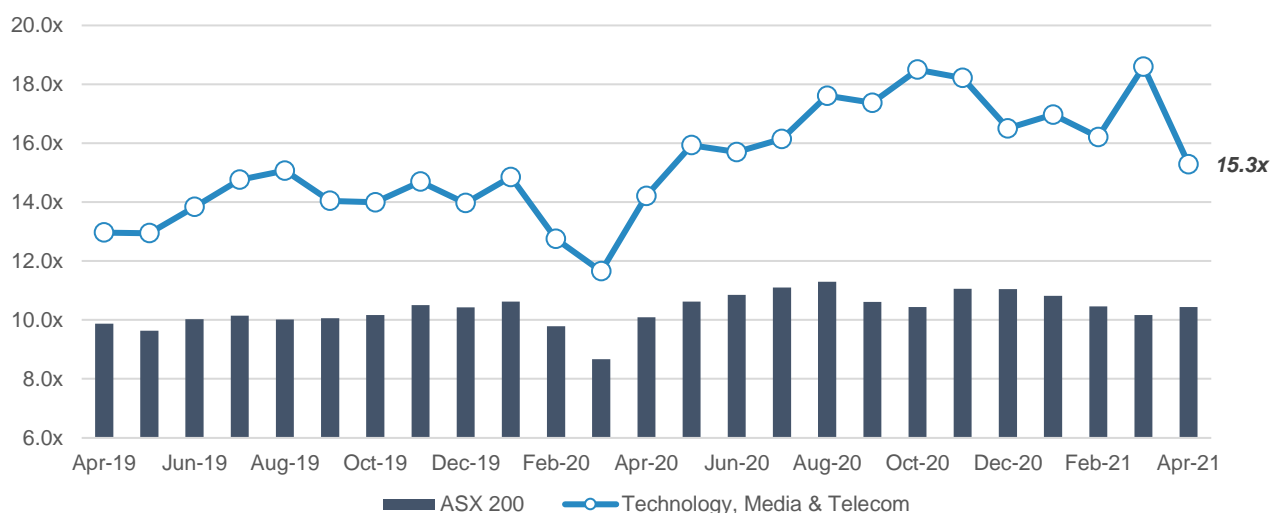


## VALUATION MULTIPLES

### Forward EV / EBITDA Multiples (monthly to 30/04/2021) Source: FactSet Research Systems Inc.

Multiples in the Technology, Media & Telecom sector has decreased over the period. At the end of April, the sector traded on a forward EV / EBITDA multiple of 15.3x, compared to the ASX200 on 10.4x.



### Average Values and Trading Multiples (values as at 10/05/2021) Source: FactSet Research Systems Inc.

Subsector	Enterprise Value (\$ m)	EV/Sales FY2021	EV/EBITDA FY2021	EV/EBIT FY2021	Price / Earnings FY2021
Digital & Traditional Media	846	1.0x	6.4x	10.4x	13.1x
Internet, IoT	26,044	17.6x	29.6x	34.6x	48.6x
IT Services	5,475	2.6x	11.7x	19.0x	29.0x
Software (SaaS/Licence)	45,009	14.4x	33.6x	52.0x	75.9x
Telecommunications	73,593	5.0x	13.2x	29.9x	46.9x
<b>Emerging vs. Established</b>					
\$500m+ EV	148,047	11.6x	27.3x	41.6x	62.0x
\$100m-\$500m EV	2,904	2.9x	12.0x	22.2x	31.8x
EV Below \$100m	211	1.7x	7.8x	11.3x	16.9x
<b>Technology, Media &amp; Telecom</b>	<b>151,161</b>	<b>8.1x</b>	<b>20.6x</b>	<b>32.8x</b>	<b>48.4x</b>

Note: Multiples are based on the forward year of the unreported period, which for the majority of companies in the sector is FY2021. 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: May 2021.

<sup>1</sup> 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: AUD 222.2 m

**Insight Partners** have acquired a minority stake in **Octopus Deploy Pty. Ltd**, an Australian based developer of release management, deployment automation and developer operations software. The investment brings the first round of venture funding for Octopus Deploy and adds a long-term investment to Insight Partners' growing software ScaleUp company portfolio, now exceeding AUD 30b.



Value: Not disclosed

**Atlassian Corporation Plc**, an Australian managerial software developer, has acquired **ThinkTilt Pty Ltd**, a provider of fully integrated form builder application software. ThinkTilt previously developed a low-code form builder for Atlassian's software development tool, Jira; the acquisition now serves as an advance to Atlassian's ESM investments addressing the service management challenges faced by all companies embracing agile and digital workplace practices.



Value: AUD 32.8 m

**Regal Funds Management Pty Ltd**, **Thorney Opportunities Ltd.**, and 3 additional private investors, have acquired a stake in **Superhero**, an Australia-based share trading platform.



Value: Not disclosed

**Avetta**, an Irvine, California-based provider of cloud-based supply chain risk management software, has agreed to acquire **Pegasus**, an Australia-based worker competency management software and services provider. The combination will help accelerate Avetta's global growth strategy and is expected to create the largest provider of supply chain risk management and compliance solutions, with nearly 170,000 suppliers and 4 million managed workers.



Value: AUD 44 m



**Access Innovation Holdings Limited** has agreed to acquire **EEG Enterprises, Inc.**, US-based video and captioning technology company providing equipment and software applications, for a consideration of USD 34m. The transaction will be entirely financed by issuing Access equity worth AUD 40m.



Value: AUD 32 m



Global leaders in parts and service software

**Infomedia** (ASX:IFM), an Australian leading software provider in parts, service and data insights solutions to the automotive industry, has entered into an agreement to acquire US-based e-commerce platform, **SimplePart**.

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## GOING VIRAL...

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- **NewBook**, an Australian accommodation management system provider, will consider bolt-on acquisitions under its new majority owner **Potentia Capital**.
- **4mation**, a privately held Australia-based custom web and software development agency, could consider taking an external investor on board to accelerate its growth.
- **Family Zone Cyber Safety** [ASX:FZO], a Perth, Australia-based cyber safety technology company, expects to play a role in the upcoming industry consolidation both as a buyer and a potential target.
- **PropTech Group** [ASX:PTG], an Australian proptech SaaS business, is assessing acquisition opportunities globally, especially in Australia, New Zealand and the UK.
- **Xugar**, an Australian privately held digital marketing agency, could consider taking an investor to assist with its plans to enter the Singapore market next year
- **Optus**, an Australian telecom unit of SingTel [SGX: Z74], has acquired a range of new licences in the 26GHz spectrum band.
- **Telstra Corporation Ltd.** [ASX:TLS], an Australian telecom, has invested AUD 277m (USD 213m) to secure 1000 MHz in the 26 GHz spectrum auction
- Australian supermarket operator **Woolworths Group** [ASX: WOW] will increase its stake in **Quantium**, an Australian data science and advanced analytics business, from 47% to 75% for AUD 223m.
- **Dicker Data** [ASX:DDR], a value-added distributor of IT hardware, software, cloud and emerging technologies in Australia and New Zealand, could attract takeover attention due to its cash position and growth prospects of the broader IT sector.

## CONTACT DETAILS

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