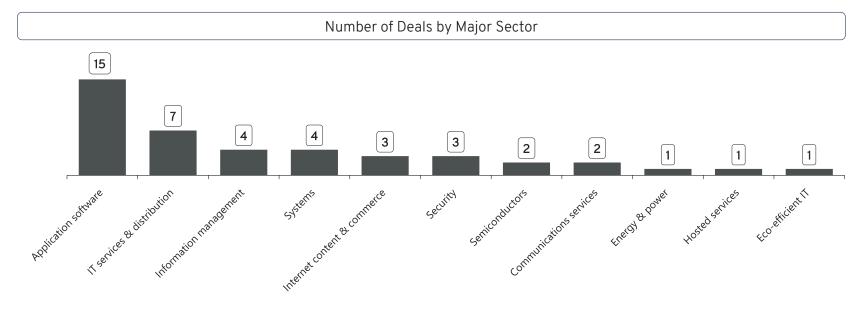


GrowthPoint Technology Partners

Weekly M&A Transactions Report – March 8th, 2021

Report Summary: March 1st - March 7th



Notable Deals of the Week

Weekly Transaction Metrics

TARGET

ACQUIRER

DETAILS (TEV / TEV/Rev)







Identity management SaaS





\$1,450M / NA

 $\label{thm:consulting} \mbox{IT systems integration and consulting services}$





\$1,400M / 15.6x

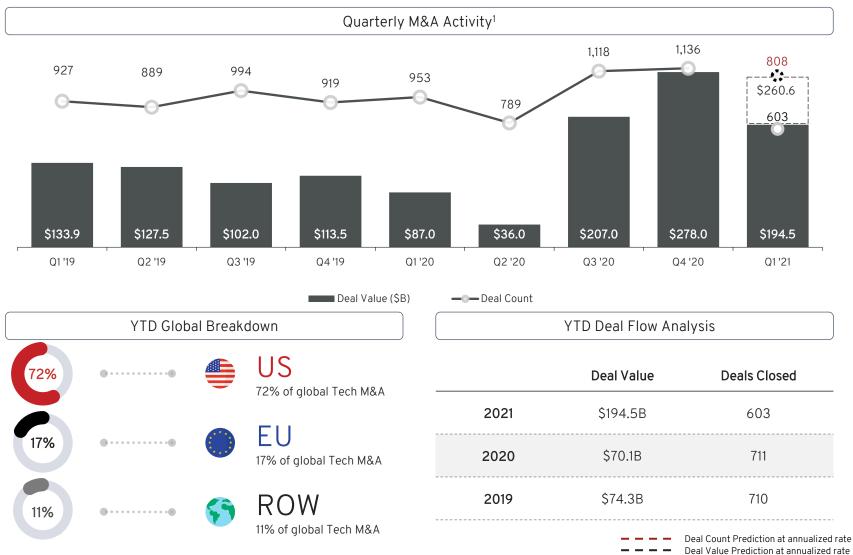
Privileged identity management software SaaS

43 Deals

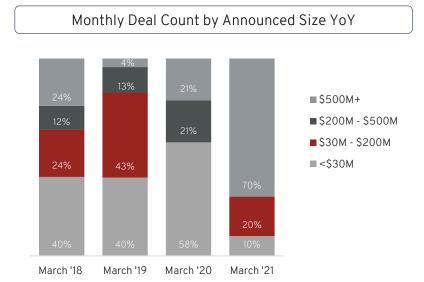
March 1st - March 7th

	TEV/Rev.	TEV (\$M)
High	116.6x	6,500
75th percentile	57.5x	2,948
Median	13.9x	1,400
25th percentile	3.8x	160
Low	2.1x	9

Quarterly M&A Activity

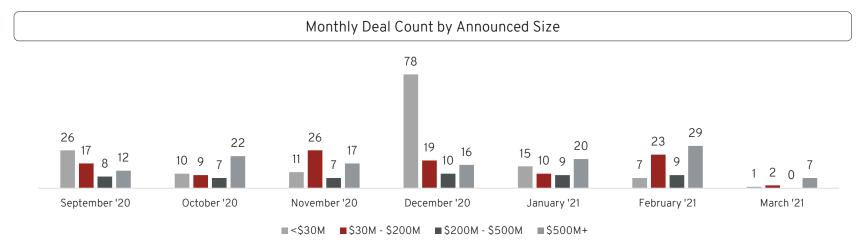


Monthly M&A Activity of Deals With Announced Deal Value



Deal Value	Median TEV/Rev		
<\$30M	1.2x		
\$30M - \$200M	3.1x		
\$200M - \$500M	5.0x		
\$500M+	8.6x		

