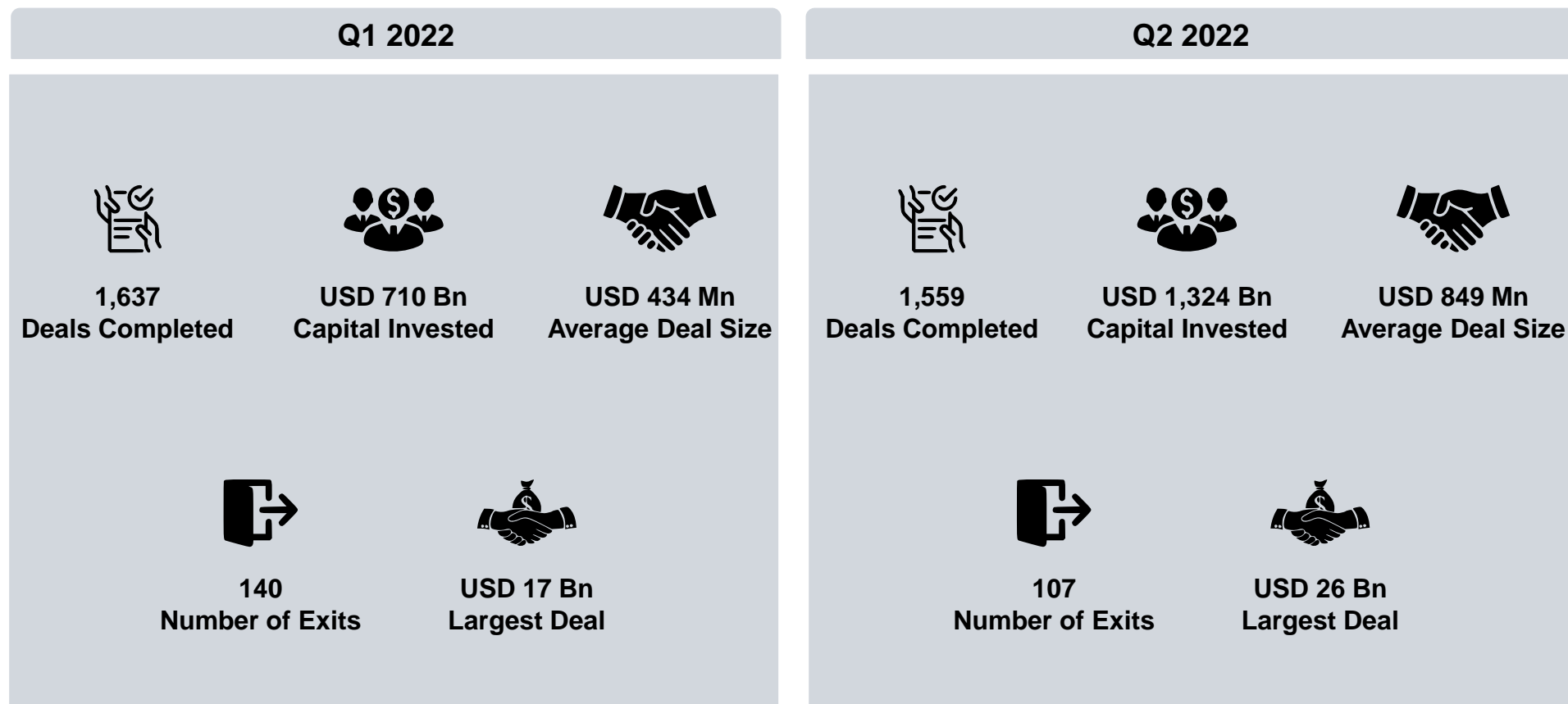


Emerging Tech Edition

Global Private Equity Factbook – Q2 2022



Global PE deal activity in Q2 2022 marked by lower deal volumes; average deal size doubled due to a few megadeals



