



Technology, Media, and
Telecommunications (TMT)
Quarterly update
Q4 2018

TMT trends

Robotic process automation¹

Robotic process automation (RPA) helps automate tedious, time-consuming tasks and can deliver significant value for business leaders through improved quality/accuracy, productivity, and cost reduction. The RPA market is estimated to grow to \$2.1 billion by 2021, with 72 percent of companies expected to embark on their RPA journey within the next few years.



Cloud-based artificial intelligence (AI)²

In 2019, several companies are expected to accelerate their usage of cloud-based AI software and services. 70 percent of adopters are expected to obtain AI capabilities through cloud-based enterprise software, and 65 percent are expected to create AI applications using cloud-based development services. By 2020, penetration rates are expected to reach an estimated 87 percent.



5G technologies²

5G wireless technology is expected to be widely applied to create a truly interconnected network via mobile and fixed-wireless access devices, providing residences with broadband in place of a wired connection. The introduction of 5G smartphones is expected to trump 4G in both traffic capacity and network efficiency. Overall, there were 72 operators testing 5G throughout 2018, with that number expected to significantly rise in the near-term.



DevOps³

Business organizations are beginning to see the significance in DevOps, with a 17 percent increase in adoption in 2018, compared to the 10 percent increase in 2017. Within the past year, cloud providers have made significant investments as they look to offer open-source tools on their cloud infrastructure to appeal to software developers. DevOps could soon be the primary focus of businesses in order to help them optimize efficiency and deployments.

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 International Business Machines Corporation's acquisition of Red Hat and CommScope's acquisition of Arris International. This 120 percent increase in deal activity compared to the same period in 2017 demonstrates companies' appetites for large, strategic deals to stay ahead of key market trends. Throughout 2018, M&A transactions are up in nearly all sectors, totaling over \$32.0 billion across more than 1,000 deals.⁴
- General market trends have provided tailwinds to TMT M&A deal activity, including the disruption of traditional sectors (e.g., automotive, cybersecurity, etc.) through the rise in software adoption. The need to streamline operations, reduce costs, and engage with customers has driven demand for cloud-based applications, thus driving investor and strategic interest as well. Broad TMT sentiment has given rise to optimism that the next few years may offer a strong TMT M&A environment.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:

- Robotic process automation
- Cloud-based artificial intelligence
- 5G technologies
- DevOps
- 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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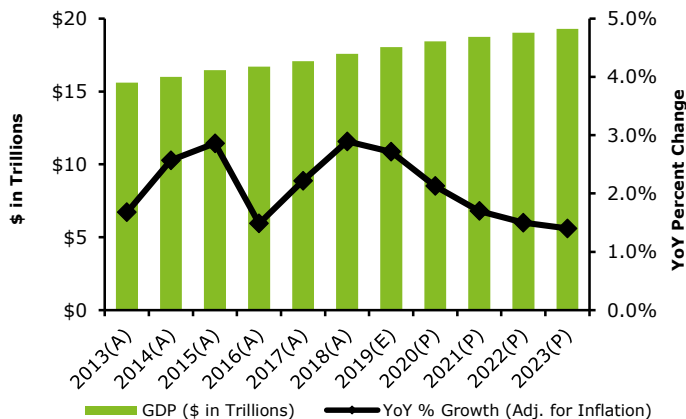
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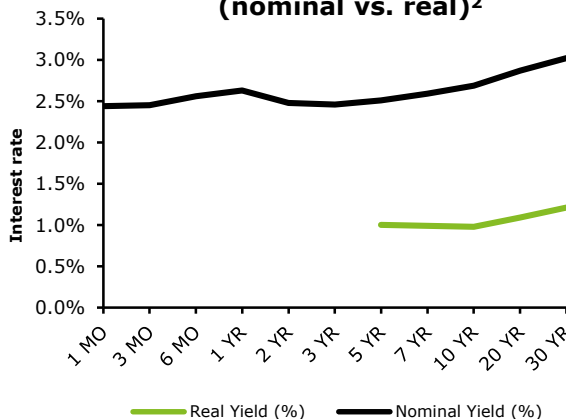
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Macroeconomic outlook

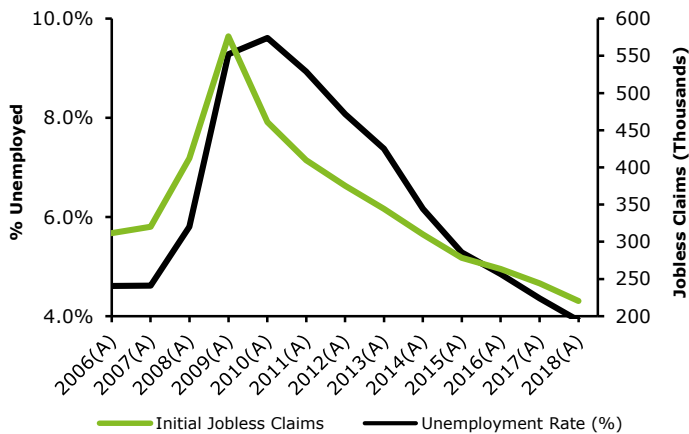
US gross domestic product¹



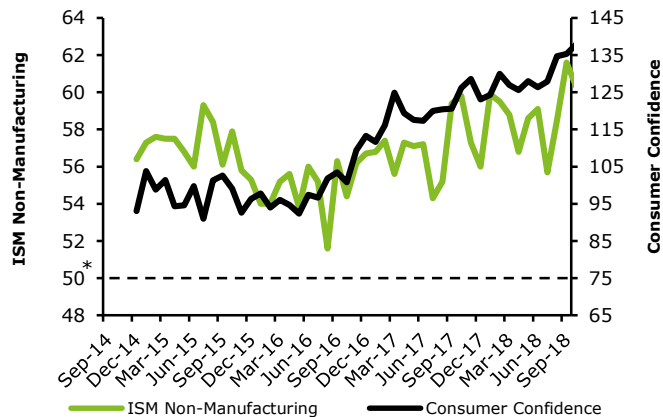
U.S. Treasury yield curve (nominal vs. real)²



