



Sectorwatch: Enterprise Software

March 2020

Enterprise Software

March 2020

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Overview

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

↑ 0.0%

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

Current revenue growth rate exceeds the average of the last 3 years by this amount, indicating that market momentum is increasing

Pricing / Gross Margin Momentum

↑ 0.4%

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

Current gross profit margin exceeds the average of the last 3 years gross profit margin by this amount, indicating supplier pricing power

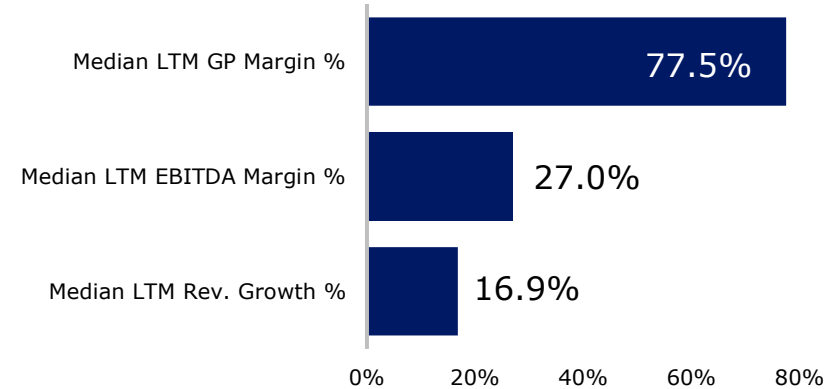
Profitability

↓ -1.4%

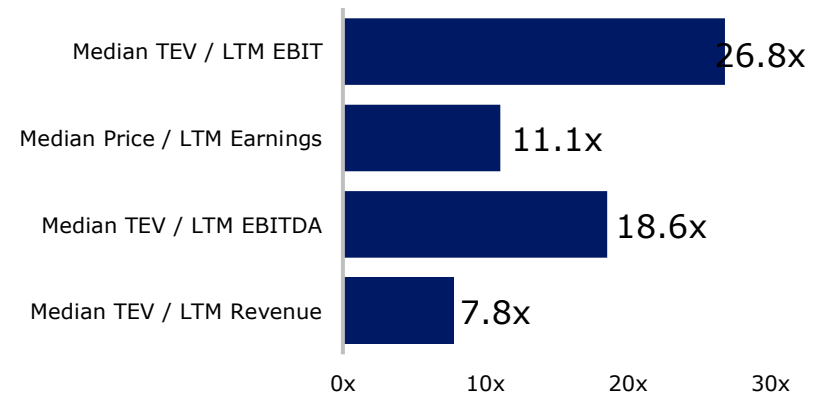
1 - year EBITDA % compared to EBITDA % average for last 3 years

Current EBITDA margin is less than the average of the last 3 years EBITDA margins, which may signal further consolidation

Operating Metrics



Valuation



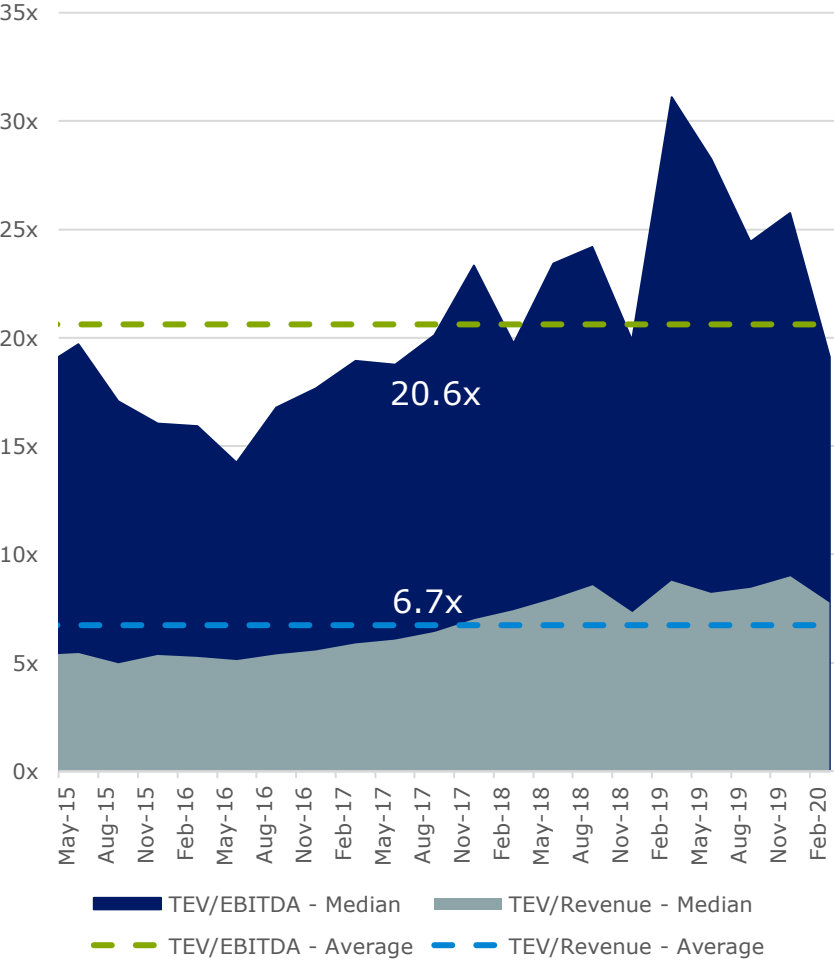
Public Basket



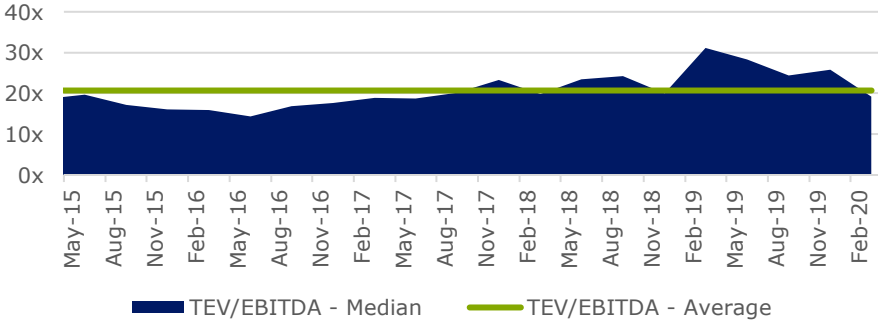
Company	TEV \$m	LTM Rev \$m	Rev Growth YoY	GP %	EBITDA %	TEV / Rev X	TEV / EBITDA X	# FTEs	Rev / FTE \$k
Workday, Inc.	31,115	3,627	29%	71%	-6%	8.6	0.0	12,200	297
VMware, Inc.	52,050	10,811	20%	83%	24%	4.8	19.1	30,938	349
Intuit Inc.	59,073	7,127	13%	83%	30%	8.3	27.5	9,400	758
salesforce.com, inc.	129,925	17,098	29%	75%	13%	7.6	40.7	49,000	349
SAP SE	139,093	30,920	12%	70%	24%	4.7	18.1	100,330	308
Adobe Inc.	148,377	11,661	22%	85%	35%	12.7	36.4	22,634	515
Oracle Corporation	173,230	39,766	1%	80%	41%	4.4	10.3	136,000	292
Microsoft Corporation	1,070,396	134,249	13%	68%	46%	8.0	17.0	144,000	932
Average	225,407	31,907	17%	77%	26%	7.4	21.1	63,063	475
Median	134,509	14,380	17%	78%	27%	7.8	18.6	39,969	349