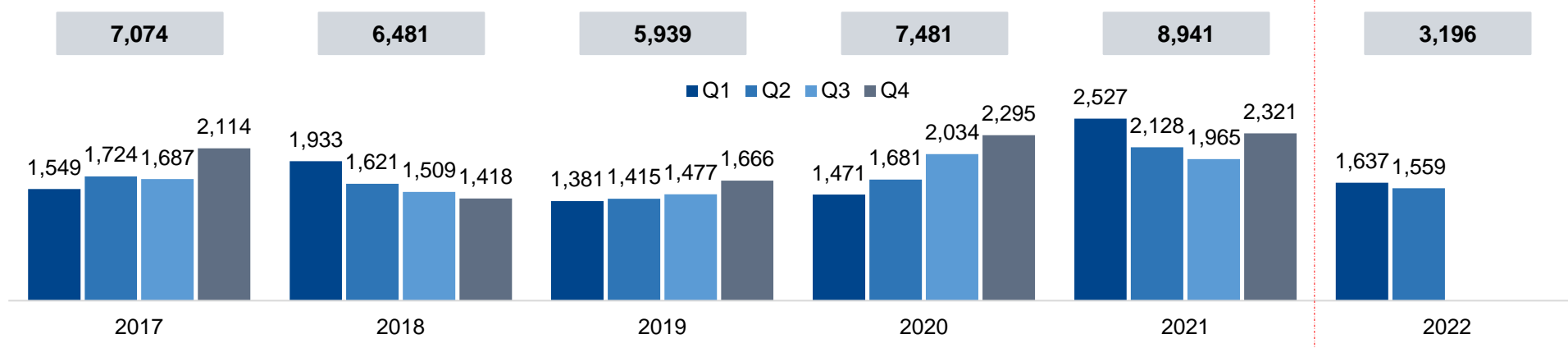
Source: Pitchbook, Aranca Analysis

Note: Quarter represents the calendar year.

Deal volume declined by 5% QoQ on account of rise in company valuations attributed to inflation and recessionary outlook

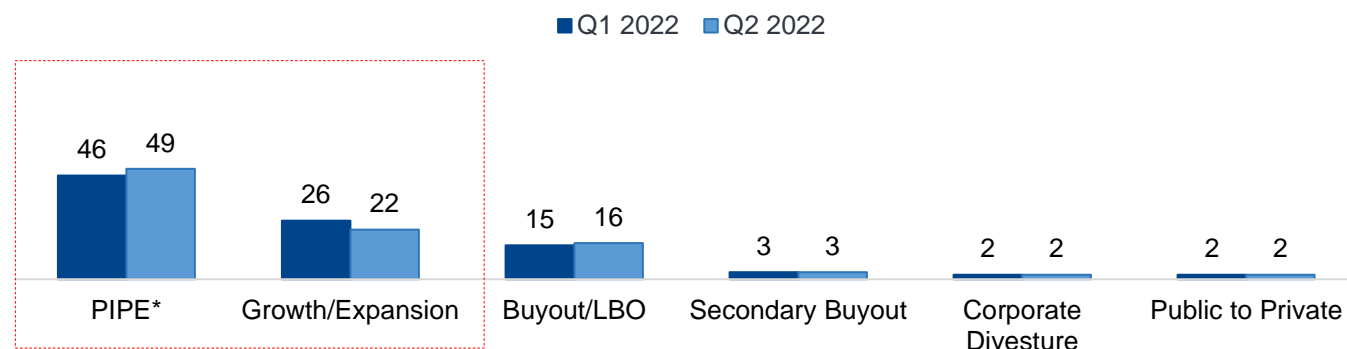
Number of Deals

Figures in Units



Type of Deals

Figures in Percentages



Indicates annual/YTD deals completed

“The momentum has slowed and the pipeline of new investments is facing headwinds as galloping inflation blows valuations wide apart.”

