



# Sectorwatch: IT Security

June 2018

# IT Security

June 2018

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# Overview

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7MA provides Investment Banking & Advisory Services to the Business Services and Technology Industries globally. We advise on M&A and private capital transactions, and provide market assessments and benchmarking. As a close knit team with a long history together and a laser focus on our target markets, we help our clients sell their companies, raise capital, grow through acquisitions, and evaluate new markets. We publish our sectorwatch, a review of M&A and operational trends in the industries we focus.

## Dashboard

- Summary metrics on the sector
- Commentary on market momentum by comparing the most recent 12-month performance against the last 3-year averages.



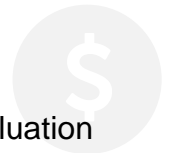
## Public Basket Performance

- Summary valuation and operating metrics for a basket of comparable public companies



## Valuation Comparison

- Graphical, detailed comparison of valuation multiples for the public basket



## Recent Deals

- The most recently announced deals in the sector



# Dashboard



## Revenue Growth Momentum

↓ -0.01

1 - year revenue growth compared to revenue growth average for last 3 years

Current revenue growth rate is less than the average of the last 3 years, indicating that the market may be flattening or declining

## Pricing / Gross Margin Momentum

↓ -1.1%

1 - year gross profit % compared to gross profit % average for last 3 years

Current gross profit margin is less than the average of the last 3 years gross profit margins, indicating customer pricing power

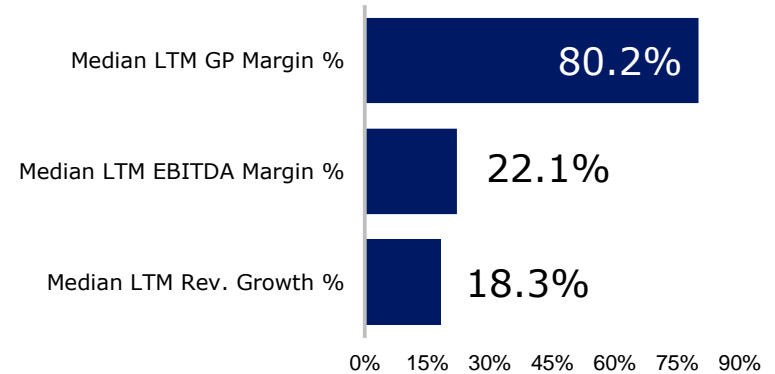
## Profitability Momentum

↑ 1.7%

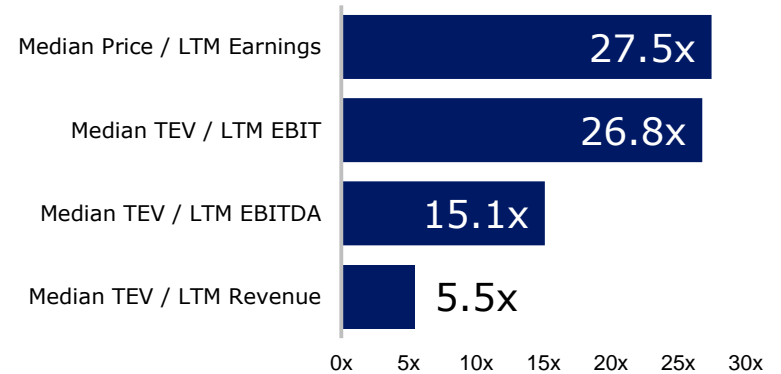
1 - year EBITDA % compared to EBITDA % average for last 3 years

Current EBITDA margin exceeds the average of the last 3 years EBITDA margin by this amount, a condition that may attract new entrants

## Operating Metrics



## Valuation



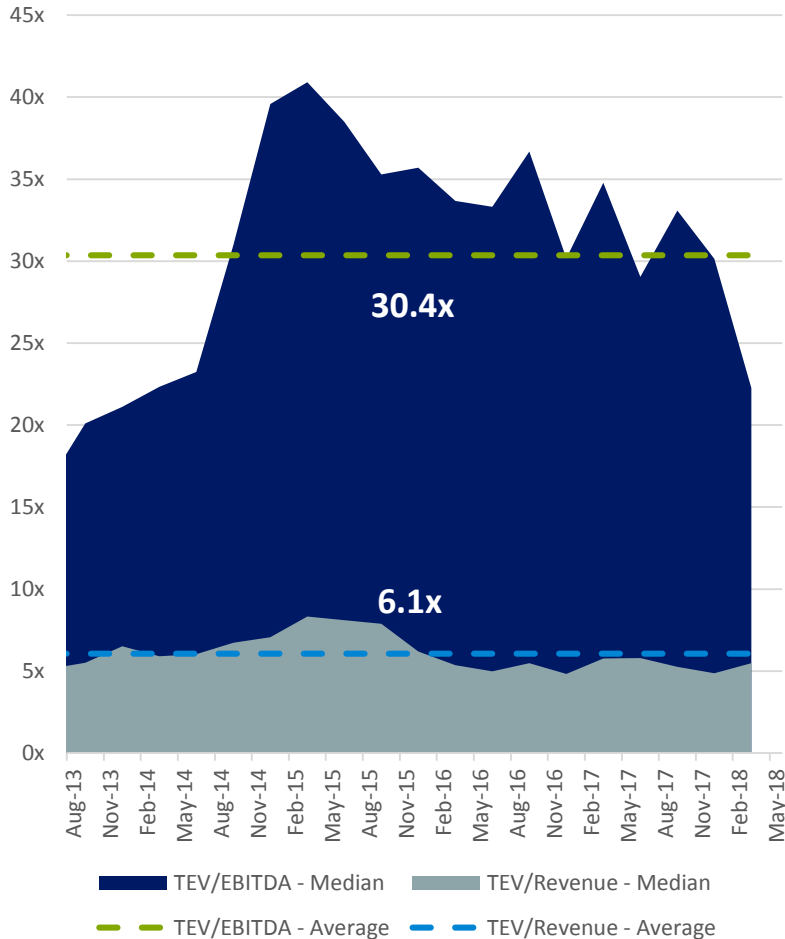
# Public Basket



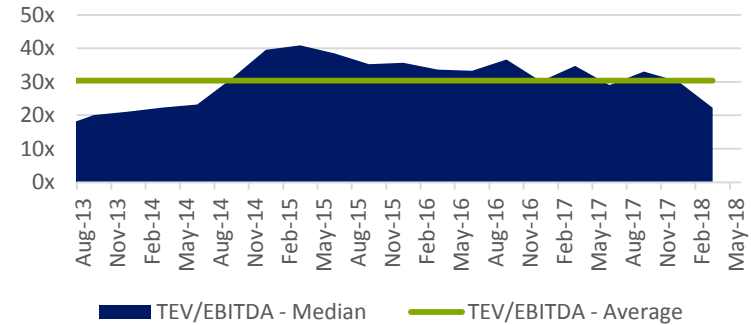
Company	TEV \$m	LTM Rev \$m	Rev Growth YoY	GP %	EBITDA %	TEV / Rev X	TEV / EBITDA X	# FTEs	Rev / FTE \$k
Bluedon Information Security Technologies Co.,Ltd	1,700	384	43%	52%	30%	4.6	15.0	2,798	137
CyberArk Software Ltd.	2,065	274	20%	84%	10%	7.5	75.3	1,015	270
FireEye, Inc.	3,107	765	5%	65%	-19%	4.1	0.0	2,960	259
Trend Micro Incorporated	6,677	1,427	10%	82%	34%	4.8	13.9	5,970	239
Fortinet, Inc.	9,508	1,553	17%	75%	12%	6.1	49.1	5,066	307
Check Point Software Technologies Ltd.	14,328	1,872	6%	89%	50%	7.7	15.2	4,576	409
Symantec Corporation	15,910	4,846	21%	79%	25%	3.3	13.3	-	NA
Red Hat, Inc.	29,048	2,920	21%	85%	20%	9.9	50.8	11,870	246
<b>Average</b>	10,293	1,755	18%	76%	20%	6.0	29.1	4,282	267
<b>Median</b>	8,093	1,490	18%	80%	22%	5.5	15.1	3,768	259

