

CG Global Tech Team Snapshot



Canaccord Genuity's Global Tech Team Completes 92 Transactions in 2023 in the Technology, Media, Marketing, and Information Services Industries

Selected 2023 Transactions

| | | | | | | | |
|--|--|---|---|--|---|--|--|
| Financial Advisor on acquisition of December 2023 | Financial Advisor on sale to December 2023 | C\$29,000,000 Bought Deal Joint Bookrunner & Co-Lead Underwriter December 2023 | Financial Advisor on strategic growth investment from December 2023 | Financial Advisor on majority investment from December 2023 | \$153,237,500 Follow-On Offering Co-Manager December 2023 | Financial Advisor on sale to December 2023 | Financial Advisor on majority investment from November 2023 |
| \$750,000,000 ATM Offering Co-Agent November 2023 | Financial Advisor on sale to November 2023 | Financial Advisor on sale to November 2023 | €300,000,000 Placing Joint Bookrunner November 2023 | \$95,000,000 Financial Advisor on sale to October 2023 | £175,000,000 Financial Advisor on acquisition of October 2023 | Financial Advisor on sale to October 2023 | Financial Advisor on investment from October 2023 |
| Financial Advisor on strategic investment from October 2023 | Financial Advisor on sale to October 2023 | \$658,921,980 IPO Co-Manager September 2023 | Financial Advisor on strategic investment from September 2023 | A\$45,900,000 Institutional Placement Joint Lead Manager September 2023 | Financial Advisor on sale of its US commercial marketing group to September 2023 | Financial Advisor on significant investment from September 2023 | A\$50,000,000 Institutional Placement Joint Lead Manager September 2023 |
| Financial Advisor on acquisition of September 2023 | Financial Advisor on recapitalization by September 2023 | Financial Advisor on sale to September 2023 | \$90,000,000 ATM Offering Lead Agent August 2023 | Financial Advisor on sale of its software business to August 2023 | \$250,000,000 ATM Offering Co-Agent August 2023 | Financial Advisor on investment in August 2023 | \$750,000,000 ATM Offering Co-Agent August 2023 |
| Financial Advisor on sale to August 2023 | Financial Advisor on sale to July 2023 | €335,000,000 IPO Joint Bookrunner July 2023 | Financial Advisor on sale of its healthcare vertical business to July 2023 | \$252,999,996 Follow-On Offering Co-Manager July 2023 | Financial Advisor on investment from June 2023 | A\$160,000,000 Placement Lead Manager June 2023 | Financial Advisor on investment from June 2023 |
| Financial Advisor on sale to June 2023 | Financial Advisor on investment in June 2023 | A\$48,000,000 Recapitalization Financial Advisor June 2023 | Financial Advisor on investment in June 2023 | \$128,000,000 Follow-On Offering Co-Manager May 2023 | Financial Advisor on sale to May 2023 | Financial Advisor on significant investment from May 2023 | Financial Advisor on investment from May 2023 |
| Financial Advisor on sale to April 2023 | \$43,000,000 Financial Advisor on sale to April 2023 | Financial Advisor on sale to March 2023 | Financial Advisor on sale to March 2023 | \$30,000,000 Debt Advisory March 2023 | Financial Advisor on investment from March 2023 | Financial Advisor on sale to March 2023 | Financial Advisor on investment in February 2023 |
| Financial Advisor on sale to February 2023 | Financial Advisor on sale to February 2023 | Financial Advisor on sale to February 2023 | \$70,000,000 ATM Offering Sole Agent February 2023 | Financial Advisor on sale to January 2023 | \$1,225,000,000 Financial Advisor on sale to January 2023 | Financial Advisor on sale to January 2023 | Financial Advisor on sale to January 2023 |

CG Global Tech Team Snapshot



Ranked #1 for Global Middle-Market TMT Activity¹

| # of Transactions 2023 | | | # of Transactions 2021-2023 | | |
|------------------------|--------------------------|----|-----------------------------|--------------------------|-----|
| Rank | Firm Name | | Rank | Firm Name | |
| 1 | Canaccord Genuity | 52 | 1 | Canaccord Genuity | 197 |
| 2 | Lincoln International | 30 | 2 | Houlihan Lokey | 156 |
| 2 | Houlihan Lokey | 30 | 3 | Lincoln International | 113 |
| 4 | Raymond James | 22 | 4 | Raymond James | 103 |
| 5 | William Blair | 19 | 5 | William Blair | 99 |
| 6 | Evercore | 14 | 6 | Goldman Sachs | 86 |
| 6 | Jefferies | 14 | 7 | Jefferies | 73 |
| 8 | Lazard | 13 | 8 | Lazard | 66 |
| 9 | AGC | 12 | 9 | Baird | 65 |
| 9 | Moelis | 12 | 10 | Evercore | 62 |
| 11 | Stifel | 11 | 11 | Stifel | 61 |
| 12 | Rothschild & Co. | 10 | 12 | KPMG | 56 |

