

Q3 2023



Houlihan  
Lokey

# Transportation Technology Update

Sector Coverage Report



# Houlihan Lokey's Transportation Technology Practice

## Transportation Technology Team



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## Featured Transactions

<p>Transaction Pending</p> <p><b>Project Eagle</b></p> <p>Leading aviation MRO software</p> <p>Sellside Advisor</p>	<p>Transaction Pending</p> <p><b>Project Greenline</b></p> <p>Leading supply chain transparency platform</p> <p>Sellside Advisor</p>	<p>ECM</p> <p>has sold</p> <p><b>PIKETEC</b></p> <p>to</p> <p><b>SYNOPSYS</b></p> <p>Sellside Advisor</p>	<p>BLUME global</p> <p>a portfolio company of</p> <p><b>APOLLO</b></p> <p>has been acquired by</p> <p><b>wisetech global</b></p> <p>Sellside Advisor</p>	<p>NEXUS</p> <p>a portfolio company of</p> <p><b>Phoenix</b> Equity Partners</p> <p>has been acquired by</p> <p><b>EQUISTONE</b></p> <p>Sellside Advisor</p>	<p>Independent contract driver marketplace vendor</p> <p>has been acquired by</p> <p><b>Undisclosed Buyer</b></p> <p>Sellside Advisor</p>	<p><b>KPLER</b></p> <p>has received a minority investment from</p> <p><b>Five Arrows</b></p> <p><b>INSIGHT PARTNERS</b></p> <p>Sellside Advisor</p>
<p><b>autoweb</b></p> <p>has been acquired via an equity tender and merger agreement by</p> <p><b>one planet</b></p> <p>Company Advisor</p>	<p>Parts procurement software vendor to auto collision market</p> <p>has been acquired by</p> <p><b>Undisclosed Buyer</b></p> <p>Sellside Advisor</p>	<p><b>SmartEquip</b> Be Ready.</p> <p>has been acquired by</p> <p><b>rb RITCHIE BROS.</b></p> <p>Sellside Advisor</p>	<p>sambasafety</p> <p>a portfolio company of</p> <p><b>ABRY PARTNERS</b></p> <p>has been acquired by</p> <p><b>STONE POINT CAPITAL</b></p> <p>Sellside Advisor</p>	<p>eDriving</p> <p>a portfolio company of</p> <p><b>CIP CAPITAL</b></p> <p>has been acquired by</p> <p><b>SCLERA</b></p> <p>Sellside Advisor</p>	<p><b>autofutura</b> AUTOMOTIVE INTELLIGENCE</p> <p>has merged with</p> <p><b>GFORCES</b></p> <p>Financial Advisor*</p>	<p><b>Flightdocs</b></p> <p>has been acquired by</p> <p><b>atp</b></p> <p>Sellside Advisor*</p>

## Subsector Focus Areas

Automotive



Aviation



Maritime



Off-Road



Rail



Supply Chain and Logistics



Transit and Mobility



Trucking

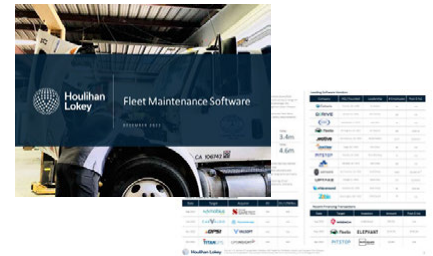


## Thought Leadership and Market Analysis

White papers on our eight main subsectors with details on industry pain points, in-depth market mapping, and market activity



Detailed market overviews on specific categories like auto repair shop software, fleet management and maintenance, inventory planning, etc.



Please contact Houlihan Lokey's Transportation Tech team to connect on recent reports

# How We Cover Transportation Technology

Application Software	Data and Analytics	Marketplaces	IoT
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Automotive



Aviation



Maritime



Off-Road



Rail



Supply Chain and Logistics



Transit and Mobility



Trucking

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## Industry Themes



Labor Shortage



Asset Management and Operations



Asset Maintenance and Repair



Digitization of Physical Operations



Energy Transition

Modes/End Markets

# Representative Transportation Technology Market Map

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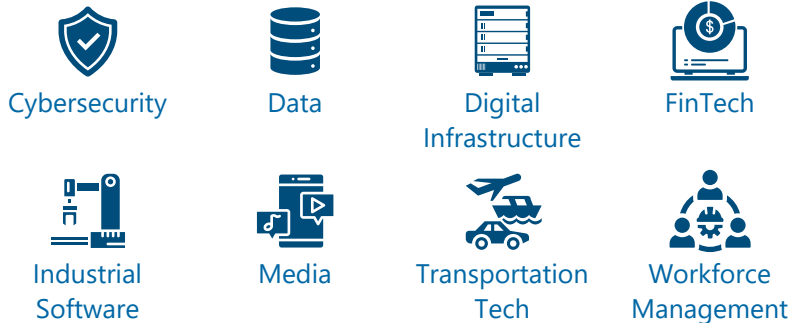
Contact information: [SKaiser@HL.com](mailto:SKaiser@HL.com); [TDeck@HL.com](mailto:TDeck@HL.com)

# Houlihan Lokey's 2023 Global Tech Conference

Houlihan Lokey's 2023 Global Tech Conference hosted in New York was a resounding success, with 600 guests in attendance, 70 participating companies, 14 panels, targeted one-on-one meetings, and networking sessions.



## Selected Panel Industries



Our Transportation Tech coverage team hosted a dynamic panel with four visionary CEOs and facilitated a range of one-on-one meetings with some of the most active financial sponsors in the space.

Opportunities and Obstacles to Technology Adoption in Transportation



BEK ABDULLAYEV  
Super Dispatch



MIKE MCGLADE  
Redline



SCOTT HADDOW  
Nexus Vehicle Rental



MIKE WYRZYKOWSKI  
Blackpurl

Moderated by Shane Kaiser, Managing Director at Houlihan Lokey






## Selected One-on-One Sponsor Attendees

AKKR

Apax

astira

Blackstone

B RIVER CAPITAL

Bregal Sagmount

Charlesbank

Crestline

GEMSPRING

GOLDEN GATE CAPITAL

Great Hill PARTNERS

GROWTH CURVE

GTCR

Hg

INSIGHT PARTNERS

K1

LEVEL EQUITY

PALLADIUM EQUITY PARTNERS

PROVIDENCE EQUITY PARTNERS

RESURGENCE

RUBICON

SPECTRUM EQUITY

Sumeru

SUSQUEHANNA GROWTH EQUITY

TRUE WIND

VISTA

WARBURG PINCUS

# Houlihan Lokey Content Highlight: AI in Autotech Webinar

## How AI Is Revolutionizing Automotive Engagement and Driving Sales

Houlihan Lokey and Seez will be hosting a webinar on the impact of artificial intelligence (AI) on the automotive retail industry. Seez is at the forefront of this innovation, leveraging AI to enhance the operations of its automotive dealer customers across a number of use cases, including customer engagement, sales, and marketing.



Tuesday, November 7, 2023, at 10:30 a.m. – 11:30 a.m. EST

[Click Here to Register](#)

### Featured Speakers



**Shane Kaiser**  
Managing Director  
Houlihan Lokey



**David Riemenschneider**  
Senior Advisor  
Houlihan Lokey



**Tarek Kabrit**  
Co-Founder and  
CEO of Seez

**Discussion Agenda**

- 1 Houlihan Lokey and Seez Introduction
- 2 Overview of AI and Use Cases in Auto Retail
- 3 Seez Solutions and Demo
- 4 Concerns With AI
- 5 M&A and Public Markets Update

**When asked: Has your dealership ever considered incorporating AI solutions into its operations?**

Extremely familiar	14%
Very familiar	27%
Moderately familiar	35%
Slightly familiar	14%
Not at all familiar	10%

**When asked: Has your dealership ever considered incorporating AI solutions into its operations?**

Yes	23%
No	29%
I'm not sure	48%

**30%** Retaining existing customers

**28%** Identifying and targeting qualified sales leads

**23%** Converting sales leads

**20%** Managing dealership employee/skill shortage

**99%** Excited about its AI?

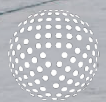
**26.90%** Marketing

**amazon**

**NETFLIX**

# 01

## M&A AND FINANCING ACTIVITY WITHIN TRANSPORTATION TECHNOLOGY



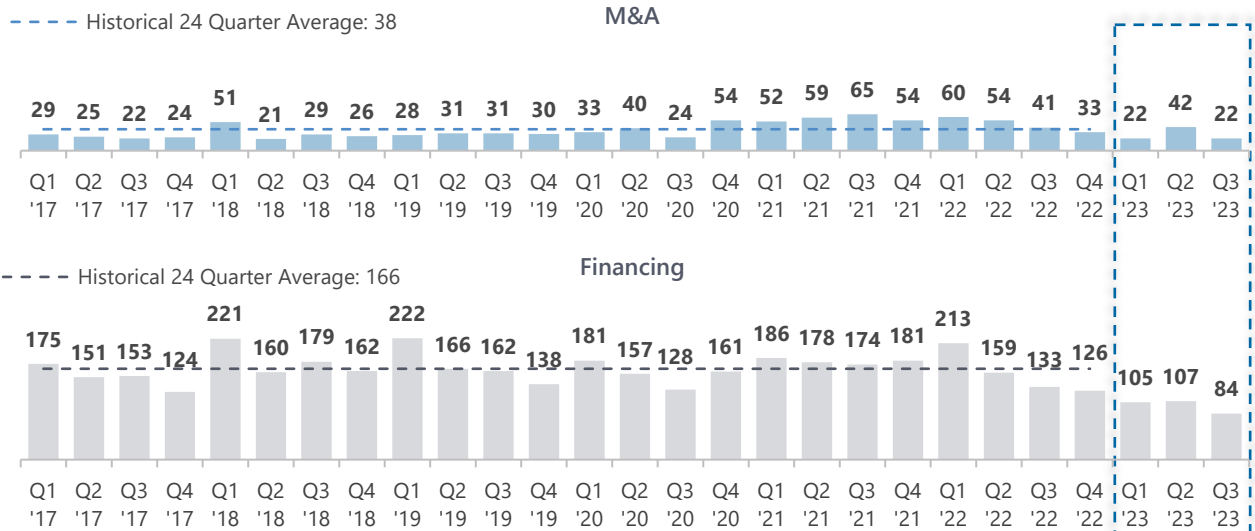
# 2023 YTD M&A and Financing Activity Within Transportation Technology

- The transportation technology M&A and financing market has normalized in 2023 at levels in line with historical averages.
- M&A activity has been varied YTD in 2023, with Q1 '23 being soft, given macro uncertainty, Q2 '23 seeing a rebound to healthy levels, and Q3 '23 seeing a slowdown once again.
- There has been a balanced appetite for M&A activity thus far in 2023, from both strategic acquirers (49% of transactions) and financial sponsors (51% of transactions).
- Financing activity remains below historic averages YTD 2023, driven primarily by (1) increased investor focus on profitable growth, which has largely shut companies with cash burn out of the financing market, forcing them to seek a strategic exit instead; and (2) a hesitation by founders of profitable businesses to raise capital at perceived depressed valuations and/or down rounds from their prior financing.