– Private Equity Firm

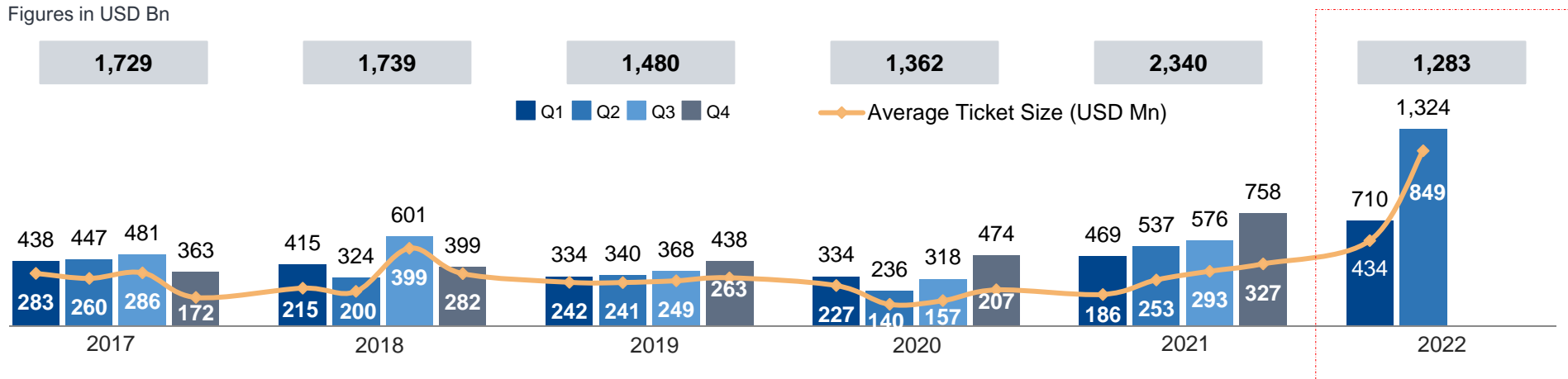
Source: Pitchbook, Aranca Analysis

Note: *PIPE: Private Investment in Public Equity

Capital invested by PE firms surged 86% QoQ, led by completion of several megadeals

