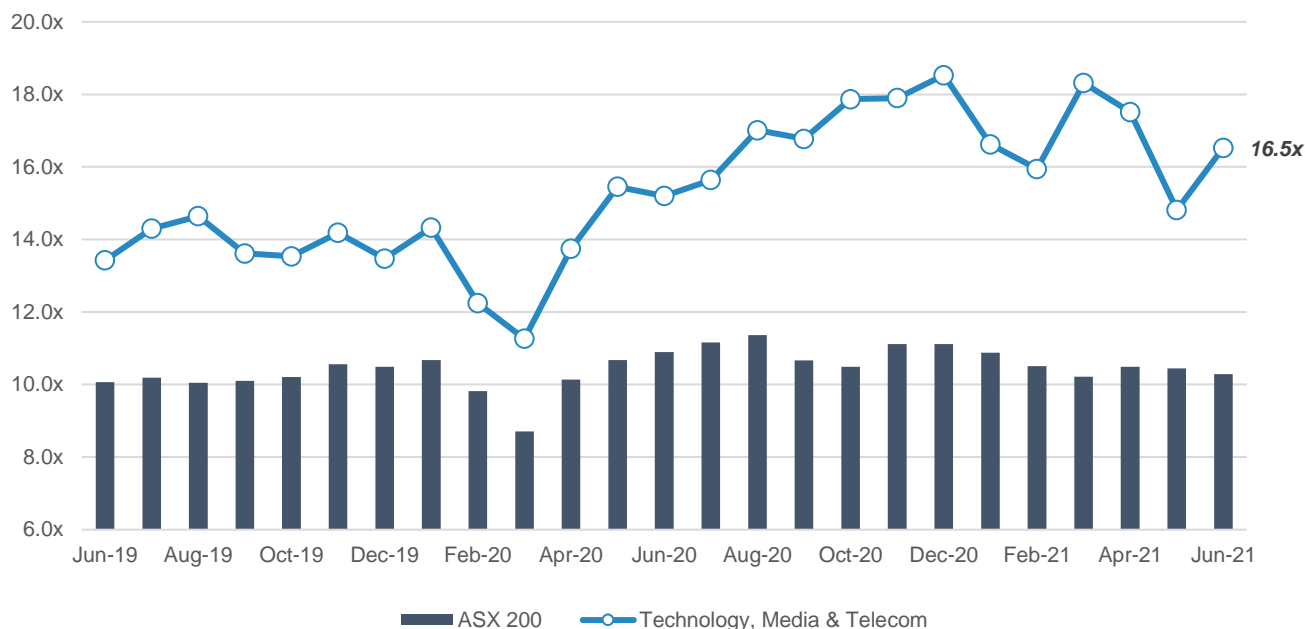


VALUATION MULTIPLES

Forward EV / EBITDA Multiples (monthly to 30/06/2021) Source: FactSet Research Systems Inc.

Multiples in the Technology, Media & Telecom sector has increased over the period. At the end of June, the sector traded on a forward EV / EBITDA multiple of 16.5x, compared to the ASX200 on 10.3x.



Average Values and Trading Multiples (values as at 19/07/2021) Source: FactSet Research Systems Inc.

Subsector	Enterprise Value (\$ m)	EV/Sales FY2021	EV/EBITDA FY2021	EV/EBIT FY2021	Price / Earnings FY2021
Digital & Traditional Media	893	0.8x	5.4x	9.7x	16.4x
Internet, IoT	27,385	18.5x	31.2x	36.4x	50.1x
IT Services	6,143	3.3x	14.1x	24.1x	35.1x
Software (SaaS/Licence)	51,388	17.3x	43.2x	89.4x	244.4x
Telecommunications	78,591	5.9x	15.4x	37.2x	59.1x
Emerging vs. Established					
\$500m+ EV	161,951	14.0x	33.3x	64.4x	159.9x
\$100m-\$500m EV	2,476	3.1x	11.5x	23.4x	29.8x
EV Below \$100m	184	0.8x	5.5x	8.2x	17.5x
Technology, Media & Telecom	164,612	9.5x	24.6x	47.8x	109.7x

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.

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: AUD 30.7 m



A group of alternative asset managers, including **Telstra Ventures Pty. Limited**, Telstra's venture capital arm, have sold their stake in **Panviva Pty Ltd**, a cloud-based knowledge management platform which develops and delivers business process guidance systems. The sale for the consortium of investors marks an exit for the private equity firms as Panviva has reached its 5x-8x EBITDA multiple.



