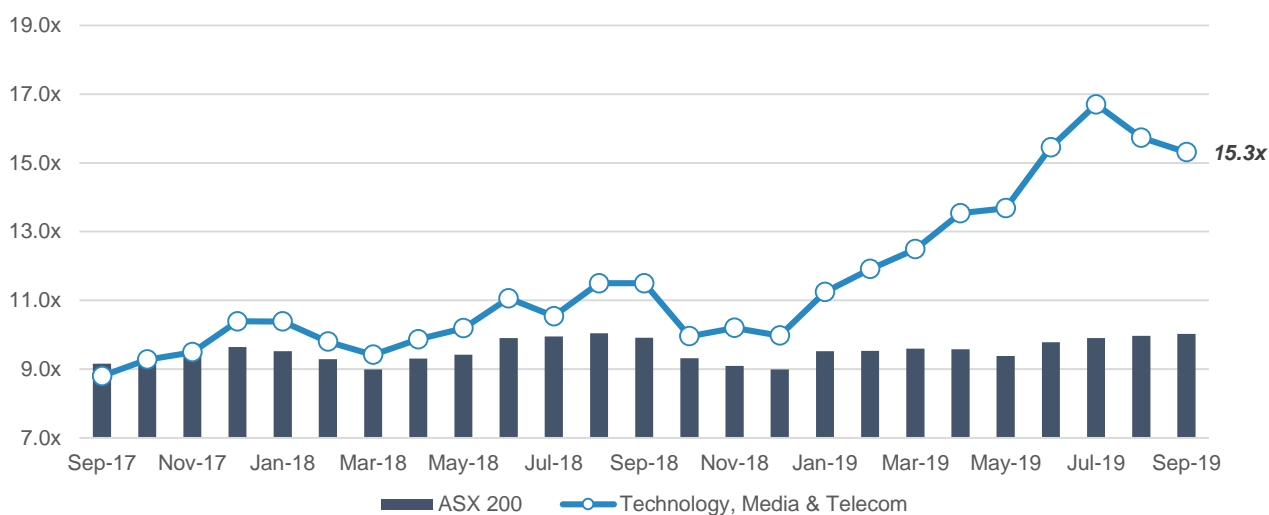


VALUATION MULTIPLES

Forward EV / EBITDA Multiples (monthly to 30/09/2019) Source: FactSet Research Systems Inc.

Multiples in the Technology, Media & Telecom sector have decreased over the period. At the end of September, the sector traded on a forward EV / EBITDA multiple of 15.3x, compared to the ASX200 on 10.0x.



Average Values and Trading Multiples (values as at 23/10/2019) Source: FactSet Research Systems Inc.

Subsector	Enterprise Value (\$ m)	EV/EBITDA FY2020	EV/EBIT FY2020	Price / Earnings FY2020
Digital & Traditional Media	10,380	10.7x	16.4x	n/a
Internet, IoT	27,536	20.3x	24.9x	38.6x
IT Services, Fintech	9,623	13.8x	n/a	22.4x
Software (SaaS/Licence)	23,729	22.6x	29.5x	40.8x
Technological Hardware	264	6.1x	24.8x	25.8x
Telecommunications	72,802	8.1x	16.1x	18.0x
Emerging vs Established				
\$500m+ EV	148,066	19.8x	27.6x	33.7x
\$100m-\$500m EV	4,445	10.8x	n/a	23.0x
EV Below \$100m	206	6.0x	n/a	8.2x
Technology, Media & Telecom	152,716	15.6x	18.8x	27.9x

Note: Multiples are based on the forward year of the unreported period, which for the majority of companies in the sector is FY2020. 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: Undisclosed

DTN, an independent source of insights, analysis and decision-support solutions, has acquired **Weatherzone**, from **Nine Entertainment**. The value of the deal was not disclosed.



Value: \$26m

Electro Optic Systems has acquired 100% of all issued shares in space communications company **EM Solutions**, an Australian technology company in the field of microwave satellite communications.



Value: ~ \$1bn (estimated)

Private equity firm **Silver Lake** will acquire **TEG**, an Australian ticketing, live entertainment and data analytics company, from private equity firm **Affinity Equity Partner**. The transaction is expected to close later this year.



Value: Undisclosed

McKay Brothers, a market leader in low-latency wireless networks for financial markets, announced today that it has acquired **EMClarity**, an Australian vendor of high throughput, millimeter wave, point-to-point radio systems.



Value: \$12m

ReadyTech, an Australian provider of people management software, announced that it has acquired **Zambion** and **Wagelink** for AUD 12m.



Value: \$27.5m

Uniti Group Limited has entered into a binding transaction documentation agreement to acquire 100% of the issued capital **OPENetworks** for AUD 27.5m.



Value: Undisclosed

Valsoft Corporation, a Montreal-based company specializing in the acquisition and development of vertical market software companies, has acquired **H&L Australia**, a provider of hospitality industry software products.



Value: Undisclosed

Cuffelinks, a publishing service providing content written by financial market professionals has been acquired by **Morningstar's Australian** subsidiary **Morningstar Australasia**. The company will now be branded as **Firstlinks**. This is to broaden **Morningstar's** investment commentary.



Value: Undisclosed

Atlassian Corporation, an Australia-based provider of team collaboration and productivity software, announced via a blog post on its website that it has acquired Australia-based **Code Barrel**.



Value: Undisclosed

Lightspeed POS, a Montréal point of sale software and hardware firm, will acquire **Kounta Holdings**, an Australia-based point of sale software firm.

MERGER & ACQUISITION NEWS...



Value: \$16m

PS&C Limited has received a binding offer from **Tesserent** for the sale of the company's security segment for an upfront consideration of AUD 16m.



Value: Undisclosed

Volaris Group announced that it has acquired Sydney-based **Holocentric**. **Holocentric** is a leader in providing quality model-based solutions to government, healthcare, financial services, and defence sectors.



Value: Undisclosed



Volaris Group has also announced the acquisition of **ValuePRO Software** based in Brisbane. **ValuePRO** is a leader in enterprise-grade software platforms for Property Valuers and represents **Volaris'** first company in the Property Valuation vertical.

GOING VIRAL...

- **OneMarket**, the Australian software company, has announced a decision to proceed with an orderly winding-up. The company will also continue to seek potential buyers for its assets.
 - **KKR, TPG Capital, The Carlyle Group, Brookfield, and Blackstone** are anticipated to submit first round offers for **Illion**, an Australian data registry business.
 - **Comsec**, an Australian prison phone provider, has been acquired by **Telio**, a German provider of communications and media systems for prisons owned by sponsor **Deutsche Beteiligungs**.
 - **Ausgrid**, the Australian electricity distributor, looks at acquisitions including smart metering businesses and other "market disruption" assets.
 - **Openpay**, an Australian buy now, pay later business, is considering listing on the ASX in late November.
 - **HealthShare**, a private Sydney-based Australian digital health platform, is actively seeking AUD 10m-AUD 15m to accelerate growth in Australia and the US.
 - **Bigtincan Holdings** is looking to raise AUD 20m to help fund the purchase of **Xinnovation Inc**, a cloud software company based in Boston, Massachusetts. 37m shares are on offer at AUD 0.54 per share.
-

CONTACT DETAILS

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