

# CG US Tech Team Snapshot



## Canaccord Genuity's US Tech Team Completed 81 Transactions in 2022 in the Technology, Media, Marketing, and Information Services Industries

DEAL MOMENTUM HIGHLIGHTED BY 72 M&A ENGAGEMENTS CLOSED

### Selected Transactions January 2022-January 2023

 \$1,225,000,000 Financial Advisor on sale to  January 2023	 Financial Advisor on sale to  January 2023	 Financial Advisor on sale to  January 2023	 \$230,000,000 Conv. Notes Offering Bookrunner December 2022	 Financial Advisor on investment in  December 2022	 Financial Advisor on acquisition of  November 2022	 \$135,125,000 Follow-On Bookrunner November 2022
 Financial Advisor on sale to  November 2022	 \$30,000,000 ATM Offering Sole Agent November 2022	 Financial Advisor on sale to  November 2022	 Financial Advisor on investment in  November 2022	 Financial Advisor on investment from  October 2022	 Financial Advisor on sale to  October 2022	 \$15,000,000 ATM Offering Sole Agent October 2022
 Financial Advisor on investment from  October 2022	 Financial Advisor on investment from  September 2022	 Financial Advisor on investment from  September 2022	 \$85,000,000 ATM Offering Sole Agent September 2022	 Financial Advisor on investment from  September 2022	 Financial Advisor on sale to  September 2022	 Financial Advisor on investment from  September 2022
 Financial Advisor on investment in  August 2022	 \$200,000,000 ATM Offering Lead Agent August 2022	 Financial Advisor on investment from  August 2022	 Financial Advisor on sale to  August 2022	 Financial Advisor on sale to  August 2022	 Financial Advisor on investment from  August 2022	 95,000,000 Shares ATM Offering Co-Agent July 2022
 Financial Advisor recapitalization by  July 2022	 Financial Advisor on merger with  July 2022	 Financial Advisor on sale to  July 2022	 Financial Advisor on sale to  July 2022	 Financial Advisor on sale to  July 2022	 Financial Advisor on sale to  June 2022	 Financial Advisor on investment from  June 2022
 Financial Advisor on sale to  June 2022	 Financial Advisor on sale to  June 2022	 Financial Advisor on acquisition of  May 2022	 Financial Advisor on investment from  May 2022	 Financial Advisor on merger with  May 2022	 Financial Advisor on investment from  May 2022	 Financial Advisor on sale to  May 2022
 Financial Advisor on investment from  May 2022	 Financial Advisor on sale to  May 2022	 Financial Advisor on sale to  March 2022	 Financial Advisor on investment from  March 2022	 Financial Advisor on sale to  February 2022	 \$4,643,000,000 Capital Markets Advisor on merger with  January 2022	 \$200,000,000 ATM Offering Lead Agent January 2022

# CG US Tech Team Snapshot



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

# of Transactions			# of Transactions		
Rank	Firm Name	2022	Rank	Firm Name	2020-2022
<b>1</b>	<b>Canaccord Genuity</b>	<b>59</b>	<b>1</b>	<b>Canaccord Genuity</b>	<b>171</b>
2	Houlihan Lokey	31	2	Raymond James	113
3	Goldman Sachs	28	3	William Blair	100
4	Raymond James	25	4	Houlihan Lokey	95
4	William Blair	25	5	Goldman Sachs	82
6	Jefferies	18	6	Jefferies	72
7	Lincoln International	17	7	Baird	71
8	Morgan Stanley	16	8	Evercore	67
8	Moelis	16	9	Lincoln International	64
10	Stifel	14	10	Morgan Stanley	50
11	Evercore	13	11	Stifel	46
12	Harris Williams	12	12	Piper Sandler	41

