

7 Mile Advisors



# Sectorwatch:

## Supply Chain Tech & Software

May 2021



# Supply Chain Tech & Software

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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.

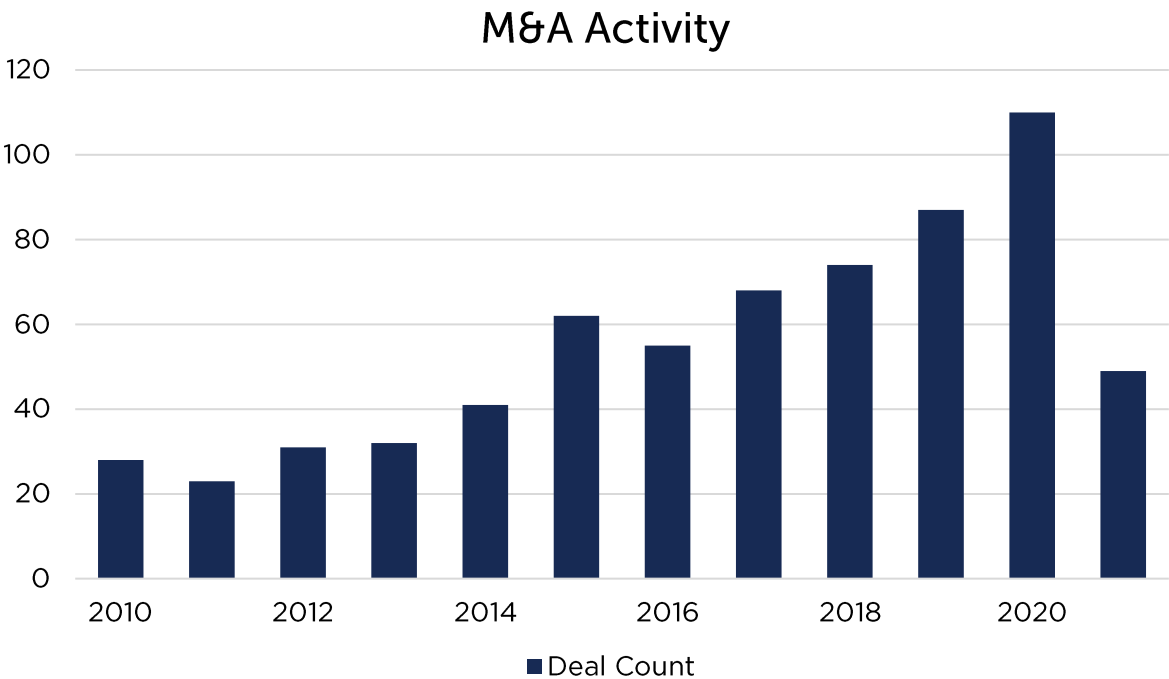
## RECENT DEALS

- The most recently announced deals in the sector

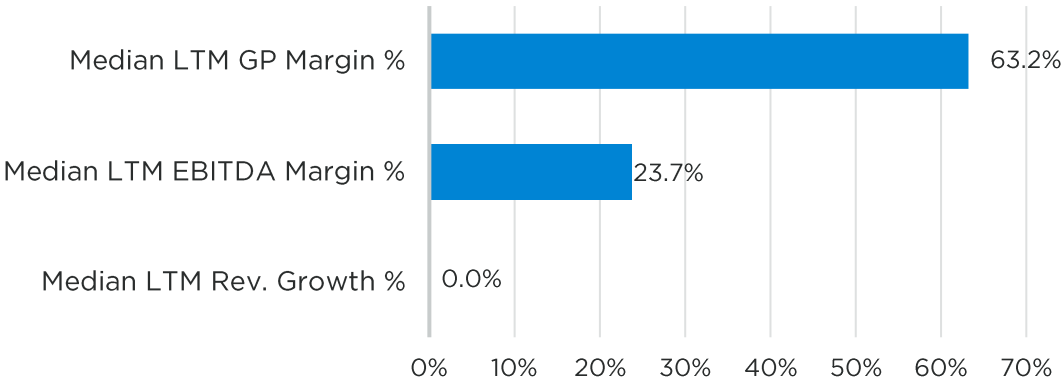
# Dashboard

## REVENUE GROWTH MOMENTUM ↓ -2.9%

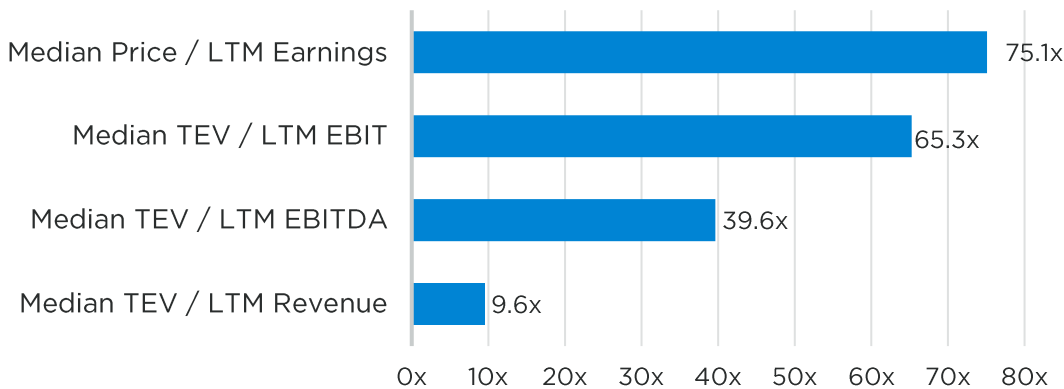
1 - year revenue growth compared to revenue growth average for last 3 years - Current revenue growth rate is less than the average of the last 3 years, indicating that the market may be flattening or declining



