

Market Update

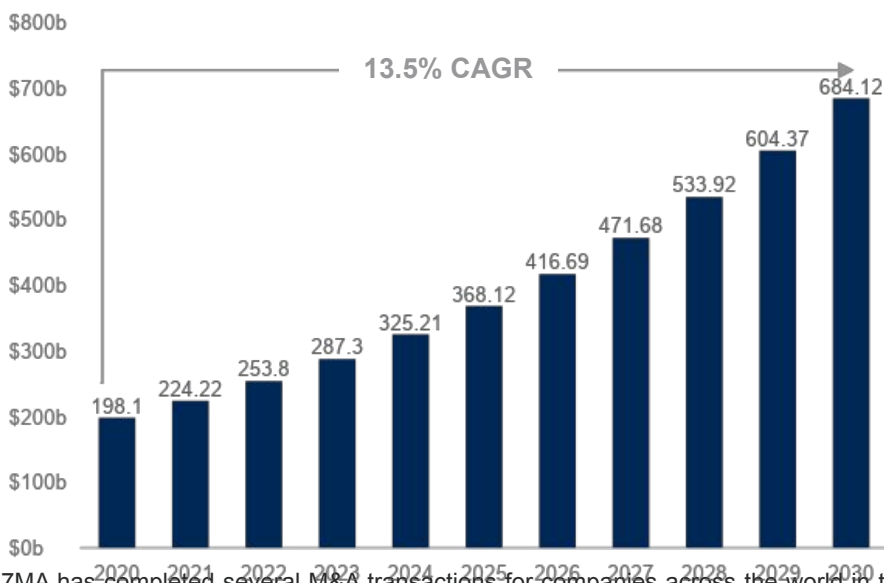
Data Science & Analytics

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The Data Science and Analytics sector proved to be a demanding industry throughout 2022 as there was a large push by private equity firms and global strategics to invest heavily in data and analytics practices to keep pace with growing market demand. The increasing demand for assets with advanced data and analytics capabilities resulted in a massive increase in M&A transactions during Q4 2022, with many large notable transactions completed, such as Aspirent and Tredence. 7 Mile expects the underlying M&A trends in the Data Science and Analytics sector heading into 2023.

Deal volumes and valuations remain strong and high 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 \$254.0b globally. Moreover, the market is expected to reach \$684.1b by 2030, growing at 13.5% CAGR during the period.

Big Data and Business Analytics Market



7MA has completed several 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 Tim Frye, Garth Martin, or Ilia Ulianchuk if you would like to learn more about Data Science and Analytics.

Sector Coverage Team



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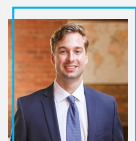
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NTT Acquires Aspirent, a leading data, analytics and advisory firm



NTT DATA, a global digital business and IT services leader, has successfully closed its previously announced acquisition of Aspirent, a leading data, analytics and advisory firm headquartered in Atlanta.

Aspirent will add over 230 data advisors and technologists to NTT DATA's digital transformation services team and bolster its data engineering capabilities across key data partners such as Azure, AWS, Databricks, and Snowflake. This acquisition supports and accelerates NTT DATA's strategy to be the preferred digital innovation partner for enterprises globally. Aspirent will operate under the new brand, Aspirent, an NTT DATA company.

Date: November 15, 2022

Deal Type: M&A

Target HQ: USA

Tredence Raises \$175 Mn in Series B Funding from Advent International



Tredence, the Data Science and AI Solutions company, today announced it has raised USD 175 million in Series B funding from Advent International ("Advent") to accelerate data-fueled growth and AI value realization for industries. Advent will acquire a minority stake in Tredence with the \$175 million investment. Advent, alongside Tredence's co-founders and CPF, will work with the company through continued investment in vertical and domain expertise, IP and accelerator repository, channel partner development, and operational excellence. The partnership will help drive Tredence's vision to become the world's most indispensable data and analytics partner. As a part of the transaction, Advent will be joining the Tredence board.