share price as of 20Jun18

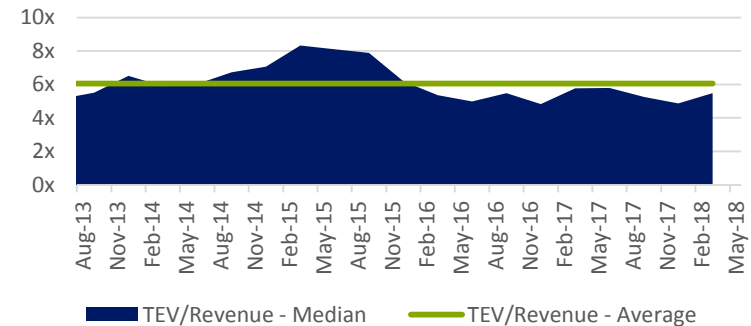
# Public Basket Valuation Trends



## Public EBITDA Multiples over Time



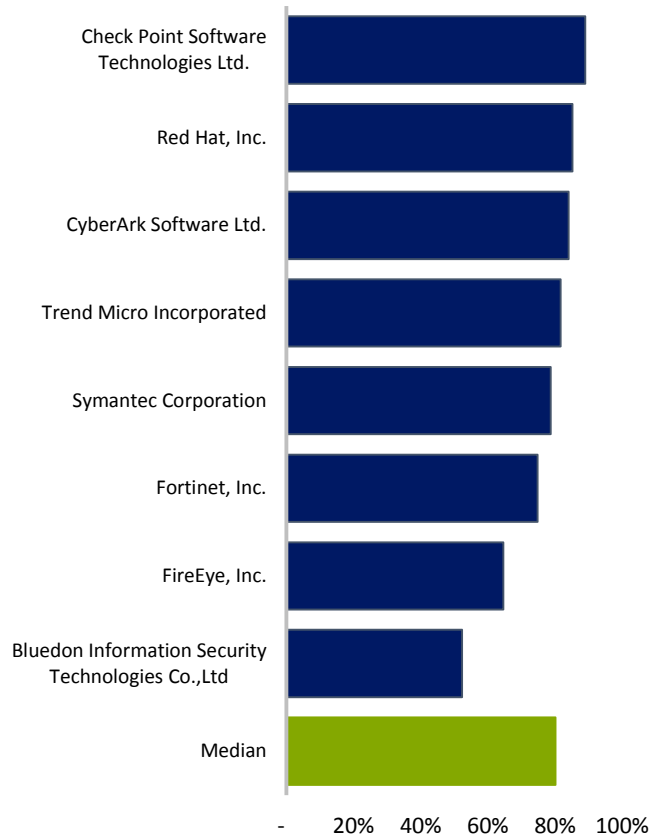
## Public Revenue Multiples over Time



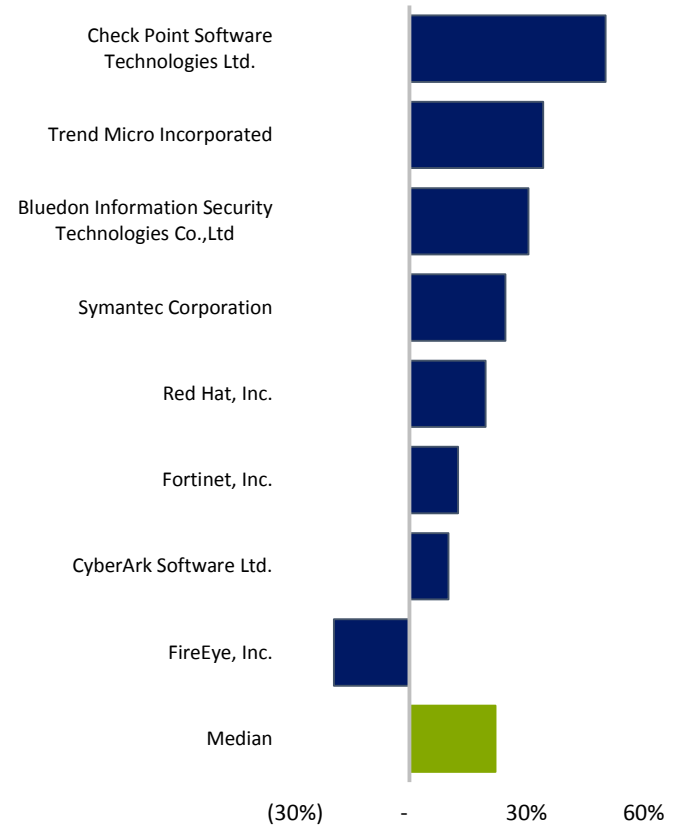
# Operational Metrics



LTM Gross Profit Margin %



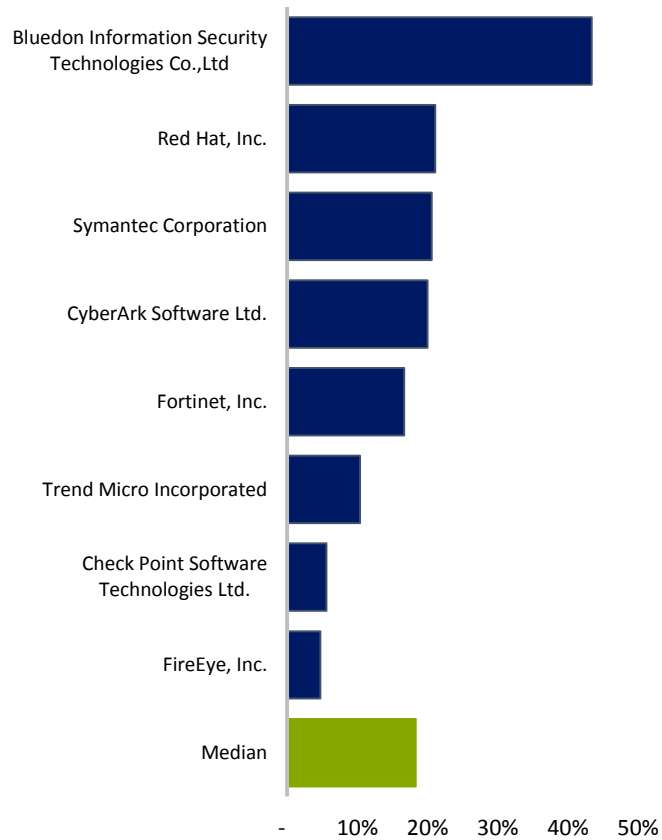
LTM EBITDA %



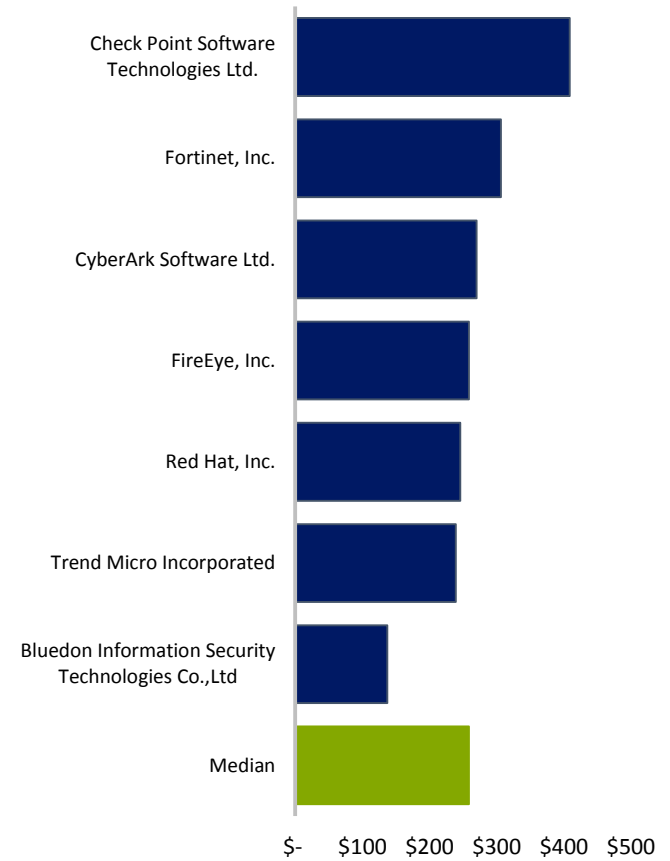
# Operational Metrics



LTM Revenue Growth %



LTM Revenue per Full Time Employee x 000's







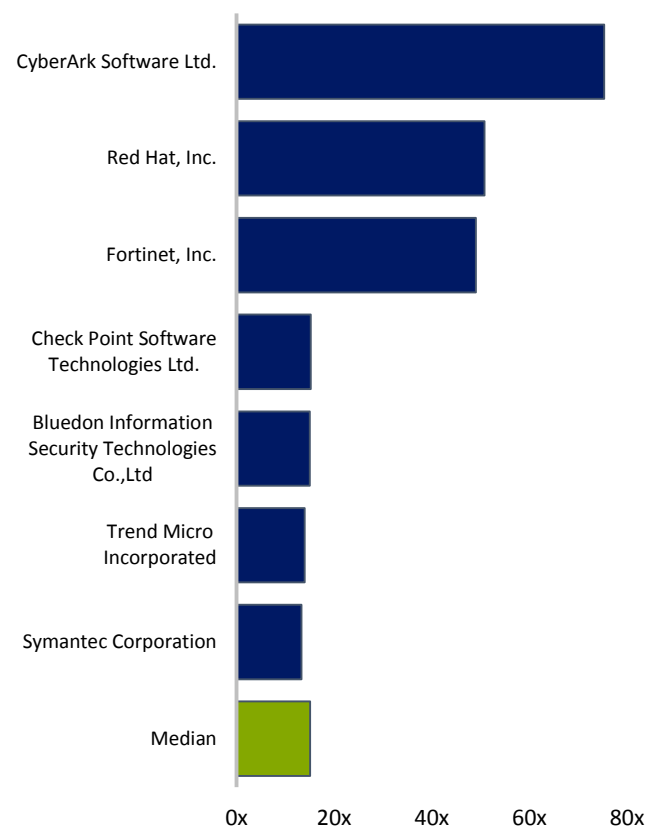
# Valuation



### TEV / LTM Revenue



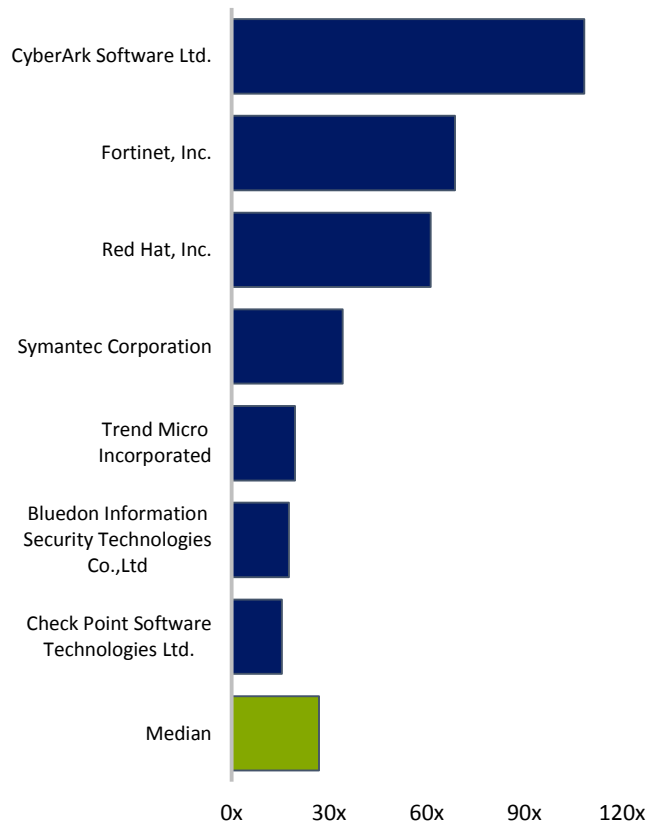
### TEV / LTM EBITDA



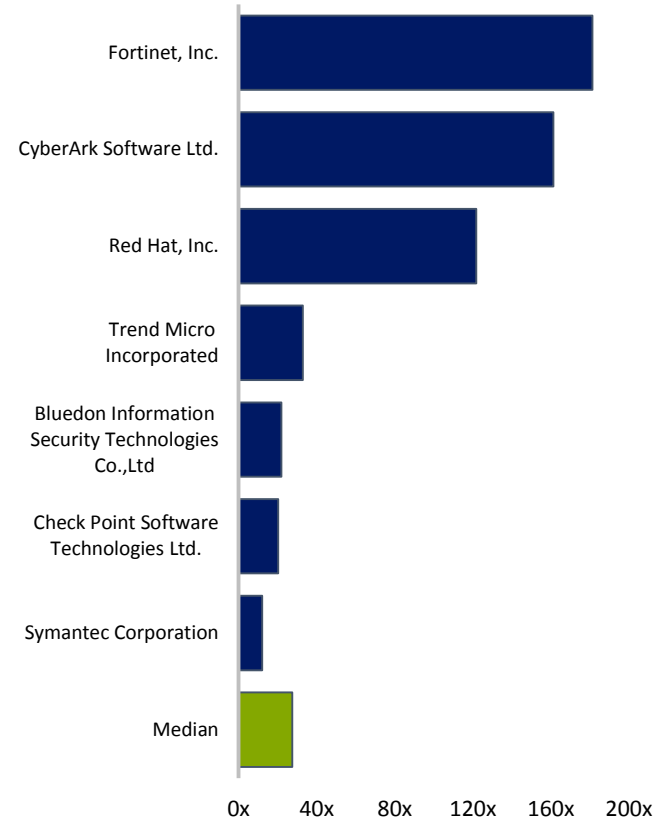
# Valuation



TEV / LTM EBIT



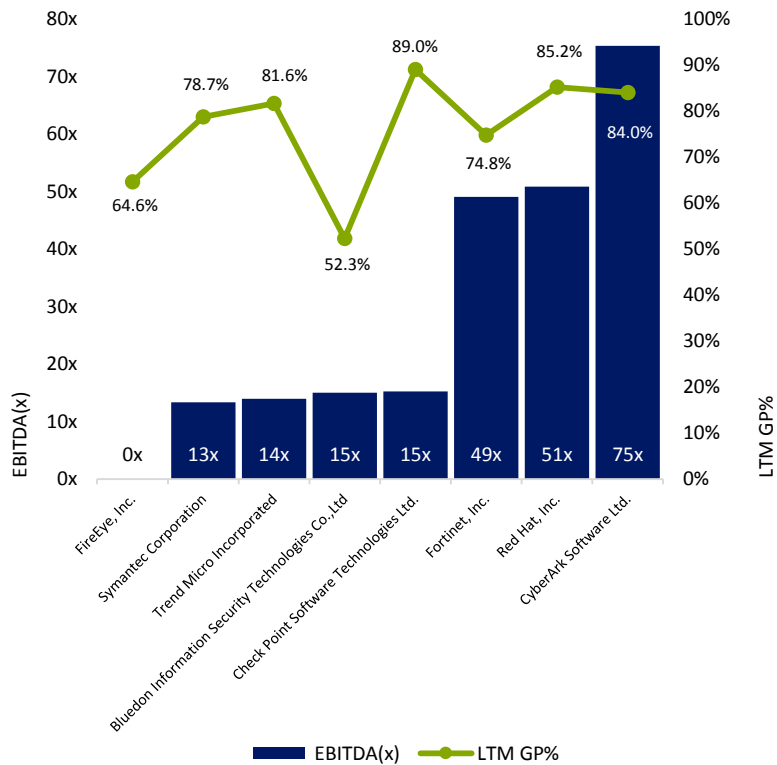
Price / LTM Earnings



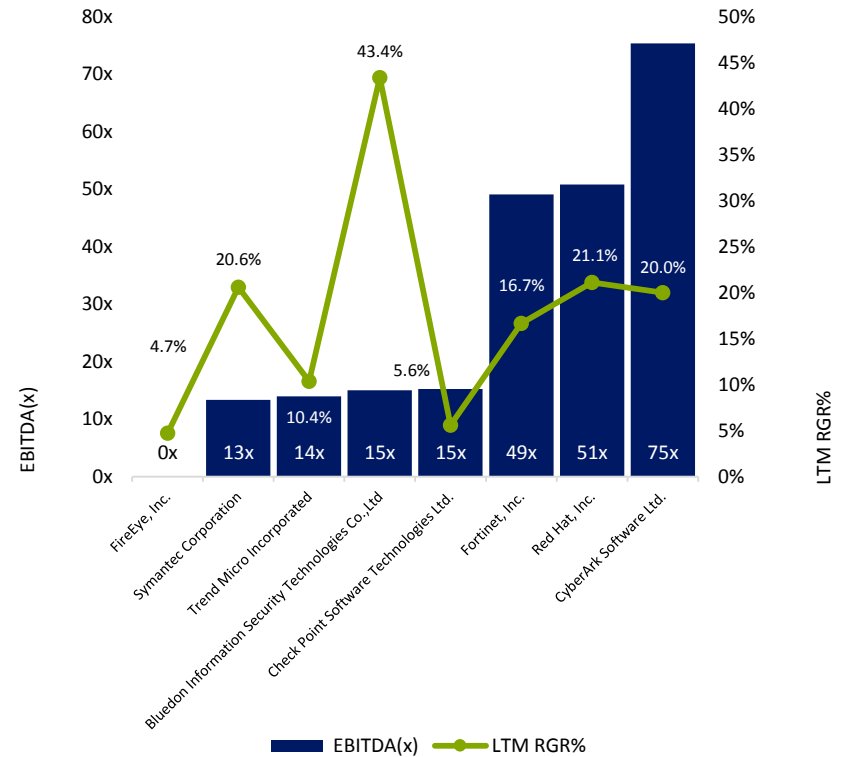
# Valuation



## Historical Valuation Multiples versus Gross Profit



## Historical Valuation Multiples versus Revenue Growth Rate



# Recent Transactions



Date	Target	Buyer / Investor	Total Transaction Value	Target Revenue	TEV / Revenue	TEV / EBITDA
7Jun18	Nextel S.A.	Grupo S21sec Gestión, S.A.	-	-	-	-
7Jun18	Leidos Cyber, Inc.	Capgemini SE	-	-	-	-
