

**Q3 2022**

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Financial Technology Sector M&A Review



## Introduction

Financial Technology continues to gain widespread adoption across the world, with different technologies being applied to meet consumer demands, regulatory approvals and security requirements. In the third quarter, we highlight the key trends that have emerged in the Financial Technology sector.

This quarter has shown there is a growing use of blockchain technology for financial applications and a focus on data-driven solutions. Businesses are focusing on finding ways to collect, assess and utilise data in order to differentiate their offerings.

Financial Technology solutions involve a great amount of data, and there's no better technology to handle all that data than machine learning and AI. These include but are not limited to risk management, fraud prevention, decreasing operating costs through optimisation, personalising the banking experience, and automating workflows for team members and customers.

Despite the growing concerns with the macroenvironment and the suppressed public valuations in FinTech, M&A activity has marginally increased as corporates and PE firms look for deals, given the declining valuations. Many start ups are choosing to sell as an alternative to holding a down round.



FinTech businesses are increasingly looking to their banking partners to build bespoke solutions, so they can differentiate themselves from other companies that have very similar business models.

# FINANCIAL TECHNOLOGY TRENDS: A GROWING DEMAND FOR DISRUPTIVE TECHNOLOGIES

## The rise of blockchain enabled wealthtech

Solutions based on distributed ledger technology (DLT) and blockchain have taken great strides in the past year. Real-world offerings are online and available and companies in the financial sector are taking the first steps in the process of adoption. The focus at these companies is now less on the technology itself and more on how they can digitally transform for maximum benefit.

Moreover, the tokenisation feature in DLTs with smart contract capability makes it easier to inject liquidity into traditional assets initially thought to be illiquid such as real estate and collectibles. These assets are more accessible and comparatively cheaper in the secondary market with digitisation and liquidity.

In a digitally transformed industry that makes use of DLT infrastructures, wealth and asset managers can deliver hyper-personalised services to more channels and more underserved affluent bands than is feasible today. Investors now expect high levels of customisation, transparency and information on demand; a managers' capacity to grow at scale while still providing made-to measure services is inherent in this new world.

Overall, DLT helps to reshape wealth management to be a more innovative and responsive industry via a data-based and client-centric business model.

61% of market leaders expect alternative data will experience more widespread adoption by 2025.

## Alternative data providing an edge for financial players

The demand for alternative data has been outpacing supply as active asset managers continue to look for an edge to outperform markets, as well as compete with low-cost index funds, where investor spending on alternative data has grown exponentially as of recent.

By 2025, it's predicted that the general populous will generate 463 exabytes of data each day. With this staggering amount of data on the horizon, alternative data analysis is primed to become more prevalent than ever over traditional sources of data such as quarterly earnings and SEC filings.

Market participants today agree on two trends for the near future: consolidation and expansion. Currently over 1,000 alternative data providers are attempting to differentiate themselves in a market around \$2.7bn in size, with consolidation amongst the existing field appearing inevitable. The constant birth of new datasets will also create a 'comet's tail' that will always keep the picture from simplifying too much.

Acquisitions in this vertical include that of Korean based Aicel Technologies, a developer of an alternative data platform designed for financial markets by US based FiscalNote, an information services company focused on global policy and market intelligence.

## Machine learning is influencing the landscape of insurtech

74% of customers would like to interact with modern technology and appreciate the computer-generated system of insurance advice.

Machine learning algorithms can spot “red flags” more easily in fraudulent claims and risk management data, giving workers more time to spend on unique cases. The overall result is that high-volume, low-cost insurance claims like broken windshields can be quickly resolved and knowledge workers can spend more time on more complex claims and fraud detection.

Digital claims can reduce expenses by 25-30% by improving effective claim handling and increasing customer satisfaction. Transforming the entire claims process requires a fresh look at the current process.

Companies that adopt new-age technology to develop innovative products, harness cognitive learning insights from a myriad of data points, streamline processes, and more importantly, personalise the entire customer experience will be the winners in the AI dominated insurance space.

Acquisitions in this space include that of Metromile Enterprise, a developer of insurance software intended for property and casualty insurance companies by EIS group software and Unemployment Tracker by Trak Capital.

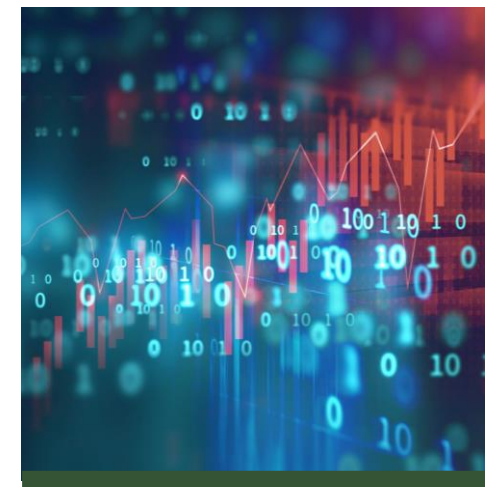
## Relationship automation is driving capital markets forward

As relationship structures become increasingly complex and with most work today taking place in the digital space, it is critical to invest in the right tools to foster a culture of transparency.

Dealmakers need to consistently nurture relationships, enhance client communication and support intentional collaboration. Despite dealmakers agreeing on the value of their professional relationships, oftentimes they fail to fully leverage them.

Without the help of technology to support the relationship management process, firm leaders and dealmakers alike struggle to keep track of who knows whom, how well they're acquainted, how these relationships are changing or how to strengthen them. The sooner capital markets users have access to a CRM that understands their complex workflows, with the right data integrations already in place, the faster they will start deriving value from real-time intelligence and a 360-degree view of their clients.

Acquisitions in this vertical include that of US-based Altvia by Marlin Equity Partners and SS&C's takeover of Tier 1 Financial Solutions.



**One of the biggest benefits of a capital markets CRM is the centralisation of workflows and information. Aggregated information maximises business and operational efficiency across the board.**

## M&A Overview

This quarter saw 146 transactions in the Financial Technology sector, 96 of which we are highlighting in this report. The overall number of deals has incrementally increased compared with the previous quarter. This represents an ~8% decrease on a one-year spot basis – more than the global ~7% decrease in M&A activity which is reflective of the wider economic picture.

Aggregate disclosed deal values slightly decreased compared with the previous quarter, with several large deals (>\$1bn), most notably Vista Equity Partner's acquisition of Avalara for \$8.4 bn at a 12.0x LTM revenue valuation.

Revenue multiples ranged between 1.1x for a low margin Regtech firm to 12.0x for Avalara with an average multiple of 5.6x across the deals that were disclosed.

Payments accounted for the most deals (21%) followed by blockchain (16%). There was a notable drop in the number of banking software deals this quarter which fell from a 22% share to a 9% share of all transactions.

North American deal activity reinstated its dominance this quarter with a rise of deal activity in this region. This was balanced by a noteworthy reduction in both European and RoW deal activity.

## Public Companies Overview

Q3 2022 saw a marginal decrease in average revenue multiples from the previous quarter across large cap and small cap companies. As of 30<sup>th</sup> September, the average forward revenue multiple overall was 4.6x, going up to 5.9x for large cap companies.

Revenue growth continues to be one of the most important drivers for higher valuations – the companies exhibiting the highest expected revenue growth this year are Enfusion, Computershare and Q2.

FinTech companies need a strong recurring revenue stream to weather the rising cost of debt. Recurring revenue as a proportion of total revenue continues to average at over 70%, with large cap companies averaging at 84%.

## FinTech Subsectors



### Asset and Wealth Management Software

Systems developed for institutional asset and private wealth managers



### Banking Software

Software that facilitates or enhances banking practices



### Blockchain

Software and services related to the application of Blockchain technology



### Data and Terminals

Companies providing data and specialised terminals to financial industry players



### Financial Services Consulting

Companies that provide consulting within financial services



### InsureTech

Innovations in the insurance industry through technology



### Life and Pensions Administration Software

Advancing and facilitating the administration of life insurance & pensions



### Payments

Innovative solutions to make faster and more efficient payments



### RegTech

The use of technology to facilitate the delivery of regulatory requirements



### Research Management Software

Tools to enhance and simplify financial research



### ESG

Software, data and services for Environmental, Social and Governance related analytics



### Treasury and Capital Markets Software

Software designed for all aspects of Treasury and Capital Markets



### Other

All other company types within the financial technology spectrum

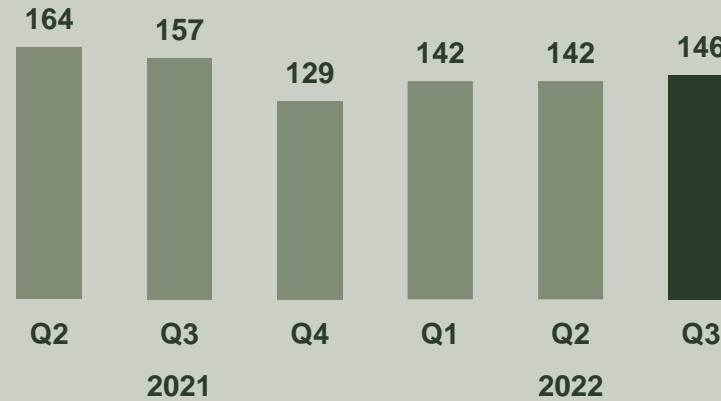
# M&A HIGHLIGHTS Q3 2022

**\$22.4bn**  
Aggregate Deal Value

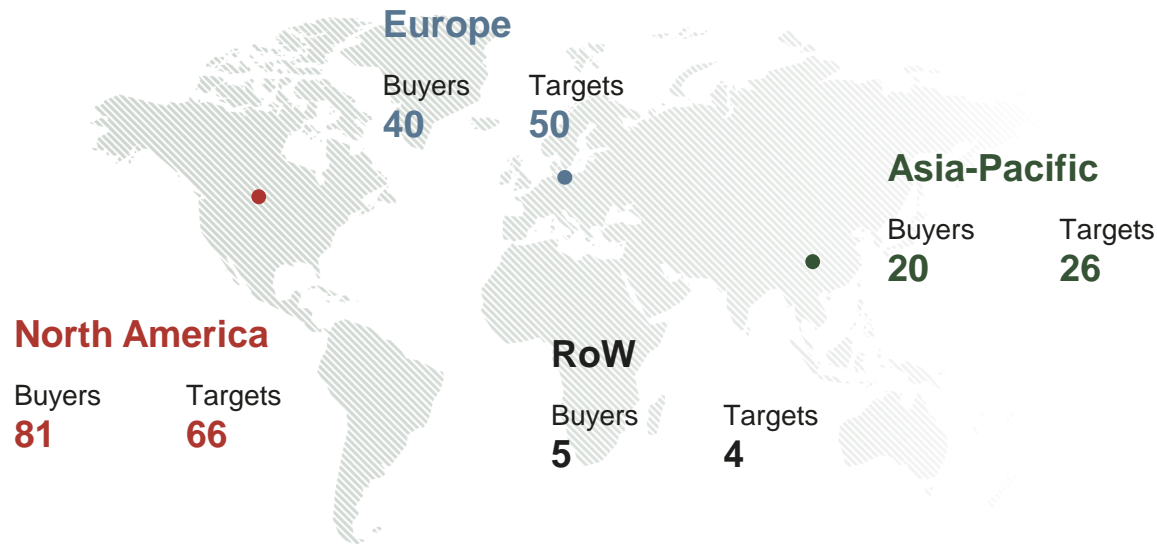
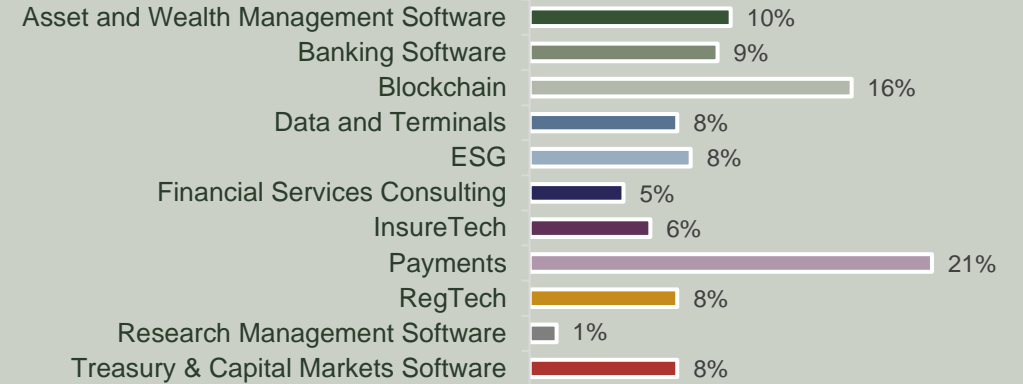
**\$119m**  
Average Deal Size<sup>1</sup>