## Operating Metrics



## Valuation



# Public Basket Overview



United States



Canada



Finland



Germany

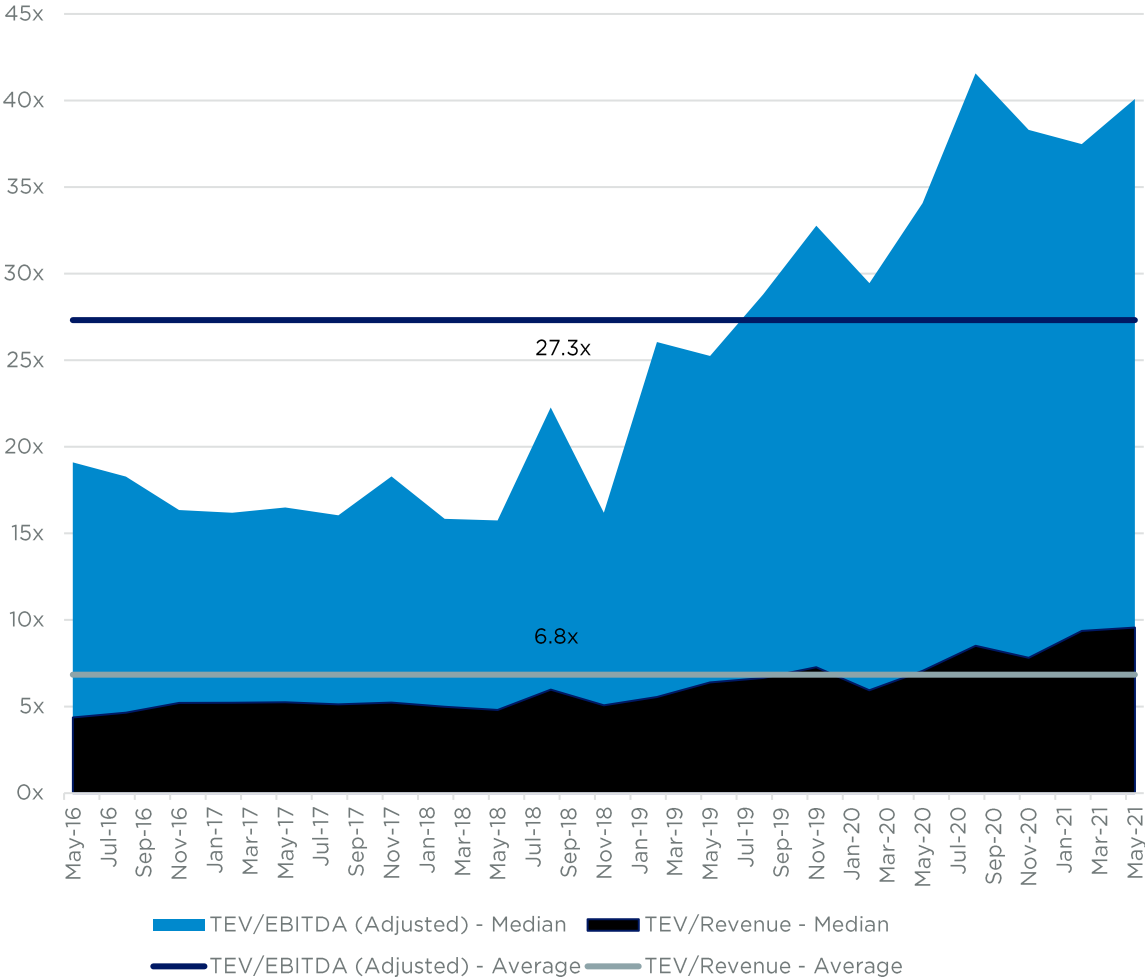


# Public Basket

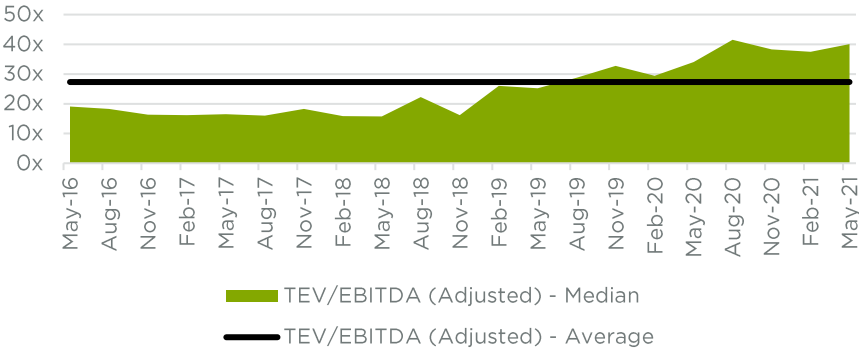
Company	TEV \$m	LTM EBITDA \$m	LTM Rev \$m	Rev Growth YoY	GP %	EBITDA %	TEV / Rev X	TEV / EBITDA X	# FTEs	Rev / FTE \$k
Oracle	261,222	19,958	39,691	-0.2%	80.6%	50.3%	6.6x	13.1x	135,000	294
SAP	170,833	11,969	31,648	-2.9%	71.6%	37.8%	5.4x	14.3x	101,379	312
Manhattan Associates	8,480	160	589	-5.5%	54.3%	27.1%	14.4x	53.2x	3,500	168
Coupa	18,427	67	542	39.0%	59.1%	12.3%	34.0x	275.9x	1,693	320
Descartes Systems Group	4,822	136	349	7.0%	74.2%	38.9%	13.8x	35.6x	1,500	232
Kinaxis	2,876	47	229	15.4%	67.4%	20.4%	12.6x	61.6x	662	346
Basware	737	20	176	0.3%	57.1%	11.2%	4.2x	37.4x	1,323	133
American Software	559	13	112	-0.3%	53.7%	11.9%	5.0x	41.9x	437	257
<b>Average</b>	58,495	4,046	9,167	6.6%	64.7%	26.2%	12.0x	66.6x	30,687	258
<b>Median</b>	6,651	101	445	0.0%	63.2%	23.7%	9.6x	39.6x	1,597	275