6Jun18	GoSecure, Inc.	CounterTack, Inc.	-	-	-	-
22May18	TrustWave Holdings, Inc.	Singapore Telecommunications Limited	12.00	-	-	-
21May18	Haystax Technology, Inc.	Fishtech Group, LLC	-	-	-	-
30Apr18	Red Sky Solutions LLC	Presidio, Inc.	-	-	-	-
9Apr18	SourceClear, Inc.	Veracode, Inc.	-	-	-	-
28Mar18	E8 Security Inc.	VMware, Inc.	-	-	-	-
27Feb18	Phantom Cyber Corporation	Splunk Inc.	350.00	-	-	-
15Feb18	Zenedge LLC	Oracle Corporation	-	-	-	-
5Feb18	Datos IO, Inc. (nka:Rubrik Datos IO)	Rubrik, Inc.	-	-	-	-
24Jan18	Skyport Systems Inc.	Cisco Systems, Inc.	-	-	-	-
16Jan18	N2W Software Inc.	Veeam Software AG	42.50	-	-	-
12Dec17	Cilasoft SAS	Syncsort Incorporated	-	-	-	-
3Nov17	Barracuda Networks, Inc.	Thoma Bravo, LLC; Thoma Bravo Fund XII, L.P.	1,611.64	366.57	3.8x	45.0x
2Nov17	Black Duck Software, Inc.	Synopsys, Inc.	565.00	-	-	-
31Oct17	Securicom Global Limited	e92plus Ltd	-	-	-	-
12Jun17	ViaWest, Inc.	Peak 10 Holding Corporation (nka:Flexential Intermediate Corporation)	1,675.00	-	-	-
5Jun17	Open Windows Australia Pty Ltd	Ernst & Young LLP, Investment Arm	-	-	-	-
17May17	CrowdStrike, Inc.	Accel Partners; Warburg Pincus LLC; Telstra Ventures Pty Limited; CapitalG; March Capital Partners	100.00	-	-	-