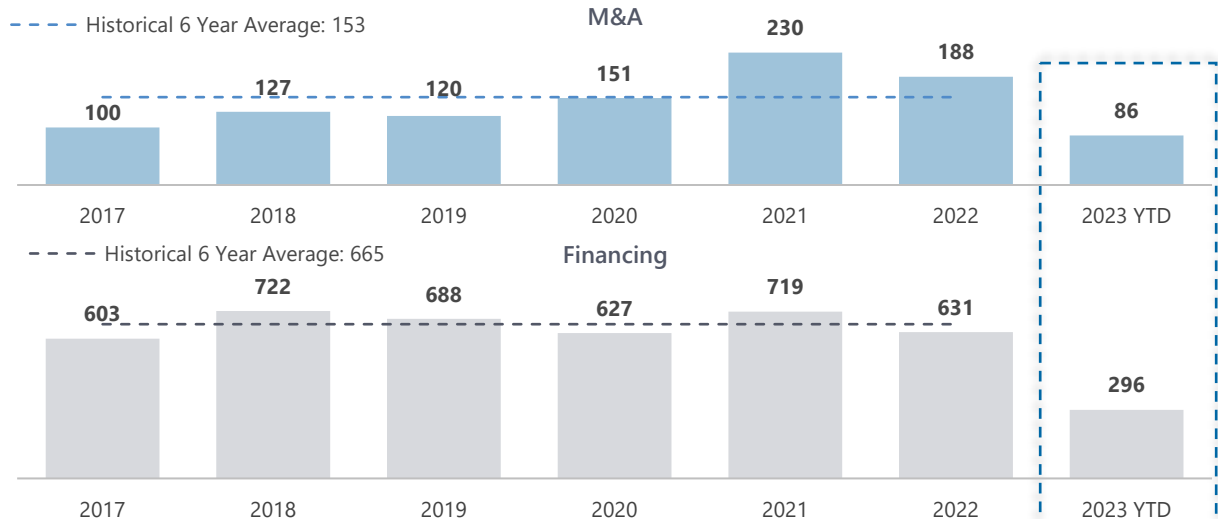
## M&A Trends We're Seeing Across Transportation Technology Sectors:

- Large strategics are building out M&A platforms (e.g., Reynolds & Reynolds continued being highly active, adding another acquisition this quarter, with four this year: Xzilon, American Guardian Warranty Services, AutoVision, and DealerCorp).
- Financial sponsors remain eager to put capital to work, with ample dry powder, but generally lack sufficient actionable quality assets.
- Interest in AI has exploded, sparked by the launch of ChatGPT and other generative AI tools, with use cases across transportation sectors. Financial sponsors especially are providing capital to fuel growth in this area (e.g., UP.Partners' investment in Sensigo, Silverton Partners' investment in Konect.ai, 3L Capital and EldridgeBDT's lead investment in Metropolis, Hatcher+ and Plug and Play's investment in Duke.ai, and M&G's lead investment in NoTraffic).

## U.S. M&A and Financing Deal Activity by Quarter (Transportation Tech)



## U.S. M&A and Financing Deal Activity by Year (Transportation Tech)





# Transportation Technology Transaction Timeline

The transportation technology M&A market has been active and balanced, with interest from strategics and financial sponsors.



# Notable Transactions This Quarter

## J.D. Power's Acquisition of Autovista | Announced on September 12, 2023

**J.D. POWER**

acquisition of

**Autovista  
Group**

- Autovista offers data and business intelligence services that provide automotive data, analytics, and industry insights
- The company's pricing and specification intelligence services include relevant data and functions for the sale of vehicles, calculations for damage, and repairs of vehicles, providing the automotive industry with insights and pricing tools that simplify decision-making throughout a vehicle's lifecycle
- *"Precise vehicle valuations and detailed vehicle specifications are the central underpinning to every data-driven strategy in the automotive industry—from optimizing vehicle production to calculating residual values to all manner of insurance—and finance-related risk assessment and repair models, and the combined assets of J.D. Power and Autovista Group will create truly comprehensive global valuation and forecasting solutions"* —David Habiger (CEO & President, J.D. Power)

### Autovista Profile:

- Year Founded: 1933
- Headquarters: London, England
- Geographies Served: Europe
- Employees: 450+

## Zeelo's Series A Financing Led by Flatzhoffman | Announced and Closed on August 15, 2023



financing of

**zeelo**

- Zeelo offers a B2B bus-sharing platform that uses data and technology to target areas of high private-car usage in order to connect people to places
- The company provides software and managed services to its clients and partners to increase bus occupancy levels and reduce transportation costs, CO<sub>2</sub> emissions, and administrative time
- *"Zeelo is a unique and proven mobility player headquartered in Europe with a strong expansion push to the U.S. It combines a strong transit-tech platform with a clear sustainability mission. We are convinced of Zeelo's experienced leadership team and their ability to innovate and execute. They have come very far in building their business, and we look forward to supporting their growth strategy for developed markets"* —Christopher Hoffman (Partner, Flatzhoffman)

### Zeelo Profile:

- Year Founded: 2016
- Headquarters: London, England
- Geographies Served: Global Reach
- Employees: 120+

## TradePending's Acquisition of Snapcell | Announced and Closed on August 15, 2023

**TRADEPENDING**

acquisition of

**snapcell**

- Snapcell offers an AI-enabled SaaS automotive video-marketing platform that helps car dealerships build trust and improve customer engagement through personalized video solutions
- The platform provides a dynamic suite of visual solutions to automotive dealers worldwide to deliver a more efficient and effective purchase experience to their customers
- *"Now with Snapcell, we will be able to bring people together through personal video communication and genuine human interaction. We believe the addition of Snapcell will change the automotive sales and service experience for our dealers and improve trust, transparency, sales, and overall customer loyalty"* —Brice Englert (CEO, TradePending)

### Snapcell Profile:

- Year Founded: 2016
- Headquarters: Tampa, FL
- Geographies Served: North America
- Employees: 20+

## Morgan Stanley's Financing of INRIX | Announced and Closed on August 8, 2023

**Morgan Stanley**

financing of

**INRIX**

- INRIX offers an analytics platform intended to serve the mobility ecosystem by transforming big data from connected devices and vehicles into mobility insights
- The company's platform transforms big data and offers community-powered traffic applications for smartphones, enabling drivers to keep road users safe, improve traffic signal timing to reduce delays and greenhouse gasses, optimize last-mile delivery, and help uncover market insights
- *"INRIX provides mission-critical insights to both private-sector and public-sector clients. Best-in-class organizations in the transportation sector are a focus area for Morgan Stanley Tactical Value, and we are excited to partner with INRIX as they aim to deliver on their mission of driving intelligence in transportation"* —Kevin Lin (Executive Director, Morgan Stanley)

### INRIX Profile:

- Year Founded: 2004
- Headquarters: Kirkland, WA
- Geographies Served: Global Reach
- Employees: 300+

# Active Strategic Acquirers

Among all transportation modes, strategic buyer rationales mainly include the expansion of transportation networks and diversification of end markets.

Acquirer	# Acquisitions <small>(Since Jan. 1, 2019)</small>	Targets
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# Active Majority Investors

Financial sponsors have been very active, executing new acquisitions as well as supporting their existing portfolio companies.

Investor	# Investments (Since Jan. 1, 2019)	Targets
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# Active Minority Investors














Minority investors have provided strategic capital to new best-in-class companies across sectors to execute their growth strategies.

Investor	# Investments (Since Jan. 1, 2019)	Targets
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# Precedent Transactions

Date	Transaction Type	Acquirer	Target	Description	EV (\$M)	EV/LTM Rev.
9/28/2023	Financing	 WAVECREST GROWTH PARTNERS MassMutual Ventures	 cardata	Offers vehicle reimbursement software designed to help corporate fleet managers reduce administrative burden and create a more accurate reimbursement program for their mobile employees	n/a	n/a
9/12/2023	Acquisition	<b>J.D. POWER</b>	 Autovista Group	Offers data and business intelligence services that provide automotive data, analytics, and industry insights	n/a	n/a
8/16/2023	Acquisition	<b>ARCADEA GROUP</b>	 FLIGHT VECTOR	Offers flight dispatch software with services including computer-aided dispatch, crew and mission, flight and duty, operations control centers, smart routing and decision support, and fleet management	n/a	n/a
8/16/2023	Financing	 MONTAGE CAPITAL	 ShipCalm	Offers third-party logistics services, product packaging and wholesale fulfillment services, inventory management, reverse logistics and return processing facilities, and customer service	n/a	n/a
8/15/2023	Financing	<b>FLATZ HOFFMANN</b>	 zeelo	Offers a B2B bus-sharing platform that uses data and technology to target areas of high private-car usage in order to connect people to places	\$50	Conf.
8/15/2023	Acquisition	<b>TRADEPENDING</b>	 snapcell	Offers an automotive video platform that provides live video chat, texting straight through the video, inventory integration, and oversight and reporting	Conf.	Conf.
8/15/2023	Financing	 CreativeCo LasOlas	 BusRight	Offers a school-bus tracking application that provides routing software, a real-time global positioning system, dynamic driver navigation, and a bus-tracking app	n/a	n/a
8/15/2023	Financing	<b>BlackPearls.vc</b>	<b>swotzy.</b>	Offers an e-commerce shipping platform that aggregates courier routes and rates in order to provide clients with optimal delivery routes	n/a	n/a
8/8/2023	Financing	Morgan Stanley	 INRIX	Offers an analytics platform intended to serve the mobility ecosystem by transforming big data from connected devices and vehicles into mobility insights	n/a	n/a
6/8/2023	Acquisition	 Reynolds&Reynolds	 AUTOVIZION	Offers an online car marketplace designed to help clients boost efficiency and automate buying, selling, and inventory management	n/a	n/a

