

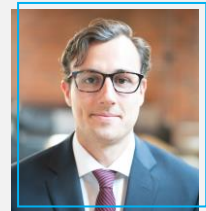
Market Update Data Science & Analytics

- 1 Market Overview
- 2 Sector Snapshot
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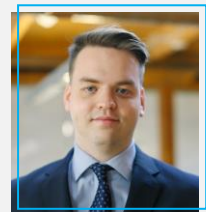
The deal markets in the Data Science and Analytics space remain hot as agile data and analytics capabilities are becoming essential to build digital innovation, differentiation, and growth. We expect the underlying M&A trends in Data Science and Analytics to rise as companies look to improve data quality, master data management, reduce costs and improve the overall customer experience by capturing big data and shifting towards the cloud.

7 Mile recorded 15 notable transactions in the Data Science and Analytics markets across the globe in Q2 of 2021. Deal volumes and valuations remain high as both strategic and financial buyers have been aggressive over the past six months acquiring data analytics, cloud analytics, data warehousing, and frontend development companies. Specifically, the Cloud Analytics market is growing at a 23.0% CAGR and will continue to remain a high demand as companies look to make the shift towards the cloud.

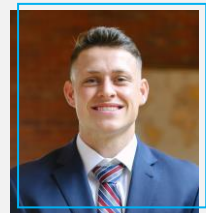
Sector Coverage Team



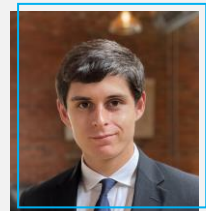
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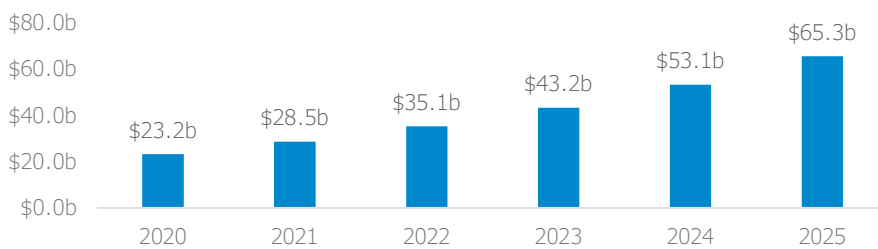


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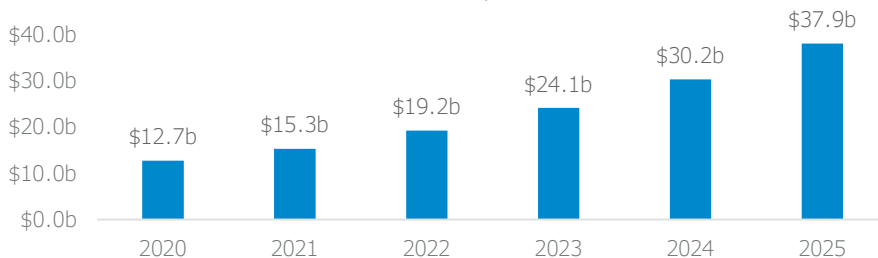


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Cloud Analytics Market Value



Global Advanced Analytics Market Value



7MA has completed numerous M&A transactions for companies across the world in the data science and analytics space and has developed unparalleled deal expertise and knowledge of the industry trends, valuation trends, and most active strategic and financial buyers. Please contact Garth Martin, Iliia Ulianchuk, Nic Anderle, or Trent McCauley if you would like to learn more about Data Science and Analytics.

E2open Acquired Logistics Analytics Software Solution Blujay Solutions



Blujay Solutions develops and offers logistics and transportation software and services for shippers and freight movers. The company's cloud-centric software provides hands-free customs, real-time data analytics that enables retailers, distributors, freight forwarders, manufacturers and logistics service providers to improve efficiencies, minimize risk and capitalize on opportunities for financial gain.

