

Market Update

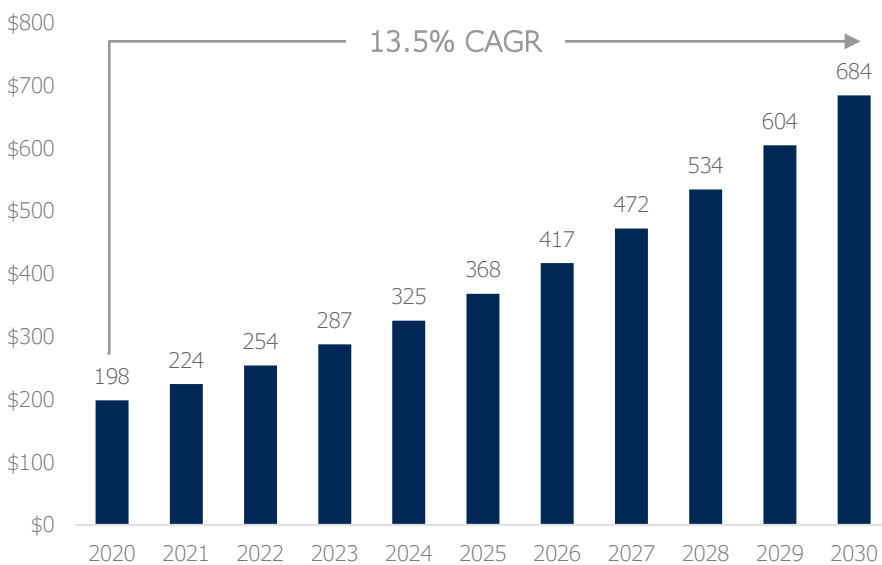
Data Science & Analytics

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

The Data Science and Analytics sector continues to be a demanding industry in 2022 as there is a big push by private equity firms and global strategics to invest into data and analytics practices in order to keep pace with client and market demand. The increasing demand for assets with advanced data capabilities has resulted in a 40% increase in the number of M&A transactions for digital assets during the past 6 months. 7 Mile expects the underlying M&A trends in Data Science and Analytics to continue to rise in 2022.

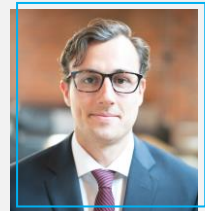
Deal volumes and valuations remain at all time highs as strategic and financial buyers have been aggressively investing in emerging data and cloud analytics spaces. In particular, the global big data and business analytics market has been a demanding industry by investors and is currently valued at 198.1b globally. Moreover, the market is expected to reach 684.1b by 2030, growing at a 13.5% CAGR during the period. The surge in adoption of big data analytics by various organizations to deliver enhanced decision making in a timely manner contributes greatly towards the growth across the market.

Big Data and Business Analytics Market



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 or Iliia Ulianchuk if you would like to learn more about Data Science and Analytics.

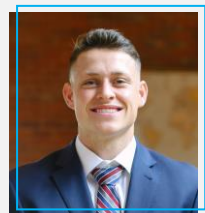
Sector Coverage Team



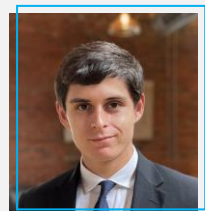
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Persistent Systems has acquired MediaAgility, a Google Cloud Premier Partner



Persistent Systems has acquired MediaAgility, a Google Cloud Premier Partner. MediaAgility is a global cloud transformation services provider with deep expertise building scalable, cloud-based solutions as a Google Cloud Premier Partner. The Company provides cloud-native application development and modernization, analytics and AI, cloud engineering, migrations, and managed services to its' 35+ enterprise service clients across the globe. With 500+ employees in the US, Mexico, the UK, and India, Media Agility has 31 Google Cloud Partner Expertise designations, 330+ Google Cloud certifications, and seven Google Cloud partner specializations. This acquisition will expand Persistent's ability to execute cloud-based digital transformation journeys for our global clients with the increased demand for Google Cloud expertise,

Date: March 14, 2022
Deal Type: Buyout/LBO
Target HQ: USA

Concord, an H.I.G. Capital Portfolio Company, completes acquisition of Evolytics, a digital analytics consulting firm