16May17	Landscape Networks Ltd	Communicate Technology PLC	-	2.58	-	-
11May17	NewCo ICT Security Services Kft.	Invitech Solutions Zrt.	-	-	-	-
14Feb17	exceed Group SE	-	29.44	143.15	0.6x	-
7Feb17	Infinigate Holding AG	H.I.G. Capital, LLC; H.I.G. Capital Partners II, L.P.	-	297.79	-	-
25Jan17	The ADEX GmbH	virtual minds Aktiengesellschaft	-	-	-	-
19Jan17	Exablog Corporation	StorageCraft Technology Corporation	-	-	-	-
13Jan17	CynergisTek, Inc. (nka:CTEK Security, Inc.)	Auxilio, Inc. (nka:Cynergistek, Inc.)	34.17	15.00	2.3x	6.3x
11Jan17	Apperian, Inc.	Arxan Technologies, Inc.	-	-	-	-
5Jan17	DearBytes BV	Koninklijke KPN N.V.	-	-	-	-
7Dec16	Thrive CITS, LLC	M/C Partners	-	-	-	-
29Nov16	Distributed Systems Services, Inc.	Contegix, LLC	-	-	-	-
20Nov16	Lifelock, Inc.	Symantec Corporation	2,528.18	650.16	3.6x	50.0x
17Nov16	Nuspire Networks Inc.	ABRY Partners, LLC	-	-	-	-
11Nov16	AK Süsteemid Ou	Telia Eesti AS	-	-	-	-
6Nov16	Datalink Corporation	Insight Enterprises, Inc.	297.92	756.55	0.3x	11.7x
7Nov16	DX Antenna Co., Ltd.	Elecom Co., Ltd.	99.15	115.87	0.9x	-
4Oct16	Eyeonid Group AB (publ)	Blue Bat Investments AB	-	-	-	-