share price as of 25Mar20

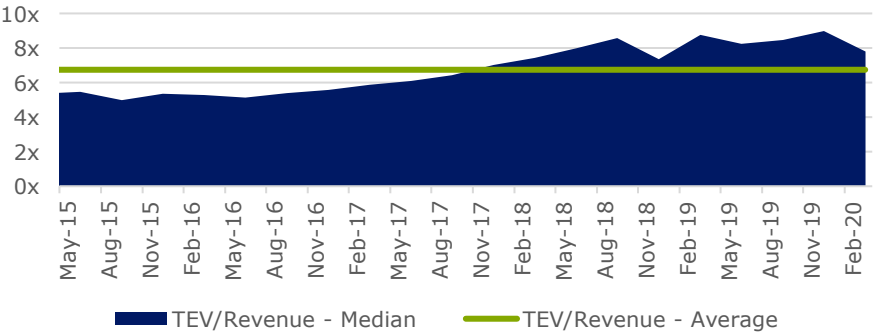
Public Basket Valuation Trends



Public EBITDA Multiples over Time



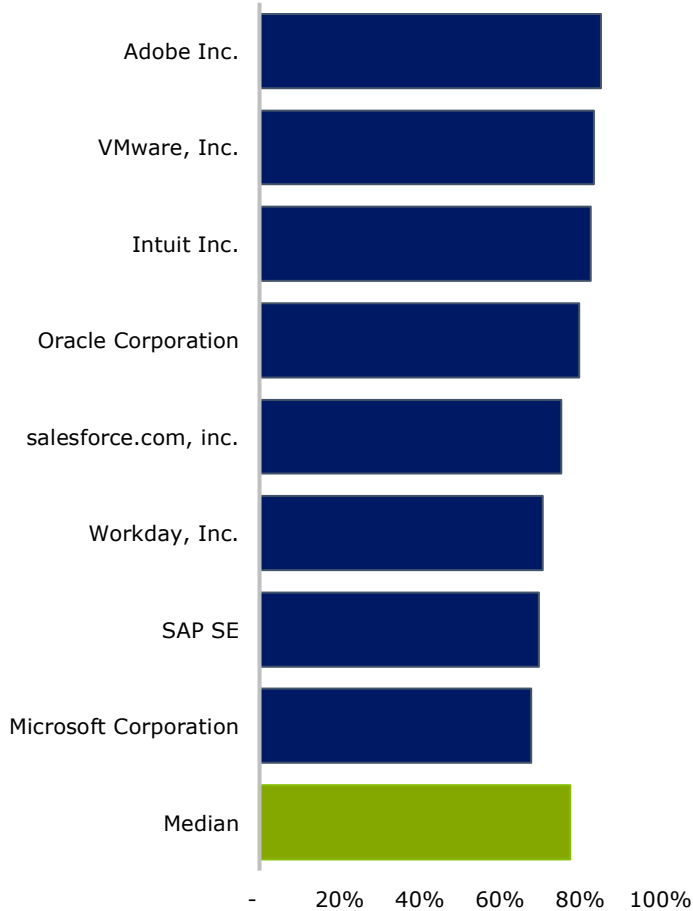
Public Revenue Multiples over Time



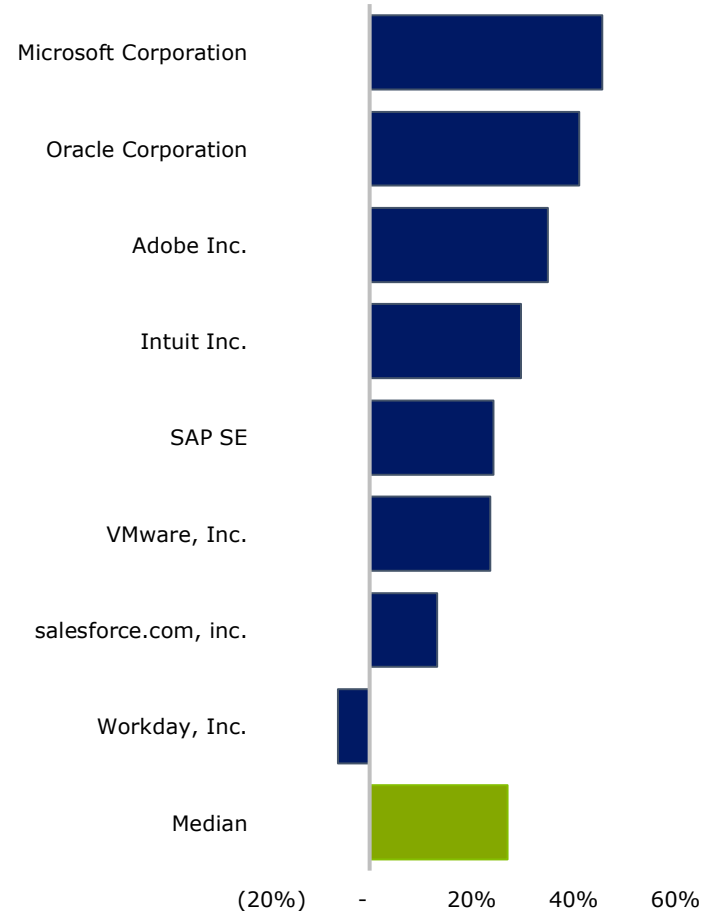
Operational Metrics



LTM Gross Profit Margin %



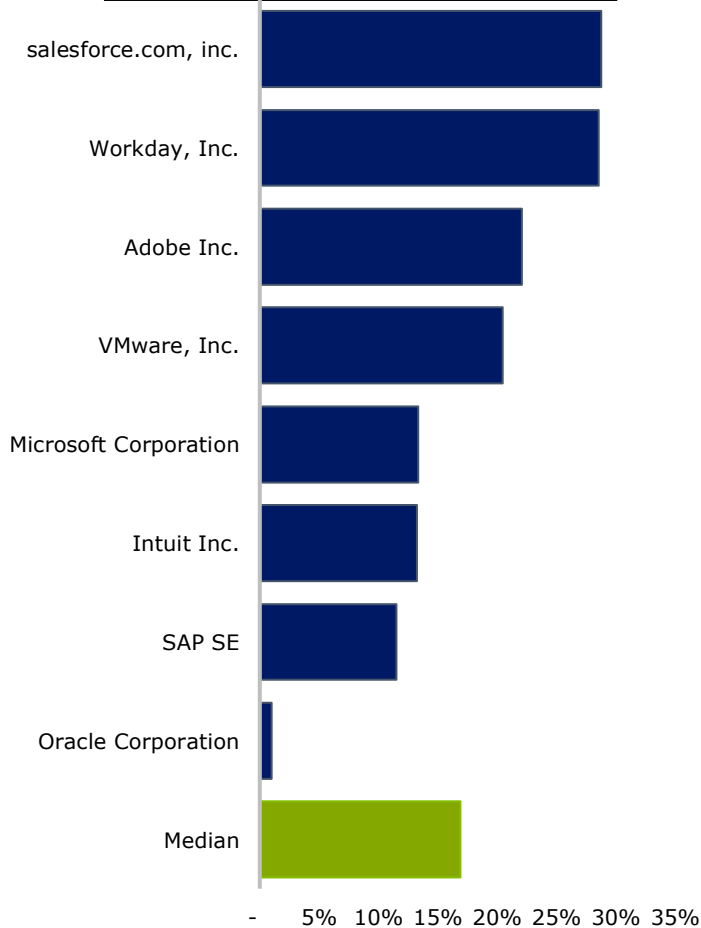
LTM EBITDA %



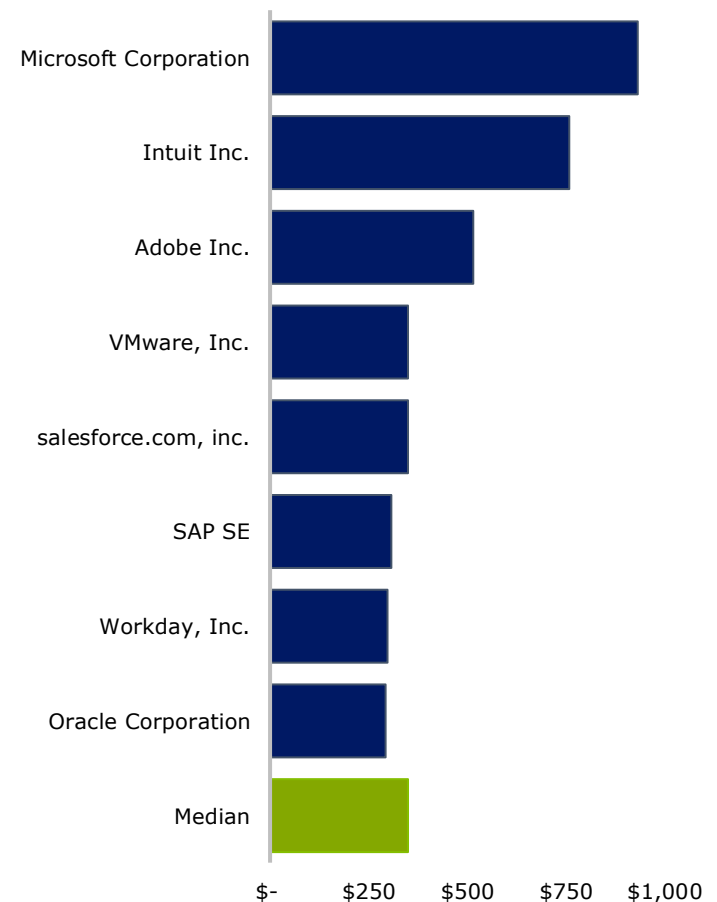
Operational Metrics



LTM Revenue Growth %



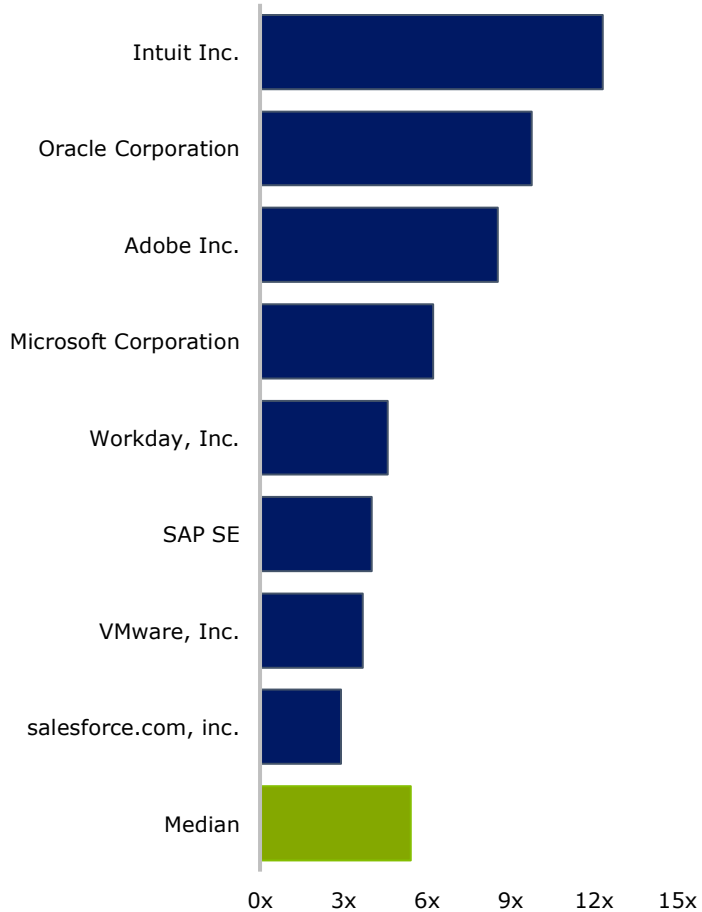
LTM Revenue per Full Time Employee x 000's