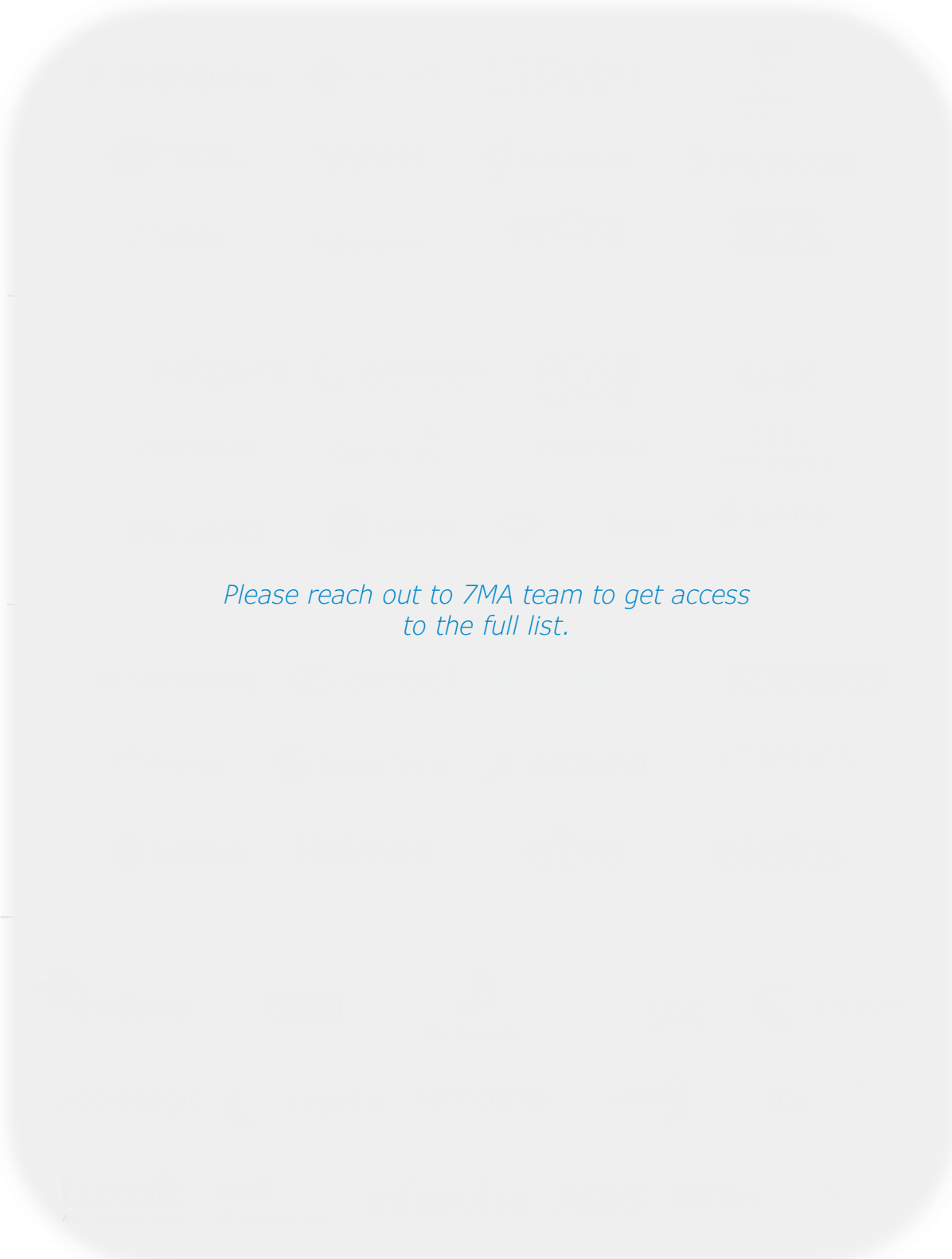
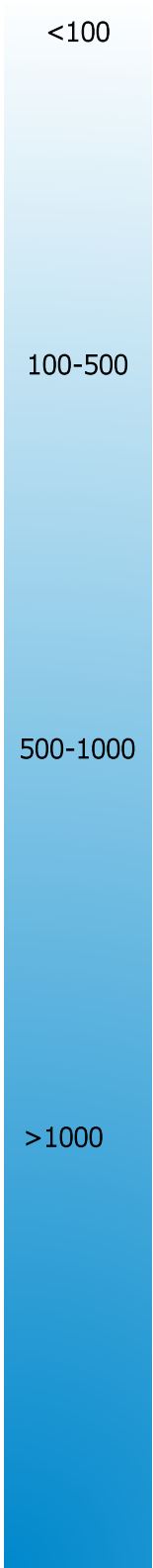
H.I.G. Capital ("H.I.G."), a leading global alternative investment firm, announced its portfolio company, Concord USA, LLC ("Concord"), has acquired Evolytics, LLC ("Evolytics"), which represents Concord's second add-on acquisition this year. Evolytics provides digital analytics and consulting services to leading enterprise customers and brands worldwide. With expertise in data and marketing analytics, Evolytics supports digital transformation and growth initiatives for customers primarily in the financial services, technology, and ecommerce industries. The acquisition will strengthen Concord's capabilities in the high growth data and marketing analytics sector.