## Precedent Transactions (cont.)

Date	Transaction Type	Acquirer	Target	Description	EV (\$M)	EV/LTM Rev.
6/7/2023	Financing	 MOORE CAPITAL MANAGEMENT, LP	SHIFT5	Offers data and software solutions designed to help clients in the rail, aviation, and defense industries increase operational efficiency and improve cybersecurity through actionable fleet intelligence	n/a	n/a
6/6/2023	Financing	 INSIGHT PARTNERS	 BESTPASS	Offers a comprehensive payment platform with a focus on toll management for commercial fleets of all sizes	n/a	n/a
6/6/2023	Acquisition	 MAIN CAPITAL PARTNERS	 RAIL CUBE	Offers freight railway management enterprise resource planning software designed to automate core processes across all business domains	n/a	n/a
5/31/2023	Acquisition	 INGKA™	MADE4.NET	Offers a supply chain execution and warehouse management platform designed to track labor and transportation in real time, enabling clients to streamline the flow and visibility of inventory	n/a	n/a
5/22/2023	Acquisition	 DealerBuilt	 Oplogic	Offers an AI-driven dealership customer relationship management (CRM) platform designed to help clients streamline their customer tracking, sales, and financing	n/a	n/a
5/18/2023	Financing	 OPENVIEW	 PARTSTECH AUTOMOTIVE E-COMMERCE TECHNOLOGY	Offers a web-based auto parts ordering platform designed to help mechanics and repair shops find and order the right parts	n/a	n/a
5/1/2023	Acquisition	 e-Emphasys	 CDK GLOBAL HEAVY EQUIPMENT	Offers an integrated dealer management software designed to help heavy equipment and industrial machinery clients optimize their business operations	n/a	n/a
4/17/2023	Acquisition	 miOVISION	 OPTICOM™ GLOBAL TRAFFIC TECHNOLOGIES	Offers an AI-based traffic control and sensing system, including hardware and SaaS for businesses in the traffic management industry	\$107	2.7x
4/4/2023	Financing	 Morgan Stanley INVESTMENT MANAGEMENT STEPSTONE TRUSTED PARTNER. PROVEN RESULTS.	 everstream ANALYTICS	Offers a supply chain risk management platform designed to leverage machine learning and artificial intelligence to predict, assess, and mitigate the risk of supply chain disruptions	n/a	n/a
4/3/2023	Acquisition	 Reynolds&Reynolds.	 DealerCorp	Offers digital retailing software solutions to dealers, such as desking, F&I, and inventory management	n/a	n/a

## Precedent Transactions (cont.)

Date	Transaction Type	Acquirer	Target	Description	EV (\$M)	EV/LTM Rev.
3/20/2023	Acquisition	 AAR	 Trax	Offers a web-based enterprise MRO software solution for aircraft maintenance and fleet management	\$140 <sup>(1)</sup>	n/a
3/9/2023	Acquisition	 TRINITY INDUSTRIES	 RSI LOGISTICS RAIL MANAGEMENT SOLUTIONS	Offers proprietary software, logistics services, and terminal management solutions to the North American rail industry	\$70	n/a
2/28/2023	Acquisition	 COX AUTOMOTIVE	 FleetNet America	Offers emergency roadside assistance, mobile truck repair, cost-reduction data, fleet maintenance, towing and recovery, preventive maintenance, and tire repair solutions	\$100	n/a
 2/16/2023	Acquisition	 wisetech global	 BLUME global	Offers a multimodal supply chain orchestration platform that unites end-to-end visibility, supplier management, and logistics execution	\$414	Conf.
2/15/2023	Acquisition	 KPLER	 MarineTraffic	Offers real-time ship tracking and maritime intelligence to the global maritime industry	n/a	n/a
2/14/2023	Acquisition	 DESCARTES	 GROUNDCLLOUD	Offers cloud-based final-mile carrier solutions and road safety compliance tools	\$218 <sup>(2)</sup>	n/a
2/2/2023	Financing	 83NORTH	 VIA	Offers a public mobility platform designed to optimize networks of buses, shuttles, wheelchair-accessible vehicles, school buses, autonomous vehicles, and electric vehicles around the globe	\$3,500	17.5x
2/1/2023	Financing	 INSIGHT PARTNERS	 PORTSIDE	Offers a cloud-based product suite designed to bring modern technology to the global business aviation industry and supports a diverse range of flight operations in more than 30 countries	\$150	n/a
1/31/2023	Financing	 Apax LLR Partners	 Magaya	Offers a supply chain automation and logistics software for freight forwarders, customs brokers, and other international logistics providers	n/a	n/a
1/24/2023	Acquisition	 wisetech global	 ENVASE	Offers a transportation management software designed for intermodal trucking, drayage (container haulage), and landside logistics in North America	\$230	6.6x <sup>(3)</sup>




















Sources: Company filings, S&P Capital IQ, and PitchBook.

(1) Includes \$20 million in contingent consideration. (2) Includes \$80 million in contingent consideration. (3) EV/NTM revenue multiple.

Note: Houlihan Lokey logo indicates a deal closed by Houlihan Lokey or by GCA prior to its acquisition by Houlihan Lokey.



## Precedent Transactions (cont.)
























Date	Transaction Type	Acquirer	Target	Description	EV (\$M)	EV/LTM Rev.
1/1/2023	Financing	 WARBURG PINCUS	 DriveCentric	Offers a customer relationship management platform that provides a core system of record and workflow for customer information, leads, interactions, and data	n/a	n/a
12/19/2022	Financing	 SILVERSMITH	 Impel	Offers auto dealers, wholesalers, OEMs, and marketplaces the industry's most advanced digital engagement platform	n/a	n/a
12/12/2022	Acquisition	 THOMABRAVO	 coupa	Offers a cloud-based business spend management platform designed to unify processes across supply chain, procurement, and finance functions	\$8,194	10.0x
12/12/2022	Acquisition	 Trimble	TRANSPOREON	Offers a cloud-based transportation management platform designed to provide sourcing, planning, execution, monitoring, and settlement tools	\$1,979	12.4x
12/12/2022	Acquisition	 AutoNation	 REPAIR SMITH	Offers a full-service mobile solution for automotive repair and maintenance, designed to help owners maintain their vehicles and maximize uptime	\$190	n/a
11/10/2022	Acquisition	 TRADER	Dealertrack  Canada	Offers digital retailing, financing, dealer reports, and deal management software solutions	n/a	n/a
11/7/2022	Acquisition	 RITCHIE BROS. AUCTIONEERS	 AA	Offers a global digital marketplace connecting vehicle buyers and sellers; designed to facilitate the marketing and sale of total-loss, damaged, and low-value vehicles	\$7,300	3.4x
11/3/2022	Financing	 generation A·P·MÖLLER	 project 44	Offers a cloud-based supply chain visibility platform for shippers and logistics service providers	\$2,700	n/a
11/1/2022	Acquisition	 Impel	 CarLabs.ai	Offers digital sales, service, and customer lifecycle software solutions to automotive dealers	n/a	n/a
10/25/2022	Acquisition	 EW EUROWAG	 INELO	Offers drive time settlement, telematics, and fleet management software solutions	\$305 <sup>(1)</sup>	7.4x <sup>(2)</sup>

Sources: Company filings, S&P Capital IQ, and PitchBook.

(1) Includes €12.5 million in contingent consideration.

(2) Based on annualized H1 2022 revenue.

## Precedent Transactions (cont.)

Date	Transaction Type	Acquirer	Target	Description	EV (\$M)	EV/LTM Rev.	
10/11/2022	Acquisition	 GPSINSIGHT	 TITANGPS	Offers fleet management telematics and global positioning system tracking for auto, trucks, and off-road equipment	n/a	n/a	
9/29/2022	Acquisition	 VALSOFT	 INPLAN	Offers end-to-end port management, terminal operating, and logistics software solutions for the maritime industry	n/a	n/a	
9/14/2022	Acquisition	 Trimble	 B2W	Offers equipment maintenance and repair, resource scheduling and dispatching, and field tracking software solutions for the off-road equipment industry	\$322	n/a	
 7/25/2022	Acquisition	 one planet™	 autoweb	Offers an automotive matchmaking platform connecting in-market car shoppers to their preferred vehicle transactions	Conf.	Conf.	
7/21/2022	Acquisition	 BainCapital	 Merchants FLEET	Offers cloud fleet and enterprise asset management and maintenance software	n/a	n/a	
7/11/2022	Acquisition	 Reynolds&Reynolds	 Motility Software Solutions	Offers end-to-end dealer management, inventory management, and CRM software solutions for specialty dealerships	n/a	n/a	
5/4/2022	Acquisition	 VESON NAUTICAL	 Q88 <small>Veson Company</small>	Offers SaaS-based subscription solutions and software solutions for chemical tanker owners	n/a	n/a	
 4/13/2022	Financing	 INSIGHT PARTNERS	 Five Arrows Principal Investments	 KPLER	Offers a commodity data and analytics platform	Conf.	Conf.
4/7/2022	Acquisition	 Brookfield	 CDK GLOBAL	Offers integrated data and technology solutions to the automotive, heavy truck, recreation, and off-road equipment industries	\$8,220	4.7x	
3/14/2022	Acquisition	 TRACSIS	 RAILCOMM Automated Rail Solutions	Offers rail automation systems and software for freight, transit, and industrial markets	\$14 <sup>(1)</sup>	2.4x	

Sources: Company filings, S&P Capital IQ, and PitchBook.

























(1) Includes \$2.7 million in contingent consideration.

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## Precedent Transactions (cont.)

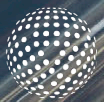
Date	Transaction Type	Acquirer	Target	Description	EV (\$M)	EV/LTM Rev.
2/1/2022	Acquisition	 SOLERA	 Spireon	Offers cloud-based GPS vehicle tracking and fleet management solutions	n/a	n/a
 12/23/2021	Acquisition	Undisclosed Buyer	Project Jayhawk	Offers a mobile application that connects independent contract drivers to auto sales, rental, and transport businesses	Conf.	Conf.
 12/22/2021	Acquisition	Undisclosed Buyer	Project Impact	Offers shop and supply chain management software solutions to the automotive collision industry	Conf.	Conf.
11/2/2021	Acquisition	 VERRA MOBILITY	 T2SYSTEMS	Offers parking management and intelligent solutions for managing parking, mobility, and transportation services	\$347	n/a
10/4/2021	Acquisition	 PROVIDENCE EQUITY PARTNERS	 tenstreet	Offers driver recruiting software and workflow solutions for the trucking and transportation industry	n/a	n/a
 9/27/2021	Acquisition	 RITCHIE BROS. AUCTIONEERS	 SmartEquip Be Ready.	Offers a technology platform that supports equipment lifecycle management and integrates parts procurement from OEMs and their dealers	\$175	Conf.
 9/15/2021	Acquisition	STONE POINT CAPITAL	 sambasafety	Offers cloud-based driver risk management and motor vehicle records to various industries	Conf.	Conf.
8/2/2021	Acquisition	 BRIDGESTONE	 azuga™	Offers GPS vehicle tracking and road usage charging solutions	\$391	n/a
 6/2/2021	Acquisition	 SOLERA	 edriving	Offers a patented driver risk management program that helps organizations reduce collisions, injuries, license violations, and total cost of fleet ownership	Conf.	Conf.
5/27/2021	Acquisition	 E2OPEN	 BLU JAY SOLUTIONS	Offers supply chain software and services to retail, manufacturing, and distribution industries	\$1,700	n/a

## Precedent Transactions (cont.)

Date	Transaction Type	Acquirer	Target	Description	EV (\$M)	EV/LTM Rev.
5/17/2021	Acquisition	 SOLERA	 DealerSocket*	Offers customer relationship management and dealership training solutions to auto dealers	n/a	n/a
5/17/2021	Acquisition	 SOLERA	 Omnitracs	Offers a complete fleet intelligence software platform	n/a	n/a
4/23/2021	Acquisition	 Panasonic	 BlueYonder	Offers end-to-end integrated supply chain and retail management software solutions	\$8,500	8.5x
 4/20/2021	Acquisition	 <b>autofutura</b> AUTOMOTIVE INTELLIGENCE	 GFORCES	Offers automotive retail software and data-driven business intelligence solutions	Conf.	Conf.
3/10/2021	Acquisition	 VIA	 remix	Offers a planning platform for public transit, designing streets, and managing new mobility	\$100	8.0x
 2/23/2021	Acquisition	 MYPOLICY	 bright box	Offers vehicle telematics solutions, providing the entire stack of connected car technology, including a cloud IT platform, mobile and web apps, and hardware	Conf.	Conf.
1/26/2021	Acquisition	 BAXTER MARINE GROUP LLC	 Vessel Vanguard.	Offers a cloud-based software application that provides automated task management to simplify the ownership and maintenance of vessels	n/a	n/a
11/17/2020	Financing	 INVIE/N CAPITAL CEZ GROUP	 forto	Offers a digital freight forwarding and supply chain platform	n/a	n/a
 6/16/2020	Acquisition	 atp	 Flightdocs	Offers aircraft maintenance tracking and inventory management solutions within business aviation	Conf.	Conf.
 1/7/2020	Acquisition	 Bregal Unternehmerkapital	 iptor Supply Chain Systems	Offers supply chain management, planning, and logistics software designed to help firms solve their complex order management and fulfillment challenges	Conf.	Conf.

