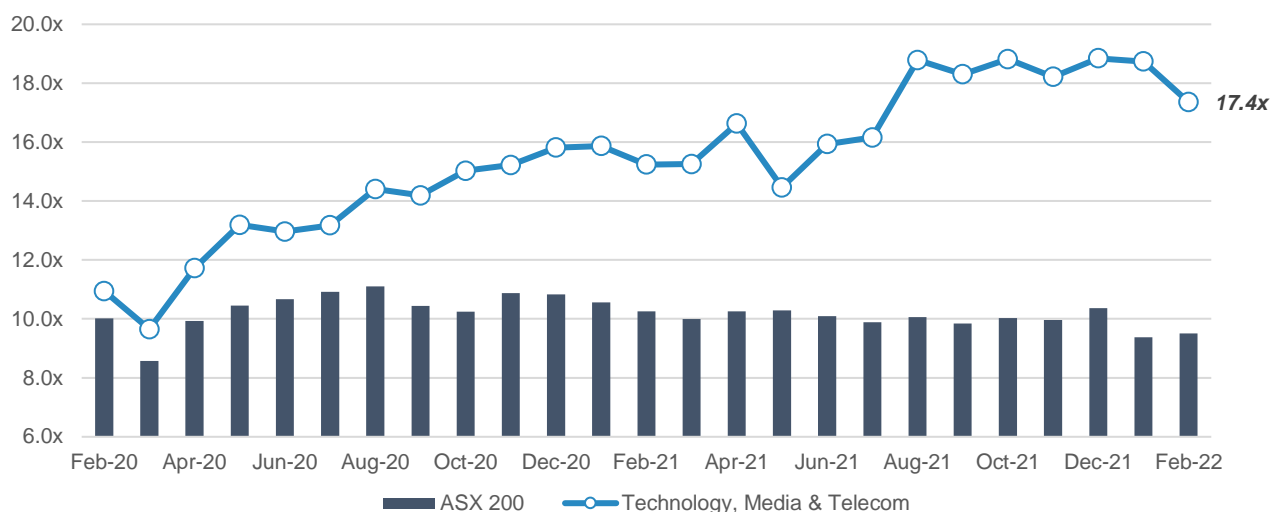


VALUATION MULTIPLES

Forward EV / EBITDA Multiples (monthly to 28/02/2022) Source: FactSet Research Systems Inc.

Multiples in the Technology, Media & Telecom sector have decreased over the period. At the end of February, the sector traded on a forward EV / EBITDA multiple of 17.4x, compared to the ASX200 on 9.5x.



Average Values and Trading Multiples (values as at 23/03/2022) Source: FactSet Research Systems Inc.

Subsector	Enterprise Value (\$ m)	EV/Sales FY2021	EV/EBITDA FY2022	EV/EBIT FY2022	Price / Earnings FY2022
Digital & Traditional Media	654	0.9x	5.7x	7.6x	10.2x
Internet, IoT	24,771	14.3x	25.2x	29.2x	37.7x
IT Services	5,922	4.1x	12.0x	21.0x	29.1x
Software (SaaS/Licence)	50,079	12.9x	30.5x	34.7	44.9x
Telecommunications	82,323	6.3x	14.7x	42.4x	82.7x
Emerging vs. Established					
\$500m+ EV	160,531	11.5x	26.5x	57.1x	53.7x
\$100m-\$500m EV	3,397	2.4x	11.1x	21.7x	28.1x
EV Below \$100m	24	1.7x	6.8x	8.5x	12.4x
Technology, Media & Telecom	163,951	8.5x	21.0x	30.1x	43.8x

Note: Multiples are based on the forward year of the unreported period, which for the majority of companies in the sector is FY2022. 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 10.39 m

Family Zone Cyber Safety, the Australia based software company engaged with developing cyber safety software has acquired **Derbytech**, the United States based provider of cyber security services. The consideration was \$7.5m, which consist of \$4.5m paid in common shares, \$3m paid in cash.