YTD TEV/Rev



Transaction Overview: March 1st - March 7th

Announced	Target	Acquirer	Target Primary Sector	Target Secondary Sector	TEV (\$M)	TEV/Rev	Target Summary
3/4/2021	Nielsen Holdings plc	Roku Inc.	Application software	Advertising enablement			Video advertising software
3/4/2021	DOSH Holdings Inc.	Cardlytics Inc.	Application software	Advertising enablement	275		Advertising enablement software & mobile app
3/3/2021	Decibel Insight Limited	Medallia Inc. [NYSE:MDLA]	Application software	Business intelligence	160		Web & customer analytics software & SaaS
3/3/2021	*Spire Global Inc.	NavSight Holdings Inc.	Application software	Business intelligence	1,637	43.9x	BI analytics SaaS
3/3/2021	*QOMPLX Inc.	Tailwind Acquisition Corp.	Application software	Business intelligence	1,448	12.2x	BI risk analytics SaaS
3/3/2021	Boxever Ltd.	Sitecore Corporation A/S	Application software	Customer relationship management			CRM SaaS & mobile app
3/2/2021	*Uplight Inc.	Schneider Electric S.E. / The AES Corporation / Huck Capital Management LLC	Application software	Customer relationship management	1,500		Energy analytics & CRM SaaS
3/2/2021	Applied Technologies Internet SAS	Piano Software Inc.	Application software	Customer relationship management			CRM analytics SaaS
3/2/2021	BlueVenn Ltd.	Upland Software Inc.	Application software	Customer relationship management	51.9		CRM SaaS
3/1/2021	Echtra Games Inc.	Zynga Inc. [NASDAQ: ZNGA]	Application software	Games			Games software developer
3/1/2021	Four51 Inc.	Sitecore Corporation A/S	Application software	Online marketing & e-commerce soft	vare		B2B & B2C e-commerce SaaS
3/1/2021	EDEA Applied Management Consulting Ltd.	Priority Software Ltd. [TA associates/ Fortissimo Capital]	Application software	Online marketing & e-commerce soft	ware		Unified commerce management SaaS
3/1/2021	Upskill Inc.	Teamviewer AG	Application software	Project management			Wearable tech project management SaaS
3/1/2021	Ocean Insights GmbH	project44 Inc	Application software	SCM			Ocean freight SCM SaaS

Transaction Overview: March 1st - March 7th

Announced	Target	Acquirer	Target Primary Sector	Target Secondary Sector	TEV (\$M)	TEV/Rev	Target Summary
3/1/2021	QuestaWeb Inc.	The Descartes Systems Group Inc.	Application software	SCM	36		Global trade management SaaS
3/1/2021	Morris Broadband LLC	Altice USA Inc.[NYSE: ATUS]	Communications services	General	310		Broadband communications services
3/1/2021	Boingo Wireless Inc.	Digital Colony Management LLC	Communications services	Internet access	854	4.2x	Indoor DAS & Wi-Fi services
3/1/2021	Riptide IO Inc.	Turntide Technologies Inc.	Eco-efficient IT	Energy management & control			Building energy management automation & analytics SaaS
3/4/2021	*DeepGreen Metals Inc.	Sustainable Opportunities Acquisition Corporation	Energy & power	Other	2,948		Electric vehicle battery component metals
3/2/2021	Datavail Corporation (Infrastructure Management Business Unit)	Axispoint Technology Solutions Group Inc.	Hosted services	General			IT infrastructure management services
3/4/2021	Bananatag Systems Inc.	Staffbase GmbH	Information management	Collaboration			HR internal communications SaaS
3/3/2021	Docuvision Inc. [aka Redacted.ai]	OneTrust LLC	Information management	Content management			Automated data redaction SaaS
3/1/2021	*Precisely Incorporated	Clearlake Capital Group L.P. / TA Associates Management LP		Data management	3,600	6.0x	Data integration & mainframe modernization software
3/1/2021	The Edge Software Consultancy Ltd.	Instem plc	Information management	Data management	9	2.6x	Pharmaceutical data management software
3/4/2021	Cirrus Connect Ltd.	Accenture plc	Internet content & commerce	Education			Online leadership training
3/3/2021	Cliqz Gmbh (Tailcat assets)	Brave Software Inc.	Internet content & commerce	Search			Open source search engine
3/1/2021	*Hippo Enterprises Inc.	Reinvent Technology Partners	Internet content & commerce	Services	6,216	98.2x	Online home insurance services
3/4/2021	REPL Group Worldwide Ltd	Accenture plc	IT services & distribution	General			SCM IT services & software development

