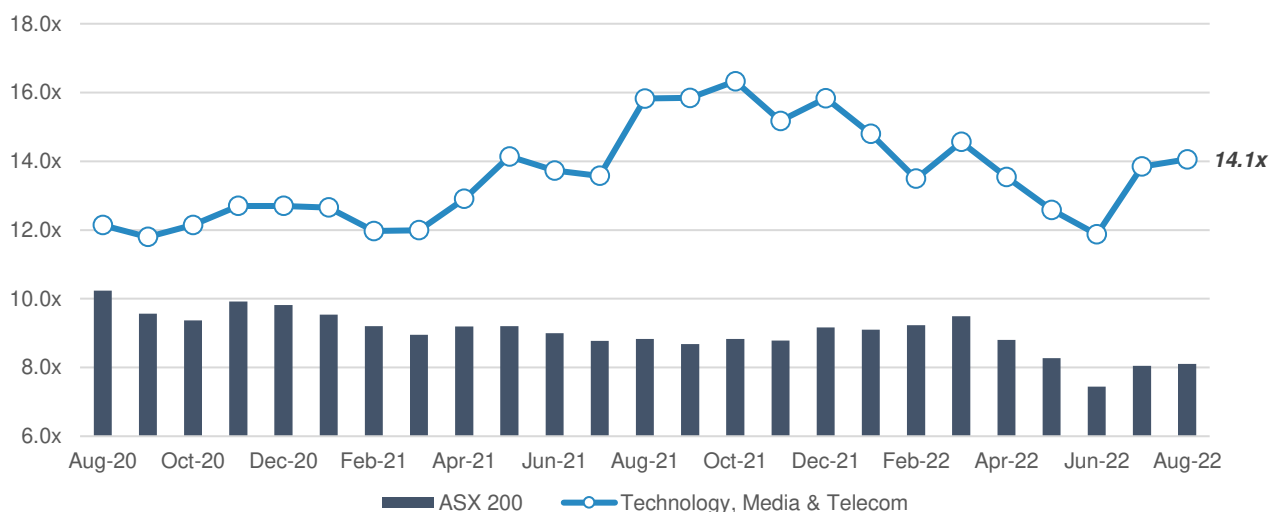


## VALUATION MULTIPLES

### Forward EV / EBITDA Multiples (monthly to 27/09/2022) Source: FactSet Research Systems Inc.

Multiples in the Technology, Media & Telecom sector have increased over the period. At the end of August, the sector traded on a forward EV / EBITDA multiple of 14.1x, compared to the ASX200 on 8.1x.



### Average Values and Trading Multiples (values as at 27/09/2022) Source: FactSet Research Systems Inc.

Subsector	Enterprise Value (\$ m)	EV/Sales FY2023	EV/EBITDA FY2023	EV/EBIT FY2023	Price / Earnings FY2023
Digital & Traditional Media	5,846	1.2x	5.1x	6.4x	7.1x
Internet, IoT	22,299	10.4x	18.5x	21.5x	31.0x
IT Services	4,063	3.6x	20.0x	22.8x	32.0x
Software (SaaS/Licence)	38,014	7.4x	13.6x	9.7x	53.3x
Telecommunications	75,010	3.2x	10.3x	27.8x	26.8x
<b>Emerging vs. Established</b>					
\$500m+ EV	143,069	8.1x	16.4x	22.4x	28.9x
\$100m-\$500m EV	2,700	2.1x	7.9x	3.4x	22.8x
EV Below \$100m	118	1.0	5.2x	-18.5x	194.7x
<b>Technology, Media &amp; Telecom</b>	<b>145,886</b>	<b>5.7x</b>	<b>12.9x</b>	<b>13.0x</b>	<b>39.2x</b>

Note: Multiples are based on the forward year of the unreported period, which for the majority of companies in the sector is FY2023. 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: April 2022.

<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 10.0M



**Keywords Studios (LSE:KWS)**, the Dublin-based technical and creative services provider to the video games industry announced that it has acquired **Mighty Games Group Pty Ltd**, a Melbourne-based provider of automated games testing solutions, for up to AUD 10m.



Value: USD 10.0M



**Total Brain Limited (ASX:TTB)**, an Australian applied, integrative neuroscience company, and developer of a SaaS-based mental health platform, has entered into a binding agreement to sell its business to **SonderMind** for USD 10m.



Value: Not Disclosed



**iSelect Limited (ASX:ISU)** has agreed to an acquisition proposal from 26% shareholder **Innovation Holdings Australia**. Innovation Holdings Australia will acquire all of the shares in iSelect that it does not currently own by way of scheme of arrangement for AUD 0.30 per share.



Value: Not Disclosed



**Motorola Solutions, Inc. (NYSE: MSI)**, a Chicago, Illinois-based company engaged in the provision of communication services, announced it has acquired **Barrett Communications**, a Perth, Western Australia-based provider of specialized radio communications.