US unemployment rate (% unemployed)³



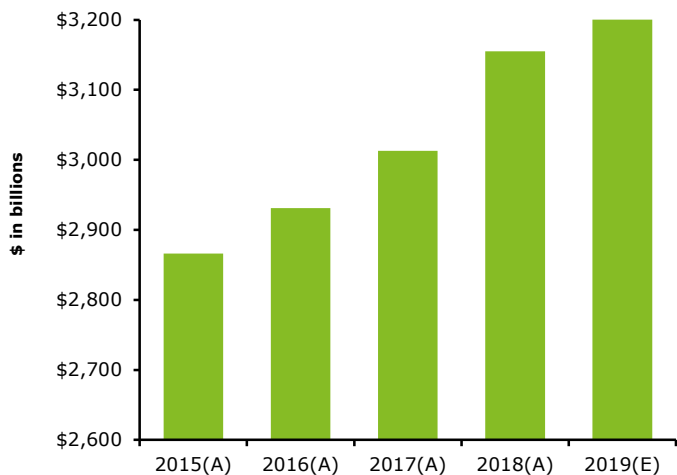
ISM non-manufacturing index and consumer confidence index⁴



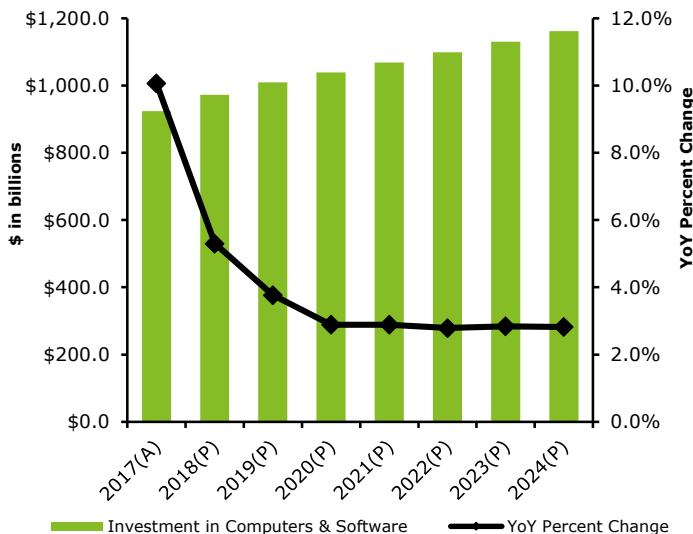
*An ISM non-manufacturing index value above 50 signals economic expansion.

TMT sector outlook

Global technology industry revenue⁵



Private investment in computers and software⁵

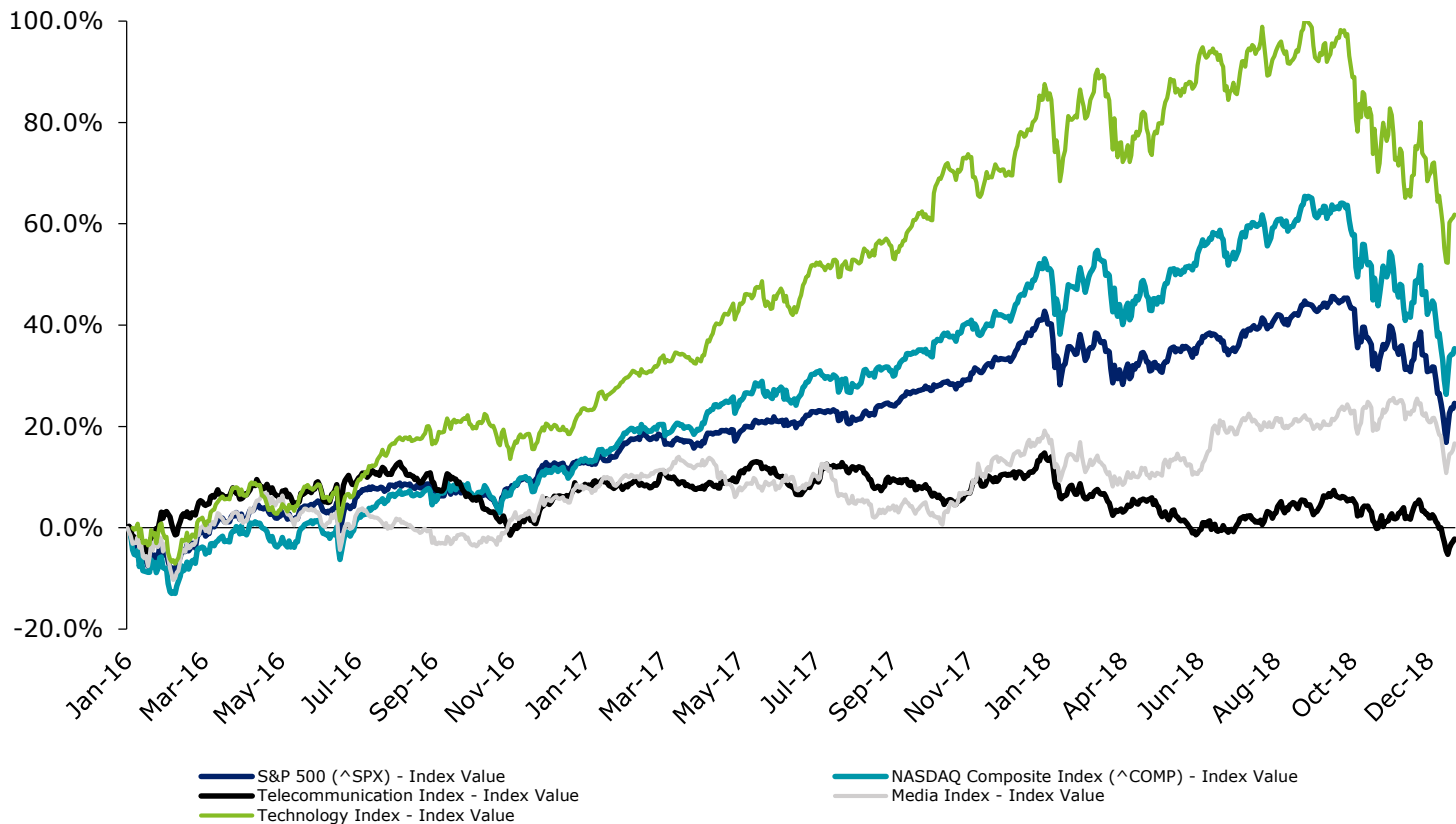


TMT sector breakdown and trading statistics¹

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	19	87.3 %	9.0 %	\$966	26.4 %	\$32,961	7.8 x	20.1 x	18.5 x
Internet & Digital Media	15	69.1	25.9	1,714	28.1	33,940	6.6	28.3	14.4
IT Services	9	83.6	8.9	3,052	22.5	34,171	2.2	13.4	10.6
Hardware	17	74.1	4.4	5,486	23.8	32,515	1.9	8.4	7.4
Traditional Media	21	85.6	2.7	1,761	18.4	18,695	1.9	10.7	8.6
Telecommunications	20	83.9	2.6	14,646	30.4	84,671	1.7	6.3	5.8
Automotive Technology	8	65.4	4.6	764	15.4	5,686	1.5	10.6	9.0
TMT Index	109	81.7 %	23.8 %	\$2,547	23.8 %	\$32,023	2.8 x	10.4 x	8.9 x