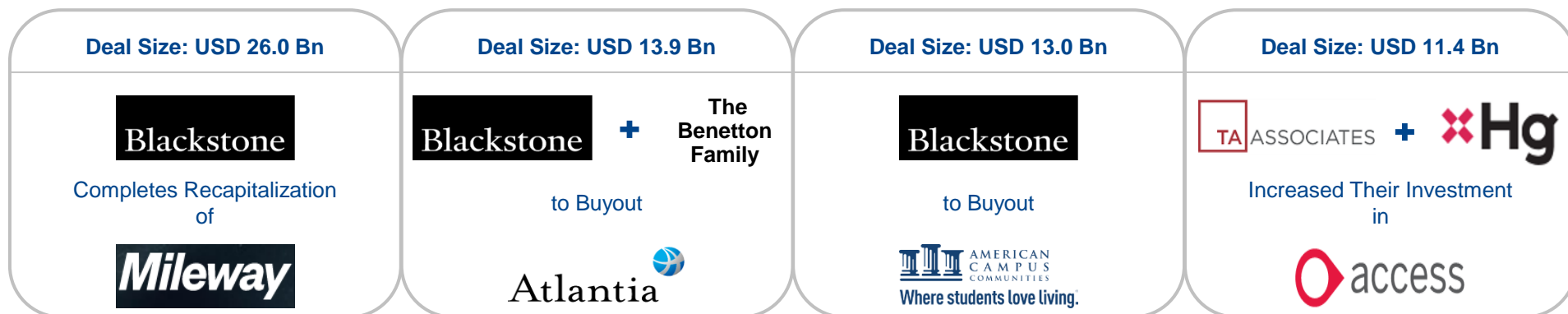
Capital Invested

Figures in USD Bn



Top Deals

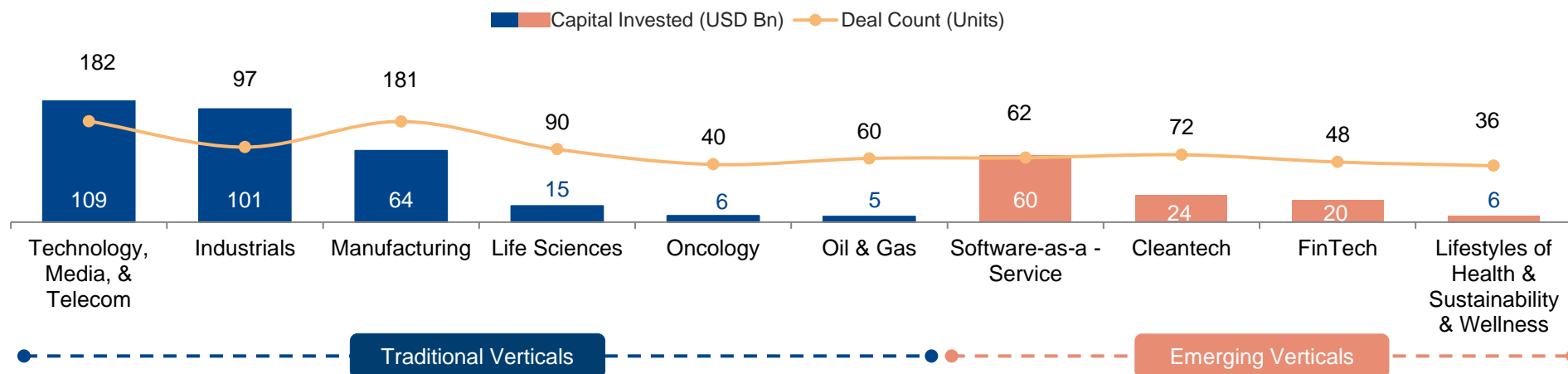
Indicates annual/YTD capital invested



Source: Pitchbook, Aranca Analysis

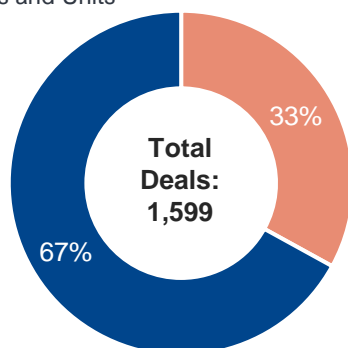
33% of deals completed by PE firms targeted at investments in emerging sectors such as SaaS, Cleantech, and FinTech

Top Verticals – Q2 2022



