

# Canaccord Genuity US Tech Team Snapshot



## 76 Transactions in 2024 in the Technology, Media, Marketing, and Information Services Industries

Canaccord Genuity's Tech Deal Volume Up Nearly 50% 2024 VS 2023

Tech Team Closed More Than Twice the Number of US Mid-Market TMT Engagements Versus Any Other Firm in 2024 and Over the Last Three Years<sup>1</sup>

### Selected Recent Transactions

 \$718,520,000 IPO Passive Bookrunner December 2024	 Financial Advisor on acquisition by  December 2024	 Financial Advisor on sale to Undisclosed buyer December 2024	 \$500,000,000 ATM Offering Co-Agent December 2024	 DIGITAL a portfolio company of  Financial Advisor on strategic combination with  a subsidiary of  December 2024	 \$440,000,000 Conv. Notes Offering Co-Manager December 2024	 \$625,000,000 Conv. Notes Offering Co-Manager December 2024	 Financial Advisor on strategic investment in  November 2024
 \$402,500,000 Conv. Notes Offering Co-Manager November 2024	 \$3,000,000,000 Conv. Notes Offering Co-Manager November 2024	 Financial Advisor on strategic investment from  November 2024	 \$630,000,000 Financial Advisor on sale to  November 2024	 \$21,000,000,000 ATM Offering Co-Agent October 2024	 a subsidiary of  Financial Advisor on sale to  October 2024	 Financial Advisor on sale to  October 2024	 \$200,000,000 ATM Offering Co-Agent October 2024
 Financial Advisor on sale to  October 2024	 Financial Advisor on sale to  October 2024	 \$152,000,000 Conv. Notes Offering Co-Manager September 2024	 Financial Advisor on sale to  September 2024	 Financial Advisor to  on sale to  September 2024	 Financial Advisor on sale to  September 2024	 \$1,010,000,000 Conv. Notes Offering Co-Manager September 2024	 Financial Advisor on sale to  September 2024
 Financial Advisor on sale to  September 2024	 Financial Advisor on sale to  September 2024	 Financial Advisor on merger with  September 2024	 Financial Advisor on significant investment from  September 2024	 Financial Advisor on sale to  September 2024	 \$356,730,000 Follow-On Offering Co-Manager September 2024	 Financial Advisor on sale to  September 2024	 \$600,000,000 ATM Offering Co-Agent September 2024
 Financial Advisor on investment from  August 2024	 \$460,000,000 Conv. Notes Offering Joint-Lead Manager August 2024	 \$2,000,000,000 ATM Offering Co-Agent August 2024	 \$185,000,000 Financial Advisor on sale to  July 2024	 Financial Advisor on acquisition of  July 2024	 Financial Advisor on sale to  July 2024	 Financial Advisor on merger with  July 2024	 Advisor on asset sale of Enterprise Business to  July 2024
 \$287,500,000 Conv. Notes Offering Co-Manager July 2024	 \$324,000,000 Financial Advisor on sale to  June 2024	 \$800,000,000 Conv. Notes Offering Co-Manager June 2024	 \$120,000,000 ATM Offering Lead Agent June 2024	 People Solutions Financial Advisor on acquisition of  June 2024	 \$967,500,000 IPO Co-Manager June 2024	 Financial Advisor on investment from  June 2024	 \$155,250,000 US IPO Co-Manager June 2024
 Financial Advisor on investment from  June 2024	 \$163,456,527 Follow-On Offering Co-Manager May 2024	 Financial Advisor on sale to  May 2024	 \$125,400,000 Follow-On Offering Passive Bookrunner May 2024	 Financial Advisor on sale to  May 2024	 Financial Advisor on sale to  May 2024	 Financial Advisor on sale to  May 2024	 \$125,000,000 Follow-On Offering Sole Bookrunner April 2024
 Financial Advisor on investment from  April 2024	 \$500,000,000 ATM Offering Co-Agent March 2024	 Financial Advisor on combination with  March 2024	 \$800,000,000 Conv. Notes Offering Co-Manager March 2024	 Financial Advisor on sale of its PeopleReady Canadian staffing business to  February 2024	 Financial Advisor on sale of its operating assets to  February 2024	 Financial Advisor on sale to  February 2024	 Financial Advisor on investment from  February 2024

