

# Canaccord Genuity US IB Snapshot



## 101 Transactions Over the Last Twelve Months

### Selected Recent Transactions

 <b>Lassonde</b> Financial Advisor on acquisition of  Summer Garden Food Manufacturing Pending	 <b>JunGroup</b> \$185,000,000 Financial Advisor on sale to  VERVE GROUP Pending	 <b>ADTHEORENT</b> \$324,000,000 Financial Advisor on sale to  CADENT June 2024	 <b>Prestone</b> Financial Advisor on sale to  June 2024	 <b>MicroStrategy</b> \$800,000,000 Conv. Notes Offering Co-Manager June 2024	 <b>CONTINUO ONE</b> \$15,000,875 Follow-On Offering Joint Bookrunner June 2024	 <b>hueman</b> Financial Advisor on acquisition of  PRINCETON ONE June 2024	 <b>WAYSTAR</b> \$967,500,000 IPO Co-Manager June 2024	 <b>Life360</b> \$155,250,000 US IPO Co-Manager June 2024
 <b>Quorum Cyber</b> Financial Advisor on investment from  Charlesbank June 2024	 <b>PHUNWARE</b> \$120,000,000 ATM Offering Lead Agent June 2024	 <b>CarltonOne</b> Financial Advisor on investment from  June 2024	 <b>bionano</b> \$18,000,000 Private Placement Sole Agent May 2024	 <b>truecontext</b> Financial Advisor on sale to  Battery May 2024	 <b>jamf</b> \$163,456,527 Follow-On Offering Co-Manager May 2024	 <b>MediaAlpha</b> \$125,400,000 Follow-On Offering Passive Bookrunner May 2024	 <b>softcrylic</b> Financial Advisor on sale to  HEXAWARE May 2024	 <b>adlucent</b> Financial Advisor on sale to  BARKLEY OKRP May 2024
 <b>infoCenter</b> Financial Advisor on sale to  Insight May 2024	 <b>mci group</b> Financial Advisor on investment from  L-GAM April 2024	 <b>Lithium Americas</b> \$275,000,000 Follow-On Offering Co-Manager April 2024	 <b>Intra-Cellular THERAPIES</b> \$575,000,049 Follow-On Offering Co-Manager April 2024	 <b>galaxy</b> \$124,779,022 Follow-On Offering Sole Bookrunner April 2024	 <b>biosdix</b> \$55,000,029 Follow-On/Private Placement Joint Bookrunner April 2024	 <b>SEA ELECTRIC</b> \$300,000,000 Financial Advisor on sale to  EXO April 2024	 <b>FuelCell Energy</b> \$300,000,000 ATM Offering Co-Agent April 2024	 <b>CERVOMED</b> Up to \$149,367,000 Private Placement Placement Agent March 2024
 <b>REGULUS</b> \$100,000,000 Private Placement Financial Advisor March 2024	 <b>5E ADVANCED MATERIALS</b> \$15,000,000 ATM Offering Co-Agent March 2024	 <b>Executive PLATFORMS</b> Financial Advisor on combination with  Board.org March 2024	 <b>MicroStrategy</b> \$800,000,000 Conv. Notes Offering Co-Manager March 2024	 <b>CF ENERGY FUELS</b> \$150,000,000 ATM Offering Co-Agent March 2024	 <b>IREM</b> \$500,000,000 ATM Offering Co-Agent March 2024	 <b>trueblue</b> Financial Advisor on sale of its PeopleReady Canadian staffing business to  VERTICAL STAFFING SOLUTIONS February 2024	 <b>healthwise</b> Financial Advisor on sale of its operating assets to  WebMD February 2024	 <b>rizepoint</b> Financial Advisor on sale to  franconnect February 2024
 <b>Roc</b> Advisor to  BRIDGPOINT on sale to Bridgpoint February 2024	 <b>Bits In Glass</b> Financial Advisor on significant investment from  CSP February 2024	 <b>sophos solutions</b> Financial Advisor on sale to  GFT February 2024	 <b>CONTRACTOR COMPLIANCE</b> Financial Advisor on sale to  VelocityEHS January 2024	 <b>TA ASSOCIATES</b> Financial Advisor on strategic investment in  rocscience January 2024	 <b>mpg MARKET PERFORMANCE GROUP</b> Financial Advisor on sale to  Sentinel CAPITAL PARTNERS January 2024	 <b>aoxion</b> foodservice Financial Advisor on combination with Foodservice Sales & Marketing Division of  ADVANTAGE SOLUTIONS January 2024	 <b>DCC Digital Currency Group</b> Financial Advisor January 2024	 <b>eCard SYSTEMS</b> Financial Advisor on strategic growth investment from  HOUSATONIC December 2023
 <b>CIBUS</b> \$20,306,036 Follow-On Offering Joint Bookrunner December 2023	 <b>vividseats</b> \$153,237,500 Follow-On Offering Co-Manager December 2023	 <b>MARKETTIME</b> Financial Advisor on majority investment from  HUDSON HILL CAPITAL December 2023	 <b>MERITMEDICAL</b> \$747,500,000 Conv. Notes Offering Co-Manager December 2023	 <b>10XCAPITAL</b> Acquisition Corp. II \$450,000,000 Capital Markets Advisor on merger with African Agriculture December 2023	 <b>MY   CODE</b> Financial Advisor on majority investment from  Ariel Alternatives November 2023	 <b>MicroStrategy</b> \$750,000,000 ATM Offering Co-Agent November 2023	 <b>spm:group</b> Financial Advisor on sale to  UN LOCK November 2023	 <b>GOLD MINING</b> \$50,000,000 ATM Offering Co-Agent November 2023
 <b>ZEVRA THERAPEUTICS</b> Financial Advisor on acquisition of  acertherapeutics November 2023	 <b>Standard LITHIUM</b> \$50,000,000 ATM Offering Co-Agent November 2023	 Financial Advisor on sale to  CAPEVEST November 2023	 <b>ANNOVIS</b> \$7,500,000 Follow-On Offering Sole Bookrunner October 2023	 <b>medicx</b> \$95,000,000 Financial Advisor on sale to  Optimize Rx October 2023	 <b>FOCUS consumer healthcare</b> Financial Advisor on sale to  KOBAYASHI October 2023	 <b>BARKLEY</b> Financial Advisor on strategic investment from  KEYSTONE CAPITAL October 2023	 <b>THORNE</b> \$680,000,000 Financial Advisor on sale to  CATTERTON October 2023	 <b>next technik</b> Financial Advisor on sale to  ORACLE October 2023
 <b>HARPOON Therapeutics</b> \$100,162,904 Private Placement Co-Placement Agent October 2023	 <b>camelot STRATEGIC MARKETING &amp; MEDIA</b> Financial Advisor on sale to  PMG October 2023	 <b>klaviyo</b> \$658,921,980 IPO Co-Manager September 2023	 <b>TOMORROW</b> Financial Advisor on strategic investment from  bv September 2023	 <b>ICF</b> Financial Advisor on sale of its US commercial marketing group to  COHERE September 2023	 <b>brainlabs</b> Financial Advisor on significant investment from  PALMERIUS CAPITAL September 2023	 <b>GTCR</b> Financial Advisor on acquisition of  FOUNDATIONSOURCE September 2023	 <b>smartShift</b> Financial Advisor on recapitalization by  Ridgmont September 2023	 <b>virtusa</b> Financial Advisor on sale to September 2023