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

S&P 500 Index	26.68%
NASDAQ Composite Index	37.44%
Technology Index	55.94%
Media Index	18.10%
Telecommunications Index	0.87%



Recent transactions

December 10, 2018 – Siris Capital Group, LLC and Evergreen Coast Capital entered into a definitive agreement to acquire Travelport Worldwide Limited (NYSE:TVPT), a leading travel technology company. Siris and Evergreen will acquire all outstanding common stock in an all-cash transaction valued at \$4.4 billion. Travelport expects to continue running the business as usual, while leveraging the technical expertise of both Siris and Evergreen.¹

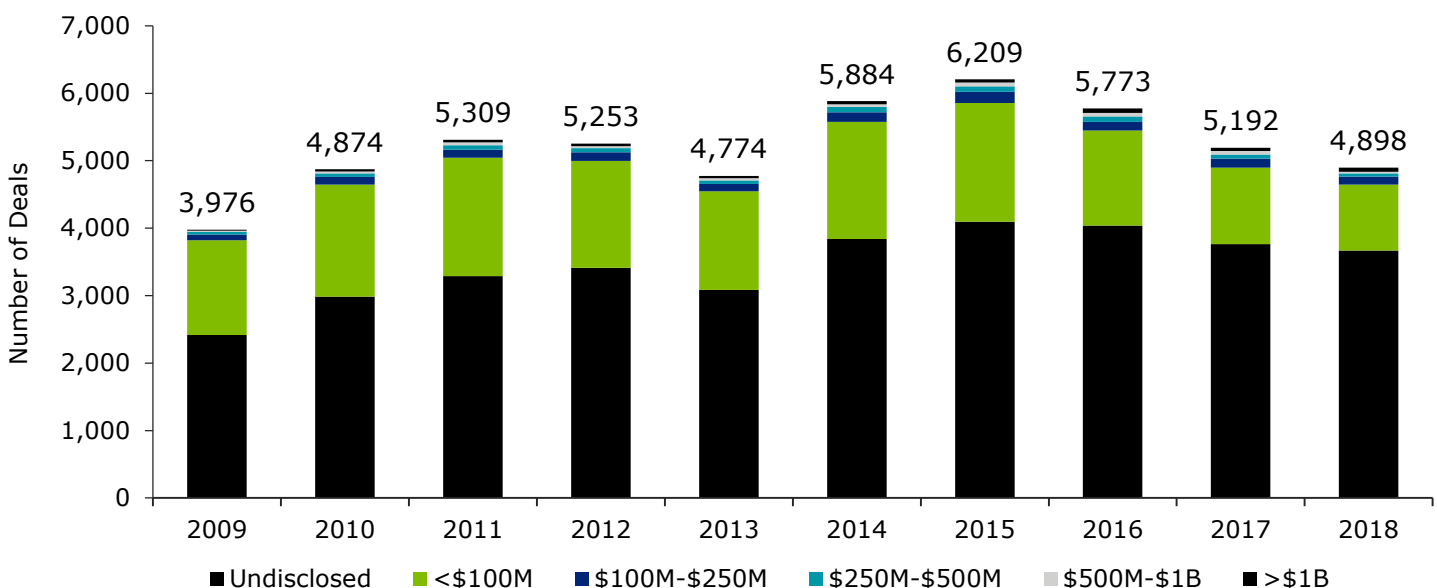
November 11, 2018 – Vista Equity Partners LLC entered into a definitive agreement to acquire Apptio, Inc. (NasdaqGM:APTI), the business management system of record for hybrid IT. Vista Equity Partners will acquire 100 percent of Apptio’s outstanding stock for \$1.9 billion, which represents a 53 percent premium to the unaffected closing price as of November 9, 2018. Apptio’s management believes the flexibility of operating as a private company will allow Apptio to accelerate growth, while continuing its commitment to creating successful customers.²

November 11, 2018 – SAP SE (NYSE:SAP) has entered into a definitive agreement to acquire Qualtrics, a leader in the experience management software category, for \$8.0 billion in an all-cash deal. SAP SE and Qualtrics hope to accelerate the new experience management software category by combining Qualtrics’ experience data with SAP’s operational data. The combined company will aim to deliver superior experiences to people, products, and brands.³

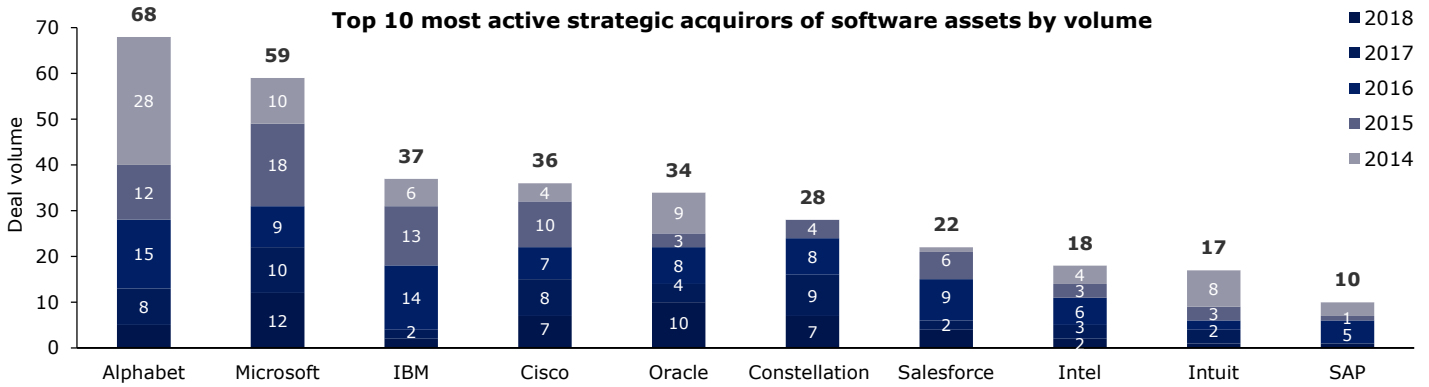
November 8, 2018 – CommScope Holding Company, Inc. (NasdaqGS:COMM) has entered into a definitive agreement to acquire ARRIS International plc (NasdaqGS:ARRS), a global leader in entertainment and communications solutions, for \$7.4 billion in an all-cash transaction. The combined company will aim to shape the future of wired and wireless communications.⁴