Ranked #1 for Global Middle-Market Media & Information Services Activity¹

| # of Transactions 2023 | | | # of Transactions 2021-2023 | | |
|------------------------|--------------------------|----|-----------------------------|--------------------------|-----|
| Rank | Firm Name | | Rank | Firm Name | |
| 1 | Canaccord Genuity | 46 | 1 | Canaccord Genuity | 144 |
| 2 | Houlihan Lokey | 23 | 2 | Houlihan Lokey | 86 |
| 3 | Lincoln International | 11 | 3 | Lincoln International | 55 |
| 3 | Moelis | 11 | 4 | Raymond James | 44 |
| 5 | BrightTower | 9 | 5 | GP Bullhound | 38 |
| 5 | JEGI | 9 | 6 | KPMG | 37 |
| 7 | GP Bullhound | 7 | 7 | JEGI | 36 |
| 8 | AGC | 6 | 8 | Moelis | 30 |
| 8 | Clipperton | 6 | 9 | BrightTower | 28 |
| 8 | Investec | 6 | 10 | Jefferies | 24 |

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

| # of Transactions 2023 | | | # of Transactions 2021-2023 | | |
|------------------------|--------------------------|---|-----------------------------|----------------------------|----|
| Rank | Firm Name | | Rank | Firm Name | |
| 1 | Canaccord Genuity | 8 | 1 | Canaccord Genuity | 30 |
| 2 | Lazard | 2 | 2 | William Blair | 16 |
| 2 | Raymond James | 2 | 3 | TripleTree | 12 |
| 2 | Ziegler | 2 | 4 | Houlihan Lokey | 11 |
| 5 | Bailey & Company | 1 | 5 | Lincoln International | 8 |
| 5 | Bank of America | 1 | 6 | Evercore | 7 |
| 5 | Bryan, Garnier & Company | 1 | 6 | Ziegler | 7 |
| 5 | Cantor Fitzgerald | 1 | 8 | KeyBanc | 6 |
| 5 | Carnegie | 1 | 8 | Goldman Sachs | 6 |
| 5 | Centerview | 1 | 10 | Brentwood Capital Advisors | 5 |

Leading Global Underwriter Since 2022³

| Global Rank | Firm Name | Total Deals | Bookrun Deals |
|-------------|--------------------------|-------------|---------------|
| 1 | Canaccord Genuity | 652 | 517 |
| 2 | JPMorgan | 568 | 553 |
| 3 | Goldman Sachs | 530 | 514 |
| 4 | BofA Securities | 489 | 464 |
| 5 | Morgan Stanley | 484 | 466 |
| 6 | Citi | 389 | 377 |
| 7 | UBS | 359 | 345 |
| 9 | Jefferies | 279 | 277 |
| 10 | Barclays | 259 | 246 |
| 11 | Stifel | 257 | 166 |

¹Source: PitchBook for the time period 1/1/21-12/31/23. Transaction totals represent 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 1/1/21-12/31/23. Transaction totals represent 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 12/31/23

CG Global Tech Team Snapshot



Canaccord Genuity is a dominant, full-service global investment bank focused on 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, expanding our senior resources focused on automation, cyber security, and human capital management, among other areas of thought leadership.

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. In 2023, our global Tech team:

- Completed 92 total transactions for 76 different corporate clients
- In spite of challenges in the public markets, completed 36 equity capital markets transactions globally
- Closed 56 M&A advisory engagements, which ranged from strategic sales and private equity recaps to corporate divestitures
 - Almost 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 global investment banking team has nearly 300 professionals in offices around the world, including the US (Boston, Charlotte, Chicago, Nashville, New York, San Francisco), Canada (Calgary, Montreal, Toronto, Vancouver), Europe (London), Australia (Melbourne, Perth, Sydney), and Asia (Beijing and Hong Kong). Our global capital markets business provides our clients with the benefit of extensive resources, expertise, and relationships from across our operations internationally.

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

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