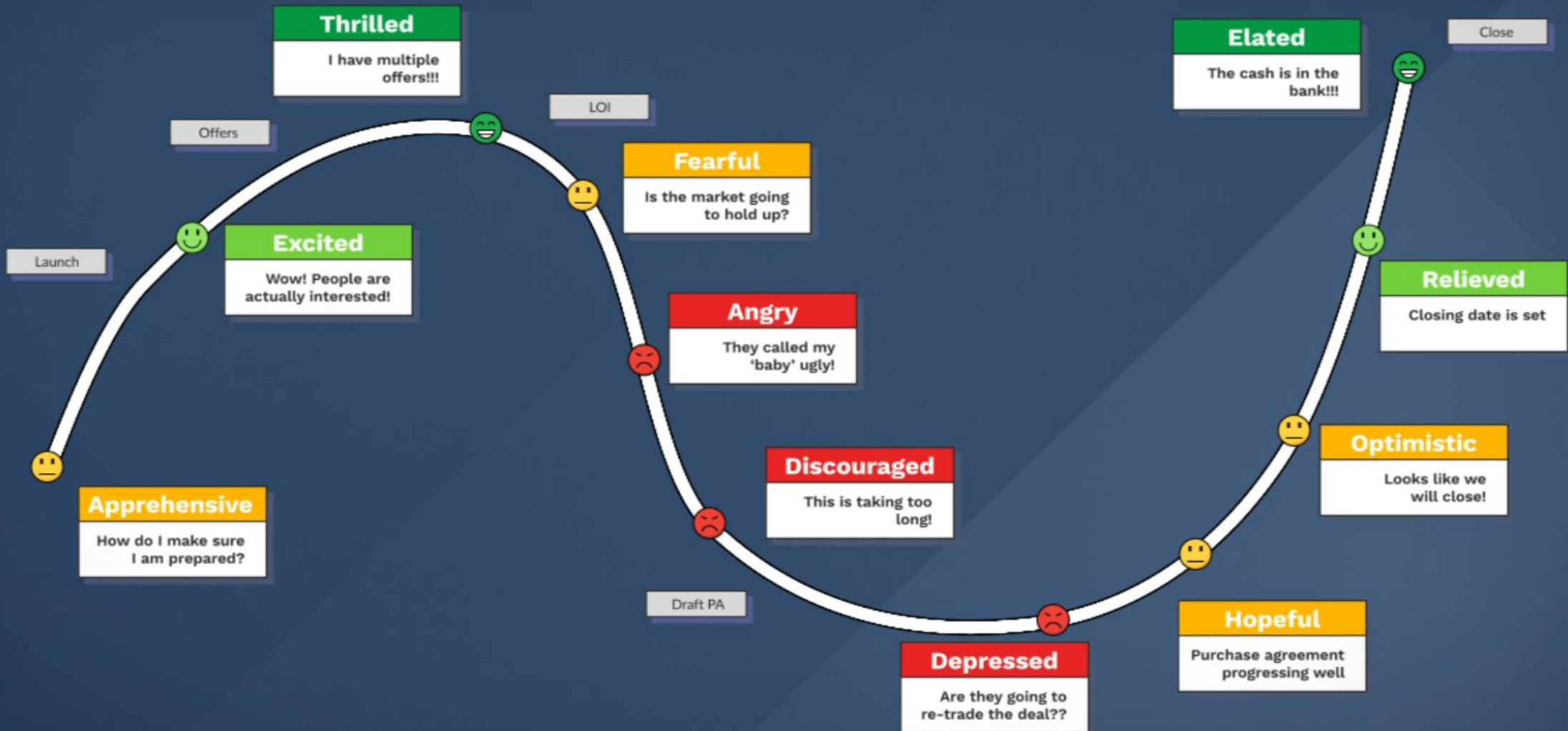


Mastering Your Emotions in the M&A Process

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MERGERS & ACQUISITIONS




Mastering Your Emotions in the M&A Process



A woman with blonde hair, wearing a light-colored blazer, is seated at a desk in an office. She is looking down at a laptop screen. The office environment includes a desk with papers, a pair of glasses, and several potted plants in the background. The entire scene is bathed in a warm, golden-yellow light. Overlaid on the image is large, bold, yellow text with a slight shadow effect.