**5.6x**  
Average Revenue Multiple

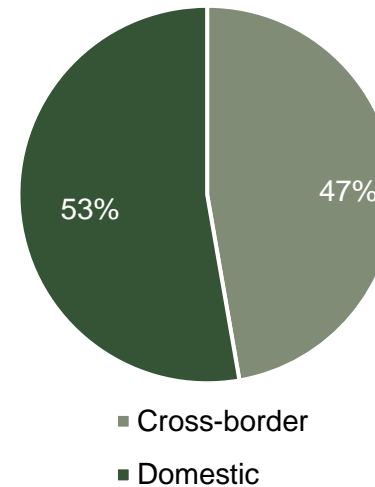
## Deals by Volume



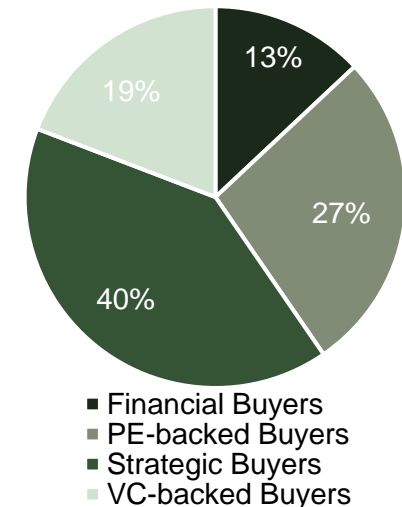
## Deals by Subsector



## Deals by Type



## Deals by Buyer Type



<sup>1</sup> Excluding 3 acquisitions with values greater than \$1bn

# DEALS SNAPSHOT



- The acquisition represents an important milestone for Infront as the company further strengthens its product offering for wealth management customers across Europe.
- Assetmax is a leading Swiss software provider for independent asset managers, family offices and banks with integrated multi-custody portfolio management, client relationship management, invoicing and reporting.
- Infront provides finance professionals with market data, news, portfolio management, advisory analytics and other solutions that facilitate faster and easier decision making. The company's solutions are currently used by over 3,000 customers with more than 90,000 professionals.
- The latest announcement from Infront came approximately one month after FNZ, one of the biggest names in the global wealth management industry, acquired New Access.

## Goldenhill Deal



- This acquisition will enable ICE to quickly expand its climate risk offering to include extended coverage of global public and private companies across new geographies, scenario risk analysis and stress testing for fund managers and banks.
- Urgentem provides Scope 1, 2 and 3 greenhouse gas (GHG) emissions data, analytics and tools for over 30,000 publicly-listed and privately-held securities.
- Urgentem's broad database and sophisticated modelling analytics will quickly expand ICE's offering, and together with ICE's physical climate risk solutions, will provide a full suite of sustainable finance services.
- As investors navigate the evolving landscape around corporate ESG reporting, data has been a lynchpin for helping benchmark where companies are today.

We worked directly with the Partners from start to finish, who always remained welcoming and continuously available to support our needs and lead the entire process. Their expertise and commitment allowed us to find a terrific partner in ICE and resulted in the successful deal for Urgentem. – Girish Narula, CEO at Urgentem



Transaction Value: \$75m

- The acquisition will allow Clearwater to offer an innovative, end-to-end platform for the hedge fund and investment management industry. Combined with Clearwater Prism, it will provide an enterprise-class solution for investment managers of all sizes.
- JUMP Technology is a software company that is dedicated to the investment management industry: investment management companies, private banks, family offices, insurers, and institutional investors. The company's platform combines data management, middle office and reporting capabilities, thereby enabling clients with the entire front-to-back value chain as per their business needs.
- Clearwater Analytics provides a SaaS solution for automated investment data aggregation, reconciliation, accounting, compliance, risk, performance, and reporting.
- The modular nature of the JUMP platform will allow current clients and prospects of Clearwater to utilise advanced performance and attribution capabilities and best-in-class front-office modules that will integrate with the Clearwater platform, while clients in Europe will get full end-to-end capabilities for unit linked funds.



# SELECTED TRANSACTIONS: ASSET AND WEALTH MANAGEMENT SOFTWARE

DATE	BUYER	TARGET	DESCRIPTION	DEAL SIZE (\$'m)	TARGET REVENUE (\$'m)	REVENUE MULTIPLE (x)	TRANSACTION RATIONALE
Jul-22	Envestnet (US)	Redi2 Technologies (US)	Developer of billing software designed for asset managers, wealth managers, and financial advisors.	n/a	n/a	n/a	The deal creates more connections across the Envestnet financial wellness ecosystem for asset managers, wealth managers, and registered investment advisors (RIAs).
Jul-22	Apex Group (Bermuda)	Context365 (US)	An established global provider of technology and events that connects alternative asset class investors with high quality asset managers.	n/a	n/a	n/a	This acquisition reinforces Apex Group's mission to disrupt the industry through delivering frictionless, innovative and digital solutions into the asset management space.
Jul-22	Blue Horizon Software (US)	Nirvana Solutions (US)	Developer of a comprehensive multi-asset investment management platform designed to streamline the investment process for a wide array of financial firms.	n/a	n/a	n/a	Blue Horizon's investment enables Nirvana to provide liquidity to some of its current shareholders and accelerate its growth through the addition of sales and marketing resources, enhancement of solution offerings and expansion of markets served.
Jul-22	FNZ (UK)	New Access (Switzerland)	Developer of agile and scalable core-to-digital software designed to meet the specific requirements of the private banking and wealth management industries.	n/a	n/a	n/a	The acquisition represents a further investment by FNZ in the growing private banking sector and will increase its presence in the cross-border wealth centres of Switzerland, Liechtenstein and Luxembourg.
Jul-22	Dynamo Software (US)	Smonik Systems (US)	A financial software and consulting firm specialising in solutions for financial service and investment management industries.	n/a	n/a	n/a	The Smonik acquisition combined with the Dynamo Data Automation (DDA) software, underscores Dynamo's steadfast commitment to focus on removing labor-intensive processes, especially those around data extraction and validation.





# SELECTED TRANSACTIONS: ASSET AND WEALTH MANAGEMENT SOFTWARE

DATE	BUYER	TARGET	DESCRIPTION	DEAL SIZE (\$'m)	TARGET REVENUE (\$'m)	REVENUE MULTIPLE (x)	TRANSACTION RATIONALE
Aug-22	iCapital (US)	SIMON Markets (US)	Developer of digital wealth management tools intended for financial professionals.	n/a	n/a	n/a	The combination creates a powerful technology solution for the wealth management industry with on-demand education, an intuitive marketplace, real-time analytics, and lifecycle management of alternative investments.
Aug-22	Scripbox (India)	Wealth Managers (India)	Operator of a wealth advisory platform.	n/a	n/a	n/a	Following the acquisition, Scripbox plans to expand its geographical footprint and customer base. Further, the startup hopes the deal will enable it to offer better services to its customers. Furthermore, according to Scripbox, this will create long-term investment opportunities for their customer base.
Aug-22	SeedBlink (Romania)	Symbid (Netherlands)	Operator of a crowdfunding platform intended to make investment capital accessible to ambitious entrepreneurs.	n/a	n/a	n/a	The acquisition significantly expands SeedBlink's investor pool by increasing the high-net-worth individuals' community.
Aug-22	eToro (Israel)	Gatsby (US)	Developer of a trading application designed to make retail investing accessible alongside traditional investing strategies.	50.0	n/a	n/a	The integration of Gatsby will allow eToro to provide U.S. users with a safe and simple way to trade options and give them more flexibility to use new strategies.
Aug-22	iCapital (US)	UBS Fund Advisor (US)	Developer of a financial technology platform intended to serve individual investors and clients in asset and wealth management industries.	n/a	n/a	n/a	iCapital is uniquely qualified to manage the on-going operations of the platform and service clients' existing investments, enabling UBS Fund Advisor to help its financial advisors focus on what's important – providing personalised advice and solutions to clients.



## SELECTED TRANSACTIONS: ASSET AND WEALTH MANAGEMENT SOFTWARE

DATE	BUYER	TARGET	DESCRIPTION	DEAL SIZE (\$'m)	TARGET REVENUE (\$'m)	REVENUE MULTIPLE (x)	TRANSACTION RATIONALE
Sep-22	Infront (Sweden)	Assetmax (Denmark)	Developer of an integrated wealth management software solution intended to manage financial portfolios across several custodians.	n/a	n/a	n/a	The acquisition represents an important milestone for Infront as the company further strengthens its product offering for wealth management customers across Europe.
Sep-22	MyInvestor (Spain)	Finanbest (Spain)	Developer of an investment platform designed to build and manage portfolios.	n/a	n/a	n/a	To accelerate its growth and expand its product offering.
Sep-22	FNZ (US)	Diamos (France)	A specialist wealthtech provider for the asset and wealth management industry.	n/a	n/a	n/a	The acquisition further strengthens FNZ's client proposition in the German market, and beyond. The DIAMOS solution will further enhance FNZ's mission of opening up wealth, helping everyone to invest in their future, on their terms.
Sep-22	Kotak Securities (India)	Fundexpert (India)	Developer of an automated investing platform designed to automate the investment monitoring process.	n/a	n/a	n/a	This acquisition is part of Kotak's strategy in scaling IFA-led distribution business with the Kotak brand, a distribution network and vast experience in the financial services sector.
Sep-22	Clearwater Analytics (US)	JUMP Technology (France)	Developer of investment management software intended to serve investment managers, hedge funds, private banks, family offices and institutional investors.	75.0	14.0	5.4	This transaction will vastly expand Clearwater Analytics' capabilities in investment management and operations with a complete front-to-back solution.



