



## ONLINE & MOBILE INDUSTRY

### Q3 2020 :: Mergers and Acquisitions Trend Report

#### Q3 2020 KEY HIGHLIGHTS

- The largest mobile related deal in Q3 2020 was Uber's announced acquisition of Postmates, a food and goods delivery service, for \$2.7 billion. Postmates is complementary to Uber Eats with differentiated geographic focus areas and customer demographics.
- There were 456 financially sponsored transactions in the 1st 3 Quarters of 2020 with an aggregate value of \$45.4 billion, representing 21 percent of the total volume and 32 percent of the total value, respectively.

#### Q3 2020 KEY TRENDS

- Total transaction volume in Q3 2020 improved by 23 percent over Q2 2020, from 635 to 778.
- Total transaction value rose from \$23.1 billion in Q2 2020 to \$62.9 billion in Q3 2020. This was the industry's peak for value on a quarterly basis year-to-date as well as its second highest value level throughout the past seven quarters.

#### MULTIPLES & VALUE TRENDS

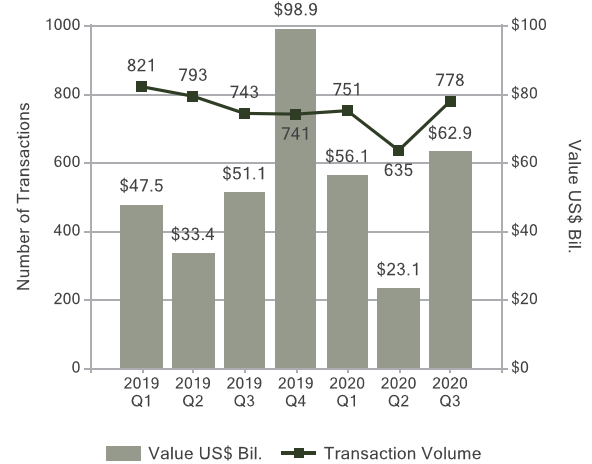
- The median revenue multiple from 2019 through the 1st 3 Quarters of 2020 declined by 15 percent, from 2.7x to 2.3x.
- The median EBITDA multiple from 2019 through the 1st 3 Quarters of 2020 decreased by ten percent, from 14.1x to 12.7x. This was in line with its 2018 level.

#### Top Ten Notable Transactions - 1st 3 Quarters 2020

Deal Date	Target Name	Buyer	Value MM US\$
02/20/20	E-Trade Financial Corp.	Morgan Stanley	\$13,132
08/06/20	Ellie Mae, Inc.	Intercontinental Exchange	\$11,000
07/21/20	eBay Classifieds Group	Adevinta ASA	\$9,214
06/11/20	GrubHub, Inc.	Just Eat Takeaway.com	\$7,428
02/25/20	Credit Karma	Intuit, Inc.	\$7,100
01/13/20	Plaid Technologies, Inc.	Visa, Inc.	\$5,300
08/05/20	Ancestry.com	Blackstone Group LP	\$4,700
09/18/20	51job, Inc.	DCP Capital Partners, L.P.	\$3,773
07/06/20	Postmates	Uber Technologies, Inc.	\$2,650
02/18/20	RSA Security	Symphony Technology Group, AlpInvest Partners N.V., Ontario Teachers' Pension Plan	\$2,075
2020 Aggregate Transaction Value			\$142,023
Top 10 Aggregate Transaction Value			\$66,372
Top 10 Aggregate Value as a Percentage of All Transactions			47 %

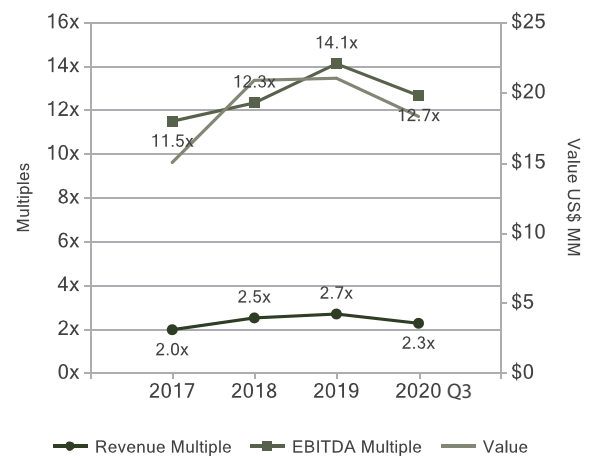
**Figure 3.** Lists the top ten transactions for the 1st 3 Quarters of 2020 and calculates their aggregate transaction value as a percentage of the total aggregate transaction value. **Note:** Transaction data based on **announced date**.

#### M&A Market Dynamics By Quarter



**Figure 1.** 2019-2020 value and volume comparison.

#### Median Enterprise Value Multiples



**Figure 2.** 2017-2020 median revenue and EBITDA comparison through Q3 2020.

#### TOP TEN DEALS THROUGH Q3 2020

The top ten deals by value have seen five new additions since our half year report, two of which were completed by financial sponsors: Blackstone Group's announced acquisition of Ancestry.com for \$4.7 billion and DCP Capital Partners' announced acquisition of 51job for \$3.8 billion.

These five transactions, with an aggregate value of \$31.3 billion, represented 22 percent of transaction value in the 1st 3 Quarters of 2020 and 50 percent of Q3 2020 transaction value.

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## RECENT ONLINE & MOBILE TRANSACTIONS



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