



Technology, Media, and
Telecommunications (TMT)
Quarterly update
Q1 2019

TMT trends

Immersive technologies¹

- Immersive technologies and their applications are expected to widely increase in 2019, penetrating industries with room for disruption such as training and teaching.
- The market for immersive technologies is expected to see significant growth within the next five years, reaching approximately \$55 billion by 2021.



Blockchain²

- In 2019, blockchain models are expected to significantly expand across a multitude of sectors that include finance, healthcare, government, manufacturing, etc.
- By 2030, blockchain is expected to create \$3.1 trillion in business value, as it is expected to help reduce transaction costs and secure data in the Internet of Things.

5G technologies³

- 5G is expected to become the new standard for wireless communications by extending the reach of the internet to almost any kind of connection, by almost any kind of device, and anywhere a wireless signal can reach.
- Operators who accumulate users fastest will likely also innovate quicker, and by the end of 2019, 25 operators are expected to have launched 5G service in their areas.

Everything-as-a-service (XaaS)⁴

- The demand for XaaS is expected to expand exponentially, as more businesses seek ways to innovate in order to enhance the customer experience.
- According to Deloitte's Flexible Consumption Survey, XaaS capabilities are increasing consumers' accessibility to cutting-edge technologies and services, and many enterprises are now focusing on accelerated innovation as a key initiative.

TMT M&A trends

- The global TMT M&A market has been driven by a wave of mega deals worth in excess of \$10 billion, including Fiserv Inc.'s acquisition of First Data Corporation and Hellman & Freidman's acquisition of The Ultimate Software Group. This 120 percent increase in deal activity compared to the same period in 2017 demonstrates companies' appetites for large, strategic deals to help stay ahead of key market trends. Throughout 2018, M&A transactions are up in nearly all sectors, totaling over \$3.5 trillion across more than 3,500 deals.⁵
- Disruptive M&A was a key growth driver in 2018 as companies spent \$217 billion on acquiring disruptive technologies and business models, representing an increase of 28 percent over the previous year. Since 2015, companies have spent \$877 billion on such acquisitions. While Digital and Analytics are the largest segments, there has been a sharp increase in Fintech, Cyber, and Healthtech deals and these are expected to grow in 2019.⁵
- General market trends are expected to provide tailwinds to TMT M&A deal activity, including low interest rates, ample amounts of dry powder, aggressive debt markets, and an emerging and hot IPO market for technology. Moreover, massive private equity fundraising is also expected to drive M&A in 2019.⁵

In this update

- TMT trends
- Economic outlook
- Industry analysis
- Select M&A transactions
- Appendix

This update will focus on news and trends in the following areas:

- Immersive technologies
- Blockchain
- 5G technologies
- XaaS
- Mergers & Acquisitions

Who we are

Deloitte Corporate Finance LLC is a leading global middle market M&A adviser. The firm's professionals have extensive knowledge in the TMT space and use their experience to help the firm's clients maximize value.

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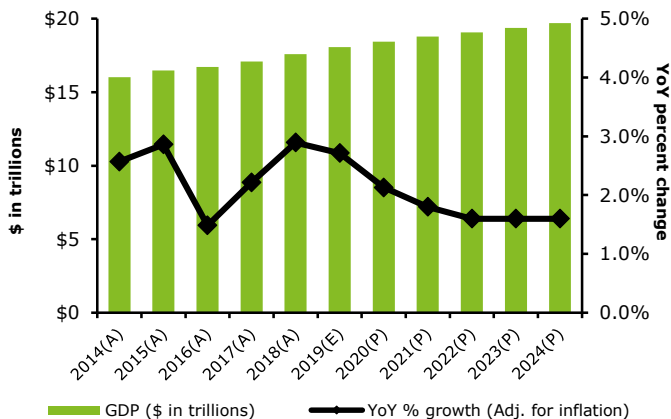
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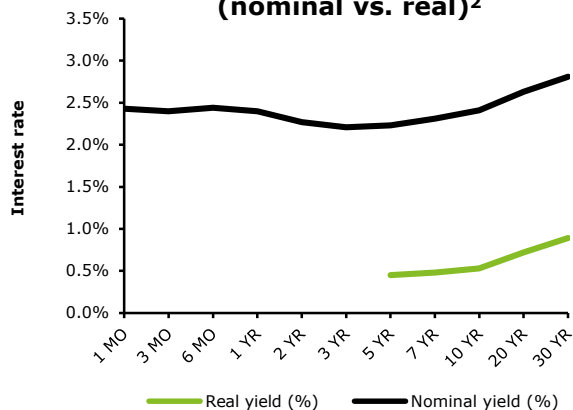
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Macroeconomic outlook

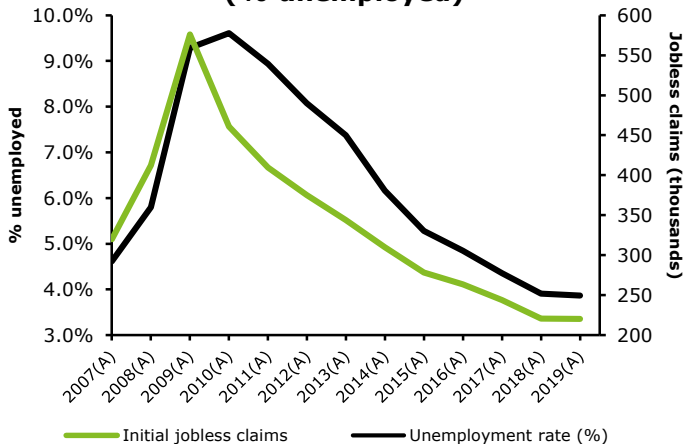
US gross domestic product¹



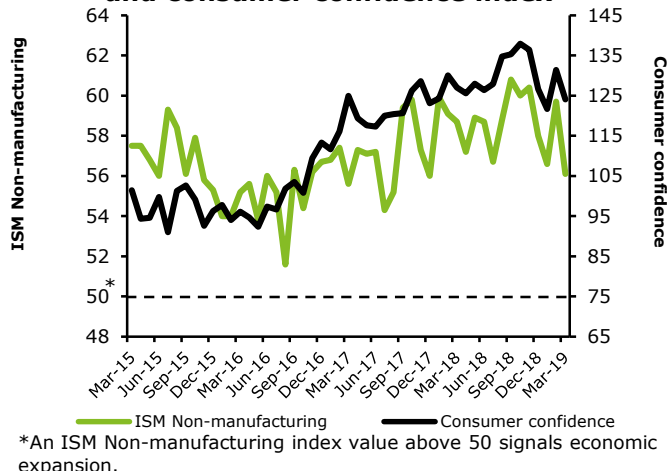
US Treasury yield curve (nominal vs. real)²