Traditional Verticals vs. Emerging Verticals – Q2 2022

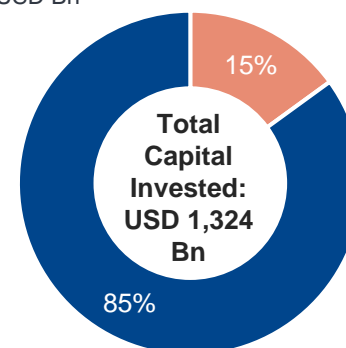
Figures in Percentages and Units



Emerging verticals accounted for **~40% of deal volume** in the previous quarter (Q1 2022)

Source: Pitchbook, Aranca Analysis

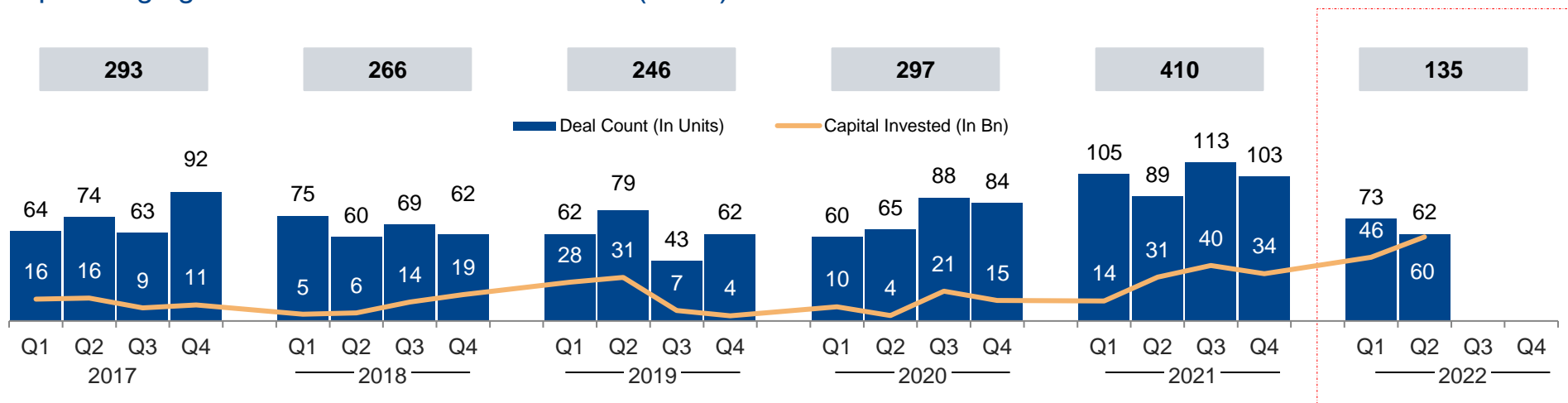
Figures in Percentages and USD Bn



Emerging verticals attracted **33% of capital invested** in the previous quarter (Q1 2022)