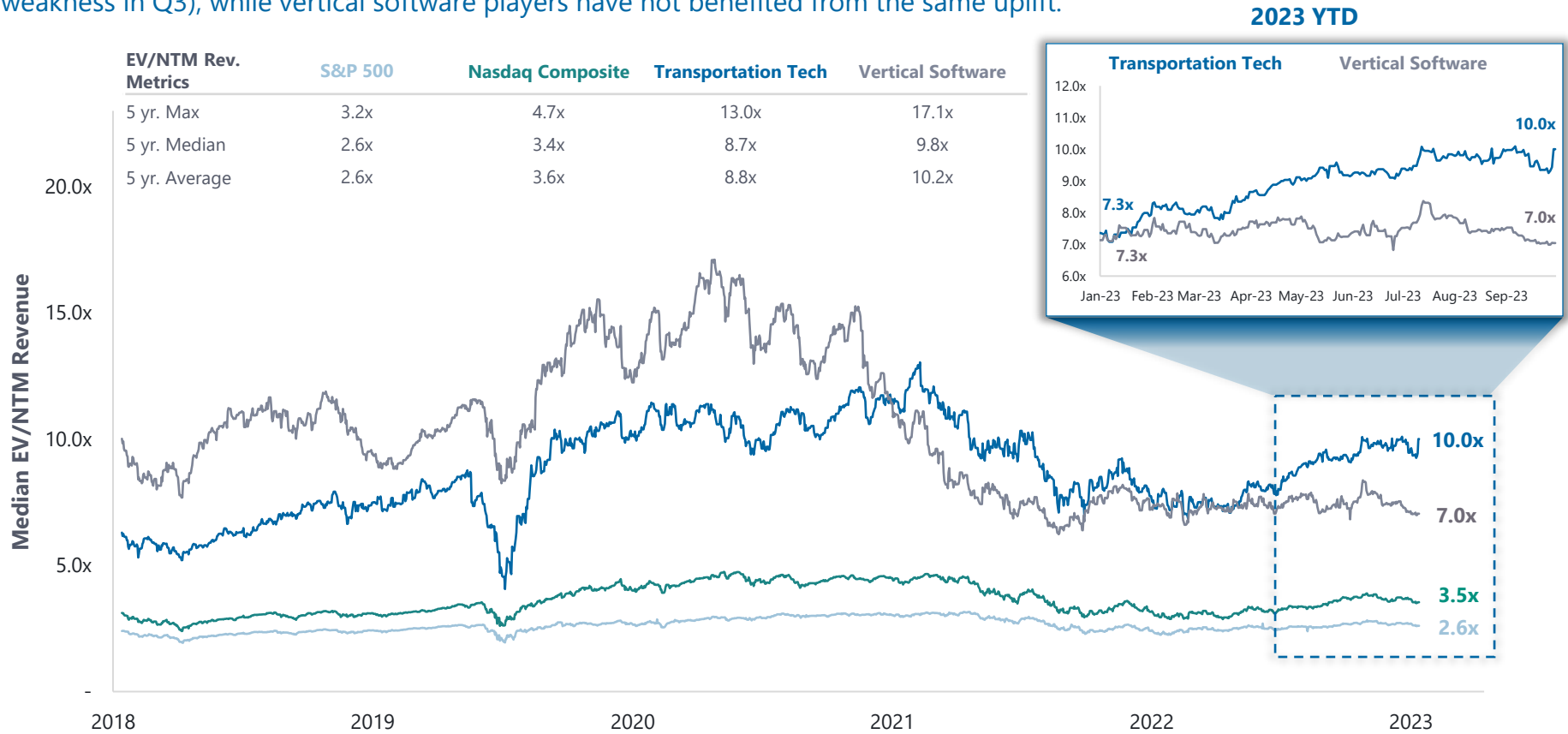
# 02

## PUBLIC MARKETS UPDATE



# Public Company Valuations: Historical Trends

This year, transportation technology players have seen their valuations rebound tremendously (although there has been some weakness in Q3), while vertical software players have not benefited from the same uplift.

