

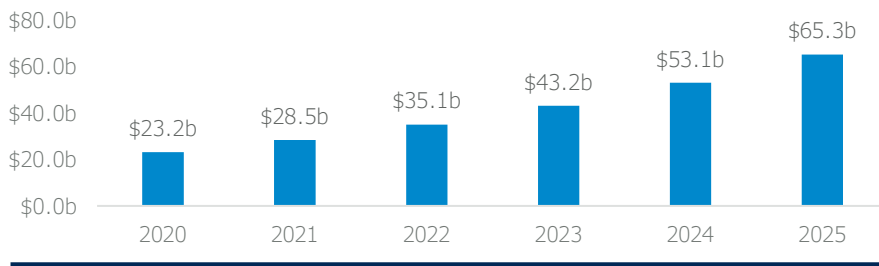
Market Update Data Science & Analytics

- 1 **Market Overview**
- 2 **Sector Snapshot**
- 3 **Public Markets**
- 4 **Notable Deals**

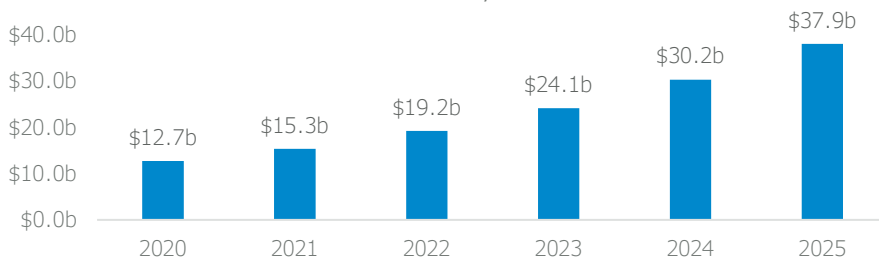
The deal markets in the Data Science and Analytics space remain hot as agile data and analytics capabilities are becoming essential to building digital innovation, differentiation, and growth. We expect the underlying M&A trends in data science and analytics to rise as companies look to improve data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

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 front-end 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.

Cloud Analytics Market Value

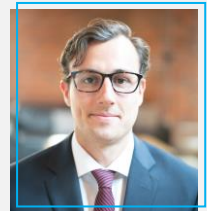


Global Advanced Analytics Market Value



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, Ilya Ulianchuk, Nic Anderle, or Trent McCauley if you would like to learn more about Data Science and Analytics.

Sector Coverage Team



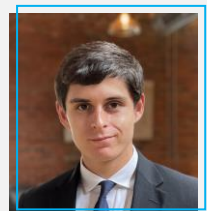
Garth Martin, *Vice President*
 garth.martin@7mileadvisors.com
 1.704.973.3997



Ilya Ulianchuk, *Vice President*
 ilia.ulianchuk@7mileadvisors.com
 1.704.414.8743



Nic Anderle, *Senior Analyst*
 nic.anderle@7mileadvisors.com
 1.704.826.7492



Trent McCauley, *Analyst*
 trent.mccauley@7mileadvisors.com
 1.704.644.1916

All-Time Demand for Data Solutions

Q3 of 2021 continued 2021's overall trend of all-time demand for data software solution providers. Specifically, on the public markets, some of the industry-leading players' and their technologies, such as Snowflake and Microsoft's Power BI, have especially thrived, achieving formidable year-over-year, top-line growths of 124% and 18%, respectively. Additionally, on the private landscape, numerous other solutions providers such as Databricks, DataRobot, and Dataiku raised exceptionally large funding rounds at multi-billion-dollar valuations. To name a few, in late August of 2021, Databricks raised a massive \$1.6 billion from BNY Mellon, ClearBridge, and others to put their pre-money valuation at an astounding \$36.4 billion, and the capital provided was said to be primarily used for international expansion. Plus, DataRobot raised \$300 million in a Series G round to put their pre-money valuation at a formidable \$6 billion. Lastly, through a series of Series E funding rounds that closed in August of 2021, Dataiku raised \$400 million to achieve an astounding \$4.45 billion pre-money valuation. Also worth mentioning, Snowflake Ventures was one of the investors on said round, in which specific investment sums were undisclosed. Other cloud-native data platforms younger in their respective company life cycle are receiving funding as well. Towards the end of Q3 2021, Matillion raised an additional \$150 million to put their pre-money valuation just south of \$1.5 billion.

