



ONLINE & MOBILE INDUSTRY

Q3 2021 :: Mergers and Acquisitions Trend Report

Q3 2021 KEY HIGHLIGHTS

- Six of the industry's top ten highest value deals year-to-date were completed by financial sponsors. Four of these six deals occurred in Q3 2021.
- There were 672 financially sponsored transactions in the 1st 3 Quarters of 2021 with an aggregate value of \$130.3 billion, representing 25 percent of the total volume and 48 percent of the total value, respectively.

Q3 2021 KEY TRENDS

- Total transaction volume in the 1st 3 Quarters of 2021 increased by 22 percent over the 1st 3 Quarters of 2020, from 2,176 to 2,645.
- Total transaction value in the 1st 3 Quarters of 2021 nearly doubled over the 1st 3 Quarters of 2020, from \$138.5 billion to \$271.5 billion.
- The segment with the largest rise in volume in the 1st 3 Quarters of 2021 over the 1st 3 Quarters of 2020 was SaaS & Cloud with a 43 percent gain, from 747 to 1,070 transactions.

MULTIPLES & VALUE TRENDS

- The median revenue multiple on a year-over-year basis rose by 75 percent, from 2.4x to 4.2x.
- The median EBITDA multiple on a year-over-year basis improved by nine percent, from 12.7x to 13.8x.

Top Ten Notable Transactions - 1st 3 Quarters 2021

Deal Date	Target Name	Buyer	Value MM US\$
01/07/21	Change Healthcare Corporation	Optum	\$13,440
04/26/21	Proofpoint, Inc.	Thoma Bravo, LLC	\$12,300
09/15/21	MailChimp	Intuit, Inc.	\$12,000
08/19/21	Inovalon, Inc.	Nordic Capital, Insight Venture Partners	\$7,307
06/09/21	CIOX Health	Datavant, Inc.	\$7,000
03/04/21	Auth0	Okta	\$6,500
07/27/21	Medallia	Thoma Bravo, LLC	\$5,898
07/09/21	Stamps.com	Thoma Bravo, LLC	\$5,628
06/02/21	Cloudera, Inc	Kohlberg Kravis Roberts, Clayton, Dubilier & Rice	\$5,300
08/06/21	Cornerstone OnDemand, Inc.	Clearlake Capital Group, L.P.	\$4,784
2021 Aggregate Transaction Value			\$271,491
Top 10 Aggregate Transaction Value			\$80,158
Top 10 Aggregate Value as a Percentage of All Transactions			30 %

Figure 3. Lists the top ten transactions for the 1st 3 Quarters of 2021 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

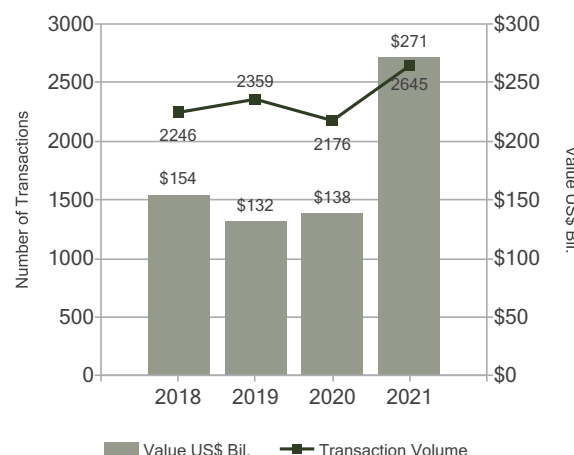


Figure 1. 1st 3 Quarters value and volume comparison from 2018 to 2021.

Median Enterprise Value Multiples

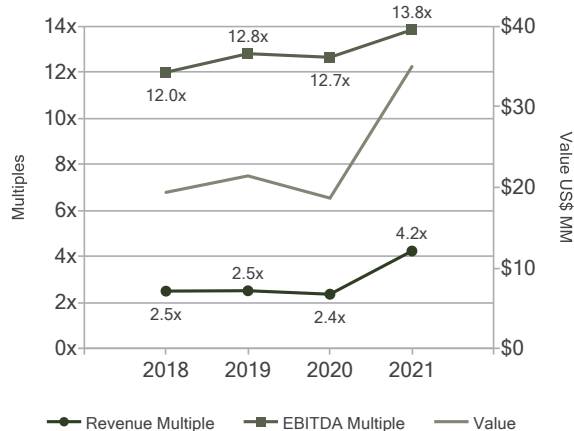


Figure 2. 1st 3 Quarters median value, revenue, EBITDA comparison from 2018 to 2021.

TOP TEN DEALS THROUGH Q3 2021

The top ten deals by value have seen five new additions since our half year report, two of which were completed by Thoma Bravo. Along these lines Thoma Bravo announced its acquisition of Medallia, an experience management company that leverages proprietary AI to help companies better understand their customers and employees, for \$5.9 billion; and Stamps.com, a provider of e-commerce shipping software solutions, for \$5.6 billion.

These five transactions, with an aggregate value of \$35.6 billion, represented 13 percent of transaction value in the 1st 3 Quarters of 2021 and 31 percent of Q3 2021 transaction value.

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RECENT ONLINE & MOBILE TRANSACTIONS



HAS BEEN ACQUIRED BY

BACKSTAGE

A PORTFOLIO COMPANY OF



HAS BEEN ACQUIRED BY



FALFURRIAS CAPITAL



GeoData Plus

HAS BEEN ACQUIRED BY



A PORTFOLIO COMPANY OF



HAS BEEN ACQUIRED BY



A PORTFOLIO COMPANY OF



HAS BEEN ACQUIRED BY



A PORTFOLIO COMPANY OF



A PORTFOLIO COMPANY OF



FALFURRIAS CAPITAL

HAS ACQUIRED



FROM



HAS BEEN ACQUIRED BY



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