Date: May 27, 2021

Deal Type: M&A

Target HQ: UK

Thoma Bravo Acquired Real Estate Analytics Solution RealPage



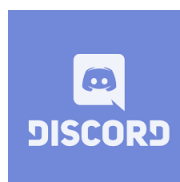
RealPage Inc provides on-demand software and software-enabled solutions for the rental housing industry. Users of the software primarily include single family, multifamily, vacation rental units, and large property management companies. Its solutions include marketing, pricing, leasing, accounting, purchasing, and other property operation capabilities and analytics tools. The company's platform hosts applications that allow property owners and managers to better pricing methodologies, improve collections, and integrate business processes. The company derives revenue from on-demand and on-premises software solutions and services - all of which are generated in the United States.

Date: April 22, 2021

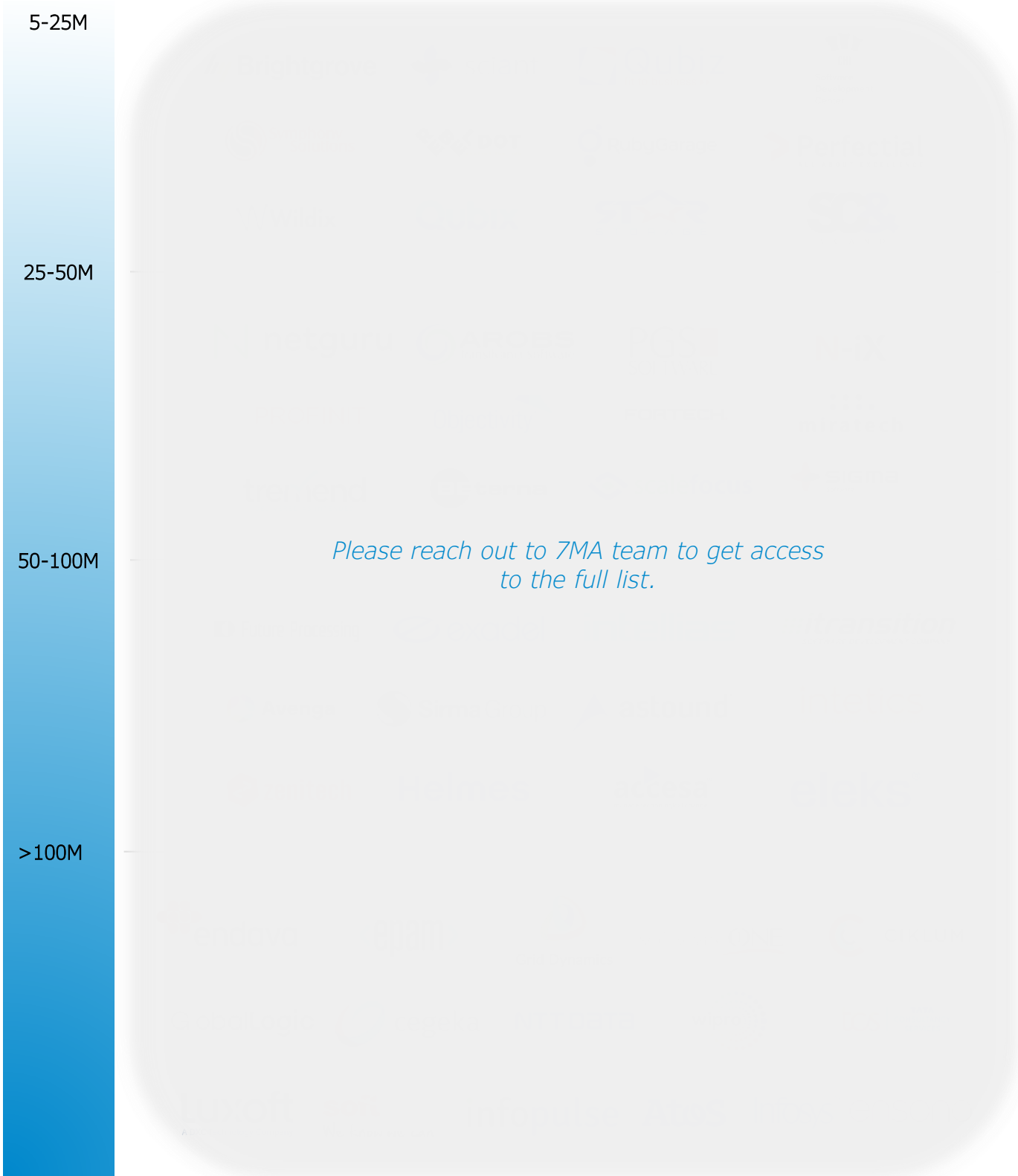
Deal Type: PE Buyout

Target HQ: USA

Most Active M&A Data Analytics Acquirers in 2021 (M&A and PE)



