

# CG US IB Snapshot



## Canaccord Genuity's US Investment Banking Team Completes 116 Transactions Over the Last Twelve Months

CONTINUED DEAL MOMENTUM HIGHLIGHTED BY CLOSING 75 M&A ENGAGEMENTS AND 41 CAPITAL MARKETS TRANSACTIONS

### Selected Recent Transactions

 Up to \$309,600,000 Financial Advisor on sale to  Pending	 Financial Advisor on merger with  Pending	 Financial Advisor on sale to  July 2023	 Financial Advisor on sale of its healthcare vertical business to  July 2023	 Financial Advisor on acquisition of  June 2023	 \$70,000,000 ATM Offering Co-Agent June 2023	 Financial Advisor on investment from  June 2023
 \$25,000,000 ATM Offering Sole Agent June 2023	 Financial Advisor on investment in  June 2023	 \$230,000,000 Private Placement Placement Agent June 2023	 Financial Advisor on investment from   June 2023	 \$40,000,000 Follow-On Bookrunner June 2023	 Financial Advisor on sale to  June 2023	 \$128,000,000 Follow-On Co-Manager May 2023
 \$373,750,000 Follow-On Lead Manager May 2023	 Financial Advisor on all-stock merger with  May 2023	 \$9,000,000 Private Placement Sole Agent May 2023	 Financial Advisor on investment from  May 2023	 \$85,050,000 Follow-On Co-Manager May 2023	 Financial Advisor on sale to  May 2023	 \$50,000,000 ATM Offering Co-Agent May 2023
 \$625,000,000 ATM Offering Co-Agent May 2023	 Financial Advisor on partnership with  May 2023	 Financial Advisor on investment from  May 2023	 \$45,125,000 Follow-On Financial Advisor April 2023	 Financial Advisor on sale to  April 2023	 \$140,000,000 Conv. Notes Offering Co-Manager April 2023	 \$50,000,000 ATM Offering Sole Agent April 2023
 \$43,000,000 Financial Advisor on sale to  April 2023	 \$100,000,000 ATM Offering Co-Agent April 2023	 Financial Advisor on sale to  March 2023	 Financial Advisor on investment from  March 2023	 \$10,000,000 ATM Offering Sole Agent March 2023	 Financial Advisor on sale to  March 2023	 Financial Advisor on sale to  March 2023
 Up to \$85,000,000 Private Placement Sole Agent March 2023	 Financial Advisor on sale to  March 2023	 \$20,000,000 ATM Offering Sole Agent March 2023	 Financial Advisor on sale to  March 2023	 \$1,220,000,000 Capital Markets Advisor on merger with  March 2023	 Financial Advisor on sale to  February 2023	 Financial Advisor on investment in  February 2023
 Financial Advisor on sale to   February 2023	 Financial Advisor on sale to  February 2023	 Financial Advisor on sale to  February 2023	 \$70,000,000 ATM Offering Sole Agent February 2023	 \$815,000,000 Capital Markets Advisor on merger with  February 2023	 \$116,620,560 Follow-On Bookrunner January 2023	 \$110,500,000 Follow-On Lead Manager January 2023
 Financial Advisor on sale to  January 2023	 Financial Advisor on sale to  January 2023	 \$1,225,000,000 Financial Advisor on sale to  January 2023	 Financial Advisor on sale to  January 2023	 Financial Advisor on sale to  January 2023	 \$230,000,000 Conv. Notes Offering Bookrunner December 2022	 Financial Advisor on investment in  December 2022

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

Rank	Firm Name	# of Transactions LTM 6/30/23	Rank	Firm Name	# of Transactions 2020-2022
<b>1</b>	<b>Canaccord Genuity</b>	<b>48</b>	<b>1</b>	<b>Canaccord Genuity</b>	<b>172</b>
2	Lincoln International	30	2	Raymond James	108
3	Houlihan Lokey	20	3	Houlihan Lokey	101
4	William Blair	17	4	William Blair	97
5	Jefferies	14	5	Goldman Sachs	91
6	Morgan Stanley	13	6	Lincoln International	81
6	Raymond James	13	7	Evercore	71
8	Moelis	11	8	Jefferies	69
8	Guggenheim	11	9	Baird	68
10	Stifel	10	10	Morgan Stanley	50
11	Piper Sandler	9	10	Stifel	50
11	Rothschild	9	12	Moelis	44

