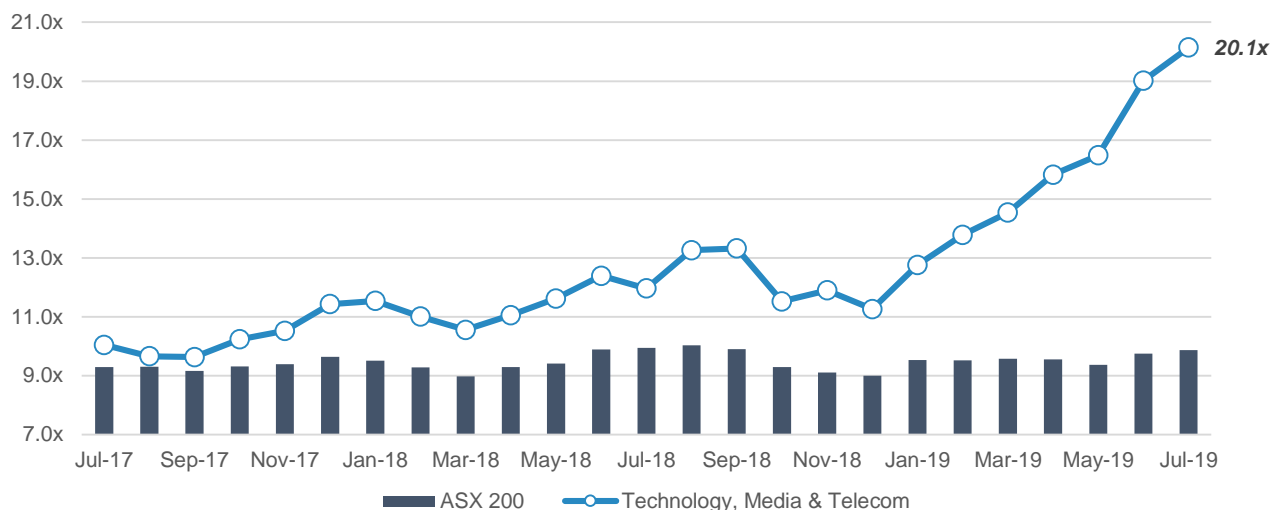


VALUATION MULTIPLES

Forward EV / EBITDA Multiples (monthly to 31/07/2019) Source: FactSet Research Systems Inc.

Multiples in the Technology, Media & Telecom sector have increased over the period. At the end of July, the sector traded on a forward EV / EBITDA multiple of 20.1x, compared to the ASX200 on 9.9x.



Average Values and Trading Multiples (values as at 21/08/2019) Source: FactSet Research Systems Inc.

Subsector	Enterprise Value (\$m)	EV/EBITDA FY2019	EV/EBIT FY2019	Price / Earnings FY2019
Digital & Traditional Media	8,958	7.2x	11.0x	11.9x
Internet, IoT	25,172	19.4x	22.7x	30.2x
IT Services, Fintech	8,847	17.0x	22.3x	22.4x
Software (SaaS/Licence)	21,028	26.7x	34.2x	42.2x
Technological Hardware	249	5.7x	18.2x	17.7x
Telecommunications	75,002	8.2x	14.6x	19.4x
Emerging vs Established				
\$500m+ EV	141,907	21.2x	28.9x	34.3x
\$100m-\$500m EV	4,174	11.3x	12.6x	18.2x
EV Below \$100m	377	3.3x	NA	7.8x
Technology, Media & Telecom	146,457	17.5x	23.5x	28.5x

Note: Multiples are based on the forward year of the unreported period, which for the majority of companies in the sector is FY2019. Difference in forward EV/EBITDA multiples between Figure and Table are representative of the timing difference between month-end result, and current day result.

¹ The InterFinancial Technology, Media & Telecom Index set is an unweighted index comprising Technology, Media & Telecom sector related companies trading on the Australian Securities Exchange (ASX). Estimates are sourced from FactSet Research Systems Inc.

MERGER & ACQUISITION NEWS...