October 28, 2018 – International Business Machines Corporation (NYSE:IBM) entered into a definitive agreement to acquire Red Hat, Inc. (NYSE:RHT), the world’s leading provider of open source cloud software. IBM will acquire all of the outstanding common stock of Red Hat for \$34 billion in an all-cash transaction. The combined company will provide an open approach to cloud, featuring unprecedented security and portability across multiple clouds.⁵

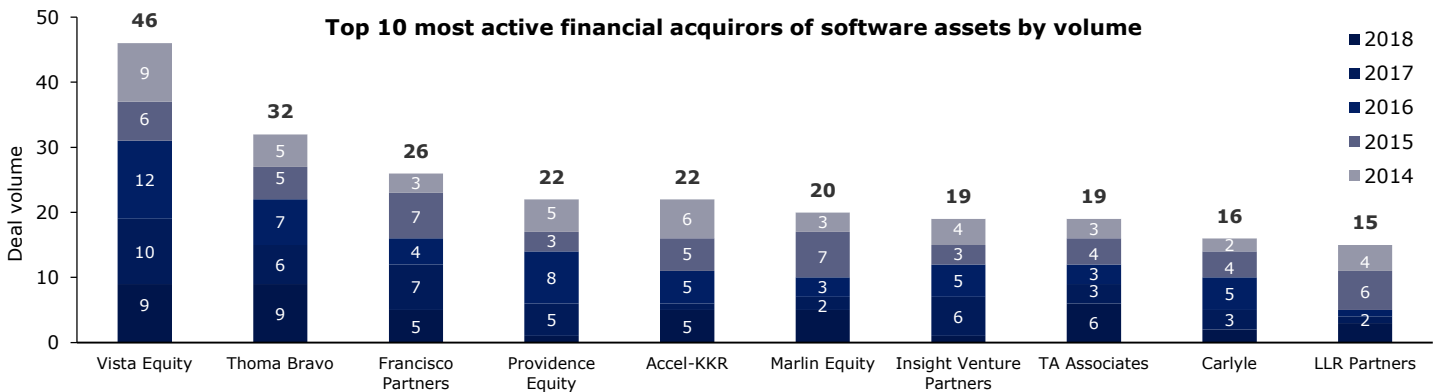
Annual TMT M&A transaction volume⁶



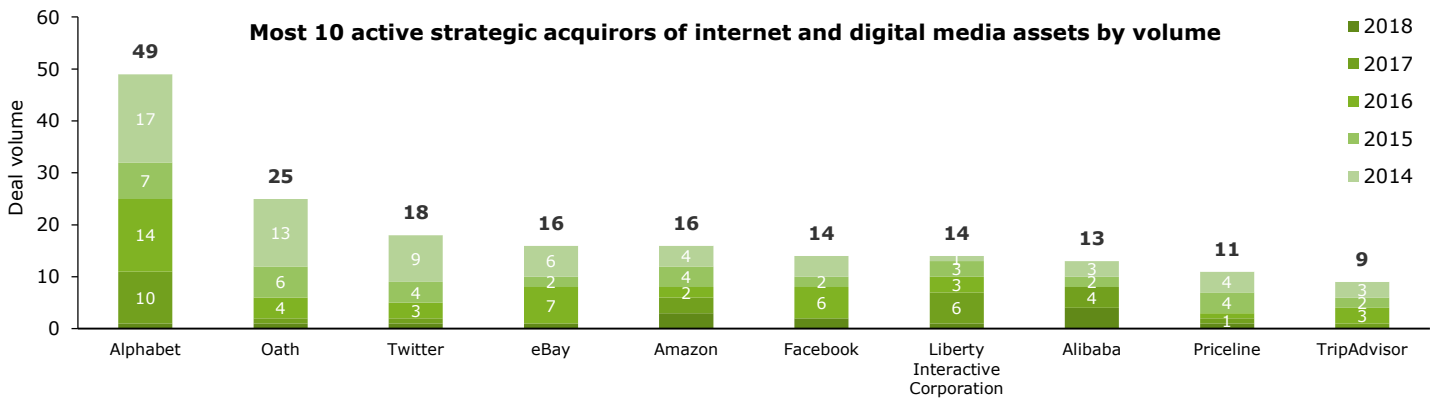
Software acquisition activity – strategic acquirors^{1,2}



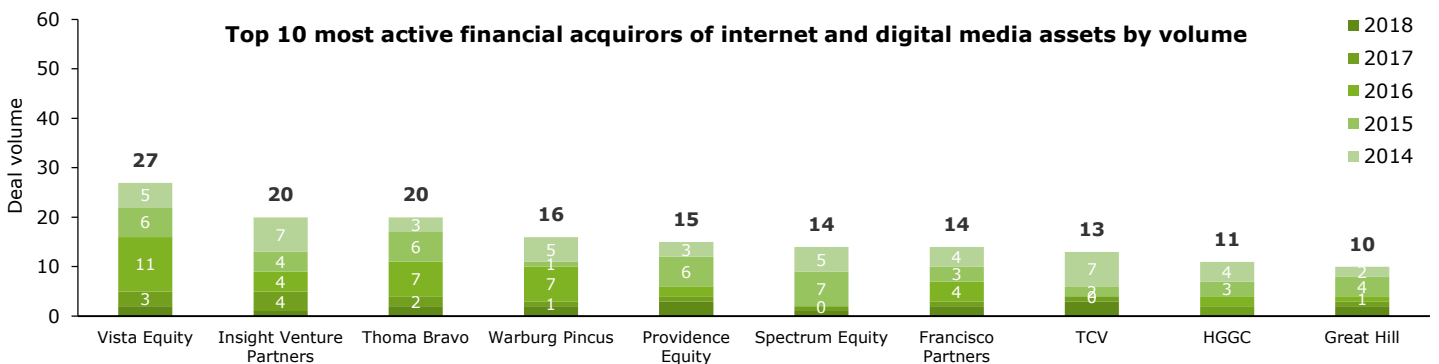
Software acquisition activity – financial acquirors^{1,2}