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

# of Transactions			# of Transactions		
Rank	Firm Name	2022	Rank	Firm Name	2020-2022
<b>1</b>	<b>Canaccord Genuity</b>	<b>37</b>	<b>1</b>	<b>Canaccord Genuity</b>	<b>106</b>
2	Houlihan Lokey	12	2	Houlihan Lokey	48
3	Raymond James	10	3	Raymond James	38
4	GP Bullhound	9	4	Lincoln International	28
5	BrightTower	8	5	GP Bullhound	22
6	Lincoln International	7	5	William Blair	22
7	Drake Star	6	5	Moelis	22
7	Stifel	6	8	JEGI	21
7	Evercore	6	9	Goldman Sachs	20
7	William Blair	6	9	BrightTower	20

## 2022 Leading Global Bookrunner and Underwriter<sup>2</sup>

Global Rank	Firm Name	Bookrun Deals	Total Deals	Total Proceeds (\$M)
<b>1</b>	<b>Canaccord Genuity</b>	<b>258</b>	<b>331</b>	<b>\$14,489.2</b>
2	JPMorgan	238	245	112,786.9
3	Goldman Sachs	224	233	135,280.0
4	Morgan Stanley	216	223	115,024.5
5	BofA Securities	184	192	118,104.5
6	Citi	171	176	112,401.1
9	Jefferies	122	124	30,030.8
10	UBS	116	118	43,659.3
11	Barclays	101	105	56,711.4
12	RBC Capital Markets	95	123	33,328.9

<sup>1</sup>Source: PitchBook for the time period 1/1/20-12/31/22. Transaction totals represent U.S. 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: Dealogic as of 12/31/22. Includes all IPO, FO, & CONV

# CG US Tech Team Snapshot



**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.** We continued to build our practice in 2022, with the acquisition of UK-based Results International Group LLP, a leading Europe-focused M&A firm specializing in Technology and Healthcare, as well as the hiring of four professionals with deep experience in automation and cyber security from the US-based Results International team.

In 2022, we continued to be the leading and most active investment bank for middle-market TMT activity. During the twelve months ended December 31, 2022, our US TMMIS Team:

- Completed 81 total transactions for 71 different corporate clients
- Closed 72 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

**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:

- Automation
- Business Services
- Cloud Infrastructure
- Cyber Security
- Digital Advertising
- Digital Media
- Digital Transformation
- E-Commerce
- Fintech and Digital Assets
- Human Capital Management
- Information Services
- IT 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 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.

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

**About Canaccord Genuity Group Inc.:** Through its principal subsidiaries, Canaccord Genuity Group Inc. is a leading independent, full-service financial services firm, with operations in two principal segments of the securities industry: wealth management and capital markets. Since its establishment in 1950, the Company has been driven by an unwavering commitment to building lasting client relationships. We achieve this by generating value for our individual, institutional, and corporate clients through comprehensive investment solutions, brokerage services, and investment banking services. The Company has Wealth Management offices located in Canada, the UK, Guernsey, Jersey, the Isle of Man, and Australia. The international capital markets division operates in North America, the UK & Europe, Asia, Australia, and the Middle East. Canaccord Genuity Group Inc. is publicly traded under the symbol CF on the TSX.

*This document is provided for informational purposes only and does not constitute an offer or solicitation to buy or sell any securities discussed herein in any jurisdiction where such offer or solicitation would be prohibited. As a result, the securities discussed in this document may not be eligible for sale in some jurisdictions. This document is not, and under no circumstances should be construed as, a solicitation to act as a securities broker or dealer in any jurisdiction by any person or company that is not legally permitted to carry on the business of a securities broker or dealer in that jurisdiction. Investors should obtain advice based on their own individual circumstances before making an investment decision.*

*To the fullest extent permitted by law, neither Canaccord Genuity, nor its affiliates nor any other person accepts any liability whatsoever for any direct or consequential loss arising from any use of the information contained in this document.*

*This publication is a brief summary and does not purport to contain all available information on the subjects covered. Further information is available on request.*

Copyright © Canaccord Genuity LLC, 2023. Member FINRA/SIPC.