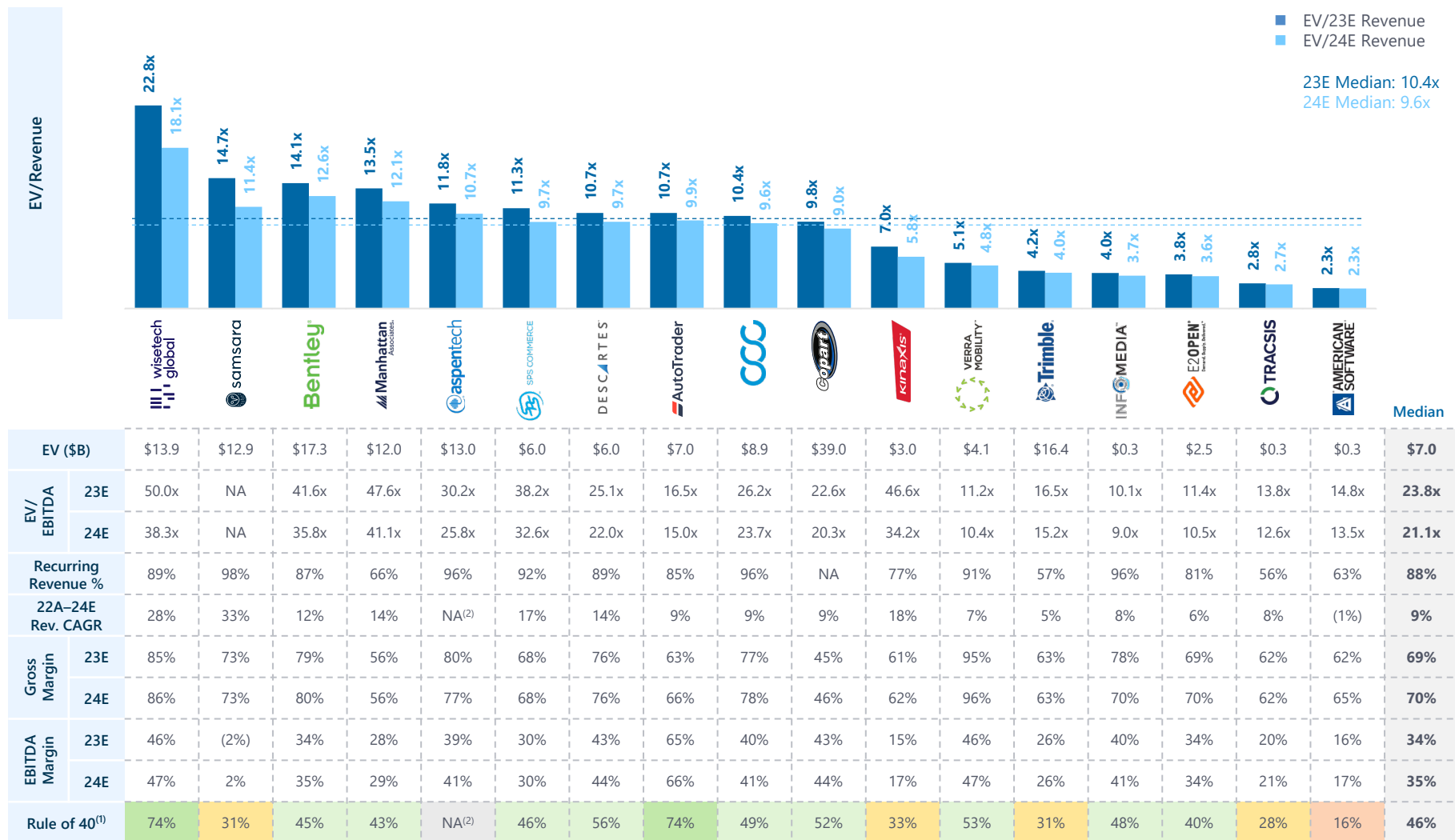


### Transportation Tech

### Vertical Software

# Public Company Valuations

## Transportation Tech



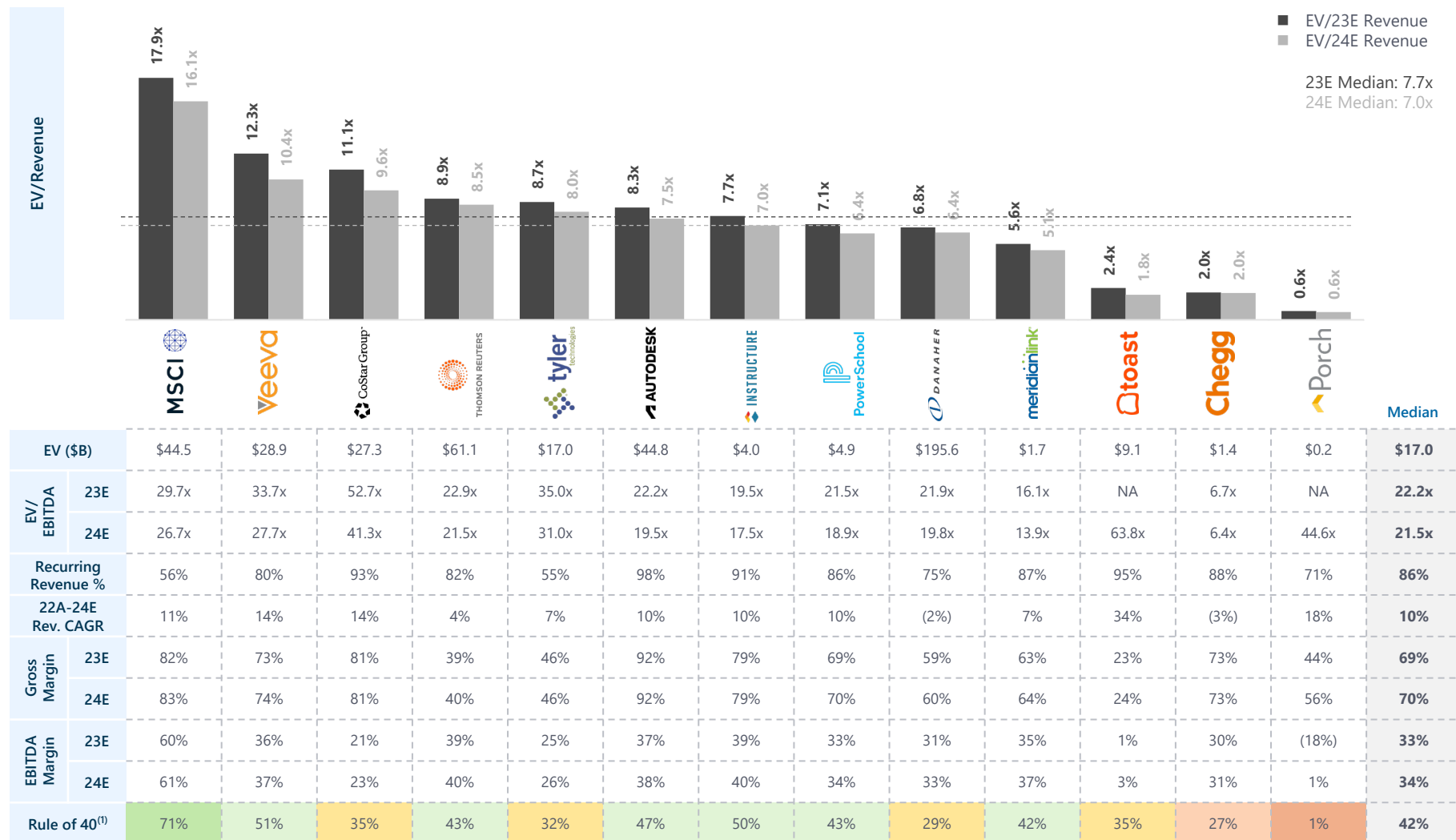
Sources: Trading multiples and other data are based on share price, other market data, and broker consensus future estimates in each case from S&P Capital IQ as of September 30, 2023.

(1) Sum of 22A–24E Revenue CAGR and 23E EBITDA Margin.

(2) Not comparable, as AspenTech growth is primarily driven by a combination with Emerson software units.

# Public Company Valuations (cont.)

## Vertical Software

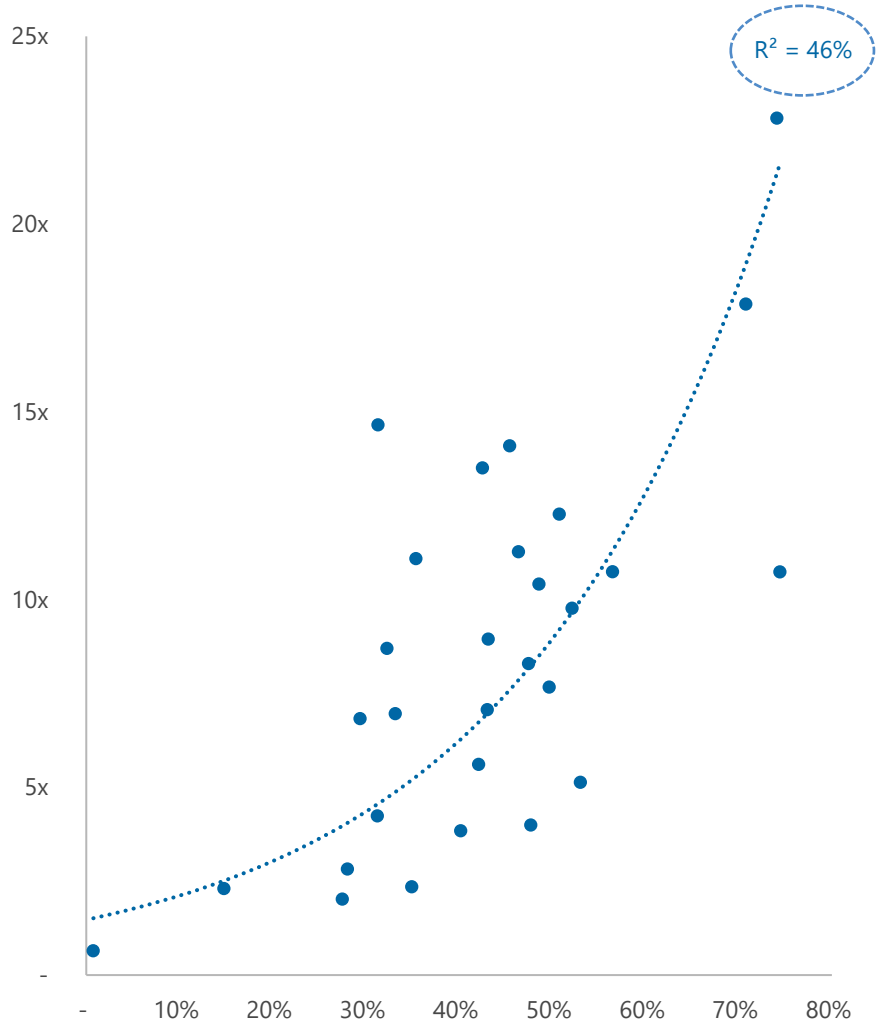




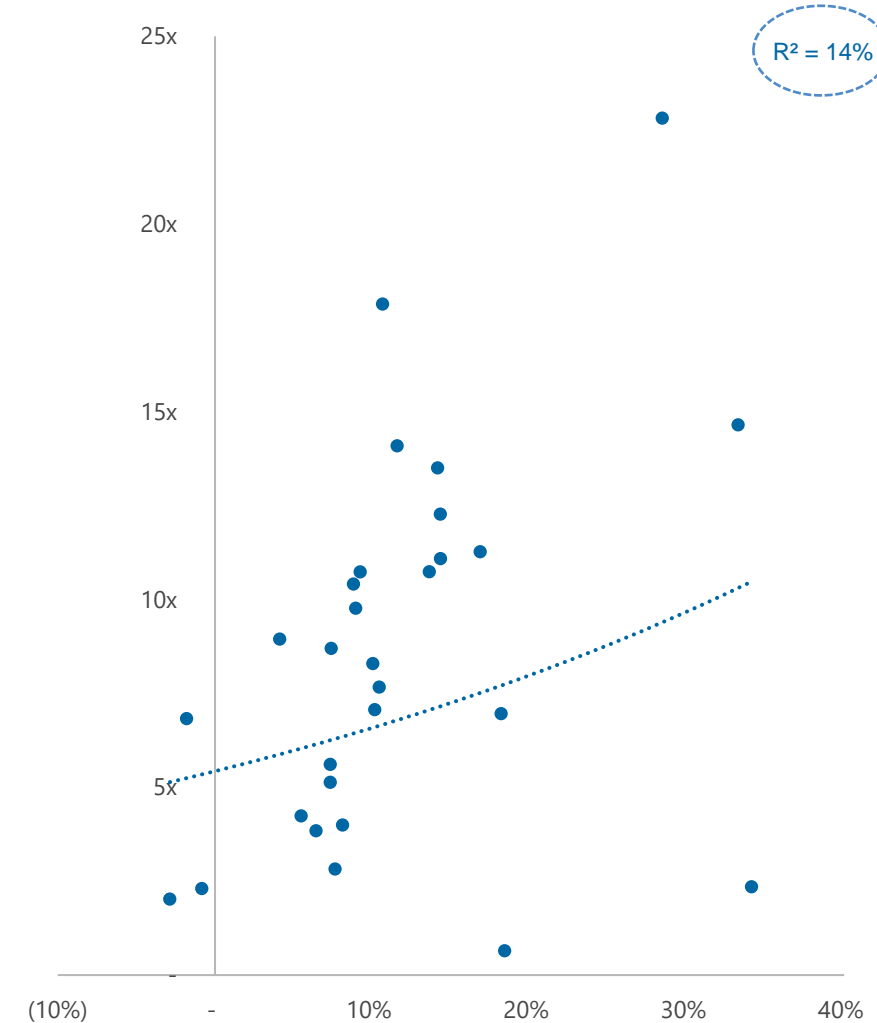
# Valuations Correlated to Rule of 40 With Emphasis on Profitable Growth

Investors continue to reward growth as long as it's delivered with an element of profitability. With few exceptions, negative EBITDA margin businesses remain out of favor.

Rule of 40 vs. EV/2023E Revenue

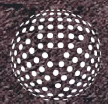


22A–24E Rev. CAGR vs. EV/2023E Revenue



# 03

## MARKET OVERVIEW AND THEMES DRIVING INVESTMENT IN TECHNOLOGY



# Themes Driving Tech Investment Across Transportation



(1) PSR (precision scheduled railroading) is a strategy used to increase efficiency and lower costs by reducing staff, increasing train length, and reducing assets such as locomotives.

# Market Overview and Themes Driving Investment in Technology: Automotive

## Market Overview

### Our Coverage

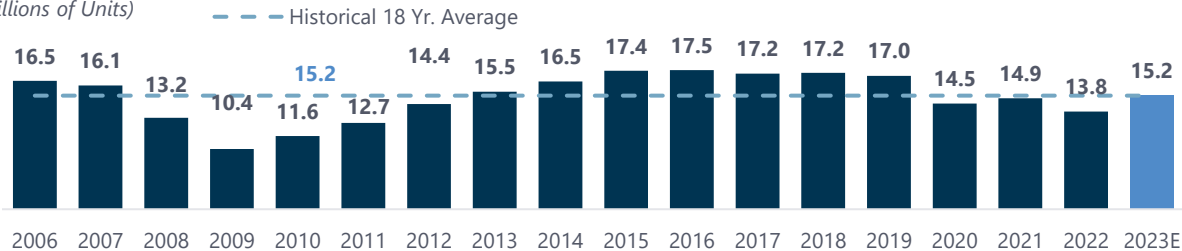
Our coverage includes B2B automotive software and broader technology providers that primarily serve new and used vehicle dealers, repair and body shops, and fleet owners such as the large rental groups.

### Market Update

New vehicle sales fell in 2022 (primarily driven by the microchip shortage), leading to an increase in prices and a surge in demand for used vehicles. While production constraints are expected to diminish over the course of the year, higher interest rates will dampen sales activity, leading to another year of below-trend new vehicle sales.