Value: 63.8 m

A group of investors led by **Koch Real Estate Investments**, the United States based investment company has acquired an undisclosed stake in **Cohere Technologies**, the local Software company engaged with Orthogonal Time Frequency and Space (OTFS) technology to increase performance, reliability and coverage of wireless communications, through a Series D funding round.



Value: AUD 20 m

Dicker Data Ltd, the Australia based wholesale distributor of IT hardware products is to acquire the security and information technology distribution division (SIT) from **Hills Ltd**, the Australia based software services provider focused on providing computer integrated services and communication solutions. The transaction is subject to approval from Hills shareholders', an Independent expert opinion, consent of key suppliers and landlords of the SIT division, approval of the Commonwealth Bank of Australia and other customary closing conditions.



Value: Undisclosed

PPRO, a UK-based cross-border payments firm, has acquire **Alpha Fintech**, an Australia-based next-gen payments technology company.



Value: Undisclosed

Advanced Computer Software, a UK-based provider of business software and services backed by **Vista Equirty Partners** and **BC Partners**, has acquired **Portt**, an Australia-based Software-as-a-Service procurement, contract and supplier management solutions provider.



Value: AUD 325 m

NCS Group, a subsidiary of **Singapore Telecommunications**, has entered an agreement to acquire **The Dialog Group**, an Australia-based provider of IT services for corporate and government clients.



Value: AUD 481.46 m

Zip Co is to acquire **Sezzle**. The consideration was AU\$481.4573m, based on an exchange ratio of 0.98 shares of Zip for every 1 share of Sezzle, valued at Zip's one day prior closing share price of AU\$ 2.21 per share. The transaction values Sezzle at AU\$ 450.37m including debt. The transaction is subject regulatory approvals and waivers, approval of Sezzle and Zip shareholders, antitrust approvals, and is expected to close in April 2022.



Value: AUD 26.6m

iSelect has entered into an agreement to acquire a 49% share in **CIMET Holdings**, the product comparison website specialising in energy, broadband, and removalists for a total consideration of as much as AUD 26.6m.



Value: Undisclosed

Navis Capital Partners, the private equity firm has acquired a controlling stake in **Software Combined**, the Australia based company that acquires and combines software companies. The terms of the deal were undisclosed.



Value: AUD 8 m

Swoop Holdings, the Australian provider of super fast internet is to acquire **Luminet**, the local telecommunications carrier that specialises in the provision of dark fibre services.

GOING VIRAL...

- Takeover target **Uniti Group** is actively considering a new \$5 per share offer for the company from a **Macquarie**-led consortium, stoking the flames of a bidding war between the group and infrastructure investor **Morrison & Co**.
- **Telstra** is in advanced talks with **Fetch TV**, finalising plans for the acquisition of a majority interest in the Australian provider of subscription video services.
- **Vonex**, an Australian telco, is eyeing acquisitions as part of its growth strategy.
- **Pointerra**, the Perth, Western Australia-based 3D AI algorithm cloud-based platform, is pursuing strategic M&A tuck-in acquisitions targeted to add domain knowledge in people and product in the AEC, Transport and Mining, Oil & Gas sectors.
- **8Common**, the Australian software company, is well-positioned to assess opportunities for strategic acquisitions of related and complimentary products.
- **Global Data Centre Group**, an Australia-based data centre owner, is eyeing M&A opportunities throughout Europe and Southeast Asia.
- **Infomedia**, an Australian parts and service software provider for the global automotive industry, is seeking to maintain growth through acquisitions.
- **Bravura Solutions**, a Sydney, Australia-based wealth management applications software company, is considering additional acquisitions.
- **ArchTIS**, an Australia-based collaborative software business, is seeking to scale its business via opportunistic acquisitions to enhance technical capabilities, regional reach and customer ARR.
- **Comms Group**, an Australia-based provider of optimal ICT solution services, is interested in growing its scale and revenues to over AUD 100m partially through acquisitions.
- **Ansarada** (formerly thedocyard Limited), the Sydney, Australia-based deal management technology company, has announced that it remains open to pursuing strategic, technologically aligned and culturally compatible acquisitions to accelerate growth.
- **Appen**, the Australian artificial intelligence data services company, is exploring M&A opportunities with a focus on long-term revenue growth.
- **COSOL Limited** (COSOL), the Australian digital services and transformation specialist, is actively seeking new acquisition opportunities.
- **Pureprofile**, an Australian online profile marketing technology company, is eyeing acquisitions as one of the strategic priorities for its growth plan.
- **Knosys**, an Australia-headquartered SaaS information technology company, is searching for complementary acquisition targets that enhance the SaaS solutions portfolio.
- **Nitro Software**, the Australian and US-based software company, is exploring potential acquisitions.
- **Symbio Holdings**, the Australian telecom software company, continues to scan for acquisition targets in Taiwan, South Korea and Japan.
- **WiseTech Global**, an Australian logistics software provider, will focus on both smaller 'tuck-in' acquisitions and larger strategically significant acquisition opportunities.
- **Hansen Technologies**, an Australian software business, is on the lookout for M&A opportunities. The company has a market cap of USD 794m.
- **RPMGlobal**, an Australian mining software company, is eyeing merger and acquisition (M&A) opportunities.
- **Xpon**, an Australia-based marketing technology business, could pursue strategic acquisitions for growth.

