

CG US Tech Team Snapshot



Canaccord Genuity's US Tech Team Completes 57 Transactions Over the Last Twelve Months in the Technology, Media, Marketing, and Information Services Industries

CONTINUED MOMENTUM IN M&A HIGHLIGHTED BY 44 CLOSED ENGAGEMENTS

Selected Recent Transactions

<p>next technik</p> <p>Financial Advisor on sale to</p> <p>ORACLE</p> <p>Pending</p>	<p>camelot STRATEGIC MARKETING & MEDIA</p> <p>Financial Advisor on sale to</p> <p>PMG</p> <p>October 2023</p>	<p>klaviyo</p> <p>\$576,000,000</p> <p>IPO</p> <p>Co-Manager</p> <p>September 2023</p>	<p>TOMORROW</p> <p>Financial Advisor on strategic investment from</p> <p>bv INVESTMENT PARTNERS</p> <p>September 2023</p>	<p>ICF</p> <p>Financial Advisor on sale of its US commercial marketing group to</p> <p>COHERE</p> <p>September 2023</p>	<p>brainlabs</p> <p>Financial Advisor on significant investment from</p> <p>FALFURRIAS CAPITAL</p> <p>September 2023</p>	<p>GTCR</p> <p>Financial Advisor on acquisition of</p> <p>FOUNDATIONSOURCE</p> <p>September 2023</p>
<p>smartShift</p> <p>Financial Advisor on recapitalization by</p> <p>Ridgmont EQUITY PARTNERS</p> <p>September 2023</p>	<p>FACTOR</p> <p>Financial Advisor on sale to</p> <p>virtusa</p> <p>September 2023</p>	<p>HIVE</p> <p>\$90,000,000</p> <p>ATM Offering</p> <p>Co-Agent</p> <p>August 2023</p>	<p>GRAMMATECH</p> <p>Financial Advisor on sale of its software business to</p> <p>Battery</p> <p>August 2023</p>	<p>Cipher Mining</p> <p>\$250,000,000</p> <p>ATM Offering</p> <p>Co-Agent</p> <p>August 2023</p>	<p>AVIONOS</p> <p>Financial Advisor on sale to</p> <p>Hero DIGITAL</p> <p>August 2023</p>	<p>MicroStrategy</p> <p>\$750,000,000</p> <p>ATM Offering</p> <p>Co-Agent</p> <p>August 2023</p>
<p>bayard</p> <p>Financial Advisor on sale to</p> <p>Appcast</p> <p>July 2023</p>	<p>KANTAR</p> <p>Financial Advisor on sale of its healthcare vertical business to</p> <p>M3, Inc.</p> <p>July 2023</p>	<p>clearlyrated</p> <p>Financial Advisor on investment from</p> <p>SOFTWARE GROWTH PARTNERS</p> <p>June 2023</p>	<p>Lovelytics</p> <p>Financial Advisor on investment from</p> <p>INTERLOCK databricks</p> <p>June 2023</p>	<p>CORRA</p> <p>Financial Advisor on sale to</p> <p>publicis sapient</p> <p>June 2023</p>	<p>AVANCE</p> <p>Financial Advisor on investment in</p> <p>cleverttech</p> <p>June 2023</p>	<p>vividseats</p> <p>\$128,000,000</p> <p>Follow-On</p> <p>Co-Manager</p> <p>May 2023</p>
<p>WeSpire</p> <p>Financial Advisor on sale to</p> <p>Bonterra</p> <p>May 2023</p>	<p>pto Intuitive Innovation</p> <p>Financial Advisor on significant investment from</p> <p>424 CAPITAL</p> <p>May 2023</p>	<p>MicroStrategy</p> <p>\$625,000,000</p> <p>ATM Offering</p> <p>Co-Agent</p> <p>May 2023</p>	<p>FS VECTOR</p> <p>Financial Advisor on investment from</p> <p>STONE GOFF</p> <p>May 2023</p>	<p>decisionlink CUSTOMER VALUE MANAGEMENT</p> <p>Financial Advisor on sale to</p> <p>X factor.io</p> <p>April 2023</p>	<p>IPKEYS POWER PARTNERS</p> <p>\$43,000,000</p> <p>Financial Advisor on sale to</p> <p>PARSONS</p> <p>April 2023</p>	<p>SHIFT7 DIGITAL</p> <p>Financial Advisor on sale to</p> <p>MERKLE a dentau company</p> <p>March 2023</p>
<p>XTIVA ACHIEVE MORE</p> <p>Financial Advisor on sale to</p> <p>PUREFACTS</p> <p>March 2023</p>	<p>Blue Apron</p> <p>\$30,000,000</p> <p>Debt Advisory</p> <p>March 2023</p>	<p>2EX</p> <p>Financial Advisor on investment from</p> <p>RECOGNIZE</p> <p>March 2023</p>	<p>motorsport GAMES</p> <p>\$2,919,403</p> <p>ATM Offering</p> <p>Sole Agent</p> <p>March 2023</p>	<p>TI Health</p> <p>Financial Advisor on sale to</p> <p>REAL CHEMISTRY</p> <p>March 2023</p>	<p>CAPITAL PARTNERS</p> <p>Financial Advisor on investment in</p> <p>FOUNDANT technologies</p> <p>February 2023</p>	<p>eröptr</p> <p>Financial Advisor on sale to</p> <p>AMULET CAPITAL ATHYRIUM</p> <p>February 2023</p>
<p>authentic.</p> <p>Financial Advisor on sale to</p> <p>CONCORD</p> <p>February 2023</p>	<p>Perspecta</p> <p>Financial Advisor on sale to</p> <p>Fifth Century Partners</p> <p>February 2023</p>	<p>Blue Apron</p> <p>\$70,000,000</p> <p>ATM Offering</p> <p>Sole Agent</p> <p>February 2023</p>	<p>excellerate</p> <p>Financial Advisor on sale to</p> <p>encora</p> <p>January 2023</p>	<p>WILLOWTREE</p> <p>\$1,225,000,000</p> <p>Financial Advisor on sale to</p> <p>TELUS</p> <p>January 2023</p>	<p>Apptentive</p> <p>Financial Advisor on sale to</p> <p>Alchemer</p> <p>January 2023</p>	<p>FENOM DIGITAL</p> <p>Financial Advisor on sale to</p> <p>WPP</p> <p>January 2023</p>