US unemployment rate (% unemployed)³

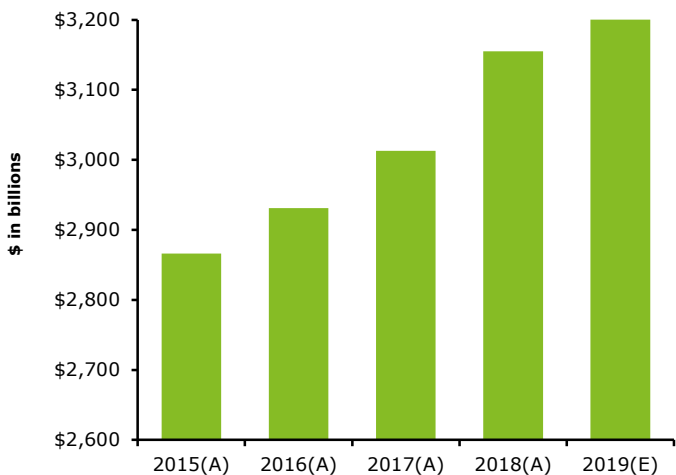


ISM non-manufacturing index and consumer confidence index⁴

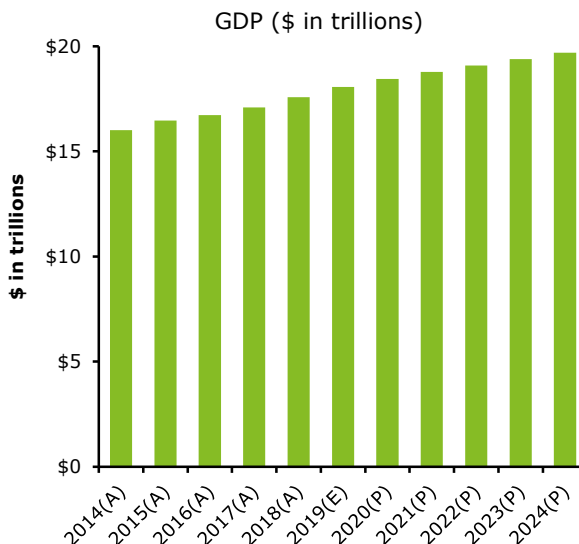


TMT sector outlook

Global technology industry revenue⁵



Private investment in computers and software⁵

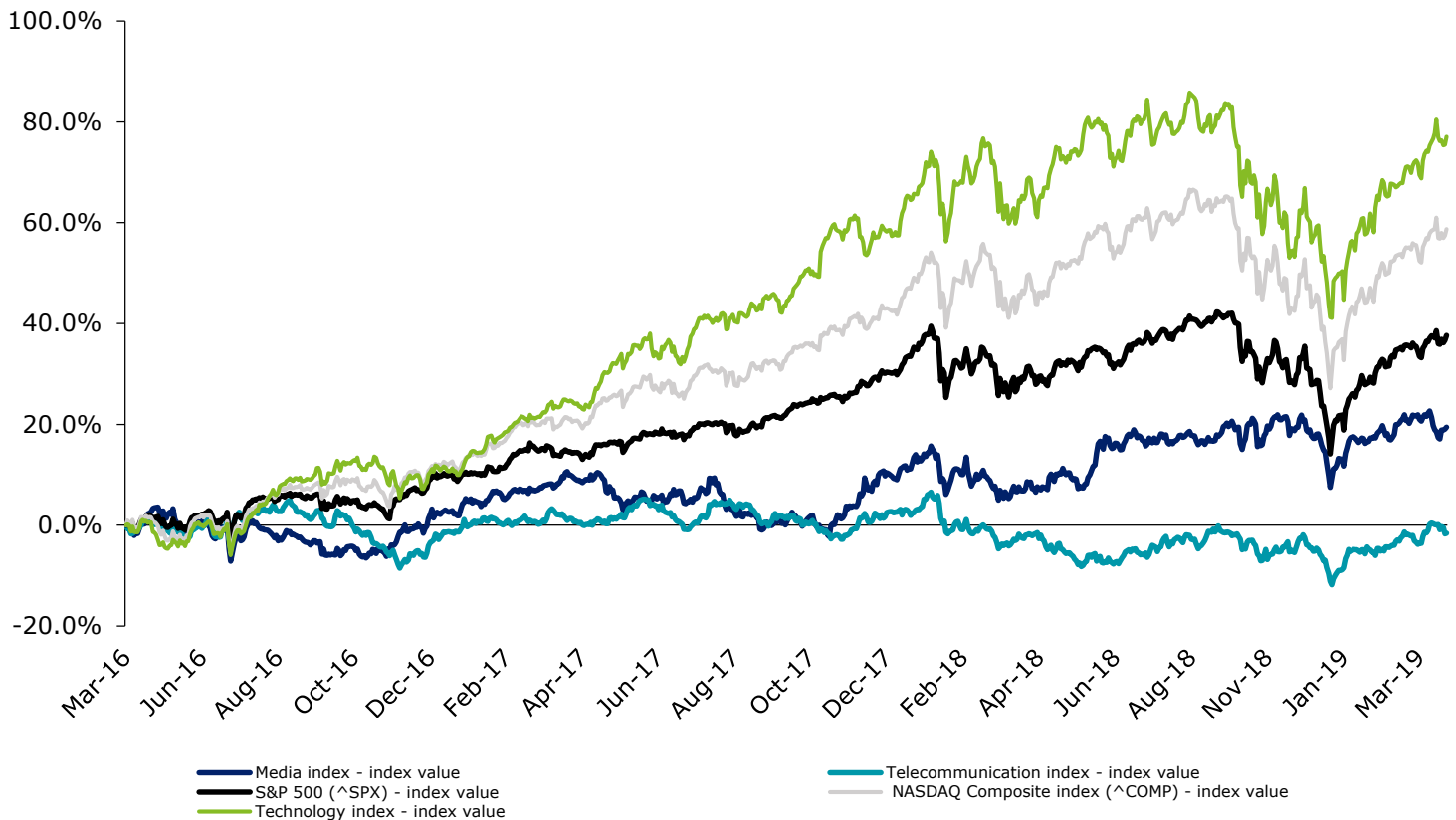


TMT sector breakdown and trading statistics¹

Sector	Number of companies	% of 52 week high	Median revenue CAGR (3 Yr)	Median LTM EBITDA (\$M)	Median EBITDA margin	Median EV (\$M)	LTM		NTM EV/EBITDA
							EV/Revenue	EV/EBITDA	
Application Software / SaaS	21	93.4 %	10.4 %	\$924	25.3 %	\$38,279	8.8 x	20.5 x	21.1 x
Internet & Digital Media	17	81.5	32.4	983	26.4	27,263	7.5	29.3	16.1
IT Services	9	94.5	8.9	3,232	23.1	37,262	2.5	12.4	11.2
Hardware	17	90.9	3.6	5,571	24.2	34,432	2.3	9.2	8.5
Traditional Media	21	87.9	3.2	1,336	19.6	20,447	1.7	9.4	8.7
Telecommunications	20	88.5	1.7	13,955	28.1	83,359	1.7	6.3	6.0
Automotive Technology	8	85.4	5.1	761	15.1	6,854	2.0	12.5	10.8
TMT index	113	89.4 %	23.8 %	\$2,344	23.8 %	\$33,376	3.2 x	10.6 x	9.5 x

Public comparables three-year stock market performance^{2,3}

S&P 500 index	37.61%
NASDAQ Composite index	58.72%
Technology index	77.05%
Media index	19.44%
Telecommunications index	-1.59%