## SELECTED TRANSACTIONS: BANKING SOFTWARE

DATE	BUYER	TARGET	DESCRIPTION	DEAL SIZE (\$'m)	TARGET REVENUE (\$'m)	REVENUE MULTIPLE (x)	TRANSACTION RATIONALE
Jul-22	GoCardless (UK)	SIA Nordigen Solutions (Latvia)	Developer of a transaction analytics platform intended to help banks make smarter decisions about credit scores.	n/a	n/a	n/a	The acquisition means the fintech will provide free open banking connectivity at scale, opening self-serve access to account information services (AIS) to everyone. In addition, its suite of premium data products help improve outcomes across a range of use cases from credit assessments to customer engagement.
Jul-22	Qonto (France)	Penta Finech (Germany)	Operator of a digital business banking platform intended to serve self-employed, freelancers, start-ups, and SMEs.	n/a	n/a	n/a	The acquisition will bring 50,000 customers across from Penta, added to the 250,000 clients that Qonto currently has across France, Germany, Italy and Spain.
Jul-22	M2P Fintech (India)	Finflux (India)	Operator of a cloud-based lending platform.	n/a	n/a	n/a	With the acquisition of Finflux, M2P will accelerate the adoption of digitisation and workflow automation and offer new lending products.
Jul-22	AnaCap Financial Partners (UK)	pfs (Spain)	A provider of software and technology solutions for financial services businesses across the entire value chain of lending activity.	n/a	n/a	n/a	With AnaCap's support, both through operational initiatives and an ambitious planned build-up strategy, AnaCap have an optimistic outlook on pfs' growth outlook and have a back drop of strong revenue growth and entrance into new markets.
Aug-22	Remitly (US)	Rewire (Israel)	Developer of a digital banking platform designed to improve the financial security of international workers and their families.	80.0	n/a	n/a	Remitly expects that its latest acquisition will help it develop deeper relationships with customers, provide additional flexibility and convenience, and add further capacity and expertise through the onboarding of Rewire's own product development and engineering teams.



## SELECTED TRANSACTIONS: BANKING SOFTWARE

DATE	BUYER	TARGET	DESCRIPTION	DEAL SIZE (\$'m)	TARGET REVENUE (\$'m)	REVENUE MULTIPLE (x)	TRANSACTION RATIONALE
Sep-22	One Equity Partners (US)	Dragonfly ACI Worldwide (US)	Developer of a corporate online banking software platform.	100.0	n/a	n/a	As platforms, cloud, and software become the backbone of most modern businesses, the acquisition allows One Equity Partners to expand its expertise and exposure to financial technology and the software sector.
Sep-22	Maitreya Capital & Business Services (India)	Paythrough Softwares and Solutions (India)	Developer of kiosk banking and financial software designed to bridge the gap between under-banked masses and technology.	n/a	n/a	n/a	Paythrough's strategic collaboration has also bolstered Maitreya's senior management team with expertise in technology, rural marketing, and agri-allied financing sectors.



## SELECTED TRANSACTIONS: BLOCKCHAIN

DATE	BUYER	TARGET	DESCRIPTION	DEAL SIZE (\$'m)	TARGET REVENUE (\$'m)	REVENUE MULTIPLE (x)	TRANSACTION RATIONALE
Jul-22	WonderFi (Canada)	Coinberry (Canada)	Developer of a cryptocurrency trading platform intended to offer simple way for cryptocurrency transactions.	38.5	n/a	n/a	Bringing together the Coinberry and Bitbuy teams under the WonderFi umbrella gives WonderFi the ability to create one of the largest combined compliant and licensed crypto companies in Canada and eventually expand into new markets.
Jul-22	Merdeka Financial Group (Hong Kong)	NOIZ (Hong Kong)	Operator of eco-friendly blockchain transaction platform intended to make the technology widely available for every business.	n/a	n/a	n/a	With the support it received from Merdeka, NOIZ will continue to invest in the growth goals the company had identified pre-acquisition, focusing on becoming a universal blockchain platform provider for every business that offers easy blockchain infrastructure set-up and ongoing support with scalable and sustainable business models.
Jul-22	Blockdaemon (US)	Sepior (Denmark)	Developer of cryptographic encryption software designed to provide cloud key management security for distributed applications.	n/a	n/a	n/a	Sepior will further facilitate Blockdaemon's ability to connect businesses to blockchains with one integration. Following the acquisition, Blockdaemon will add the ability to offer institutional customers custodial and non-custodial wallet solutions for digital assets.
Jul-22	Proof (UK)	Divergence (UK)	Developer of software focused on blockchain and NFT technologies.	n/a	n/a	n/a	There is a significant demand for capable Web3 engineers in the current market and Divergence have both ingenuity around NFT drop mechanics and also technical acuity in executing high-profile, valuable projects.
Jul-22	Tokens.com (Canada)	Playte Group (Canada)	Developer of blockchain-based technology intended to automate the management of the play-to-earn ecosystem.	n/a	n/a	n/a	Under the new acquisition of Playte Group, Token.com now plans to expand its gaming networking in the African region. It anticipates creating an on the ground network serving more than 1000 players.



## SELECTED TRANSACTIONS: BLOCKCHAIN

DATE	BUYER	TARGET	DESCRIPTION	DEAL SIZE (\$'m)	TARGET REVENUE (\$'m)	REVENUE MULTIPLE (x)	TRANSACTION RATIONALE
Aug-22	Globalink Investment (US)	Tomorrow Crypto Group (US)	Provider of cryptocurrency mining infrastructure and services catering to prospective institutional-grade clients in the global blockchain mining ecosystem.	310.0	n/a	n/a	Tomorrow Crypto will be able to seize more growth opportunities in the constantly evolving blockchain market. In addition, the business believe that through the combined teams and expertise, Tomorrow Crypto can better position itself to become one of the world's leading professional crypto mining players and a significant supporter of the global blockchain ecosystem.
Sep-22	WonderFi (Canada)	Blockchain Foundry (Canada)	Developer of a blockchain-based business solutions and provides consulting services to corporate clients seeking to incorporate blockchain technology into their businesses.	n/a	n/a	n/a	This acquisition further solidifies WonderFi as a leader amongst crypto companies in Canada, and along with the acquisition of Bitbuy, establishes a great foundation for expansion into global markets.
Sep-22	Bnk To The Future (Cayman Islands)	Salt Lending (US)	Developer of crypto-backed financial application designed to offer lending services using blockchain tools.	n/a	n/a	n/a	By combining securities and lending, Bnk To The Future believe the business can attempt the same for distressed lending companies Bnk To The Future and Salt have operated advanced securities and lending technology for over a decade combined and have extensive experience in their respective fields.



## SELECTED TRANSACTIONS: DATA AND TERMINALS

DATE	BUYER	TARGET	DESCRIPTION	DEAL SIZE (\$'m)	TARGET REVENUE (\$'m)	REVENUE MULTIPLE (x)	TRANSACTION RATIONALE
Jul-22	Montagu Private Equity (US)	Emerging Portfolio Fund Research (US)	Provider of fund flow and asset allocation data intended for financial institutions.	n/a	n/a	n/a	With Montagu's expertise in tech-enablement and specialist carve-out experience, EPFR are confident they will provide the business with a platform for long-lasting, accelerated growth. With Montagu's support, the company will build on existing initiatives to drive innovative new products and services, while accelerating growth and raising brand awareness.
Aug-22	FiscalNote (US)	Aicel Technologies (South Korea)	Developer of alternative data platform designed for the financial market.	n/a	n/a	n/a	The acquisition of Aicel further strengthens FiscalNote's existing AI data products by deepening FiscalNote's expertise in sophisticated artificial intelligence, data transformation, data ingestion, and API development for its customers.
Aug-22	Pemira (US)	Reorg (US)	Provider of real-time news, analysis and commentary on issues affecting the distressed debt, event-driven and leveraged finance markets.	1300.0	n/a	n/a	Reorg offers value to financial and legal professionals and there are vast opportunities for further growth. Pemira can leverage an international network and expertise working with leading tech, tech-enabled and subscription-based businesses to help scale the platform.
Aug-22	Tenzing (UK)	MNI (UK)	A B2B data subscription provider, focusing on news and intelligence for the global Foreign Exchange and Fixed Income markets.	n/a	n/a	n/a	Following the investment, Tenzing's value creation strategy will focus on supporting MNI's growth through continued investment in technology, new product development and sales.
Aug-22	S&P Global Market Intelligence (US)	Private Market Connect (US)	Provider of private market data services intended to provide institutional investors with accurate transparency into the lifecycle of their investments.	n/a	n/a	n/a	The acquisition will integrate into the Market Intelligence division and further expand the breadth and depth of its data solutions and offer high-quality data in a timely manner as a single-point service to Limited Partner (LP) and General Partner (GP) customers.



## SELECTED TRANSACTIONS: DATA AND TERMINALS

DATE	BUYER	TARGET	DESCRIPTION	DEAL SIZE (\$'m)	TARGET REVENUE (\$'m)	REVENUE MULTIPLE (x)	TRANSACTION RATIONALE
Aug-22	Thomson Reuters (US)	PLX AI (US)	Developer of an AI financial news feed platform designed to automatically extract and deliver the news that moves stocks.	n/a	n/a	n/a	This acquisition supports Reuters financial text reporting and its track record in speed wins. The business will also assess where they could scale or extend PLX technology into other fields to enhance the formidable newsroom and support the company's journalists.
Sep-22	Fintech Ecosystem Development (India)	Affinoz (India)	Operator of an online financial marketplace intended to provide authenticated information about banking and investment products and services.	n/a	n/a	n/a	This deal gives Fintech Ecosystem Development a solid competitive position in the emerging Fintech 3.0 global market and allows the company to provide neobanking services.
Sep-22	Fitch Group (UK)	dv01 (US)	Developer of a financial analytics platform designed to bring transparency and insight into lending markets.	n/a	n/a	n/a	The acquisition underscores Fitch Solutions' commitment to empowering the business clients with critical insights and intelligence to identify opportunities and manage risks.





## SELECTED TRANSACTIONS: ESG

DATE	BUYER	TARGET	DESCRIPTION	DEAL SIZE (\$'m)	TARGET REVENUE (\$'m)	REVENUE MULTIPLE (x)	TRANSACTION RATIONALE
Jul-22	Edge Environment (Belgium)	RegScan (US)	A creative impact agency.	n/a	n/a	n/a	The acquisition means clients will now have access to in-house market leading technical experts, strategists, communications specialists and a creative director and team for every project.
Jul-22	EcoVadis (France)	ecotrek (Germany)	Developer of an artificial intelligence-driven platform designed to envision a platform where sustainability intelligence and efficient data technologies leverage sustainability in every business decision.	n/a	n/a	n/a	The acquisition of ecotrek strengthens EcoVadis' position as the optimal choice for companies to drive sustainability impact at scale across their value chains. ecotrek's SDM expands upon EcoVadis' technical capabilities with automated data collection, scanning, analysis, and classification of a company's sustainability information.
Jul-22	Intercontinental Exchange (US)	Urgentem (UK)	Provider of data insight services intended to offer transparent emissions data and climate risk analytics to the finance industry.	n/a	n/a	n/a	Urgentem's data and analytics will enable ICE to quickly expand its climate risk offering to include extended coverage of global public and private companies across new geographies, scenario risk analysis and stress testing for fund managers and banks.
Jul-22	BMO Financial (Canada)	Radicle Group (Canada)	Provider of emissions management and consulting services intended to help guide businesses and organisations through their emissions reduction journey.	n/a	n/a	n/a	The acquisition of Radicle supports BMO's Climate Ambition to be the clients' lead partner in the transition to a net-zero world, and the progress the company is making for a thriving economy, a sustainable future, and an inclusive society.
Jul-22	Enhesa (Belgium)	RegScan (US)	Provider of environmental, health, safety and sustainability (EHS&S) regulatory compliance information.	n/a	n/a	n/a	The acquisition brings together two global EHS&S regulatory compliance companies, creating a unique global intelligence offering focused on helping multinational corporations create a more sustainable future.