Internet and digital media acquisition activity – strategic acquirors^{1,2}



Internet and digital media acquisition activity – financial acquirors^{1,2}



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 (19)									
Adobe Inc. (NasdaqGS:ADBE)	87.3 %	\$9,030	23.5 %	\$3,160	35.0 %	\$119,200	13.2 x	37.7 x	24.2 x
Autodesk, Inc. (NasdaqGS:ADSK)	85.0	2,386	(1.8)	(31)	NM	30,269	12.7	NM	39.3
Ceridian HCM Holding Inc. (NYSE:CDAY)	81.5	808	NA	111	13.7	5,542	6.9	49.9	NM
Cerner Corporation (NasdaqGS:CERN)	75.2	5,213	8.3	1,256	24.1	17,568	3.4	14.0	10.5
Check Point Software Technologies Ltd. (NasdaqGS:CHKP)	87.7	1,897	6.0	947	49.9	14,773	7.8	15.6	14.3
DocuSign, Inc. (NasdaqGS:DOCU)	65.8	650	NA	(336)	NM	6,773	10.4	NM	NM
Dropbox, Inc. (NasdaqGS:DBX)	51.9	1,321	NA	(355)	NM	8,306	6.3	NM	23.1
Fiserv, Inc. (NasdaqGS:FISV)	90.6	5,788	3.6	1,862	32.2	34,503	6.0	18.5	14.9
Intuit Inc. (NasdaqGS:INTU)	90.5	6,070	12.2	1,749	28.8	53,546	8.8	30.6	22.0
Microsoft Corporation (NasdaqGS:MSFT)	90.4	114,906	8.2	47,543	41.4	758,373	6.6	16.0	14.0
Oracle Corporation (NYSE:ORCL)	90.5	39,893	2.1	15,899	39.9	182,534	4.6	11.5	9.9
Red Hat, Inc. (NYSE:RHT)	97.8	3,255	18.2	621	19.1	29,631	9.1	47.7	28.6
Salesforce.com, inc. (NYSE:CRM)	92.6	12,484	25.6	1,176	9.4	115,071	9.2	97.9	30.5
SAP SE (DB:SAP)	82.9	27,983	6.6	7,250	25.9	125,666	4.5	17.3	12.6
ServiceNow, Inc. (NYSE:NOW)	91.3	2,457	38.9	60	2.4	32,961	13.4	NM	38.5
SolarWinds Corporation (NYSE:SWI)	83.9	810	18.6	214	26.4	6,908	8.5	32.3	NM
Symantec Corporation (NasdaqGS:SYMC)	67.5	4,750	8.8	966	20.3	15,195	3.2	15.7	7.4
VMware, Inc. (NYSE:VMW)	86.9	8,669	9.3	2,359	27.2	51,016	5.9	21.6	13.4
Workday, Inc. (NasdaqGS:WDAY)	95.3	2,616	34.9	(224)	NM	35,792	13.7	NM	58.9
Median	87.3 %	\$4,750	9.0 %	\$966	26.4 %	\$32,961	7.8 x	20.1 x	18.5 x
Mean	83.9 %	\$13,210	13.9 %	\$4,433	26.4 %	\$86,507	8.1 x	30.5 x	22.6 x
Internet & Digital Media (15)									
Alibaba Group Holding Limited (NYSE:BABA)	71.3 %	\$45,281	53.5 %	\$12,184	26.9 %	\$384,801	8.5 x	31.6 x	19.6 x
Alphabet Inc. (NasdaqGS:GOOGL)	84.1	129,866	21.9	39,334	30.3	653,201	5.0	16.6	11.4
Amazon.com, Inc. (NasdaqGS:AMZN)	81.7	220,957	30.0	24,905	11.3	836,261	3.8	33.6	21.3
Baidu, Inc. (NasdaqGS:BIDU)	59.1	14,418	17.1	4,949	34.3	50,492	3.5	10.2	11.4
eBay Inc. (NasdaqGS:EBAY)	65.3	10,216	5.9	2,985	29.2	33,940	3.3	11.4	9.0
Facebook, Inc. (NasdaqGS:FB)	68.1	51,896	48.2	28,388	54.7	386,915	7.5	13.6	11.1
iQIYI, Inc. (NasdaqGS:IQ)	36.2	3,316	NA	1,111	33.5	10,925	3.3	9.8	NM
Netflix, Inc. (NasdaqGS:NFLX)	83.8	14,893	32.2	1,714	11.5	159,922	10.7	93.3	62.5
Pinduoduo Inc. (NasdaqGS:PDD)	80.0	1,259	NA	(1,189)	NM	23,725	18.8	NM	NM
Snap Inc. (NYSE:SNAP)	30.8	1,076	NA	(1,274)	NM	7,054	6.6	NM	NM
Spotify Technology S.A. (NYSE:SPOT)	66.0	5,708	NA	(228)	NM	21,828	3.8	NM	NM
Tencent Holdings Limited (SEHK:700)	69.2	42,829	46.6	16,048	37.5	402,130	9.4	25.1	20.8
Tencent Music Entertainment Group (NYSE:TME)	84.2	2,500	NA	531	21.2	18,634	7.5	35.1	NM
Twitter, Inc. (NYSE:TWTR)	69.1	2,865	13.0	674	23.5	21,805	7.6	32.4	17.4
Yelp Inc. (NYSE:YELP)	66.6	914	21.8	43	4.7	2,068	2.3	48.3	10.2
Median	69.1 %	\$10,216	25.9 %	\$1,714	28.1 %	\$33,940	6.6 x	28.3 x	14.4 x
Mean	67.7 %	\$36,533	29.0 %	\$8,678	26.6 %	\$200,913	6.8 x	30.1 x	19.5 x
IT Services (9)									
Accenture plc (NYSE:ACN)	83.6 %	\$40,295	8.9 %	\$6,570	16.3 %	\$89,293	2.2 x	13.6 x	12.2 x
Automatic Data Processing, Inc. (NasdaqGS:ADP)	86.2	13,572	7.0	3,052	22.5	58,763	4.3	19.3	16.8
Capgemini SE (ENXTPA:CAP)	76.0	15,143	5.4	1,883	12.4	19,649	1.3	10.4	8.8
Cognizant Technology Solutions Corporation (NasdaqGS:CTSH)	77.5	15,824	9.9	3,305	20.9	34,171	2.2	10.3	9.3
DXC Technology Company (NYSE:DXC)	56.3	24,162	48.3	5,453	22.6	21,253	0.9	3.9	4.5
HCL Technologies Limited (NSEI:HCLTECH)	84.2	8,179	10.4	1,900	23.2	18,180	2.2	9.6	8.5
Infosys Limited (NSEI:INFY)	96.3	11,545	7.8	3,014	26.1	40,707	3.5	13.5	13.0
Tata Consultancy Services Limited (NSEI:TCS)	82.1	20,191	10.4	5,474	27.1	97,700	4.8	17.8	16.5
Wipro Limited (BSE:507685)	96.2	7,713	4.6	1,341	17.4	17,990	2.3	13.4	10.6
Median	83.6 %	\$15,143	8.9 %	\$3,052	22.5 %	\$34,171	2.2 x	13.4 x	10.6 x
Mean	82.0 %	\$17,403	12.5 %	\$3,555	20.9 %	\$44,189	2.6 x	12.4 x	11.1 x
Hardware (17)									
Amphenol Corporation (NYSE:APH)	83.1 %	\$7,921	12.5 %	\$1,888	23.8 %	\$26,679	3.4 x	14.1 x	13.2 x
Apple Inc. (NasdaqGS:AAPL)	65.6	265,595	4.4	81,801	30.8	772,173	2.9	9.4	10.1
Applied Materials, Inc. (NasdaqGS:AMAT)	54.1	17,253	21.3	5,253	30.4	33,632	1.9	6.4	7.8
Canon Inc. (TSE:7751)	69.2	35,369	1.7	5,486	15.5	29,743	0.8	5.4	5.7
