

```
... } else { (i+1) } n "margin" (s v.css(e,n
"padding" (s parseFloat(Dt(e,"border" $t i
... )} e.style t ;if(Ut.test(r))return r;is (v.soppo
... );t.remove();if(n "none" n ""){Pt i.body.app
... type.html<html><body>),Ht.close();t Ht.body.appendCh
... object"?t "" )" ,i,n,r)}};else if ( n v.type(t) "obj
... ngth;if(v.isFunction(n)for(;u a;u )r o u ,s \+ .tes
... l (c u);f u a f (n,r,i),typeof.u "string" ( c
... in n)n r t ((s r?e i (i {})) r n r);i v.extend
... ),i t (i e.mimeType | n.getResponseHeader("content-ty
... (o),r o }function.On(e,t){var n,r,i,s,o e.dataTypes.s
... "i | a " * . i ;if (n)for(r in a){s r.split(".");if(s
... r",error n?l:"No.conversion.from." +u ".to." +i)}}u i}re
... )}}function.$n(){return.setTimeout(function(){qn t},
... ,u v.Deferred().always(function(){delete a.elem}),a fi
... ith(e, f), !1)},f=u.promise({elem:e,props:v.extend({
... (e, f.opts,t,n,f.opts.specialEasing|f.opts.easing)
... ps;Qn(l,f.opts.specialEasing);for(;i<o;i++){r=Xn[i].c
... ess(f.opts.progress).done(f.opts.done,f.opts.complete
... &&(i=s[1],s=e[n]=s[0]),n!=r&&(e[r]=s,delete e[n]),o=
... g=e.nodeType&&Gt(e);n.queue || (l=v._queueHooks(e,"fx"
... y.fire()))},e.nodeType==1&&("height"in t||"width"i
... block":p.zoom=1)),n.overflow&&(p.overflow="hidden",v.
... toggle";if(s==(g?"hide":"show"))continue;m.push(r)}
... oveData(e,"fxshow",!0);for(t in d)v.style(e,t,d[t]))
... prototype.init(e,t,n,r,i)}function.Zn(e,t){var n,r={h
... ow:!1}var n,r,i=e.document,s=e.location,o=e.navigator
... lice,c=Array.prototype.indexOf,h=Object.prototype.toS
... 0+|[\s\uFEFF\uA0]+$/g,w=/^(?:[^\<]*(\<[\w\W]+>)[^\>]*
... )/g,C=/^ms-/,k=/-([\da-z])/gi,L=function(e,t){return
... etachEvent("onreadystatechange",A),v.ready()),0={};
... typeof e=="string"){e.charAt(0)=="<"&&e.charAt(e.le
... isPlainObject(n)&&this.attr.call(e,n,!0),v.merge(thi
... ctor(n).find(e))return v.isFunction(e)?r.ready(e):(
... (this)},get:function(e){return e==null?this.toArray(
... "find"?r.selector=this.selector+(this.selector?" ":"
... )(return e+=e,e==1?this.slice(e):this.slice(e,e-1
... ),l.call(arguments).join(",")},map:function(e){retu
... v.fn,v.extend=v.fn.extend=function(){var e,n,r,i,s
... rse:f;a)}if((e=arguments[a])!=null)for(n in e){e
... v.extend({noConflict:function(t){return e
```