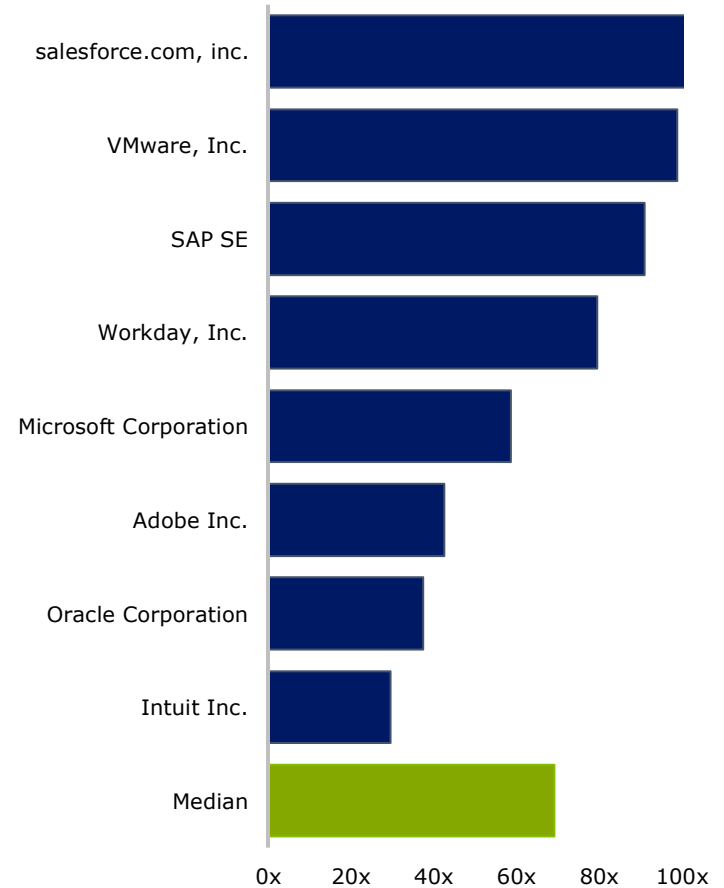
Operational Metrics



Accounts Receivable Turnover



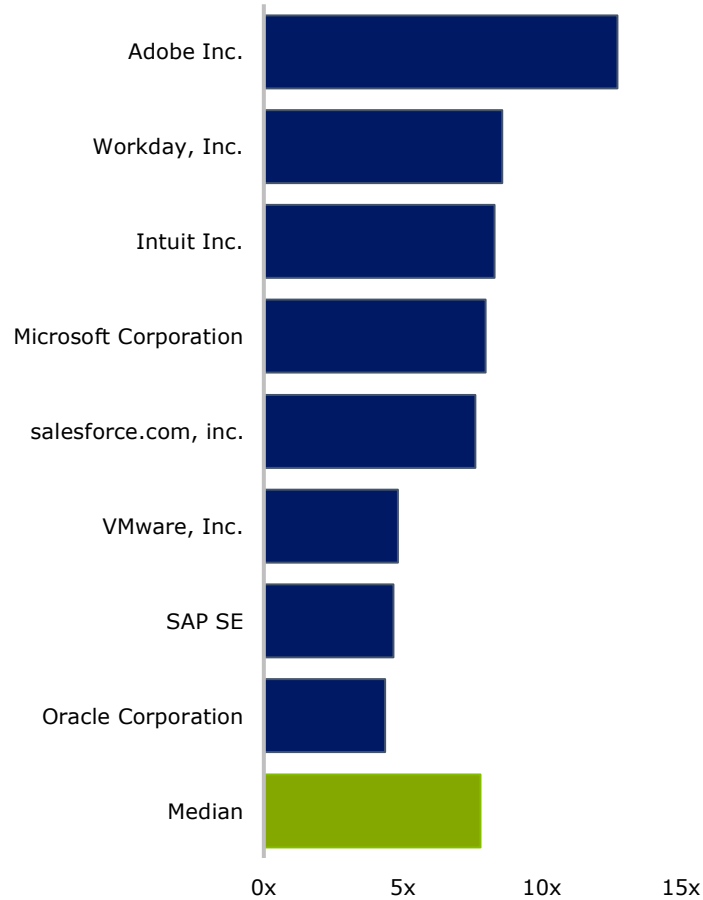
Average Days Sales Outstanding



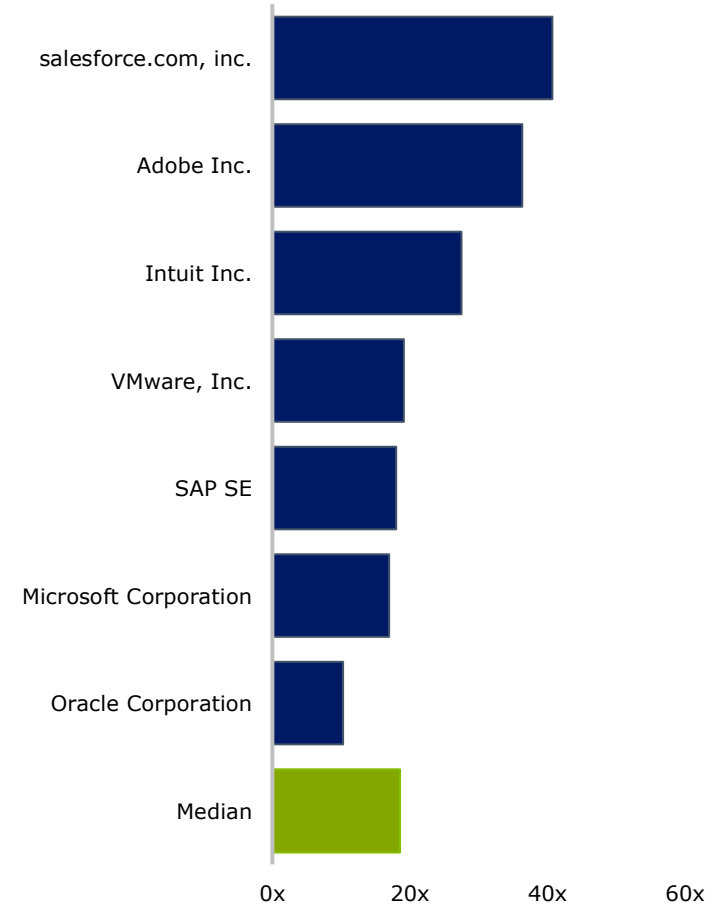
Valuation



TEV / LTM Revenue



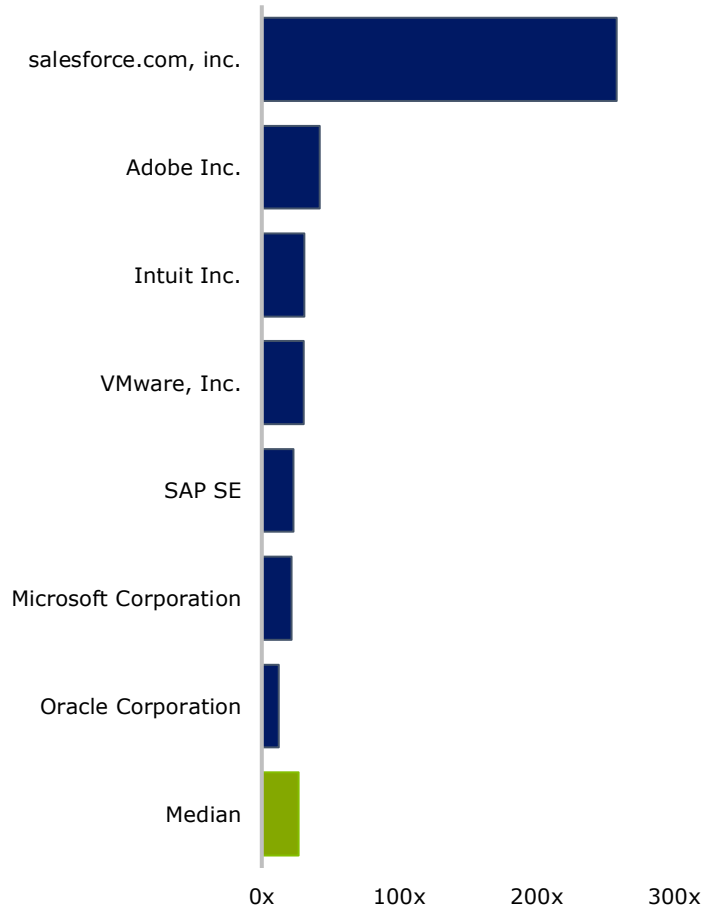
TEV / LTM EBITDA



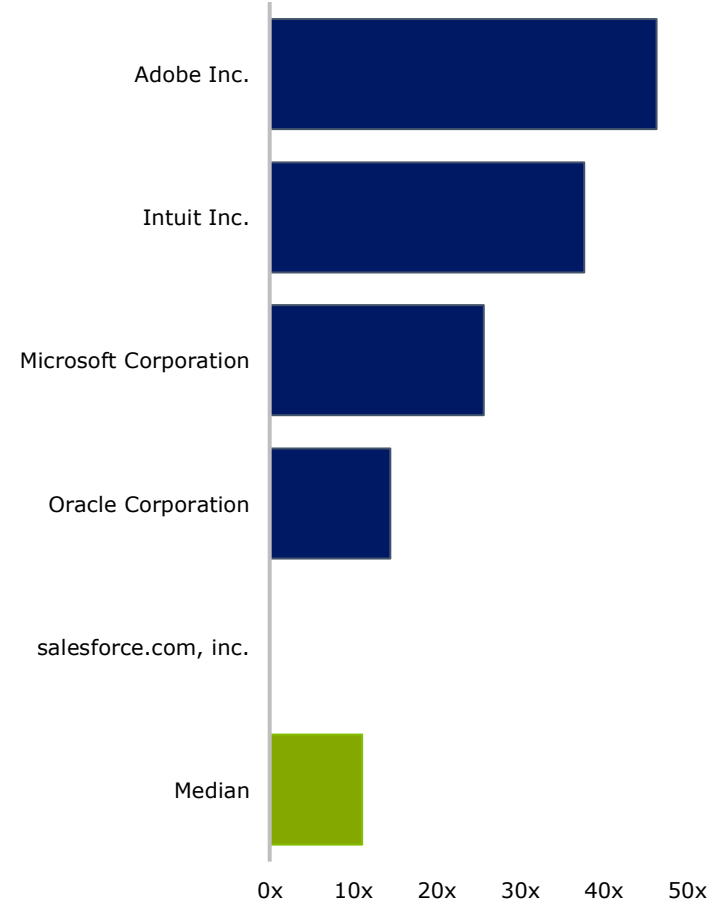
Valuation



TEV / LTM EBIT



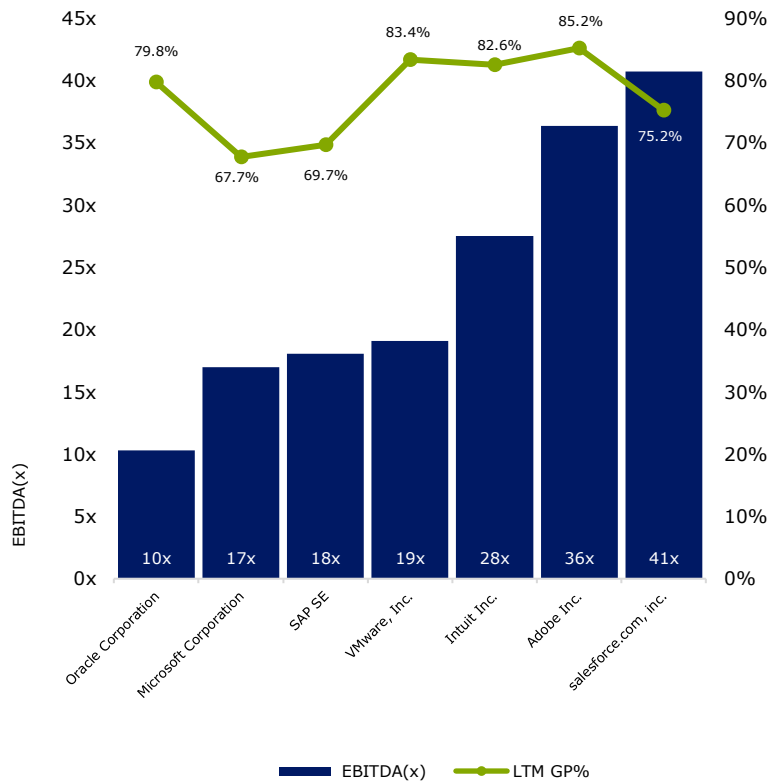
Price / LTM Earnings



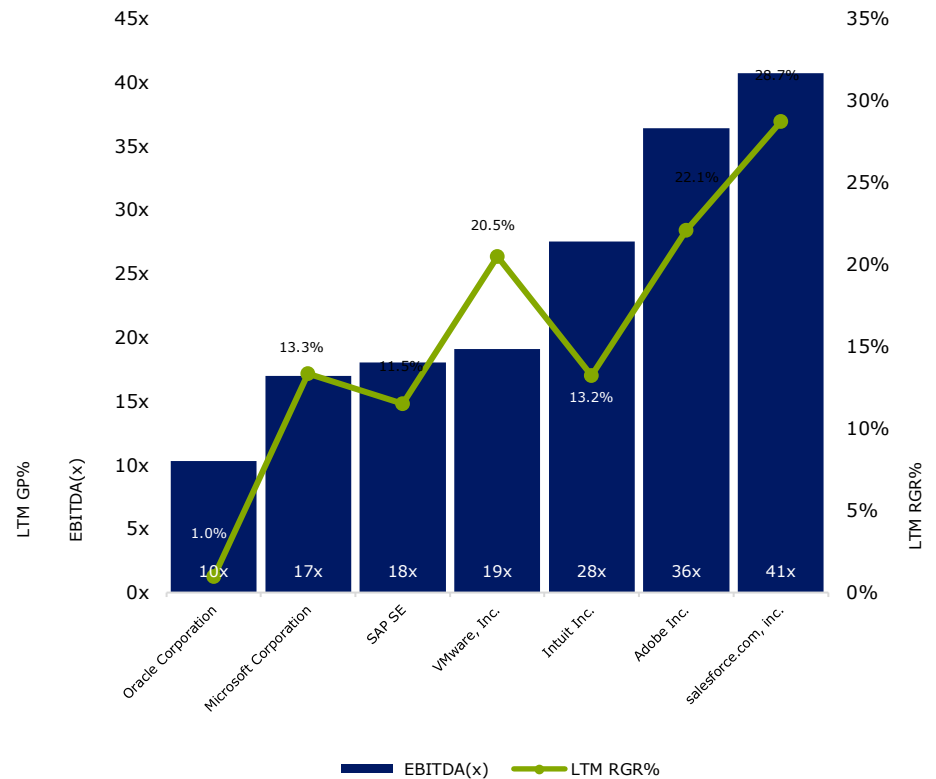
Valuation



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
31Mar20	CLOUDGENIX INC.	Palo Alto Networks, Inc.	420.00	-	-	-
31Mar20	Command Alkon Incorporated	Thoma Bravo, LLC	-	-	-	-
30Mar20	Strands, Inc.	CRIF High Mark Credit Information Services Pvt. Ltd.	-	-	-	-
24Mar20	Vidado, Inc.	SS&C Technologies Holdings, Inc.	-	-	-	-
17Mar20	Technology Services Group Inc.	Alfresco Software, Inc.	-	-	-	-
10Mar20	Thinkmap, Inc.	IXL Learning, Inc.	-	-	-	-
9Mar20	XMedius Solutions Inc.	Open Text Corporation	75.00	40.00	1.9x	-
6Mar20	Talon Storage Solutions, Inc.	NetApp, Inc.	-	-	-	-
2Mar20	Compuware Corporation	BMC Software, Inc.	-	-	-	-
24Feb20	Saba Software, Inc.	Cornerstone OnDemand, Inc.	1,393.55	-	-	-
21Feb20	Informatique Côté Coulombe Inc.	ACCEO Solutions Inc.	-	-	-	-
20Feb20	4452119 Canada Inc.	InsightSoftware.com Limited	-	-	-	-