	Value: \$265.8m
	Wellcom Group Limited has agreed to be acquired by Innocean Worldwide for \$6.7 per share by way of scheme of arrangement, except for a 15% stake which will be held by the chairperson-related entity.
	Value: Not Disclosed (30% Stake)
	Nexon , a managed IT services provider in Australia, is to be acquired by the Swedish PE firm, EQT . Nexon is an Australian cloud and managed service provider and has been providing dynamic IT solutions to clients across commercial, public and not-for-profit sectors since 2000.
	Value: \$269m
	GBST Holdings has entered into a binding Scheme Implementation Deed with FNZ Group to be fully acquired by way of a Scheme of Arrangement for \$3.85 per share. This represents an enterprise value of \$269m.
	Value: Not Disclosed
	Pacific Star Network's subsidiary Crocmedia has signed an agreement to acquire television broadcast satellite provider, Rapid TV and Rapid TV Broadcast . The acquisition positions Rainmaker as a leader in bespoke outside broadcast and streaming production services.
	Value: Not Disclosed
	Servian , an Australia-based data analytics business, is acquiring Vibrato , an Australia-based IT consultant in a multimillion-dollar transaction. Servian will also acquire a 40% stake in Hava , an Australian IT business, as part of the deal.
	Value: \$28.2m
	A subsidiary of QMS Media Limited , an Australia-based billboard company, will buy the Australian business of TLA Worldwide , a UK-based athlete representation and sports marketing business. QMS will acquire TLAA and TLA-ESP from TLA , for a total cash consideration of \$21.49m, on a debt-free basis. QMS will also pay earn-outs of \$6.75m, resulting in a total enterprise value of \$28.2m, and EV / EBITDA multiple of 5.4x.
	Value: ~ \$13.5m
	MOQ Limited has agreed to acquire Wardy IT Solutions , the Australian provider of Microsoft specialist services and solutions in data platforms and data analytics. The company has executed a binding agreement to acquire 100% of the shares in Wardy IT Solutions in an immediately EPS accretive transaction. MOQ Limited will pay a combined consideration of \$7.5m, on a debt-free cash-free basis, consisting of cash consideration of \$2.5m and equity of \$5m. The consideration equates to a multiple of 5.0x Wardy's unaudited FY19 normalised EBIT. Additionally, earn outs of up to \$6m will be paid subject to WARDY's financial results for FY20.
	Value: ~\$100m
	Uniti Group Ltd (UWL) has entered into binding transaction documentation to acquire 100% of LBNCo , an Australian privately-owned broadband networks builder. UWL will fund the LBNCo acquisition by launching a placement and fully underwritten 1 for 2.35 pro-rate accelerated non-renounceable entitlement offer to raise \$100m before costs.
	Value: \$168m
	WPP AUNZ has entered into an agreement to sell 100% of its interests in the Kantar businesses in Australia and New Zealand. The transaction values Kantar equivalent to a multiple of 8.2x Kantar's 2019 budgeted EBITDA. The buyer of the transaction was not disclosed.
	Value: Not Disclosed
	Accenture , an Ireland-based management consulting, technology and outsourcing company announced that it has entered into an agreement to acquire Analytics8 , a privately held Australian big data and analytics consultancy. The terms of the transaction were not disclosed.

GOING VIRAL...

- **The Clean Collective**, a privately held Australia-based online marketplace for sustainable purchases, is actively seeking seed capital to lay the foundation for global growth.
- **Archer Capital** is exploring options for **Illion**, a credit reporting and data analytics company. An official sale process is expected to commence in the next several months.
- **NetLinkz** is exploring options, including strategic acquisitions.
- **Brookfield** is said to be among buyers interested in a 49% stake in **Telstra's** telephone exchange portfolio.
- **Nine Entertainment** is in talks to divest its weather forecast and meteorology business, **Weatherzone**.
- **Prime Media's** potential takeover by **Seven West Media** is now uncertain following the appointment of James Warburton as CEO.
- **AGL Energy** may revive interest in **Vocus** at a later date.
- **Fluent Commerce**, an Australia-based software company, has raised \$33m in a funding round to finance expansion in the US, Europe, and Asia.
- **Cognitive View**, a privately held Australian regulatory technology start-up, is on the lookout for a UK partner to help with its international expansion plans, potentially through a joint venture arrangement.
- **Soprano Design**, the Australian enterprise messaging software developer, could re-launch plans to conduct an IPO.
- **Over the Wire Holdings**, the Australian telecommunications, cloud and information technology solutions provider is planning to pursue accretive acquisitions.
- **Charter Hall** is said to be interested in buying a 49% stake in **Telstra's** \$1.5bn property portfolio.
- **6clicks**, a Melbourne-based Australian risk assessment platform developer, will look to raise \$5m – \$10m in 2020 to scale its risk assessment platform and enter new markets.
- **Macquarie Media** is considering independent expert review to determine whether **Nine Entertainment's** \$275m all cash offer is fair and reasonable for all shareholders.
- **FINEOS**, an Ireland-based software provider, was floated on the ASX on 25 July. It was priced at \$2.50 per share, which represents the top end of FINEOS' IPO price range.

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