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June 2018

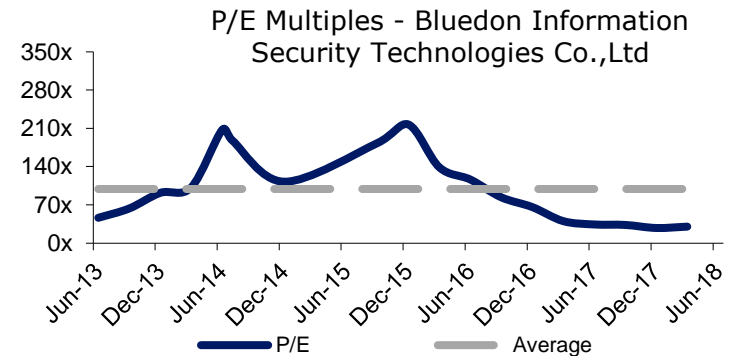
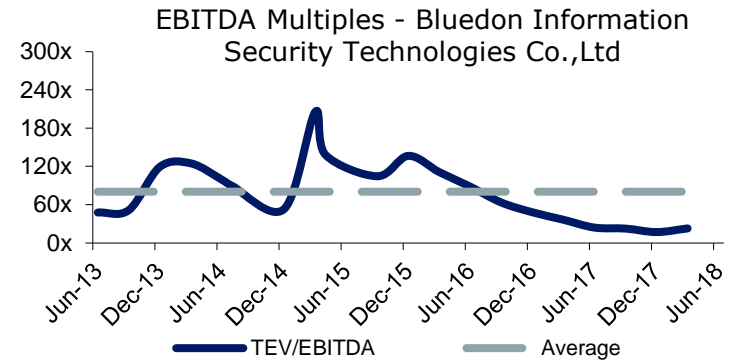
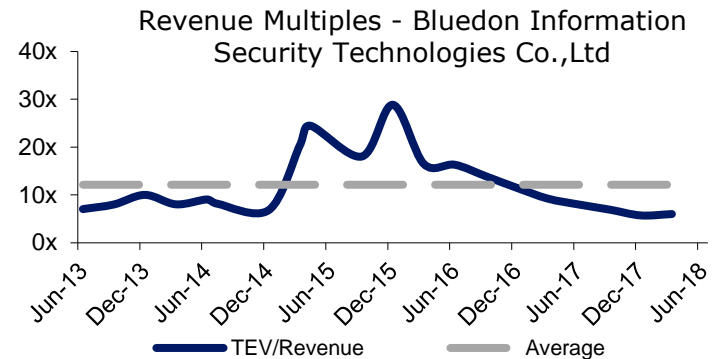
## APPENDIX: Public Basket Constituents

# Public Basket



## Bluedon Information Security Technologies Co.,Ltd

Bluedon Information Security Technologies Co.,Ltd provides network security solutions in China. It offers intrusion prevention system, a network security appliance that protects against network and application-level attacks, intrusion attempts, malwares, Trojans, DoS and DDoS attacks, malicious code transmission, zero-day attacks, Botnet attacks, backdoor activity, and blended threats. The company also provides security operation center that manages the security device and event centrally; configures the security strategy uniformly; and enhances the risk management level, etc. In addition, it offers database security audit, a database and business application security monitor audit system; unified threat management, a network security hardware appliance, which integrates firewall, IDP, VPN, anti-malware, anti-spam, etc.; and business service monitor to monitor the business service and collect the simulation result to find out the malfunction point, as well as reports to the system administrators. Further, the company provides Internet security audit, a management system that conducts auditing on network operational behaviors; protects customers' information system; avoids potential hazards information spread; and enhances the efficiency of enterprise users. It offers its solutions for banking and financial institutions, educational institutions, enterprises, and government. Bluedon Information Security Technologies Co.,Ltd is based in Guangzhou, China.

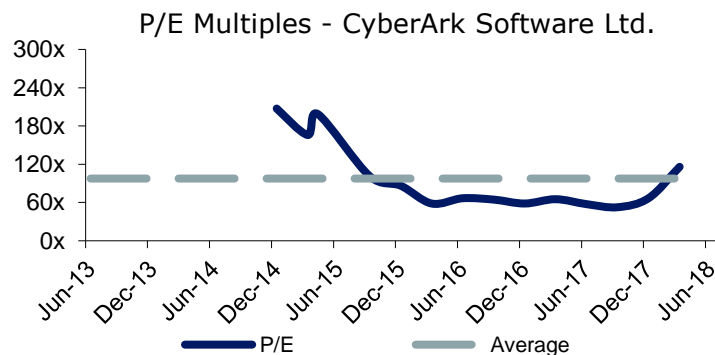
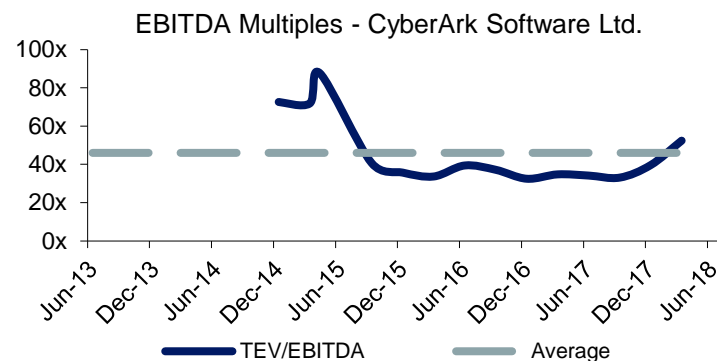
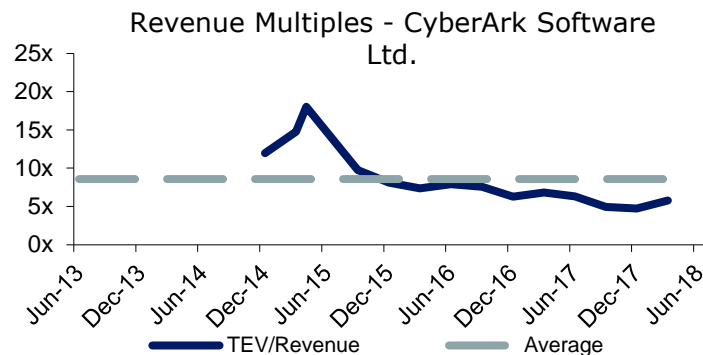


