

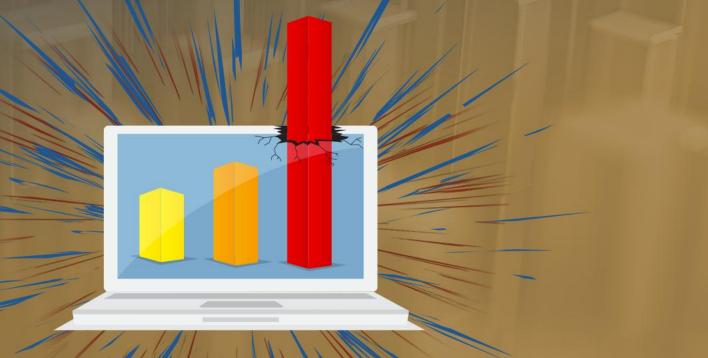
### **Tech M&A Monthly**

Starts in 2 minutes

CORUM Tech M&A Monthly

## **Record M&A Markets**

**Trends Every CEO Should Watch** 





**Email questions to** 

info@corumgroup.com

This event is being recorded

On demand webcast will be available at www.corumgroup.com



#### **Merge Briefing**



## MERGE BRIEFING

- 90 Minutes
- Industry Update
- Overview of the M&A Process



#### Selling Up, Selling Out





- Half-Day
- Tech M&A Bootcamp
- The most attended tech executive conference in history









- Half-Day
- Tech M&A Bootcamp
- The most attended tech executive conference in history

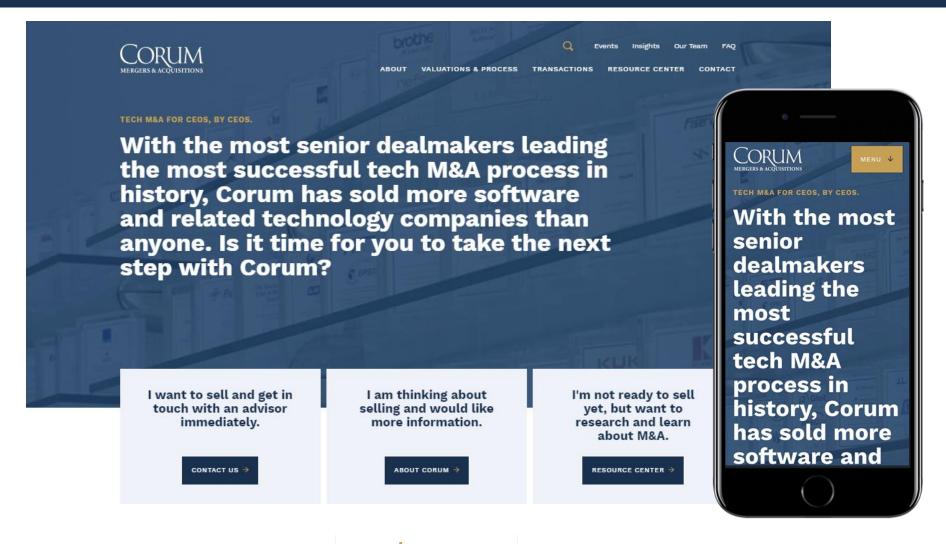
### MERGE BRIEFING



- 90 Minutes
- Industry Update
- Overview of the M&A Process

#### CorumGroup.com





40
Years in business

\$20B
In wealth created

500+
Closed transactions

#### **World Tech M&A Leaders**





Focus—sell side, technology only

Detailed, professional, global process

Team approach, senior dealmakers

World Technology Council

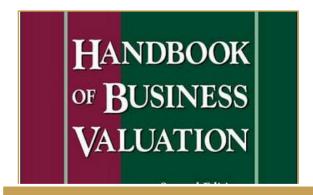
SOLD MORE SOFTWARE-RELATED FIRMS THAN ANYONE

#### **World Tech M&A Leaders**





Research

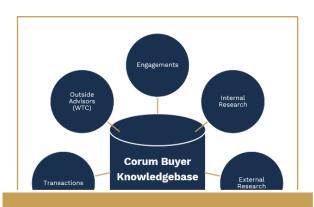


**Valuation** 

JEFFREY D. JONES



**Education** 



**Database** 

#### **World Tech M&A Leaders**





The definitive tech M&A education

- Since 1990, the most attended executive conference in technology history
- More events hosted than all other competitive conferences combined
- Over \$3 trillion in transaction value by attendees – buyers and sellers



# 8 Stages for an Optimal Outcome

Preparation Research Contact Discovery Negotiation Due Diligence Closing Integration

#### **Past Attendees Include**













































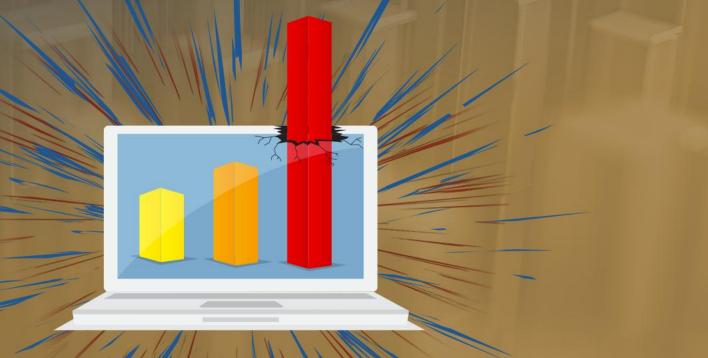
### **Tech M&A Monthly**

**Starts in 1 minutes** 

CORUM Tech M&A Monthly

## **Record M&A Markets**

**Trends Every CEO Should Watch** 



#### **Presented By**



#### Heidi Owen, Executive Vice President, Marketing, Corum Group Ltd.



- Heidi rejoined Corum in 2019 as the Director of Marketing. Heidi leads the Corum marketing team and is responsible for planning, development, and implementation of Corum's marketing strategy and public relations activities.
- Previously Heidi worked for The Column Group, a venture capital firm dedicated to developing biotechnology companies and as the Marketing Manager for Maverick International, a manufacturer of payment processing systems and software.
- Heidi earned a Bachelor of Arts degree in Psychology from Western Washington University.