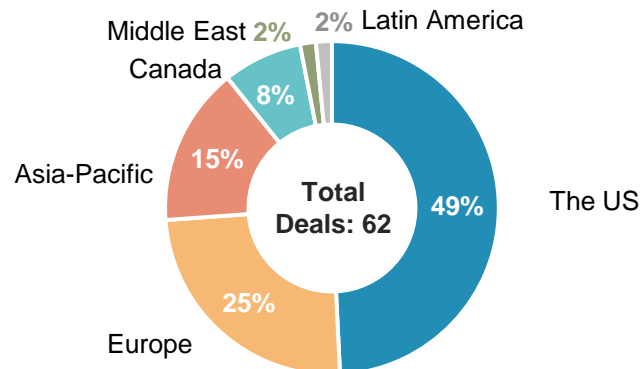
Growing adoption of SaaS applications and recurring subscription revenue model drive PE investments

Top Emerging Vertical: Software-as-a-Service (SaaS)



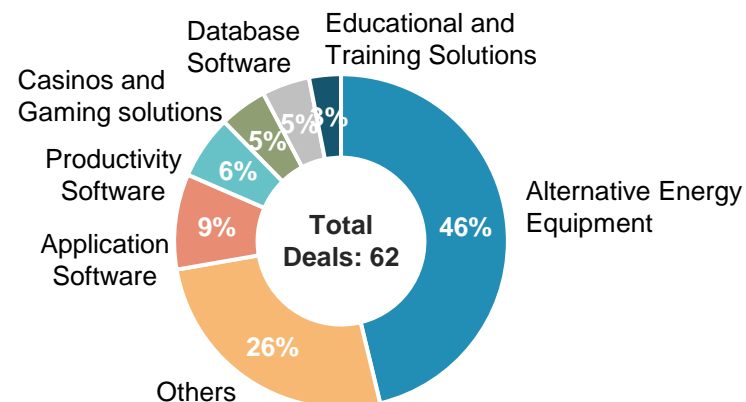
SaaS Deal Volume: By Geography

Figures in Percentages and Units



SaaS Deal Volume: By Primary Industry

Figures in Percentages and Units



Source: Pitchbook, Aranca Analysis

*Note: Deals include completed and announced

Top three deals accounted for ~54% of total capital invested in SaaS industry

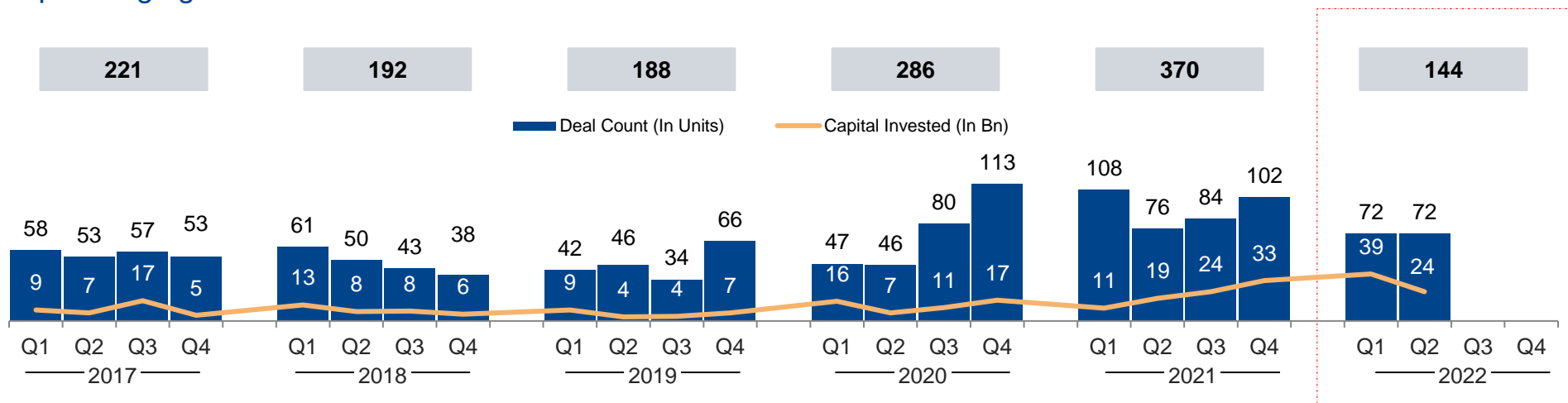
SaaS – Top Deals

Company Name	Deal Date	Deal Size (USD Mn)	Business Description	Investors	Deal Size/ EBITDA	Deal Size/ Revenue	EV/ EBITDA	EV/ Revenue
The Access Group	Jun-2022	11,467	Provides CRM, recruitment, ERP, and other software solutions	GIC, HG Capital, TA Associates Management	-	-	-	-
Anaplan	Jun-2022	10,700	Provides business planning software	Thoma Bravo	-57.55x	16.94x	-	16.46x
Zendesk (NYS: ZEN)	Jun-2022	10,200	Provides SaaS products related to CRM	Abu Dhabi Investment Authority, GIC, Hellman & Friedman, Permira	-67.27x	7.14x	-	6.37x
SailPoint Technologies (NYS: SAIL)	Apr-2022	6,900	Provides identity management and governance for unstructured data access	Thoma Bravo	-133.10x	14.88x	-	13.99x
Mimecast	May-2022	5,800	Provides cloud-based cyber security services	Permira	46.15x	10.08x	42.84x	9.36x
Convetrus	May-2022	3,034	Provides animal-health technology products and services	Clayton, Dubilier & Rice, Ischyros New York, TPG	15.88x	0.66x	20.33x	0.84x
Veracode	Apr-2022	2,500	Provides cloud-based application intelligence and security verification services	Sixth Street Partners, TA Associates Management	-	-	-	-
Version 1	Apr-2022	875	Provides IT services and solutions	Partners Group	-	-	-	-
Tufin	Apr-2022	570	Provides security policy management with specialization in automation of security policy changes across hybrid platforms	Turn/River Capital	-14.84x	4.93x	-	4.22x
Utimaco	Jun-2022	449	Provides on-premise and cloud-based hardware security solutions	SGT German Private Equity	-	-	-	-
Median					-36.19x	8.61x	31.58x	7.86x

Source: Pitchbook, Aranca Analysis

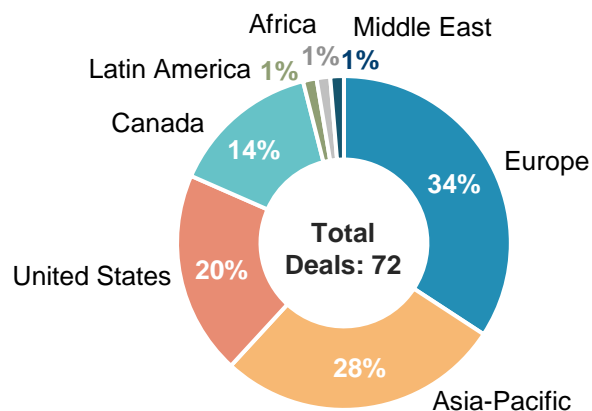
PE investments in Cleantech primarily focused on companies engaged in renewable energy, electric vehicles, waste management