Hewlett Packard Enterprise Company (NYSE:HPE)	74.1	30,852	(0.2)	3,706	12.0	27,458	0.9	7.4	5.2
Hitachi, Ltd. (TSE:6501)	75.9	83,570	(2.0)	10,135	12.1	32,515	0.4	3.2	2.8
Intel Corporation (NasdaqGS:INTC)	84.4	69,244	7.9	31,323	45.2	236,498	3.4	7.6	6.8
International Business Machines Corporation (NYSE:IBM)	71.1	80,373	(1.4)	16,954	21.1	143,209	1.8	8.4	7.4
Juniper Networks, Inc. (NYSE:JNPR)	91.3	4,706	0.5	842	17.9	8,458	1.8	10.1	7.7
Lenovo Group Limited (SEHK:992)	95.2	48,869	0.4	1,784	3.7	10,864	0.2	6.1	5.9
Murata Manufacturing Co., Ltd. (TSE:6981)	69.6	13,575	9.4	3,000	22.1	26,478	2.0	8.8	6.4
NXP Semiconductors N.V. (NasdaqGS:NXP)	62.0	9,460	16.2	2,838	30.0	27,482	2.9	9.7	8.4
QUALCOMM Incorporated (NasdaqGS:QCOM)	72.8	22,732	(3.5)	6,792	29.9	71,836	3.2	10.6	11.9
Samsung Electronics Co., Ltd. (KOSE:A005930)	75.9	225,656	7.8	79,467	35.2	182,299	0.8	2.3	2.8
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)	80.9	15,817	6.5	7,601	48.1	93,732	5.9	12.3	13.1
Xerox Corporation (NYSE:XRX)	61.0	10,044	(18.3)	1,413	14.1	9,509	0.9	6.7	5.4
Median	74.1 %	\$30,852	4.4 %	\$5,486	23.8 %	\$32,515	1.9 x	8.4 x	7.4 x
Mean	74.9 %	\$57,320	4.2 %	\$16,606	26.9 %	\$113,799	2.3 x	8.1 x	7.6 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
(\$ in millions)									
Traditional Media (21)									
CBS Corporation (NYSE:CBS)	77.6 %	\$14,411	1.8 %	\$3,138	21.8 %	\$27,558	1.9 x	8.8 x	7.8 x
Discovery, Inc. (NasdaqGS:DISC.A)	77.7	9,608	14.4	3,217	33.5	36,171	3.8	11.2	7.9
Fuji Media Holdings, Inc. (TSE:4676)	75.5	5,525	(1.1)	380	6.9	4,087	0.7	10.8	8.9
Hakuhodo DY Holdings Inc (TSE:2433)	76.3	12,226	6.7	665	5.4	4,863	0.4	7.3	7.2
Lagardère SCA (ENXTPA:MMB)	83.2	8,546	(0.5)	734	8.6	4,969	0.6	6.8	6.5
Meredith Corporation (NYSE:MDP)	78.9	2,611	17.5	491	18.8	5,255	2.0	10.7	6.7
News Corporation (NasdaqGS:NWSA)	71.6	9,490	4.0	1,017	10.7	7,193	0.8	7.1	5.4
Omnicom Group Inc. (NYSE:OMC)	91.3	15,380	0.4	2,352	15.3	19,903	1.3	8.5	7.7
Pearson plc (LSE:PSON)	94.8	5,715	(1.2)	749	13.1	10,779	1.9	14.4	11.8
Publicis Groupe S.A. (ENXTPA:PUB)	83.0	10,844	3.3	1,996	18.4	17,381	1.6	8.7	8.6
Sirius XM Holdings Inc. (NasdaqGS:SIRI)	77.7	5,679	8.3	2,070	36.5	32,694	5.8	15.8	14.2
The Interpublic Group of Companies, Inc. (NYSE:IPG)	85.6	8,158	2.3	1,191	14.6	10,043	1.2	8.4	6.8
The New York Times Company (NYSE:NYT)	85.7	1,709	2.7	249	14.6	3,758	2.2	15.1	13.7
The Walt Disney Company (NYSE:DIS)	93.0	59,434	4.2	17,848	30.0	183,322	3.1	10.3	9.9
Thomson Reuters Corporation (TSX:TRI)	92.0	11,432	(0.4)	2,391	20.9	31,853	2.8	13.3	26.0
Tribune Media Company (NYSE:TRCO)	100.0	1,920	(1.6)	557	29.0	6,057	3.2	10.9	10.5
Twenty-First Century Fox, Inc. (NasdaqGS:FOXA)	96.9	30,575	4.0	6,995	22.9	102,345	3.3	14.6	13.9
Viacom Inc. (NasdaqGS:VIAB)	86.7	12,943	(0.8)	3,008	23.2	20,607	1.6	6.9	6.8
Vivendi SA (ENXTPA:VIV)	89.6	15,687	8.7	1,761	11.2	32,023	2.0	18.2	15.1
Wolters Kluwer N.V. (ENXTAM:WKL)	95.3	4,984	2.6	1,402	28.1	18,695	3.8	13.3	13.4
WPP plc (LSE:WPP)	59.7	19,935	8.3	3,036	15.2	20,294	1.0	6.7	7.1
Median	85.6 %	\$9,608	2.7 %	\$1,761	18.4 %	\$18,695	1.9 x	10.7 x	8.6 x
Mean	84.4 %	\$12,705	4.0 %	\$2,631	19.0 %	\$28,564	2.1 x	10.8 x	10.3 x
Telecommunications (20)									
Altice N.V. (ENXTAM:ATC)	18.1 %	\$26,481	22.7 %	\$10,009	37.8 %	\$44,614	1.7 x	4.5 x	7.2 x
América Móvil, S.A.B. de C.V. (BMV:AMX L)	81.7	54,692	4.6	15,718	28.7	82,275	1.5	5.2	5.3
AT&T Inc. (NYSE:T)	77.9	164,439	5.7	51,367	31.2	399,128	2.4	7.8	6.5
CenturyLink, Inc. (NYSE:CTL)	66.9	22,988	8.8	8,319	36.2	53,633	2.3	6.4	5.8
China Mobile Limited (SEHK:941)	97.1	107,545	2.6	42,875	39.9	144,793	1.3	3.4	3.5
Comcast Corporation (NasdaqGS:CMCS.A)	81.4	88,233	6.5	28,847	32.7	225,277	2.6	7.8	6.7
Deutsche Telekom AG (DB:DTE)	94.0	89,425	3.3	24,649	27.6	144,407	1.6	5.9	5.3
Konica Minolta, Inc. (TSE:4902)	83.9	9,343	0.9	1,041	11.1	6,054	0.6	5.8	5.3
Liberty Global plc (NasdaqGS:LBTY.A)	55.2	15,773	(4.8)	7,138	45.3	46,373	2.9	6.5	7.4
Motorola Solutions, Inc. (NYSE:MSI)	86.4	7,046	6.5	1,813	25.7	23,525	3.3	13.0	11.1
Nippon Telegraph and Telephone Corporation (TSE:9432)	84.0	104,874	1.7	27,887	26.6	107,683	1.0	3.9	3.7
Nokia Corporation (HLSE:NOKIA)	97.4	25,963	21.7	2,704	10.4	30,985	1.2	11.5	7.9
NTT DOCOMO, INC. (TSE:9437)	82.4	42,814	3.2	13,324	31.1	78,088	1.8	5.9	5.7
Orange S.A. (ENXTPA:ORA)	88.3	48,151	1.5	14,646	30.4	77,311	1.6	5.3	5.2
Ricoh Company, Ltd. (TSE:7752)	85.2	18,089	(3.1)	1,325	7.3	13,268	0.7	10.0	7.2
SoftBank Corp. (TSE:9434)	96.6	33,398	NA	NA	NA	87,066	2.6	NA	NA
SoftBank Group Corp. (TSE:9984)	67.0	82,843	1.5	22,767	27.5	208,010	2.5	9.1	8.4