**Email questions to** 

info@corumgroup.com

This event is being recorded

On demand webcast will be available at www.corumgroup.com

#### **Agenda**



#### Welcome

#### CEO's Desk:

Record M&A Markets—Trends Every CEO Should Watch

#### **Event Report**

**Deal Report** 

**Tech M&A Market Research Report** 

#### **Special Report:**

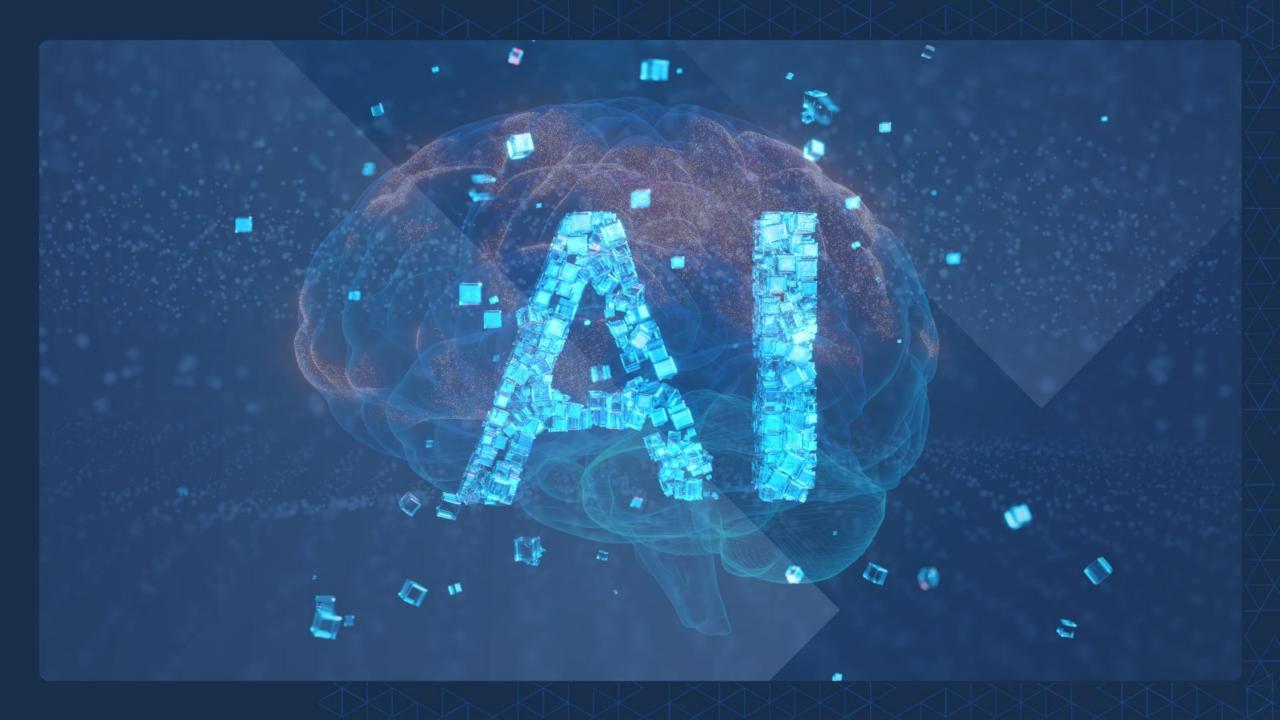
\$6 Trillion in Play—Where Tech Buyers Are Placing Their Bets

#### Closing





	H1 2025	H1 2024	H1 2023
Total Transactions	3113	2296	2603
Megadeals	40	31	19
PE Platform Deals	217	218	233
VC-Backed Exits	644	533	557
Non-Tech Acquirers	236	174	178





# NEARLY 30% OF ALL VC-BACKED DEALS!



# SO WHAT ABOUT THE MINISTRACT SO WHAT ABOUT TH

# MEGADEAL TRENDS & BUYER CONFIDENCE

Megadeals indicate market sentiment and set the trends. With the average deal size back up to \$4.5B, we're seeing renewed buyer confidence.



- **▶ INVESTMENT WAR CHESTS**
- **STRONG TECH FUNDAMENTALS**
- RENEWED INTEREST FROM STRATEGIC & PE ACQUIRERS







# IT'S NOT JUST ABOUT GROWTH IT'S ABOUT RESILIENCE

# MEGADEAL SECTOR AND STRATEGIC SHIFTS

Cost efficiency and compliance are the name of the game.