*All rights reserved. All material presented in this document, unless specifically indicated otherwise, is under copyright to Canaccord Genuity, a division of Canaccord Genuity Group Inc., Canaccord Genuity Limited, and Canaccord Genuity LLC. None of the material, nor its content, nor any copy of it, may be altered in any way, or transmitted to or distributed to any other party, without the prior express written permission of the entities listed above.*

# CG US Tech Team Snapshot



## Canaccord Genuity US Senior Technology, Media, Marketing, and Information Services Team

**Sanjay Chadda**

Co-Head US & Tech Banking  
New York  
[schadda@cgf.com](mailto:schadda@cgf.com)

**Dudley Baker**

Managing Director  
Nashville  
[rdbaker@cgf.com](mailto:rdbaker@cgf.com)

**Bryan Cummings**

Managing Director  
New York  
[bcummings@cgf.com](mailto:bcummings@cgf.com)

**Anil Kuruganti**

Managing Director  
New York  
[akuruganti@cgf.com](mailto:akuruganti@cgf.com)

**Trevor Martin**

Managing Director  
Boston  
[tmartin@cgf.com](mailto:tmartin@cgf.com)

**Jason Partenza**

Managing Director  
New York  
[jpartenza@cgf.com](mailto:jpartenza@cgf.com)

**Geoff Rhizor**

Managing Director  
San Francisco  
[grhizor@cgf.com](mailto:grhizor@cgf.com)

**Edin Trto**

Managing Director  
New York  
[etrto@cgf.com](mailto:etrto@cgf.com)

**Christopher Heasman**

Director  
New York  
[cheasman@cgf.com](mailto:cheasman@cgf.com)

**Greg Staton**

Director  
Charlotte  
[gstaton@cgf.com](mailto:gstaton@cgf.com)

**Jen Pardi**

Global Head of ECM  
Boston  
[jpardi@cgf.com](mailto:jpardi@cgf.com)

**Lisa McClure Byrnes**

Managing Director  
Boston  
[lbyrnes@cgf.com](mailto:lbyrnes@cgf.com)

**Isaiah Knouff**

Managing Director  
Nashville  
[lknouff@cgf.com](mailto:lknouff@cgf.com)

**Amy LaBan, CFA**

Managing Director  
Chicago  
[alaban@cgf.com](mailto:alaban@cgf.com)

**J.P. Michaud**

Managing Director  
Charlotte  
[jmichaud@cgf.com](mailto:jmichaud@cgf.com)

**Michael Petsky**

Managing Director  
New York  
[mpetsky@cgf.com](mailto:mpetsky@cgf.com)

**Seth Rosenfield**

Managing Director  
New York  
[srosenfield@cgf.com](mailto:srosenfield@cgf.com)

**Maurice Watkins**

Managing Director  
New York  
[mwatkins@cgf.com](mailto:mwatkins@cgf.com)

**Matthew Kebel**

Director  
New York  
[mkebel@cgf.com](mailto:mkebel@cgf.com)

**Peter Sullivan**

Director  
New York  
[psullivan@cgf.com](mailto:psullivan@cgf.com)

**Andrew Pojani**

Co-Head US Tech Banking  
Boston  
[apojani@cgf.com](mailto:apojani@cgf.com)

**Scott Card**

Managing Director  
Boston  
[scard@cgf.com](mailto:scard@cgf.com)

**Matthew Kratter**

Managing Director  
New York  
[mkratter@cgf.com](mailto:mkratter@cgf.com)

**Ben Lunka**

Managing Director  
Charlotte  
[blunka@cgf.com](mailto:blunka@cgf.com)

**Tom O'Connor**

Co-Head of US Healthcare IB  
New York  
[toconnor@cgf.com](mailto:toconnor@cgf.com)

**John Prunier**

Managing Director  
New York  
[jprunier@cgf.com](mailto:jprunier@cgf.com)

**Lexia Schwartz**

Managing Director  
New York  
[lschwartz@cgf.com](mailto:lschwartz@cgf.com)

**Mark Young**

Managing Director  
Boston  
[myoung@cgf.com](mailto:myoung@cgf.com)

**Wes Rossiter**

Director  
Boston  
[wrossiter@cgf.com](mailto:wrossiter@cgf.com)

**Rohan Sura**

Director  
New York  
[rsura@cgf.com](mailto:rsura@cgf.com)