# M&A MARKET MONITOR

SOFTWARE

January 2021

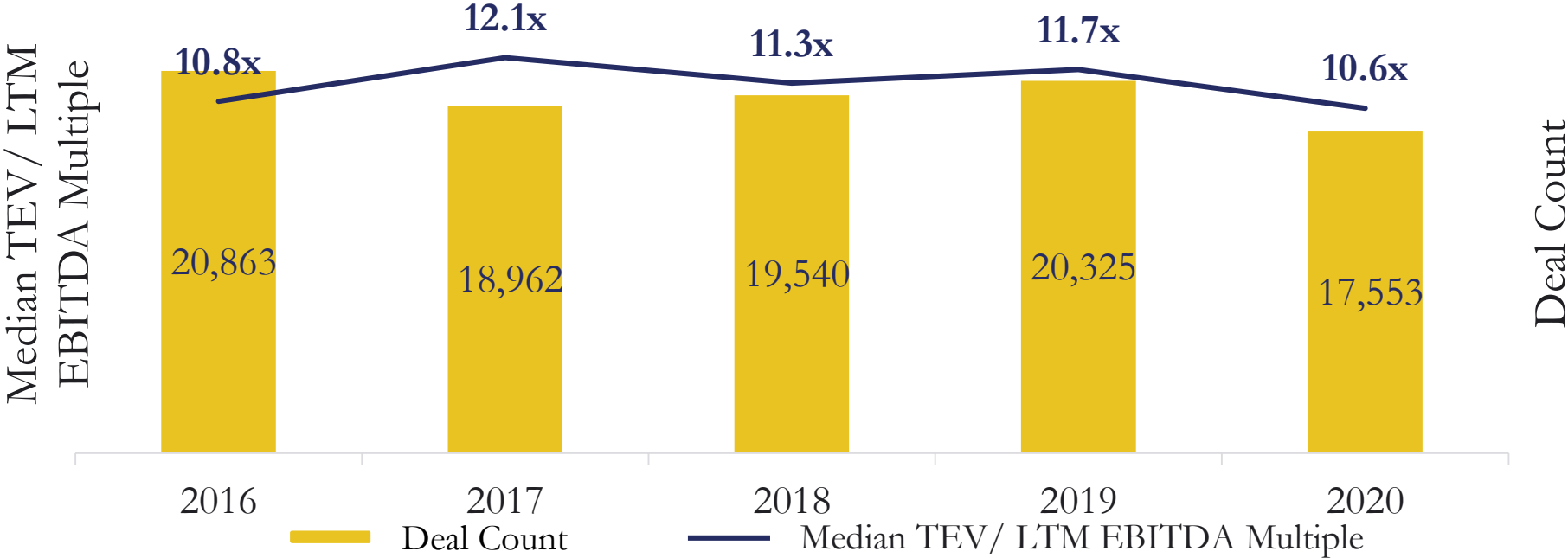
# U.S. & Canada M&A Market Overview



## Overall Market Transactions

### Quick Highlights

- Although the pandemic affected the U.S. & Canada M&A market, volume and multiples ended the year at approximately 90% of recent historical averages
  - 2020 deal count was 88% of the previous 4-year (2016-2019) average
  - 2020 median TEV/LTM EBITDA multiple was 92% of the previous 4-year (2016-2019) average



Source: S&P Capital IQ; ArkMalibu; Other publicly available sources, As of 12/31/2020

### About the Data

The information presented in this report is an analysis of deals in the United States or Canada. A deal is described as any closed or announced M&A transaction where the target is headquartered in the United States or Canada, financial terms of the transaction have been disclosed, and the target has an industry classification that falls into the subject industry group and as such may not be representative of your company's market valuation. Past performance is not indicative of future results. Certain adjustments have been made to the information to exclude transactions which are not specific to the industry or incorporate relevant transactions for which an industry classification was omitted.