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

Rank	Firm Name	# of Transactions LTM 6/30/23	Rank	Firm Name	# of Transactions 2020-2022
<b>1</b>	<b>Canaccord Genuity</b>	<b>41</b>	<b>1</b>	<b>Canaccord Genuity</b>	<b>112</b>
2	Houlihan Lokey	11	2	Houlihan Lokey	52
3	Evercore	9	3	Raymond James	40
4	JEGI	8	4	Lincoln International	38
4	Lincoln International	8	5	JEGI	26
6	Moelis	7	6	William Blair	25
6	BrightTower	7	7	GP Bullhound	24
8	AGC Partners	6	8	Moelis	21
8	William Blair	6	9	Baird	20
10	GP Bullhound	5	10	BrightTower	19

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

Rank	Firm Name	# of Transactions LTM 6/30/23	Rank	Firm Name	# of Transactions 2020-2022
<b>1</b>	<b>Canaccord Genuity</b>	<b>10</b>	<b>1</b>	<b>Canaccord Genuity</b>	<b>32</b>
2	Houlihan Lokey	3	2	TripleTree	17
3	KeyBanc	2	3	William Blair	16
3	Lincoln International	2	4	Ziegler	9
3	William Blair	2	5	Houlihan Lokey	7
3	Guggenheim	2	5	Healthcare Growth	7
7	Oberon	1	5	Evercore	7
7	Centerview	1	5	Lincoln International	7
7	Stifel	1	5	Raymond James	7
7	Citizens	1	5	Piper Sandler	7

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

Global Rank	Firm Name	Total Deals	Bookrun Deals
<b>1</b>	<b>Canaccord Genuity</b>	<b>485</b>	<b>374</b>
2	JPMorgan	416	402
3	Goldman Sachs	390	377
4	Morgan Stanley	365	352
5	BofA Securities	337	324
6	UBS	293	279
7	Citi	286	278
9	Jefferies	215	213
10	HC Wainwright	196	148
11	RBC Capital Markets	195	153

<sup>1</sup>Source: PitchBook for the time period 1/1/20-6/30/23. 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>2</sup>Source: PitchBook for the time period 1/1/20-6/30/23. Transaction totals represent US M&A/Control transactions, All Buyout Types, and Growth/Expansion transactions 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 6/30/23

# CG US IB Snapshot



Canaccord Genuity is a dominant, 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, 2023, continued momentum in M&A, as well as a resilient Equity Capital Markets operation, drove our US investment banking team's significant level of banking activity:

- Completed 116 total transactions for 103 different corporate clients
- Closed 75 advisory engagements, which ranged from growth and minority investments to strategic sales and private equity recaps
  - More than two-thirds of M&A transactions involved financial sponsors on at least one side of the deal
- 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 challenging market environment:
  - Underwriter on 14 capital markets transactions, raising in excess of \$2.1 billion in cumulative proceeds for more than 13 different issuers
  - Book-runner on five equity offerings
  - Managing 19 ATM programs

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, and Emerging Brands)
- Sustainability (Building Technologies, Mobility, Renewables and Distributed Generation, Services, Smart Grid/Smart City, Circular Economy, Energy Storage, and AgTech and FoodTech)

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 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. In recent years, Canaccord Genuity's global advisory business has been substantially expanded with acquisitions of Petsky Prunier LLC (2019) and Sawaya Partners (2021) in the US, and the business of Results International Group LLP (2022) in the UK, as well as the selective hiring of senior-level bankers who have helped deepen our US bench around our coverage areas of focus.

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

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