Goldenhill



## SELECTED TRANSACTIONS: ESG

DATE	BUYER	TARGET	DESCRIPTION	DEAL SIZE (\$'m)	TARGET REVENUE (\$'m)	REVENUE MULTIPLE (x)	TRANSACTION RATIONALE
Jul-22	Allfunds (US)	RegScan (Spain)	Provider of ESG Advisory and portfolio analytics services on sustainable, ESG and impact investments to wealth managers and asset managers, investment banks and institutional investors.	n/a	n/a	n/a	With this acquisition, Allfunds is aiming to enhance its capabilities with ESG services and analytics, and benefit from the growing sustainable investment market.
Aug-22	Accenture (UK)	Carbon Intelligence (Germany)	Provider of energy consulting services intended to help organisations achieve a zero-carbon future.	n/a	n/a	n/a	The addition of Carbon Intelligence demonstrates Accenture's ongoing commitment to embed sustainability into everything the company does and with everyone it works with, at a time when increasing regulation and new standards are expanding the call for accurate data in sustainability decision-making by clients across industries and around the world.
Sep-22	Measurabl (US)	WegoWise (US)	Developer of a web-based utility analytics platform designed to be used for improving the operating performance and value of properties.	n/a	n/a	n/a	As a result of the acquisition, Measurabl will consolidate a mature, scaled utility automation backbone and residential real estate software application into its overall ESG platform, eliminating barriers to accessing utility data while authentically serving the rapidly emerging ESG needs of single- and multi-family real estate.
Sep-22	The Boston Consulting Group (US)	Quantis (Switzerland)	Operator of environmental sustainability consultancy firm intended to partner with major organisations to drive sustainable transformation.	n/a	n/a	n/a	Bringing together Quantis and BCG is a step in strengthening of BCG's ability to help clients protect the planet and transform sustainably.
Sep-22	Cority (Belgium)	Sirsa (US)	Operator of a consulting firm specialising in sustainable transformation.	n/a	n/a	n/a	The acquisition of Sirsa furthers commitment to empowering organisations to operate responsibly and make better decisions.



## SELECTED TRANSACTIONS: ESG

DATE	BUYER	TARGET	DESCRIPTION	DEAL SIZE (\$'m)	TARGET REVENUE (\$'m)	REVENUE MULTIPLE (x)	TRANSACTION RATIONALE
Sep-22	ACA Group (US)	Ethos ESG (Spain)	Provider of ESG Advisory and portfolio analytics services on sustainable, ESG and impact investments to wealth managers and asset managers, investment banks and institutional investors.	n/a	n/a	n/a	This acquisition marks ACA's first ESG analytics offering, which will be paired with ACA's ESG experts to form an integrated tech and advisory offering under the ESG Advisory practice. With Ethos, ACA's clients will now also be able to easily analyse investments and automate several elements of ESG reporting.
Sep-22	Point B (US)	Sustainable Business Consulting (US)	Provider of strategic advisory services intended to help companies increase profitability through better social, environmental and climate practices.	n/a	n/a	n/a	Acquiring SBC will further advance Point B's position as a thought leader in sustainability, ESG strategy and frameworks.



## SELECTED TRANSACTIONS: FINANCIAL SERVICES CONSULTING

DATE	BUYER	TARGET	DESCRIPTION	DEAL SIZE (\$'m)	TARGET REVENUE (\$'m)	REVENUE MULTIPLE (x)	TRANSACTION RATIONALE
Jul-22	Umlaut Solutions (Australia)	Specialist PMC (Australia)	Provider of financial software consulting services intended to serve with the tailored solution that suits financial planning practice.	n/a	n/a	n/a	The two businesses are set to provide a new level of Xplan knowledge and support to the financial services sector. The acquisition also helps fulfill Umlaut's mission to assist businesses to take control of their data and streamline their processes for ultimate efficiency.
Jul-22	Mercado a Termino de Buenos Aires (Argentina)	Lumina Americas (Argentina)	Provider of consulting and technology services dedicated to providing mission-critical financial solutions.	n/a	n/a	n/a	Through the acquisition of Lumina Americas, Mercado a Termino de Buenos Aires accelerates its strategy to provide infrastructure and solutions to the capital markets in the region.
Jul-22	TAS Group (US)	Astro IT (Italy)	Developer of software intended for banking, insurance and corporates.	n/a	n/a	n/a	The relevant experience and know-how held by Astro IT in the field of application management, regulatory compliance and process optimisation represent a qualitative as well as quantitative enrichment of the production capacity of TAS.
Sep-22	Cornerstone (India)	Pangea FX (India)	Provider of FX and treasury consultancy catering to corporate clients in the UK and internationally.	0.2	n/a	n/a	The Board of Cornerstone believes that the Acquisition will accelerate the Group's growth through the addition of two senior sales executives – namely, Joe and Stuart – who will be responsible for leading the Group's sales function.
Sep-22	Capgemini (France)	Knowledge Expert (Switzerland)	A digital consultancy service provider across financial services.	n/a	n/a	n/a	The Capgemini Group's scale and breadth of industry expertise will provide Knowledge Expert's current client base with access to new business transformation services. Joining the Group also allows the business to accelerate the ambition to help enable a global transition to leverage the future of work and innovation.



## SELECTED TRANSACTIONS: FINANCIAL SERVICES CONSULTING

DATE	BUYER	TARGET	DESCRIPTION	DEAL SIZE (\$'m)	TARGET REVENUE (\$'m)	REVENUE MULTIPLE (x)	TRANSACTION RATIONALE
Sep-22	Charlesbank Capital (Australia)	Accordion (Australia)	A private equity-focused financial and technology consulting firm.	n/a	n/a	n/a	The investment will help Accordion expand and scale its expertise and practices, which have grown to include operational and technical accounting, strategic financial planning and analysis, CFO-driven transformation, CFO technology, transaction execution, public company readiness, interim leadership, and turnaround and restructuring.
Sep-22	Acuity Knowledge Partners (Argentina)	Cians Analytics (Argentina)	Provider of financial research and analytical services intended to meet the need for improved and cost-effective research along with analytical support.	n/a	n/a	n/a	This acquisition will allow Acuity to offer enhanced support in the field of knowledge process outsourcing (KPO) and help streamline the operations of financial firms globally.



## SELECTED TRANSACTIONS: INSURETECH

DATE	BUYER	TARGET	DESCRIPTION	DEAL SIZE (\$'m)	TARGET REVENUE (\$'m)	REVENUE MULTIPLE (x)	TRANSACTION RATIONALE
Jul-22	AgencyBloc (Canada)	FormFire (US)	Provider of financial software intended for insurance companies.	n/a	n/a	n/a	With the support of AgencyBloc's insurance domain expertise, the combination of FormFire with the AgencyBloc AMS will streamline the broker workflow. In addition, the combined company plans to expand its connections with carriers to enable efficient information flow across a broader set of small-group quoting and enrolment stakeholders.
Jul-22	Harris Computer (Canada)	Agency Software (US)	Developer of insurance software systems intended to increase overall penetration of personal and commercial lines markets.	n/a	n/a	n/a	This is Harris' first acquisition in the insurance space and ASI's expertise and knowledge of products and customers will help Harris to learn about the industry and guide the company's expansion efforts going forward. It is occasions such as this one that allow Harris to serve more communities as the business is constantly pursuing opportunities within existing or new verticals and geographies.
Jul-22	The Movo Group (UK)	GoAuto (UK)	Developer of client relationship management software catering to the general insurance and financial services industries.	n/a	n/a	n/a	According to Movo, the investment will create enhanced digital capabilities for Durell's existing brokers, allowing them to benefit from Movo's operational and compliance oversight of the system. Movo also said its appointed representative network members will benefit from direct access to the schemes' software, now incorporated as part of its network members' package.
Jul-22	EIS Group Software (US)	Metromile Enterprise (US)	Developer of insurance software intended for property and casualty insurance companies.	n/a	n/a	n/a	The acquisition of the EBS assets will greatly expedite EIS' continued acceleration into new markets, bolstering its data science capabilities while offering additional Insuretech solutions to current and future customers. EIS will continue to build on EBS' advanced technology and apply the same to additional applications, product verticals, and geographies that EIS serves globally.
Aug-22	Applied Systems (USA)	Tarmika (USA)	Developer of a single entry comparative rating platform intended for independent insurance agencies.	n/a	n/a	n/a	This complementary acquisition will expand Applied's commercial quoting and distribution connectivity solutions to create a more valuable and digital distribution experience at each stage of the insurance lifecycle.



## SELECTED TRANSACTIONS: INSURETECH

DATE	BUYER	TARGET	DESCRIPTION	DEAL SIZE (\$'m)	TARGET REVENUE (\$'m)	REVENUE MULTIPLE (x)	TRANSACTION RATIONALE
Aug-22	At-Bay (US)	Relay Platform (Canada)	Developer of a single-entry multi-carrier comparative-rating platform designed to help insurance agents add specialty lines to client proposals.	n/a	n/a	n/a	The addition of the Relay marketplace will complement At-Bay's ongoing digital distribution strategy to empower brokers and partners with industry-leading technology. This includes a dedicated broker platform, and an API for partnering with the best technology platforms and digital distribution solutions in the market.
Sep-22	RB Jones (US)	Corvus Insurance (US)	Developer of insurance software intended to serve cargo insurance businesses.	n/a	n/a	n/a	This strategic acquisition increases RB Jones' offerings and holistically enhances the company's expertise, operations and performance. This acquisition allows RB Jones to expand its comprehensive solutions for brokers, agents, and wholesale partners.
Sep-22	Trak Capital (US)	Unemployment Tracker (US)	Developer of unemployment insurance claim tracking software intended to accelerate growth and further ability to service customers and partners.	n/a	n/a	n/a	The acquisition offers Unemployment Tracker additional resources to scale its award-winning technology and expand its capacity to support employers as they navigate today's rapidly changing employment and regulatory landscape.



## SELECTED TRANSACTIONS: PAYMENTS

DATE	BUYER	TARGET	DESCRIPTION	DEAL SIZE (\$'m)	TARGET REVENUE (\$'m)	REVENUE MULTIPLE (x)	TRANSACTION RATIONALE
Jul-22	Popular (US)	Evertec (Puerto Rico)	Provider of payment processing and business process management services intended to capture and analyse data across the entire transaction and payment processing value chain.	196.6	n/a	n/a	This transaction allows Popular to accelerate its ongoing digital transformation and continue improving the experience of clients.
Jul-22	Romanian Business Consult (Romania)	SmartPay Software (Romania)	Developer of financial software intended for the payment processing industry.	n/a	n/a	n/a	Following the purchase, RBC group completes its team and has 50 specialists in software development and application implementation and over 235 service engineers and national support, covering the whole range of software and IT services for modern retail and banking sectors.
Jul-22	Bloc (Nigeria)	Orchestrate Finance (Kenya)	Offers fintech infrastructure such as online payments, subscription management, BNPL payment infrastructure, virtual wallets, bill payments and invoicing in its Fintech-as-a-Service suite of APIs.	n/a	n/a	n/a	This acquisition will enable Bloc to focus its core product strategy on delivery seamless Banking as a Service (BaaS) API products to its customers while Orchestrate leads its FinTech infrastructure with its proprietary payments orchestration API.
Aug-22	Sesami (Canada)	Planfocus (Germany)	Develops software for providing remote underwriting solutions to insurance industry.	n/a	n/a	n/a	With this acquisition, Sesami becomes the global leader in cash optimisation solutions, with an unrivalled technology stack now up-scaled with the addition of planfocus' cutting-edge cash optimisation software.
Aug-22	Accel-KKR (US)	Basware (Finland)	A cloud-based purchase-to-pay and e-invoicing solution.	1067.0	176.0	6.1	The tender offer enables Accel-KKR to embark on a journey together to advance the field of e-invoicing, Accounts Payable (AP) and procurement automation for valued customers around the world.