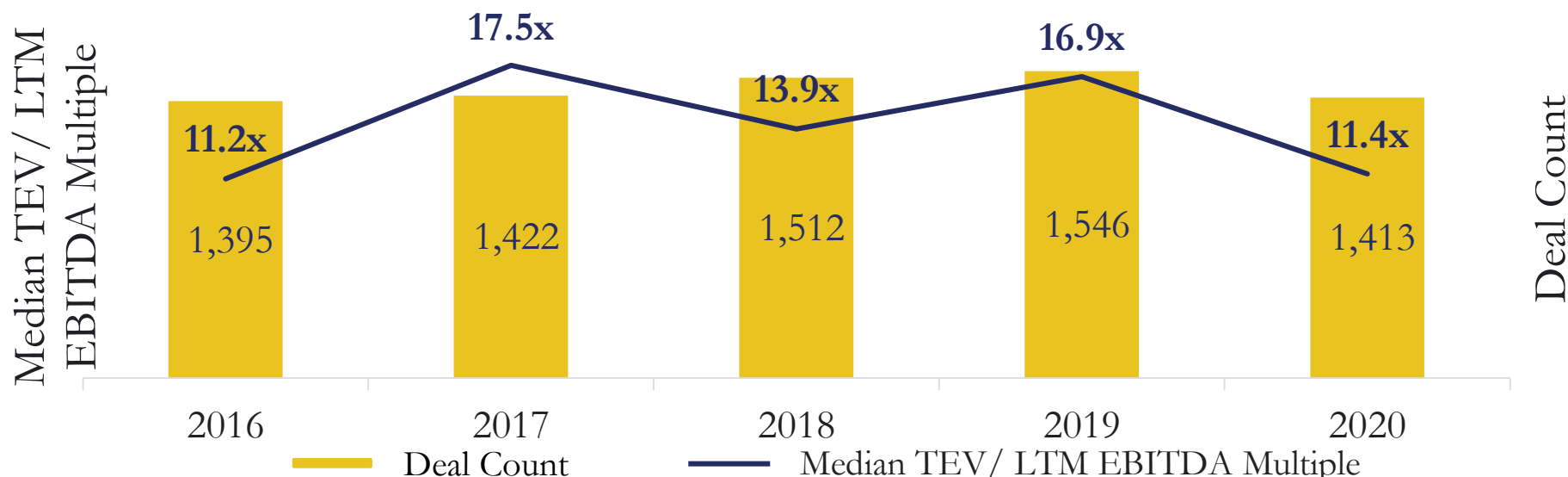
# U.S. & Canada M&A Market Overview

## Software Transactions



### Quick Highlights

- The Software industry 2020 deal count remained relatively flat compared to historical averages while multiples lagged
  - 2020 deal count was 96% of the previous 4-year (2016-2019) average
  - 2020 median TEV/LTM EBITDA multiple was 77% of the previous 4-year (2016-2019) average



Source: S&P Capital IQ; ArkMalibu; Other publicly available sources

As of 12/31/2020

### About the Data

The information presented in this report is an analysis of deals in the United States or Canada. A deal is described as any closed or announced M&A transaction where the target is headquartered in the United States or Canada, financial terms of the transaction have been disclosed, and the target has an industry classification that falls into the subject industry group and as such may not be representative of your company's market valuation. Past performance is not indicative of future results. Certain adjustments have been made to the information to exclude transactions which are not specific to the industry or incorporate relevant transactions for which an industry classification was omitted.

# Public Companies' Trading Metrics | Software

As of: 12/31/2020













Category / Company	Valuation Statistics				Multiples Data			
	Last Price	Equity Value	Enterprise Value	EBITDA Margin	EV / Revenue (x)		EV / EBITDA (x)	
					LTM	NTM	LTM	NTM
USD in millions except per share price								
<b>Banking &amp; Financial Software</b>								
CoreLogic, Inc.	\$77.32	\$6,014	\$7,405	24.9%	4.0	4.4	15.3	11.4
Fidelity National Information Services, Inc.	\$141.46	\$87,777	\$105,790	35.4%	8.4	7.9	23.8	17.6
Fiserv, Inc.	\$113.86	\$76,336	\$97,655	32.1%	6.5	6.2	20.1	15.9
International Business Machines Corporation	\$125.88	\$112,166	\$167,084	18.3%	2.2	2.2	9.3	9.9
Jack Henry & Associates, Inc.	\$161.99	\$12,362	\$12,237	26.1%	7.2	6.8	26.4	21.7
NCR Corporation	\$37.57	\$4,843	\$8,598	9.9%	1.3	1.3	10.7	8.4
SS&C Technologies Holdings, Inc.	\$72.75	\$18,621	\$25,575	37.1%	5.5	5.4	14.1	13.6
<b>Median</b>	<b>\$113.86</b>	<b>\$18,621</b>	<b>\$25,575</b>	<b>26.1%</b>	<b>5.5</b>	<b>5.4</b>	<b>15.3</b>	<b>13.6</b>
<b>Business Intelligence &amp; Analytics</b>								
Alteryx, Inc.	\$121.79	\$8,109	\$8,166	4.8%	16.6	15.3	214.4	108.3
Cardlytics, Inc.	\$142.77	\$3,921	\$3,818	-20.1%	20.2	16.8	NM	NM
Ceridian HCM Holding Inc.	\$106.56	\$15,750	\$16,205	11.3%	19.3	17.7	164.7	93.4
Cloudera, Inc.	\$13.91	\$4,350	\$3,992	-9.3%	4.7	4.3	NM	22.1
Domo, Inc.	\$63.77	\$1,910	\$1,931	-40.7%	9.7	8.4	NM	NM
Fair Isaac Corporation	\$511.04	\$14,870	\$15,649	28.6%	12.1	11.7	39.4	33.9
MicroStrategy Incorporated	\$388.55	\$3,601	\$3,654	12.5%	7.6	NM	46.6	NM
Splunk Inc.	\$169.89	\$27,475	\$28,160	-25.9%	12.4	11.5	NM	NM
Teradata Corporation	\$22.47	\$2,456	\$2,606	8.0%	1.4	1.4	14.7	6.3
Verint Systems Inc.	\$67.18	\$4,416	\$4,889	14.8%	3.9	3.7	21.7	14.2
<b>Median</b>	<b>\$106.56</b>	<b>\$4,350</b>	<b>\$3,992</b>	<b>4.8%</b>	<b>9.7</b>	<b>11.5</b>	<b>43.0</b>	<b>28.0</b>
<b>Enterprise Platform</b>								
Adobe Inc.	\$500.12	\$239,917	\$238,633	37.4%	18.5	15.7	46.7	31.7
International Business Machines Corporation	\$125.88	\$112,166	\$167,084	18.3%	2.2	2.2	9.3	9.9
Microsoft Corporation	\$222.42	\$1,681,606	\$1,626,873	46.3%	11.1	10.0	23.2	22.3
Oracle Corporation	\$64.69	\$190,450	\$223,458	43.8%	5.7	5.5	12.9	11.0
SAP SE	\$131.60	\$156,184	\$163,964	33.3%	4.8	NM	17.7	NM
<b>Median</b>	<b>\$131.60</b>	<b>\$190,450</b>	<b>\$223,458</b>	<b>37.4%</b>	<b>5.7</b>	<b>7.8</b>	<b>17.7</b>	<b>16.6</b>