## New Light Vehicle Sales in the U.S.<sup>(2)</sup>

(Millions of Units)



## Key Themes Driving Investment in Technology



### Consolidation Driving Scale and Tech Spend

- Larger dealer groups are rapidly consolidating (e.g., Lithia acquired **31** dealerships in 2022), gaining scale and the ability to make significant tech investments.
- With more than **17,000** new dealers, **143,000** used dealers, and **364,000** vehicle repair/body shops in the U.S., the automotive market is ripe for consolidation.



### ACES (Autonomous, Connected, Electric, Shared)

- These disruptors are fueling the growth of the global automotive software and electronics market (expected to reach **\$462 billion** by 2030, **5.5% CAGR** from 2019).
- As vehicles are becoming more advanced, repair/body shops are also investing in tech, such as AI-powered vehicle inspections that help build trust with customers.



### Shortage of Service Technicians

- The shortage of service technicians is driving a need for technology to streamline operations, automate workflows, and improve retention.
- The U.S. automotive industry needs to replace **~76,000** service techs annually; however, only **~39,000** new service techs graduate from colleges and training programs.

## Total Addressable Market<sup>(1)</sup>

*# of Light Vehicles in the U.S.*

**257.7M**

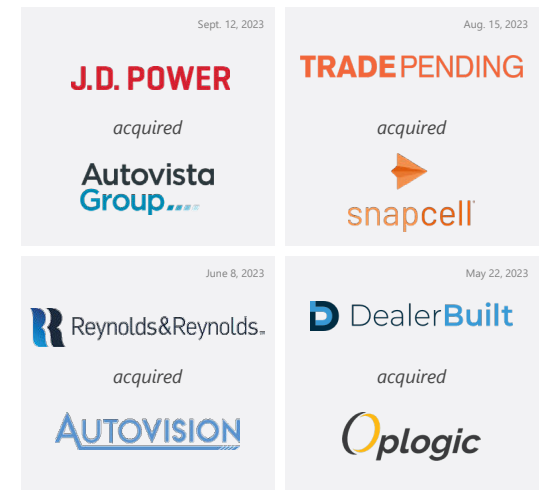
**60.4M**

**Long Wheelbase**  
(Large passenger vehicles, vans, pickup trucks, and sport/utility vehicles with a wheelbase larger than 121 inches)

**197.2M**

**Short Wheelbase**  
(Passenger vehicles, light trucks, vans, and sport utility vehicles with a wheelbase less than 121 inches)

## Selected Transactions<sup>(3)</sup>



Sources: IBISWorld, Lithia press release, NADA, McKinsey & Company.

(1) "Number of U.S. Aircraft, Vehicles, Vessels, and Other Conveyances," Bureau of Transportation Statistics, 2021.

(2) "Auto and Truck Seasonal Adjustment," Bureau of Economic Analysis, March 2023; NADA Market Beat, August 2023.

(3) Press releases and company website.

# Market Overview and Themes Driving Investment in Technology: Aviation

## Market Overview

### Our Coverage

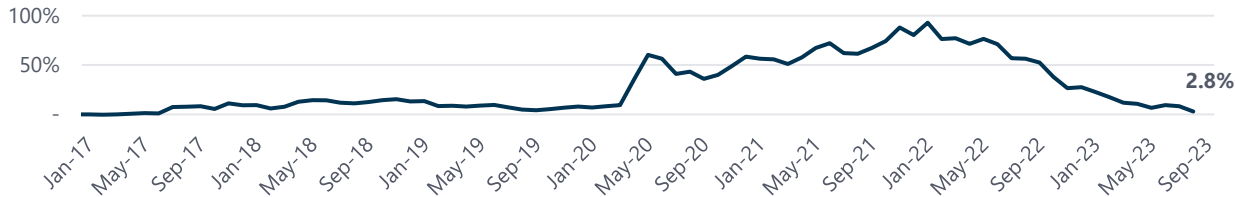
Our coverage includes aviation software and broader technology providers that serve OEMs, commercial passenger airlines, cargo transportation providers, MROs, corporate air travel fleets, charter operations, airports, FBOs, suppliers, and more.

### Market Update

Air freight rates skyrocketed during COVID-19 as capacity declined significantly (~50% of air freight is transported in passenger planes), and the congestion issues in ocean freight kept rates elevated even as air freight capacity recovered. As ocean shipping has recovered, air rates have begun normalizing; however, fuel and labor costs are expected to prevent a return to pre-COVID-19 levels.

### Global Inbound Air Freight Price Index<sup>(2)</sup>

(% change since January 2017)



## Key Themes Driving Investment in Technology



### Competition With Ocean Freight

- Now that ocean freight congestion has moderated, air freight demand is under pressure as shippers opt for ocean freight that is generally less expensive, less pollutant, and increasingly digitized.
- The air freight industry will have to invest in automation, visibility, and online booking platforms to remain competitive.



### Surge in Business Aviation

- Coming off record highs during COVID-19, driven by customers circumventing restrictions, global business aviation is down from peak levels but still up **13%** 2023 YTD vs. 2019.
- Investment in flight management systems, intelligence and forecasting, and marketplaces to connect industry players has been essential to keep up with demand.

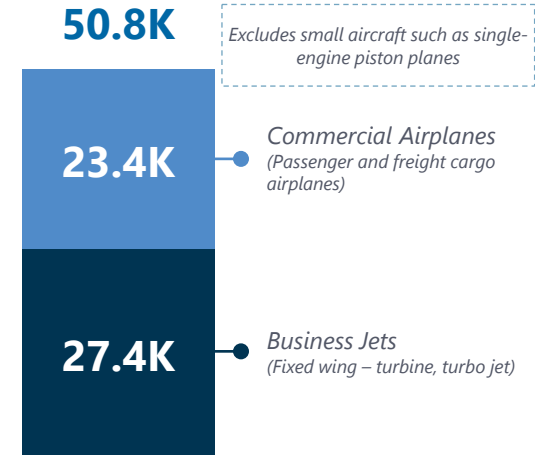


### Not Enough Pilots, Mechanics, and Other Aviation Workers

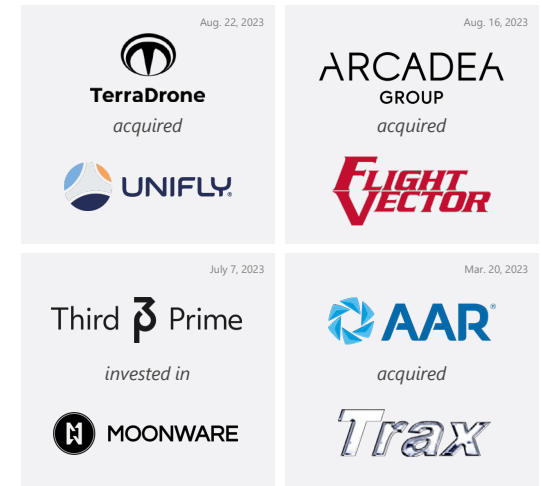
- Over the next several years, it is expected that the shortage of pilots and mechanics in North America will grow to **24,000** and **40,000**, respectively, due to early retirements during COVID-19 and baby boomer retirements.
- Companies will have to invest in recruiting technology tools, autonomous ground support equipment, MRO software, and AI/VR tools for training.

## Total Addressable Market<sup>(1)</sup>

# of Active Global Aircrafts



## Selected Transactions<sup>(3)</sup>



Sources: Forbes, Oliver Wyman, Aviation Pros, Globalia Logistics Network, Federal Aviation Administration, U.S. Bureau of Labor Statistics, Portside, Stellar, Jetnet, Freightos.

(1) "Global Fleet and MRO Market Forecast 2023–2033," Oliver Wyman; Jetnet 2023.

(2) U.S. Bureau of Labor Statistics, Inbound Price Index (International Services): Air Freight. Market data as of September 2023.

(3) Press releases and company website.

# Market Overview and Themes Driving Investment in Technology: Maritime

## Market Overview

### Our Coverage

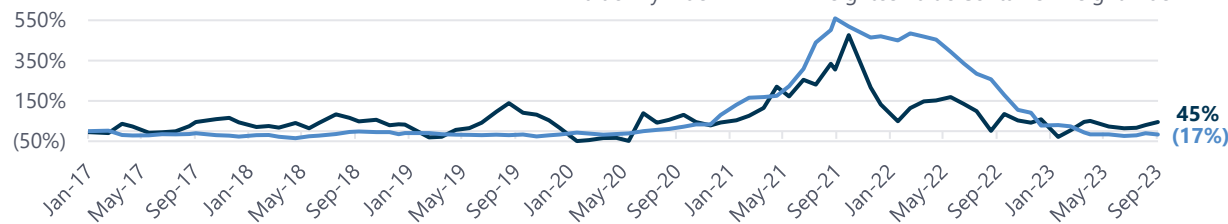
Our coverage includes maritime software and broader technology providers that serve ship owners and brokers as well as other players in the broader ecosystem such as producers, distributors, trading houses, financial institutions, and end customers.

### Market Update

After a historic boom over the pandemic era, both dry bulk and container freight rates have normalized. Dry bulk rates are expected to increase slightly in the medium term with the recovery of demand from China and limited fleet growth, while container freight rates are expected to remain under pressure given the ongoing investment in vessel capacity and reduced port congestion.

### Baltic Dry Index vs. Freightos Baltic Container Freight Index<sup>(2)</sup>

(% change since January 2017)

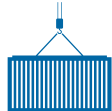


## Key Themes Driving Investment in Technology



### Emerging Tech Is Key to Achieving ESG Goals

- Emissions from the global maritime industry **have tripled over the past three decades**, and shipping is responsible for **2.5%–3.0%** of global greenhouse gas (GHG) emissions.
- Advancements in big data and monitoring systems are reducing emissions (e.g., route optimization), while robotics and automation can reduce hazardous work.



### Visibility Is Critical to Reducing Costs

- The adoption of visibility software for global ocean freight has been much slower than for over-the-road shipping (**50% vs. 73%**), with many still relying on manual processes.
- Ocean freight tracking, with accurate predictive ETAs, can help shippers identify and prevent issues and costs related to demurrage and detention.

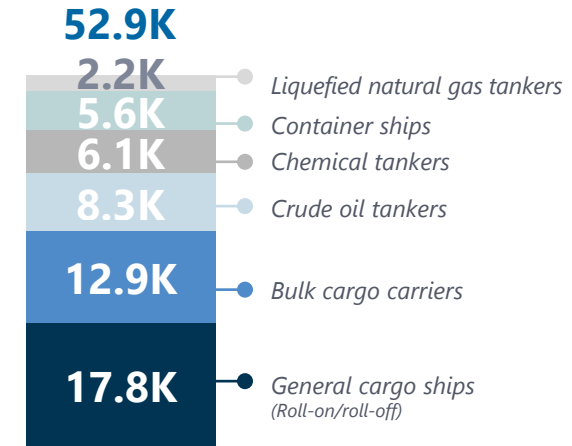


### Digitization of Outdated Processes

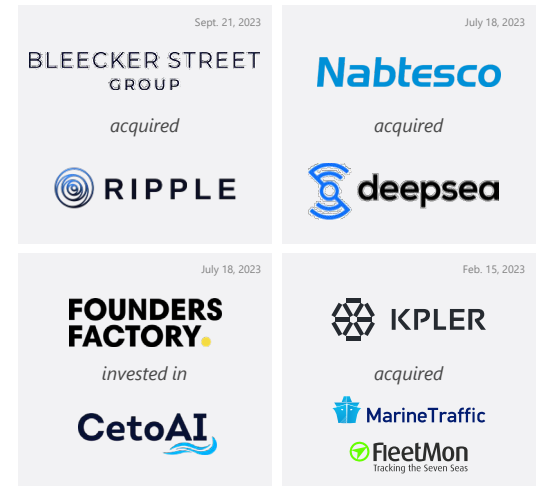
- Only **~1%** of bills of lading are electronic (eBL) today; however, global carriers are aiming for **5%** adoption by the end of 2023 and **100%** adoption by 2030.
- Data standardization across the industry enabling **100%** eBL is estimated to unlock **\$50 billion** in total value globally through cost savings and trade enablement.