20Feb20	One, Inc.	Great Hill Partners, LP	-	-	-	-
10Feb20	Simplus	Infosys Limited	200.00	67.10	-	-
4Feb20	Infor, Inc.	Koch Equity Development, LLC	-	3,127.00	-	-
13Jan20	Plaid Inc.	Visa Inc.	4,900.00	-	-	-
9Jan20	Veeam Software Group GmbH	Insight Venture Management, LLC	5,000.00	1,000.00	-	-
6Jan20	Armis, Inc.	Insight Venture Management, LLC; CapitalG Management Company, LLC	1,100.00	-	-	-
17Nov19	Sage Pay Business of The Sage Group plc	Elavon Inc.	300.88	-	-	-
18Nov19	CloudSimple, Inc.	Google LLC	-	-	-	-
23Sep19	Zingle, Inc.	Medallia, Inc.	47.30	-	-	-
4Sep19	Movere, Inc	Microsoft Corporation	-	-	-	-
28Aug19	Kony, Inc.	Temenos AG	580.00	-	-	-
22Aug19	Pivotal Software, Inc.	VMware, Inc.	3,349.32	716.06	4.3x	NM
22Aug19	Carbon Black, Inc.	VMware, Inc.	2,208.43	229.71	9.0x	NM
21Aug19	SignalFx, Inc.	Splunk Inc.	1,050.00	20.70	50.7x	-
7Aug19	ClickSoftware Technologies Ltd.	salesforce.com, inc.	1,350.00	-	-	-

Enterprise Software

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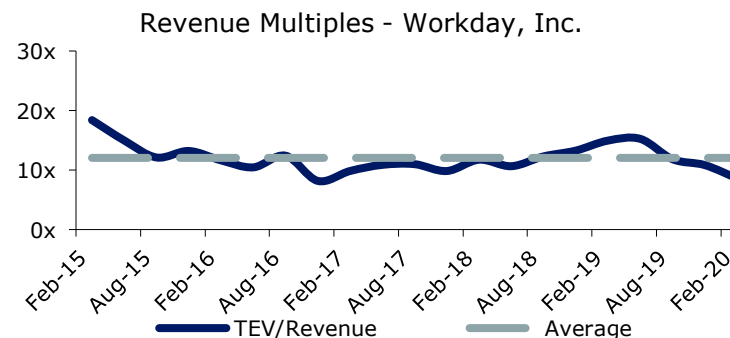
APPENDIX:
Public Basket
Constituents

Public Basket



Workday, Inc.