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	Executive Chair	(07) 3218 9122	sdoyle@interfinancial.com.au
Paul Keehan	Non-Executive Director	(07) 3218 9100	pkeehan@interfinancial.com.au
Anne-Marie Birkill	Non-Executive Director	(07) 3218 9100	
Rhyll Gardner	Non-Executive Director	(07) 3218 9100	
Graeme McKellar	Managing Director IFL Ventures	(07) 3218 9100	graeme@iflventures.com
Jenny Zeng	Associate Director IFL Ventures	(07) 3218 9113	jenny@iflventures.com
Lisa McKellar	Associate Director IFL Ventures	(07) 3218 9100	lisa@iflventures.com
Brad Shaw	Chief Executive Officer	(07) 3218 9100	bshaw@interfinancial.com.au
Mark Steinhardt	Director – M&A	(07) 3218 9105	msteinhardt@interfinancial.com.au
David Hassum	Director	(07) 3218 9108	dhassum@interfinancial.com.au
Andrew Wheeler	Director	(07) 3218 9107	awheeler@interfinancial.com.au
Simon Brodie	Director	(07) 3218 9100	sbrodie@interfinancial.com.au
Les Jones	Director	(07) 3218 9100	ljones@interfinancial.com.au
Michael Kakanis	Associate Director	(07) 3218 9106	mkakanis@interfinancial.com.au
Anuk Manchanda	Associate Director	(07) 3218 9100	amanchanda@interfinancial.com.au
Maggie Liu	Associate	(07) 3218 9100	mliu@interfinancial.com.au
Kaitlin Whitaker	Analyst	(07) 3218 9100	kwhitaker@interfinancial.com.au

DISCLAIMER

This information has been sourced from the ASX, Mergermarket.com and various other public information sources. Forecasts are consensus forecasts sourced from FactSet Research Systems Inc.

Important Disclaimer – This may affect your legal rights: Because this document has been prepared without consideration of any specific person's financial situation, particular needs and investment objectives, a financial services licensee or investment adviser should be consulted before any investment decision is made. While this document is based on information from sources which are considered reliable, InterFinancial, its directors, employees and consultants do not represent, warrant or guarantee, expressly or impliedly, that the information contained in this document is complete or accurate. Nor does InterFinancial accept any responsibility to inform you of any matter that subsequently comes to notice, which may affect any of the information contained in this document. This document is a private communication to clients and is not intended for public circulation or for the use of any third party, without the prior approval of InterFinancial. This report does not constitute advice to any person.

Disclosure. InterFinancial has no interest in any of the securities mentioned in this publication. However, its directors, executives or consultants may have an interest in some of the securities, directly or indirectly, which are mentioned.

InterFinancial is a member of Clairfield International, an international corporate finance firm that provides advisory services in crossborder mergers and acquisitions. Clairfield is represented by over 400 people across 22 countries, closing over 100 transactions each year.

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