## Total Addressable Market<sup>(1)</sup>

# of Global Merchant Ships



## Selected Transactions<sup>(3)</sup>



Sources: S&P Global, Vassallo Associates, Sinay.ai, McKinsey & Company, FourKites, PYMNTS.

(1) ISL; Marine Flottenkommando, 2022.

(2) Freightos Baltic Index: Global Container Freight Index; Baltic Exchange: Baltic Dry Index. Market data as of September 15, 2023.

(3) Press releases and company website.

# Market Overview and Themes Driving Investment in Technology: Off-Road

## Market Overview

### Our Coverage

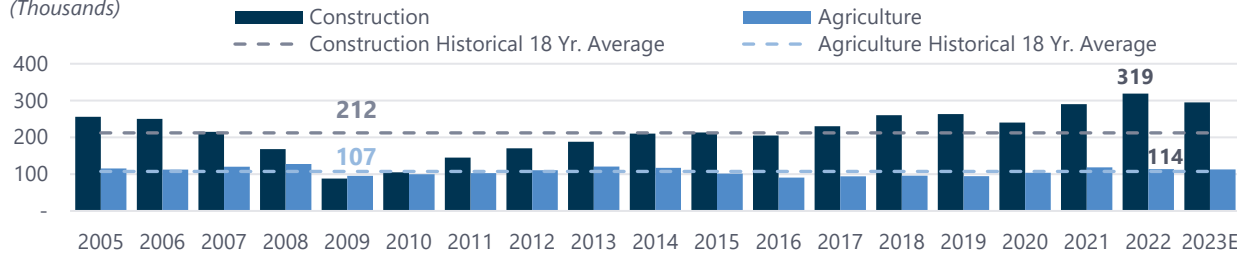
Our coverage includes software and broader technology providers enabling off-road mobile equipment across a wide range of construction (commercial, residential, industrial, etc.), agriculture, mining, oil and gas, and other heavy-equipment industries.

### Market Update

Despite a challenging macroenvironment, construction and agriculture equipment sales in North America remain above the historical average. Delayed COVID-19 infrastructure investments continue to support the construction equipment industry, despite rising interest rates, while the rising penetration of farm mechanization practices is driving steady farm equipment sales.

## Total North America Construction and Agriculture Equipment Unit Sales<sup>(2)</sup>

(Thousands)



## Key Themes Driving Investment in Technology



### Lag in Productivity Requires Digitization

- As one of the least digitized sectors in the economy, the global construction industry has lagged in productivity growth (**1%** annually vs. **2.8%** for the broader economy).
- Equipment and vehicle tracking devices can minimize late deliveries, reduce idle time, and prevent loss/theft, ultimately driving productivity.



### Sustainable Job Sites Are Essential to Lowering Emissions

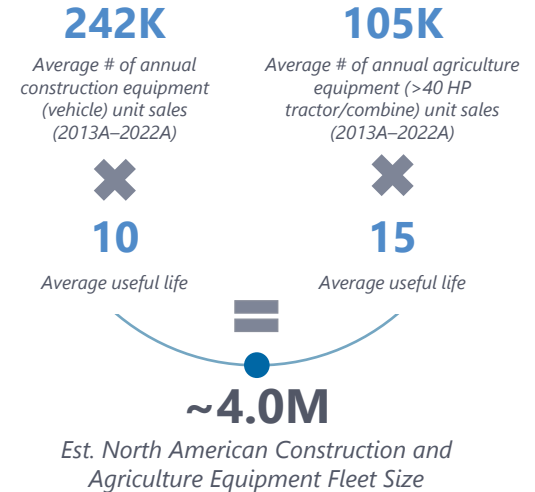
- The building and construction industry accounts for **37%** of global energy and process-related CO<sub>2</sub> emissions, and there's significant pressure to reduce this impact.
- Real-time visibility into machine utilization, diagnostic data, and preventive maintenance solutions can improve asset management and reduce fuel consumption.



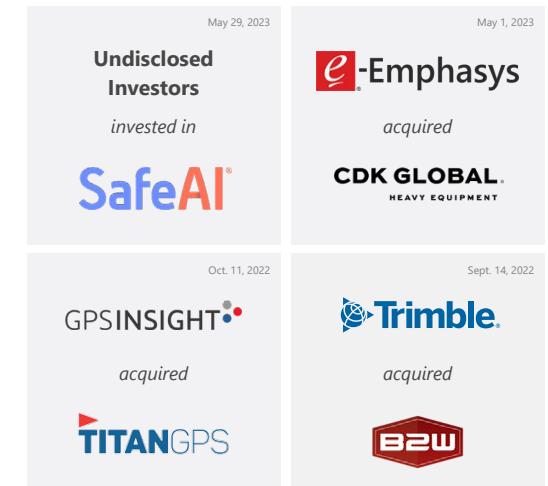
### Retirements Continue Driving Labor Shortage

- The U.S. construction industry needs to attract **546,000** additional workers on top of the normal hiring pace in 2023 to meet demand. With nearly **1 in 4** construction workers older than 55, retirements will continue.
- Semi-autonomous machinery and 3D mapping technology can help reduce safety risks, which is a very important criteria for younger generations.

## Total Addressable Market<sup>(1)</sup>



## Selected Transactions<sup>(3)</sup>



Sources: Associated Builders and Contractors, For Construction Pros, Association of Equipment Manufacturers, McKinsey, International Energy Agency, Research and Markets.

(1) Off-Highway Research: North American Construction Equipment Market, 2023; Thompson Tractor; J.P. Morgan North America Equity Research.

(2) J.P. Morgan North America Equity Research; Off-Highway Research.

(3) Press releases and company website.

# Market Overview and Themes Driving Investment in Technology: Rail

## Market Overview

### Our Coverage

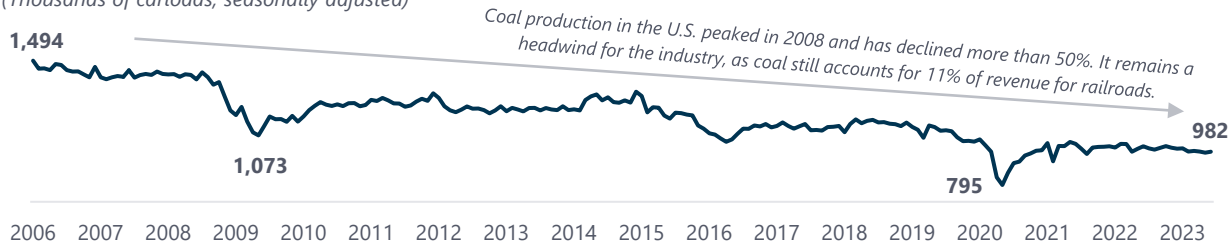
Our coverage includes rail software and broader technology providers that serve class 1, regional, and short-line railroads, rail terminals, shippers/manufacturers, and rail service providers (switching, railcar manufacturing/leasing, transloading, track and railcar maintenance, etc.).

### Market Update

The rail industry has faced challenges, including the long-term decline in coal and, more recently, pressure over safety policies given the Ohio derailment. On the other hand, the industry is efficient, sustainable, and reliable (freight levels bounced back rapidly from COVID-19) and will benefit from the growth of e-commerce as PSR<sup>(1)</sup> strategies are aligned with the demands of intermodal traffic.

### Rail Freight Carloads in the U.S.<sup>(2)</sup>

(Thousands of carloads, seasonally adjusted)



## Key Themes Driving Investment in Technology



### Digitization Is Key to Driving Demand

- Despite being up to **40%** more cost effective and generating up to **75%** fewer emissions, the U.S. rail freight market share has declined in favor of trucking, which has adopted technology at a much faster pace.
- The adoption of telematics and software to track a railcar's location and condition/health should encourage more shippers to choose rail.



### Government and Investor Focus on Safety

- After the derailment in East Palestine, Ohio, there has been a bipartisan push toward additional safety legislation, including fines that could reach **\$50 million+**.
- Norfolk Southern announced its own plan to invest in its network of detectors as well as develop a next-generation safety inspection technology that uses AI to identify and repair defects.

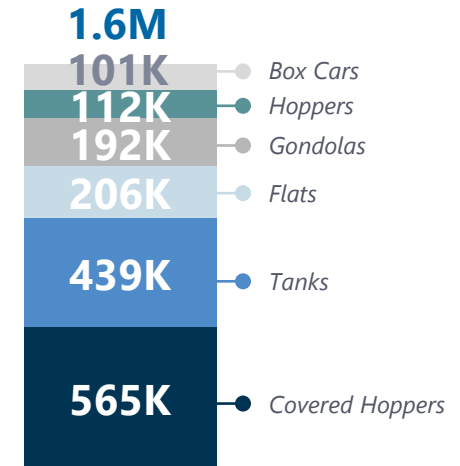


### Worker Shortage After Cuts During PSR

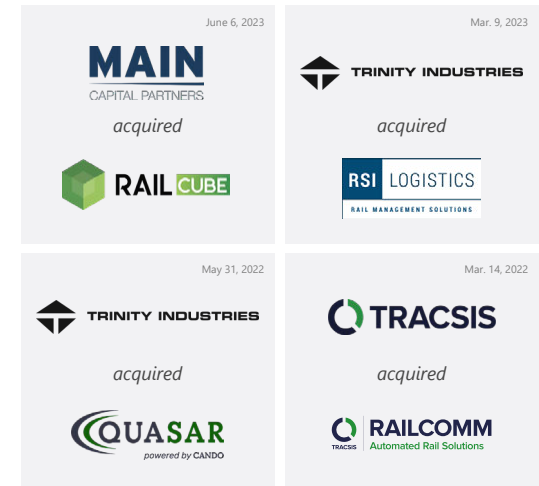
- Since 2015, the U.S. rail industry laid off roughly **one-fifth** of its workforce during the shift to PSR. However, there is now a labor shortage, as it's proving difficult to rehire workers.
- Recruiting and retention tools as well as automation and predictive maintenance technology are likely to see investment in response to worker shortage.