Top Emerging Vertical: Cleantech



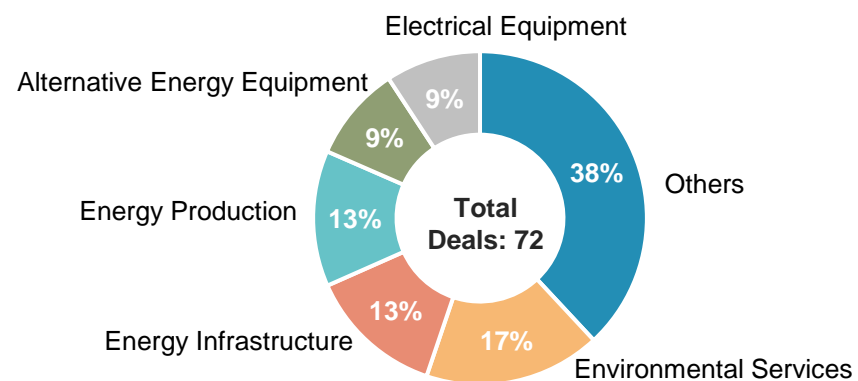
Cleantech Deal Volume: By Geography

Figures in Percentages and Units



Cleantech Deal Volume: By Primary Industry

Figures in Percentages and Units



Source: Pitchbook, Aranca Analysis

*Note: Deals include completed and announced

Top three deals represented ~62% of total capital invested in Cleantech industry

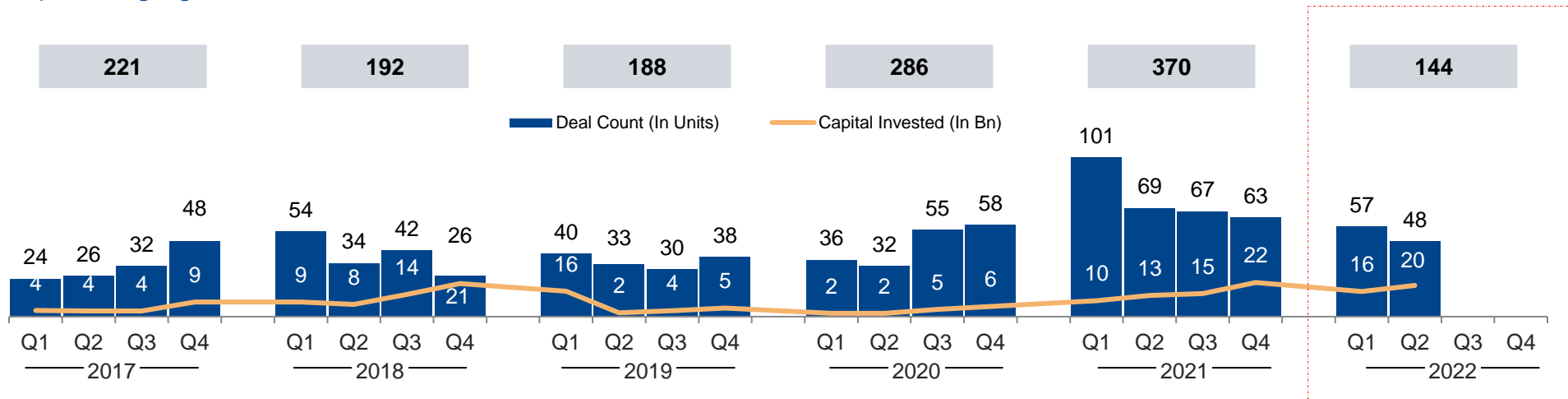
Cleantech – Top Deals

Company Name	Deal Date	Deal Size (USD Mn)	Business Description	Investors	Deal Size/ EBITDA	Deal Size/ Revenue	EV/ EBITDA	EV/ Revenue
Eletrobras	Jun-2022	6,880	Generates, transmits, and distributes hydroelectric power	-	2.68x	0.95x	-	-
Contemporary Amperex Technology	Jun-2022	6,699	Develops and manufactures lithium-ion batteries	-	2.32x	0.27x	-	-
Waste Management NZ	Apr-2022	1,305	Provides resource recovery, recycling, waste, and environmental services	Igneo Infrastructure Partners	-	-	-	-
CNNP Rich Energy	May-2022	1,146	Engages in R&D of non-nuclear clean energy sources, such as wind power	China Life Insurance, China Nuclear Industry Fund Management, CITIC Securities, Huiyi Dequing, and others	-	-	-	-
Intersect Power	Jun-2022	750	Provides low-carbon solutions	Climate Adoptive Infrastructure, TPC, Trilantic North America	-	-	-	-
Ace Delta	Jun-2022	650	Operates as a renewable energy storage hub	Alberta Investment Management, GIC, Haddington Ventures, Manulife Financial Corporations, Ontario Teachers' Pension Plan	-	-	-	-
Boralex (TSE:BLX)	Apr-2022	577	Produces renewable energy	Energy Infrastructure Partners	-	-	-	-
Tata Power Renewable Energy	Apr-2022	526	Specializes in wind and solar power generation	BlackRock Real Assets, Mubadala Investment Company	-	-	-	-
Grupo Gransolar	Apr-2022	467	A group of vertically integrated companies focusing on solar photovoltaic energy and battery storage systems	Trilantic Europe	-	-	-	-
Enerparc	Apr-2022	374	Specializes in developing, engineering, building and operating distributed utility-scale photovoltaic projects	Ingka Investment	-	-	-	-
Median					2.50x	0.61x	-	-

Source: Pitchbook, Aranca Analysis

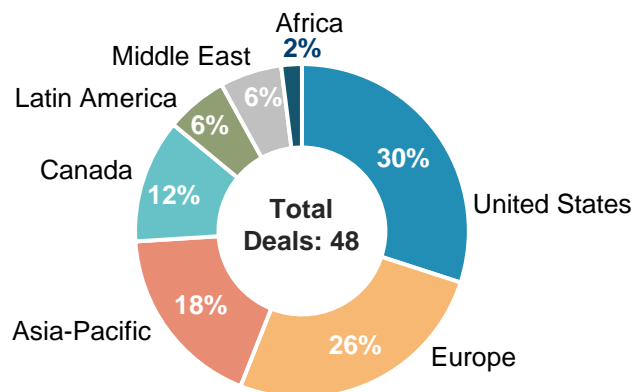
PE investments in FinTech up ~24% QoQ, driven by growing demand for secure, swift digital transactions