## SELECTED TRANSACTIONS: PAYMENTS

DATE	BUYER	TARGET	DESCRIPTION	DEAL SIZE (\$'m)	TARGET REVENUE (\$'m)	REVENUE MULTIPLE (x)	TRANSACTION RATIONALE
Aug-22	BLIK (Poland)	VIAMO (Slovakia)	Developer of a payment software application designed to simplify electronic money transfers.	n/a	n/a	n/a	The acquisition of the Slovak company VIAMO is another important step for BLIK, which will strengthen the company's position in the region. BLIK see potential in this market, especially in the context of action plans throughout the euro area.
Aug-22	M-DAQ (UK)	Wallex (UK)	Developer of an online cash management platform intended to facilitate cross-border payments.	n/a	n/a	n/a	The Group will benefit from the migration of Pangea FX's existing client base to the Cornerstone platform as well as certain operational synergies such as from closing the Pangea FX office and relocating the employees to the Group's main office.
Aug-22	Kushki (US)	Billpocket (US)	Developer of a financial platform intended to permit card payments from mobile phones.	n/a	n/a	n/a	The transaction merges Kushki's online expertise with Billpocket's regional presence and know-how of in-person card payments.
Aug-22	African Bank (South Africa)	uBank (UK)	Developer of a mobile payment's application designed to facilitate secured customer transactions.	4.8	n/a	n/a	The proposed transaction fits into African Bank's Excelerate25 strategy of building a scalable, diversified and sustainable banking business with a compelling listable proposition, which is true to its founding philosophy of being "a bank for the people, by the people, serving the people".
Aug-22	Equifax (Luxembourg)	Midigator (Germany)	Developer of an automated software platform dedicated to removing the complexity of payment disputes.	n/a	n/a	n/a	With this acquisition, Equifax further expands the company's global footprint in digital identity and fraud prevention solutions.



## SELECTED TRANSACTIONS: PAYMENTS

DATE	BUYER	TARGET	DESCRIPTION	DEAL SIZE (\$'m)	TARGET REVENUE (\$'m)	REVENUE MULTIPLE (x)	TRANSACTION RATIONALE
Sep-22	Jack Henry & Associates (US)	Payrailz (US)	Developer of a digital payment platform intended to offer a seamless way of bill payment and money transfer.	n/a	n/a	n/a	Acquiring Payrailz supports Jack Henry's technology modernisation strategy that helps banks and credit unions successfully compete with industry disruptors, innovate faster, and meet the evolving needs of consumer and commercial accountholders.
Sep-22	Briq (US)	Swipez (India)	Developer of electronic payment and processing technologies intended to provide a level playing field for businesses of all sizes.	n/a	n/a	n/a	With the acquisition of Swipez, Briq will further its ability to fully automate all the major financial workflows in construction from planning to payment, and now to being paid.
Sep-22	Bottomline Technologies (US)	Nexus Systems (US)	Provides industry standard BI solutions that improve client retention and faster ARR growth.	n/a	n/a	n/a	The Nexus combination deepens what Bottomline can deliver to customers across real estate and property management, bringing to Paymode-X vertical depth and expertise.
Sep-22	J.P. Morgan (US)	Renovite (US)	Provider of an integrated payment processing system intended for Merchants, banks and financial institutions.	n/a	n/a	n/a	The strategic acquisition of Renovite will help J.P. Morgan Payments build its next-generation merchant acquiring platform, bolster the firm's payments modernisation strategy and support its journey to the cloud.
Sep-22	Banc of California (US)	Deepstack Technologies (US)	A provider of full-stack payments platform catering to integrated software vendors, e-commerce marketplaces, fintech and other businesses.	24.0	n/a	n/a	The acquisition provides the Bank with a proprietary technology platform for payment processing, offering the full stack of payment services to its clients as a payment gateway, payment provider, and an ISO 8583 payment switch.



## SELECTED TRANSACTIONS: PAYMENTS

DATE	BUYER	TARGET	DESCRIPTION	DEAL SIZE (\$'m)	TARGET REVENUE (\$'m)	REVENUE MULTIPLE (x)	TRANSACTION RATIONALE
Sep-22	EQT (US)	Billtrust (US)	Provider of cloud-based software and integrated payment processing solutions.	1700.0	179.1	9.5	Billtrust believe B2B payments and accounts receivable continue to be ripe for massive disruption and innovation, and the partnership with EQT will provide the business with greater resources and flexibility to build on the current leadership position they possess.



## SELECTED TRANSACTIONS: REGTECH

DATE	BUYER	TARGET	DESCRIPTION	DEAL SIZE (\$'m)	TARGET REVENUE (\$'m)	REVENUE MULTIPLE (x)	TRANSACTION RATIONALE
Jul-22	Softek Computer Services (Canada)	GenTech (US)	Developer of software solutions intended to solve the regulatory challenges of the financial services industry.	11.4	n/a	n/a	The combination of Softek and Gentech (H2 FinTech) will assist firms in expertly navigating through the global regulatory maze.
Jul-22	Fluence Technologies (Canada)	Sturnis365 (Italy)	Developer of data intelligence software supporting the processes of narrative reporting and disclosure management.	104.2	n/a	n/a	Sturnis365 is a natural extension of Fluence's consolidation, close and reporting solution so CFOs can stay ahead of evolving reporting demands on the office of finance. Further, Sturnis365 strengthens the firms position in Europe, where more than 70% of their customers and partners are based.
Jul-22	Thales Group (France)	OneWelcome (Netherlands)	Developer of customer identity and access management platform intended to make access to online services simple and secure.	n/a	n/a	n/a	This acquisition is a new step in Thales' strategy <sup>1</sup> to further strengthen its leading position as a global cybersecurity player, and a leading provider of secure and trusted digital identities.
Jul-22	Kohlberg Kravis Roberts (US)	APEX Analytix (US)	Developer of a global financial supply chain risk management software..	n/a	n/a	n/a	KKR's investment and global resources will help accelerate apex's global expansion and support further investment in product development and recruitment of top talent.
Aug-22	Vista Equity Partners (US)	Avalara (US)	Provider of compliance software solutions that help businesses of all types and sizes comply with tax requirements for transactions worldwide.	8400.0	699.0	12.0	In partnering with Vista, Avalara will look to build on its successful platform by refining its go-to-market strategy, expanding its international workforce, streamlining its systems architecture, and continuing to pursue value-accretive M&A opportunities.



## SELECTED TRANSACTIONS: REGTECH

DATE	BUYER	TARGET	DESCRIPTION	DEAL SIZE (\$'m)	TARGET REVENUE (\$'m)	REVENUE MULTIPLE (x)	TRANSACTION RATIONALE
Aug-22	Revenue Management Solutions (US)	OrboGraph (Israel)	Developer of recognition solutions, payment negotiability and check fraud detection.	17.7	16.9	1.1	It was an opportune time to transition to RMS, as two leading providers of automation-focused healthcare remittance reconciliation technology and services converged to provide a path for economies of scale to the market. OrboGraph will continue to thrive in today's mature check processing market with the OrbNet Forensic AI and OrbNet AI-based solutions.
Aug-22	Centerbridge (US)	Computer Services (US)	A leading provider of end-to-end fintech and regtech solutions.	104.2	n/a	n/a	Centerbridge plans to work with Bridgeport to expand and diversify its product portfolio, enhance its technology to benefit from the public cloud, and deploy optimised fintech and regtech solutions through open banking and banking-as-a-service.
Sep-22	Clearwater Compliance (US)	CynergisTek (US)	Engaged in the business of providing companies with cybersecurity, privacy, and compliance services through the assessment and technical testing, remediation, management, and validation services.	17.7	n/a	n/a	The acquisition is a testament to the strength of CynergisTek's people-centric approach to cybersecurity, privacy and audit and the important role in serving healthcare and many other clients.



## SELECTED TRANSACTIONS: RESEARCH MANAGEMENT SOFTWARE

DATE	BUYER	TARGET	DESCRIPTION	DEAL SIZE (\$'m)	TARGET REVENUE (\$'m)	REVENUE MULTIPLE (x)	TRANSACTION RATIONALE
Jul-22	WTW (US)	Butterwire (UK)	Developer of AI-driven professional research and portfolio analysis platform designed to help analysts with research stocks, as well as build and manage active portfolios.	n/a	n/a	n/a	This acquisition enhances WTW's ability to bring clients best-in-class products and solutions to help them achieve a climate-resilient future.
Aug-22	Tegus (US)	Canalyst (Canada)	Operator of a cloud-based platform intended to modernise the equity research function for public company data and analysis.	n/a	n/a	n/a	The combined power and speed of Tegus and Canalyst empowers customers to accelerate their research process, access deeper and higher quality insights, and make decisions with confidence that no other vendor can provide.



# SELECTED TRANSACTIONS: TREASURY AND CAPITAL MARKETS SOFTWARE

DATE	BUYER	TARGET	DESCRIPTION	DEAL SIZE (\$'m)	TARGET REVENUE (\$'m)	REVENUE MULTIPLE (x)	TRANSACTION RATIONALE
Jul-22	WiseTech Global (Australia)	Bolero International (UK)	Developer of a cloud-based trading platform.	n/a	n/a	n/a	The vision for both WiseTech and Bolero is to enable end-to-end, digital first trade documentation. This will allow for straight through processing of all data, converging the physical supply chain with digital financial and trade documentary requirements while offering a single view for all supply chain participants, including manufacturers, cargo owners, carriers, banks and service providers.
Aug-22	GMEX Group (UK)	Pyctor (Netherlands)	Developer of institutional-grade digital assets post-trade infrastructure intended to provide digital asset safekeeping and transaction services for regulated tokenised securities.	n/a	n/a	n/a	Combining the Pyctor digital assets post-trade market infrastructure for global custodians, institutional issuers and other capital market actors with GMEX's MultiHub will empower financial markets participants to securely issue, access, manage, store and transact digital assets in a regulatory compliant manner alongside their traditional assets.
Aug-22	Marlin Equity Partners (US)	Altvia Solutions (US)	Provider of cloud-based customer relationship management (CRM), deal management and investor lifecycle management software intended for private capital markets firms.	n/a	n/a	n/a	The transaction enables Altvia to further expand its leadership position within the software ecosystem for alternative asset managers by accelerating product innovation and supporting the go-to-market function.
Aug-22	STG Partners (UK)	Brady Commodities Trading Software (US)	Operator of commodity trading and risk management business.	n/a	n/a	n/a	The sale of the commodities business to STG marks a significant milestone in the transformation of Brady, as the company accelerates its product innovation and expansion plans in energy markets.
Aug-22	Linqto (US)	Trustline (US)	Developer of a technology platform designed to deliver decentralised financial services in trading, and lending.	n/a	4.5	n/a	With the acquisition of Trustline, Linqto intends to accelerate its development of the first and only decentralised exchange for private market securities in the world. Using Trustline's proprietary technology, Linqto's exchange will be auditable, publicly transparent, and 100% on the blockchain.



## SELECTED TRANSACTIONS: TREASURY AND CAPITAL MARKETS SOFTWARE

DATE	BUYER	TARGET	DESCRIPTION	DEAL SIZE (\$'m)	TARGET REVENUE (\$'m)	REVENUE MULTIPLE (x)	TRANSACTION RATIONALE
Aug-22	SS&C Technologies (US)	Tier 1 Financial Solutions (US)	Developer of a cloud-based customer relationship management (CRM) software designed for the capital markets industry.	n/a	n/a	n/a	The acquisition will expand SS&C's CRM capabilities, targeting capital markets and investment banks, adding 30+ enterprise clients across the U.S., Canada, and the U.K.
Aug-22	Genstar Capital (US)	Numerix (US)	Developer of cross-asset analytics software for derivatives and structured products.	n/a	n/a	n/a	Together with Genstar and their long track record in the financial services and software industries, Numerix will be expanding its footprint across the entire value chain in the front-to-risk market providing even greater value to customers.
Sep-22	3Pillar Global (US)	Jonah Group (Canada)	Developer of software applications intended for the capital market.	n/a	n/a	n/a	The acquisition of Jonah Group will add to 3Pillar's growing global footprint and expand the 3Pillar team to more than 2,300 employees across nine countries.