Recent transactions

April 11, 2019 – Uber Technologies, Inc filed its S-1 document to officially file for an initial public offering. Uber will list on the New York Stock Exchange. The company did not disclose its offering price. In the S-1, the company reported 2018 revenues of \$11.3 billion with an adjusted EBITDA loss of \$1.9 billion.¹

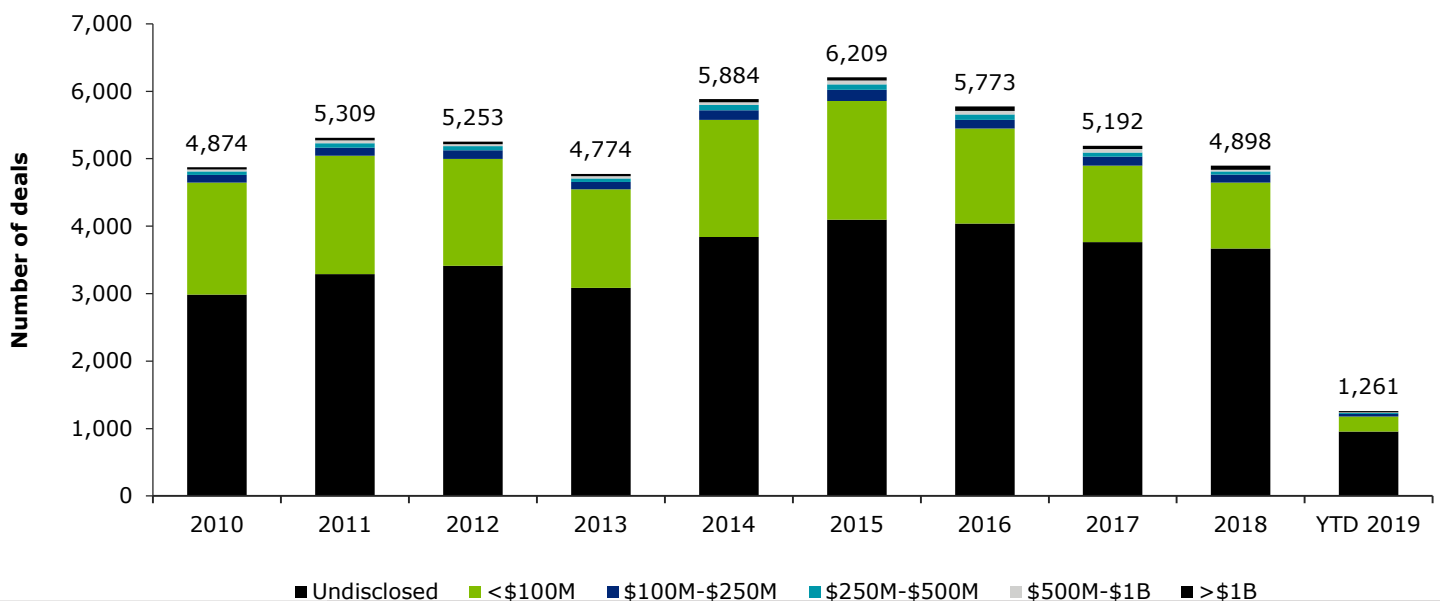
March 25, 2019 – McDonald’s Corporation (NYSE:MCD) has entered into a definitive agreement to acquire Dynamic Yield Ltd., a leader in personalization and decision logic technology, for more than \$300.0 million. The acquisition continues McDonald’s investment in technology to catalyze growth. The acquisition will enable McDonald’s to be one of the first companies to integrate decision technology into the customer point of sale at a brick and mortar location.²

March 11, 2019 – NVIDIA Corporation (Nasdaq:NVDA) has entered into a definitive agreement to acquire Mellanox Technologies, Inc., a leading supplier of end-to-end Ethernet and InfiniBand smart interconnect solutions and services for servers and storage, for \$6.9 billion. Together, NVIDIA’s computing platform and Mellanox’s interconnects power over half of the world’s top 500 supercomputers and service a majority of the major cloud service providers and computer makers.³

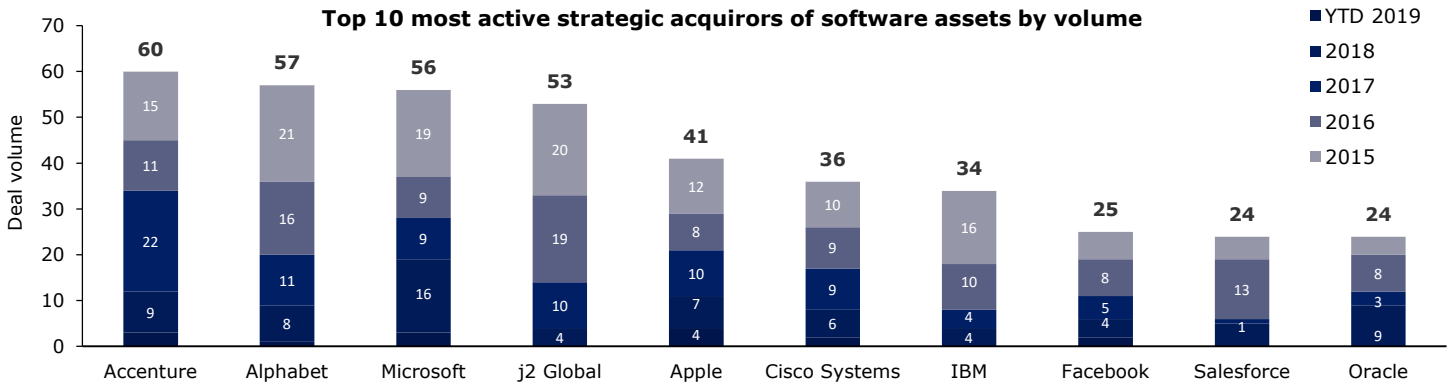
March 11, 2019 – F5 Networks, Inc. (Nasdaq:FFIV) has entered into a definitive agreement to acquire NGINX, Inc., an open source leader in application delivery, for \$670 million. F5 hopes the acquisition of NGINX strengthens its growth trajectory by accelerating the company’s software and multi-cloud transformation. F5 will look to leverage its global sales force and infrastructure in order to scale selling opportunities for NGINIX.⁴

January 16, 2019 – Fiserv, Inc. (Nasdaq:FISV), a leading financial services technology company, has entered into a definitive agreement to merge with First Data Corporation (NYSE:FDC), a global leader in commerce-enabling technology. The merger is expected to create complementary technology capabilities that will enable a wide range of payments and financial services. The combined company will be led by leadership from both companies in order to leverage the strengths of both Fiserv and First Data.⁵

