

# Canaccord Genuity Global Tech Team Snapshot

## 116 Transactions Over the Last Twelve Months in the Technology, Media, Marketing, and Information Services Industries

*Tech Team Closed More Than Twice as Many Mid-Market TMT Engagements Than Any Other Firm*

### Selected Recent Transactions

|   |  |   |   |   |  |   |   |
|---|--|---|---|---|--|---|---|
| JunGroup<br>US\$185,000,000<br>Financial Advisor on sale to<br>VERVE GROUP<br>Pending           | ADTHEORENT<br>US\$324,000,000<br>Financial Advisor on sale to<br>CADENT<br>June 2024   | gorilla<br>€23,000,000<br>Financial Advisor on investment from<br>Headline<br>June 2024 | MicroStrategy<br>US\$800,000,000<br>Conv. Notes Offering<br>Co-Manager<br>June 2024                                 | PHUNWARE<br>US\$120,000,000<br>ATM Offering<br>Lead Agent<br>June 2024  | blacklinesafety<br>C\$23,100,000<br>Follow-On Offering<br>Sole Bookrunner<br>June 2024 | hueman<br>Financial Advisor on acquisition of<br>PRINCETONONE<br>June 2024                        | WAYSTAR<br>US\$967,500,000<br>IPO<br>Co-Manager<br>June 2024  |
| Life360<br>US\$155,250,000<br>US IPO<br>Co-Manager<br>June 2024                                 | CarltonOne<br>Financial Advisor on investment from<br>Goldman Sachs<br>June 2024   | Quorum Cyber<br>Financial Advisor on investment from<br>Charlesbank<br>June 2024        | jamf<br>US\$163,456,527<br>Follow-On Offering<br>Co-Manager<br>May 2024   | truecontext<br>Financial Advisor on sale to<br>Battery<br>May 2024  | MediaAlpha<br>US\$125,400,000<br>Follow-On Offering<br>Passive Bookrunner<br>May 2024  | softcrylic<br>Financial Advisor on sale to<br>HEXAWARE<br>May 2024                                | adlucent<br>Financial Advisor on sale to<br>BARKLEY OKRP<br>May 2024  |
| infocenter<br>Financial Advisor on sale to<br>Insight<br>May 2024                               | SMARTSPACE<br>€28,400,000<br>Acquisition by Sign in Solutions Inc.<br>Rule 3 Adviser, Financial Advisor, Nomad and Sole Broker to SmartSpace<br>May 2024 | mci group<br>Financial Advisor on investment from<br>L-GAM<br>April 2024                | think research<br>C\$85,000,000<br>Financial Advisor on sale to<br>Beedie<br>April 2024                             | galaxy<br>US\$125,000,000<br>Follow-On Offering<br>Sole Bookrunner<br>April 2024  | macquarie<br>A\$100,000,000<br>Placement<br>Lead Manager<br>April 2024                 | AICO<br>Financial Advisor on investment from<br>AKKR<br>April 2024                                | FUTURE ELECTRONICS<br>US\$3,800,000,000<br>Financial Advisor on sale to<br>FUTURE ELECTRONICS<br>April 2024 |
| IREN<br>US\$500,000,000<br>ATM Offering<br>Co-Agent<br>March 2024                               | Executive PLATFORMS<br>Financial Advisor on combination with<br>Board.org<br>March 2024  | MicroStrategy<br>US\$800,000,000<br>Conv. Notes Offering<br>Co-Manager<br>March 2024    | trueblue<br>Financial Advisor on sale of its PeopleReady Canadian staffing business to<br>VERTICAL<br>February 2024 | healthwise<br>Financial Advisor on sale of its operating assets to<br>WebMD<br>February 2024                                    | rizepoint<br>Financial Advisor on sale to<br>franconnect<br>February 2024              | LEDGER BENNETT<br>Financial Advisor on sale to<br>HAVAS<br>February 2024                          | TLC<br>Financial Advisor on investment from<br>bd-capital<br>February 2024                                  |
| PLAYMAKER<br>€176,000,000<br>Financial Advisor on sale to<br>BETTER COLLECTIVE<br>February 2024 | sophos<br>Financial Advisor on sale to<br>GFT<br>February 2024   | One Dorian<br>C\$145,000,000<br>Follow-On Offering<br>Sole Bookrunner<br>February 2024  | big Bits In Glass<br>Financial Advisor on significant investment from<br>CSP<br>February 2024                       | aoxon<br>Financial Advisor on combination with Foodservice Sales & Marketing Division of<br>ADVANTAGE SOLUTIONS<br>January 2024 | mpg<br>Financial Advisor on sale to<br>Sentinel<br>January 2024                        | JARMANY<br>Financial Advisor on sale to<br>Ipsos<br>January 2024                                  | Digital Currency Group<br>Financial Advisor<br>January 2024   |
| TA ASSOCIATES<br>Financial Advisor on strategic investment in<br>rocsience<br>January 2024      | CONTRACTOR COMPLIANCE<br>Financial Advisor on sale to<br>velocityEHS<br>January 2024   | docebo<br>US\$100,000,000<br>Substantial Issuer Bid<br>Dealer Manager<br>December 2023  | CALIAN<br>Financial Advisor on acquisition of<br>Decisive<br>December 2023  | REDKITE<br>Financial Advisor on sale to<br>accenture<br>December 2023   | HIVE<br>C\$29,000,000<br>Follow-On Offering<br>Joint Bookrunner<br>December 2023       | eCard<br>Financial Advisor on strategic growth investment from<br>HOUSATONIC<br>December 2023     | MARKETTIME<br>Financial Advisor on majority investment from<br>HUDSON HILL CAPITAL<br>December 2023         |
| vividseats<br>US\$153,237,500<br>Follow-On Offering<br>Co-Manager<br>December 2023              | MY CODE<br>Financial Advisor on majority investment from<br>Ariel Alternatives<br>November 2023  | MicroStrategy<br>US\$750,000,000<br>ATM Offering<br>Co-Agent<br>November 2023           | TRISON<br>Financial Advisor on sale to<br>L-GAM<br>November 2023  | spm:group<br>Financial Advisor on sale to<br>UN LOCK<br>November 2023   | ZEGONA<br>€300,000,000<br>Placing<br>Joint Bookrunner<br>November 2023                 | FP<br>Financial Advisor on significant investment from<br>blanco<br>November 2023                 | medicor<br>US\$95,000,000<br>Financial Advisor on sale to<br>Optimize Rx<br>October 2023                    |
| nexttechnik<br>Financial Advisor on sale to<br>ORACLE<br>October 2023                           | ROBOYO<br>Financial Advisor on investment from<br>STANLEY CAPITAL<br>October 2023  | BARKLEY<br>Financial Advisor on investment from<br>KEYSTONE<br>October 2023             | camelot<br>Financial Advisor on sale to<br>PMG<br>October 2023  | klaviyo<br>US\$658,921,980<br>IPO<br>Co-Manager<br>September 2023   | TOMORROW<br>Financial Advisor on strategic investment from<br>bv<br>September 2023     | brainlabs<br>Financial Advisor on significant investment from<br>TALMOR CAPITAL<br>September 2023 | smartShift<br>Financial Advisor on recapitalization by<br>Ridgemont<br>September 2023                       |