TOXI AL

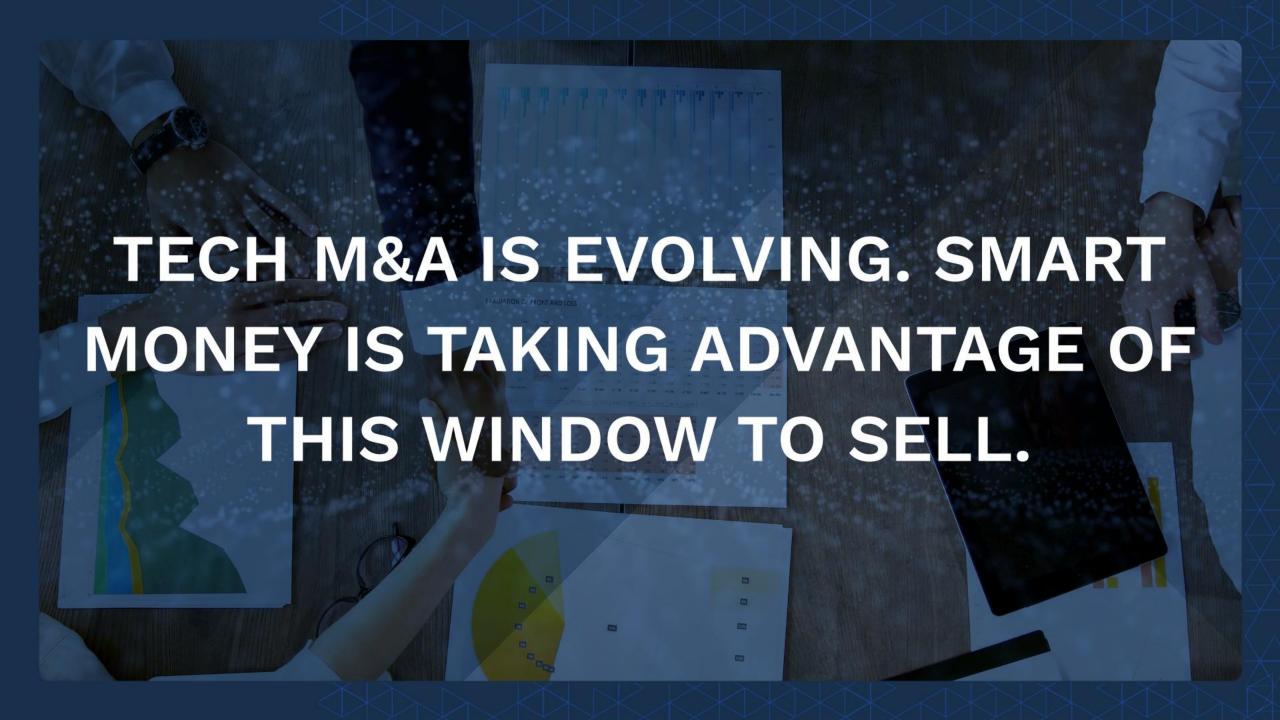
# MEGADEAL SECTOR AND STRATEGIC SHIFTS

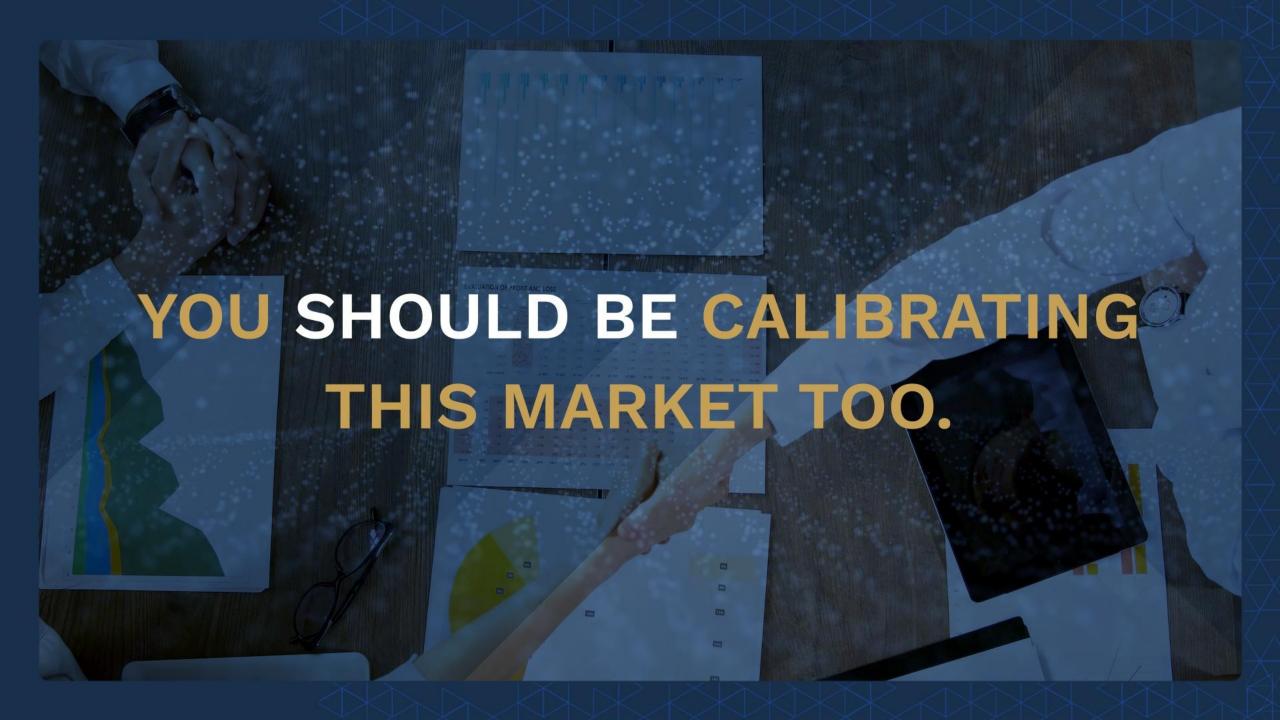
It's a pivot toward resilient, ROI-driven platforms that can scale.



# USA CONTINUES TO DOMINATE MEGADEALS

PE firms played a major role since 2023, stepping in as strategic buyers pulled back. Today, strategics are returning to the table cautiously — as confidence rebuilds and long-term integration plays look more compelling





# Contact Corum for an analysis of your opportunity in this extraordinary M&A market.

### **WFS Event Report:**

## August 2025



### WFS Content \_













## Tech M&A Master Class

SEPTEMBER 24-25, 2025

WYNN LAS VEGAS

#### 2-DAY INTERACTIVE WORKSHOP

- M&A case studies
- Deal structure analysis
- Hands-on valuation exercises
- Advanced negotiation tactics
- Succession/estate planning
- CEO worksheet
- Go-to market checklists
- Due diligence
- And so much more...

Register by August 26th to take advantage of our

Special Early Bird Price:

\$995

(Original Price: \$2495)

Register at wfs.com

#### **Master Class Announcement!**







World Financial Symposiums is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors.

Attendees of the Master Class will be eligible for 10 CPE credits; Business Management & Organization (6 credits) and Specialized Knowledge (4 credits).

The Nevada Bar Association is also offering 12 CLE credits for lawyers who attend the Master Class.











### Thank you to our sponsors











Platinum Sponsor

Event Sponsor

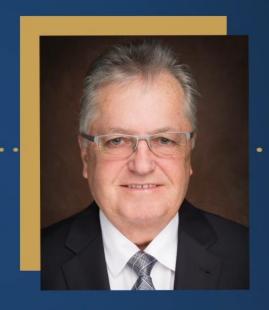


# CORUM Deal Report August 2025



#### **Deal Report**





## ALLAN WILSON

## SENIOR VICE PRESIDENT CORUM GROUP

- -Egis is a global leader in construction and engineering, operating in over 100 countries with 20,000+ experts, and tackling major global challenges like climate change, digital transformation, urbanization, and demographic growth.
- -Together with Certis' digital asset management expertise, Egis offers a fully integrated service—combining data capture, advanced analytics, and engineering excellence to help clients make smarter, technology-driven decisions and maximize value from physical infrastructure.

