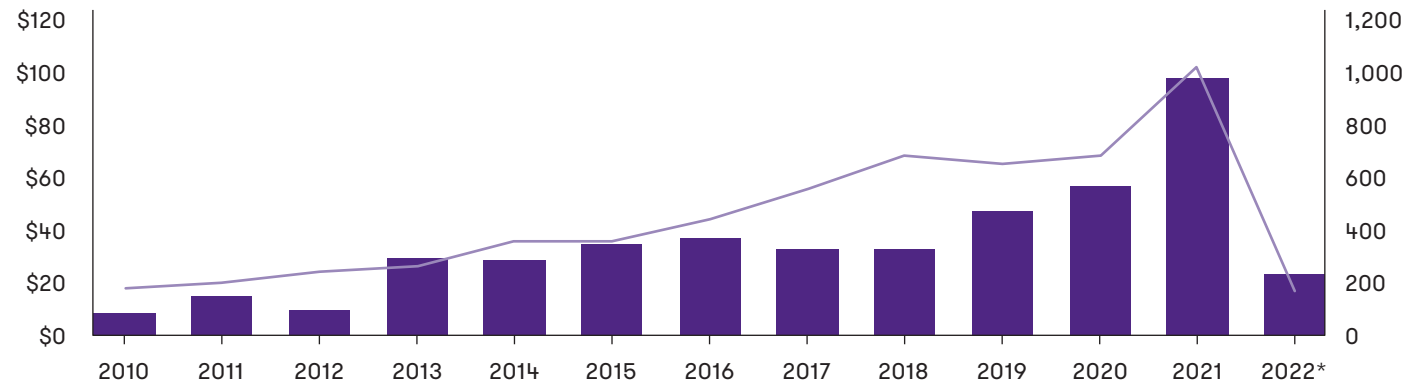


PE pushes into software

Software PE deal activity

After a record year, a strong start for PE activity in the space

● Deal value (\$B) ● Deal count



Source: PitchBook
*As of March 15, 2022

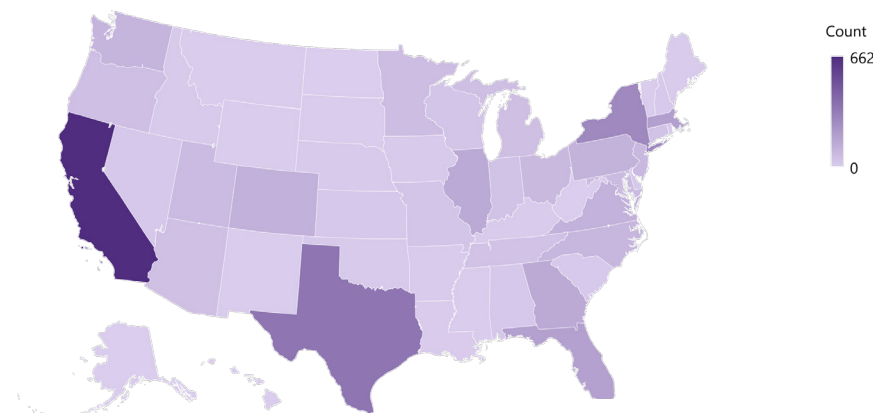
 **70.5% YoY** increase in software PE deal value

 **\$60.0 million (+33% YoY)** median software PE deal size in 2021

In recent years, more PE firms have bought into software than ever before. The allure of recurring revenues associated with SaaS businesses, low capital expenditure, increasing digitization across multiple sectors, and other factors all encourage significant buyer interest. It's increasingly important for PE firms to make themselves attractive to possible sellers. And, once the deal is completed, to develop a combination of multiple expansion and organic growth[PS1] strategies to optimize value.

Geography breakdown

*based on company HQ for PE software deals Jan 1, 2017 - March 15, 2022



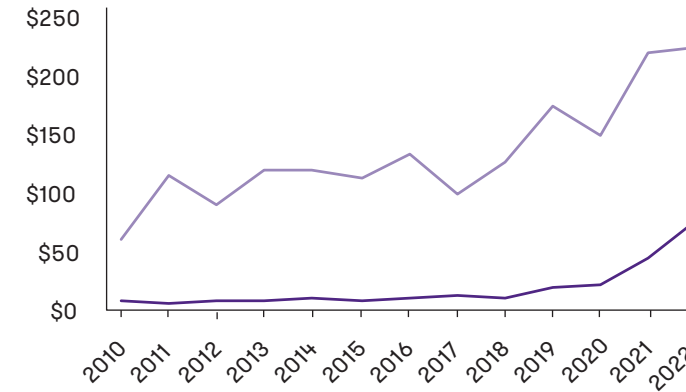
“While there is cause to believe that there will be some decline in both the value and volume of opportunities going forward, we believe there will still be significant forward momentum, and significant opportunities for PE, in the software space.”

Bryan Walker, Partner, Mergers & Acquisitions, Grant Thornton

Median software PE deal value (\$M) by type

With ample capital, PE firms are steadily bidding up

● PE growth/expansion ● Buyout/LBO

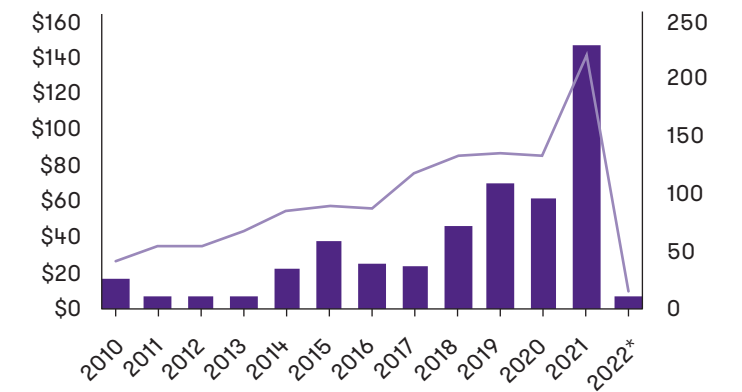


Source: PitchBook
*As of March 15, 2022

Software PE exit activity

A record year for exit value should help boost returns

● Exit value (\$B) ● Exit count



Source: PitchBook
*As of March 15, 2022

Share of software PE exit value by type

In 2021, PE firms opportunistically took multiple companies public

● Acquisition ● Buyout ● Public listing

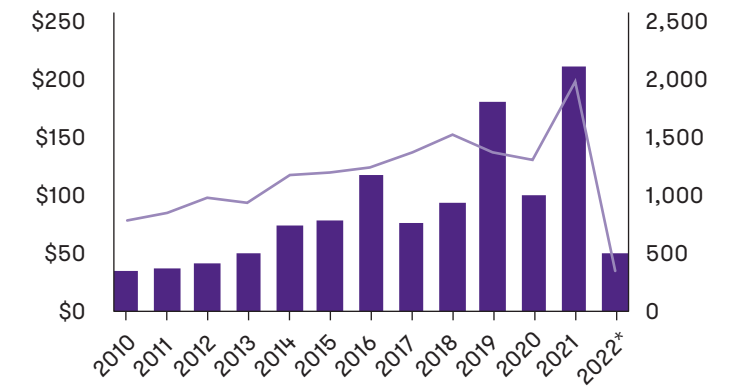


Source: PitchBook
*As of March 15, 2022

Software M&A activity

In a time of frenetic change, consolidation quickened

● Deal value (\$B) ● Deal count



Source: PitchBook
*As of March 15, 2022

16.0% CAGR for software M&A value between 2010 and 2021