Source: S&P Capital IQ; ArkMalibu

EV = enterprise value; LTM = last twelve months; NTM = next twelve months; NM = not meaningful

# Public Companies' Trading Metrics | Software

As of: 12/31/2020

Category / Company	Valuation Statistics					Multiples Data			
	Last Price	Equity Value	Enterprise Value	EBITDA Margin	EV / Revenue (x)		EV / EBITDA (x)		
					LTM	NTM	LTM	NTM	
USD in millions except per share price									
<b>Industry Vertical</b>									
Allscripts Healthcare Solutions, Inc.	\$14.44	\$2,281	\$3,258	4.2%	1.9	2.1	29.0		12.1
AppFolio, Inc.	\$180.04	\$6,180	\$6,039	7.0%	19.8	18.0	225.4		102.4
Blackbaud, Inc.	\$57.56	\$2,779	\$3,303	12.5%	3.6	3.7	22.2		14.9
Cerner Corporation	\$78.48	\$24,061	\$24,671	22.5%	4.4	4.4	19.2		13.5
Constellation Software Inc.	\$1,297.22	\$27,490	\$27,564	16.6%	6.9	6.3	37.9		21.5
CoreLogic, Inc.	\$77.32	\$6,014	\$7,405	24.9%	4.0	4.4	15.3		11.4
Guidewire Software, Inc.	\$128.73	\$10,782	\$10,091	1.3%	13.4	13.6	NM		NM
HealthStream, Inc.	\$21.84	\$692	\$571	14.8%	2.3	2.5	13.9		16.1
Inovalon Holdings, Inc.	\$18.17	\$2,824	\$3,744	27.4%	5.7	5.2	19.7		14.5
Pluralsight, Inc.	\$20.96	\$2,507	\$2,714	-33.6%	7.2	6.3	NM		NM
RealPage, Inc.	\$87.24	\$8,619	\$9,339	17.0%	8.4	7.5	45.4		26.5
SS&C Technologies Holdings, Inc.	\$72.75	\$18,621	\$25,575	37.1%	5.5	5.4	14.1		13.6
Veeva Systems Inc.	\$272.25	\$41,237	\$39,705	26.9%	28.8	24.1	103.4		62.5
<b>Median</b>	<b>\$75.04</b>	<b>\$6,097</b>	<b>\$6,722</b>	<b>15.7%</b>	<b>5.6</b>	<b>5.3</b>	<b>22.2</b>		14.9

Source: S&P Capital IQ; ArkMalibu  
 EV = enterprise value; LTM = last twelve months; NTM = next twelve months; NM = not meaningful