share price as of 31May21

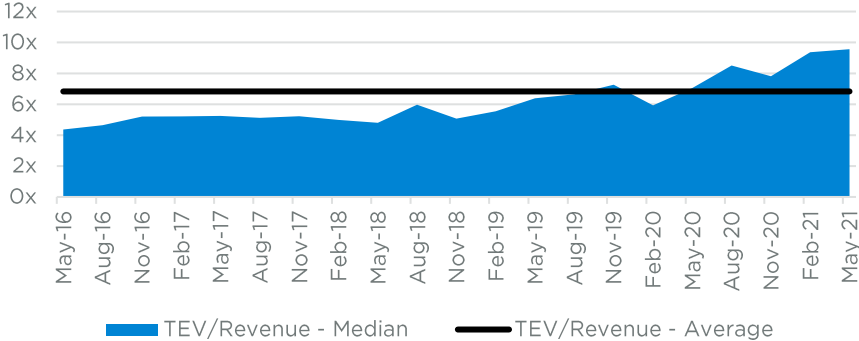
# Public Basket



Public EBITDA Multiples over Time

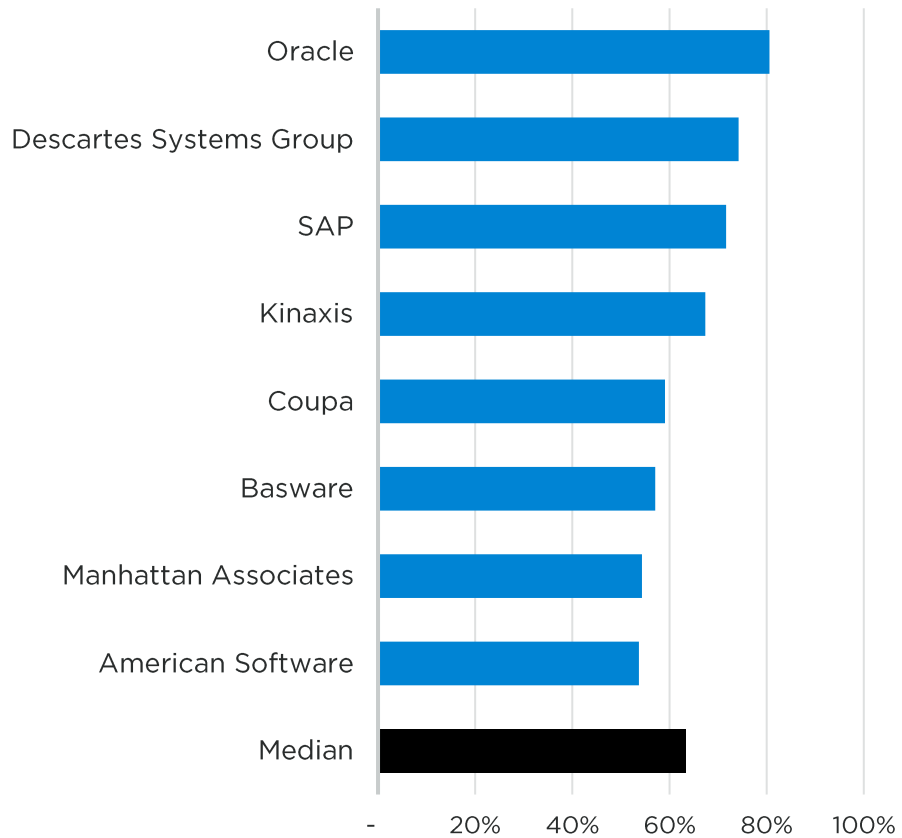


Public Revenue Multiples over Time

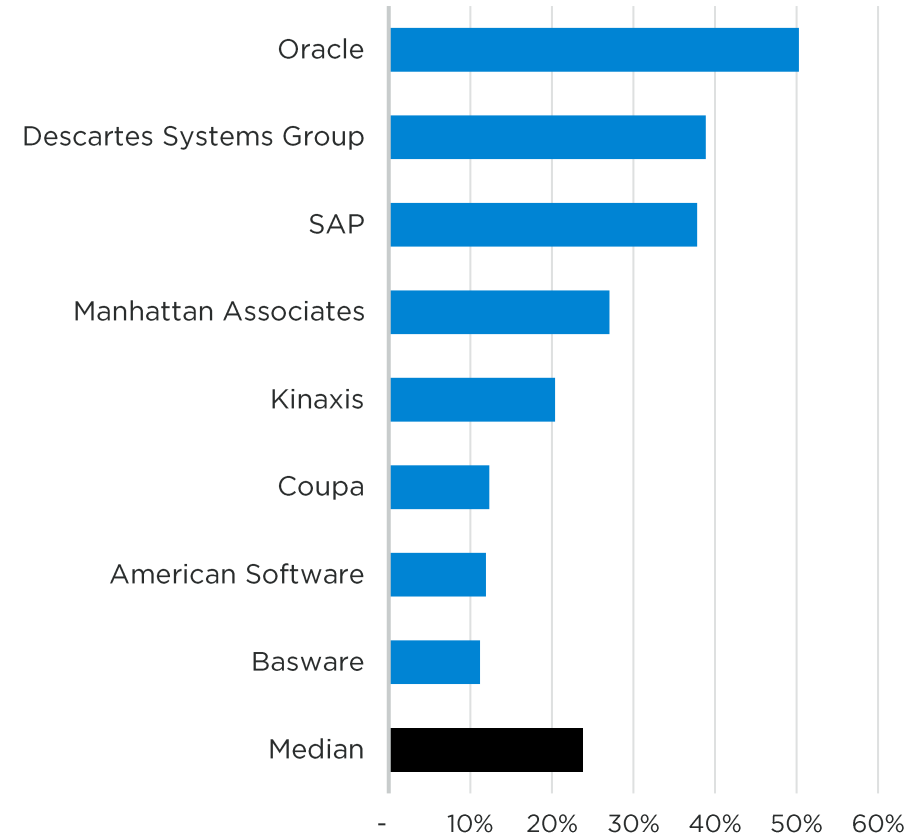


# Operational Metrics

LTM Gross Profit Margin %



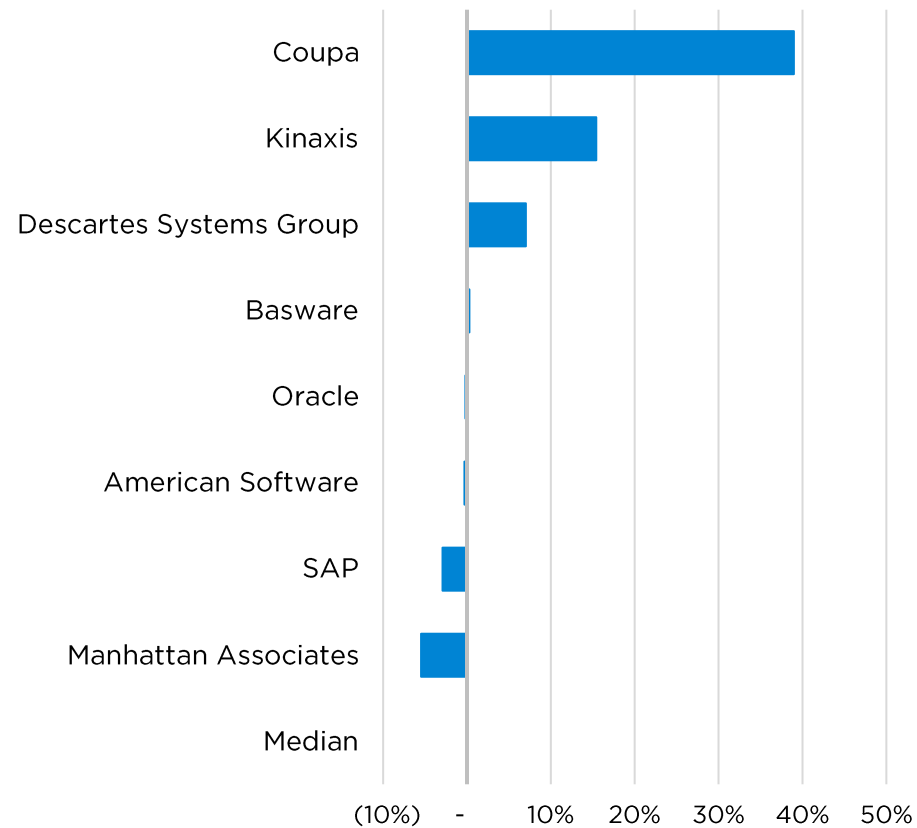
LTM EBITDA %



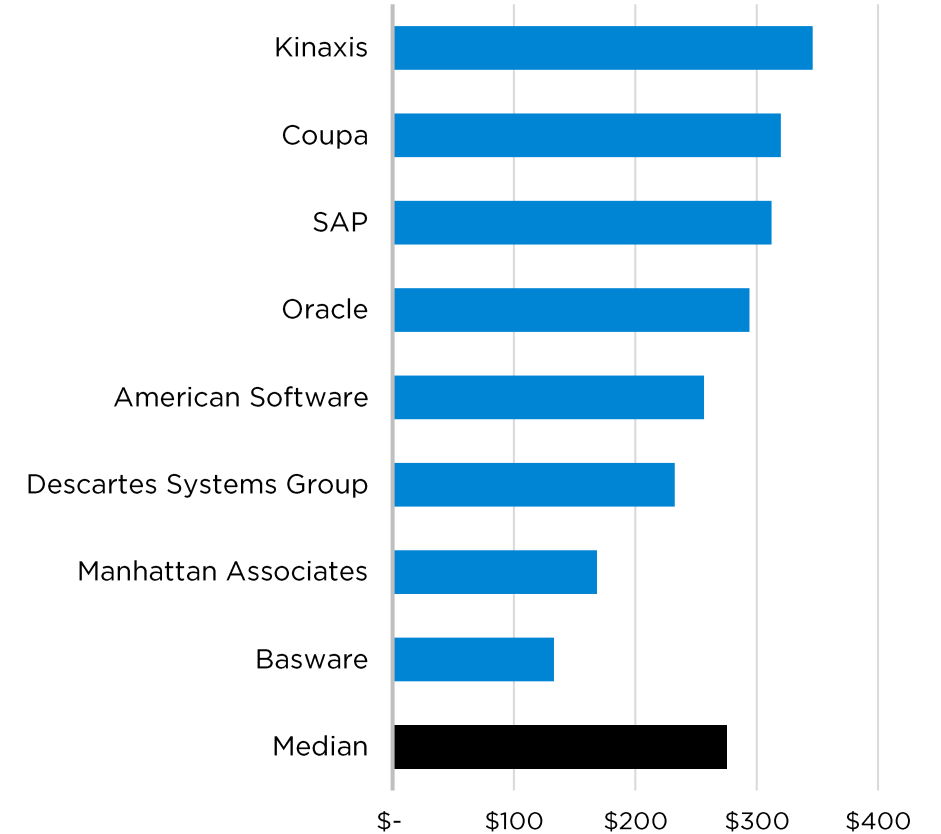


# Operational Metrics

LTM Revenue Growth %

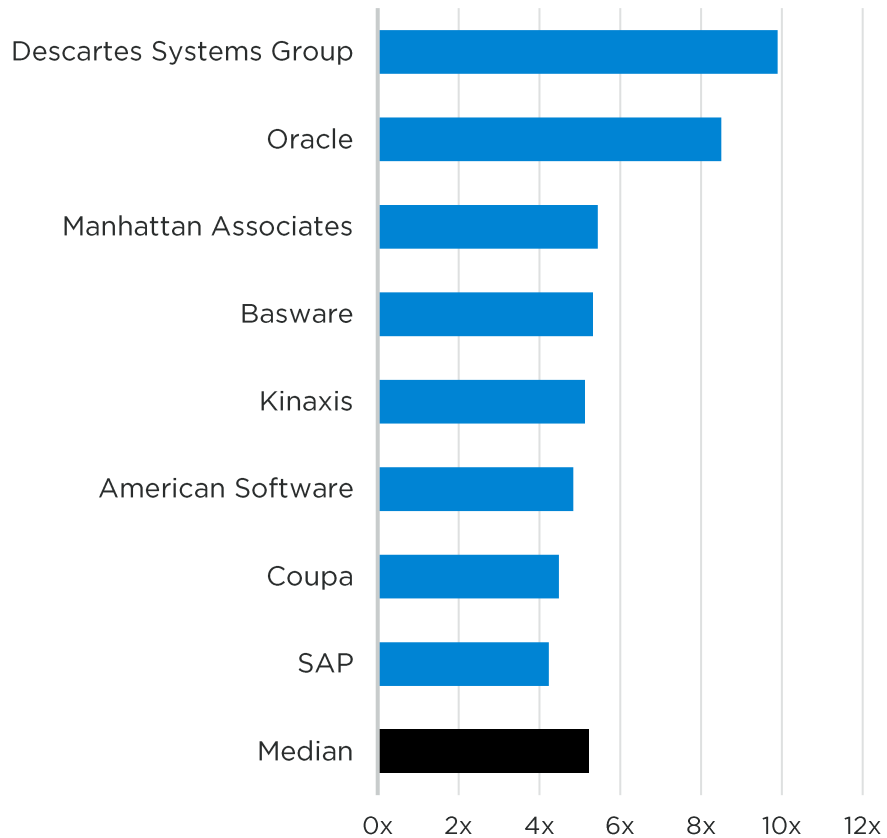


LTM Revenue per Full Time Employee x 000's

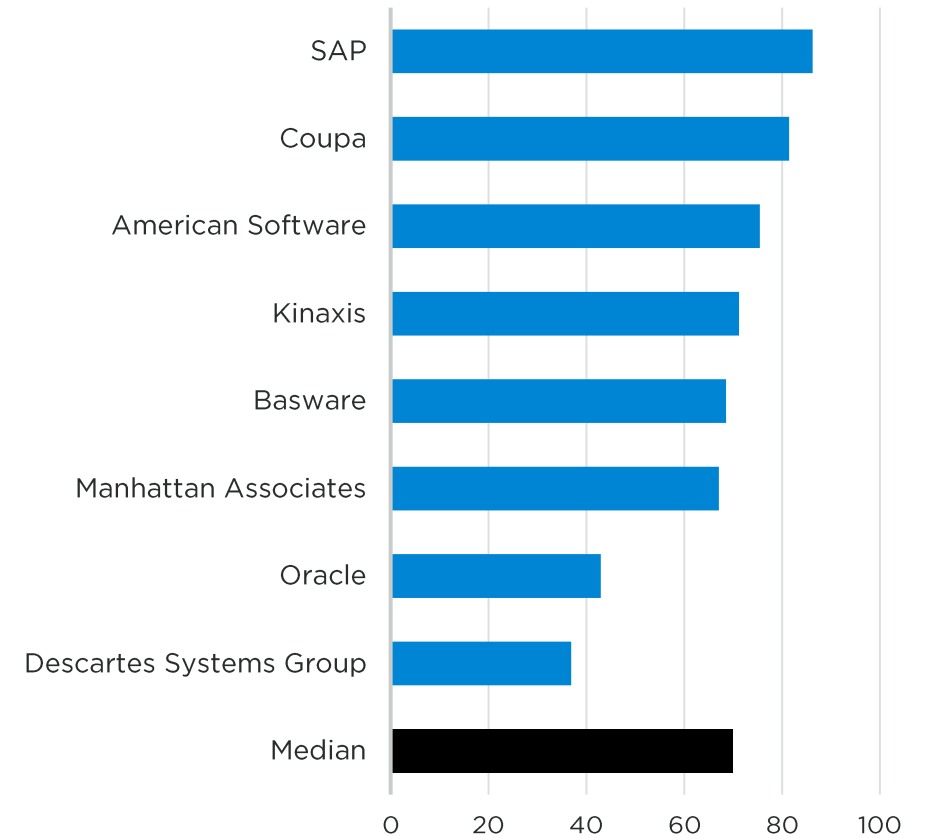


# Operational Metrics

## Accounts Receivable Turnover

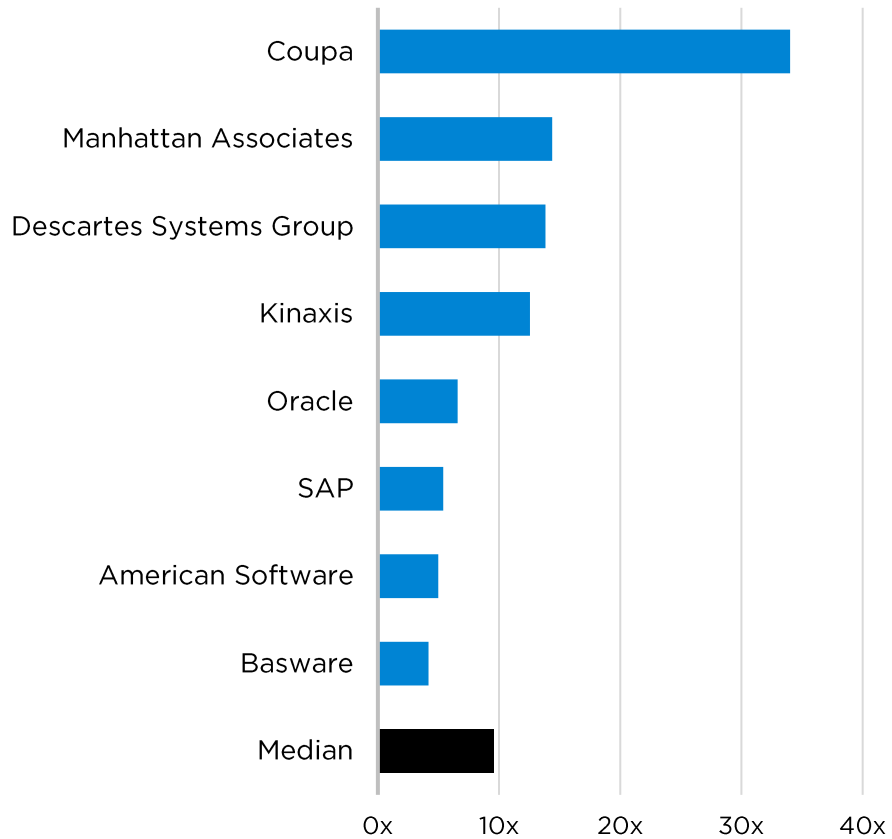


## Average Days Sales Outstanding

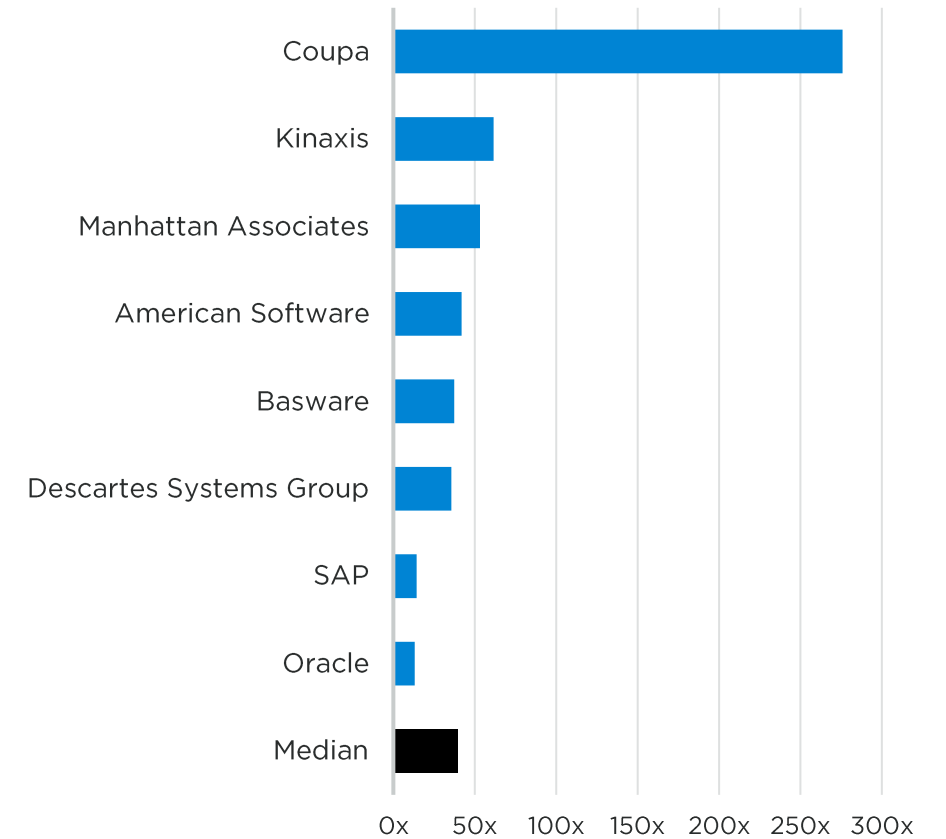


# Valuation

TEV / LTM Revenue

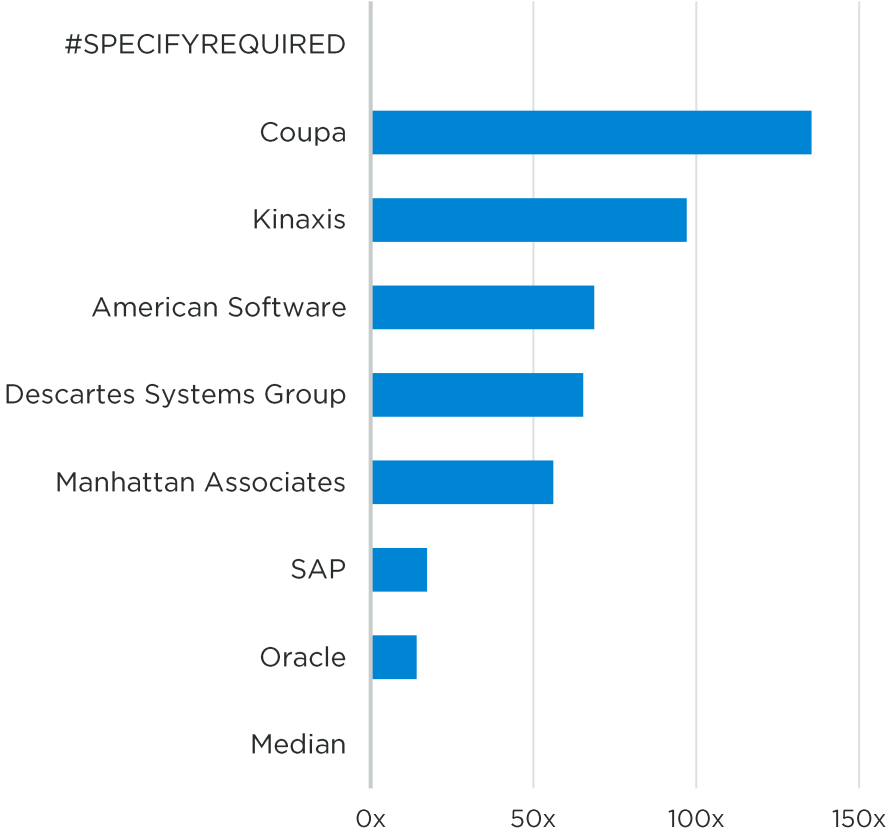


TEV / LTM EBITDA

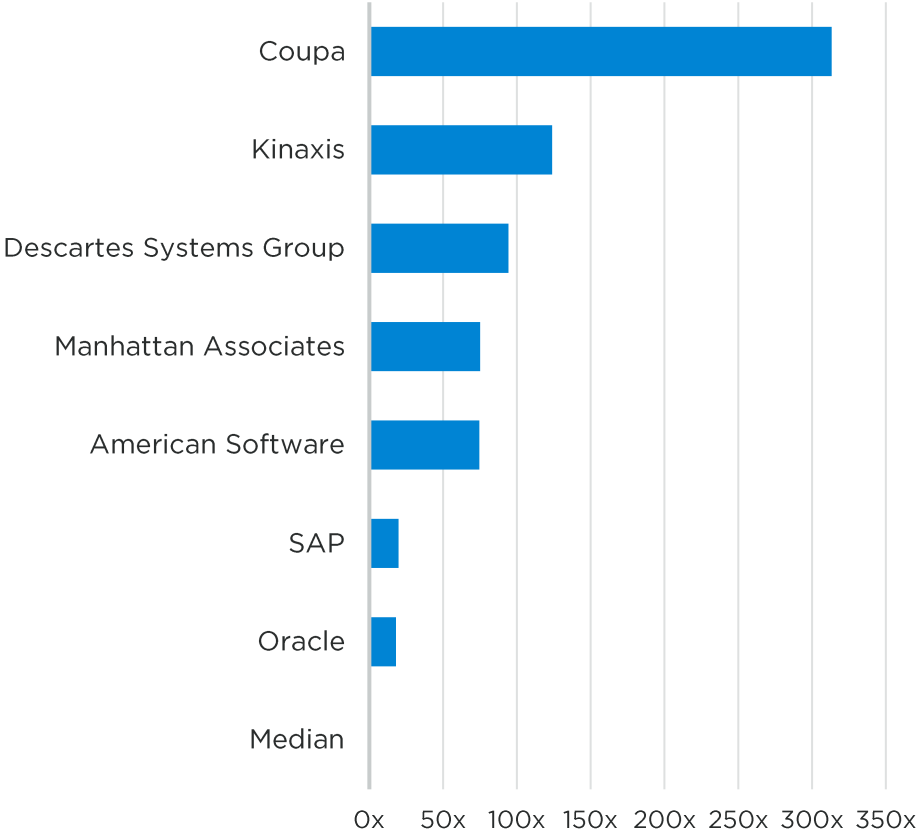


# Valuation

TEV / LTM EBIT

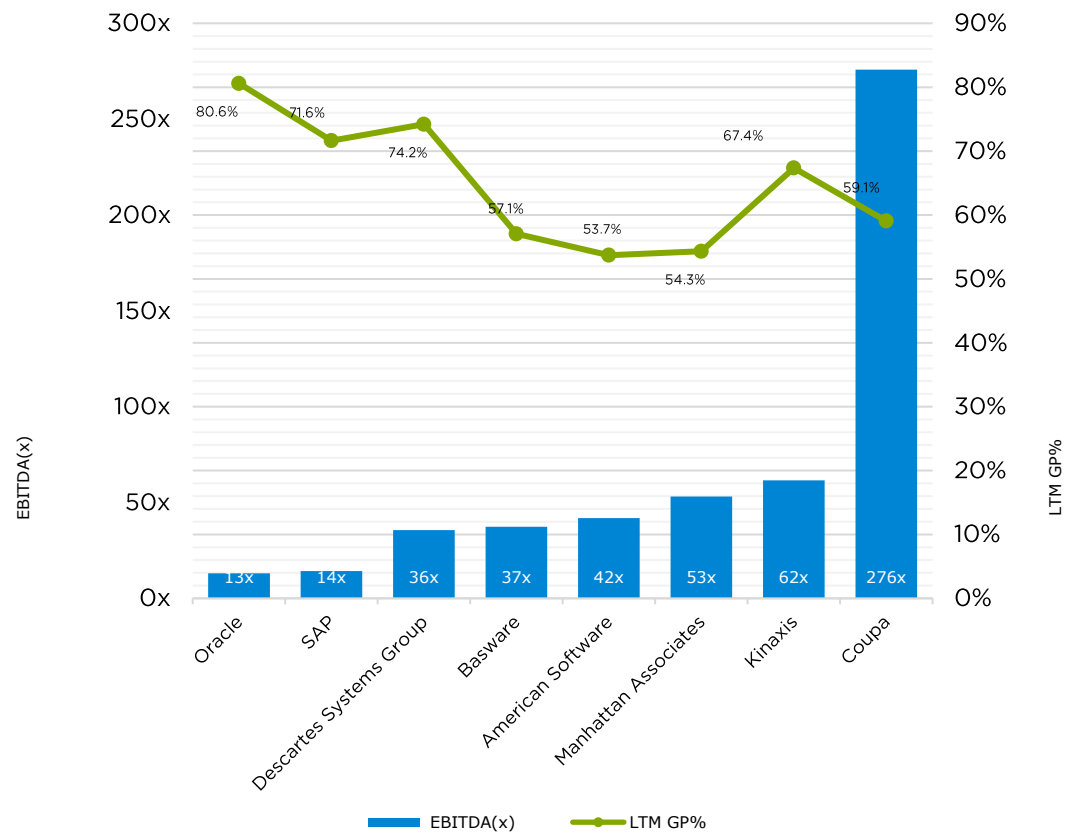


Price / LTM Earnings

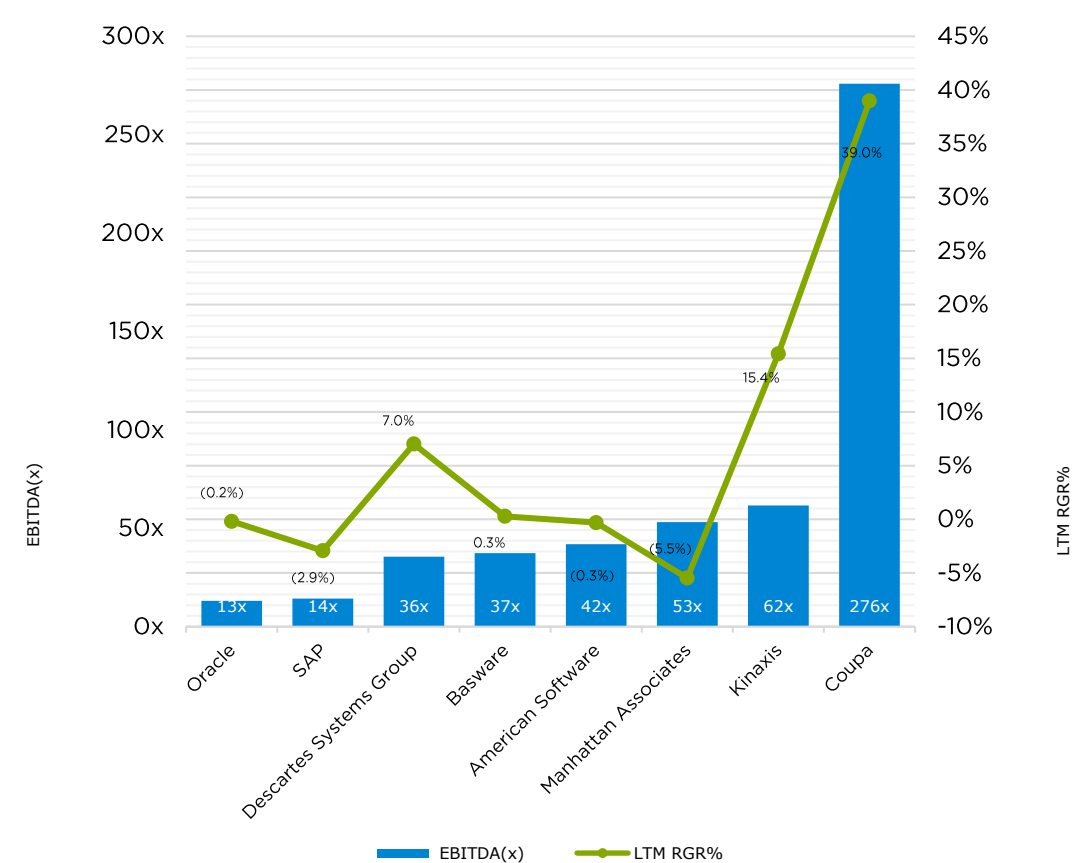


# Valuation

## 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
01-Jun-21	Royal Alliances	Vegvisir Capital	-	-	-	-
