

# Canaccord Genuity US Tech Team Snapshot



## 70 Transactions Over the Last Twelve Months in the Technology, Media, Marketing, and Information Services Industries

*Tech Team Closed More Than Twice as Many US Mid-Market TMT Engagements Than Any Other Firm<sup>1</sup>  
Giving Us Unique Insights on the Market for Companies in the Sectors We Cover*

### Selected Recent Transactions

<p><b>NEORIS</b></p> <p>Financial Advisor on sale to</p> <p><b>&lt;epam&gt;</b></p> <p>Pending</p>	<p><b>blankfactor</b></p> <p>Financial Advisor on sale to</p> <p><b>Globant</b></p> <p>October 2024</p>	<p><b>ebco</b></p> <p>Financial Advisor on sale to</p> <p><b>Dig Insights</b></p> <p>October 2024</p>	<p><b>VisiQuate</b></p> <p>Financial Advisor on sale to</p> <p><b>AKKR</b></p> <p>October 2024</p>	<p><b>PAGAYA</b></p> <p>\$152,000,000</p> <p>Conv. Notes Offering</p> <p>Co-Manager</p> <p>September 2024</p>	<p><b>LeapPoint</b></p> <p>Financial Advisor on sale to</p> <p><b>OmnicomGroup</b></p> <p>September 2024</p>	<p><b>sincro</b></p> <p>Financial Advisor to</p> <p><b>ansira</b> on sale to</p> <p><b>DealerOn</b></p> <p>September 2024</p>	<p><b>UNITED LANGUAGE GROUP</b></p> <p>Financial Advisor on sale to</p> <p><b>propio</b></p> <p>September 2024</p>
<p><b>MicroStrategy</b></p> <p>\$1,010,000,000</p> <p>Conv. Notes Offering</p> <p>Co-Manager</p> <p>September 2024</p>	<p><b>sam brown inc</b></p> <p>Financial Advisor on sale to</p> <p><b>blue matter</b></p> <p>September 2024</p>	<p><b>imagerelay</b></p> <p>Financial Advisor on sale to</p> <p><b>Canto</b></p> <p>September 2024</p>	<p><b>adfirehealth</b></p> <p>Financial Advisor on sale to</p> <p><b>health union</b></p> <p>September 2024</p>	<p><b>icon</b></p> <p>Financial Advisor on merger with</p> <p><b>macarta</b></p> <p>September 2024</p>	<p><b>PharmaForce</b></p> <p>Financial Advisor on significant investment from</p> <p><b>FEIR PARTNERS</b></p> <p>September 2024</p>	<p><b>TEAM GO</b></p> <p>Financial Advisor on sale to</p> <p><b>mpg</b></p> <p>September 2024</p>	<p><b>ZETA</b></p> <p>\$310,200,000</p> <p>Follow-On Offering</p> <p>Co-Manager</p> <p>September 2024</p>
<p><b>Cipher Mining</b></p> <p>\$600,000,000</p> <p>ATM Offering</p> <p>Co-Agent</p> <p>September 2024</p>	<p><b>jumohealth</b></p> <p>Financial Advisor on investment from</p> <p><b>FALFURRIAS MANAGEMENT PARTNERS</b></p> <p>August 2024</p>	<p><b>CORE SCIENTIFIC</b></p> <p>\$460,000,000</p> <p>Conv. Notes Offering</p> <p>Joint-Lead Manager</p> <p>August 2024</p>	<p><b>MicroStrategy</b></p> <p>\$2,000,000,000</p> <p>ATM Offering</p> <p>Co-Agent</p> <p>August 2024</p>	<p><b>JunGroup</b></p> <p>\$185,000,000</p> <p>Financial Advisor on sale to</p> <p><b>VERVE GROUP</b></p> <p>July 2024</p>	<p><b>RIVERON</b></p> <p>Financial Advisor on acquisition of</p> <p><b>YANTRA</b></p> <p>July 2024</p>	<p><b>BARDESS</b></p> <p>Financial Advisor on sale to</p> <p><b>CLARETINTELLIGENCE</b></p> <p>July 2024</p>	<p><b>insightly</b></p> <p>Financial Advisor on merger with</p> <p><b>unbounce</b></p> <p>July 2024</p>
<p><b>REPAY</b></p> <p>\$287,500,000</p> <p>Conv. Notes Offering</p> <p>Co-Manager</p> <p>July 2024</p>	<p><b>ADTHEORENT</b></p> <p>\$324,000,000</p> <p>Financial Advisor on sale to</p> <p><b>CADENT</b></p> <p>June 2024</p>	<p><b>MicroStrategy</b></p> <p>\$800,000,000</p> <p>Conv. Notes Offering</p> <p>Co-Manager</p> <p>June 2024</p>	<p><b>PHUNWARE</b></p> <p>\$120,000,000</p> <p>ATM Offering</p> <p>Lead Agent</p> <p>June 2024</p>	<p><b>hueman</b></p> <p>Financial Advisor on acquisition of</p> <p><b>PRINCETONONE</b></p> <p>June 2024</p>	<p><b>WAYSTAR</b></p> <p>\$967,500,000</p> <p>IPO</p> <p>Co-Manager</p> <p>June 2024</p>	<p><b>Life360</b></p> <p>\$155,250,000</p> <p>US IPO</p> <p>Co-Manager</p> <p>June 2024</p>	<p><b>CarltonOne</b></p> <p>Financial Advisor on investment from</p> <p><b>CarltonOne</b></p> <p>June 2024</p>