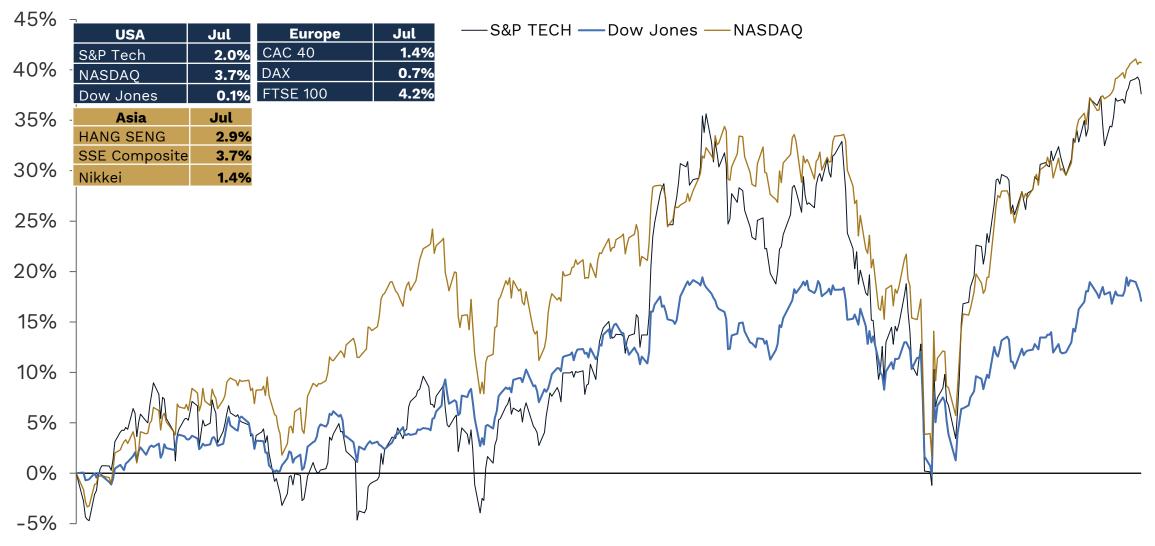




#### **Public Markets Jan 2024 – Jul 2025**

#### % CHANGE





Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul

## **Corum Index** TECH M&A



**July 2025 Transactions** 497 Market Megadeals 10 **Largest Deal** \$25B **July 2025 Private Equity Platform Deals** 33 **Pipeline VC-Backed Exits** 111 **Non-Tech Acquirers** 40 **July 2025 Cross-Border Transactions** 41% **Attributes** 40% **Start-Up Acquisitions** 13 yrs **Average Life of Target** 







#### **Public Valuation Multiples**







Subsector	Sales	EBITDA	Examples
Business Intelligence	2.91x	16.6x	MicroStrategy VERINT. NHCE®
Marketing	3.97x	30.6x	Wix zoominfo HubSpot
ERP	6.85x	27.0x	ORACLE PEGA SAP
Human Resources	6.34x	22.0x	PRECRUIT PAYCHEX workday.
SCM	7.90x	29.5x	KINCXIS DESCARTES MAManhattan Associates.
Payments	2.58x	11.9x	ACI UNIVERSAL PAYMENTS. PayPal SELOCK
Other	3.43x	18.2x	ttec opentext salesforce





**HORIZONTAL** 13 Deals - \$75B





NAVEX SOLD TO Soldman Sachs

**Seller:** NAVEX [BC Partners] [USA] Acquirer: Goldman Sachs [USA] Transaction Value: Reported \$2.5B

- GRC management software





#### RegTech







**Seller:** Lawcode [Germany] Acquirer: SAI360 [STG] [USA]

- ESG compliance and reporting software

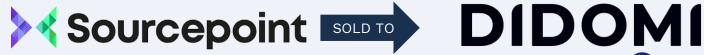






**Seller:** My Compliance Management [United Kingdom] **Acquirer:** The Access Group [Hg Capital] [United Kingdom]

- Compliance management software







Seller: Sourcepoint [USA]

Acquirer: Didomi [Marlin Equity Partners] [France]

- Practical privacy management software





#### **AI-Enabled Data Management**









Seller: Deasy Labs [USA] **Acquirer:** Collibra [Belgium]

- AI-enabled metadata enrichment and data governance software







**Seller:** Sincera [USA]

Acquirer: Virtusa [EQT] [USA]

- Low-code, no-code Al-powered data transformation software







Seller: Optelos [USA]

Acquirer: Mitchell Capital [USA]

- AI-powered visual data management software





#### **AI-Powered HR Solutions**

## PRAXIS LABS SOLD TO





**Seller:** Praxis Labs [USA] Acquirer: Torch [USA]

- AI-powered immersive learning software







Seller: Elevo [France]

Acquirer: Assessio [Pollen Street Capital] [Sweden]

- AI-based talent management software







**Seller:** goHappy [USA]

Acquirer: Pamlico Capital [USA]

- AI-enabled frontline employee engagement software







**Seller:** Guider [United Kingdom] **Acquirer:** Thrive [United Kingdom]

- AI-powered learning and mentoring software



#### **Public Valuation Multiples**



**Travel & Leisure** 



**Expedia**BOOKING
HOLDINGS

Subsector	Sales	EBITDA	Examples
Diversified Internet	2.65x	11.9x	Alphabet Bai
eCommerce	1.40x	13.8x	ebay D.Com zalando
Social Network	1.14x	4.40x	Meta MIXI Pinterest

13.3x

Delivery Hero

3.82x



#### Adevinta SOLD TO Spain





Seller: Adevinta Spain [Spain]

Acquirer: EQT [Sweden] **Transaction Value: \$2.3B** 

- Online classifieds & marketplaces







#### **Crowdfunding**







**Seller:** SmartCrowd [UAE] **Acquirer:** Nawy [Egypt]

- Online real estate crowdfunding services





**Seller:** Indiegogo [USA]

**Acquirer:** Gamefound [Poland] - Online crowdfunding services





#### Rental



Seller: Kyte (assets) [USA]

Acquirer: Turo [USA]

- Online on-demand car rental services





#### **Search Service**



Seller: FlyHomes (AI-powered consumer home search portal and

related technology assets) [USA] **Acquirer:** The Real Brokerage [USA]

Online home search services



#### **Public Valuation Multiples**







Subsector	Sales	EBITDA	Examples	
A/E/C	13.4x	46.7x	AUTODESK STASSAULT SYNOPS	<b>YS</b> ®
Automotive	3.61x	18.4x	<b> Z</b> AutoTrader TrueCar ©ar⊕ur	`US <sup>°</sup>
Energy & Environment	3.25x	18.7x	Landis+Gyr Itron xyle	m
Financial Services	5.25x	19.1x	Broadridge SS&C ISETV	
Government	2.43x	15.8x	NORTHROP USHARRIS WELLS TO THE LINE TO THE	ologies
Healthcare	2.58x	23.3x	veradigm. (healthCatalyst Telado	
Real Estate	9.46x	27.1x	Opendoor CoStar Group Zillo	<b>W</b> ®
Other	5.45x	15.2x	amadeus Rockwell Sabr	<b>e</b> .