27-May-21	ClearMetal	Project44	-	-	-	-
19-May-21	FreightWaves	8VC	16.0	-	-	-
19-May-21	GPS Insight	Accel-KKR	-	-	-	-
17-May-21	Achieve IT Solutions	VistaVu Solutions	-	-	-	-
13-May-21	Happy Returns	PayPal Holdings	-	-	-	-
10-May-21	Portrix Logistics Software	Descartes Systems Group	26.5	-	-	-
10-May-21	Quifers	Sitics	-	-	-	-
04-May-21	Chorus Logistics	W Energy Software	-	-	-	-
04-May-21	NextShift Robotics	JASCI	-	-	-	-
28-Apr-21	Arrive Logistics	ATL Partners	300.0	-	-	-
23-Apr-21	Blue Yonder (Arizona)	Panasonic	6450.0	-	8.5	-
20-Apr-21	Bex Technologies	Gemelo Holding GmbH	-	-	-	-
16-Apr-21	Vend	Lightspeed POS	204.7	-	6.0	-
07-Apr-21	Haven	FourKites	-	-	-	-
06-Apr-21	Cheetah Software Systems	MercuryGate International	-	-	-	-
05-Apr-21	3PL Central	Mainsail Partners	45.0	-	-	-
05-Apr-21	Skubana	3PL Central	-	-	-	-
30-Mar-21	Spinnaker SCA	Black Lake Capital	-	-	-	-
26-Mar-21	BunkerEx	United Shipping & Trading Company	-	-	-	-
16-Mar-21	QID Technologies	M33 Growth	-	-	-	-
09-Mar-21	Geometrix Rail Logistics	Amsted Digital Solutions	-	-	-	-
04-Mar-21	Ocean Insights	Project44	-	-	-	-
02-Mar-21	Upskill	TeamViewer	-	-	-	-
01-Mar-21	Deposco	Aspen Capital Group	35.0	-	-	-