# Public Basket



## CyberArk Software Ltd.

CyberArk Software Ltd. develops, markets, and sells software-based security solutions that protect organizations from cyber attacks in the United States and internationally. The company offers privileged account security solution to secure, manage, and monitor account access and activities. Its privileged account security solution consists of Enterprise Password Vault that prevents user passwords and SSH keys; Privileged Session Manager that protects windows based systems, databases, virtual machines, network devices, Web sites, and SaaS applications; and Privileged Threat Analytics that enables to detect, alert, and respond to anomalous privileged activity. The company also provides Application Identity Manager, provides solutions for hard-coded passwords and embedded application credentials; The company was founded in 1999 and is headquartered in Petach Tikva, Israel.



Date	Key Development Headline
3/6/18	CyberArk Software Ltd. (NasdaqGS:CYBR) acquired all assets of Vaultive, Inc.
9/27/17	ForeScout Technologies, Inc. and CyberArk Software Ltd. Partner to Dynamically Secure Devices Across the Enterprise to Reduce the Attack Surface

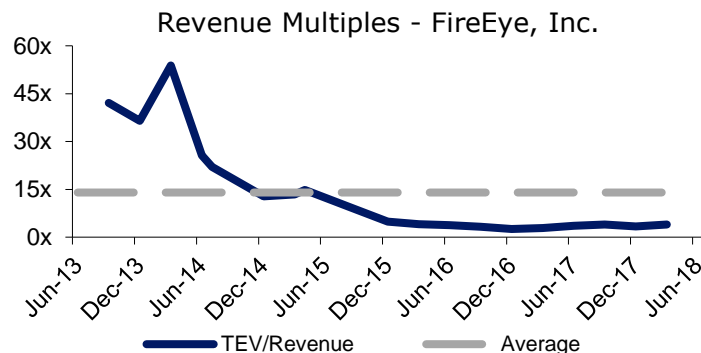


# Public Basket



## FireEye, Inc.

FireEye, Inc. provides cybersecurity solutions that allow organizations to prepare for, prevent, respond to, and remediate cyber-attacks. It offers vector-specific appliance, virtual appliance, and cloud-based solutions to detect and block known and unknown cyber-attacks. The company provides threat detection and prevention solutions, including network security products, email security solutions, and endpoint security solutions. It also offers security management and orchestration products, such as Central Management System, FireEye Security Orchestrator, and FireEye Helix platform; and forensics and investigation products, such as Threat Analytics Platform and Enterprise Forensics series of appliances. In addition, the company provides Security-as-a-Service solutions comprising cloud-based Email Threat Prevention solution and managed Defense/FireEye-as-a-Service offering; threat intelligence subscriptions, such as Dynamic Threat Intelligence cloud and FireEye iSIGHT Intelligence; and customer support and maintenance services. FireEye, Inc. was founded in 2004 and is headquartered in Milpitas, California.



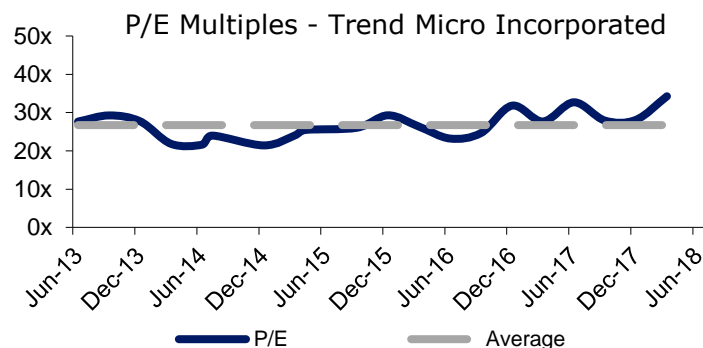
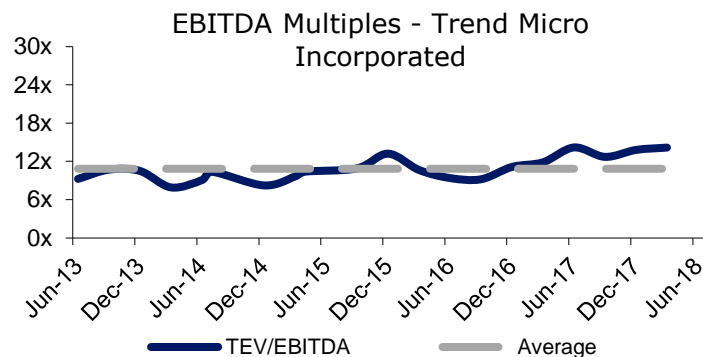
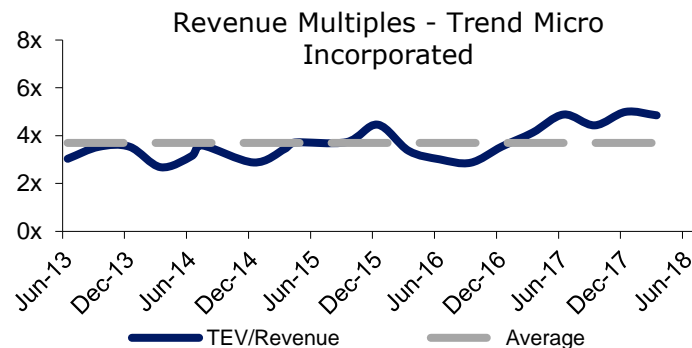
Date	Key Development Headline
5/21/18	FireEye May Use Proceeds From Offering For Potential Acquisitions
1/11/18	FireEye, Inc. (NasdaqGS:FEYE) acquired X15 Software, Inc. for \$20 million.

# Public Basket



## Trend Micro Incorporated

Trend Micro Incorporated develops and sells security solutions primarily in Japan. The company offers hybrid cloud security solutions, such as data center, cloud, and virtualization security products; network security solutions, including integrated advanced threat prevention and advanced threat detection solutions; user protection solutions comprising endpoint and gateway suites, endpoint security, email security, Web security, SaaS application security, and endpoint detection and response; and support services. It serves finance, insurance, and retail industries, as well as government institutions. The company was founded in 1988 and is headquartered in Tokyo, Japan.