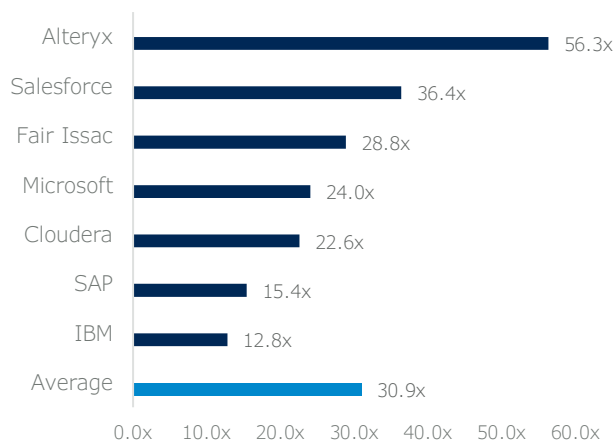
Annual Revenue, USD



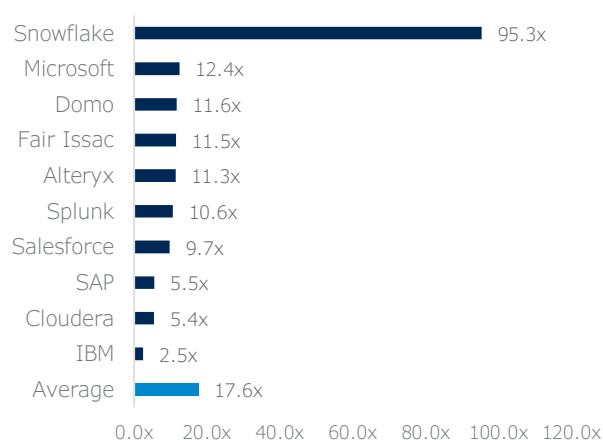
Publicly-traded Data Science & Analytics Companies – Q2 2021

Companies	TEV \$m	LTM EBITDA \$m	LTM Rev \$m	Rev Growth YoY	GP %	EBITDA %	TEV / Rev X	TEV / EBITDA X	# of FTEs	Rev / FTE \$k
Microsoft	1,982,227	82,547	159,969	14%	68%	52%	12.4x	24.0x	181,000	884
Salesforce	217,303	3,843	22,350	24%	74%	17%	9.7x	56.5x	56,606	395
IBM	181,095	14,170	73,781	-5%	49%	19%	2.5x	12.8x	375,300	197
SAP	174,436	11,312	31,648	-1%	72%	36%	5.5x	15.4x	103,876	305
Snowflake	67,867	(209)	712	124%	58%	-29%	95.3x	nm	2,495	285
Splunk	24,389	(197)	2,297	-5%	74%	-9%	10.6x	nm	7,573	303
Fair Issac	15,292	530	1,332	12%	73%	40%	11.5x	28.8x	3,841	347
Alteryx	5,725	102	505	19%	92%	20%	11.3x	56.3x	1,596	317
Cloudera	4,788	212	883	9%	80%	24%	5.4x	22.6x	2,728	324
Domo	2,581	(39)	222	21%	74%	-18%	11.6x	nm	756	293
Average	267,570	11,227	29,370	21%	71%	15%	17.6x	30.9x	73,577	365
Median	46,128	371	1,815	13%	73%	20%	11.0x	24.0x	5,707	311

