

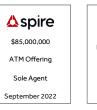
# Canaccord Genuity's US Tech Team Completed 106 Transactions Over the Last Twelve Months in the Technology, Media, Marketing, and Information Services Industries<sup>1</sup>

Continued Momentum in M&A Highlighted by 84 Engagements Closed<sup>1</sup>

#### Selected Transactions Announced as of 9/30/221

































































March 2022

**LANTRONIX** 

\$40.537.500

Follow-On

Bookrunner

merger with

October 2021





March 2022







Clover

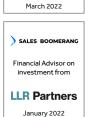
Health

\$300,000,000

Follow-On

Bookrunner

November 2021









December 2021

**Iris**Energy

\$231 538 468

IPO

November 2021







Convert

November 2021

\*Rover







October 2021





# Ranked #1 for Middle-Market TMT Activity<sup>2</sup>

| Rank | Firm Name             | # of Transactions<br>LTM 9/30/22 | Rank | Firm Name             | # of Transactions<br>2019-2021 |
|------|-----------------------|----------------------------------|------|-----------------------|--------------------------------|
| 1    | Canaccord Genuity     | 59                               | 1    | Canaccord Genuity     | 123                            |
| 2    | Houlihan Lokey        | 30                               | 2    | Raymond James         | 102                            |
| 2    | Raymond James         | 30                               | 3    | William Blair         | 84                             |
| 4    | William Blair         | 29                               | 4    | Houlihan Lokey        | 68                             |
| 5    | Jefferies             | 20                               | 5    | Baird                 | 61                             |
| 6    | Goldman Sachs         | 17                               | 6    | Jefferies             | 57                             |
| 6    | Lincoln International | 17                               | 7    | Evercore              | 45                             |
| 8    | Baird                 | 15                               | 8    | Piper Sandler         | 40                             |
| 8    | Stifel                | 15                               | 9    | Goldman Sachs         | 38                             |
| 10   | Cowen                 | 14                               | 10   | Lincoln International | 36                             |
| 11   | AGC Partners          | 12                               | 11   | Stifel                | 35                             |
| 11   | D.A. Davidson         | 12                               | 12   | AGC Partners          | 31                             |

# Ranked #1 for Media & Information Services Activity<sup>2</sup>

| Rank | Firm Name             | # of Transactions<br>LTM 9/30/22 | Rank | Firm Name             | # of Transactions<br>2019-2021 |
|------|-----------------------|----------------------------------|------|-----------------------|--------------------------------|
| 1    | Canaccord Genuity     | 37                               | 1    | Canaccord Genuity     | 72                             |
| 2    | Houlihan Lokey        | 16                               | 2    | Houlihan Lokey        | 34                             |
| 3    | GP Bullhound          | 9                                | 3    | Raymond James         | 31                             |
| 3    | Raymond James         | 9                                | 4    | JEGI                  | 19                             |
| 5    | Lincoln International | 8                                | 5    | GCA                   | 17                             |
| 5    | William Blair         | 8                                | 6    | GP Bullhound          | 16                             |
| 7    | Evercore              | 7                                | 6    | Lincoln International | 16                             |
| 7    | GCA                   | 7                                | 8    | William Blair         | 14                             |
| 7    | JEGI                  | 7                                | 9    | Goldman Sachs         | 12                             |
| 10   | Goldman Sachs         | 6                                | 9    | AGC                   | 12                             |

# Leading Global Underwriter – The Only Non Bulge-Bracket Bank in the Global Top 10<sup>3</sup>

| Bank              | Total Roles |                      | Lead Manager |                      | Co-Manager |                      |
|-------------------|-------------|----------------------|--------------|----------------------|------------|----------------------|
| Бапк              | Rank        | # of<br>Transactions | Rank         | # of<br>Transactions | Rank       | # of<br>Transactions |
| Goldman Sachs     | 1           | 2,002                | 1            | 1,966                | 85         | 36                   |
| JPMorgan          | 2           | 1,992                | 2            | 1,947                | 75         | 45                   |
| Morgan Stanley    | 3           | 1,940                | 3            | 1,880                | 57         | 60                   |
| BofA Securities   | 4           | 1,653                | 4            | 1,595                | 62         | 58                   |
| Canaccord Genuity | 5           | 1,594                | 6            | 1,201                | 1          | 393                  |
| Citi              | 6           | 1,554                | 5            | 1,499                | 64         | 55                   |
| Credit Suisse     | 7           | 1,130                | 7            | 1,082                | 73         | 48                   |
| Jefferies         | 8           | 932                  | 8            | 921                  | 154        | 11                   |
| UBS               | 9           | 932                  | 9            | 898                  | 89         | 34                   |
| Stifel            | 10          | 931                  | 12           | 600                  | 3          | 331                  |

Canaccord Genuity is a dominant, full-service investment bank focused on serving growth companies in the middle market, including businesses in the Technology, Media, Marketing, and Information Services (TMMIS) industries. Over the past twelve months, our TMMIS team continued to build on the significant level of deal activity that resulted in a record year for our firm in 2021 and has delivered a comparable high level of M&A-focused activity to-date in 2022. During the twelve months ended September 30, 2022, our US TMMIS Team:

- Completed 106<sup>1</sup> total transactions for 101 different corporate clients
- Closed 84<sup>1</sup> advisory engagements, which ranged from growth and minority investments to strategic sales and private equity recaps
  - More than two-thirds of M&A transactions involved Financial Sponsors on at least one side of the deal
- Completed 22 capital markets transactions, including IPOs, Follow-Ons, ATMs, PIPEs, and capital markets advisory on SPAC business combinations
  - Acted as underwriter on 13 capital markets transactions, raising in excess of \$4.5 billion in cumulative proceeds

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

#### Select TMMIS Practice Areas:

- Cloud Infrastructure
- Digital Advertising
- Digital Media
- Digital Transformation
- E-Commerce (including cross-practice initiatives with CG/Sawaya Partners)
- Fintech and Digital Assets
- Information Services
- Marketing Services
- Marketing Technology
- Software
- Tech-Enabled Services

#### Representative Industry Verticals:

- Automotive
- Consumer
- Education
- Field Services
- Financial Services
- Government
- Healthcare

- Hospitality
- Insurance
- Legal
- Nonprofit
- Real Estate
- Retail

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 US investment banking team has approximately 150 professionals in Boston, Charlotte, Chicago, Nashville, New York, and San Francisco, among other locations. We operate as part of a global capital markets business that provides our clients with the benefit of extensive resources, expertise, and relationships from across our operations in North America, the UK and Europe, Asia, Australia, and the Middle East. In recent years, Canaccord Genuity's global advisory business has been substantially expanded with acquisitions of Petsky Prunier LLC (2019) and Sawaya Partners (2021) in the US, and the business of Results International Group LLP (2022) in the UK.

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

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 $<sup>^1</sup>$ Transactions include one Technology sector M&A transactions completed by Sawaya Partners (acquired by Canaccord Genuity 12/31/21)

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