<p><b>Quorum Cyber</b></p> <p>Financial Advisor on investment from</p> <p><b>Charlesbank</b></p> <p>June 2024</p>	<p><b>jamf</b></p> <p>\$163,456,527</p> <p>Follow-On Offering</p> <p>Co-Manager</p> <p>May 2024</p>	<p><b>truecontext</b></p> <p>Financial Advisor on sale to</p> <p><b>Battery</b></p> <p>May 2024</p>	<p><b>MediaAlpha</b></p> <p>\$125,400,000</p> <p>Follow-On Offering</p> <p>Passive Bookrunner</p> <p>May 2024</p>	<p><b>softcrylic</b></p> <p>Financial Advisor on sale to</p> <p><b>HEXAWARE</b></p> <p>May 2024</p>	<p><b>adlucent</b></p> <p>Financial Advisor on sale to</p> <p><b>BARKLEY OKRP</b></p> <p>May 2024</p>	<p><b>infocenter</b></p> <p>Financial Advisor on sale to</p> <p><b>Insight</b></p> <p>May 2024</p>	<p><b>mci group</b></p> <p>Financial Advisor on investment from</p> <p><b>L-GAM</b></p> <p>April 2024</p>
<p><b>galaxy</b></p> <p>\$125,000,000</p> <p>Follow-On Offering</p> <p>Sole Bookrunner</p> <p>April 2024</p>	<p><b>TREN</b></p> <p>\$500,000,000</p> <p>ATM Offering</p> <p>Co-Agent</p> <p>March 2024</p>	<p><b>Executive PLATFORMS</b></p> <p>Financial Advisor on combination with</p> <p><b>Board.org</b></p> <p>March 2024</p>	<p><b>MicroStrategy</b></p> <p>\$800,000,000</p> <p>Conv. Notes Offering</p> <p>Co-Manager</p> <p>March 2024</p>	<p><b>trueblue</b></p> <p>Financial Advisor on sale of its PeopleReady Canadian staffing business to</p> <p><b>VERTICAL</b></p> <p>February 2024</p>	<p><b>healthwise</b></p> <p>Financial Advisor on sale of its operating assets to</p> <p><b>WebMD</b></p> <p>February 2024</p>	<p><b>rizepoint</b></p> <p>Financial Advisor on sale to</p> <p><b>franconnect</b></p> <p>February 2024</p>	<p><b>TLC</b></p> <p>Financial Advisor on investment from</p> <p><b>bd-capital</b></p> <p>February 2024</p>
<p><b>sophos</b></p> <p>Financial Advisor on sale to</p> <p><b>GFT</b></p> <p>February 2024</p>	<p><b>Big Bits In Glass</b></p> <p>Financial Advisor on significant investment from</p> <p><b>CSP</b></p> <p>February 2024</p>	<p><b>axion</b></p> <p>Financial Advisor on combination with Foodservice Sales &amp; Marketing Division of</p> <p><b>ADVANTAGE SOLUTIONS</b></p> <p>January 2024</p>	<p><b>mpg</b></p> <p>Financial Advisor on sale to</p> <p><b>Sentinel</b></p> <p>January 2024</p>	<p><b>TA ASSOCIATES</b></p> <p>Financial Advisor on strategic investment in</p> <p><b>rocscience</b></p> <p>January 2024</p>	<p><b>CONTRACTOR COMPLIANCE</b></p> <p>Financial Advisor on sale to</p> <p><b>VelocityEHS</b></p> <p>January 2024</p>	<p><b>eCard</b></p> <p>Financial Advisor on strategic growth investment from</p> <p><b>HOUSATONIC</b></p> <p>December 2023</p>	<p><b>MARKETTIME</b></p> <p>Financial Advisor on majority investment from</p> <p><b>HUDSON HILL CAPITAL</b></p> <p>December 2023</p>
<p><b>vividseats</b></p> <p>\$153,237,500</p> <p>Follow-On Offering</p> <p>Co-Manager</p> <p>December 2023</p>	<p><b>MY CODE</b></p> <p>Financial Advisor on majority investment from</p> <p><b>Arid Alternatives</b></p> <p>November 2023</p>	<p><b>MicroStrategy</b></p> <p>\$750,000,000</p> <p>ATM Offering</p> <p>Co-Agent</p> <p>November 2023</p>	<p><b>spm:group</b></p> <p>Financial Advisor on sale to</p> <p><b>UN LOCK</b></p> <p>November 2023</p>	<p><b>medicx</b></p> <p>\$95,000,000</p> <p>Financial Advisor on sale to</p> <p><b>Optimize Rx</b></p> <p>October 2023</p>	<p><b>next technik</b></p> <p>Financial Advisor on sale to</p> <p><b>ORACLE</b></p> <p>October 2023</p>	<p><b>BARKLEY</b></p> <p>Financial Advisor on strategic investment from</p> <p><b>KEYSTONE CAPITAL</b></p> <p>October 2023</p>	<p><b>camelot</b></p> <p>Financial Advisor on sale to</p> <p><b>PMG</b></p> <p>October 2023</p>