Over the course of the coming quarters, it will be especially interesting to monitor the likely IPO-announcements and potential acquisitions of these companies and ones alike as they look to gain market share over their publicly-traded, international counterparts.

AgileThought, announces Completion of Business Combination with LIV Capital Acquisition Corp.




LIV Capital Acquisition Corp., a special purpose acquisition company, and AgileThought, Inc., a global provider of digital transformation services, custom software development, and next-generation technologies, have completed their business combination. The combined company will operate as AgileThought, Inc. Its Class A common stock and public warrants now trade on the Nasdaq Capital Market. AgileThought successfully closed an equity capitalization of \$91.5 million through the business combination today to become a public, next-gen digital transformation company, with a market capitalization of approximately \$420m with a total of approximately 42 million outstanding shares at \$10 per share.

Date: August 23, 2021

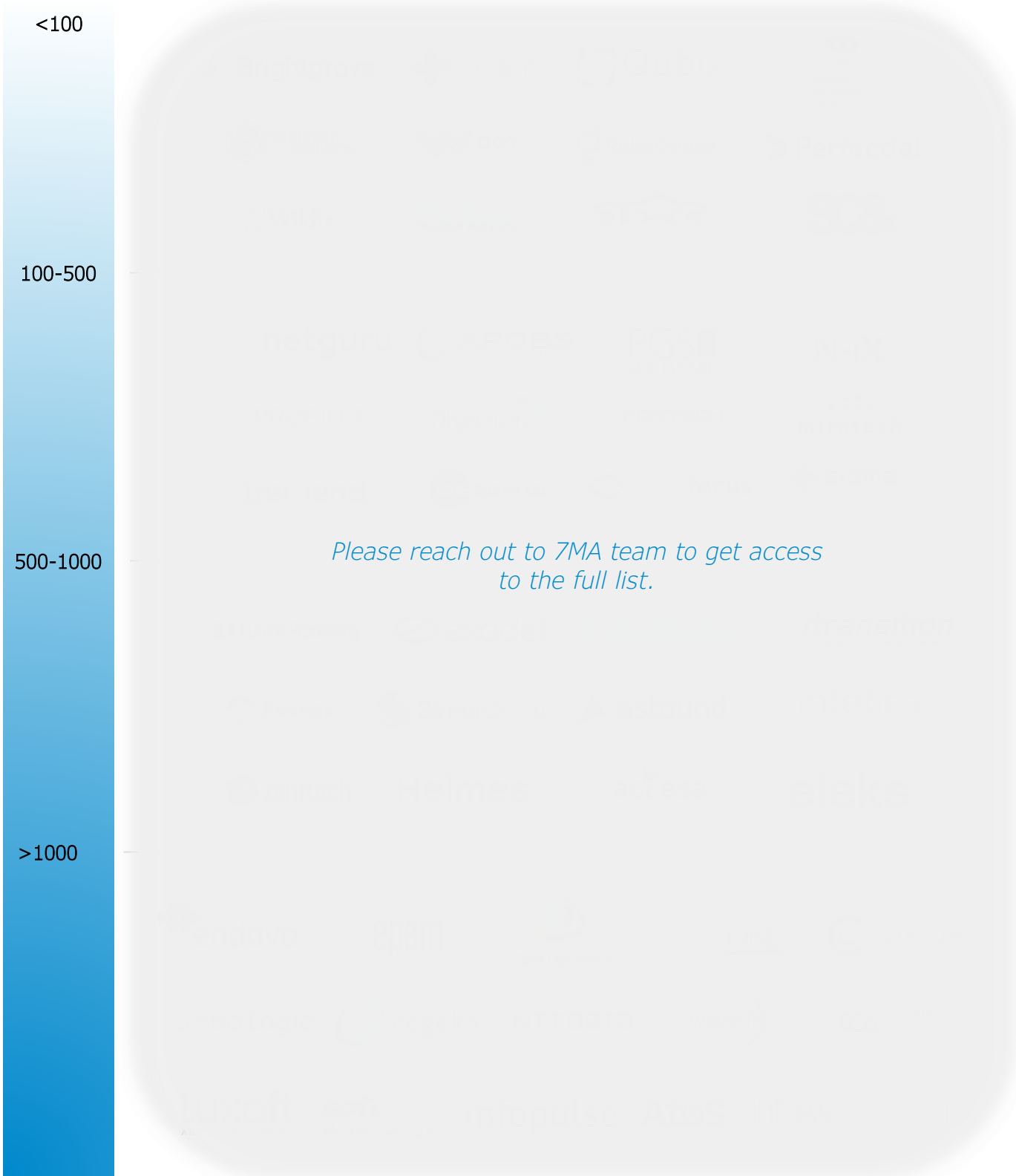
Deal Type: SPAC

Target HQ: USA

Most Notable M&A Data Analytics Acquirers in Q3 2021 (M&A and PE)



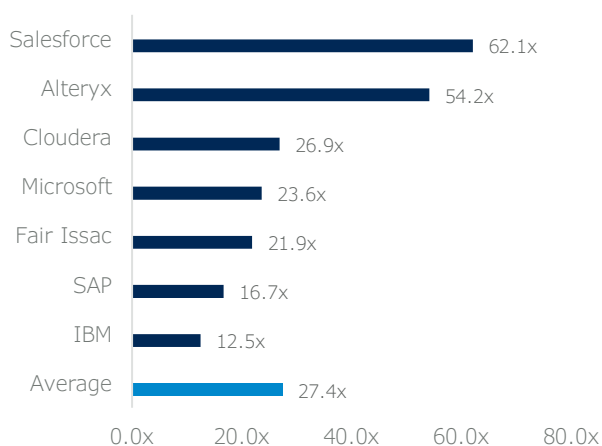
of Employees



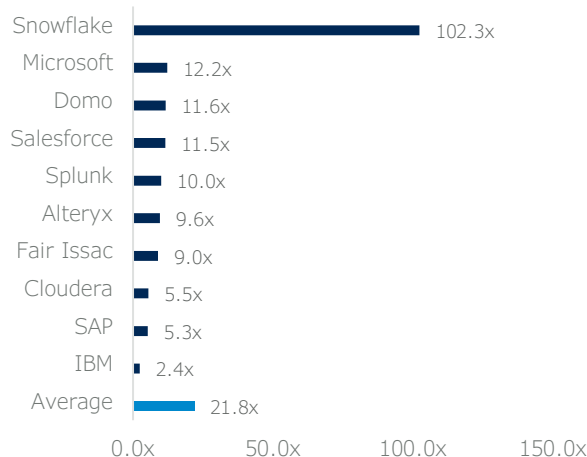
Publicly-traded Data & Analytics Software Providers – Q3 2021

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	2,056,039	87,049	168,088	18%	69%	52%	12.2x	23.6x	181,000	1,136
Salesforce	271,393	4,372	23,539	24%	74%	19%	11.5x	62.1x	56,606	479
IBM	176,490	14,123	74,404	-5%	49%	19%	2.4x	12.5x	375,300	47
SAP	170,010	10,180	32,295	-1%	72%	32%	5.3x	16.7x	105,015	162
Snowflake	87,061	(173)	851	124%	59%	-20%	102.3x	nm	2,495	3,489
Splunk	24,153	(255)	2,411	-5%	73%	-11%	10.0x	nm	7,573	319
Fair Issac	12,172	556	1,356	12%	74%	41%	9.0x	21.9x	3,841	317
Alteryx	5,077	94	529	19%	92%	18%	9.6x	54.2x	1,786	284
Cloudera	4,961	185	905	9%	81%	20%	5.5x	26.9x	2,728	182
Domo	2,712	(36)	233	21%	74%	-15%	11.6x	nm	756	359
Average	399,617	16,550	43,278	24%	67%	19%	21.8x	27.4x	104,547	850
Median	170,010	4,372	23,539	12%	72%	19%	10.0x	21.9x	56,606	319