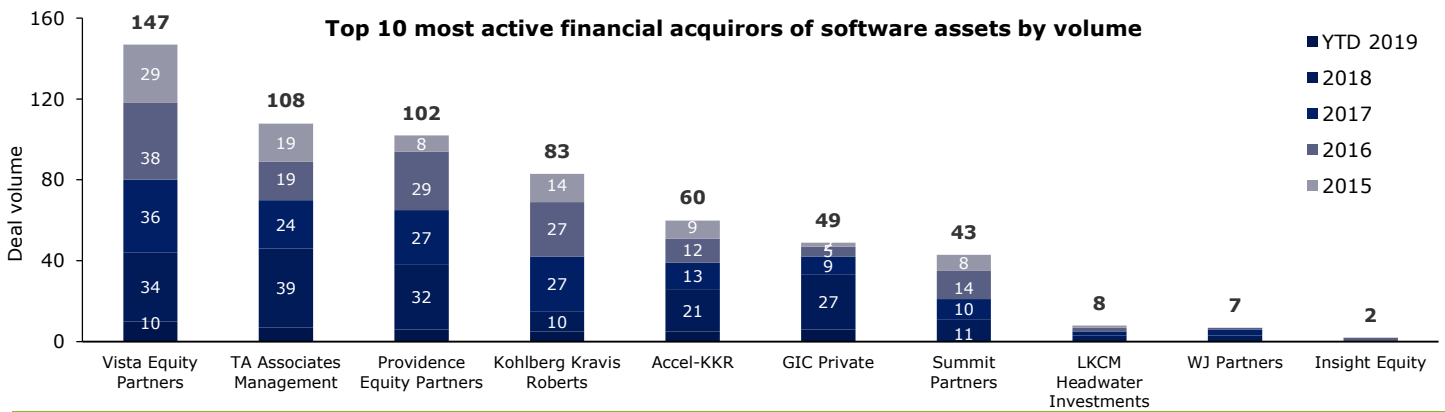
Annual TMT M&A transaction volume⁶



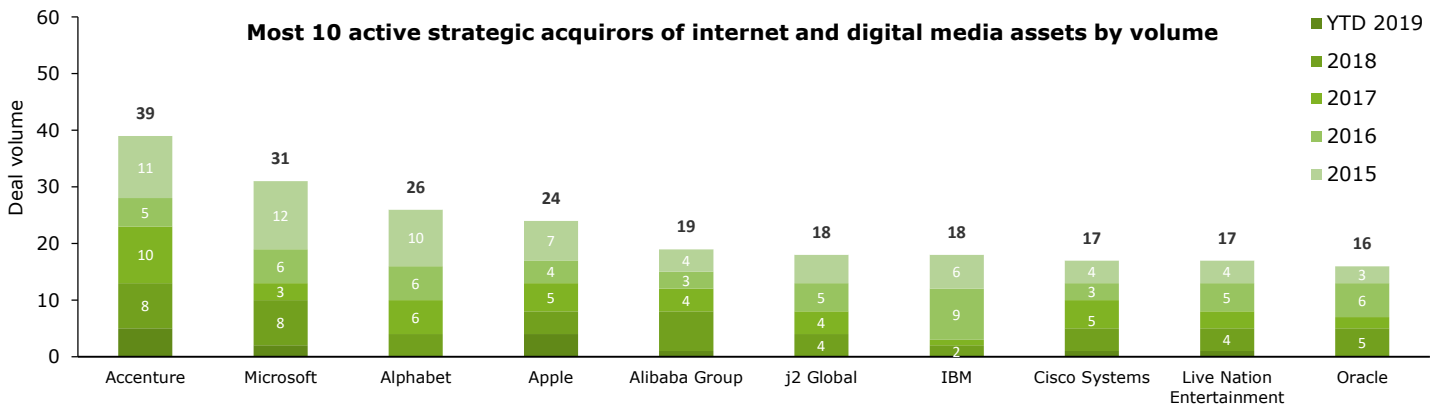
Software acquisition activity – strategic acquirors¹



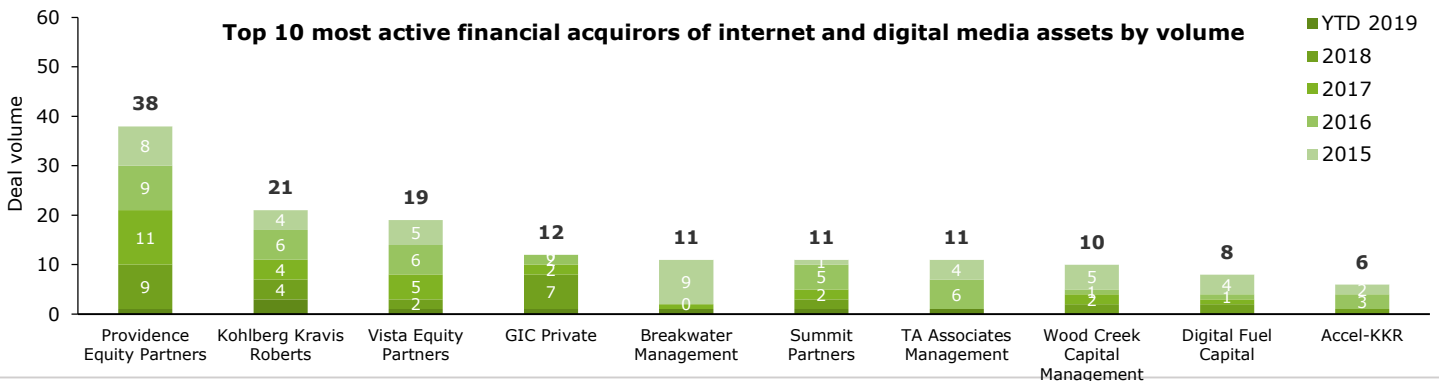
Software acquisition activity – financial acquirors¹