Workday, Inc. provides enterprise cloud applications for finance and human resources worldwide. It provides applications for customers to manage critical business functions to optimize their financial and human capital resources. The company offers Workday Financial Management application that provides functions of general ledger, accounting, accounts payable and receivable, cash and asset management, employee expense and revenue management, projects, procurement, inventory, and grants management. It also provides Workday Human Capital Management application, which includes human resources management, such as workforce lifecycle and organization management, compensation, absence, and employee benefits administration; and global talent management comprising goal and performance management, succession planning, and career and development planning. Workday, Inc. was founded in 2005 and is headquartered in Pleasanton, California.



Date	Key Development Headline
12/8/19	Workday, Inc. (NasdaqGS:WDAY) completed the acquisition of Scout RFP, Inc. from a group of investors.
11/3/19	Workday, Inc. (NasdaqGS:WDAY) signed a definitive agreement to acquire Scout RFP, Inc. from a group of investors for approximately \$540 million.
7/17/19	Workday, Inc. (NasdaqGS:WDAY) acquired Trusted Key Solutions Inc.
5/13/19	Workday To Seek Acquisitions

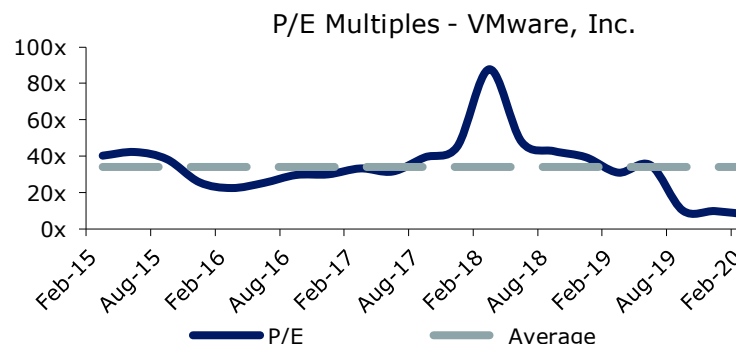
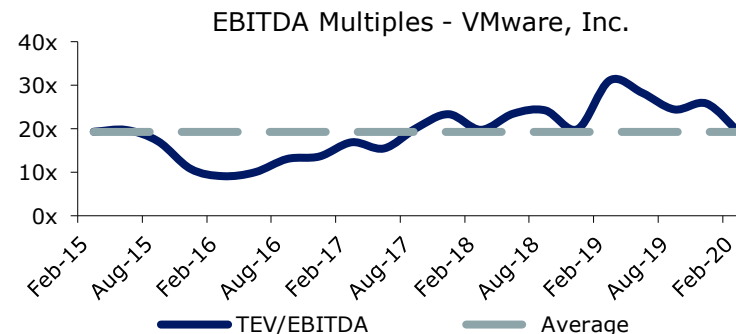
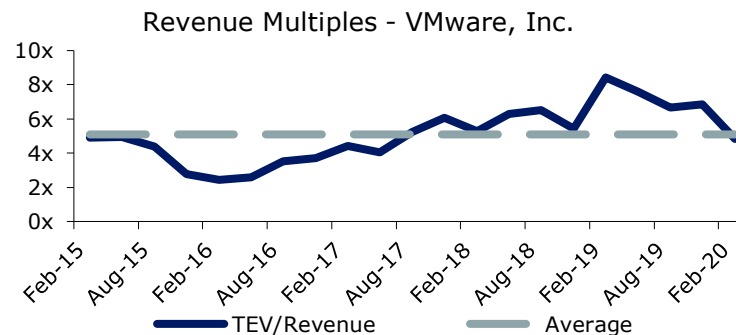
Public Basket



VMware, Inc.