Date: December 22, 2022

Deal Type: Minority

Target HQ: USA

Most Notable M&A Data Analytics Acquirers in Q4 2022



of Employees

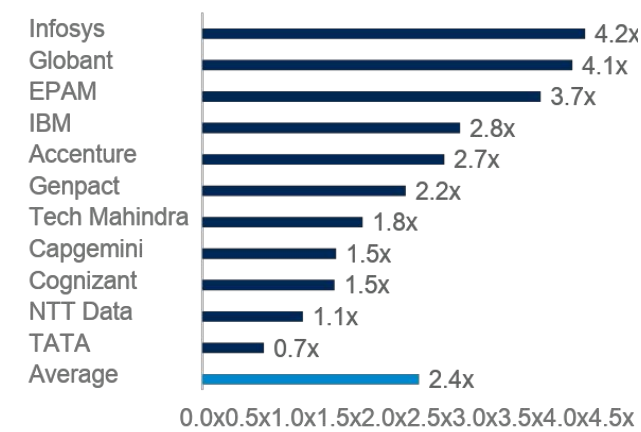
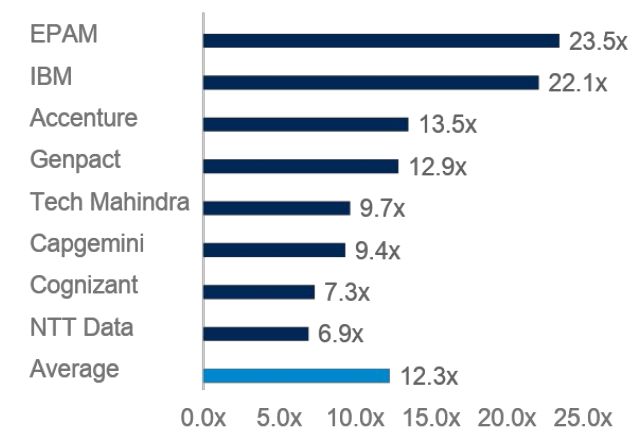


Publicly-traded Data & Analytics Service Providers – Q4 2022

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	166,127	12,298	62,377	22%	32%	20%	2.7x	13.5x	738,000	23
IBM	171,710	7,771	60,533	4%	54%	13%	2.8x	22.1x	307,600	56
Infosys	73,840	-	17,529	20%	31%	-	4.2x	-	335,186	22
Cognizant	28,180	3,840	19,366	11%	36%	20%	1.5x	7.3x	349,400	8
Capgemini	33,396	3,570	22,677	15%	26%	16%	1.5x	9.4x	324,684	10
NTT Data	24,123	3,478	21,790	10%	26%	16%	1.1x	6.9x	155,531	16
Tech Mahindra	11,351	1,173	6,434	18%	45%	18%	1.8x	9.7x	125,490	9
EPAM	17,500	746	4,701	41%	32%	16%	3.7x	23.5x	58,000	30
Globant	6,797	-	1,669	59%	38%	-	4.1x	-	26,500	26
Genpact	9,717	756	4,341	8%	35%	17%	2.2x	12.9x	117,700	8
TATA	752	142	1,108	11%	57%	13%	0.7x	5.3x	5,200	14
Average	49,409	3,753	20,230	20%	38%	16%	2.4x	12.3x	231,208	20
Median	24,123	3,478	17,529	15%	35%	16%	2.2x	9.7x	155,531	16

