

# CG US Tech Team Snapshot

**Canaccord Genuity's US Tech Team Completes 72 Transactions Over the Last Twelve Months in the Technology, Media, Marketing, and Information Services Industries**  
CONTINUED MOMENTUM IN M&A HIGHLIGHTED BY 62 ENGAGEMENTS CLOSED

**Selected Transactions Announced as of 3/31/23**

 <b>IPKEYS</b> POWER PARTNERS \$43,000,000 Financial Advisor on sale to  March 2023	 <b>motorsport GAMES</b> \$10,000,000 ATM Offering Sole Agent March 2023	 <b>XTIVA</b> ACHIEVE MORE Financial Advisor on sale to  March 2023	 <b>2E</b> Financial Advisor on investment from  March 2023	 <b>SHIFT7</b> Financial Advisor on sale to  March 2023	 <b>TI Health</b> Financial Advisor on sale to  March 2023	 <b>CAPITAL PARTNERS</b> Financial Advisor on investment in  February 2023
 <b>eraptr</b> Financial Advisor on sale to  February 2023	 <b>authentic.</b> Financial Advisor on sale to  February 2023	 <b>Perspecta</b> Financial Advisor on sale to  February 2023	 <b>Blue Apron</b> \$70,000,000 ATM Offering Sole Agent February 2023	 <b>excellerate</b> Financial Advisor on sale to  January 2023	 <b>WILLOWTREE</b> \$1,225,000,000 Financial Advisor on sale to  January 2023	 <b>Apptentive</b> Financial Advisor on sale to  January 2023
 <b>FENOM DIGITAL</b> Financial Advisor on sale to  January 2023	 <b>EZCORP</b> \$230,000,000 Conv. Notes Offering Bookrunner December 2022	 <b>SHERIDAN CAPITAL PARTNERS</b> Financial Advisor on investment in  December 2022	 <b>FUELED</b> Financial Advisor on investment from  November 2022	 <b>Emtec</b> Business & Technology Empowerment Financial Advisor on acquisition of  November 2022	 <b>PRIVIA HEALTH</b> \$135,125,000 Follow-On Bookrunner November 2022	 <b>aspirent</b> Financial Advisor on sale to  November 2022
 <b>Blue Apron</b> \$30,000,000 ATM Offering Sole Agent November 2022	 <b>NTERSOL</b> Financial Advisor on sale to  November 2022	 <b>INCLINE EQUITY PARTNERS</b> Financial Advisor on investment in  November 2022	 <b>WPROMOTE</b> Financial Advisor on investment from  October 2022	 <b>GutCheck</b> Financial Advisor on sale to  October 2022	 <b>Blue Apron</b> \$15,000,000 ATM Offering Sole Agent October 2022	 <b>NetworkCoverage</b> Technology Solution Provider Financial Advisor on investment from  September 2022
 <b>Synoptek</b> Financial Advisor on investment from  September 2022	 <b>searchspring</b> Financial Advisor on investment from  September 2022	 <b>spire</b> \$85,000,000 ATM Offering Sole Agent September 2022	 <b>highwire PUBLIC RELATIONS</b> Financial Advisor on investment from  September 2022	 <b>utilitycloud</b> Financial Advisor on sale to  September 2022	 <b>Dig Insights</b> Financial Advisor on investment from  September 2022	 <b>LSDIRECT</b> Financial Advisor on investment from  August 2022
 <b>KELSO PRIVATE EQUITY</b> Financial Advisor on investment in  August 2022	 <b>HUT 8</b> \$200,000,000 ATM Offering Lead Agent August 2022	 <b>RIA</b> RECOGNIZE + INNOVATE + ACCELERATE Financial Advisor on investment from  August 2022	 <b>THE STABLE</b> Financial Advisor on sale to  August 2022	 <b>sound HEALTHCARE COMMUNICATIONS</b> Financial Advisor on sale to  August 2022	 <b>bpd</b> Financial Advisor on investment from  August 2022	 <b>FuelCell Energy</b> 95,000,000 Shares ATM Offering Co-Agent July 2022
 <b>amplifire</b> Financial Advisor recapitalization by  July 2022	 <b>WILSON ALLEN</b> Financial Advisor on merger with  July 2022	 <b>MST SOLUTIONS</b> Financial Advisor on sale to  July 2022	 <b>WorkStride</b> Financial Advisor on sale to  July 2022	 <b>VHT STUDIOS</b> Financial Advisor on sale to  July 2022	 <b>EDGE TECHNOLOGY GROUP</b> Financial Advisor on sale to  June 2022	 <b>Performio</b> Financial Advisor on investment from  June 2022

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

Rank	Firm Name	# of Transactions LTM 3/31/23	Rank	Firm Name	# of Transactions 2020-2022
1	Canaccord Genuity	58	1	Canaccord Genuity	172
2	Lincoln International	28	2	William Blair	108
3	Houlihan Lokey	20	3	Raymond James	97
4	Morgan Stanley	17	4	Houlihan Lokey	95
4	William Blair	17	5	Goldman Sachs	74
6	Jefferies	16	5	Lincoln International	74
6	Goldman Sachs	16	7	Evercore Group	70
8	Moelis	13	8	Baird	68
8	Raymond James	13	9	Jefferies	67
10	RBC	10	10	Morgan Stanley	45
11	Harris Williams	9	11	Stifel	41
11	Stifel	9	12	Moelis	40

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

Rank	Firm Name	# of Transactions LTM 3/31/23	Rank	Firm Name	# of Transactions 2020-2022
1	Canaccord Genuity	46	1	Canaccord Genuity	114
2	Houlihan Lokey	11	2	Houlihan Lokey	45
3	Lincoln International	8	3	Raymond James	33
4	JEGI	7	4	Lincoln International	29
5	Evercore	6	5	William Blair	27
6	Moelis	5	6	Moelis	21
6	William Blair	5	6	JEGI	21
6	Progress Partners	5	8	Baird	20
6	Raymond James	5	9	Luma Partners	16
10	Cowen	4	10	Goldman Sachs	15

## Leading Global Underwriter Since 2022<sup>2</sup>

Global Rank	Firm Name	Total Deals	Bookrun Deals
1	Canaccord Genuity	407	311
2	JPMorgan	328	319
3	Goldman Sachs	315	305
4	Morgan Stanley	295	288
5	BofA Securities	254	246
6	Citi	223	218
8	Stifel	162	105
9	Jefferies	157	155
10	Raymond James & Associates	152	73
10	RBC Capital Markets	152	118

<sup>1</sup>Source: PitchBook for the time period 1/1/20-3/31/23. 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 3/31/23

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**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 grow in the last twelve months, with the August 2022 acquisition of UK-based Results International Group LLP, a leading Europe-focused M&A firm specializing in Technology and Healthcare, as well as the January 2023 hiring of a group of specialist bankers with deep experience in automation and cyber security.

Over the past year, we continued to be the leading and most active investment bank for middle-market TMT activity, as well as for the Media & Information Services space. During the twelve months ended March 31, 2023, our US TMMIS Team:

- Completed 72 total transactions for 58 different corporate clients
- Closed 62 M&A advisory engagements, which ranged from growth and minority investments to strategic sales and private equity recaps
  - More than 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 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 70 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.

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