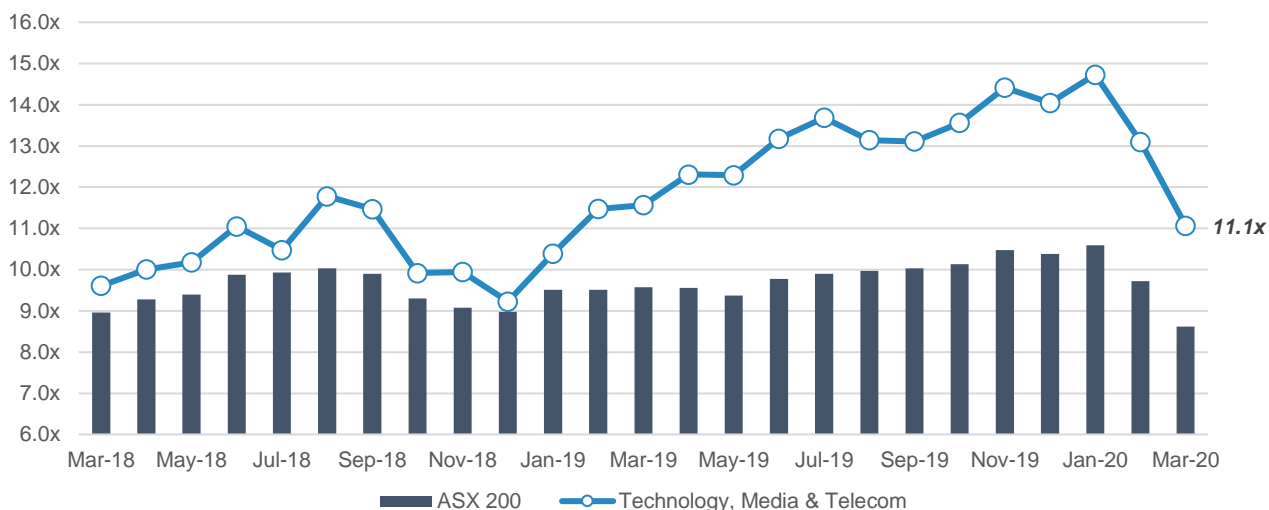


VALUATION MULTIPLES

Forward EV / EBITDA Multiples (monthly to 31/3/2020) Source: FactSet Research Systems Inc.

Multiples in the Technology, Media & Telecom sector have decreased over the period. At the end of March, the sector traded on a forward EV / EBITDA multiple of 11.1x, compared to the ASX200 on 8.6x.



Average Values and Trading Multiples (values as at 20/04/2020) Source: FactSet Research Systems Inc.

Subsector	Enterprise Value (\$ m)	EV/EBITDA FY2020	EV/EBIT FY2020	Price / Earnings FY2020
Digital & Traditional Media	9,890	10.7x	NA	14.0x
Internet, IoT	22,765	20.5x	26.8x	43.0x
IT Services, Fintech	5,224	14.6x	20.2x	27.5x
Software (SaaS/Licence)	11,987	18.5x	23.9x	32.8x
Technological Hardware	156	4.2x	NA	NA
Telecommunications	72,334	8.7x	16.9x	22.0x
Emerging vs Established				
\$500m+ EV	124,377	15.1x	21.3x	26.7x
EV Below \$500m	2,258	9.7x	NA	24.1x
Technology, Media & Telecom	126,635	13.6x	14.0x	26.1x

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. Composition of companies in Sector Dashboards are updated every 6 months. Most recent update: February 2020.

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...

♥♥ Wunder Mobility

Value: Undisclosed



Wunder Mobility, a German car sharing company, acquired **KEAZ**, an Australia-based car-sharing and rental technology provider. No financial terms were disclosed. The deal brings Wunder Mobility added rental capabilities. Keaz, with one location, allows rental agencies, car dealerships and corporates to rent their cars. The firm has reported over AUD 2.4m in revenue. Wunder Mobility, which reported EUR 15m-EUR 20m in 2019 sales, is actively looking for targets across the mobility space.