Top Emerging Vertical: FinTech



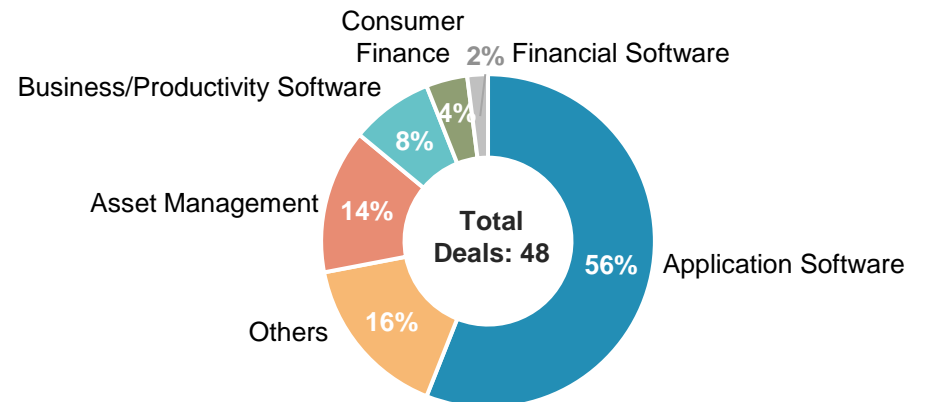
FinTech Deal Volume: By Geography

Figures in Percentages and Units



FinTech Deal Volume: By Primary Industry

Figures in Percentages and Units



Source: Pitchbook, Aranca Analysis

*Note: Deals include completed and announced

Megadeals in FinTech primarily focused on digital payments, blockchain services

FinTech – Top Deals

Company Name	Deal Date	Deal Size (USD Mn)	Business Description	Investors	Deal Size/ EBITDA	Deal Size/ Revenue	EV/ EBITDA	EV/ Revenue
Bottomline Technologies	May-2022	2,600	Provides e-payment digital solutions	Thoma Bravo	83.88x	5.13x	80.06x	4.90x
PrimeBlock	Apr-2022	1,250	Provides a range of blockchain services based on community blockchain cloud	10X Capital Venture Acquisition II, Cantor Fitzgerald	-	-	-	-
Sofinnova Partners	May-2022	1,137	A venture capital firm	Apollo Global Management (NYS: APO)	55.66x	12.40x	-	-
Coda Payments	Apr-2022	690	Provides monetization solutions for digital products and services	GIC, Insights Partners, Smash Ventures	-	-	-	-
Pagaya (NAS: PGY)	Jun-2022	350	Enables financial institutions to expand access to customers through its AI network	GIC, G Squared, Healthcare of Ontario Pension Plan, Tiger Global	-3.90x	0.78x	-	-
CAIS	Jun-2022	290	Operates as an alternative investment platform for financial advisors	Apollo Global Management, Franklin Templeton, Reverence Capital Partners, Milton Berlinski, Motive Partners	-	-	-	-
Merchant eSolutions	Apr-2022	210	An end-to-end payment platform that offers flexible and secure payment processing	Integrum Holdings	-	-	-	-
Voyager Innovation	Apr-2022	200	Provides mobile-based remittances, mobile software, and digital lending tools	EDBI, First Pacific, GIC, International Finance Corporation, SIG Ventures, and others	-	-	-	-
Unizen	Apr-2022	165	A digital asset exchange platform that offers global traders and retail investors free access to blockchain projects	Global Emerging Markets	-	-	-	-
Buckaroo	Apr-2022	127	Provides payment solutions	Keensight Capital	-	-	-	-
Median					55.66x	5.13x	80.06x	4.90x

Source: Pitchbook, Aranca Analysis

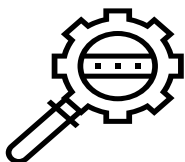
PE Industry Outlook



- **PE investments likely to be impacted in near term on expected economic slowdown**



- **Growing demand for automation and technological innovations in all sectors likely to accelerate deal activities in technology and software-related verticals**



- **PE investors expected to focus on driving value in portfolio companies amid fears of looming economic recession**

Source: Aranca Analysis



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