Internet and digital media acquisition activity – strategic acquirors¹



Internet and digital media acquisition activity – financial acquirors¹



Appendix

Public comparables analysis¹

Company (ticker)	% of 52 Week high	LTM revenue	Revenue CAGR (3 Yr)	LTM EBITDA	EBITDA margin	Enterprise value (EV)	Last twelve months		NTM	
							EV/Revenue	EV/EBITDA	EV/EBITDA	
Application Software/SaaS (21)										
Adobe Inc. (NasdaqGS:ADBE)	97.5 %	\$9,552	23.5 %	\$3,247	34.0 %	\$132,934	13.9 x	40.9 x	25.1 x	
Autodesk, Inc. (NasdaqGS:ADSK)	97.0	2,570	0.9	120	4.7	38,279	14.9	NM	43.1	
Lyft, Inc. (NasdaqGS:LYFT)	65.9	2,157	NA	(956)	NM	14,646	6.8	NM	NM	
Cerner Corporation (NasdaqGS:CERN)	92.8	5,366	7.2	1,207	22.5	20,009	3.7	16.6	11.8	
Check Point Software Technologies Ltd. (NasdaqGS:CHKP)	90.4	1,936	5.2	924	47.7	16,986	8.8	18.4	16.5	
DocuSign, Inc. (NasdaqGS:DOCU)	77.2	701	40.9	(391)	NM	8,639	12.3	NM	NM	
Dropbox, Inc. (NasdaqGS:DBX)	48.9	1,392	32.1	(327)	NM	8,133	5.8	NM	22.2	
Fiserv, Inc. (NasdaqGS:FISV)	93.3	5,823	3.5	1,898	32.6	38,895	6.7	20.5	16.5	
Intuit Inc. (NasdaqGS:INTU)	94.7	6,233	11.7	1,779	28.5	65,861	10.6	37.0	26.5	
Microsoft Corporation (NasdaqGS:MSFT)	100.0	118,459	10.4	49,581	41.9	904,331	7.6	18.2	16.3	
Oracle Corporation (NYSE:ORCL)	99.3	39,831	2.3	16,336	41.0	202,665	5.1	12.4	10.9	
Red Hat, Inc. (NYSE:RHT)	99.1	3,362	17.9	621	18.5	30,285	9.0	48.7	28.7	
Salesforce.com, inc. (NYSE:CRM)	93.4	13,282	25.8	1,524	11.5	119,898	9.0	78.7	29.4	
SAP SE (DB:SAP)	92.6	28,288	5.9	7,755	27.4	137,406	4.9	17.7	13.0	
ServiceNow, Inc. (NYSE:NOW)	94.3	2,609	37.4	108	4.1	42,014	16.1	NM	45.0	
SolarWinds Corporation (NYSE:SWI)	87.8	833	NA	196	23.6	7,316	8.8	37.3	NM	
Symantec Corporation (NasdaqGS:SYMC)	83.6	4,752	9.4	994	20.9	18,063	3.8	18.2	8.1	
VMware, Inc. (NYSE:VMW)	96.8	8,974	9.3	2,428	27.1	78,593	8.8	32.4	20.0	
Workday, Inc. (NasdaqGS:WDAY)	93.9	2,822	34.6	(240)	NM	41,125	14.6	NM	60.7	
Zscaler, Inc. (NasdaqGS:ZS)	86.0	243	NA	(15)	NM	7,448	30.7	NM	NM	
Zoom Video Communications, Inc. (NasdaqGS:ZM)	100.0	331	NA	13	4.0	15,155	45.9	NM	NM	
Median	93.4 %	\$3,362	10.4 %	\$924	25.3 %	\$38,279	8.8 x	20.5 x	21.1 x	
Mean	89.7 %	\$12,358	16.4 %	\$4,133	24.4 %	\$92,794	11.8 x	30.5 x	24.6 x	
Internet & Digital Media (17)										
Alibaba Group Holding Limited (NYSE:BABA)	88.3 %	\$50,203	54.1 %	\$12,965	25.8 %	\$475,198	9.5 x	36.7 x	22.2 x	
Alphabet Inc. (NasdaqGS:GOOGL)	96.1	136,819	22.2	40,421	29.5	757,925	5.5	18.8	12.9	
Amazon.com, Inc. (NasdaqGS:AMZN)	90.8	232,887	29.6	27,762	11.9	924,090	4.0	33.3	21.9	
Baidu, Inc. (NasdaqGS:BDU)	60.2	15,103	16.1	4,844	32.1	48,901	3.2	10.1	14.3	
eBay Inc. (NasdaqGS:EBAY)	83.7	10,746	7.7	3,004	28.0	35,802	3.3	11.9	9.5	
Facebook, Inc. (NasdaqGS:FB)	81.5	55,838	46.0	29,228	52.3	468,485	8.4	16.0	12.8	
iQIYI, Inc. (NasdaqGS:IQ)	50.2	3,633	67.5	983	27.1	16,589	4.6	16.9	NM	
Lyft, Inc. (NasdaqGS:LYFT)	65.9	2,157	NA	(956)	NM	14,646	6.8	NM	NA	
Netflix, Inc. (NasdaqGS:NFLX)	85.1	16,614	32.4	1,705	10.3	164,285	9.9	96.3	46.4	
Pinduoduo Inc. (NasdaqGS:PDD)	72.0	1,908	NA	(1,504)	NM	23,399	12.3	NM	NM	
Pinterest, Inc. (NYSE:PINS)	100.0	756	NA	(54)	NM	12,288	16.3	NM	NM	
Snap Inc. (NYSE:SNAP)	73.1	1,180	172.0	(1,146)	NM	14,154	12.0	NM	NM	
Spotify Technology S.A. (NYSE:SPOT)	70.2	6,021	39.4	(19)	NM	23,557	3.9	NM	NM	
Tencent Holdings Limited (SEHK:700)	90.7	45,465	44.9	16,409	36.1	473,864	10.4	28.9	23.6	
Tencent Music Entertainment Group (NYSE:TME)	91.2	2,760	NA	528	19.1	27,263	9.9	51.6	NM	
Twitter, Inc. (NYSE:TWTR)	72.0	3,042	11.1	771	25.4	22,850	7.5	29.6	17.9	
Yelp Inc. (NYSE:YELP)	68.6	943	19.7	50	5.3	2,197	2.3	44.2	9.8	
Median	81.5 %	\$6,021	32.4 %	\$983	26.4 %	\$27,263	7.5 x	29.3 x	16.1 x	
Mean	78.8 %	\$34,475	43.3 %	\$7,941	25.2 %	\$206,206	7.6 x	32.9 x	19.1 x	
IT Services (9)										
Accenture plc (NYSE:ACN)	99.2	\$40,840	8.9 %	\$6,676	16.3 %	\$109,479	2.7 x	16.4 x	14.7 x	
Automatic Data Processing, Inc. (NasdaqGS:ADP)	98.8	13,839	7.2	3,232	23.4	71,183	5.1	22.0	19.9	
Cargemini SE (ENKTPA:CAP)	92.9	15,110	3.5	1,930	12.8	20,155	1.3	10.4	8.6	
Cognizant Technology Solutions Corporation (NasdaqGS:CTSH)	85.6	16,125	9.1	3,320	20.6	37,262	2.3	11.2	9.9	
DXC Technology Company (NYSE:DXC)	61.5	23,880	49.1	5,507	23.1	22,410	0.9	4.1	4.7	
HCL Technologies Limited (NSEI:HCLTECH)	97.3	8,393	10.4	1,949	23.2	21,208	2.5	10.9	9.5	
Infosys Limited (NSEI:INFY)	92.8	11,799	7.5	2,979	25.2	41,289	3.5	13.9	12.9	
Tata Consultancy Services Limited (NSEI:TCS)	94.5	21,139	10.5	5,703	27.0	109,924	5.2	19.3	17.5	
Wipro Limited (BSE:507685)	95.9	8,456	4.6	1,644	19.4	20,392	2.4	12.4	11.2	
Median	94.5 %	\$15,110	8.9 %	\$3,232	23.1 %	\$37,262	2.5 x	12.4 x	11.2 x	
Mean	90.9 %	\$17,731	12.3 %	\$3,660	21.2 %	\$50,367	2.9 x	13.4 x	12.1 x	
Hardware (17)										
Amphenol Corporation (NYSE:APH)	99.6 %	\$8,202	13.8 %	\$1,988	24.2 %	\$33,437	4.1 x	16.8 x	16.2 x	
Apple Inc. (NasdaqGS:AAPL)	87.3	261,612	3.6	79,523	30.4	989,560	3.8	12.4	13.2	
Applied Materials, Inc. (NasdaqGS:AMAT)	77.2	16,801	20.7	4,915	29.3	43,324	2.6	8.8	11.8	
Canon Inc. (TSE:7751)	81.9	36,020	1.3	5,571	15.5	29,787	0.8	5.3	5.9	
Hewlett Packard Enterprise Company (NYSE:HPE)	93.5	30,731	(13.6)	4,944	16.1	31,598	1.0	6.4	6.1	
Hitachi, Ltd. (TSE:6501)	84.2	86,383	(2.4)	8,514	9.9	34,432	0.4	4.0	3.3	
Intel Corporation (NasdaqGS:INTC)	98.2	70,848	8.6	32,329	45.6	277,836	3.9	8.6	8.5	
International Business Machines Corporation (NYSE:IBM)	90.9	78,701	(0.9)	17,348	22.0	161,749	2.1	9.3	8.8	
Juniper Networks, Inc. (NYSE:JNPR)	90.9	4,648	(1.5)	795	17.1	8,397	1.8	10.6	8.7	
Lenovo Group Limited (SEHK:992)	96.3	49,966	2.0	2,025	4.1	12,115	0.2	6.0	5.8	
Murata Manufacturing Co., Ltd. (TSE:6981)	87.8	14,170	8.6	3,407	24.0	32,886	2.3	9.7	8.2	
NXP Semiconductors N.V. (NasdaqGS:NXP)	82.3	9,407	15.5	2,655	28.2	34,017	3.6	12.8	11.1	
QUALCOMM Incorporated (NasdaqGS:QCOM)	96.8	21,539	(3.5)	6,389	29.7	102,762	4.8	16.1	15.4	
Samsung Electronics Co., Ltd. (KOSE:A005930)	84.6	218,973	6.7	76,305	34.8	195,003	0.9	2.6	3.8	
Taiwan Semiconductor Manufacturing Company (TSEC:2330)	87.1	33,408	8.6	22,025	65.9	202,012	6.0	9.2	8.1	
Texas Instruments Incorporated (NasdaqGS:TXN)	97.5	15,784	6.7	7,529	47.7	109,255	6.9	14.5	15.8	
Xerox Corporation (NYSE:XRX)	98.2	9,830	(5.0)	1,387	14.1	11,988	1.2	8.6	7.0	
Median	90.9 %	\$30,731	3.6 %	\$5,571	24.2 %	\$34,432	2.3 x	9.2 x	8.5 x	
Mean	90.3 %	\$56,884	4.1 %	\$16,332	27.0 %	\$135,892	2.7 x	9.5 x	9.3 x	