# Canaccord Genuity

## Global Tech Team Snapshot



### Ranked #1 for Middle-Market TMT Activity<sup>1</sup>

| Rank | Firm Name             | # of Transactions<br>LTM 6/30/24 | Rank | Firm Name             | # of Transactions<br>2021-2023 |
|------|-----------------------|----------------------------------|------|-----------------------|--------------------------------|
| 1    | Canaccord Genuity     | 59                               | 1    | Canaccord Genuity     | 204                            |
| 2    | Houlihan Lokey        | 26                               | 2    | Houlihan Lokey        | 145                            |
| 3    | Lincoln International | 21                               | 3    | Lincoln International | 109                            |
| 4    | Moelis                | 18                               | 4    | Raymond James         | 99                             |
| 4    | Raymond James         | 18                               | 5    | William Blair         | 91                             |
| 6    | Lazard                | 16                               | 6    | Goldman Sachs         | 75                             |
| 7    | William Blair         | 15                               | 7    | Jefferies             | 66                             |
| 8    | Evercore              | 14                               | 8    | Baird                 | 62                             |
| 9    | Rothschild            | 11                               | 9    | Lazard                | 58                             |
| 9    | Goldman Sachs         | 11                               | 9    | Stifel                | 58                             |
| 9    | Baird                 | 11                               | 11   | Evercore              | 56                             |
| 12   | Harris Williams       | 10                               | 12   | KPMG                  | 55                             |

### Ranked #1 for Middle-Market Media & Information Services Activity<sup>1</sup>

| Rank | Firm Name             | # of Transactions<br>LTM 6/30/24 | Rank | Firm Name             | # of Transactions<br>2021-2023 |
|------|-----------------------|----------------------------------|------|-----------------------|--------------------------------|
| 1    | Canaccord Genuity     | 43                               | 1    | Canaccord Genuity     | 158                            |
| 2    | Moelis                | 13                               | 2    | Houlihan Lokey        | 84                             |
| 3    | Houlihan Lokey        | 11                               | 3    | Lincoln International | 52                             |
| 4    | Lincoln International | 10                               | 4    | Raymond James         | 45                             |
| 5    | BrightTower           | 9                                | 5    | KPMG                  | 37                             |
| 6    | Globalscope           | 8                                | 6    | GP Bullhound          | 36                             |
| 6    | William Blair         | 8                                | 6    | JEGI                  | 36                             |
| 8    | JEGI                  | 7                                | 8    | BrightTower           | 28                             |
| 8    | Technology Holdings   | 7                                | 9    | Jefferies             | 26                             |
| 10   | DC Advisory           | 6                                | 9    | Moelis                | 26                             |