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Ranked #1 for Middle-Market TMT Activity¹

Rank	Firm Name	# of Transactions LTM 9/30/23	Rank	Firm Name	# of Transactions 2020-2022
1	Canaccord Genuity	44	1	Canaccord Genuity	173
2	Lincoln International	25	2	Raymond James	103
3	Houlihan Lokey	23	3	Houlihan Lokey	101
4	Raymond James	17	4	William Blair	93
5	William Blair	16	5	Goldman Sachs	86
6	Stifel	13	6	Lincoln International	79
7	Jefferies	12	7	Evercore	70
8	Evercore	11	7	Baird	70
9	AGC	10	9	Jefferies Financial	64
10	Morgan Stanley	9	10	Morgan Stanley	48
11	Moelis	8	10	Stifel	48
12	Harris Williams	7	12	Moelis	42

Ranked #1 for Media & Information Services Activity¹

Rank	Firm Name	# of Transactions LTM 9/30/23	Rank	Firm Name	# of Transactions 2020-2022
1	Canaccord Genuity	38	1	Canaccord Genuity	112
2	Houlihan Lokey	12	2	Houlihan Lokey	52
3	BrightTower	10	3	Lincoln International	40
4	JEGI	7	3	Raymond James	40
4	Moelis	7	5	JEGI	26
6	AGC	6	6	GP Bullhound	24
6	Evercore	6	6	William Blair	24
6	Lincoln International	6	8	Moelis	22
9	Raymond James	5	9	BrightTower	19
10	GP Bullhound	4	9	Baird	19

Ranked #1 for US Digital & Tech-Enabled Healthcare Activity²

Rank	Firm Name	# of Transactions LTM 9/30/23	Rank	Firm Name	# of Transactions 2020-2022
1	Canaccord Genuity	9	1	Canaccord Genuity	31
2	Clearsight Advisors	2	2	TripleTree	17
2	KeyBanc	2	3	William Blair	16
2	Raymond James	2	4	Goldman Sachs	9
5	Bailey & Company	1	4	Ziegler	9
5	Cantor Fitzgerald	1	6	Evercore	7
5	Centerview	1	6	Healthcare Growth	7
5	Chesapeake Corporate Advisors	1	6	Houlihan Lokey	7
5	Citizens	1	6	Lincoln International	7
5	Edgemont	1	10	KeyBanc	6