Public comparables analysis¹ (cont.)

Company (ticker)	% of 52 Week high	LTM revenue	Revenue CAGR (3 Yr)	LTM EBITDA	EBITDA margin	Enterprise value (EV)	Last twelve months		NTM
							EV/ Revenue	EV/ EBITDA	EV/ EBITDA
<i>(\$ in millions)</i>									
Traditional Media (21)									
CBS Corporation (NYSE:CBS)	87.9 %	\$14,514	4.6 %	\$3,124	21.5 %	\$29,458	2.0 x	9.4 x	8.5 x
Discovery, Inc. (NasdaqGS:DISC.A)	86.4	10,553	18.2	4,540	43.0	37,499	3.6	8.3	8.1
Fox Corporation (NasdaqGS:FOXA)	93.1	10,981	NA	2,540	23.1	22,149	2.0	8.7	9.1
Fuji Media Holdings, Inc. (TSE:4676)	71.5	5,608	(1.9)	411	7.3	3,977	0.7	9.7	8.4
Hakuhodo DY Holdings Inc (TSE:2433)	86.0	13,043	6.7	695	5.3	5,566	0.4	8.0	8.7
Lagardère SCA (ENXTPA:MMB)	93.1	8,405	(0.5)	696	8.3	5,227	0.6	7.5	6.8
Meredith Corporation (NYSE:MDP)	94.9	3,047	23.6	636	20.9	5,100	1.7	8.0	6.3
News Corporation (NasdaqGS:NWSA)	75.2	9,937	6.0	1,060	10.7	7,363	0.7	6.9	5.7
Omnicom Group Inc. (NYSE:OMC)	97.8	15,130	(0.1)	2,341	15.5	21,797	1.4	9.3	9.0
Pearson plc (LSE:PSON)	81.9	5,262	(2.6)	695	13.2	8,805	1.7	12.7	9.1
Publicis Groupe S.A. (ENXTPA:PUB)	82.0	11,393	1.2	2,465	21.6	15,329	1.3	6.2	6.2
Sirius XM Holdings Inc. (NasdaqGS:SIRI)	78.4	5,771	8.1	2,100	36.4	35,449	6.1	16.9	15.5
The Interpublic Group of Companies, Inc. (NYSE:IPG)	87.9	8,032	1.8	1,240	15.4	11,825	1.5	9.5	8.2
The New York Times Company (NYSE:NYT)	96.5	1,726	3.4	232	13.4	5,222	3.0	22.5	21.1
The Walt Disney Company (NYSE:DIS)	99.8	59,386	3.0	17,463	29.4	254,305	4.3	14.6	13.4
Thomson Reuters Corporation (TSX:TRI)	99.4	5,501	(21.2)	1,078	19.6	30,590	5.6	28.4	21.3
Tribune Media Company (NYSE:TRCO)	99.4	2,010	3.7	618	30.8	5,939	3.0	9.6	13.6
Viacom Inc. (NasdaqGS:VIAB)	87.6	12,960	(0.3)	3,037	23.4	20,592	1.6	6.8	6.7
Vivendi SA (ENXTPA:VIV)	97.0	15,951	9.0	1,831	11.5	36,385	2.3	19.9	15.6
Wolters Kluwer N.V. (ENXTAM:WKL)	99.6	4,877	0.4	1,336	27.4	21,395	4.4	16.0	14.6
WPP plc (LSE:WPP)	67.9	19,886	8.4	2,346	11.8	20,447	1.0	8.7	7.2
Median	87.9 %	\$9,937	3.2 %	\$1,336	19.6 %	\$20,447	1.7 x	9.4 x	8.7 x
Mean	88.7 %	\$11,618	3.6 %	\$2,404	19.5 %	\$28,782	2.3 x	11.8 x	10.6 x
Telecommunications (20)									
Altice N.V. (ENXTAM:ATC)	28.4 %	\$16,322	(0.7) %	\$4,500	27.6 %	\$43,743	2.7 x	9.7 x	7.4 x
América Móvil, S.A.B. de C.V. (BMV:AMX L)	81.9	52,834	5.1	14,334	27.1	81,875	1.5	5.7	5.2
AT&T Inc. (NYSE:T)	90.7	170,756	5.2	56,956	33.4	407,220	2.4	7.1	6.7
CenturyLink, Inc. (NYSE:CTL)	50.2	23,443	9.4	9,021	38.5	48,811	2.1	5.4	5.4
China Mobile Limited (SEHK:941)	86.3	107,132	3.3	40,246	37.6	135,692	1.3	3.4	3.2
Comcast Corporation (NasdaqGS:CMCSA)	99.5	94,507	8.2	30,024	31.8	299,966	3.2	10.0	8.7
Deutsche Telekom AG (DB:DTE)	93.2	89,441	3.1	25,105	28.1	145,909	1.6	5.8	5.3
Konica Minolta, Inc. (TSE:4902)	88.3	9,648	0.8	1,149	11.9	6,211	0.6	5.4	6.0
Liberty Global plc (NasdaqGS:LBTY.A)	82.3	11,958	(11.2)	4,964	41.5	49,799	4.2	10.0	10.3
Motorola Solutions, Inc. (NYSE:MSI)	98.4	7,343	8.8	1,895	25.8	27,647	3.8	14.6	12.9
Nippon Telegraph and Telephone Corporation (TSE:9432)	85.7	107,988	1.3	28,813	26.7	112,171	1.0	3.9	4.0
Nokia Corporation (HLSE:NOKIA)	89.5	25,834	21.6	3,067	11.9	28,746	1.1	9.4	8.9
NTT DOCOMO, INC. (TSE:9437)	76.8	44,004	2.8	13,786	31.3	61,947	1.4	4.5	5.0
Orange S.A. (ENXTPA:ORA)	95.9	47,379	0.9	13,723	29.0	73,768	1.6	5.4	5.0
Ricoh Company, Ltd. (TSE:7752)	88.5	18,563	(3.2)	1,350	7.3	13,665	0.7	10.1	7.6
SoftBank Corp. (TSE:9434)	91.6	33,398	NA	NA	NA	84,844	2.5	NA	NA
SoftBank Group Corp. (TSE:9984)	95.4	86,733	1.7	24,151	27.8	215,672	2.5	8.9	8.8
Telefónica, S.A. (BME:TEF)	88.6	56,684	(3.9)	17,041	30.1	98,138	1.7	5.8	5.6
Verizon Communications Inc. (NYSE:VZ)	94.3	130,863	(0.2)	52,607	40.2	350,900	2.7	6.7	7.2
Vodafone Group Plc (LSE:VOD)	66.4	52,622	(7.5)	13,955	26.5	87,396	1.7	6.3	5.4
Median	88.5 %	\$50,001	1.7 %	\$13,955	28.1 %	\$83,359	1.7 x	6.3 x	6.0 x
Mean	83.6 %	\$59,373	2.4 %	\$18,773	28.1 %	\$118,706	2.0 x	7.3 x	6.8 x
Automotive Technology (8)									
Aptiv PLC (NYSE:APTIV)	87.5 %	\$14,435	9.9 %	\$2,240	15.5 %	\$27,076	1.9 x	12.1 x	10.8 x
CDK Global, Inc. (NasdaqGS:CDK)	89.4	2,291	3.5	790	34.5	10,208	4.5	12.9	11.2
Delphi Technologies PLC (NYSE:DLPH)	48.8	4,858	3.3	731	15.0	3,501	0.7	4.8	5.4
DENSO Corporation (TSE:6902)	83.3	49,117	6.0	5,625	11.5	33,376	0.7	5.9	5.4
MAM Software Group, Inc. (NasdaqCM:MAMS)	92.2	37	5.5	6	15.2	109	3.0	19.5	17.0
NVIDIA Corporation (NasdaqGS:NVDA)	63.6	11,716	32.7	4,066	34.7	107,929	9.2	26.5	30.7
Qimring Information Technology Co., Ltd (SZSE:002232)	89.3	231	4.7	16	6.7	504	2.2	32.4	NA
Visteon Corporation (NasdaqGS:VC)	59.1	2,984	(2.8)	300	10.1	2,270	0.8	7.6	7.8
Median	85.4 %	\$3,921	5.1 %	\$761	15.1 %	\$6,854	2.0 x	12.5 x	10.8 x
Mean	76.7 %	\$10,709	7.9 %	\$1,722	17.9 %	\$23,122	2.9 x	15.2 x	12.6 x