Date: March 31, 2022
Deal Type: Buyout/LBO
Target HQ: Kansas City, MO

Most Notable M&A Data Analytics Acquirers in Q1 2022



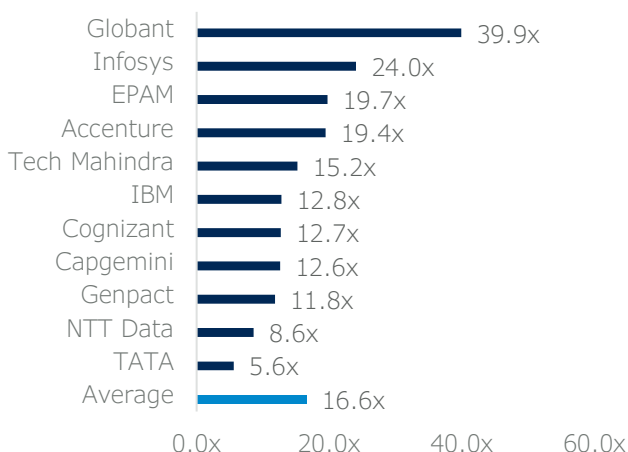
of Employees



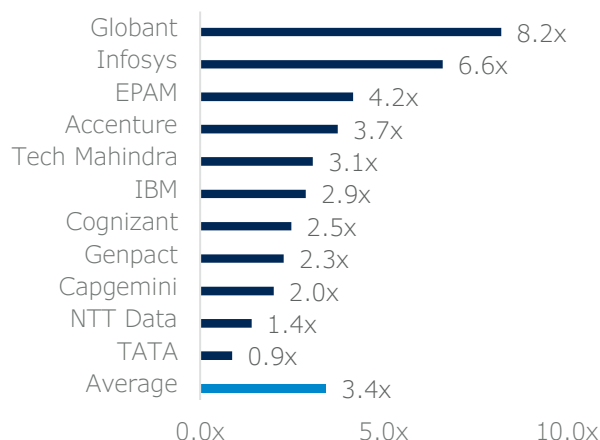
Publicly-traded Data & Analytics Service Providers – Q1 2022

| 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 |
|----------------|---------------|----------------|---------------|----------------|------------|------------|-------------|----------------|----------------|---------------|
| Accenture | 212,280 | 10,934 | 56,695 | 14% | 32% | 19% | 3.7x | 19.4x | 699,000 | 30 |
| IBM | 164,912 | 12,899 | 57,351 | 4% | 55% | 22% | 2.9x | 12.8x | 307,600 | 54 |
| Infosys | 103,416 | 4,307 | 15,644 | 6% | 34% | 28% | 6.6x | 24.0x | 279,617 | 37 |
| Cognizant | 45,958 | 3,626 | 18,507 | 11% | 37% | 20% | 2.5x | 12.7x | 330,600 | 14 |
| Capgemini | 42,981 | 3,418 | 21,471 | 15% | 26% | 16% | 2.0x | 12.6x | 324,684 | 13 |
| NTT Data | 31,992 | 3,740 | 22,843 | 2% | 26% | 16% | 1.4x | 8.6x | 143,081 | 22 |
| Tech Mahindra | 17,538 | 1,155 | 5,715 | 3% | 47% | 20% | 3.1x | 15.2x | 126,263 | 14 |
| EPAM | 15,672 | 794 | 3,758 | 41% | 34% | 21% | 4.2x | 19.7x | 58,000 | 27 |
| Globant | 10,635 | 267 | 1,297 | 59% | 38% | 21% | 8.2x | 39.9x | 23,526 | 45 |
| Genpact | 9,158 | 776 | 4,022 | 8% | 36% | 19% | 2.3x | 11.8x | 109,600 | 8 |
| TATA | 959 | 172 | 1,103 | 8% | 59% | 16% | 0.9x | 5.6x | 5,100 | 19 |
| Average | 59,591 | 3,826 | 18,946 | 16% | 39% | 20% | 3.4x | 16.6x | 218,825 | 26 |
| Median | 31,992 | 3,418 | 15,644 | 8% | 36% | 20% | 2.9x | 12.8x | 143,081 | 22 |