**VERTICAL** 22 Deals - \$52B







**Seller:** Iodine [Advent International] [USA]

**Acquirer:** Waystar [USA] **Transaction Value: \$1.3B** - Healthcare CDI SaaS





#### **HealthTech**





SAMSUNG

**Seller:** Xealth [USA]

Acquirer: Samsung [South Korea]

- Patient engagement & health integration software





First Choice Health

**Seller:** Orderly Health [USA] **Acquirer:** First Choice Health [USA]
- Provider data management software







**Seller:** AMN Healthcare (Smart Square) [USA] **Acquirer:** symplr [Clearlake Capital] [USA]

**Transaction Value:** Reported \$75M - Al-driven scheduling software







**Seller:** Etyon [USA]

**Acquirer:** VisiQuate [Accel-KKR] [USA] - Healthcare revenue analytics software





**VERTICAL** 22 Deals - \$52B

## CALASTONE SOLD TO SS&C





**Seller:** Calastone [The Carlyle Group] [United Kingdom]

**Acquirer:** SS&C [USA] **Transaction Value: \$1.0B** 

- Blockchain-based transaction services

ALPHA SOLD TO Corpay

**Seller:** Alpha Group International [United Kingdom]

**Acquirer:** Corpay [USA] **Transaction Value: \$2.2B** 

- B2B cross-border FX payment services





#### **FinTech**







**Seller:** WealthKernel [United Kingdom]

Acquirer: Alpaca [USA]

- Investment infrastructure development software







Seller: Janusea [USA] **Acquirer:** Kinective [USA]