# PUBLIC COMPS HIGHLIGHTS Q3 2022

**4.6x**

Avg. EV/Revenue CY2022E

**16%**

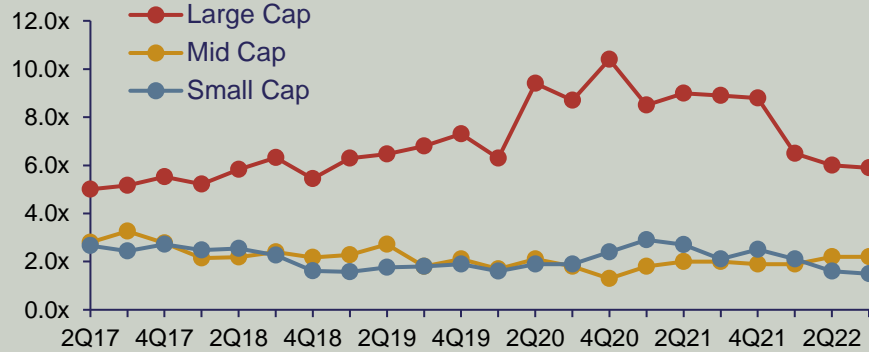
Avg. Revenue Growth CY2022E

**78%**

% Recurring Revenue

## Historic Revenue Multiples

EV/Revenue



### Large Cap

**5.9x**

Avg. EV/Revenue

**16%**

Avg. Revenue Growth

**84%**

% Recurring Revenue

### Mid Cap

**2.2x**

Avg. EV/Revenue

**24%**

Avg. Revenue Growth

**67%**

% Recurring Revenue

### Small Cap

**1.5x**

Avg. EV/Revenue

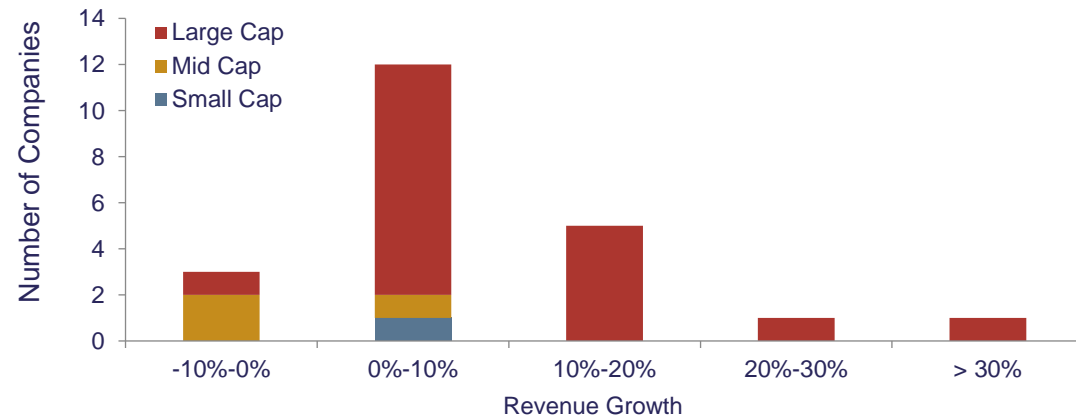
**14%**

Avg. Revenue Growth

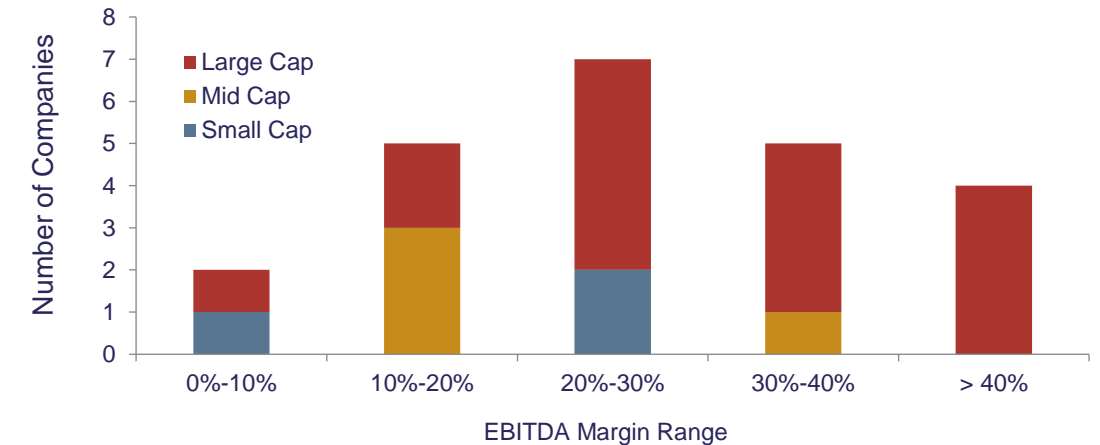
**67%**

% Recurring Revenue

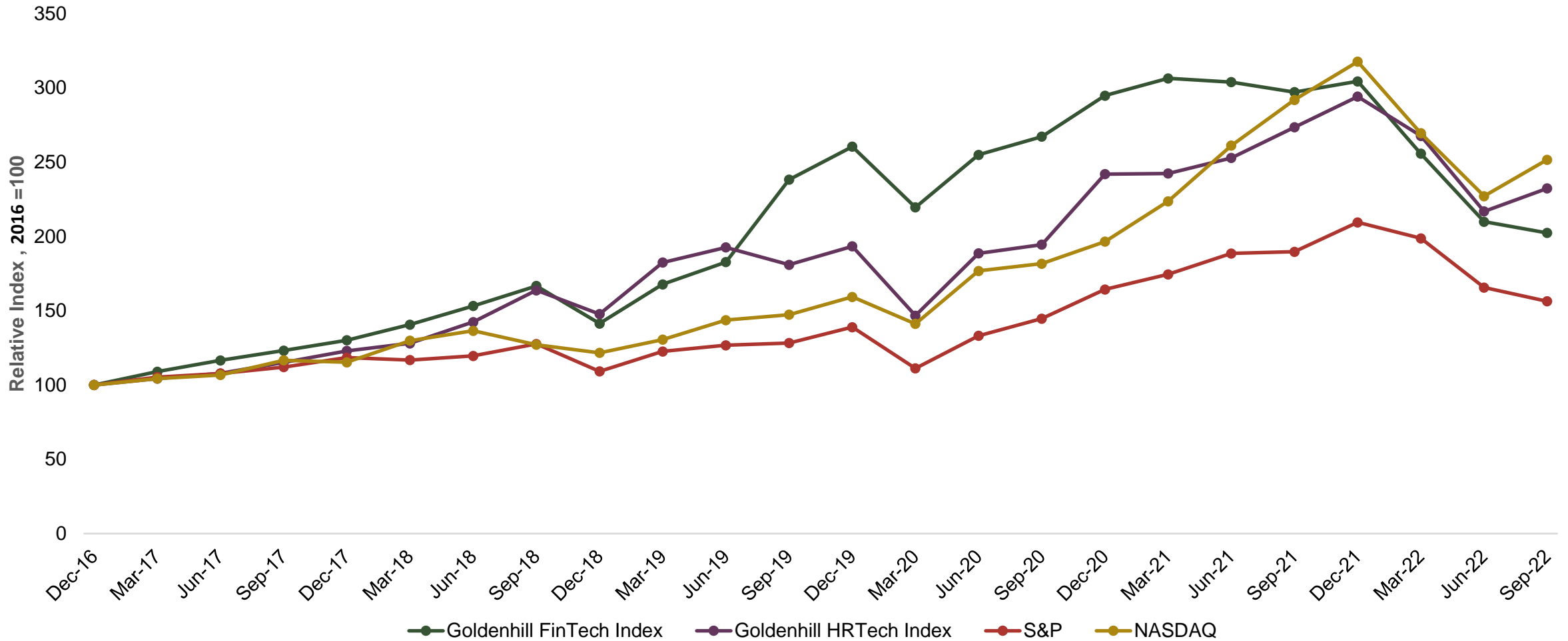
## Revenue Growth Distribution



## EBITDA Margin Distribution

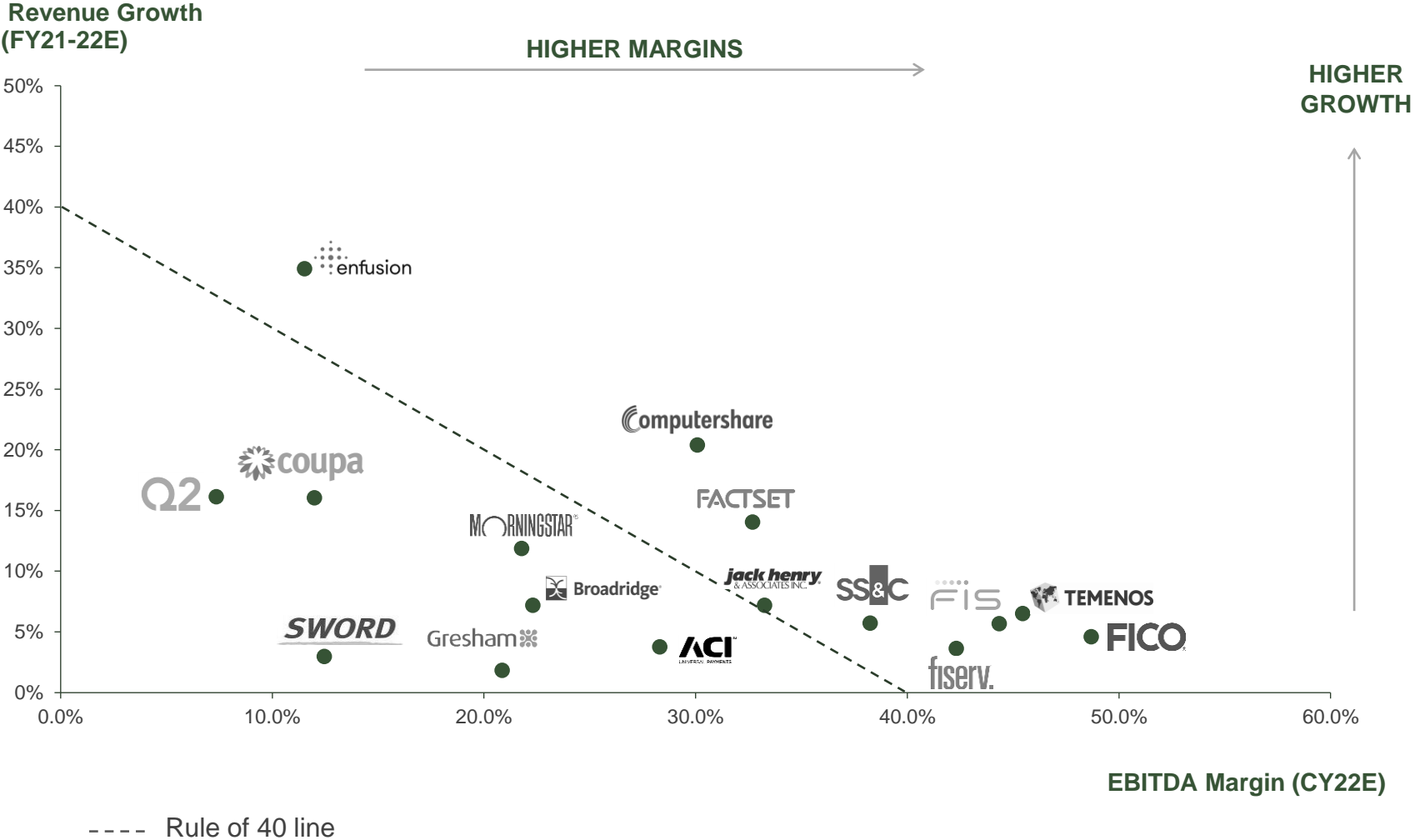


# GOLDENHILL FINTECH INDEX



# PERFORMANCE QUADRANTS

The Rule of 40 is a recognised measure of health for SaaS companies, which states that Revenue Growth % and EBITDA Margin (profitability) should ideally add up to roughly 40%.