<sup>1</sup>Source: PitchBook for the time period 1/1/22-12/31/24, including US M&A/Control Transactions, All Buyout Types, and Growth/Expansion transactions <\$500M in the Technology, Media & Telecommunications segment as classified by PitchBook

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## Ranked #1 for US Middle-Market TMT Activity<sup>2</sup>

Rank	Firm Name	# of Transactions 2024	Rank	Firm Name	# of Transactions 2022-2024
1	Canaccord Genuity	48	1	Canaccord Genuity	158
2	Houlihan Lokey	22	2	Houlihan Lokey	69
3	Moelis	17	3	Raymond James	52
4	William Blair	15	4	Lincoln International	49
5	Raymond James	14	4	William Blair	49
6	Evercore	11	6	Moelis	37
7	Baird	9	7	Morgan Stanley	30
7	Guggenheim	9	8	Stifel	29
7	Stifel	9	8	Evercore	29
7	Piper Sandler	9	8	Goldman Sachs	29
11	Goldman Sachs	8	11	Guggenheim	26
11	Morgan Stanley	8	11	Jefferies	26

## Ranked #1 for US Middle-Market Media & Information Services Activity<sup>2</sup>

Rank	Firm Name	# of Transactions 2024	Rank	Firm Name	# of Transactions 2022-2024
1	Canaccord Genuity	36	1	Canaccord Genuity	122
2	Houlihan Lokey	19	2	Houlihan Lokey	46
3	Moelis	12	3	Lincoln International	27
4	William Blair	11	4	Moelis	24
5	Lincoln International	10	5	TobinLeff	20
6	Stifel	9	5	William Blair	20
6	TobinLeff	9	7	Raymond James	19
8	Evercore	7	7	Evercore	19
8	Baird	7	7	JEGI	19
10	Morgan Stanley	6	10	Stifel	16

## Ranked #1 for US Middle-Market Digital & Tech-Enabled Healthcare Activity<sup>3</sup>

Rank	Firm Name	# of Transactions 2024	Rank	Firm Name	# of Transactions 2022-2024
1	Canaccord Genuity	8	1	Canaccord Genuity	29
2	William Blair	4	2	Houlihan Lokey	10
3	Stifel	3	3	William Blair	6
3	Houlihan Lokey	3	3	Raymond James	6
5	Lincoln International	2	3	TripleTree	6
5	Raymond James	2	6	Guggenheim	5
5	Jefferies	2	6	Novistra	5
8	Oppenheimer	1	6	Lincoln International	5
8	D.A. Davidson	1	9	Stifel	4
8	Solomon	1	9	KeyBanc	4

## Leading Global Underwriter Since 2022<sup>4</sup>

Global Rank	Firm Name	Total Deals	Bookrun Deals
1	Canaccord Genuity	985	765
2	JPMorgan	924	905
3	Goldman Sachs	909	883
4	Morgan Stanley	827	798
5	BofA Securities	792	756
6	Citi	655	638
7	UBS	524	504
8	Jefferies	517	512
9	Barclays	436	415
10	Stifel	427	277

<sup>2</sup>Source: PitchBook for the time period 1/1/22-12/31/24. Transaction totals represent US 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

<sup>3</sup>Source: PitchBook for the time period 1/1/22-12/31/24. Transaction totals represent US M&A/Control transactions, All Buyout Types, and Growth/Expansion transactions <\$500M in the Digital Health, Tech Healthcare, and Healthcare-focused Technology, Media & Telecommunications, and Media & Information Services segments as classified by PitchBook

<sup>4</sup>Source: Dealogic as of 12/31/24

# Canaccord Genuity US 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.** Year after year, we continue to be the leading and most active investment bank for middle-market TMT, Media & Information Services, and Digital & Tech-Enabled Healthcare activity. In 2024, our US Tech team announced:

- 76 completed transactions for 68 different corporate clients, deal volume up nearly 50% versus 2023
- 51 M&A advisory engagements, which ranged from strategic sales and private equity recaps to corporate divestitures and take-private transactions, a more than 20% increase versus last year
- 25 equity capital markets transactions, up 150% year-over-year

**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 US investment banking team has nearly 160 professionals in Boston, Charlotte, Chicago, Nashville, New York, and San Francisco, among other locations. We operate as part of a global capital markets business that provides our clients with the benefit of extensive resources, expertise, and relationships from across our operations in North America, the UK, Europe, Asia, and Australia.

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

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# Canaccord Genuity US Tech Team Snapshot



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