Value: Undisclosed

In-Q-Tel has made a strategic investment in **Q-CTRL**, an Australian control-engineering software firm. No financial terms were disclosed. Proceeds will be used for growth and development. Q-CTRL raised USD 15m before this investment, according to Crunchbase.



Value: AUD 3bn

Macquarie Infrastructure and Real Assets, an Australian infrastructure asset manager, bought a 88% stake in **AirTrunk**, an Australian data center operator, from **Goldman Sachs Special Situations Group** and private equity firm **Sixth Street Partners**, for an undisclosed amount. The deal reportedly values AirTrunk at over AUD 3bn.



Value: AUD 60.5m

SafetyCulture, an Australia-based technology business, has raised AUD 60.5m (USD 36.7m) in a round led by **TDM Growth Partners** at a pre-money valuation of AUD 1.35bn. This latest round takes the total funding raised by SafetyCulture since 2012 to AUD 158m. Part of the new money was used to offer employees, who have been with the company for over three years, their first opportunity to cash out their vested equity.



Value: Undisclosed

Australian luxury and travel publisher **Signature Media** has acquired **Vacations & Travel** magazine, the country's oldest travel magazine, for an undisclosed price. On its website, Vacations & Travel magazine describes itself as Australia's highest-circulated travel magazine, with 40,000 copies distributed in its home country plus New Zealand, Fiji and South East Asia. It also operates the website and an email newsletter with 25,000 subscribers.



Value: Undisclosed

Loop1, an Austin-based enterprise IT services management organization, has acquired Melbourne-based **Xlate Group**, a technology services integrator specializing in network and telecommunication systems, applications development and integration across Australia and Asia.

GOING VIRAL...

- **NEXTDC Limited** has undertaken an equity raising, consisting of a fully underwritten AUD 672m institutional placement of new shares and a nonunderwritten Share Purchase Plan (SPP).
- Two potential suitors are thought to be eyeing **ARQ**. The buyers are thought to be distressed buyout funds. Any transaction is likely to be on hold for the time being, but with a market value of only AUD 8m a suitor could seek to acquire ARQ with cash. ARQ has been transitioning from an IT services business to a digital transformation business.
- **Secure Code Warrior**, a cybersecurity company, will decide next year whether to consider sale interest or raise capital. The Sydney, Australia-based startup in 2021 could choose to raise more capital to support new product development around its game-style platform – which helps software developers write secure code – or it might attract strategic interest.

GOING VIRAL...