- Financial integration translation software







**Seller:** ecolytiq [Germany] Acquirer: Clarity AI [USA]

- Financial sustainability engagement software



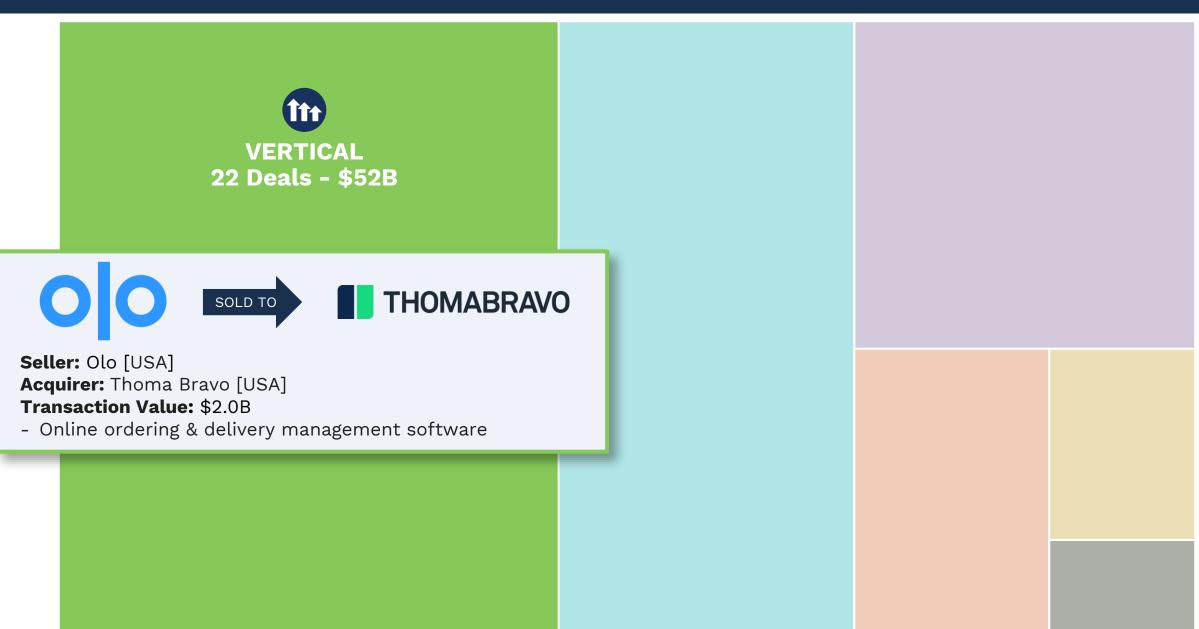




**Seller:** Conpend [Netherlands]

**Acquirer:** Cape Investment Partners [Netherlands] - Trade finance & compliance automation software









#### Hospitality







**Seller:** CoverManager [Spain] **Acquirer:** Zenchef [PSG] [France] - Restaurant management software







**Seller:** Tiltid [Sweden]

**Acquirer:** Valsoft [Valsef Group] [Canada]

- Workforce management & scheduling software for HoReCa









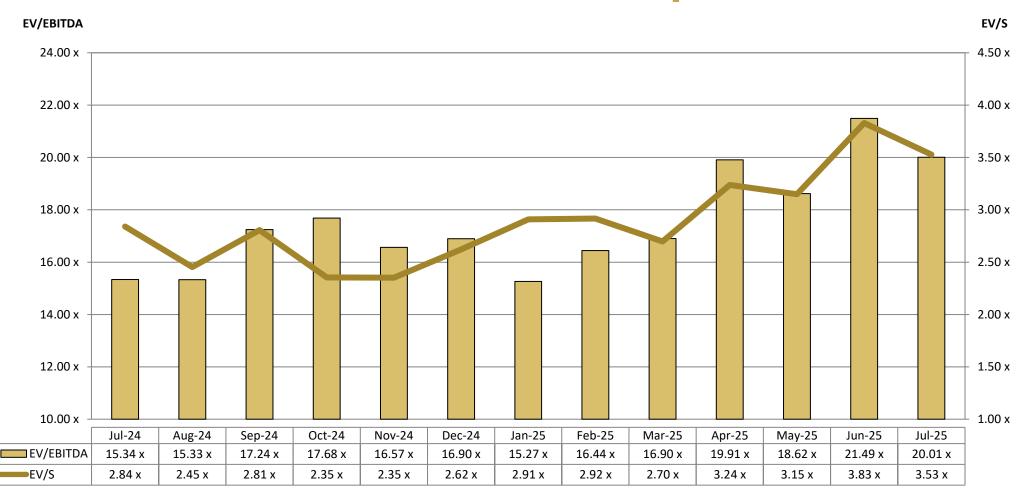


**Seller:** AccuLynx [USA] **Acquirer:** Verisk [USA] **Transaction Value: \$2.4B** 

- Roofing business management software



#### **Public Valuation Multiples**







Subsector	Sales	EBITDA	Examples
Casual Gaming	3.07x	17.9x	EMBRACER* Nintendo netmarble
Core Gaming	3.69x	17.7x	Electronic Arts UBISOFT
Other	4.07x	40.0x	NETFLIX Spotify





#### **Crypto**







**Seller:** Rally [USA] **Acquirer:** OpenSea [USA]

- Social wallet and digital collectibles trading application







**Seller:** Elysium Lab [Switzerland] **Acquirer:** Blockstream [Canada]
- Keyless self-custody crypto wallet







Seller: DLTPAY [Estonia]

Acquirer: Fumbi [BaseTech Ventures] [Slovakia]

- Stablecoins payment wallet







**Seller:** Lolli [USA] **Acquirer:** Thesis [USA]

- Bitcoin and cash back rewards mobile application





#### **Pet Care**







Seller: DOGIZ [Israel] **Acquirer:** Vetted [USA]

- Pet wellness mobile application







Seller: Whistle [MARS] [USA] **Acquirer:** Tractive [Austria]

- AI-powered GPS and health tracking device





#### **Personal Health**







**Seller:** Being [USA]

Acquirer: LISSUN [India]

- Mental wellness mobile application
- Helps the buyer to integrate AI into family-focused mental healthcare services





#### Wearables



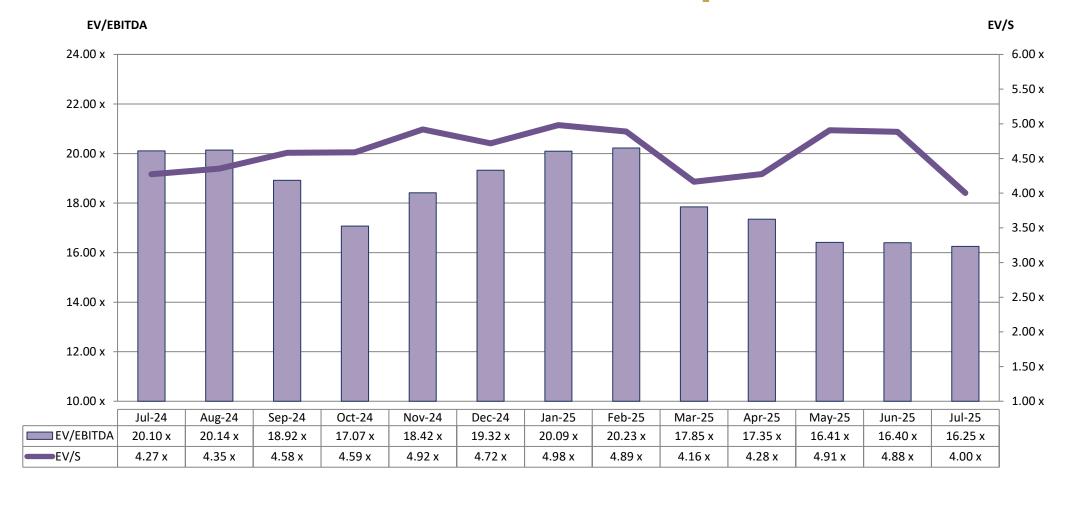
**Seller:** Bee [USA]

Acquirer: Amazon [USA]

- Wearable AI assistant device
- Marks Amazon's latest move into burgeoning AI-gadget business



#### **Public Valuation Multiples**





Infrastructure SOFTWARE VALUATIONS	

SOFTWARE	VALUATIONS	5

	SOFTWARE	VALUATION	<b>IS</b>
Sul	osector	Sales	EE



BITDA **Examples** 

6.16x

5.22x

11.6x

14.9x

**A** ATLASSIAN

Digital Ocean



unity nogress

Opera



**Endpoint** 

**Network Management** 

24.2x 2.64x

















**Application Lifecycle** 

13.2x





**■** NetApp











#### 2025 Megadeals (\$1B+) (Jan-Jul)







**Seller:** CyberArk Software [Israel] **Acquirer:** Palo Alto Networks [USA]

**Transaction Value:** \$25B at 22x EV/Sales - Identity security & access software





#### **Identity and Access Management**







**Seller:** CyberSafe [United Kingdom] **Acquirer:** SecurityBridge [Germany]

- MFA & SSO software







Seller: Inverid [Netherlands]

**Acquirer:** Signicat [Nordic Capital] [Norway] - NFC-based identity verification software







Seller: Axiomatics [Sweden] **Acquirer:** Leonardo [Italy]

- Policy-based authorization software

#### Signaturit **Group**





**Seller:** Signaturit Group [Providence Equity Partners] [Spain]

Acquirer: Namirial [Ambienta] [Italy]

- Digital signature & ID verification software







#### **Development Tools**







Seller: Ambassador [USA] **Acquirer:** Gravitee [USA]

- API development & management software



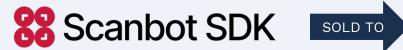




**Seller:** Cirata (DevOps solutions business) [United Kingdom]

**Acquirer:** BlueOptima [United Kingdom]

**Transaction Value: \$3.5M** - Software development tool







**Seller:** Scanbot SDK [Germany]

Acquirer: Apryse [Thoma Bravo] [Canada]

- Mobile data capture SDKs







Seller: CNX [USA]

Acquirer: Izzi Software [Big Band Software] [USA]