01-Mar-21	Fulfilmentcrowd	BGF	10.4	-	-	-
01-Mar-21	QuestaWeb	Descartes Systems Group	36.0	-	-	-
20-Feb-21	BuyCo	ODDO BHF Group	3.2	-	-	-
17-Feb-21	Fusionware	C9 Capital	-	-	-	-

# Appendix

*Public Basket  
Contact Information*



## Oracle

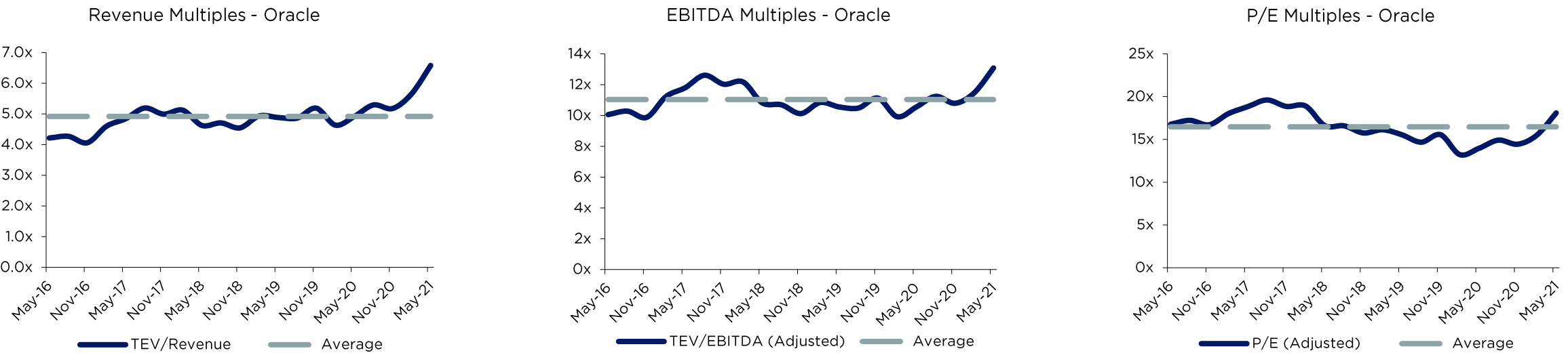
**Oracle provides database technology and enterprise resource planning, or ERP, software to enterprises around the world.**

Founded in 1977, Oracle pioneered the first commercial SQL-based relational database management system. Today, Oracle has 430,000 customers in 175 countries, supported by its base of 136,000 employees.



Public Basket

Oracle



Company Name	Date	Deal Synopsis
Nor1	18-Nov-20	The company was acquired by Oracle (NYS: ORCL) on an undisclosed date.
Sauce Video	27-Apr-20	The company was acquired by Oracle (NYS: ORCL) for an undisclosed amount on April 27, 2020. The acquisition helps Oracle to enhance its portfolio with advanced video capabilities and to provide customers with a comprehensive set of content creation and management tools in order to create exceptional customer, employee and supplier experiences.