Recent transactions¹

Target/acquiror (\$ in Millions)	Close date	LTM revenue	LTM EBITDA	EBITDA margin	Enterprise value (EV)	Last twelve months	
						EV/ Revenue	EV/ EBITDA
Worldpay, Inc. Fidelity National Information Services, Inc.	Pending	\$3,925.4	\$1,547.7	39.4 %	\$43,406.3	11.1 x	28.0 x
Mindtree Limited Larsen & Toubro Limited	Pending	968.6	148.3	15.3	2,223.2	2.3	15.0
Mellanox Technologies, Ltd. NVIDIA Corporation	Pending	1,088.7	240.2	22.1	6,900.5	6.3	28.7
Versum Materials, Inc. MERCK Kommanditgesellschaft auf Aktien	Pending	1,381.0	453.1	32.8	6,230.7	4.5	13.8
Ellie Mae, Inc. Siris Capital Group, LLC; Evergreen Coast Capital	Pending	480.3	56.7	11.8	3,380.7	7.0	59.6
The Ultimate Software Group, Inc. Hellman & Friedman LLC	Pending	1,140.5	123.0	10.8	10,822.4	9.5	88.0
Versum Materials, Inc. Entegris, Inc.	Pending	1,381.0	453.1	32.8	4,713.2	3.4	10.4
First Data Corporation Fiserv, Inc.	Pending	8,679.0	3,301.0	38.0	41,215.6	4.7	12.5
IM Flash Technologies, LLC Micron Technology, Inc.	Pending	NA	NA	NA	2,020.4	NA	NA
Luxoft Holding, Inc. DXC Technology Company	Pending	904.4	95.2	10.5	1,964.8	2.2	20.6
Antelliq Merck Animal Health	Pending	406.6	NA	NA	3,670.7	9.0	NA
Travelport Worldwide Limited Siris Capital Group; Evergreen Coast Capital	Pending	2,536.0	415.4	16.4	4,138.0	1.6	10.0
Finisar Corporation II-VI Incorporated	Pending	1,285.2	62.4	4.9	2,657.5	2.1	42.6
ARRIS International plc CommScope Holding Company, Inc.	Pending	6,694.1	779.7	11.6	7,453.3	1.1	9.6
East Group Co., Ltd. Zhuhai Huafa Group Co., Ltd.	Pending	858.9	144.9	16.9	1,881.2	2.2	13.0
Ansaldo STS S.p.A. Hitachi Rail Italy Investments Srl	Pending	1,593.5	127.1	8.0	2,569.5	1.6	20.2
Wuhu Token Sciences Co., Ltd. Wuhu Tiejuan Investment Co., Ltd.	Pending	1,328.8	178.2	13.4	1,912.7	1.4	10.7
Red Hat, Inc. International Business Machines Corporation	Pending	3,156.6	601.5	19.1	33,923.6	10.7	56.4
L3 Technologies, Inc. Harris Corporation	Pending	10,047.0	1,398.0	13.9	19,216.0	1.9	13.7
Rocket Software, Inc. Bain Capital Private Equity, LP	Pending	450.0	NA	NA	2,000.0	4.4	NA
MYOB Group Limited KKR & Co. Inc.	Pending	311.4	93.6	30.1	1,730.2	5.6	18.5
AI Medical Systems, GmbH Merrick	Pending	NA	NA	NA	2,317.4	NA	NA
Focus Media Information Technology Co., Ltd. Alibaba (China) Network Technology Co., Ltd.	Pending	2,006.7	916.3	45.7	20,984.6	10.5	22.9
Twenty-First Century Fox, Inc. The Walt Disney Company	Mar-19	29,207.0	6,454.0	22.1	83,203.2	2.8	12.9
Esterline Technologies Corporation TransDigm Group Incorporated	Mar-19	2,034.8	306.4	15.1	3,994.7	2.0	13.0
KMD A/S NEC Corporation	Feb-19	861.6	164.5	19.1	1,222.6	1.4	7.4
Cylance Inc. BlackBerry Limited	Feb-19	130.0	NA	NA	1,500.0	11.5	NA
athenahealth, Inc. Veritas Capital Fund Management	Feb-19	1,311.4	264.8	20.2	5,638.5	4.3	21.3
Apptio, Inc. Vista Equity Partners LLC	Jan-19	224.7	(14.0)	(6.2)	1,867.2	8.3	NM
ConvergeOne Holdings, Inc. CVC Capital Partners	Jan-19	1,401.3	111.8	8.0	1,640.3	1.2	14.7
Hortonworks, Inc. Cloudera, Inc.	Jan-19	327.6	(151.7)	(46.3)	2,005.4	6.1	NM
CA, Inc. Broadcom Inc.	Nov-18	4,148.0	1,254.0	30.2	18,448.0	4.4	14.7
Marketo K.K. Adobe Inc.	Oct-18	NA	NA	NA	4,730.0	NA	NA
GitHub, Inc. Microsoft Corporation	Oct-18	NA	NA	NA	7,500.0	NA	NA
Web.com Group, Inc. Siris Capital Group, LLC	Oct-18	750.8	142.0	18.9	2,034.7	2.7	14.3
Median		\$1,298.3	\$209.2	16.6 %	\$3,670.7	4.3 x	14.7 x
Mean		\$2,936.2	\$702.4	16.9 %	\$10,317.6	4.8 x	22.8 x