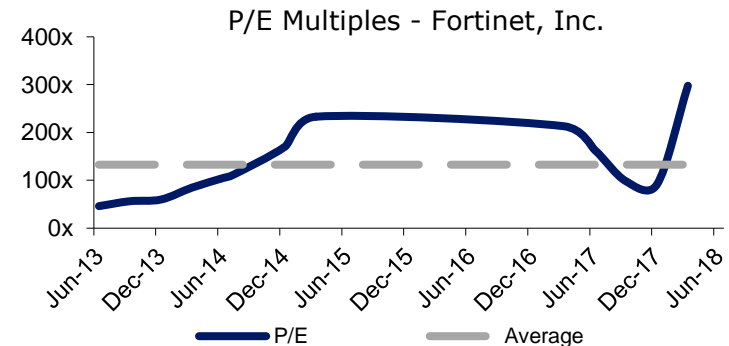
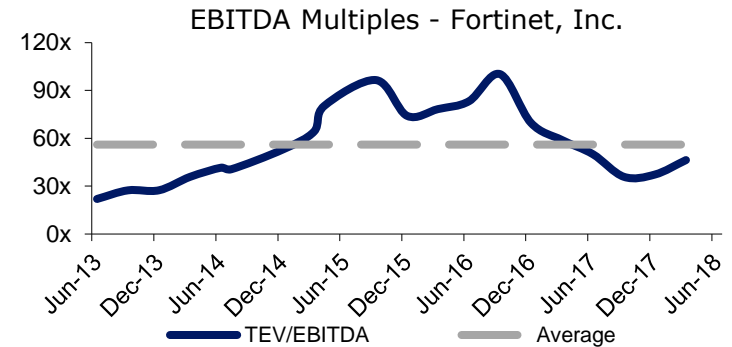
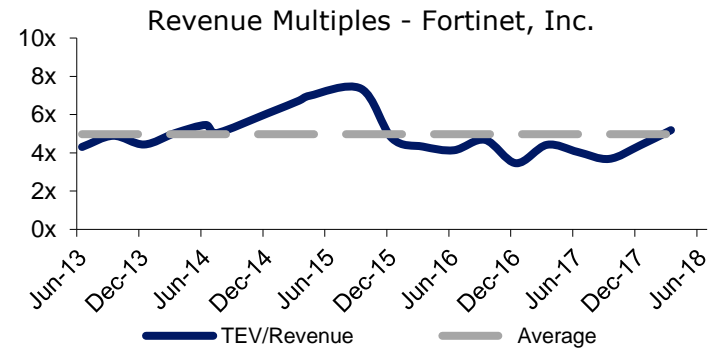
Date	Key Development Headline
2/13/18	Panasonic and Trend Micro Partner to Develop Cyber Security Solution
11/26/17	Trend Micro Incorporated (TSE:4704) acquired IMMUN.IO Inc.
7/10/17	Trend Micro Incorporated and VMware Collaborate to Enhance Enterprise Mobile Security

# Public Basket



## Fortinet, Inc.

Fortinet, Inc. provides broad, automated, and integrated cybersecurity solutions worldwide. It offers FortiGate hardware and software licenses that provide various security and networking functions, including firewall, intrusion prevention, anti-malware, virtual private network, application control, Web filtering, anti-spam, and WAN acceleration; and FortiSandbox technology that delivers proactive detection and mitigation services; and FortiSIEM family of products, which offers a cloud-ready security information and event management solution for enterprises and service providers. The company also provides FortiSwitch product family that offers secure switching solutions for connecting customers end devices, such as computers and laptops, as well as an expanding field of Internet of Things devices; and Fortinet Management and Analysis products consisting of FortiManager and FortiAnalyzer hardware and software products. In addition, it provides security subscription, technical support, professional, and training services. Fortinet, Inc. was founded in 2000 and is headquartered in Sunnyvale, California.



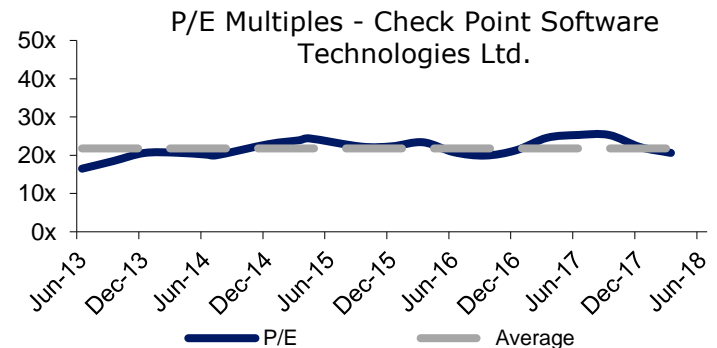
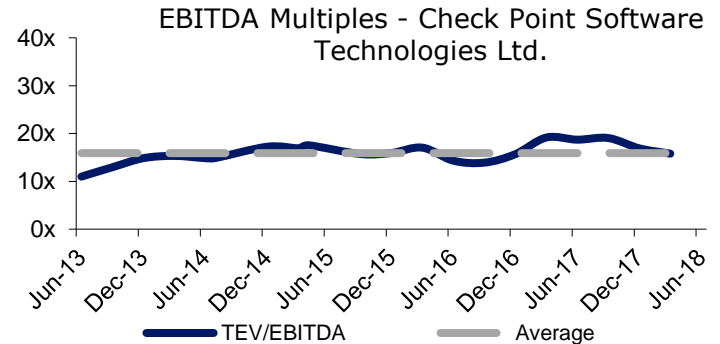
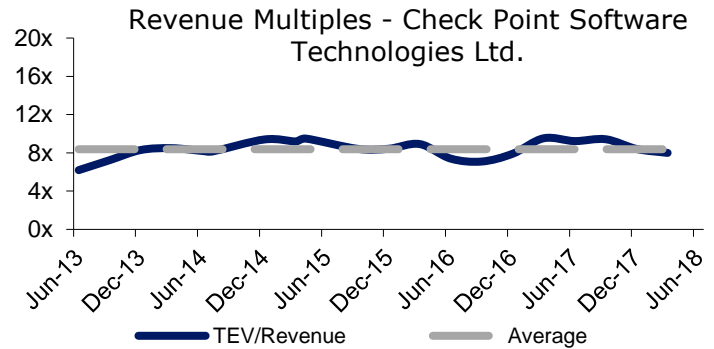
Date	Key Development Headline
6/3/18	Fortinet, Inc. (NasdaqGS:FTNT) acquired Bradford Networks, Inc.
2/13/18	Fortinet Mulls Acquisitions

# Public Basket



## Check Point Software Technologies Ltd.

Check Point Software Technologies Ltd. provides hardware and software products and services for IT security worldwide. The company offers a portfolio of network security, endpoint security, data security, and management solutions. It provides security gateways to protect the networks and prevent the threats of enterprises, data centers, and small and large branch offices; security gateway appliances, including platforms for small business and small office locations, high end and high demanding data centers, and perimeter environments; and security management software, which offers security management through a single console that streamlines security operations and provides visibility into policy administration and threat analysis. Check Point Software Technologies Ltd. was founded in 1993 and is headquartered in Tel Aviv, Israel.