### Ranked #1 for Middle-Market Digital & Tech-Enabled Healthcare Activity<sup>2</sup>

| Rank | Firm Name             | # of Transactions<br>LTM 6/30/24 | Rank | Firm Name                  | # of Transactions<br>2021-2023 |
|------|-----------------------|----------------------------------|------|----------------------------|--------------------------------|
| 1    | Canaccord Genuity     | 9                                | 1    | Canaccord Genuity          | 36                             |
| 2    | Raymond James         | 5                                | 2    | Houlihan Lokey             | 15                             |
| 3    | Lazard                | 3                                | 3    | William Blair              | 14                             |
| 3    | RBC                   | 3                                | 4    | TripleTree                 | 12                             |
| 3    | William Blair         | 3                                | 5    | Lincoln International      | 9                              |
| 6    | Bryan, Garnier        | 2                                | 6    | Healthcare Growth Partners | 7                              |
| 6    | Lincoln International | 2                                | 6    | Jefferies                  | 7                              |
| 6    | Stifel                | 2                                | 6    | Lazard                     | 7                              |
| 6    | TripleTree            | 2                                | 6    | Piper Sandler              | 7                              |
| 6    | Ziegler               | 2                                | 6    | Raymond James              | 7                              |

### Leading Global Underwriter Since 2022<sup>3</sup>

| Global Rank | Firm Name         | Total Deals | Bookrun Deals |
|-------------|-------------------|-------------|---------------|
| 1           | Canaccord Genuity | 814         | 638           |
| 2           | JPMorgan          | 753         | 737           |
| 3           | Goldman Sachs     | 722         | 701           |
| 4           | BofA Securities   | 674         | 643           |
| 5           | Morgan Stanley    | 670         | 644           |
| 6           | Citi              | 541         | 526           |
| 7           | UBS               | 452         | 437           |
| 8           | Jefferies         | 405         | 401           |
| 9           | Barclays          | 350         | 333           |
| 10          | Stifel            | 344         | 223           |

<sup>1</sup>Source: PitchBook for the time period 1/1/21-6/30/24. Transaction totals represent M&A/Control Transactions, All Buyout Types, and Growth/Expansion transactions <\$500M in the Technology, Media & Telecommunications and Media & Information Services segments as classified by PitchBook

<sup>2</sup>Source: PitchBook for the time period 1/1/21-6/30/24. Transaction totals represent M&A/Control transactions, All Buyout Types, and Growth/Expansion transactions <\$500M in the Digital Health, Tech Healthcare, and Healthcare-focused Technology, Media & Telecommunications, and Media & Information Services segments as classified by PitchBook

<sup>3</sup>Source: Dealogic as of 6/30/24

# Canaccord Genuity

## Global Tech Team Snapshot



**Canaccord Genuity is a dominant, full-service global investment bank focused on growth companies in the middle-market, including businesses in the Technology, Media, Marketing, and Information Services (TMMIS) industries.** Year after year, we continue to be the leading and most active investment bank for middle-market TMT, Media & Information Services, and Digital & Tech-Enabled Healthcare activity. During the twelve months ended June 30, 2024, our global Tech team:

- 116 total transactions, including 115 completed transactions and one announced and pending, for 101 different corporate clients
- Closed 24 cross-border transactions with companies in 20 different countries
- Completed 51 equity capital markets transactions globally
- Announced 65 M&A advisory engagements, which ranged from strategic sales and private equity recaps to corporate divestitures and take-private transactions
  - Nearly three quarters of M&A transactions involved financial sponsors on at least one side of the deal

**Canaccord Genuity's TMMIS team draws on deep industry expertise with both B2B and B2C-focused businesses across a broad group of practice areas and diverse verticals:**

### SELECT TMMIS PRACTICE AREAS:

- Automation
- Cloud Infrastructure
- Cyber Security
- Digital & Tech-Enabled Healthcare
- Digital Advertising
- Digital Media
- Digital Transformation
- E-Commerce
- Fintech and Digital Assets
- Human Capital Management
- Information Services
- IT & Business Services
- Marketing Services
- Marketing Technology
- Software
- Tech-Enabled Services

### REPRESENTATIVE INDUSTRY VERTICALS:

- Automotive
- Consumer
- Education
- Field Services
- Financial Services
- Government
- Healthcare
- Insurance
- Legal
- Nonprofit
- Real Estate
- Restaurant
- Retail
- Travel and Hospitality

Our track record of success is recognized by the financial sponsor community. Approximately half of our engagements involve representing investor-backed companies. Additionally, our in-depth industry coverage also continues to position Canaccord Genuity as the advisor of choice for founder and management-owned TMMIS industry businesses.

Canaccord Genuity's global investment banking team has nearly 280 professionals in offices around the world, including the US (Boston, Charlotte, Chicago, Nashville, New York, San Francisco), Canada (Calgary, Montreal, Toronto, Vancouver), Europe (London), Australia (Melbourne, Perth, Sydney), and Asia (Beijing and Hong Kong). Our global capital markets business provides our clients with the benefit of extensive resources, expertise, and relationships from across our operations internationally.

We welcome the opportunity to discuss your business and your strategic objectives.

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# Canaccord Genuity Global Tech Team Snapshot



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