Leading Global Underwriter Since 2022³

Global Rank	Firm Name	Total Deals	Bookrun Deals
1	Canaccord Genuity	571	451
2	JPMorgan	486	472
3	Goldman Sachs	468	453
4	Morgan Stanley	430	415
5	BofA Securities	415	395
6	Citi	342	333
7	UBS	325	311
9	Jefferies	249	247
10	Barclays	228	217
11	RBC Capital Markets	225	178

¹Source: PitchBook for the time period 1/1/20-9/30/23. Transaction totals represent US 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

²Source: PitchBook for the time period 1/1/20-9/30/23. Transaction totals represent US M&A/Control transactions, All Buyout Types, and Growth/Expansion transactions in the Digital Health, Tech Healthcare, and Healthcare-focused Technology, Media & Telecommunications, and Media & Information Services segments as classified by PitchBook

³Source: Dealogic as of 9/30/23

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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 and invest in our team in 2023. In addition to our January hiring of a group of specialist bankers with deep experience in automation and cyber security, we also welcomed managing directors Nick Clemens and Jake Rapp in September to head up our Human Capital Management practice, which has a broad focus on technology, solutions, and services in the broader HCM ecosystem.

Year after year, we continue to be the leading and most active investment bank for middle-market TMT activity, Media & Information Services, and Digital & Tech-Enabled Healthcare activity. During the twelve months ended September 30, 2023, our US TMMIS Team:

- Completed 57 total transactions for 47 different corporate clients
- Closed 44 M&A advisory engagements, which ranged from strategic sales and private equity recaps to corporate divestitures
 - 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 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 US investment banking team has nearly 160 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, Europe, Asia, and Australia.

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

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

Sanjay Chadda

Managing Director,
Co-Head of US & Technology, Media,
Marketing & Information Services
Investment Banking
New York
schadda@cgf.com

Andrew Pojani

Managing Director,
Co-Head of US Technology, Media,
Marketing & Information Services
Investment Banking
Boston
apojani@cgf.com

Jen Pardi

Managing Director,
Global Head of ECM & Co-Head of
US Securities
Boston
jpardi@cgf.com

Lisa McClure Byrnes

Managing Director
Boston
lbyrnes@cgf.com

Nick Clemens

Managing Director
Charlotte
nclemens@cgf.com

Matt Kebel

Managing Director
New York
mkebel@cgf.com

Matthew Kratter

Managing Director
New York
mkratter@cgf.com

Anil Kuruganti

Managing Director
New York
akuruganti@cgf.com

Ben Lunka

Managing Director
Charlotte
blunka@cgf.com

Trevor Martin

Managing Director
Boston
tmartin@cgf.com

JP Michaud

Managing Director
Charlotte
jmichaud@cgf.com

Tom O'Connor

Managing Director,
Co-Head of US Healthcare
Investment Banking
New York
toconnor@cgf.com

Jason Partenza

Managing Director
New York
jpartenza@cgf.com

Michael Petsky

Managing Director
New York
mpetsky@cgf.com

Jake Rapp, CFA

Managing Director
Chicago
jrapp@cgf.com

Geoff Rhizor

Managing Director
San Francisco
grhizor@cgf.com

Seth Rosenfield

Managing Director
New York
srosenfield@cgf.com

Lexia Schwartz

Managing Director
New York
lschwartz@cgf.com

Edin Trto

Managing Director
New York
etrto@cgf.com

Maurice Watkins

Managing Director
New York
mwatkins@cgf.com

Christopher Heasman

Director
New York
cheasman@cgf.com

Matt Hoffman

Director
New York
mhoffman@cgf.com

Kevin Lynch

Director
New York
klynch@cgf.com

Isaac Porter

Director
Boston
iporter@cgf.com

Wesley Rossiter

Director
Boston
wrossiter@cgf.com

Peter Sullivan

Director
Chicago
psullivan@cgf.com

Rohan Sura

Director
New York
rsura@cgf.com

Financial Sponsors Coverage

Isaiah Knouff

Managing Director,
Co-Head of Financial
Sponsors Coverage
Nashville
iknouff@cgf.com

Amy LaBan, CFA

Managing Director,
Co-Head of Financial
Sponsors Coverage
Chicago
alaban@cgf.com

Bryan Cummings

Managing Director
New York
bcummings@cgf.com

Robert (Tenny) Field

Managing Director
New York
rfield@cgf.com

M&A

David Istock

Managing Director,
Head of US M&A
San Francisco
distock@cgf.com