# Public Companies' Trading Metrics | Software

As of: 12/31/2020

Category / Company	Valuation Statistics					Multiples Data			
	Last Price	Equity Value	Enterprise Value	EBITDA Margin	EV / Revenue (x)		EV / EBITDA (x)		
					LTM	NTM	LTM	NTM	
USD in millions except per share price									
<b>Infrastructure</b>									
A10 Networks, Inc.	\$9.86	\$756	\$627	9.7%	2.8	2.6	19.4		12.4
Altair Engineering Inc.	\$58.18	\$4,285	\$4,291	6.3%	9.3	9.1	101.4		107.6
Appian Corporation	\$162.09	\$11,354	\$11,164	-12.1%	38.3	34.5	NM		NM
Atlassian Corporation Plc	\$233.87	\$58,281	\$57,097	3.7%	33.4	29.4	NM		118.0
Citrix Systems, Inc.	\$130.10	\$16,018	\$17,021	25.7%	5.3	5.3	19.9		15.0
Commvault Systems, Inc.	\$55.37	\$2,610	\$2,236	4.1%	3.3	3.2	56.7		16.8
Endava plc	\$76.75	\$4,173	\$4,150	8.9%	8.8	6.9	77.8		30.0
F5 Networks, Inc.	\$175.94	\$10,838	\$10,402	21.7%	4.4	4.2	17.7		11.8
Micro Focus International plc	\$5.79	\$1,939	\$6,716	31.8%	2.0	2.3	6.2		6.0
NetScout Systems, Inc.	\$27.42	\$2,017	\$2,118	17.2%	2.4	2.5	12.2		NM
New Relic, Inc.	\$65.40	\$4,094	\$3,760	-12.7%	5.9	5.4	NM		66.3
Nutanix, Inc.	\$31.87	\$6,423	\$6,254	-54.4%	4.8	4.8	NM		NM
Progress Software Corporation	\$45.19	\$2,038	\$2,129	34.4%	4.9	4.2	13.3		NM
Pure Storage, Inc.	\$22.61	\$6,168	\$5,871	-7.2%	3.5	3.2	NM		46.1
SailPoint Technologies Holdings, Inc.	\$53.24	\$4,840	\$4,717	8.9%	13.4	12.4	122.8		NM
ServiceNow, Inc.	\$550.43	\$107,361	\$106,613	12.4%	25.3	20.2	176.7		65.6
Software Aktiengesellschaft	\$40.78	\$3,017	\$2,734	21.2%	2.6	2.7	11.5		12.0
Splunk Inc.	\$169.89	\$27,475	\$28,160	-25.9%	12.4	11.5	NM		NM
VMware, Inc.	\$140.26	\$58,878	\$61,033	20.4%	5.3	4.9	23.9		13.8
<b>Median</b>	<b>\$58.18</b>	<b>\$4,840</b>	<b>\$5,871</b>	<b>8.9%</b>	<b>5.3</b>	<b>4.9</b>	<b>19.9</b>		16.8

Source: S&P Capital IQ; ArkMalibu  
 EV = enterprise value; LTM = last twelve months; NTM = next twelve months; NM = not meaningful

# Public Companies' Trading Metrics | Software

As of: 12/31/2020

Category / Company	Valuation Statistics				Multiples Data			
	Last Price	Equity Value	Enterprise Value	EBITDA Margin	EV / Revenue (x)		EV / EBITDA (x)	
					LTM	NTM	LTM	NTM
USD in millions except per share price								
<b>SaaS</b>								
Aspen Technology, Inc.	\$130.25	\$8,828	\$8,973	43.1%	15.6	12.3	34.9	20.7
Blackbaud, Inc.	\$57.56	\$2,779	\$3,303	12.5%	3.6	3.7	22.2	14.9
Box, Inc.	\$18.05	\$2,864	\$3,013	0.5%	4.0	3.7	54.2	14.4
DocuSign, Inc.	\$222.30	\$41,472	\$41,559	-10.1%	32.0	23.4	NM	164.8
Dropbox, Inc.	\$22.19	\$9,178	\$9,074	12.1%	4.9	4.4	28.2	14.2
HubSpot, Inc.	\$396.44	\$18,192	\$17,795	-3.9%	21.8	17.6	NM	155.9
J2 Global, Inc.	\$97.69	\$4,454	\$5,472	38.9%	3.8	3.5	9.4	8.5
New Relic, Inc.	\$65.40	\$4,094	\$3,760	-12.7%	5.9	5.4	NM	66.3
Okta, Inc.	\$254.26	\$32,918	\$32,335	-22.9%	42.1	32.5	NM	NM
Paycom Software, Inc.	\$452.25	\$26,064	\$25,960	29.7%	31.9	27.3	103.0	70.2
RealPage, Inc.	\$87.24	\$8,619	\$9,339	17.0%	8.4	7.5	45.4	26.5
RingCentral, Inc.	\$378.97	\$33,968	\$34,686	-2.4%	31.5	25.5	NM	188.5
salesforce.com, inc.	\$222.53	\$203,714	\$200,445	10.0%	9.9	8.3	64.7	29.3
ServiceNow, Inc.	\$550.43	\$107,361	\$106,613	12.4%	25.3	20.2	176.7	65.6
Shopify Inc.	\$1,131.95	\$138,858	\$133,639	2.4%	54.4	38.0	NM	273.4
Veeva Systems Inc.	\$272.25	\$41,237	\$39,705	26.9%	28.8	24.1	103.4	62.5
Workday, Inc.	\$239.61	\$57,703	\$56,985	1.2%	13.7	11.9	NM	49.7
Zendesk, Inc.	\$143.12	\$16,699	\$16,507	-9.5%	16.9	13.7	NM	118.6
<b>Median</b>	<b>\$222.42</b>	<b>\$22,128</b>	<b>\$21,877</b>	<b>6.2%</b>	<b>16.3</b>	<b>13.0</b>	<b>49.8</b>	<b>62.5</b>