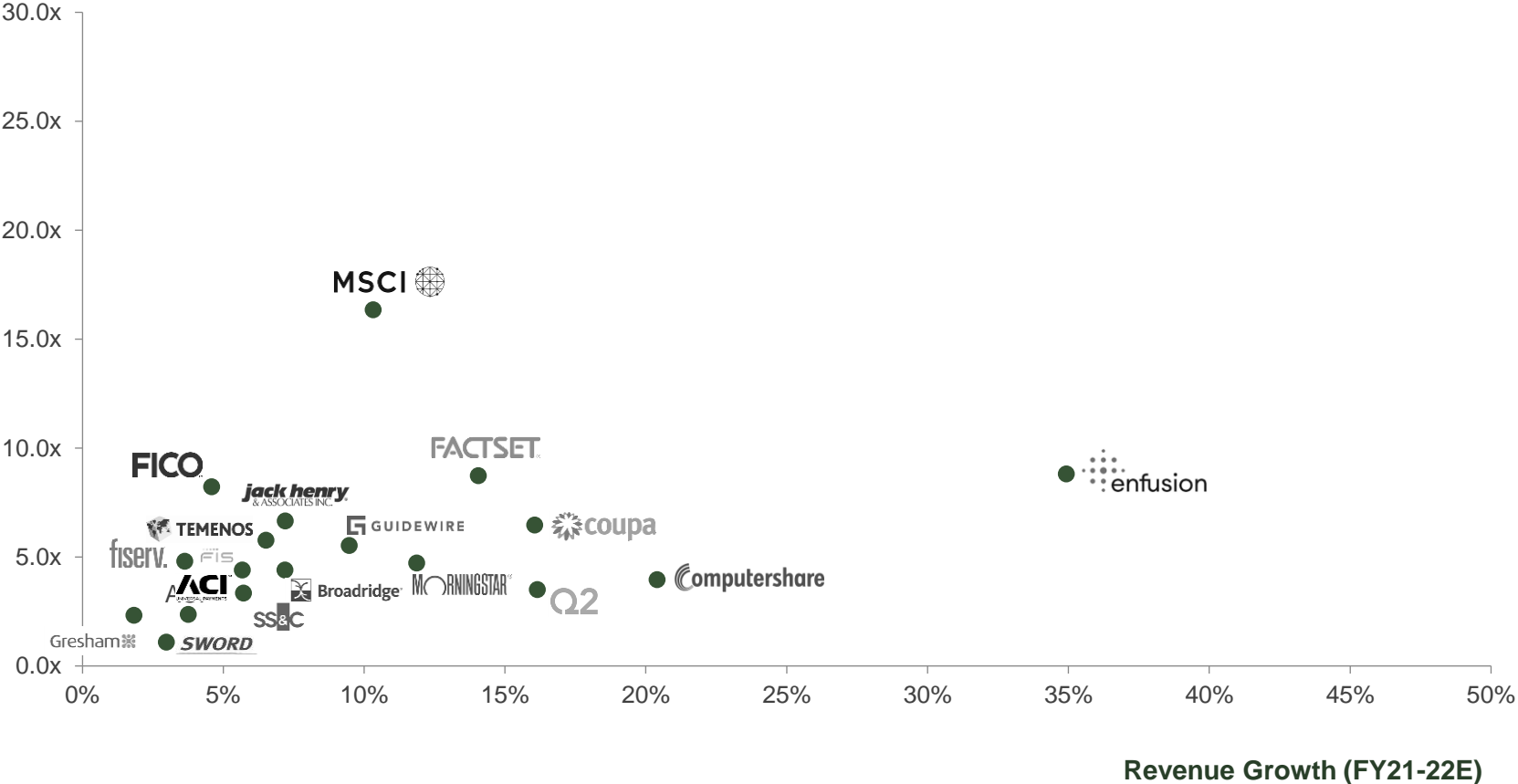
# REVENUE GROWTH AS A VALUE DRIVER



Revenue growth continues to be one of the most important drivers for higher valuations. The companies exhibiting the highest expected revenue growth this year are Enfusion (supplier of software and e-commerce solutions to the insurance industry), Computershare (provider of computer services to businesses that needed to automate processes) and Q2 (provider of providing digital banking and lending solutions).

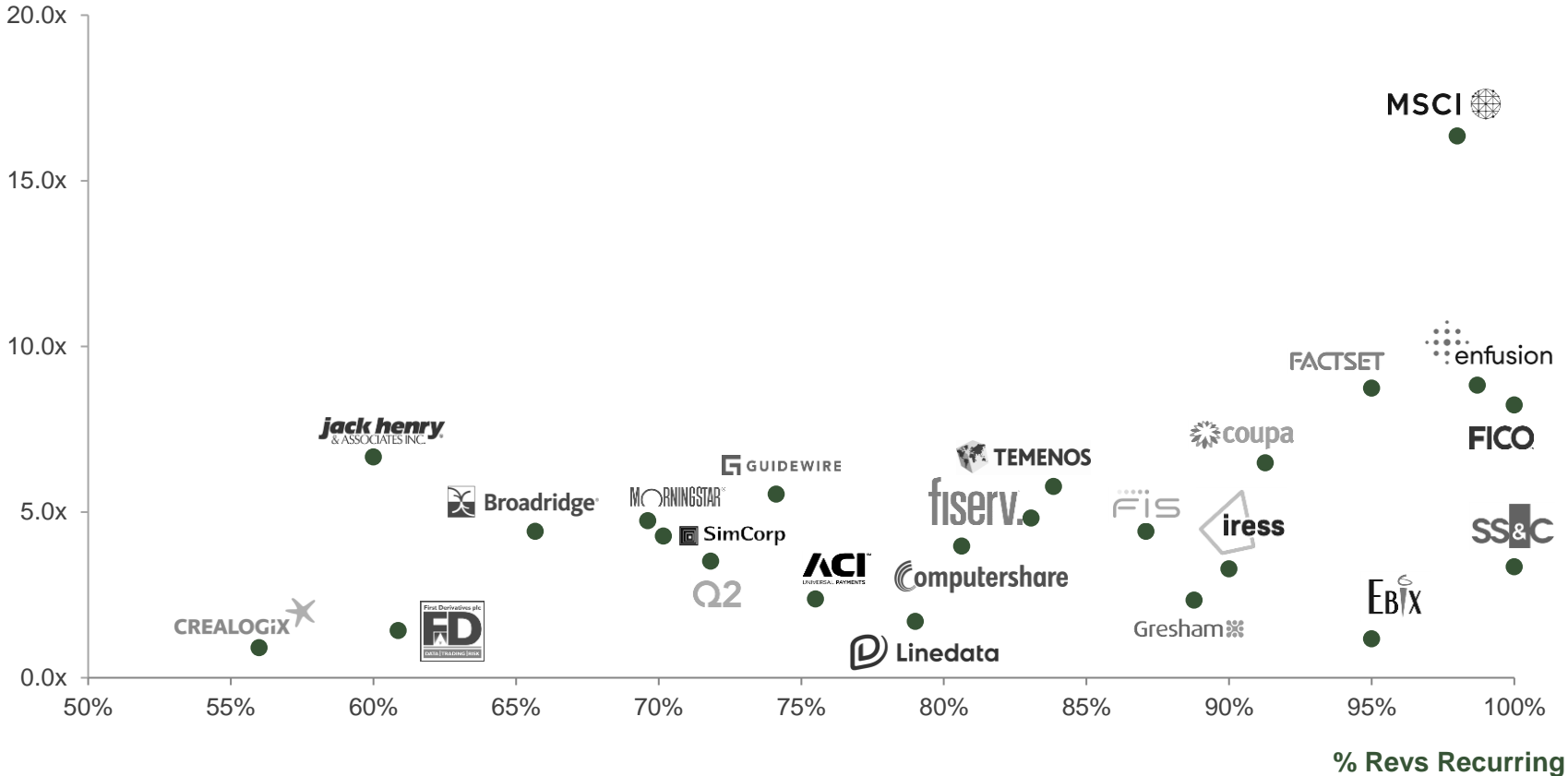


EV/Revenue (CY22E)



# RECURRING REVENUE AS A DRIVER

EV/Revenue (CY22E)



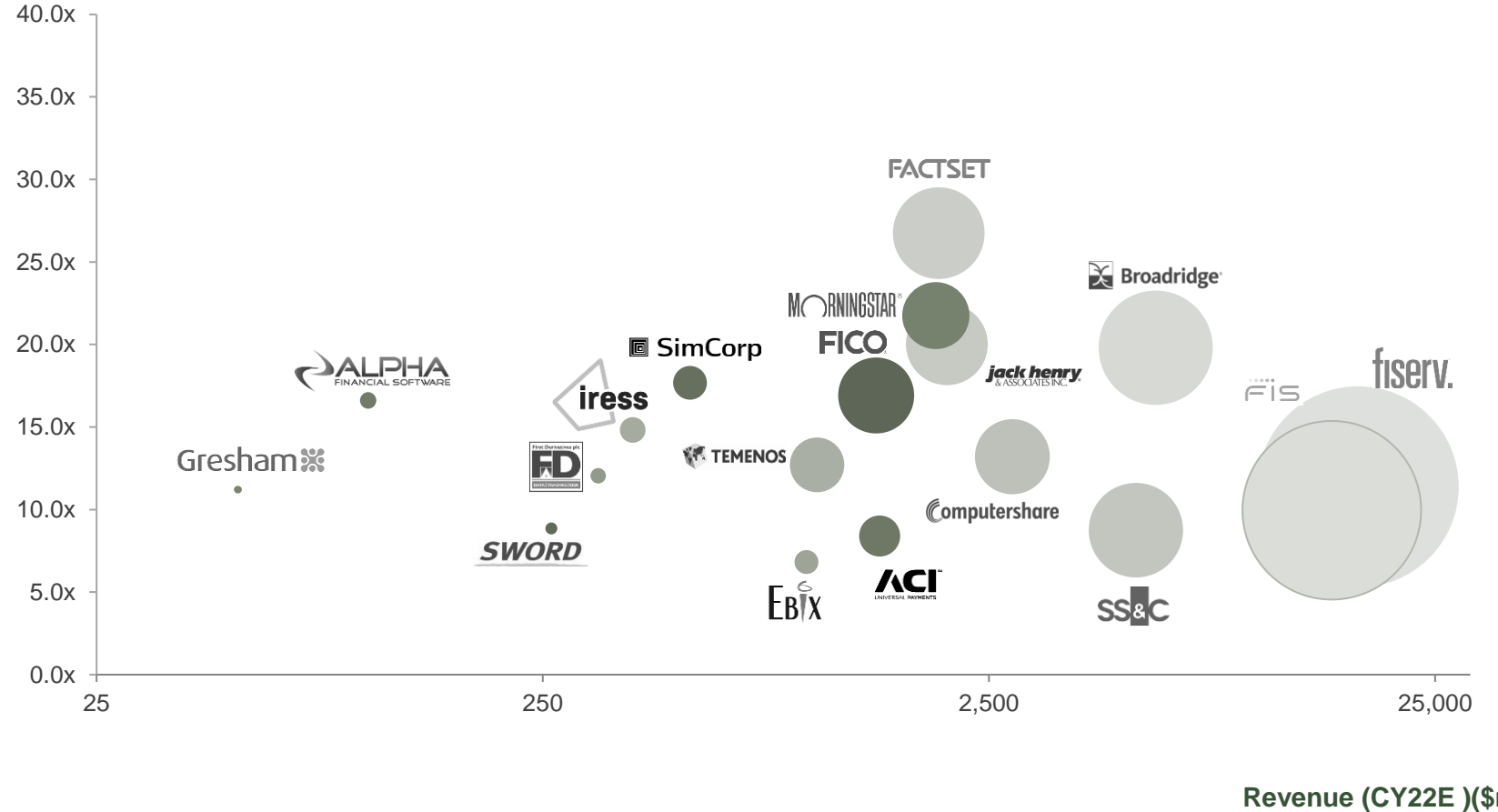
Recurring revenues as a percentage of total revenues is an increasingly popular metric driving valuations. Companies such as SS&C and FICO have nearly 100% recurring revenues, while at the bottom of the range sit Crealogix and Jack Henry with below 65% recurring revenues.