## SAP

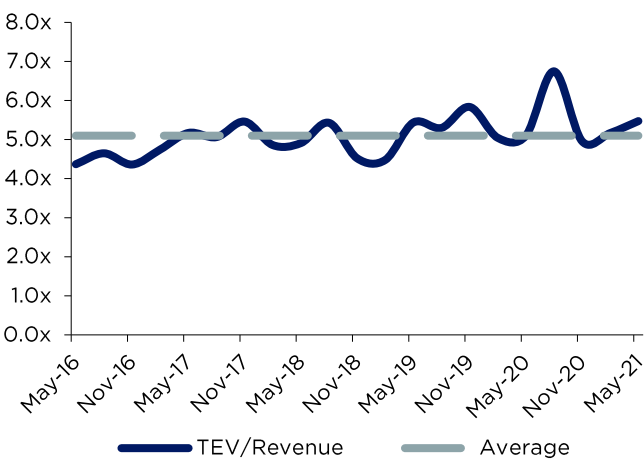
**SAP is a global software vendor providing solutions for enterprise resource planning, database management, business intelligence, and vertical-specific software.**

Its flagship software products run on SAP's HANA database technology. In fiscal 2019, the company generated roughly 44% of revenue from Europe, the Middle East, and Africa, 41% from the Americas, and 15% from Asia.

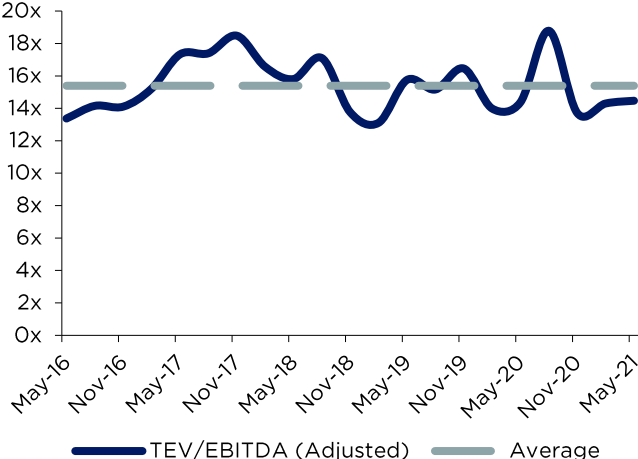
# Public Basket

SAP

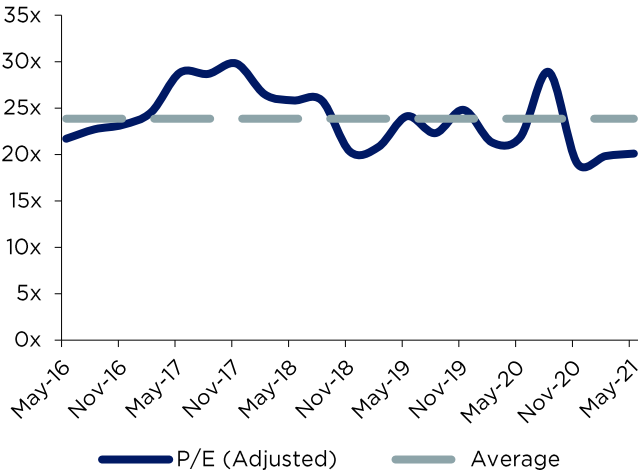
Revenue Multiples - SAP



EBITDA Multiples - SAP



P/E Multiples - SAP



Company Name	Date	Deal Synopsis
SAP Pioneer	13-Apr-21	Dediq, Hasso Plattner Foundation and SAP have entered into an agreement to form a joint venture as of April 13, 2021. As result of this transaction, SAP will hold a 20% stake in the company.
Crosschq	09-Mar-21	The company raised \$13.00 million of Series A venture funding in a deal led by Tiger Global Management on March 9, 2021, putting the company's pre-money valuation at \$50 million. Intersect Capital, Slack Fund, SAP, Rocketship, Bessemer Venture Partners, GGV Capital, Klay Thompson, Aaron Gordon, Isaiah Thomas, Khris Middleton, Nolan Arenado, and DK Metcalf also participated in the round. The funds will be used to enhance the company's data analytics that enables companies to track and measure the quality of hire and also use the financing to grow its ML/AI, Go-To-Market and Development teams, expand partnerships and continue its focus on driving diversity in hiring practices

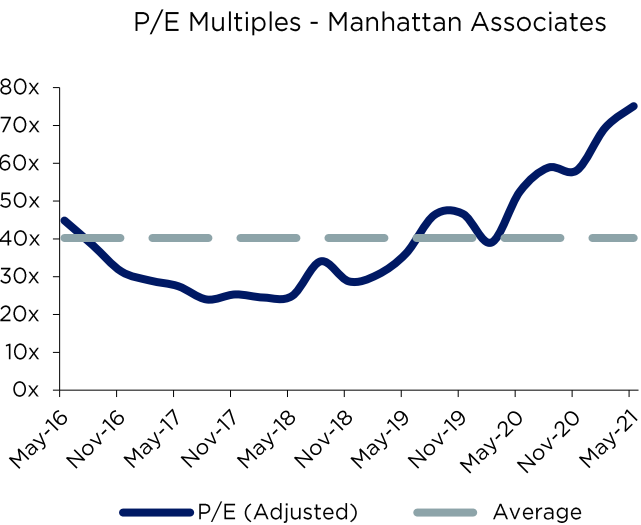
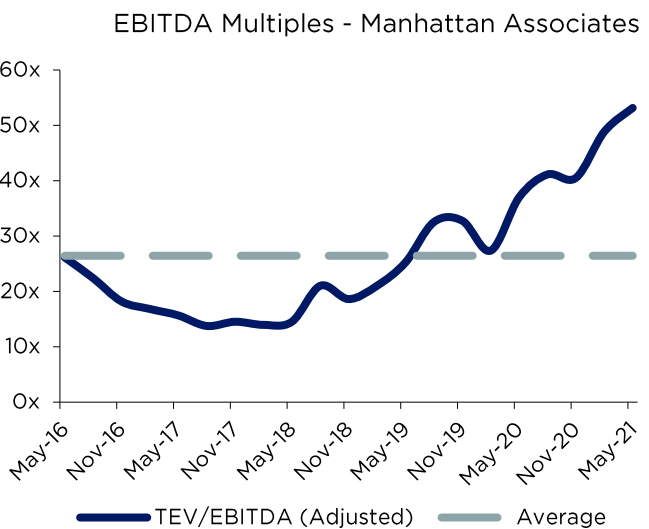
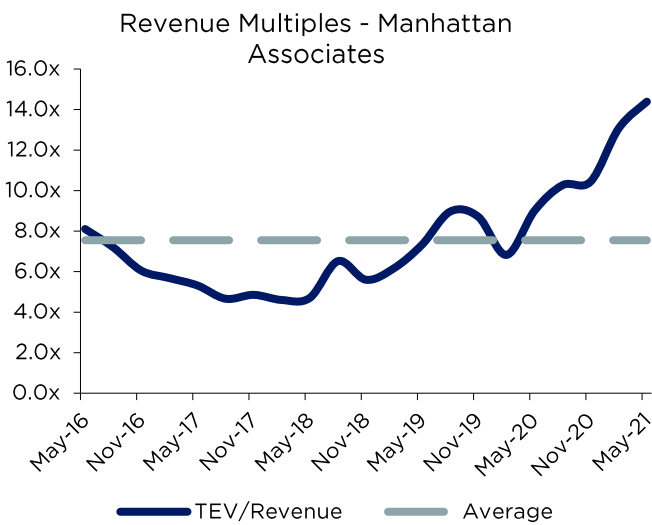
## Manhattan Associates

**Manhattan Associates provides software that helps users manage their supply chains, inventory, and omnichannel operations.**

Customers are generally retailers, wholesalers, manufacturers, and logistics providers. The company was founded in 1990 and serves more than 1,200 customers around the world.

# Public Basket

## Manhattan Associates



Company Name	Date	Deal Synopsis
Global Bay Mobile Technologies	11-Aug-14	The company was acquired by Manhattan Associates (NASDAQ: MANH) for \$2.8 million on August 11, 2014.
Evant	31-Aug-05	The company was acquired by Manhattan Associates (NAS: MANH) for \$48.35 million on August 31, 2005.