- **Nine Entertainment** has dismissed speculation it could be interested in buying part of **Village Roadshow**.
- **Caia**, a privately held Australian digital female healthcare company, is considering a Series A of up to AUD 5m in 2020 that will assist in funding its domestic growth plans. The Sydney and Melbourne-based company, which provides on-demand health and wellbeing services to women via its digital platform, would use the Series A to grow its client list in Australia largely by boosting domestic sales and marketing activities and hiring extra staff.
- **Hungry Hungry**, a privately held Australian food delivery platform company, plans to raise up to AUD 5m later this year to accelerate growth, including to fund a potential entry into the US pending on how the COVID-19 situation plays out.
- **Myriota**, an Australian satellite internet company, raised USD 19.3M in a Series B funding round led by **Hostplus** and **Main Sequence Ventures**. Proceeds will be used to increase Myriota's constellation of satellites to 25 by 2022, grow its headcount by 50% in the next two years, and expand internationally. This funding brings Myriota's total raised to more than USD 37m.
- **CollabCare**, a privately held Australian healthcare technology company, is seeking external investors for up to AUD 30m to fund its entry to the US in 2020. The Melbourne-based company, which provides telehealth services as well as digital solutions for wound care and dementia, plans to enter the US as "fast as we can".
- **Caia**, a privately held Australian digital female healthcare company, is considering a Series A of up to AUD 5m in 2020 that will assist in funding its domestic growth plans. The Sydney and Melbourne-based company, which provides on-demand health and wellbeing services to women via its digital platform, would use the Series A to grow its client list in Australia largely by boosting domestic sales and marketing activities and hiring extra staff.
- **Neo-Rehab**, a Queensland-based Australian telehealth company, mulls its first capital raise to enhance its profile and fast track growth domestically and offshore amid increasing demand for its services in the wake of COVID-19.
- **Vection Technologies**, an Australian developer of real-time software to help industrial companies with their digital transformation, will consider M&A and partnership opportunities to support its goal to create a 360° real-time software product suite for Industry 4.0.
- **Clevertar**, a private Adelaide-based Australian developer of intelligent virtual agents (IVAs), is considering raising capital to accelerate the global roll-out of its Software-as-a-Service (SaaS) real-time technology platform.
- **ChekRite**, a privately held Australian enterprise software company, is seeking up to AUD 5m in seed capital to support its international expansion plans. The Brisbane-headquartered company, which operates a data capture platform for workplace inspections and safety compliance checks, currently welcomes approaches from potential investors for initial discussions regarding the raise.
- **NEXTDC Limited** has opened its non underwritten Share Purchase Plan (SPP).
- **Australian Associated Press (APP)** has received one expression of interest from a potential buyer.
- **Spirit Telecom**, an Australian telecommunications provider, is set to raise equity to help fund the acquisitions of telecommunications and IT services companies.
- **thedocyard**, a Sydney-based Australian deal management technology company, is mulling market entry options like joint ventures (JVs) and acquisitions to enter the UK, Europe and South East Asia including Singapore this year. The company enables dealmakers like investment bankers, corporate advisors, legal firms and insolvency practices to manage deals virtually and across borders.
- **Empired**, a Western Australia-based IT services provider, is seeing growth opportunities in the sector amid the coronavirus pandemic and will pursue potential acquisitions on the East Coast of Australia. The AUD 43.2m market capitalisation company is particularly interested in expanding on the East Coast of Australia and expects growth in the region to be both organic and acquisitive.
- **Immediation**, an Australian online dispute resolution platform, is actively seeking capital to scale locally and offshore, as COVID-19 chaos drives an exponential increase in demand for its services. The Sydney-based company had planned an AUD 1.5m raise prior to COVID-19. That initial plan was to be followed by an AUD 5m raise in 1Q21 but the company expects that demand from investors now could exceed those figures.
- **Recreo Financial**, an Australia-based superannuation technology platform, is seeking buyers.
- **TPG Telecom** and **Vodafone Hutchison Australia (VHA)** are not expecting their proposed merger to be delayed as a result of new guidelines from the Foreign Investment Review Board (FIRB).

CONTACT DETAILS

If you are interested in specific information regarding mergers and acquisitions in the Technology, Media & Telecom sector, please contact Graeme McKellar.

Name	Position	Phone	Email
Sharon Doyle	Managing Director	(07) 3218 9122	sdoyle@interfinancial.com.au
Paul Keehan	Chairman	(07) 3218 9100	pkeehan@interfinancial.com.au
Graeme McKellar	Managing Director IFL Ventures	(07) 3218 9100	graeme@iflventures.com
Lisa McKellar	Associate Director IFL Ventures	(07) 3218 9112	lisa@iflventures.com
Jenny Zeng	Associate Director IFL Ventures	(07) 3218 9113	jenny@iflventures.com
Mark Steinhardt	Head of M&A	(07) 3218 9105	msteinhardt@interfinancial.com.au
Brad Shaw	Chief Operating Officer	(07) 3218 9100	bshaw@interfinancial.com.au
David Hassum	Director	(07) 3218 9108	dhassum@interfinancial.com.au
Andrew Wheeler	Director	(07) 3218 9107	awheeler@interfinancial.com.au
Ted Marchant	Director	(07) 3218 9100	tmarchant@interfinancial.com.au
Brent Wall	Associate Director	(07) 3218 9102	bwall@interfinancial.com.au
Michael Kakanis	Associate	(07) 3218 9106	mkakanis@interfinancial.com.au
Lachlan O'Rourke	Analyst	(07) 3218 9104	lorourke@interfinancial.com.au

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InterFinancial
Corporate Finance Limited
ABN: 49 136 962 966
AFSL: 341675
Level 2, 201 Charlotte Street
GPO Box 975
Brisbane Queensland 4001
(07) 3218 9100
admin@interfinancial.com.au
www.interfinancial.com.au

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