VMware, Inc. provides compute, cloud, mobility, networking, and security infrastructure software to businesses in the United States and internationally. The company offers compute products, including VMware vSphere, a data center platform, which enables users to deploy hypervisor, a layer of software that resides between the operating system and system hardware to enable compute virtualization; storage and availability products that provide data storage and protection options; network and security products; and cloud management and automation products to manage and automate overarching IT processes involved in provisioning IT services and resources to users from initial infrastructure deployment to retirement. VMware, Inc. is a subsidiary of Dell Technologies Inc.

Date	Key Development Headline
3/3/20	MobiledgeX and VMware Collaborate on Edge to Power the Next Wave of Telco Transformation
2/27/20	World Wide Technology and VMware Collaborate on New Mobile Edge Computing Solutions For Consumption By Service Providers' End Customers
2/26/20	VMware, Inc. and Deutsche Telekom Unveil Collaboration on Cloud-Based Open and Intelligent Virtual RAN Platform
2/4/20	VMware, Inc. (NYSE:VMW) completed the acquisition of Nyansa, Inc.
1/20/20	VMware, Inc. (NYSE:VMW) has agreed to acquire Nyansa, Inc.



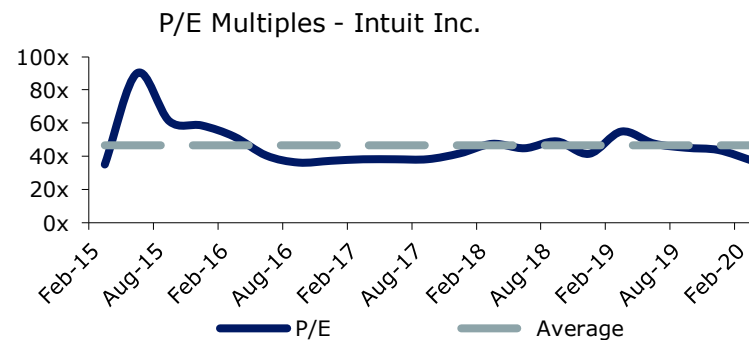
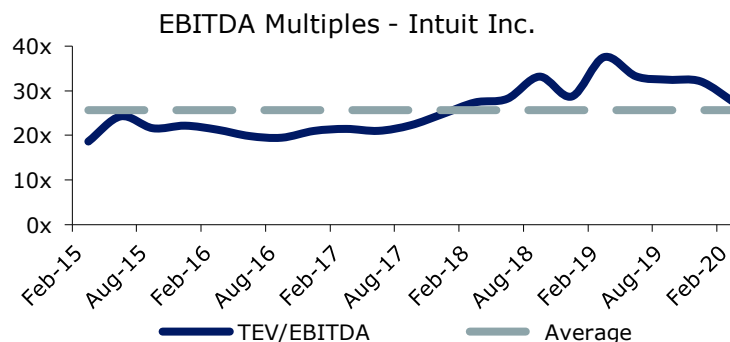
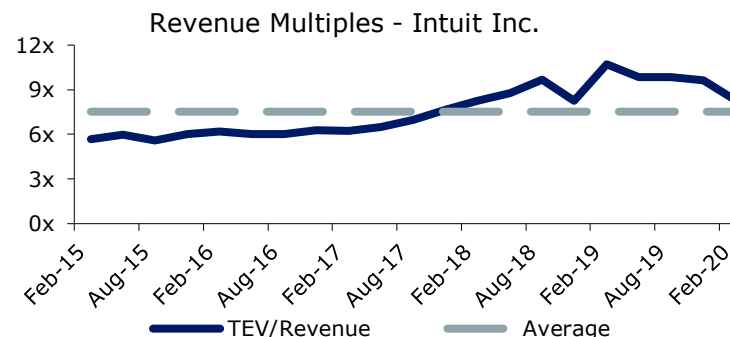
Public Basket



Intuit Inc.

Intuit Inc. provides financial management and compliance products and services for consumers, small businesses, self-employed, and accounting professionals in the United States, Canada, and internationally. The company operates in three segments: Small Business & Self-Employed, Consumer, and Strategic Partner. The Small Business & Self-Employed segment provides QuickBooks online services and desktop software solutions comprising QuickBooks Enterprise, a hosted solution; QuickBooks Online Advanced, an online enterprise solution; QuickBooks Self-Employed solution; and QuickBooks Online Accountant and QuickBooks Accountant Desktop Plus solutions; payroll solutions, such as online payroll processing, direct deposit of employee paychecks, payroll reports, electronic payment of federal and state payroll taxes, and electronic filing of federal and state payroll tax forms. This segment also offers payment-processing solutions, including credit and debit cards, and ACH payment services; and financial supplies and financing for small businesses. Intuit Inc. was founded in 1983 and is headquartered in Mountain View, California.

Date	Key Development Headline
2/23/20	Intuit Inc. (NasdaqGS:INTU) entered into an agreement to acquire Credit Karma, Inc. for approximately \$7.1 billion.
11/17/19	Intuit Inc. (NasdaqGS:INTU) acquired ChronoBooks.
5/27/19	Intuit Inc. (NasdaqGS:INTU) entered into an agreement to acquire Origami Logic, Inc. from DAG Ventures, LLC, Viola Ventures, Saban Ventures, Accel, Icon Ventures and others.



Public Basket

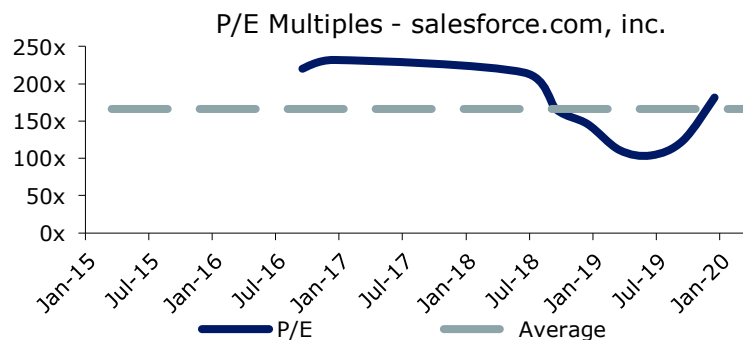
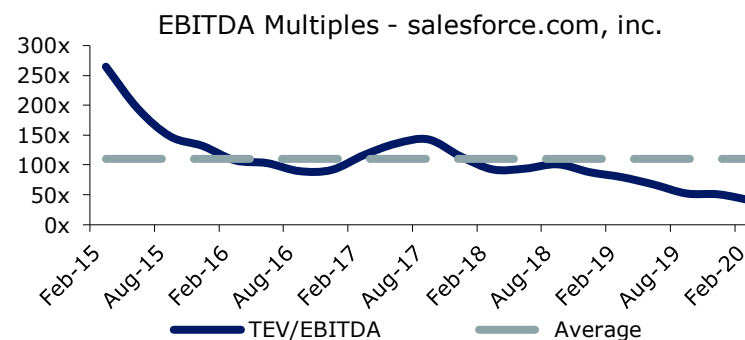
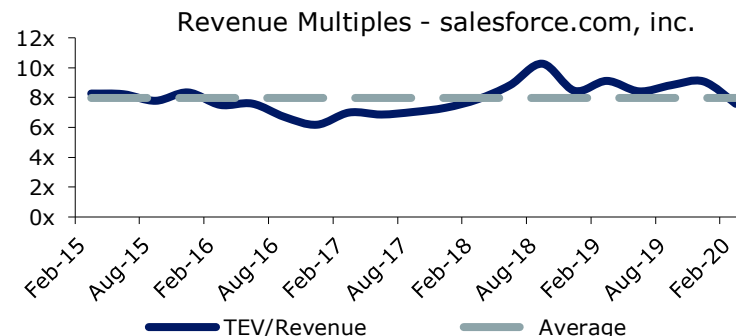


salesforce.com, inc.