Transaction Overview: March 1st - March 7th

Announced	Target	Acquirer	Target Primary Sector	Target Secondary Sector	TEV (\$M)	TEV/Rev	Target Summary
3/3/2021	The Capital Markets Company [dba Capco]	Wipro Limited	IT services & distribution	Systems integration	1,450		IT systems integration & consulting services
3/2/2021	AQN Strategies LLC	KeyCorp	IT services & distribution	Technology & management consulting			Data analytics consulting services
3/2/2021	GRA Supply Chain Pty Ltd.	Accenture plc	IT services & distribution	Technology & management consulting			Supply chain consulting services
3/1/2021	PolSource S.A.	EPAM Systems Inc. [NYSE: EPAM]	IT services & distribution	Technology & management consulting			IT consulting & systems integration services
3/1/2021	TK-KONTOR-FREITAG GmbH	Hexatronic Group AB	IT services & distribution	Technology & management consulting			FTTH consulting services
3/1/2021	Sideshow Ltd.	Waterland Private Equity Investments B.V.	IT services & distribution	Web and email marketing & measurer	nent		Digital marketing services
3/3/2021	PreEmptive Solutions LLC	Idera Inc.	Security	General			Applications security & protection software
3/2/2021	AuthO Inc.	Okta Inc. [NASDAQ: OKTA]	Security	Identity & access management	6,500	43.3x	Identity management SaaS
3/2/2021	Thycotic Software Ltd [Insight Venture Management LLC]	Centrify Corporation [TPG Capital] / Thoma Bravo LLC]	Security	Identity & access management	1,400	15.6x	Privileged identity management software & SaaS
3/2/2021	Infinite Electronics International Inc.	Warburg Pincus LLC	Semiconductors	Components			RF microwave & electronic components
3/1/2021	Pi Innovo LLC	Dana Incorporated	Semiconductors	Components			Vehicle electronic systems & control software
3/1/2021	L3Harris Technologies Inc. [NYSE:LHX] (Military Training business)	CAE Inc.	Systems	Controls	1,050	2.1x	Military systems provider
3/1/2021	Pollux Automation	Accenture plc	Systems	Controls			Industrial automation systems
3/1/2021	*Rocket Lab USA Inc.	Vector Acquisition Corporation	Systems	Other	4,827	116.6x	Space launch systems
3/1/2021	Sky Sapience Ltd.	COMSovereign Holding Corporation LLC	Systems	Sensors	12.7		Tethered drone systems

Disclaimer

The views and opinions expressed are those of the authors and do not necessarily reflect the official policy or position of GrowthPoint Technology Partners and are for informational purposes only. Any content produced by our authors are of their opinion and are not intended to malign any religion, ethnic group, club, organization, company or individual. All data presented has been sourced from third party services, GrowthPoint is not responsible for any errors or omissions. All information presented is provided "as is" with no guarantee of completeness, accuracy, or timeliness. Unless GrowthPoint Technology Partners provides written consent, no part of this report should be reproduced or distributed. We do not accept any liability if this report is used for an alternative purpose from which it is intended, nor to any third party in respect of this report.



We're invested in creating value

in bringing our experience to bear

in building partnerships

in seeing it through

in getting the transaction done properly

in getting the best deal

Quite simply, we're invested in you

Address

2740 Sand Hill Road, Suite 100 Menlo Park, California

Telephone

Office: +1 (650) 322-2500