Telefónica, S.A. (BME:TEF)	88.3	57,804	(2.6)	19,683	34.1	99,711	1.7	5.1	5.6
Verizon Communications Inc. (NYSE:VZ)	94.3	130,537	(0.0)	47,651	36.5	351,787	2.7	7.4	7.3
Vodafone Group Plc (LSE:VOD)	64.1	52,622	(7.5)	13,955	26.5	88,004	1.7	6.3	5.3
Median	83.9 %	\$50,387	2.6 %	\$14,646	30.4 %	\$84,671	1.7 x	6.3 x	5.8 x
Mean	79.5 %	\$59,153	3.9 %	\$18,722	28.8 %	\$115,600	1.9 x	6.9 x	6.3 x
Automotive Technology (8)									
Aptiv PLC (NYSE:APTIV)	67.6 %	\$14,239	(1.9) %	\$2,275	16.0 %	\$21,733	1.5 x	9.6 x	9.0 x
CDK Global, Inc. (NasdaqGS:CDK)	65.5	2,262	3.1	751	33.2	8,795	3.9	11.7	9.8
Delphi Technologies PLC (NYSE:DLPH)	25.8	4,976	4.1	777	15.6	2,576	0.5	3.3	3.9
DENSO Corporation (TSE:6902)	71.2	47,317	6.3	5,571	11.8	35,585	0.8	6.4	5.3
MAM Software Group, Inc. (NasdaqCM:MAMS)	90.6	36	5.1	6	15.2	107	2.9	19.4	16.2
NVIDIA Corporation (NasdaqGS:NVDA)	51.2	12,422	36.7	4,821	38.8	85,820	6.9	17.8	21.8
Qiming Information Technology Co.,Ltd (SZSE:002232)	65.3	249	7.7	11	4.6	378	1.5	33.2	NA
Visteon Corporation (NasdaqGS:VC)	50.2	3,050	(1.8)	269	8.8	1,965	0.6	7.3	6.5
Median	65.4 %	\$4,013	4.6 %	\$764	15.4 %	\$5,686	1.5 x	10.6 x	9.0 x
Mean	60.9 %	\$10,569	7.4 %	\$1,810	18.0 %	\$19,620	2.3 x	13.6 x	10.4 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
Qualtrics International Inc. SAP America, Inc.	Pending	\$372.4	\$11.6	3.1 %	NA	NA x	NA x
Red Hat, Inc. International Business Machines Corporation	Pending	3,156.6	601.5	19.1	33,923.6	10.7	56.4
Hanergy Thin Film Power Group Limited Hanergy Mobile Energy Holding Co., Ltd.	Pending	3,024.0	1,325.4	43.8	26,791.2	8.9	20.2
L3 Technologies, Inc. Harris Corporation	Pending	10,047.0	1,398.0	13.9	19,216.0	1.9	13.7
Cellnex Telecom, S.A. Siris Capital Group, LLC; Evergreen Coast Capital	Pending	971.4	487.5	50.2	9,100.9	9.4	18.7
ARRIS International plc CommScope Holding Company, Inc.	Pending	6,694.1	779.7	11.6	7,453.3	1.1	9.6
athenahealth, Inc. Veritas Capital Fund Management, LLC	Pending	1,311.4	264.8	20.2	5,638.5	4.3	21.3
Travelport Worldwide Limited Siris Capital Group, LLC; Evergreen Coast Capital	Pending	2,536.0	415.4	16.4	4,138.0	1.6	NA
Esterline Technologies Corporation TransDigm Group Incorporated	Pending	2,034.8	306.4	15.1	3,994.7	2.0	NA
Holitech Technology Co., Ltd. Fujian Electronics & Information (Group) Co.,Ltd	Pending	2,584.9	301.0	11.6	3,860.6	1.5	NA
Antelliq Merck Animal Health	Pending	406.6	NA	NA	3,670.7	9.0	NA
Getnet Adquirência e Serviços Banco Santander (Brasil) S.A.	Pending	NA	NA	NA	3,212.5	NA	NA
Finisar Corporation II-VI Incorporated	Pending	1,285.2	62.4	4.9	2,840.2	2.2	NA
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
AI Medical Systems, GmbH Merrick	Pending	NA	NA	NA	2,317.4	NA	NA
IM Flash Technologies, LLC Micron Technology, Inc.	Pending	NA	NA	NA	2,020.4	NA	NA
Rocket Software, Inc. Vista Equity Partners LLC	Pending	450.0	NA	NA	2,000.0	4.4	NA
Luxoft Holding, Inc. DXC Technology Company	Pending	910.7	98.2	10.8	1,978.0	2.2	NA
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
East Group Co., Ltd. Zhuhai Huafa Group Co., Ltd.	Pending	858.9	144.9	16.9	1,881.2	2.2	NA
SendGrid, Inc. Twilio Inc.	Pending	137.2	6.6	4.8	1,833.6	13.4	NM
MINDBODY, Inc. Vista Equity Partners LLC	Pending	228.9	(19.0)	(8.3)	1,829.3	8.0	NA
Software Portfolio of IBM HCL Technologies Limited	Pending	NA	NA	NA	1,775.0	NA	NA
MYOB Group Limited Shenzhen Toukong Gongying Equity	Pending	306.3	96.8	NA	1,709.4	5.6	17.7
Cylance Inc. BlackBerry Limited	Pending	130.0	NA	NA	1,500.0	11.5	NA
Clarion Co., Ltd. Faurecia S.A.	Pending	1,539.1	141.2	9.2	1,372.8	0.9	NM
KMD A/S NEC Corporation	Pending	861.6	164.5	19.1	1,222.6	1.4	NA
Shenzhen Das Intellitech Co., Ltd. CVC Capital Partners Limited	Pending	373.1	63.6	17.1	1,214.3	3.3	NA
Wonders Information Co., Ltd China Life Insurance Assets Management Co. Ltd.	Jan-19	380.1	73.1	19.2	2,250.7	5.9	30.8
Apptio, Inc. Vista Equity Partners LLC	Jan-19	224.7	(14.0)	(6.2)	1,867.2	8.3	NA
Imperva, Inc. Taizhou Agricultural Bank	Jan-19	351.8	5.0	1.4	1,814.7	5.2	NA
Hortonworks, Inc. Shenzhen Lingtai Cornerstone Investment	Jan-19	327.6	(151.7)	(46.3)	2,005.4	6.1	NA
ConvergeOne Holdings, Inc. CVC Capital Partners Limited; CVC Capital Partners	Jan-19	1,401.3	111.8	8.0	1,640.3	1.2	14.7
NTT Urban Development Co., Ltd. Nippon Telegraph and Telephone Corporation	Nov-18	1,483.0	468.0	31.6	9,888.5	6.7	21.1
Axis AB (publ) Canon Inc.	Oct-18	1,062.1	161.7	15.2	2,615.7	2.5	NA
Median		\$1,016.8	\$143.1	13.4 %	\$2,135.5	3.8 x	19.4 x
Mean		\$1,560.4	\$271.8	12.0 %	\$5,090.0	4.8 x	21.3 x