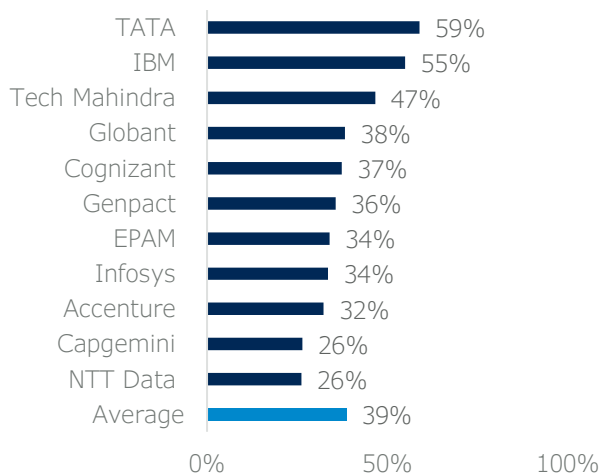
TEV / EBITDA X



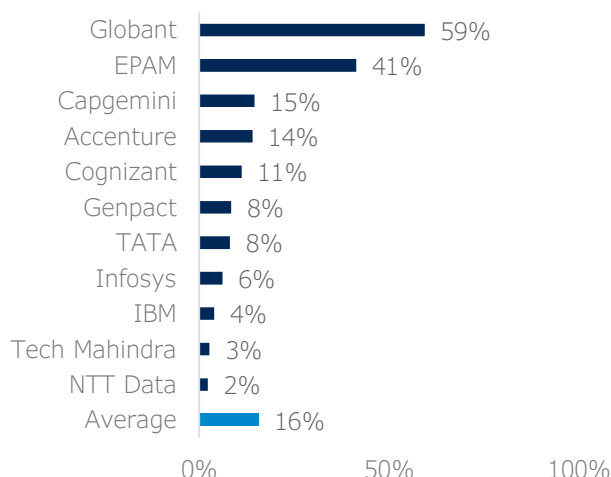
TEV / Rev X



Gross Margin %



Rev Growth YoY



Q1 2022 M&A Transactions

| Date | Target | Buyer / Investor | Target Description |
|-------------------|--|--|---|
| January 4, 2022 |  Cloudreach™ |  Atos | Atos has acquired Cloudreach, a leading multi-cloud services company specializing in public cloud application development and cloud migration, with strong partnerships with all three hyperscalers. Through this acquisition Atos welcomes over 600 highly skilled cloud professionals to further strengthen its global cloud expertise. |
| January 5, 2022 |  fractal |  TPG | TPG, a leading global alternative asset firm, and Fractal (fractal.ai), a global provider of artificial intelligence and advanced analytics solutions to Fortune 500® companies, signed a definitive investment agreement. TPG is investing US\$ 360 million in Fractal through TPG Capital Asia, the firm's Asia-focused private equity platform, in a transaction that includes a combination of primary investment and secondary share purchase from Funds advised by Apax, who will remain a major shareholder following the transaction. |
| January 14, 2022 |  STARSHEMA |  HCL | HCL Technologies acquired Starschema, a leading provider of data engineering services, based in Budapest, Hungary. Starschema provides consulting, technology, and managed services in data engineering to Global 2000 companies in the U.S. and Europe. The strategic acquisition will bolster HCL's capability in digital engineering driven by data engineering and increase its presence in Central and Eastern Europe. In addition, HCL will strengthen its position in data engineering. |
| January 30, 2022 |  TRIFACTA |  alteryx | Alteryx, Inc. has acquired Trifacta, a San Francisco-based company that offers cloud-first capabilities to help enterprises drive their analytics transformation at scale. Trifacta has gained a strong footprint into the Global 2000 and large enterprises. With the acquisition, Alteryx will be uniquely positioned to offer large enterprises an integrated end-to-end, low code/no code analytics automation platform in the cloud, serving the needs of the entire enterprise: data analytics teams, IT/data engineering teams and business users. |
| February 16, 2022 |  xeris |  ACCOLITE DIGITAL Transforming the Future. Now | Accolite Digital, a leader in cloud and digital product engineering services announced today that it has made a majority investment in Xeris, a Canadian cloud and software development services provider. Xeris is a remote-first cloud technology services company providing custom cloud technology, microservices, application development, data, and AI expertise with partnerships across AWS, Azure, GCP, HashiCorp, and Snowflake. |
| February 24, 2022 |  Blue.cloud |  HUDSON HILL CAPITAL | Global cloud-only digital transformation company Blue.cloud, announced that it has received a majority equity investment at an enterprise value exceeding \$100 million from Hudson Hill Capital. The growth investment in Blue.cloud will enable the company to focus heavily on expanding AI capabilities, executing acquisitions, and continuing to build a world-class team of IT leaders across all business practices. |

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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Notable 7 Mile Transactions