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

Rank	Firm Name	# of Transactions LTM 6/30/24	Rank	Firm Name	# of Transactions 2021-2023
1	<b>Canaccord Genuity</b>	<b>59</b>	1	<b>Canaccord Genuity</b>	<b>204</b>
2	Houlihan Lokey	26	2	Houlihan Lokey	145
3	Lincoln International	21	3	Lincoln International	109
4	Moelis	18	4	Raymond James	99
4	Raymond James	18	5	William Blair	91
6	Lazard	16	6	Goldman Sachs	75
7	William Blair	15	7	Jefferies	66
8	Evercore	14	8	Baird	62
9	Rothschild	11	9	Lazard	58
9	Goldman Sachs	11	9	Stifel	58
9	Baird	11	11	Evercore	56
12	Harris Williams	10	12	KPMG	55

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

Rank	Firm Name	# of Transactions LTM 6/30/24	Rank	Firm Name	# of Transactions 2021-2023
1	<b>Canaccord Genuity</b>	<b>43</b>	1	<b>Canaccord Genuity</b>	<b>158</b>
2	Moelis	13	2	Houlihan Lokey	84
3	Houlihan Lokey	11	3	Lincoln International	52
4	Lincoln International	10	4	Raymond James	45
5	BrightTower	9	5	KPMG	37
6	Globalscope	8	6	GP Bullhound	36
6	William Blair	8	6	JEGI	36
8	JEGI	7	8	BrightTower	28
8	Technology Holdings	7	9	Jefferies	26
10	DC Advisory	6	9	Moelis	26

