

# CG Global Tech Team Snapshot



## Canaccord Genuity's Global Tech Team Completes 94 Transactions Over the Last Twelve Months in the Technology, Media, Marketing, and Information Services Industries

### Selected Recent Transactions

 US\$324,000,000 Financial Advisor on sale to  Pending	 Financial Advisor on sale to  Pending	 C\$85,000,000 Financial Advisor on sale to  Pending	 Financial Advisor on investment from  April 2024	 US\$3,800,000,000 Financial Advisor on sale to  April 2024	 US\$500,000,000 ATM Offering Co-Agent March 2024	 Financial Advisor on combination with  March 2024	 US\$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 sale to  February 2024	 Financial Advisor on investment from  February 2024	 £176,000,000 Financial Advisor on sale to  February 2024	 Financial Advisor on sale to  February 2024	 C\$145,000,000 Follow-On Offering Sole Bookrunner February 2024
 Financial Advisor on significant investment from  February 2024	 Financial Advisor on combination with Foodservice Sales & Marketing Division of  January 2024	 Financial Advisor on sale to  January 2024	 Financial Advisor on sale to  January 2024	 Financial Advisor January 2024	 Financial Advisor on strategic investment in  January 2024	 Financial Advisor on sale to  January 2024	 US\$100,000,000 Substantial Issuer Bid Dealer Manager December 2023
 Financial Advisor on acquisition of  December 2023	 Financial Advisor on sale to  December 2023	 C\$29,000,000 Follow-On Offering Joint Bookrunner December 2023	 Financial Advisor on strategic growth investment from  December 2023	 Financial Advisor on majority investment from  December 2023	 US\$153,237,500 Follow-On Offering Co-Manager December 2023	 Financial Advisor on sale to  December 2023	 Financial Advisor on majority investment from  November 2023
 US\$750,000,000 ATM Offering Co-Agent November 2023	 Financial Advisor on sale to  November 2023	 Financial Advisor on sale to  November 2023	 €300,000,000 Placing Joint Bookrunner November 2023	 £175,000,000 Financial Advisor on acquisition of  November 2023	 US\$95,000,000 Financial Advisor on sale to  October 2023	 Financial Advisor on sale to  October 2023	 Financial Advisor on investment from  October 2023
 Financial Advisor on strategic investment from  October 2023	 Financial Advisor on sale to  October 2023	 US\$658,921,980 IPO Co-Manager September 2023	 Financial Advisor on strategic investment from  September 2023	 A\$45,900,000 Institutional Placement Joint Lead Manager September 2023	 Financial Advisor on sale of its US commercial marketing group to  September 2023	 Financial Advisor on significant investment from  September 2023	 A\$50,000,000 Institutional Placement Joint Lead Manager September 2023
 Financial Advisor on acquisition of  September 2023	 Financial Advisor on recapitalization by  September 2023	 Financial Advisor on sale to  September 2023	 US\$90,000,000 ATM Offering Lead Agent August 2023	 Financial Advisor on sale of its software business to  August 2023	 US\$250,000,000 ATM Offering Co-Agent August 2023	 Financial Advisor on investment in  August 2023	 Financial Advisor on sale to  August 2023
 Financial Advisor on sale to  July 2023	 E\$35,000,000 IPO Joint Bookrunner July 2023	 Financial Advisor on sale of its healthcare vertical business to  July 2023	 \$252,999,996 Follow-On Offering Co-Manager July 2023	 Financial Advisor on strategic investment from  June 2023	 A\$160,000,000 Placement Lead Manager June 2023	 Financial Advisor on strategic investment from   June 2023	 Financial Advisor on sale to  June 2023

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

Rank	Firm Name	# of Transactions LTM 3/31/24	Rank	Firm Name	# of Transactions 2021-2023
1	Canaccord Genuity	60	1	Canaccord Genuity	198
2	Houlihan Lokey	25	2	Houlihan Lokey	151
3	Raymond James	23	3	Lincoln International	111
4	Lincoln International	22	4	Raymond James	102
5	William Blair	21	5	William Blair	96
6	Lazard	14	6	Goldman Sachs	80
6	Moelis	14	7	Jefferies	69
8	Evercore	12	8	Baird	62
8	Stifel	12	9	Evercore	60
10	Rothschild	11	9	Lazard	60
11	Guggenheim	10	11	Stifel	58
12	Jefferies	8	12	KPMG	55

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

Rank	Firm Name	# of Transactions LTM 3/31/24	Rank	Firm Name	# of Transactions 2021-2023
1	Canaccord Genuity	43	1	Canaccord Genuity	152
2	Houlihan Lokey	17	2	Houlihan Lokey	84
3	Moelis	13	3	Lincoln International	53
4	BrightTower	9	4	Raymond James	44
5	Globalscope	8	5	GP Bullhound	36
5	Lincoln International	8	5	JEGI	36
7	Clipperton	7	5	KPMG	36
7	Evercore	7	8	Moelis	30
9	JEGI	6	9	BrightTower	28
9	William Blair	6	10	Jefferies	25

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

Rank	Firm Name	# of Transactions LTM 3/31/24	Rank	Firm Name	# of Transactions 2021-2023
1	Canaccord Genuity	8	1	Canaccord Genuity	30
2	Raymond James	4	2	William Blair	17
2	William Blair	4	3	Houlihan Lokey	14
4	Lazard	3	4	TripleTree	13
4	RBC	3	5	Lincoln International	9
6	Bryan, Garnier	2	5	Goldman Sachs	9
6	Carnegie	2	7	Evercore	8
6	Solomon Partners	2	8	Healthcare Growth Partners	7
6	Stifel	2	8	Jefferies	7
6	Ziegler	2	8	Lazard	7

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

Global Rank	Firm Name	Total Deals	Bookrun Deals
1	Canaccord Genuity	721	573
2	JPMorgan	662	646
3	Goldman Sachs	623	604
4	Morgan Stanley	583	562
5	BofA Securities	580	553
6	Citi	469	454
7	UBS	399	385
9	Jefferies	345	343
10	Barclays	314	299
11	Stifel	300	196

<sup>1</sup>Source: PitchBook for the time period 1/1/21-3/31/24. 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 1/1/21-3/31/24. 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 3/31/24

# CG Global 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 activity, Media & Information Services, and Digital & Tech-Enabled Healthcare activity. During the twelve months ended March 31, 2024, our global Tech team:

- Completed 94 total transactions for 78 different corporate clients
- Closed 18 cross-border transactions with companies in 16 different countries
- In spite of continuing challenges in the public markets, completed 36 equity capital markets transactions globally
- Announced 61 M&A advisory engagements, which ranged from strategic sales and private equity recaps to corporate divestitures and take-private transactions
  - Nearly three quarters of M&A transactions involved financial sponsors on at least one side of the deal

**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 global investment banking team has nearly 300 professionals in offices around the world, including the US (Boston, Charlotte, Chicago, Nashville, New York, San Francisco), Canada (Calgary, Montreal, Toronto, Vancouver), Europe (London), Australia (Melbourne, Perth, Sydney), and Asia (Beijing and Hong Kong). Our global capital markets business provides our clients with the benefit of extensive resources, expertise, and relationships from across our operations internationally.

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

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# CG Global Tech Team Snapshot



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