Value: Not Disclosed



Australia-based software services provider **MOQ (ASX: MOQ)** announced it has executed a Scheme Implementation Deed with Brennan VDI, under which it is proposed that Brennan will acquire 100% of the fully diluted share capital in MOQ by way of a scheme of arrangement.



Value: AUD 23.4M



**Ci&T [NYSE:CINT]**, a Brazilian IT services company, has reached an agreement to acquire **Transpire Technology Pty**, an Australia-based award-winning technology consultancy firm.

### MERGER & ACQUISITION NEWS...



**Value:** Not Disclosed

**Mantel Group**, an Australia-based provider of IT consulting and other services, has acquired **Aginic**, an Australian provider of end-to-end data services such as data storage, governance, and implementation.



**Value:** AUD 65.0M



**AD1 Holdings Ltd (ASX:AD1)** has entered into an agreement for the acquisition of **Scout Talent Group Pty Ltd**, an Australian-based software-as-a-service talent acquisition software provider. Scout acquisition advanced AD1 to be a global provider of SaaS HR technology products and services with a significant North American presence.



FinTech Solutions Ltd

**Value:** AUD 8.7 m

**Complii Fintech Solutions Ltd (ASX:CF1)**, the Australia based software-financial technology company engaged with providing web-based solutions to the financial services sector acquired an 83.94% stake in **Registry Direct Ltd (ASX:RD1)**, a local software company engaged with cloud-based platforms. The total consideration is AUD 8.73m (\$5.7m)



**Value:** Not Disclosed

**MYOB Group Limited**, an Australia-based business management platform has acquired Australia's workplace financial services platform **Flare HR Pty Ltd**. This acquisition extends MYOB's business beyond accounting to solve diverse problems for SME's and their employees.



**Value:** Not Disclosed



**Netflix**, the United States based streaming and subscription service provider acquired **Animal Logic Group**, the Australia based designer of computer-generated special effects. The consideration for the deal remains undisclosed.



**Value:** Not Disclosed

**PEXA Group Limited (ASX:PXA)**, an Australian digital property exchange platform operator, announced the acquisition of **.id** – an Australian demographic-based consulting company.



Separately, **PEXA** has also acquired a 70% controlling interest in **Slate Analytics**, a progressive property analytics and technology solution co-developed by the UNSW Sydney and FrontierSI.

## MERGER & ACQUISITION NEWS...

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### GOING VIRAL...

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- **Dye & Durham** proposed to divest its entire Australian business including SAI Global and GlobalX businesses that it acquired in 2021, in relation to its proposed acquisition of **Link Administration (ASX:LNK)**. The sale could interest real estate website owners such as **Domain Group (ASX:DHG)** and **REA Group (ASX:REA)**.
- **MYOB**, an Australian accounting software business, is likely to be put up for sale next year. MYOB's owner, **KKR**, is likely to sell the group after **ANZ (ASX:ANZ)** nearly paid over AUD 4bn (USD 2.8bn) to buy the company.
- The management of **HALO Technologies (ASX:HAL)**, an Australian research and trading platform technology developer, is pursuing partnerships and acquisitions.
- **Enero Group (ASX:EGG)**, an Australian group that owns a network of marketing and communication businesses, is planning to undertake mergers and acquisitions to strengthen its current portfolio.
- **HiTech Group (ASX:HIT)**, an Australian ICT consulting and recruitment firm, is open to acquisitions.
- **Seven West Media (ASX:SWM)**, an Australia-based media group, could pursue M&A in the online real estate sector. Seven West Media, which is positioned to grow after selling non-core assets, indicated in an investor presentation that it is exploring M&A opportunities with non-media companies.
- **Seek Limited (ASX:SEK)**, an Australian job search site, will consider new mergers and acquisitions (M&A), according to an investor presentation released by the company.
- **Nitro Software** rejects unsolicited AUD 1.58/share indicative offer from **Potentia/HarbourVest consortium**.
- **Pureprofile (ASX:PPL)**, an Australian online profile marketing technology company, will execute mergers and acquisitions in order to accelerate growth, according to an investor presentation.
- New York-based employee experience software business **LiveTiles (ASX:LVT)**, is seeking to delist from the ASX to either list on the Nasdaq or to be acquired by an American company
- **Thomas Bravo** has sought help from an Investment Bank to help with the funding and execution of its AUD \$1.1 billion bid for Australian mapping software business **Nearmap (ASX:NEA)**
- **AD1 Holdings Ltd (ASX:AD1)** has entered into an agreement for the acquisition of **Scout Talent Group Pty Ltd.**, an Australian-based SaaS talent acquisition software provider, for a total consideration of AUD 65m (USD 44.8m)
- **Frank Makryllos**, a former executive at **Tabcorp(ASX:TAH)** has acquired **eBet, Tabcorp's (ASX:TAH)** gaming services business for an estimated AUD \$62 million

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