## Ranked #1 for Middle-Market Digital & Tech-Enabled Healthcare Activity<sup>2</sup>

Rank	Firm Name	# of Transactions LTM 6/30/24	Rank	Firm Name	# of Transactions 2021-2023
1	<b>Canaccord Genuity</b>	<b>9</b>	1	<b>Canaccord Genuity</b>	<b>36</b>
2	Raymond James	5	2	Houlihan Lokey	15
3	Lazard	3	3	William Blair	14
3	RBC	3	4	TripleTree	12
3	William Blair	3	5	Lincoln International	9
6	Bryan, Garnier	2	6	Healthcare Growth Partners	7
6	Lincoln International	2	6	Jefferies	7
6	Stifel	2	6	Lazard	7
6	TripleTree	2	6	Piper Sandler	7
6	Ziegler	2	6	Raymond James	7

## Leading Global Underwriter Since 2022<sup>3</sup>

Global Rank	Firm Name	Total Deals	Bookrun Deals
1	<b>Canaccord Genuity</b>	<b>814</b>	<b>638</b>
2	JPMorgan	753	737
3	Goldman Sachs	722	701
4	BofA Securities	674	643
5	Morgan Stanley	670	644
6	Citi	541	526
7	UBS	452	437
8	Jefferies	405	401
9	Barclays	350	333
10	Stifel	344	223

<sup>1</sup>Source: PitchBook for the time period 1/1/21-6/30/24. 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

<sup>2</sup>Source: PitchBook for the time period 1/1/21-6/30/24. Transaction totals represent 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>3</sup>Source: Dealogic as of 6/30/24

# Canaccord Genuity

## US IB Snapshot



Canaccord Genuity is a full-service investment bank with a broad range of offerings focused on serving growth companies in the middle market. During the twelve months ended June 30, 2024, continued momentum in M&A coupled with increasing activity in Equity Capital Markets operations drove our US investment banking team's significant level of banking activity:

- 101 total transactions, including 99 closed transactions and two announced and pending, for 95 different corporate clients
- Announced 60 advisory engagements, which ranged from minority raises, strategic sales, and private equity recaps to corporate divestitures and take-private transactions
  - Two-thirds of M&A transactions involved financial sponsors on at least one side of the deal
- Nearly 140 M&A assignments either active and currently in market or engaged and launching in the near term
- Added four senior bankers across practice areas in the US, including Consumer Services, Human Capital Management, and Industrial and Infrastructure Services
- As part of the #1 ranked most active global underwriter operation since 2022, our US Equity Capital Markets Group completed 41 transactions in the past twelve months, in spite of a market environment that continues to be challenging:
  - Underwriter on 17 capital markets transactions, including book-runner on five equity offerings, raising nearly \$5.8 billion in cumulative proceeds for 16 different issuers
  - Seven private placements raising an aggregate of more than \$450 million
  - Managing 15 ATM programs for a total value of nearly \$3.3 billion

Canaccord Genuity's US investment banking team leverages deep industry expertise across a broad universe of practices:

- TMMIS (Technology, Media, Marketing, and Information Services)
- Healthcare (Biotechnology, Biopharmaceuticals, Digital Health, IT, Services, Medical Technologies, Diagnostics, and Cannabis)
- Consumer (Health & Wellness, Home & Auto, Food & Beverage, Services, and Emerging Brands)
- Sustainability (Building Technologies, Mobility, Renewables and Distributed Generation, Industrial and Infrastructure Services, Smart Grid/Smart City, Circular Economy, and Energy Storage)

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 continues to position Canaccord Genuity's US investment banking team as the advisor of choice for founder and management-owned businesses.

Canaccord Genuity's US investment banking team has nearly 170 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.

**About Canaccord Genuity Group Inc.:** Through its principal subsidiaries, Canaccord Genuity Group Inc. is a leading independent, full-service financial services firm, with operations in two principal segments of the securities industry: wealth management and capital markets. Since its establishment in 1950, the Company has been driven by an unwavering commitment to building lasting client relationships. We achieve this by generating value for our individual, institutional, and corporate clients through comprehensive investment solutions, brokerage services, and investment banking services. The Company has Wealth Management offices located in Canada, the UK, Guernsey, Jersey, the Isle of Man, and Australia. The international capital markets division operates in North America, the UK, Europe, Asia, and Australia. Canaccord Genuity Group Inc. is publicly traded under the symbol CF on the TSX.

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