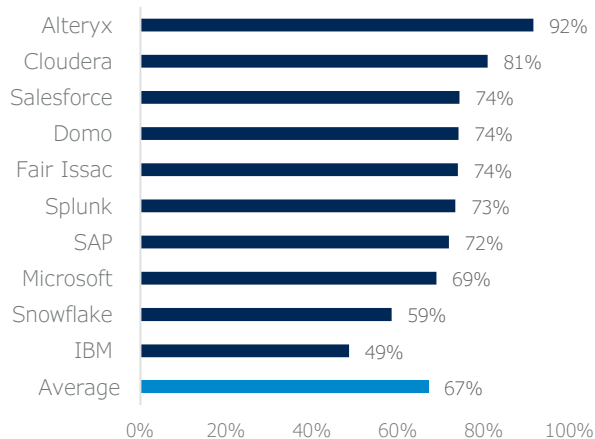
TEV / EBITDA X



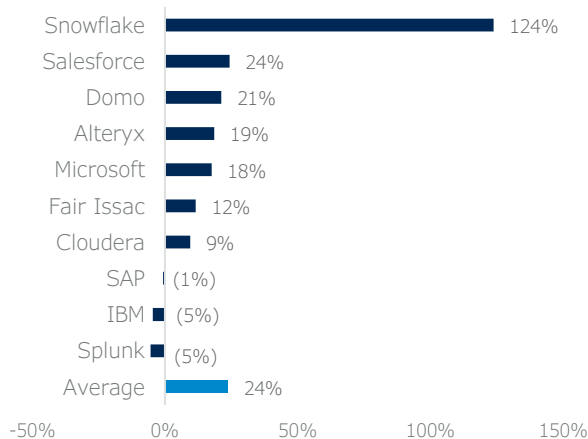
TEV / Rev X















Gross Margin %



Rev Growth YoY



Q3 2021 M&A Transactions

Date	Target	Buyer / Investor	Target Description
July-15, 2021			<ul style="list-style-type: none"> IBM has acquired Bluetab Solutions Group, a data consultancy, to extend its portfolio of data and hybrid cloud consulting services. Bluetab enables leading enterprises to drive more value from their data by transforming their on-premise data and analytics estates to hybrid multi-cloud data platforms using a combination of public cloud providers and technologies.
July-19, 2021			<ul style="list-style-type: none"> Accenture has acquired Cloudworks, a leading Toronto-based Oracle Cloud implementation service provider across North America. The deal will further enhance Accenture's capabilities to deliver Oracle solutions to clients on their journeys to the cloud. Cloudworks has leading capabilities in robotic process automation (RPA), data analytics and AI, which help maximize the business value for clients' investments in Oracle Cloud.
August-11, 2021*			<ul style="list-style-type: none"> Infostretch, a leader in digital engineering services, today announced that it has acquired Gathi Analytics, LLC, a leading data analytics solution and services company. This acquisition strengthens Infostretch's data engineering and analytics capabilities, particularly for financial services, insurance and healthcare organizations with more stringent data compliance and reliability standards.
September-7, 2021*	BENEXT		<ul style="list-style-type: none"> Accenture (NYSE: ACN) acquired BENEXT, an independent product consulting company specializing in product management, agile coaching, cloud-based development and data science. The acquisition adds approximately 160 highly skilled professionals to OCTO Technology, which is part of Accenture, and more broadly expands the European and global capabilities of Accenture Cloud First.
September-14, 2021			<ul style="list-style-type: none"> Dynatrace (NYSE: DT) has completed the acquisition of high-speed parsing and query analytics company, SpectX. This acquisition will accelerate the convergence of observability and security for modern hybrid, multi cloud environments. These environments are defined by continuous change, with an exponentially expanding volume of observability and security data that must be analyzed in context and in real time to enable autonomous operations.
September-23, 2021		 	<ul style="list-style-type: none"> Exadel, software engineering firm, has acquired Coppei, a Seattle-based digital business strategy and technology consulting firm. Founded in 2001, Coppei helps its clients build data-centric digital business solutions to outpace their competition. The firm's specialties include data & insights, project delivery & transformation consulting, and SAP enterprise resource planning (ERP) platform implementation.

*Transaction was announced during Q3 2021

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.



508 W. 5th Street,
Suites 140 & 225
Charlotte, NC 28202



+1 (704) 899-5960



www.7mileadvisors.com

Notable 7 Mile Transactions


groundswell
—
Deloitte.


acuant 
a portfolio company of Audax Private Equity
—
 **HELLOSODA**


UV | We accelerate businesses.
—
 **argano**
a portfolio company of TRINITY HUNT



—
EY 