Source: S&P Capital IQ; ArkMalibu  
 EV = enterprise value; LTM = last twelve months; NTM = next twelve months; NM = not meaningful

# Public Companies' Trading Metrics | Software

As of: 12/31/2020

Category / Company	Valuation Statistics					Multiples Data			
	Last Price	Equity Value	Enterprise Value	EBITDA Margin	EV / Revenue (x)		EV / EBITDA (x)		
					LTM	NTM	LTM	NTM	
USD in millions except per share price									
<b>Security</b>									
Check Point Software Technologies Ltd.	\$132.91	\$18,634	\$14,738	45.1%	7.2	7.0	15.8		13.7
CyberArk Software Ltd.	\$161.59	\$6,259	\$5,635	5.4%	12.5	11.8	179.2		67.5
FireEye, Inc.	\$23.06	\$5,211	\$5,298	-6.4%	5.7	5.5	NM		36.1
Fortinet, Inc.	\$148.53	\$24,111	\$22,503	20.6%	9.2	7.9	42.4		26.8
F-Secure Oyj	\$4.69	\$742	\$750	10.5%	2.8	2.7	21.0		16.7
Mimecast Limited	\$56.84	\$3,632	\$3,662	12.2%	7.9	6.9	37.0		34.2
Palo Alto Networks, Inc.	\$355.39	\$34,411	\$34,636	0.8%	9.7	8.1	NM		35.5
Proofpoint, Inc.	\$136.41	\$7,872	\$7,696	-0.3%	7.6	6.8	246.2		42.8
Qualys, Inc.	\$121.87	\$4,755	\$4,363	34.6%	12.4	11.0	31.2		24.1
Rapid7, Inc.	\$90.16	\$4,674	\$4,814	-10.7%	12.3	10.4	NM		NM
SecureWorks Corp.	\$14.22	\$1,169	\$1,012	1.9%	1.8	1.8	35.8		47.4
Splunk Inc.	\$169.89	\$27,475	\$28,160	-25.9%	12.4	11.5	NM		NM
Tenable Holdings, Inc.	\$52.26	\$5,389	\$5,182	-12.7%	12.4	10.5	NM		107.6
Trend Micro Incorporated	\$57.55	\$7,979	\$6,149	33.8%	3.7	3.6	11.0		11.2
Zix Corporation	\$8.63	\$474	\$760	20.7%	3.6	3.2	15.0		13.5
Zscaler, Inc.	\$199.71	\$26,799	\$26,311	-21.1%	54.8	40.2	NM		294.0
<b>Median</b>	<b>\$106.02</b>	<b>\$5,824</b>	<b>\$5,467</b>	<b>3.6%</b>	<b>8.5</b>	<b>7.4</b>	<b>33.5</b>		34.8

Source: S&P Capital IQ; ArkMalibu

EV = enterprise value; LTM = last twelve months; NTM = next twelve months; NM = not meaningful





ARKMALIBU

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ArkMalibu is one of the only Mergers & Acquisitions advisory firms that focuses exclusively on sell-side transactions.

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- We pursue the highest possible value because we're unconflicted.



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- All of ArkMalibu's clients receive care and attention from our senior-level advisors and principals.
- From analysts to principals, our team remains present and available throughout the process.



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