salesforce.com, inc. develops enterprise cloud computing solutions with a focus on customer relationship management. The company offers Sales Cloud to store data, monitor leads and progress, forecast opportunities, and gain insights through analytics and relationship intelligence, as well as deliver quotes, contracts, and invoices. It also provides Service Cloud, which enables companies to deliver personalized customer service and support, as well as a field service solution that enables companies to connect agents, dispatchers, and mobile employees through a centralized platform, which helps to schedule and dispatch work, and track and manage jobs in real-time. The company was founded in 1999 and is headquartered in San Francisco, California.

Date Key Development Headline

Date	Key Development Headline
3/1/20	salesforce.com, inc. (NYSE:CRM) completed the acquisition of C Level Club, LLC.
2/24/20	salesforce.com, inc. (NYSE:CRM) signed a definitive agreement to acquire an unknown remaining stake in Vlocity, Inc. for \$1.3 billion.
2/2/20	Salesforce.com, inc. (NYSE:CRM) completed the acquisition of Evergage, Inc.
12/16/19	Voluntis Collaborates with Salesforce to Introduce Full-Service Platform for Digital Therapeutics Prescription and Reimbursement
11/20/19	CaixaBank to Develop Digital Financial Services with Salesforce



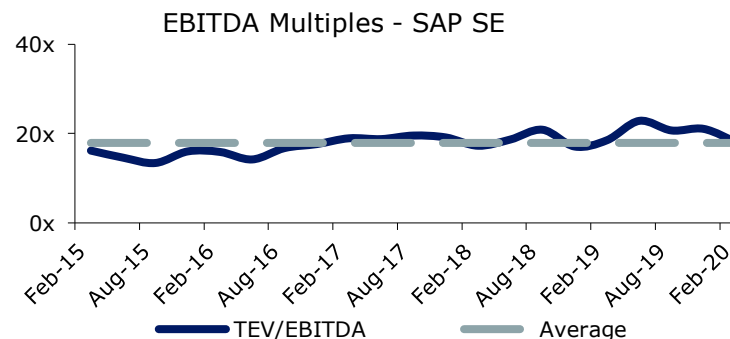
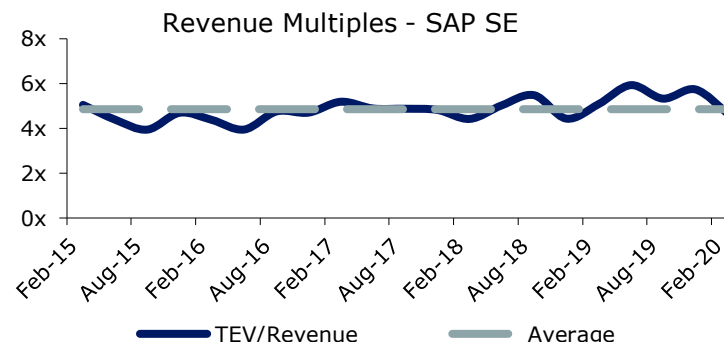
Public Basket



SAP SE

SAP SE operates as an enterprise application software, and analytics and business intelligence company worldwide. It offers SAP HANA, which enables businesses to process and analyze live data; SAP Data Hub, a solution that enables businesses to manage data from various sources; SAP Cloud Platform, which enables businesses to connect and integrate applications; SAP BW/4HANA, a data warehouse solution; SAP Leonardo, a system that enables customers to make business sense and opportunity of disruptive technologies; and SAP Analytics Cloud, which leverages the intersection of business intelligence, planning, and predictive analytics. SAP SE was founded in 1972 and is headquartered in Walldorf, Germany.

Date	Key Development Headline
3/20/20	SAP and Accenture Launch Upstream Oil and Gas Solution to Help Streamline Processes and Costs
3/12/20	Wipro Limited Enters into Agreement with SAP SE
2/6/20	SAP and Proxia to Deliver Intelligent Enterprise Solution for Automotive Retail Based on SAP S/4Hana
10/23/19	Verizon and SAP SE Co-Developing Next Gen Iot Analytics Solutions
8/29/19	BearingPoint RegTech, Berlin Hyp, SAP and Okadis Develop Solution for the Integration with SAP FSDM in Regulatory Reporting on Abacus360 Banking



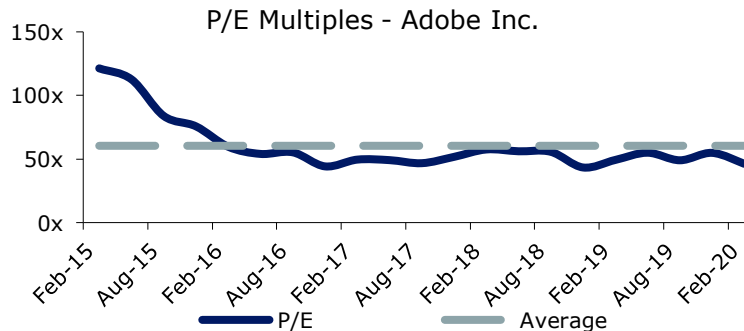
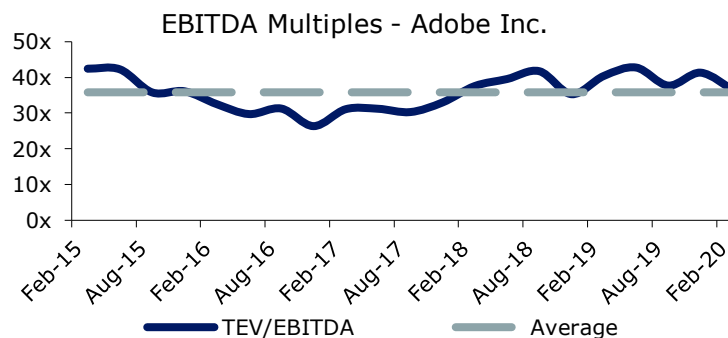
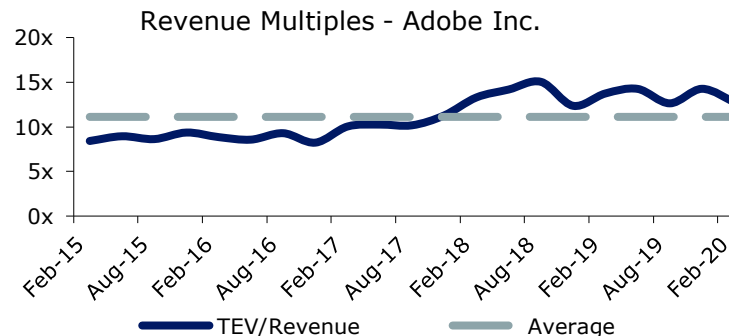
Public Basket



Adobe Inc.

Adobe Inc. operates as a diversified software company worldwide. Its Digital Media segment provides tools and solutions that enable individuals, small and medium businesses, and enterprises to create, publish, promote, and monetize their digital content. Its flagship product is Creative Cloud, a subscription service that allows customers to download and install the latest versions of its creative products. This segment serves traditional content creators, Web application developers, and digital media professionals, as well as their management in marketing departments and agencies, companies, and publishers. The company's Digital Marketing segment offers solutions for how digital advertising and marketing are created, managed, executed, measured, and optimized. The company was founded in 1982 and is headquartered in San Jose, California.