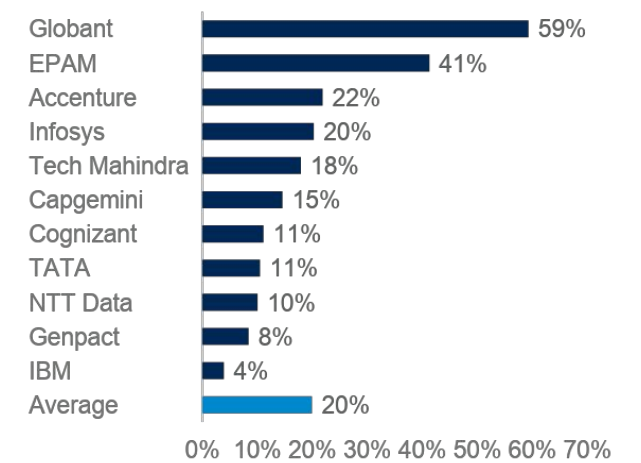
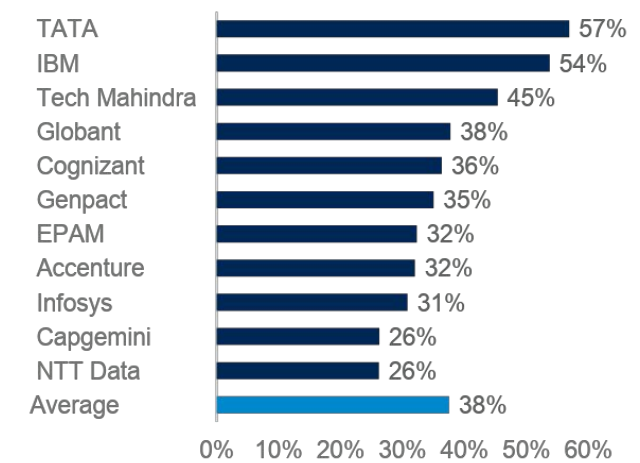
TEV / EBITDA X

TEV / Rev X
















Gross Margin %

Rev Growth YoY



Q4 2022 M&A Transactions

October 3, 2022			Deloitte has acquired SFL Scientific, a leading artificial intelligence strategy and data science consulting firm. This acquisition underscores Deloitte's commitment to investing in the capabilities that public and private sector clients need to transform their businesses for future success. Combining SFL Scientific's deep science and analytics knowledge with Deloitte's breadth of AI capabilities and industry depth and experience further positions Deloitte as an AI leader
October 10, 2022			Capgemini has acquired Braincourt, a Germany-based firm specialized in business intelligence and data science services. The deal sees a team of around 90 staff transition to Capgemini's German division. The firm specializes in designing and developing business intelligence and data science solutions on the technology stacks of vendors including Atlassian, Board, Microsoft, SAP and Tableau.
October 20, 2022			Superstep Capital, a private equity firm focused on transformative technology services businesses, today announced a strategic investment in One Six Solutions to accelerate the Chicago-based data and cloud transformation firm's next stage of growth. The partnership will bolster One Six's impressive organic growth on its path to becoming a premium brand in data and cloud services.
October 25, 2022		 	66degrees, a Google Cloud Premier Partner, announced its merger with Pandera Systems, with additional investment from Sunstone Partners, creating the second largest pure-play Google Cloud services firm in North America by both employee count and professional services revenue. Pandera Systems, headquartered in Orlando, is a global analytics and technology provider with a primary focus on developing innovative data solutions, leveraging the advanced capabilities of the cloud.
November 9, 2022			PwC US has acquired Sagence, a consulting firm that specializes in data management and analytics. This acquisition positions PwC as a leading player in data strategy and data cloud transformation capabilities and further establishes the firm as a preeminent digital business partner. The acquisition of Sagence combined with PwC's existing data and analytics expertise will help clients across industries further modernize their data in the cloud.
January 5, 2023			Align Capital Partners has recapitalized Cleartelligence, a data engineering and analytics consultancy based in Boston. Cleartelligence was founded in 2011 by managing partners Joe Marino and Ron Keler and specializes in helping healthcare, life sciences, and manufacturing industry clients solve data-centric problems. The firm's technology partners include Databricks, Snowflake, and Tableau

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

  <small>a portfolio company of</small> 	 	  <small>a portfolio company of</small> 
  	 <small>a portfolio company of</small>  	 