- Enterprise low-code application development software





#### **Al Infrastructure**





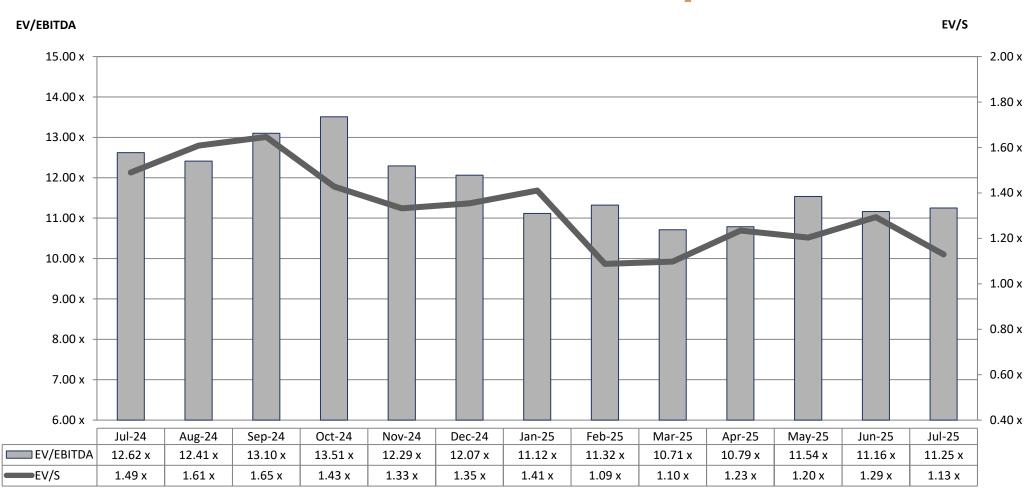


**Seller:** WhyLabs [USA] **Acquirer:** Apple [USA]

- AI observability & LLM security software
- Helps to compete in the AI race against Google, OpenAI, and Microsoft

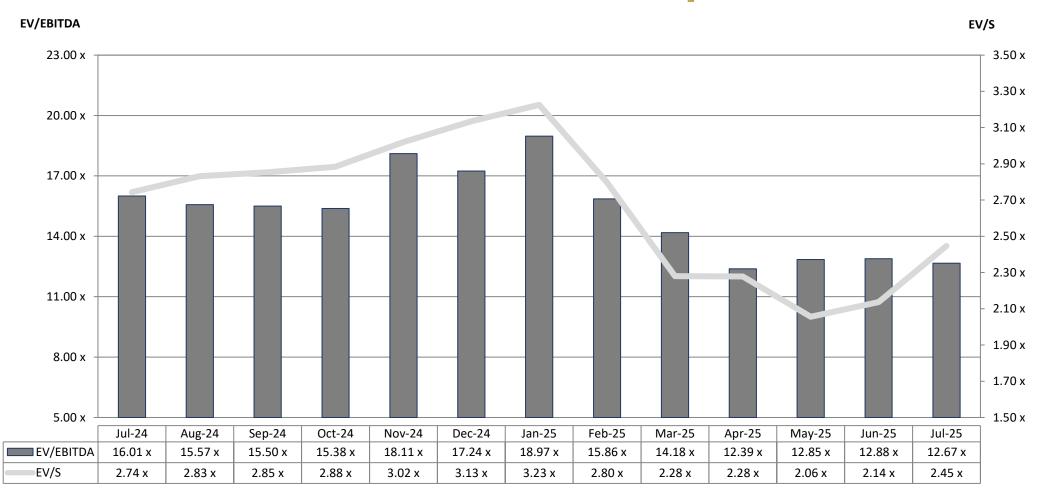


#### **Public Valuation Multiples**





#### **Public Valuation Multiples**



#### 2025 Megadeals (\$1B+) (Jan-Jul)







**Seller:** WNS [India]

**Acquirer:** Capgemini [France]

**Transaction Value:** \$3.3B (2.8x EV/Sales and 13.1x EV/EBITDA)

- Business process outsourcing services







#### **Software Development**





GOFORE

Seller: Huld [Finland]
Acquirer: Gofore [Finland]
Transaction Value: \$48.2M
- Software development services







Seller: Greenfield Engineering Corporation [USA]

Acquirer: Saalex [USA]

- Software & systems engineering services







**Seller:** SYSTEMA [Germany] **Acquirer:** Accenture [USA]

- Manufacturing automation software development services







Seller: ApiumHub [Spain]

Acquirer: Plain Concepts [ABE Capital Partners] [Spain]

- Custom software development services





#### **Finance Sector IT Services**







Seller: Aristal [Malaysia] **Acquirer:** Accenture [USA]

- IT consulting and digital transformation services for the financial sector







Seller: Allevar [Canada] Acquirer: Deloitte [Canada]

- Financial services IT consulting







Seller: Upquest [Belgium] **Acquirer:** Keyrus [France]

- IT and management consulting services for the financial sector





#### **Cybersecurity Services**





Seller: Ensec [Switzerland] **Acquirer:** Orange [France] - Cybersecurity services







Seller: AccessIT Group [USA] Acquirer: Nautic Partners [USA] - Cybersecurity consulting services







Seller: Abacode [USA]

Acquirer: Thrive [Berkshire Partners] [USA]

- Cybersecurity & GRC services







**Seller:** Optimity [United Kingdom] **Acquirer:** Vorboss [United Kingdom] - Managed IT & cybersecurity services

#### **Corum Research Report**





**Amber Stoner Vice President** 



Artem Mamaiev Associate



Anna Lebedieva Senior Analyst



Elena Serikova Data Researcher



**Callum Turcan Research Writer** 





## Tech M&A Research Report

Complete global market report available upon request info@corumgroup.com

On demand webcast will be available at: www.corumgroup.com

## CORUM \$6 Trillion in Play: Where Tech Buyers Are Placing Their Bets

**Special Report** 

## IN 2025

Over \$6T in capital for acquisition or investment is ready to be deployed.

# WHO IS BUYING OR INVESTING IN 2025?

How much they're spending, and where the money's going?