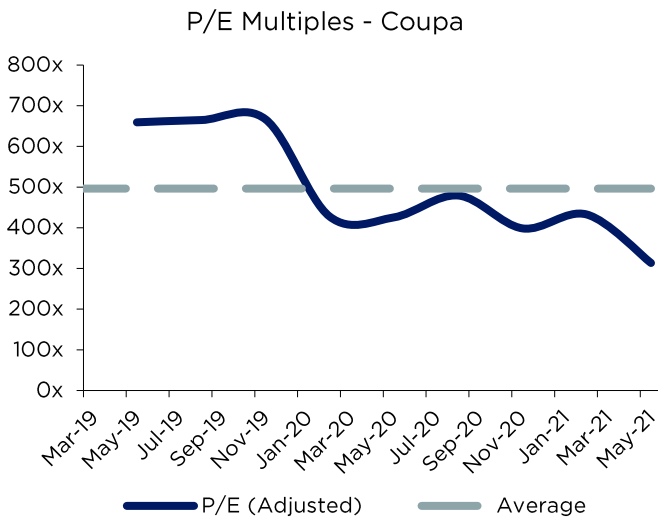
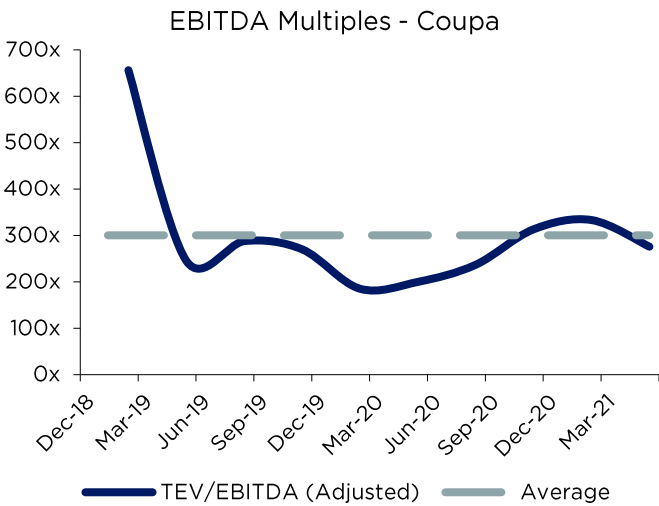
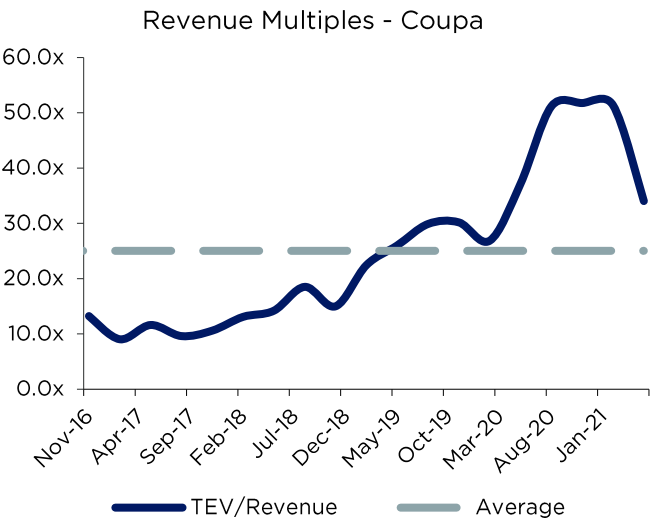
## Coupa

**Coupa Software is a cloud-based, business spending management platform that provides companies with more control and visibility into how they spend money.**

Since it was founded in 2006, Coupa has connected buyers with suppliers and helped buyers save money by improving procurement, expense management, and invoice processing. The company is headquartered in San Mateo, California, and went public in October 2016.

# Public Basket

Coupa



Company Name	Date	Deal Synopsis
Coupa K.K.	09-Apr-21	Coupa (NAS: COUP) and Japan Cloud have entered into an agreement to form a joint venture as of April 9, 2021. The joint venture will enable Coupa to scale to support the growing number of Japanese companies looking to gain greater efficiency and agility through business spend management.
Pana	24-Feb-21	The company was acquired for an undisclosed amount on February 24, 2021.

## Descartes Systems Group

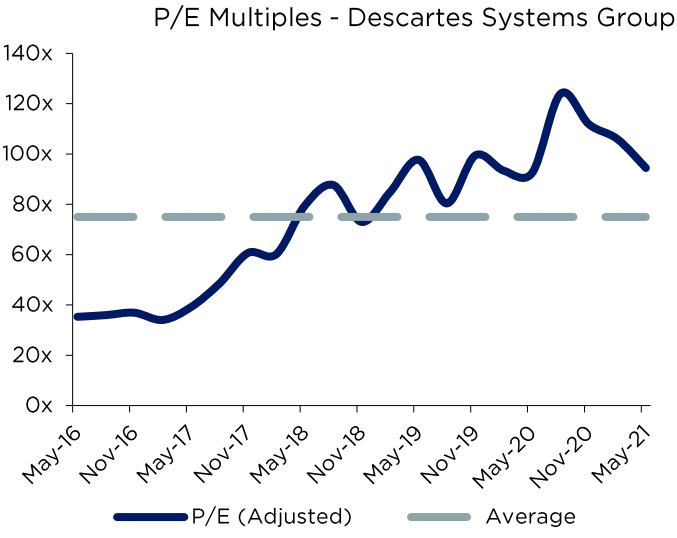
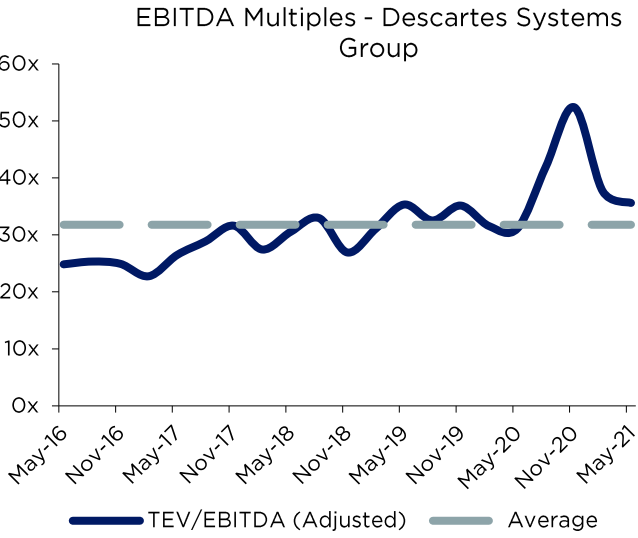
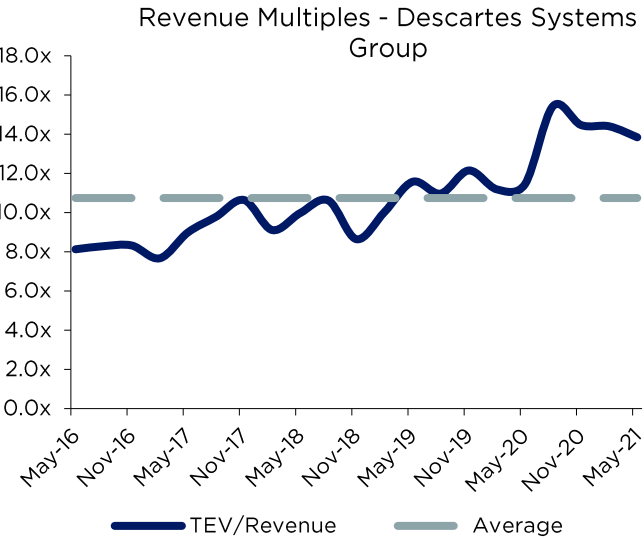
**The Descartes Systems Group provides a software solution that allows users in the shipping industry to communicate with one another.**

The core product is the Global Logistics Network, which is best understood as transaction driven. Descartes charges clients to send/receive messages, data, and documents on the GLN (the transactions). Customers typically contract for a monthly minimum over a multiyear period. The GLN platform allows for Descartes to upsell additional software modules as well, typically provided via a software-as-a-service model.



# Public Basket

## Descartes Systems Group



Company Name	Date	Deal Synopsis
Portrix Logistics Software	10-May-21	The company was acquired by Descartes Systems Group (TSE: DSG) for EUR 22 million on May 10, 2021. The acquisition will strengthen Descartes's rate management capabilities on the global logistics network.
QuestaWeb	01-Mar-21	The company was acquired by Descartes Systems Group (TSE: DSG) for \$36 million on March 1, 2021. The acquisition will help Descartes' customers manage the complete lifecycle of shipments.

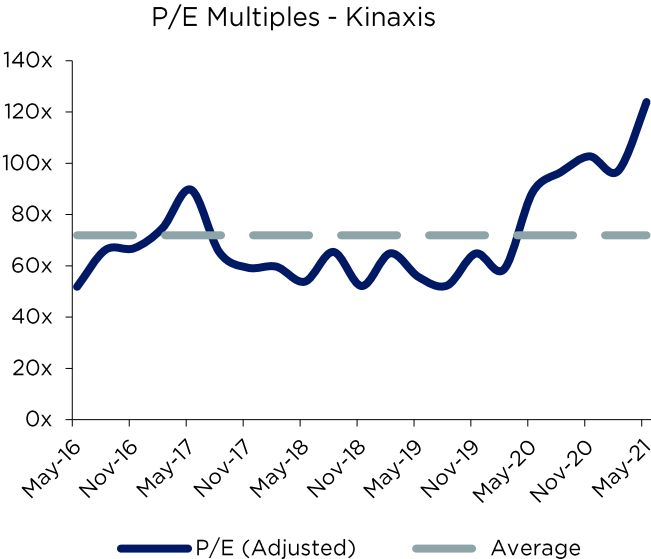
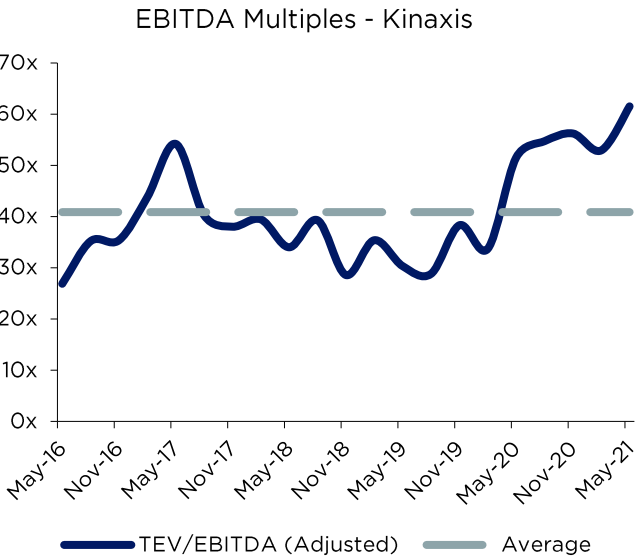
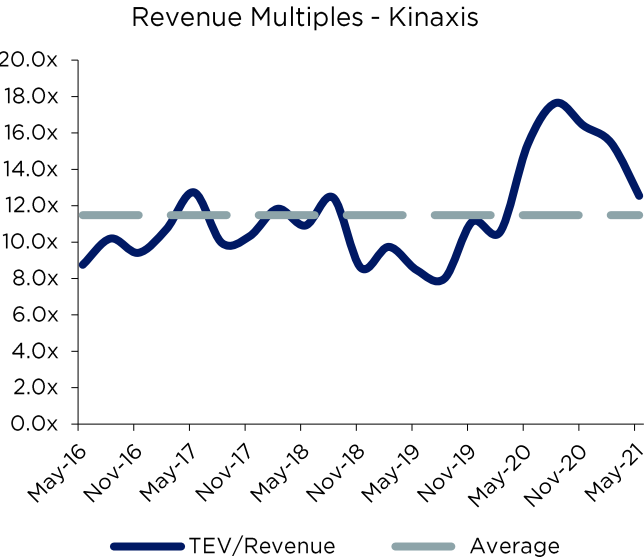
## Kinaxis

**Kinaxis Inc is a Canada-based provider of software solutions for sales and operations planning (S&OP) and supply chain management.**

The firm's flagship RapidResponse product is offered on the cloud. Its capabilities include consequence evaluation and alerting, responsibility-based collaboration, high-speed analytics, and scenario simulation. Kinaxis's S&OP solution capabilities include supply and demand planning, capacity and inventory planning, and inventory management. The firm has operations in North America, Europe, and Asia-Pacific regions.