<sup>1</sup>Source: PitchBook for the time period 10/1/23-9/30/24, including US M&A/Control Transactions, All Buyout Types, and Growth/Expansion transactions <\$500M in the Technology, Media & Telecommunications segment as classified by PitchBook

# Canaccord Genuity US Tech Team Snapshot



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

Rank	Firm Name	# of Transactions LTM 9/30/24	Rank	Firm Name	# of Transactions 2021-2023
1	Canaccord Genuity	42	1	Canaccord Genuity	172
2	Houlihan Lokey	18	2	Houlihan Lokey	89
3	Raymond James	17	3	Lincoln International	75
4	Moelis	14	4	Raymond James	73
5	William Blair	13	5	William Blair	72
6	Evercore	11	6	Jefferies	54
7	Goldman Sachs	9	7	Goldman Sachs	53
7	Jefferies	9	8	Baird	50
9	Piper Sandler	8	9	Evercore	45
9	Stifel	8	10	Stifel	40
9	Guggenheim	8	11	Morgan Stanley	39
9	Lincoln International	8	11	Lazard	39

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

Rank	Firm Name	# of Transactions LTM 9/30/24	Rank	Firm Name	# of Transactions 2021-2023
1	Canaccord Genuity	35	1	Canaccord Genuity	139
2	Houlihan Lokey	13	2	Houlihan Lokey	59
3	Moelis	9	3	Lincoln International	35
4	Lincoln International	8	3	Raymond James	35
4	William Blair	8	5	JEGI	25
4	TobinLeff	8	6	Moelis	23
7	Stifel	7	7	GP Bullhound	22
8	Raymond James	6	8	William Blair	20
8	Jefferies	6	8	Jefferies	20
10	Baird	5	10	Goldman Sachs	18

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

Rank	Firm Name	# of Transactions LTM 9/30/24	Rank	Firm Name	# of Transactions 2021-2023
1	Canaccord Genuity	7	1	Canaccord Genuity	36
2	William Blair	4	2	TripleTree	12
3	Raymond James	3	3	Houlihan Lokey	11
4	Houlihan Lokey	2	4	William Blair	9
4	Stifel	2	5	KeyBanc	7
4	Jefferies	2	5	Ziegler	7
7	Bryan, Garnier	1	5	Jefferies	7
7	RBC	1	8	Evercore	6
7	Oppenheimer	1	8	Piper Sandler	6
7	Edgemont	1	8	Raymond James	6

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

Global Rank	Firm Name	Total Deals	Bookrun Deals
1	Canaccord Genuity	898	703
2	JPMorgan	834	816
3	Goldman Sachs	805	783
4	Morgan Stanley	742	714
5	BofA Securities	730	697
6	Citi	600	583
7	UBS	486	471
8	Jefferies	466	462
9	Barclays	392	375
10	Stifel	385	252

<sup>2</sup>Source: PitchBook for the time period 1/1/21-9/30/24. 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 1/1/21-9/30/24. 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 9/30/24  
Note: LTM = Last twelve months

# 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. During the twelve months ended September 30, 2024, our US Tech team announced:

- 70 total transactions, including 68 completed transactions and two announced and pending, for 65 different corporate clients
- 51 M&A advisory engagements, which ranged from strategic sales and private equity recaps to corporate divestitures and take-private transactions
- 19 equity capital markets transactions

**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.

**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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# Canaccord Genuity US Tech Team Snapshot



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