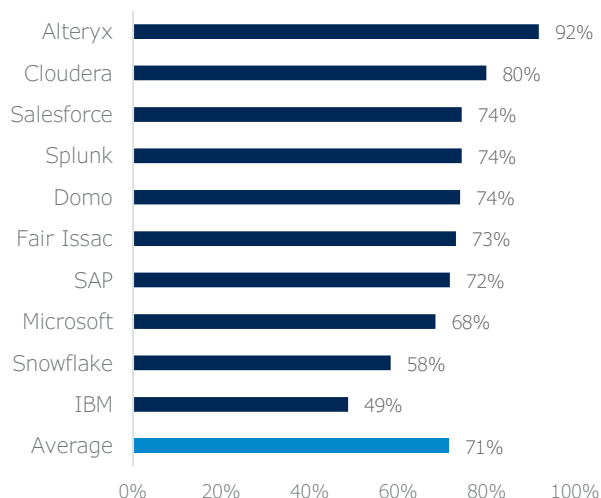
TEV / EBITDA X



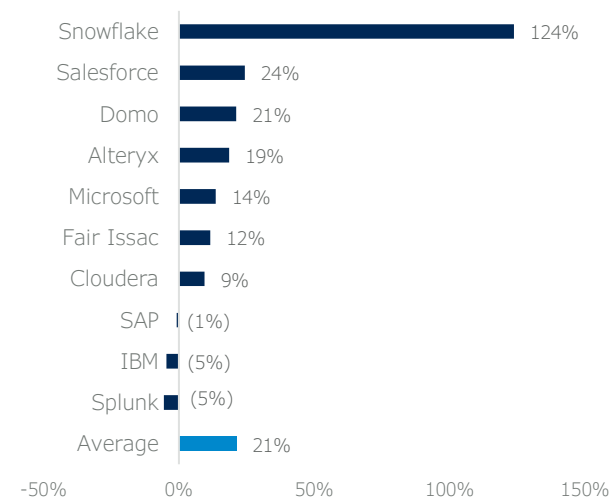
TEV / Rev X















Gross Margin %



Rev Growth YoY



Q2 2021 M&A Transactions

Date	Target	Buyer / Investor	Target Description
June-29, 2021			<ul style="list-style-type: none"> TA Associates Management acquired AutoQuotes from Luminate Capital Partners via a secondary buyout. AutoQuotes is a marketing platform developer that provides an online catalog as well as data analytics applications that help manufacturers, dealers, consultants, and designers receive accurate quotes for their creations.
June-1, 2021			<ul style="list-style-type: none"> Accenture agreed to acquire Novetta. Novetta provides advanced analytics and technology services for U.S. federal organizations dealing with large and clunky data sets. Using disruptive technologies in ML, data analytics, full-spectrum cyber, cloud engineering, and more, Novetta enables federal agencies to find actionable insights more efficiently.
May-27, 2021			<ul style="list-style-type: none"> Blujay Solutions develops and offers logistics and transportation software and services for shippers and freight movers. The company's cloud-centric software provides hands-free customs, real-time data analytics that enables retailers, distributors, freight forwarders, manufacturers and logistics service providers to improve efficiencies, minimize risk and capitalize on opportunities for financial gain.
May-04, 2021			<ul style="list-style-type: none"> Altus Group agreed to acquire StratoDem Analytics. StratoDem Analytics develops and provides a data science analytics platform intended to examine growth outlooks. By analyzing historical trends, current developments, geographic factors, and more, the platform aids real estate sectors in identifying current and upcoming trends of competitors as well as adequate investment choices.
April-28, 2021			<ul style="list-style-type: none"> Mobvista acquired More Than Data, a third-party data analytics platform designed for mobile data analysis and monitoring. MTD's products cover mobile advertising performance monitoring, user behavior analysis, advertising anti-cheating, and more.
April-22, 2021			<ul style="list-style-type: none"> RealPage Inc provides on-demand software and software-enabled solutions for the rental housing industry. The company's platform hosts applications that allow property owners and managers to better pricing methodologies, improve collections, and integrate business processes.

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. All securities transactions are executed by 7M Securities, LLC, member FINRA / SIPC. For more information, including research on the M&A markets, visit www.7mileadvisors.com.



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