# Public Basket

Kinaxis



Company Name	Date	Deal Synopsis
Rubikloud	02-Jul-20	The company was acquired by Kinaxis (TSE: KXS) for \$60.39 million on July 2, 2020.
Prana Consulting	31-Jan-20	The company was acquired by Kinaxis (TSE: KXS) for \$4.006 million on January 31, 2020. the company will receive a contingent payout of \$80,000 upon attainment of specific revenue and team retention metrics in the year following the acquisition. The acquisition immediately adds many highly-skilled practitioners who have deep experience in RapidResponse®, and creates a hub from which Kinaxis can offer expanded services to its customers.

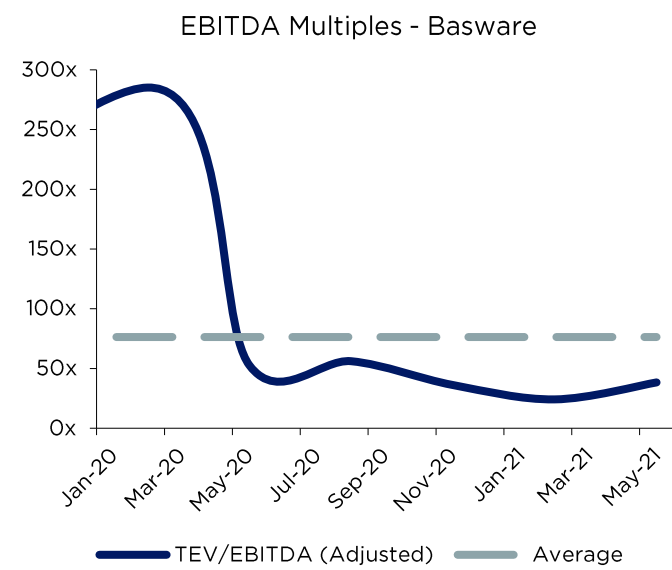
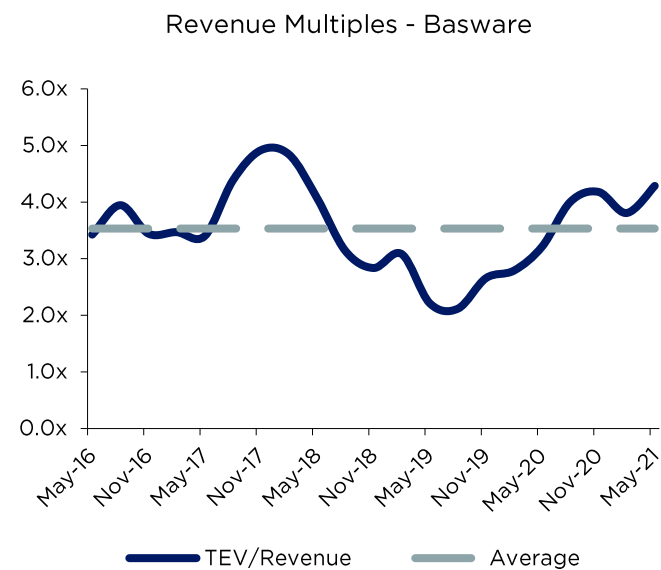
## Basware

### **Basware Oyj is engaged in the provision of cloud-based-solutions to organizations of all sizes.**

It is involved in the following business areas: Network services, Purchase to Pay, and e-invoicing Services. It provides networked purchase-to-pay solutions and e-invoicing and financing solutions to all enterprises. It offers e-invoicing services and software; accounts payable automation solutions; receiving and sending e-invoices; e-procurement, business consulting, scan and capture, and travel and expense management solutions. The firm also provides InvoiceReady, a purchase-to-pay solution; Basware Discount, a Web-based supply chain financing solution; and accounts receivable financing for suppliers. It primarily serves business process outsourcing providers and financial institutions.

# Public Basket

Basware



Company Name	Date	Deal Synopsis
Verian	31-Mar-16	The company was acquired by Basware (HEL: BAS1V) for \$36 million on March 31, 2016. Basware (HEL: BAS1V) paid \$28 million in cash and issued 180,707 new shares in stock to the shareholders of Verian Technologies. The acquisition allows Basware to strengthen its market position in United States. The transaction was accretive to the earnings of Basware for the year 2017.
Proserve Holdings	08-Apr-15	The company was acquired by Basware for an estimated EUR 25.8 million on April 8, 2015.

## American Software

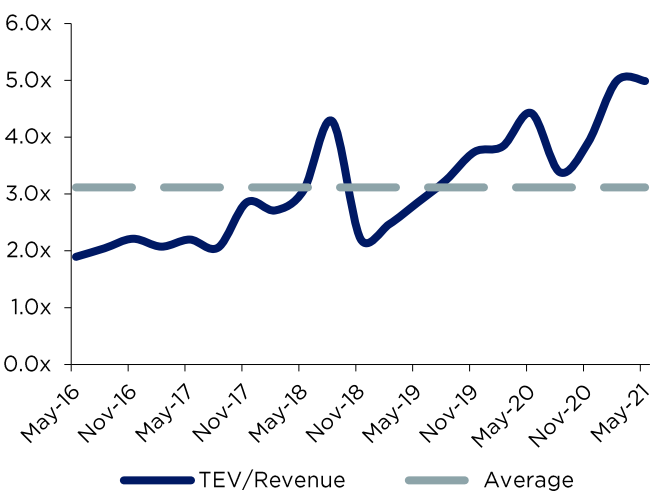
### **American Software Inc develops enterprise management and supply chain-related software and services.**

Its software and services bring business value to companies by supporting their operations over cloud-based Internet-architected solutions. The company's operating segment include Supply Chain Management (SCM); Information Technology Consulting (IT Consulting) and Other. It generates maximum revenue from the Supply Chain Management segment. SCM segment provides collaborative supply chain solutions to streamline and optimize the production, distribution, and management of products between trading partners. Its solutions consist of global sourcing, workflow management, customer service applications, and ERP solutions.

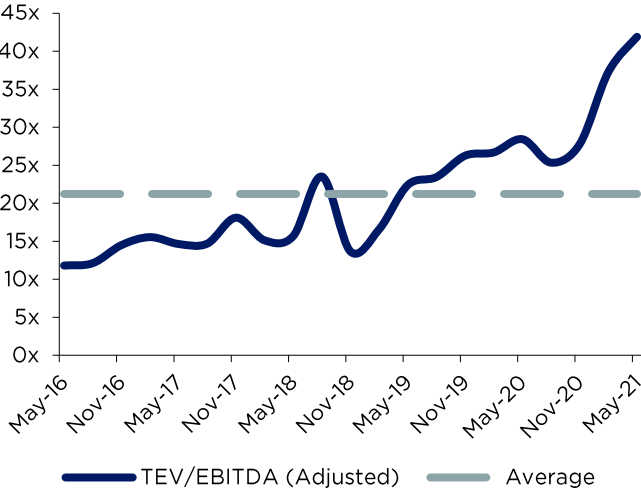
# Public Basket

## American Software

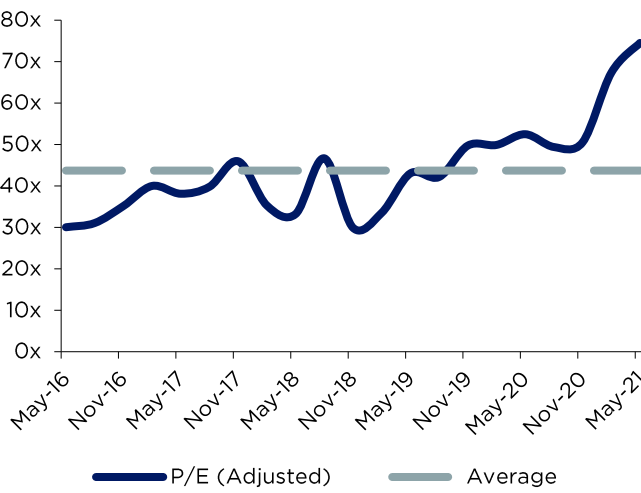
Revenue Multiples - American Software



EBITDA Multiples - American Software



P/E Multiples - American Software



Company Name	Date	Deal Synopsis
MID Retail	30-May-14	The company was acquired by Logility, a subsidiary of American Software (NASDAQ: AMSWA) for \$9185 Million on May 30, 2014.
Logility	29-Jun-09	The company was acquired by American Software (Nasdaq: AMSWA) for \$12.3 Billion on June 6, 2009. As a result, the company was de-listed from the NASDAQ Global stock exchange.

# Contact Info

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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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