Date	Key Development Headline
12/5/19	Adobe Inc. (NasdaqGS:ADBE) acquired Oculus Medium from Facebook Technologies, LLC.
11/4/19	HP Inc. and Adobe Fuel New Era of 3D Production Technology for Creatives
11/3/19	Adobe, The New York Times Company and Twitter Announce Content Authenticity Initiative to Develop Industry Standard for Content Attribution
6/11/19	Datacolor Collaborates with Adobe to Launch New Innovative Solution for Textile Industry
3/27/19	Adobe, Microsoft and SAP Announce New Open Data Initiative Details



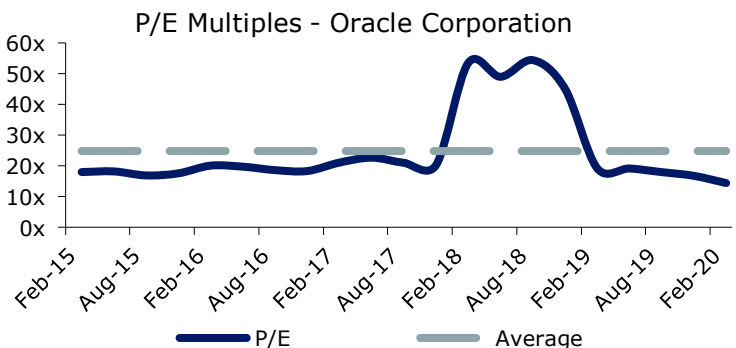
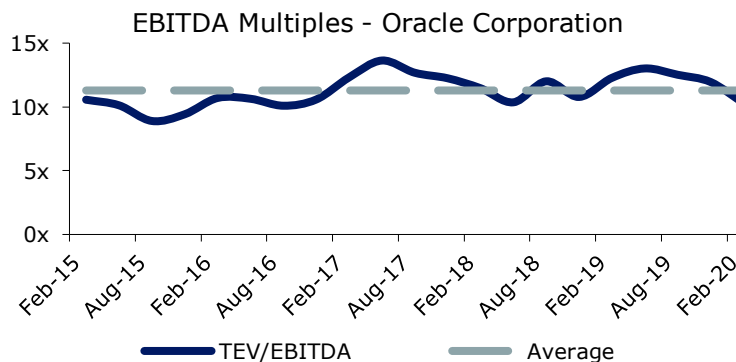
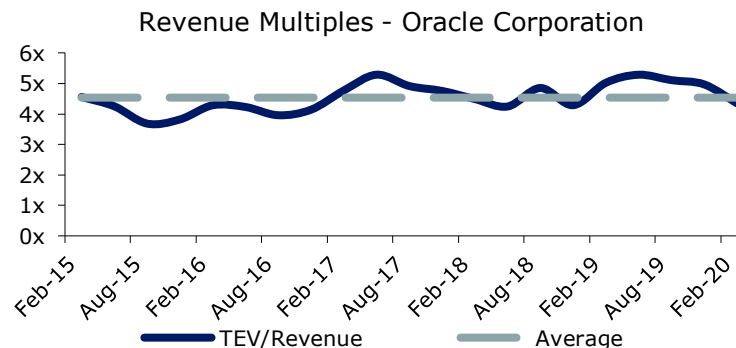
Public Basket



Oracle Corporation

Oracle Corporation develops, manufactures, markets, sells, hosts, and supports application, platform, and infrastructure solutions for information technology (IT) environments worldwide. It offers human capital and talent management, enterprise resource planning, customer experience and relationship management, procurement, supply chain management, project portfolio management, business analytics and enterprise performance management, and industry-specific application software, as well as financial management and governance, and risk and compliance applications. Oracle Corporation was founded in 1977 and is headquartered in Redwood City, California.

Date	Key Development Headline
2/12/20	Oracle and Microsoft Bring Enterprise Cloud Interoperability to European Customers
1/13/20	Achieve Life Sciences, University of Bristol, and Oracle Corporation Announce Study Results Demonstrating Potential for Accelerated Speed of Drug Discovery
10/1/19	Oracle Corporation (NYSE:ORCL) signed an agreement to acquire CrowdTwist, Inc.
9/23/19	Quantifind, Inc. and Oracle Announce Strategic Collaboration to Transform Anti-Money Laundering Processes
9/16/19	Agentis and Oracle Team to Help Utilities Drive Energy Efficiency for Every Customer



Public Basket

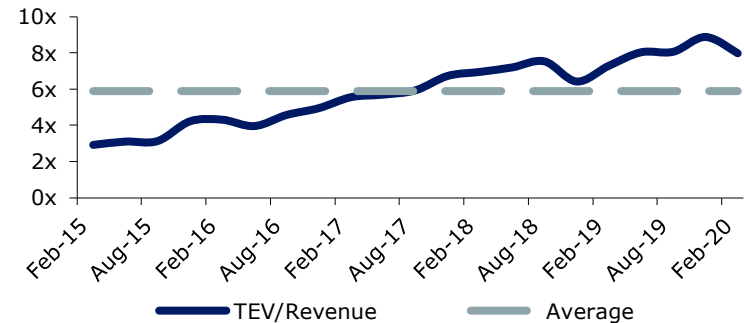


Microsoft Corporation

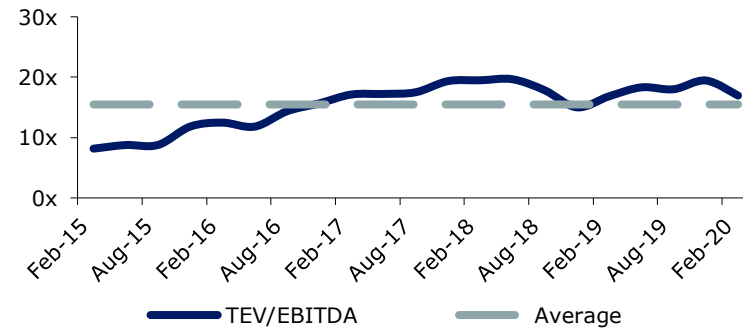
Microsoft Corporation develops, licenses, and supports software, services, devices, and solutions worldwide. The company's Productivity and Business Processes segment offers Office, Exchange, SharePoint, Microsoft Teams, Office 365 Security and Compliance, and Skype for Business, as well as related Client Access Licenses (CAL); and Skype, Outlook.com, and OneDrive. It also provides LinkedIn that includes Talent and marketing solutions, and subscriptions; and Dynamics 365, a set of cloud-based and on-premises business solutions for small and medium businesses, large organizations, and divisions of enterprises. The company was founded in 1975 and is headquartered in Redmond, Washington.

Date	Key Development Headline
3/18/20	Wipro Launches Microsoft Business Unit for Digital Transformation Solutions
2/21/20	Firedome Announces Integration with Microsoft Azure Security Center for IoT to Offer End-To-End Device Cyber Threat Detection, Prevention, and Response
2/17/20	Atos Furthers Collaboration with Microsoft to Accelerate the Cloud Transformation of SAP's Customers
2/14/20	Kroger Partners with Microsoft to Ensure Consumer Products Goods Companies Can Analyze Data
2/13/20	CDK Global, Inc. Teams Up with Microsoft Corp. to Drive Dealer and Developer-Led Innovation in Automotive Industry

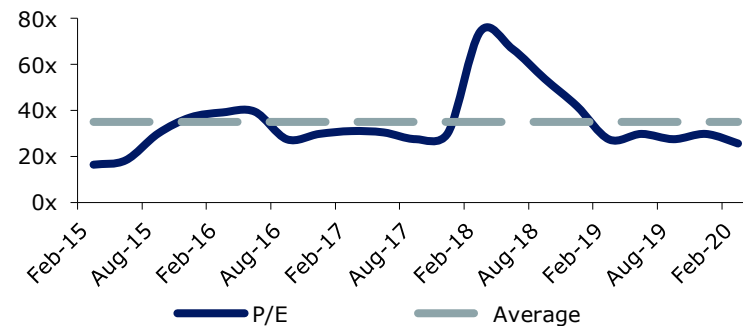
Revenue Multiples - Microsoft Corporation



EBITDA Multiples - Microsoft Corporation



P/E Multiples - Microsoft Corporation



CONTACT INFO

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. Securities offered through 7M Securities LLC.

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