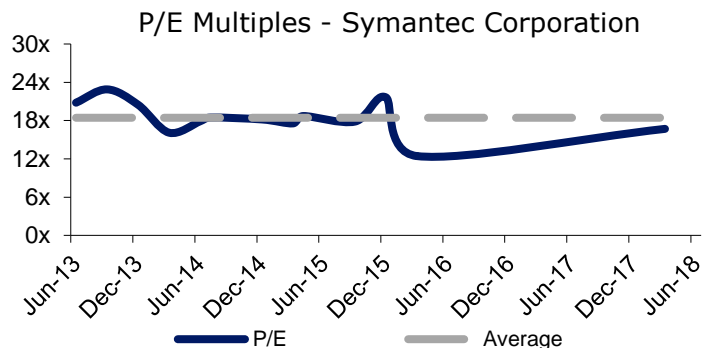
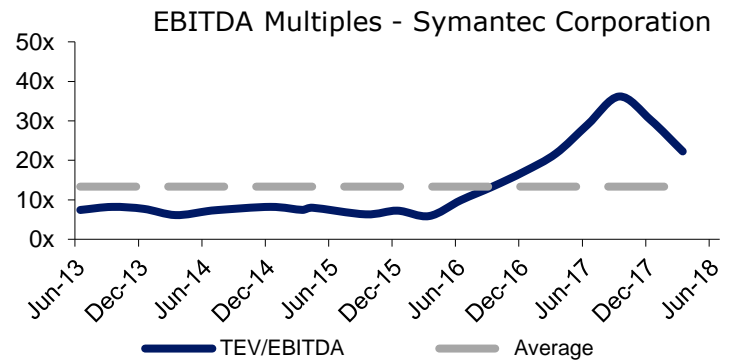
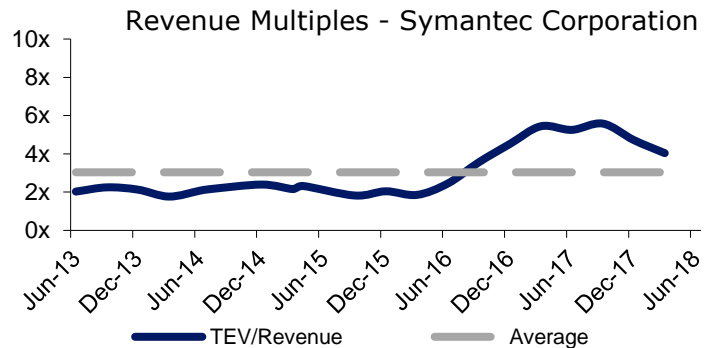
Date	Key Development Headline
4/25/18	Check Point Software Seeks Acquisitions
2/5/18	Orange Cyberdefense and Check Point Software Technologies Team Up to Deliver New Orange Service Called Mobile Threat Protection

# Public Basket



## Symantec Corporation

Symantec Corporation, together with its subsidiaries, provides cybersecurity solutions worldwide. It operates through two segments, Consumer Digital Safety and Enterprise Security. The Consumer Digital Safety segment provides Norton-branded services that provide multi-layer security services across desktop and mobile operating systems, public Wi-Fi connections, and home networks to defend against online threats to individuals, families, and small businesses. This segment also offers LifeLock-branded identity protection services, such as identifying and notifying users of identity-related and other events, and assisting users in remediating their impact; and digital safety platform designed to protect information across devices, customer identities, and the connected homes and families.. Symantec Corporation was founded in 1982 and is headquartered in Mountain View, California.



Date	Key Development Headline
5/10/18	Symantec Eyes Acquisitions
2/14/18	Symantec May Seek Acquisitions
11/5/17	Symantec Corporation (NasdaqGS:SYMC) acquired SurfEasy, Inc. from Opera Software ASA (OB:OPERA) for an enterprise value of \$38.5 million.
10/30/17	DigiCert, Inc. completed the acquisition of website security and related PKI solutions business of Symantec Corporation (NasdaqGS:SYMC).
10/5/17	Symantec May Seek Acquisitions

# Public Basket

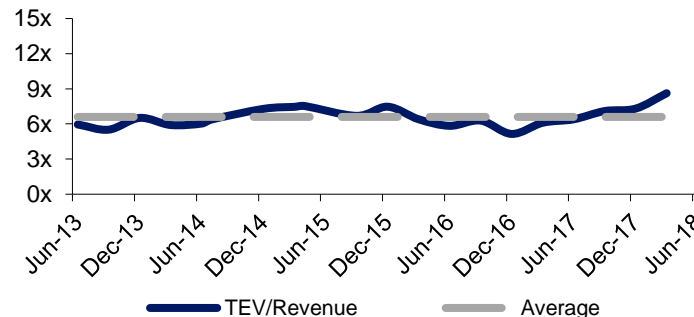


## Red Hat, Inc.

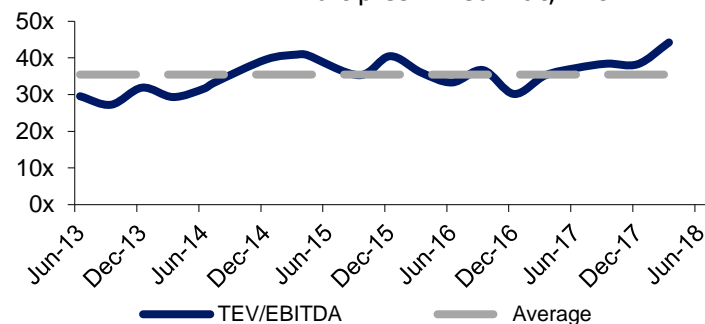
Red Hat, Inc. provides open source software solutions to develop and offer operating system, virtualization, management, middleware, cloud, mobile, and storage technologies to various enterprises worldwide. It offers infrastructure-related solutions, such as Red Hat Enterprise Linux, an operating system platform that runs on hardware for use in hybrid cloud environments; Red Hat Satellite, a system management offering that helps to deploy, scale, and manage in hybrid cloud environments; and Red Hat Enterprise Virtualization, a software solution that allows customers to utilize and manage a common hardware infrastructure to run multiple operating systems and applications. Red Hat, Inc. was founded in 1993 and is headquartered in Raleigh, North Carolina.

Date	Key Development Headline
5/22/18	Red Hat, Inc. and Juniper Networks, Inc. Expand Collaboration to Provide Simplified and More Secure Path to Multicloud
5/8/18	Red Hat Seeks Acquisitions
4/26/18	Red Hat Seeks Acquisitions
1/29/18	Red Hat, Inc. (NYSE:RHT) acquired CoreOS, Inc. from a group of sellers for \$250 million.
12/10/17	Synopsys, Inc. (NasdaqGS:SNPS) completed the acquisition of Black Duck Software, Inc.
11/1/17	Synopsys, Inc. (NasdaqGS:SNPS) signed a definitive agreement to acquire Black Duck Software, Inc. for approximately \$570 million.

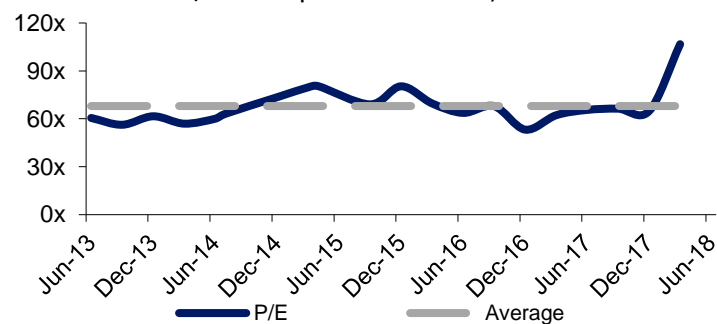
Revenue Multiples - Red Hat, Inc.



EBITDA Multiples - Red Hat, Inc.



P/E Multiples - Red Hat, Inc.



# Contact Information

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