Value: AUD 350 m



Kohlberg Kravis Roberts (KKR) has acquired **Education Perfect Limited**, a New Zealand-based company which provides an online teaching and learning platform. The investment comes from KKR's global impact fund, aimed at advancing the UN's sustainable development goal. The existing owner, Australian private equity firm **Five V Capital** are exiting the investment after the initial stake in 2017



Value: AUD 10.4 m



Future First Technologies Ltd. [ASX:FFT] has acquired **EagleSoft**, an Australia-based Intelligent Data Capture Platform that automatically detects both road defects and asset inventory using Artificial Intelligence and Machine Learning. The strategic rationale includes enhancing FFT's existing product and sales capabilities and expanding their global footprint through EagleSoft's existing international software trials.



Value: AUD 112.06 m



Granicus, a US-based provider of cloud-based software solutions, has acquired **OpenCities Pty Ltd**, an Australian developer of a hub-like platform that digitizes city forms and requests. The acquisition is a strategic expansion of Granicus's capabilities focusing on digitizing modern governments through portal, form and survey functionalities.



Value: AUD 243.5 m



Westpac Banking Corporation, JP Morgan Chase & Co, BlackRock Inc, Canada Pension Plan Investment Board, Ping An Asset Management, and Nationwide Ventures, have acquired an undisclosed stake in **10x Future Technologies Services Limited**, a UK-based provider of digital platforms for banks focused on simplifying complex data systems and optimizing customer data. The capital raising will allow 10x to fund its expansion plans into new markets and to scale its platform to a forecasted 1 billion end-user customers.



Value: AUD 15 m



REA Group Limited [ASX:REA], a listed company engaged in online real estate advertising, has acquired a 34% stake in **Simpology Pty Limited**, an Australia-based provider of mortgage application and electronic lodgment solutions to lending and broker partners. REA plans to fund the acquisition out of existing cash reserves and will receive two board seats at Simpology for the minority stake. The strategic alliance with Simpology enables REA to provide consumers with greater choice and simplicity when navigating their home loan options.

MERGER & ACQUISITION NEWS...



Value: AUD 2,800 m

A consortium consisting of the **Future Fund**, **Commonwealth Superannuation Corporation**, and **SunSuper Limited** has agreed to acquire a 49% stake in **InfraCo Towers**, the mobile telecommunications tower assets of **Telstra Corporation Limited**, an Australia-based company engaged in providing telecommunications and information services. The transaction values InfraCo Towers at AUD 5.9bn which represents a FY21 EV/EBITDA multiple of 28x. Post acquisition, Telstra will retain a majority stake in InfraCo Towers and continue to own the active parts of the network including radio access equipment and spectrum assets.



Value: AUD 110.95 m

WebCentral Group Limited (WCG) has agreed to acquire **5G Networks Limited** (5GN), an Australia-based ASX-listed company engaged in providing network & ICT services. The transaction allows WCG & 5GN to realise revenue synergies through up-sell & cross-sell opportunities as well as reduce costs through increased scale. The company will have revenues in the range of AUD 110 – 120m and 5GN shareholders will own a 52% stake in the combined entity.



Value: AUD 400 m

iFIT Health & Fitness Inc., a US-based manufacturer and marketer of home fitness equipment, has acquired **Sweat**, an Australia-based women fitness app business from founders **Kayla Itsines** and **Tobi Pearce**.



Value: AUD 233 m

Empired Limited has entered into an agreement with **Capgemini Australia Limited** to be fully acquired by the Australia unit of **Capgemini** for AUD 1.35 per share. Capgemini's extensive transformation expertise combined with Empired's strengths as a leader in Microsoft Azure and Dynamics 365 will open up the full power of digital transformation for clients in Australia and New Zealand.

GOING VIRAL...

- **Swoop Holdings Limited** [ASX:SWP] (formerly **STEMify Limited**) announced on 12 July that it has agreed to acquire **Beam Internet**, the largest privately owned fixed wireless network in regional South Australia, for AUD 6.7m (USD 5m).
- **oOh!media Limited** [ASX: OML] is seeking advisers to help divest its youth-orientated digital publishing business, **Junkee Media**, to focus on its core Out of Home media business
- **Foxtel**, an Australia-based cable TV business, is testing the possibility of an ASX listing later this year.
- **Taoglas**, an Irish enabler of digital transformation via IoT, has acquired **Smartsensor Technologies**, an Australian end-to-end IoT provider of smart asset management solutions. Las Vegas-based **Scientific Games** lottery and sports betting division could be a target for **Tabcorp's** [ASX: TAH] lotteries unit or **Aristocrat Leisure** [ASX: ALL].
- **Eftsure**, an Australia-based anti-fraud payment technology business has appointed advisors to test buyer interest after receiving several unsolicited bids which value the company at ~AUD 100m (USD 74m).
- Several suitors are now believed to be circling Zip Co [ASX: Z1P], an Australia-based buy now, pay later business. Sweden's **Klarna** and China's **Tencent** [HKG: 0700] are believed to be possible buyers.
- **Altium** [ASX: ALU] has not received any further offer from **Autodesk** [NASDAQ: ADSK] since June when Altium announced receipt of Autodesk's AUD 38.5 per-share takeover bid.

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