APPREHENSION
AND
DOUBT

A photograph of two men in business attire sitting at a table in a meeting. One man is pointing at a laptop screen while the other looks on. The image is overlaid with a green tint and a large, semi-transparent text box.

EXCITEMENT

Mastering Your Emotions in the M&A Process

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A group of diverse business professionals in a meeting, with a red overlay and large text.

**DISCOURAGEMENT
FRUSTRATION
AND ANGER**

A photograph of an older man with white hair, wearing a dark suit jacket over a grey sweater and a collared shirt. He is looking upwards and to the right with a slight smile, suggesting optimism. The background is a large window with a grid pattern, reflecting a cityscape. The word "OPTIMISM" is written in large, bold, yellow letters across the center of the image, with a subtle gradient from yellow to orange.

OPTIMISM

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RELIEF

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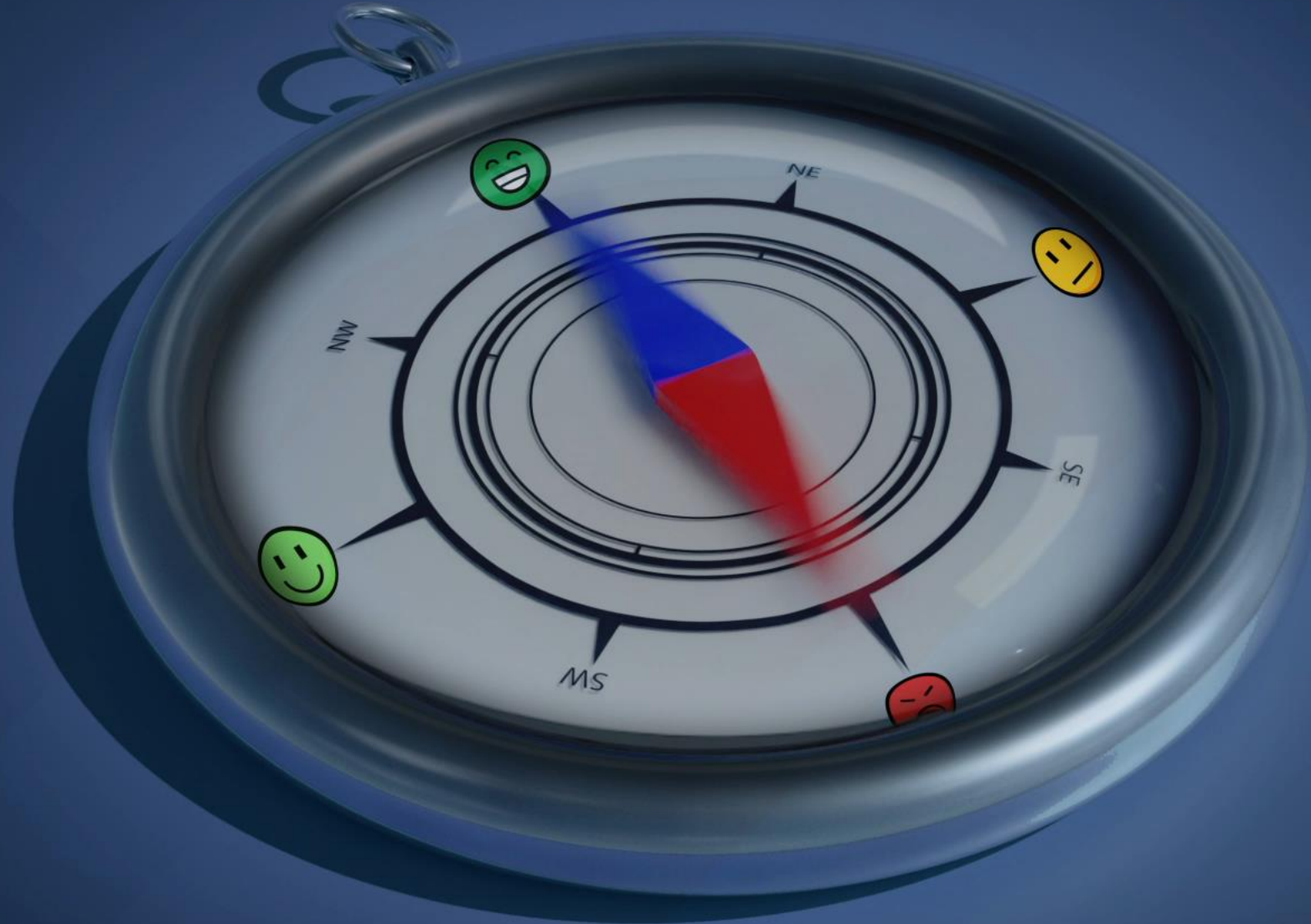
CELEBRATE