Select Deloitte Corporate Finance TMT group transactions

<p>Information Builders Information Builders, Inc. has received a minority investment from</p>  <p>Goldman, Sachs & Co.</p> <hr/> <p>The undersigned acted as exclusive financial advisor to Information Builders, Inc.</p> <p>Deloitte. Deloitte Corporate Finance LLC</p>	<p>meredith Meredith Corporation has acquired</p>  <p>Allrecipes.com, Inc. from</p>  <p>The Reader's Digest Association, Inc.</p> <hr/> <p>The undersigned rendered a fairness opinion to Meredith Corporation.</p> <p>Deloitte. Deloitte Corporate Finance LLC</p>	<p>NTT Communications NTT Communications Corporation has acquired 70% of the issued shares of</p>  <p>Frontline System Australia Pty Ltd</p> <hr/> <p>The undersigned acted as financial advisor to NTT Communications.</p> <p>Deloitte. Deloitte Corporate Finance LLC</p>	<p>IPNet IPNet Solutions has been acquired by</p>  <p>Inovis a portfolio company of</p>  <p>Golden Gate Capital</p> <hr/> <p>The undersigned acted as advisor to IPNet Solutions.</p> <p>Deloitte. Deloitte Corporate Finance LLC</p>	<p>NWN NWN CORPORATION NWN Corporation has been acquired by</p>  <p>New State Capital Partners, LLC</p> <hr/> <p>The undersigned acted as exclusive financial advisor to NWN Corporation.</p> <p>Deloitte. Deloitte Corporate Finance LLC</p>
<p>Wipro Wipro Limited has acquired</p>  <p>NerveWire, Inc.</p> <hr/> <p>The undersigned acted as advisor to Wipro Limited.</p> <p>Deloitte. Deloitte Corporate Finance LLC</p>	<p>OPTIMAL PAYMENTS Optimal Payments Plc has acquired</p>  <p>Meritus Payment Solutions</p> <hr/> <p>The undersigned acted as financial advisor to Optimal Payments Plc.</p> <p>Deloitte. Deloitte Corporate Finance LLC</p>	<p>global software Global Software, Inc. has completed a majority recapitalization with</p>  <p>Thompson Street Capital Partners</p> <hr/> <p>The undersigned acted as exclusive financial advisor to Global Software, Inc.</p> <p>Deloitte. Deloitte Corporate Finance LLC</p>	<p>SureID SureID, Inc. has completed a unitranche capital raise with</p>  <p>Goldman Sachs Specialty Lending Group</p> <hr/> <p>The undersigned acted as exclusive financial advisor to SureID, Inc.</p> <p>Deloitte. Deloitte Corporate Finance LLC</p>	<p>eps a subsidiary of EPS Financial, LLC</p>  <p>Drake Enterprises, Ltd. has sold its assets to</p>  <p>Meta Financial Group, Inc.</p> <hr/> <p>The undersigned acted as exclusive financial advisor to EPS Financial, LLC and Drake Enterprises, Ltd.</p> <p>Deloitte. Deloitte Corporate Finance LLC</p>
<p>JVCKENWOOD creates excitement & peace of mind JVCKENWOOD Corporation has acquired</p>  <p>EF Johnson Technologies, Inc.</p> <hr/> <p>The undersigned acted as advisor to JVCKENWOOD Corporation.</p> <p>Deloitte. Deloitte Corporate Finance LLC</p>	<p>Volkswagen AG has acquired Bochum, Germany Research and Development Center of</p>  <p>BlackBerry Limited</p> <hr/> <p>The undersigned acted as exclusive advisor to BlackBerry Limited.</p> <p>Deloitte. Deloitte Corporate Finance LLC</p>	<p>pillar Pillar Technology Group LLC has completed a recapitalization with</p>  <p>NewSpring Capital</p> <hr/> <p>The undersigned acted as exclusive financial advisor to Pillar Technology Group LLC.</p> <p>Deloitte. Deloitte Corporate Finance LLC</p>	<p>Foxconn Interconnect Technology, Ltd. a subsidiary of FOXCONN</p> <p>Hon Hai Precision Industry Co., Ltd.</p>  <p>Belkin International, Inc.</p> <hr/> <p>The undersigned acted as exclusive financial advisor to Foxconn Interconnect Technology, Ltd.</p> <p>Deloitte. Deloitte Corporate Finance LLC</p>	<p>QuickMAR Med Management Technology LLC d/b/a QuickMAR has been acquired</p> <hr/> <p>The undersigned acted as exclusive financial advisor to Med Management Technology LLC.</p> <p>Deloitte. Deloitte Corporate Finance LLC</p>
<p>Bulk TV & Internet has completed a recapitalization with</p>  <p>Marlin Equity Partners</p> <hr/> <p>The undersigned acted as exclusive financial advisor to Bulk TV & Internet</p> <p>Deloitte. Deloitte Corporate Finance LLC</p>	<p>OPTIMAL PAYMENTS Optimal Payments Plc has acquired</p>  <p>Global Merchant Advisors</p> <hr/> <p>The undersigned acted as financial advisor to Optimal Payments Plc.</p> <p>Deloitte. Deloitte Corporate Finance LLC</p>	<p>GIS General Information Services, Inc. has obtained senior debt financing from</p>  <p>PNC Financial Services</p> <hr/> <p>The undersigned acted as financial advisor to General Information Services, Inc.</p> <p>Deloitte. Deloitte Corporate Finance LLC</p>	<p>identityfinder Identity Finder, LLC has been acquired by</p>  <p>Inverness Graham Investments, Inc.</p> <hr/> <p>The undersigned acted as exclusive financial advisor to Identity Finder, LLC</p> <p>Deloitte. Deloitte Corporate Finance LLC</p>	<p>pillar Pillar Technology Group LLC has been acquired</p> <hr/> <p>The undersigned acted as exclusive financial advisor to Pillar Technology Group LLC.</p> <p>Deloitte. Deloitte Corporate Finance LLC</p>

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