**Public Tech** 

**Private Equity** 

**Family Funds** 

Sovereign Wealth

#### **PUBLIC TECH GIANTS**



Alphabet

CISCO

\$1.5T - \$2T

of Cash & Liquid Assets

#### **PUBLIC TECH GIANTS**

2025 Key Deal(s) 2025 Key Deal(s) Company Company Seek Al. **Salesforce** Bluebirds, Convergence, **IBM** Application Software Technology (pending), Moonhub, Informatica (pending) DataStax (pending) Ascendient Learning, Systema, Aristal **Nvidia** Accenture Gretel, Lepton AI, CentML SIPAL's Integrated Product Support Business Maryville Consulting Group, Halfspace Wiz, Spectacles.dev, Stitch, **Alphabet Palo Alto** Protect AI, CyberArk Galileo AI, AdHawk (pending) **Dotmatics**, Excellicon, Siemens Meta Wevolver Downstream Technologies, Play AI **GraphPad Software** RAC7 Games, TrueMeeting, WhyLabs, Amazon **Apple** Bee (pending) +Several undisclosed deals

#### PRIVATE EQUITY

With over \$2T of dry powder:



**High-Growth Recurring-Revenue** 

AI

Digital Transformation

Healthcare

Semiconductors

ESG & Sustainability

#### PRIVATE EQUITY

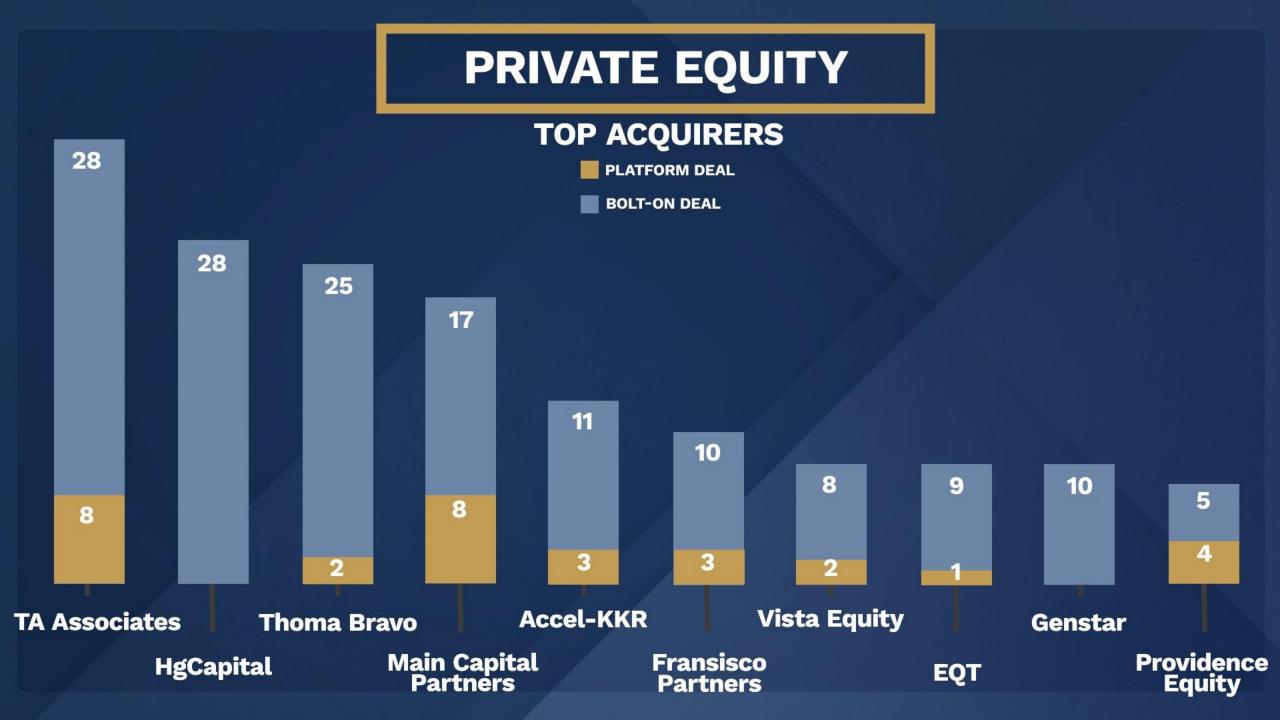


#### **PRIVATE EQUITY**

Private equity buyers are moving down market too

## TARGETING PROFITABLE FOUNDER-LED COMPANIES

bolt-ons to existing portfolios.



#### **FAMILY OFFICES**

#### **NOW GLOBALLY CONTROL MORE THAN \$10T IN ASSETS**



INVEST IN PRIVATE
EQUITY-LED
TECHNOLOGY
TRANSACTIONS

#### **FAMILY OFFICES**



\$5B





\$183.1M

#### easypark

Fåntell Family Office

**Vitruvian Partners** 

Verdane

**Capital Transmission** 

**Alpha Leonis Partners** 

#### SOVEREIGN WEALTH FUNDS

	Fund Name	Assets	Country
1	Norway Government Pension Fund Global (GPFG)	\$1.78T	Norway
2	China Investment Group (CIC)	\$1.3T	China
3	SAFE Investment Company	\$1.23T	China
4	Abu Dhabi Investment Authority (ADIA)	\$1.05T	UAE
5	Public Investment Fund (PIF)	\$1T	Saudi Arabia
6	Kuwait Investment Authority (KIA)	\$1T	Kuwait
7	GIC Private Limited (GIC)	\$800B	Singapore
8	Qatar Investment Authority (QIA)	\$500B	Qatar
9	Hong Kong Monetary Authority	\$500B	Hong Kong
10	SAMA Foreign Holdings	\$490B	Saudi Arabia

**Tech Giants** 

Family Dynasties



**SOFTWARE** 

ARTIFICIAL INTELLIGENCE

**CLOUD** 

NEXT-GEN INFRASTRUCTURE

#### STRATEGIC BUYERS ARE ACTIVE.

#### GLOBAL CAPITAL IS CHASING INNOVATION

PE IS STILL HUNGRY.

## Are you ready for a BUYER

or

RECAPITALIZATION?

CORUM Tech M&A Monthly

#### **Record M&A Markets**

**Trends Every CEO Should Watch** 



## Tech M&A Class Master Class UPCOMING 2025

#### 2-DAY INTERACTIVE WORKSHOP

- M&A case studies
- Deal structure analysis
- Hands-on valuation exercises
- Advanced negotiation tactics
- Succession/estate planning
- CEO worksheet
- Go-to market checklists
- Due diligence
- · And so much more...



24-25

To learn more about special discounts and upcoming events, email us at info@wfs.com

LAS VEGAS



**Podcasts** 



#### **After the Deal – Celebration**







#### www.CorumGroup.com

## CORUM Thank you!