ACHIEVING AN OPTIMAL DEAL

A row of four circular buttons, each with a different facial expression. From left to right: a smiling face, a neutral face, a sad face, and a blank face. The buttons are set against a light yellow background with dark blue vertical lines.

EMOTIONS OF THE SELLER

Mastering Your Emotions in the M&A Process





ONE

**DRAW ON PAST EXPERIENCE
IF YOU HAVE IT**



TWO

**EXPECT SOME FRUSTRATION
—IT'S NORMAL!**



THREE

**LEAN ON YOUR ADVISORS.
THEY'VE BEEN THROUGH THIS BEFORE.**

FOUR

PREPARE THOROUGHLY FOR
DUE DILIGENCE TO REDUCE STRESS.



FIVE

**STICK TO THE FACTS
DURING NEGOTIATIONS.**

SIX

IF EMOTIONS OVERWHELM YOU,
DON'T BE AFRAID TO PAUSE THE PROCESS.



**SELLING YOUR COMPANY
IS MORE THAN A
BUSINESS TRANSACTION**

A MAJOR LIFE EVENT

UNDERSTANDING AND PREPARING FOR THESE EMOTIONAL SWINGS CAN ENSURE A SMOOTHER, MORE SUCCESSFUL SALES PROCESS.

Mastering Your Emotions in the M&A Process



Mastering Your Emotions in the M&A Process



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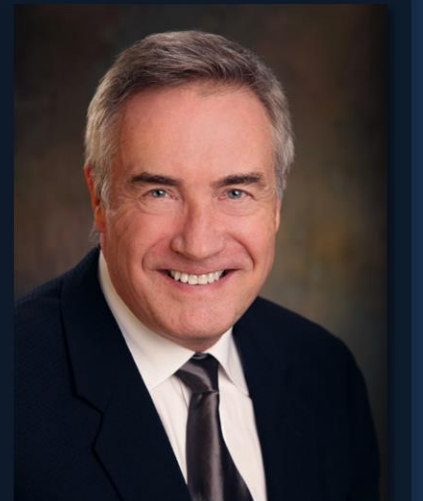
Trump Ignites Tech M&A!

Special Report

Presented By

Bruce Milne

**Chief Executive Officer
Corum Group Ltd.**



Special Report: Trump Ignites Tech M&A!

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**Now is the time to
consider selling
your company.**



Special Report: Trump Ignites Tech M&A!

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**There is more cash than ever
available to be deployed.**



**Buyers are hungry for US
and international companies!**

A world map is centered in the background, rendered in a light blue color. The map is overlaid with a network of glowing blue dots and thin, curved lines, suggesting a global digital or data network. The overall background is a dark blue gradient.

**There are disparities between
US and regional currencies,
as well as wage disparities.**



Western buyers will aggressively seek to acquire even the smallest of Asian companies.



**If you're a CEO in Asia,
don't miss this window of
opportunity!**

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Thank you!