Select Deloitte Corporate Finance TMT group transactions

<p>Information Builders</p> <p>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</p> <p>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</p> <p>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</p> <p>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</p> <p>NWN CORPORATION</p> <p>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</p> <p>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</p> <p>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</p> <p>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</p> <p>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</p> <p>a subsidiary of</p> <p>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</p> <p>creates excitement & peace of mind</p> <p>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>TWEDDLE™ GROUP</p> <p>Tweddle Group, Inc. has received an equity investment from</p>  <p>The Gores Group, LLC</p> <hr/> <p>The undersigned acted as exclusive financial advisor to Tweddle Group, Inc.</p> <p>Deloitte. Deloitte Corporate Finance LLC</p>	<p>RENT A TOLL™</p> <p>Toll Solutions for Fleet and Rental Cars</p> <p>Substantially all of the Assets of Rent A Toll, Ltd. have been acquired by</p>  <p>American Traffic Solutions</p> <hr/> <p>The undersigned acted as exclusive financial advisor to Rent A Toll, Ltd.</p> <p>Deloitte. Deloitte Corporate Finance LLC</p>	<p>Volkswagen AG has acquired</p> <p>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</p> <p>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>BULK TV & INTERNET</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</p> <p>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</p> <p>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</p> <p>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</p> <p>Pillar Technology Group LLC has been acquired by</p>  <p>Accenture Plc</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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