# SCALE AS A VALUE DRIVER



The size of revenue is an important driver of higher valuations. The companies exhibiting the highest expected enterprise value this year are Fiserv and FIS, while the highest expected EBITDA multiples this year are expected to be achieved by FactSet.

EV/EBITDA (CY22E)



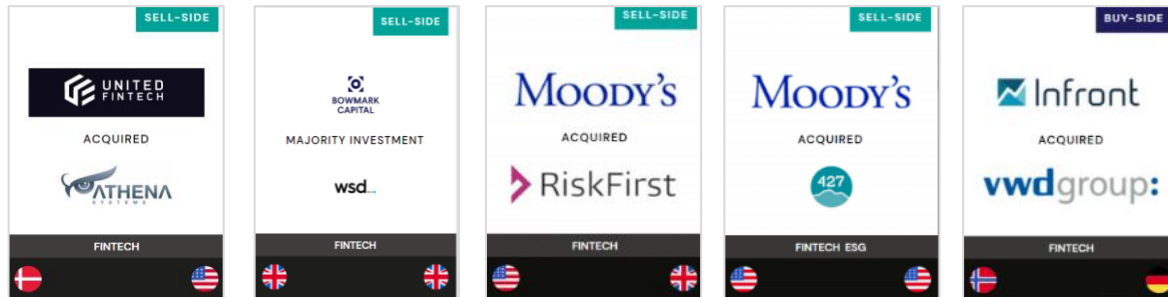
# SECTOR VALUATION METRICS

Company	Ticker	Share Price	Market Cap	Net Debt	Enterprise	Revenue		EV/Revenue		EV/Revs	EV/EBITDA		Revenue Growth		EBITDA Margin		% Revs
		30-Sep-22	(\$m) <sup>(1)</sup>	(\$m) <sup>(2)</sup>	Value (\$m)	CY22E (\$m)	CY2021	CY2022E	Recurring	CY2021	CY2022E	CY2021	CY2022E	CY2021	CY2022E	Recurring <sup>(3)</sup>	
<b>Selected Large Cap</b>																	
Fiserv	FISV US EQUITY	93.6	59,846	21,139	80,985	16,815	5.0x	4.8x	5.8x	14.3x	11.4x	9.3%	3.6%	34.8%	42.3%	83%	
FIS	FIS US EQUITY	75.6	45,945	18,867	64,812	14,665	4.7x	4.4x	5.1x	12.4x	10.0x	10.6%	5.7%	37.7%	44.4%	87%	
MSCI	MSCI US Equity	421.8	33,955	2,913	36,869	2,254	18.0x	16.4x	16.7x	30.4x	NA	20.5%	10.3%	59.3%	NA	98%	
Broadridge	BR US Equity	144.3	22,292	3,842	26,133	5,914	4.9x	4.4x	6.7x	22.2x	19.8x	14.3%	7.2%	22.0%	22.3%	66%	
FactSet	FDS US EQUITY	400.1	15,196	1,684	16,880	1,930	10.1x	8.7x	9.2x	29.4x	26.7x	15.9%	14.1%	34.3%	32.7%	95%	
Jack Henry	JKHY US EQUITY	182.3	13,288	118	13,406	2,013	7.2x	6.7x	11.1x	21.5x	20.0x	10.5%	7.2%	33.7%	33.3%	60%	
SS&C	SSNC US EQUITY	47.8	12,178	5,711	17,888	5,340	3.5x	3.3x	3.3x	9.0x	8.8x	8.2%	5.7%	39.4%	38.2%	100%	
FICO	FICO US EQUITY	412.0	10,404	1,108	11,512	1,398	8.6x	8.2x	8.2x	19.8x	16.9x	1.7%	4.6%	43.6%	48.7%	100%	
Computershare	CPU AU EQUITY	24.8	9,612	1,604	11,216	2,823	4.6x	4.0x	4.9x	18.7x	13.2x	12.3%	20.4%	24.8%	30.1%	81%	
Morningstar	MORN US EQUITY	212.3	9,020	(15)	9,006	1,901	5.3x	4.7x	6.8x	20.0x	21.8x	22.3%	11.9%	26.5%	21.8%	70%	
Guidewire	GWRE US EQUITY	61.6	5,178	(501)	4,677	845	6.1x	5.5x	7.5x	NM	NM	9.3%	9.5%	-12.1%	-10.6%	74%	
Temenos	TEMN SW EQUITY	67.4	5,129	821	5,949	1,030	6.2x	5.8x	6.9x	15.3x	12.7x	9.0%	6.5%	40.3%	45.5%	84%	
Coupa	COUP US Equity	58.8	4,465	930	5,395	832	7.6x	6.5x	7.1x	NM	54.1x	33.9%	16.1%	-11.7%	12.0%	91%	
Envestnet	ENV US EQUITY	44.4	2,451	537	2,987	NA	2.5x	NA	NA	17.4x	13.0x	18.9%	6.0%	14.5%	NA	97%	
ACI	ACIW US EQUITY	20.9	2,384	999	3,382	1,422	2.5x	2.4x	3.1x	9.5x	8.4x	5.9%	3.8%	25.9%	28.3%	75%	
SimCorp	SIM DC EQUITY	429.9	2,292	(8)	2,284	535	3.9x	4.3x	6.1x	13.1x	17.7x	12.8%	-8.9%	29.8%	24.2%	70%	
Q2 Holdings	QTWO US Equity	32.2	1,845	194	2,040	579	4.1x	3.5x	4.9x	NM	47.9x	23.8%	16.1%	-2.8%	7.4%	72%	
Enfusion	ENFN US Equity	12.3	1,395	(64)	1,331	151	11.9x	8.8x	8.9x	NM	76.6x	40.4%	34.9%	-243.4%	11.5%	99%	
IRESS	IRE AU EQUITY	8.9	1,071	236	1,307	398	2.9x	3.3x	3.7x	11.7x	14.8x	19.4%	-11.2%	25.0%	22.2%	90%	
<b>Average</b>							<b>6.3x</b>	<b>5.9x</b>		<b>17.6x</b>	<b>23.2x</b>	<b>16%</b>	<b>9%</b>	<b>12%</b>	<b>27%</b>	<b>84%</b>	
<b>Total (Large Cap)</b>			<b>257,946</b>	<b>60,114</b>	<b>318,060</b>												
<b>Selected Mid Cap</b>																	
Ebix	EBIX US EQUITY	19.0	586	554	1,141	975	1.1x	1.2x	1.2x	8.0x	6.8x	59.0%	-2.0%	14.3%	17.1%	95%	
Alfa Financial	ALFA LN Equity	163.0	541	(8)	533	102	4.7x	5.2x	11.7x	13.9x	16.6x	13.0%	-11.2%	33.4%	31.6%	45%	
First Derivatives	FDP LN EQUITY	14.2	444	31	475	333	1.3x	1.4x	2.3x	12.4x	12.0x	17.4%	-9.5%	10.8%	11.8%	61%	
Sword	SWP FP EQUITY	36.5	341	(52)	289	261	1.1x	1.1x	NA	9.4x	8.9x	4.6%	3.0%	12.0%	12.5%	NA	
<b>Average</b>							<b>2.1x</b>	<b>2.2x</b>		<b>11.0x</b>	<b>11.1x</b>	<b>24%</b>	<b>-5%</b>	<b>18%</b>	<b>18%</b>	<b>67%</b>	
<b>Total (Mid Cap)</b>			<b>1,912</b>	<b>525</b>	<b>2,437</b>												
<b>Selected Small Cap</b>																	
Linedata	LIN FP EQUITY	34.7	217	71	288	169	1.5x	1.7x	2.1x	4.6x	NA	3.1%	-10.6%	32.7%	NA	79%	
Gresham	GHT LN Equity	1.4	132	(10)	121	52	2.4x	2.3x	2.6x	16.5x	11.2x	60.3%	1.8%	14.4%	20.9%	89%	
MSG	MSGL GR EQUITY	2.9	121	(44)	77	NA	0.3x	NA	NA	3.6x	NA	7.1%	NA	9.2%	NA	20%	
63 Moons	63MOONS IN Equity	161.1	91	(203)	(112)	NA	NM	NA	NA	7.7x	NA	-0.3%	NA	-67.6%	NA	93%	
Profile Software	PROF GA EQUITY	2.7	64	(9)	54	NA	2.3x	NA	NA	8.4x	NA	38.6%	NA	27.3%	NA	67%	
Crealogix	CLXN SW Equity	42.0	60	27	86	95	0.8x	0.9x	1.6x	NM	NM	-16.0%	-10.8%	-2.9%	0.2%	56%	
N2N Berhad	N2N MK Equity	0.4	56	(30)	NA	23	0.9x	1.1x	NA	3.1x	4.0x	4.4%	-16.1%	30.4%	28.2%	NA	
<b>Average</b>							<b>1.4x</b>	<b>1.5x</b>		<b>7.3x</b>	<b>7.6x</b>	<b>14%</b>	<b>-9%</b>	<b>6%</b>	<b>16%</b>	<b>67%</b>	
<b>Total (Small Cap)</b>			<b>740</b>	<b>(199)</b>	<b>514</b>												
<b>Sector Total</b>			<b>260,598</b>	<b>60,440</b>	<b>321,011</b>		<b>4.7x</b>	<b>4.6x</b>	<b>6.2x</b>	<b>14.1x</b>	<b>19.7x</b>	<b>16%</b>	<b>4%</b>	<b>11%</b>	<b>24%</b>	<b>78%</b>	

(1) Excludes treasury shares (2) Net financial debt minus marketable securities and collaterals. (3) Recurring revenues (renewing licenses, maintenance, subscriptions, SaaS etc) where reported for last full year (4) NM - Not meaningful and NA - Not available

## Quick Facts

- Sector experts focused on providing advisory services to sellers and buyers in M&A projects across the globe.
- Deep domain expertise across software, services and data intensive sectors, with a focus on FinTech, HRTech, ESG and Workforce Solutions.
- Our Partners have advised on 100+ transactions with values ranging from \$15 million to over \$100 million; the majority (70%) of our engagements result in cross-border transactions.
- International presence with offices in London, Milan, San Diego, Luxembourg, and Buenos Aires.
- Proven track record of successful long-term advisory relationships positioning clients for premium transactions using current insights into the relevant strategic acquirers.



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