## Total Addressable Market<sup>(3)</sup>

# of Freight Cars in North America



## Selected Transactions<sup>(3)</sup>



Sources: Association of American Railroads, National Public Radio, White House, Norfolk Southern, Draup, SAP, BCG, National Library of Medicine.

(1) PSR (precision scheduled railroading): A strategy used to increase efficiency and lower costs by reducing staff, increasing train length, and reducing assets such as locomotives.

(2) Bureau of Transportation Statistics: "Rail Freight Carloads," September 2023; (3) Railinc: "The North American Freight Railcar Review 2023."

(3) Press releases and company website.



# Market Overview and Themes Driving Investment in Technology: Supply Chain and Logistics

## Market Overview

### Our Coverage

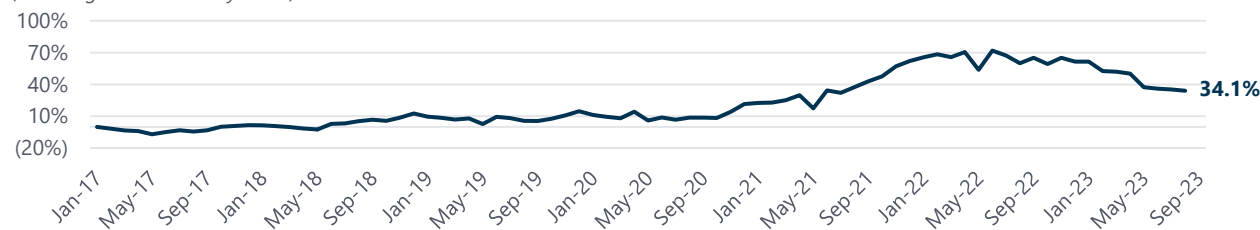
Our coverage includes downstream (e.g., execution) supply chain and logistics software and broader technology providers that serve a range of ecosystem constituents, including carriers (rail, maritime, trucking, aviation), suppliers and manufacturers, and logistics service providers.

### Market Update

COVID-19-induced supply constraints, coupled with heightened demand due to a shift in spending from services to e-commerce goods, compounded existing supply chain challenges (degrading infrastructure, labor shortages, environmental events, etc.) and drove a rapid increase in freight rates. Rates have started moderating, as constraints and purchasing patterns are normalizing.

## Cass Freight Index – Inferred Freight Rates<sup>(2)</sup>

(% change since January 2017)



## Key Themes Driving Investment in Technology



### Go Green or Go Home as ESG Regulations Mount

- The EU's Corporate Sustainability Reporting Directive, passed in November 2022, will require disclosure on sustainability targets, including plans to ensure compatibility with the Paris Agreement's **1.5°C global warming target**.
- Consumer and regulatory pressure is driving investment in software that helps reduce carbon emissions in the supply chain.



### E-Commerce and the Rising Need for Visibility

- U.S. e-commerce retail sales have spiked from **\$156 billion (11%** of total retail sales) in Q4 2019 to **\$265 billion (15%** of total retail sales) in Q4 2022.
- Companies are investing in real-time visibility software in order to better address consumers' rising expectations around delivery times and transparency.

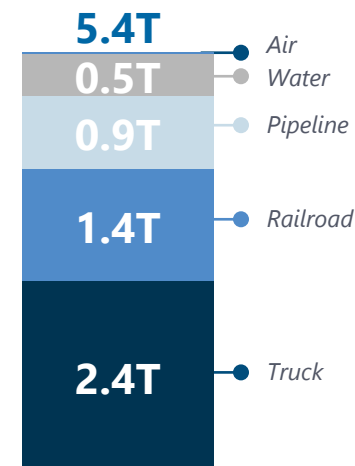


### Importance of Inventory Forecasting

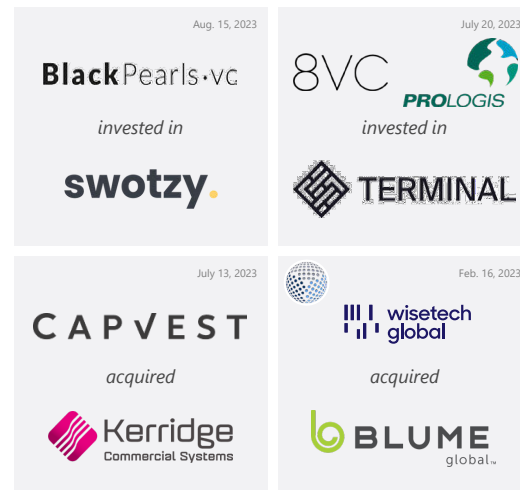
- Companies have struggled to meet unprecedented demand and supply challenges with homegrown, manual, and/or dated planning tools and applications.
- The global adoption rate of inventory optimization technology tools is expected to rise from **28%** to **87%** over the next five years.

## Total Addressable Market<sup>(1)</sup>

# of U.S. Ton-Miles of Freight



## Selected Transactions<sup>(3)</sup>



Sources: Gartner, Supply Chain 24/7, Council of the EU, White & Case, U.S. Department of Commerce, MHI Annual Industry Report, U.S. Department of Transportation.

(1) Bureau of Transportation Statistics: "U.S. Ton-Miles of Freight," 2020; Freight Analysis Framework.

(2) Inferred freight rates are calculated by dividing freight expenditures by shipment volume. Data is pulled from the entire Cass client base and updated monthly.

(3) Press releases and company website.

# Market Overview and Themes Driving Investment in Technology: Transit and Mobility

## Market Overview

### Our Coverage

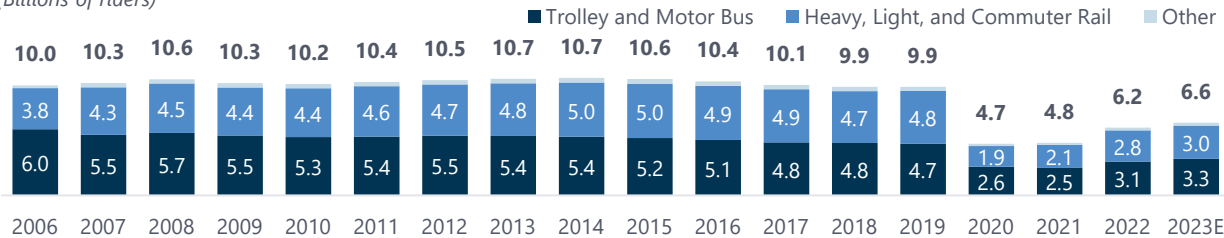
Our coverage includes public transit and mobility software and broader technology providers that serve a wide range of stakeholders, including all levels of government (county, city, state, etc.), transit authorities, transit/paratransit and parking operators, school districts, universities, and corporations.

### Market Update

COVID-19 had an unprecedented effect on public transportation, as ridership decreased by more than 50% in 2020 due to stay-at-home orders, workplace closures, and population losses near significant public transportation systems. Despite some recovery in 2022, ridership and fare revenue are not expected to return to pre-pandemic levels for several years, creating a strain on agency budgets.

## U.S. Unlinked Transit Passenger Trips by Transit Mode<sup>(2)</sup>

(Billions of riders)



## Key Themes Driving Investment in Technology



### Smart Cities Revolutionizing Urban Mobility

- Smart cities are driving infrastructure upgrades, safety improvements, pollution reduction, and economic development.
- Transportation tech (e.g., urban planning simulations, mobility-as-a-service, optimized waste collection routes, and autonomous and smart vehicles) is a key pillar of smart city development.



### Focus on Environmental and Social Benefits

- A low footprint and greater access to transportation are key drivers of U.S. federal investment in public transit (rose to **\$21 billion** in 2022, up **\$8 billion** from prior years) and student transportation (**\$5 billion** investment in electric school buses in 2022).
- Private innovation in tech should see a flow-through effect as infrastructure fleets modernize.



### Passenger Satisfaction Is Key to Ridership Recovery

- Transit agencies need to keep pace with rider expectations for reliability and efficiency in order to boost utilization following several years of reduced ridership.
- Investments in real-time optimization, automated scheduling, and self-service mobile apps will be critical.



## Total Addressable Market<sup>(1)</sup>

~130K

**Public Transit Assets**  
(including passenger rail and bus)

~500K

**School Buses**

~2M

**Parking Spots**

## Selected Transactions<sup>(3)</sup>



Sources: Congressional Research Service, APTA, Federal Transit Administration, National Academies, PitchBook, Premio, Gitnux, Ecolane, Swiftly, White House.

(1) Bureau of Transportation Statistics: Number of U.S. Aircraft, Vehicles, Vessels, and Other Conveyances, 2021; NYSBCA; CNN.

(2) APTA Public Transportation Ridership Report; Unlinked Passenger Trips: The number of times passengers board public transportation vehicles, no matter how many vehicles are used.

2023E forecast is based on annualized Q1 2023A ridership data.

(3) Press releases and company website.

# Market Overview and Themes Driving Investment in Technology: Trucking

## Market Overview

### Our Coverage

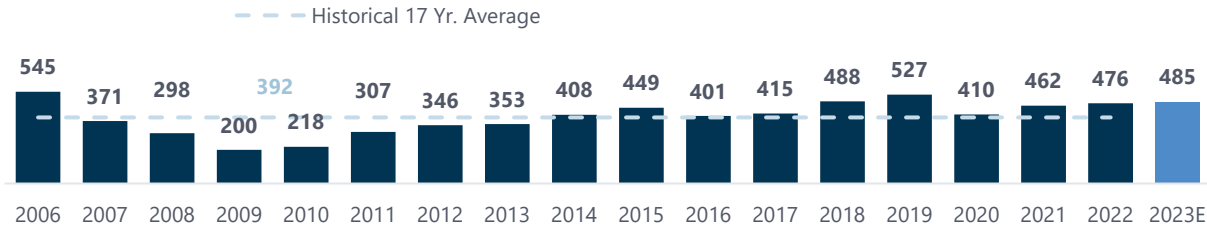
Our coverage includes trucking and fleet software and broader technology providers that focus on fleet management/operations and fleet maintenance.

### Market Update

In 2022, commercial truck sales were up slightly YoY as demand continued to outpace supply due to the semiconductor microchip shortage and scarcity of other key inputs. Sales are expected to rise just slightly again in 2023, as higher financing rates and tighter lending standards offset most of the benefits of increased supply.

### New Commercial Truck Sales in the U.S.<sup>(2)</sup>

(Thousands of Units)



## Key Themes Driving Investment in Technology



### Rising Insurance Costs and the Focus on Safety

- As insurance premiums increase to cover rising payout and litigation costs, transport companies of all sizes face financial uncertainty (especially due to nuclear verdicts).
- Fleets are complementing current asset tracking capabilities with dash-cam and driver-safety solutions to protect against fraudulent claims and improve driver training opportunities.



### ACES (Autonomous, Connected, Electric, Shared)

- Despite making up <1% of total truck manufacturing, electric truck production in North America is expected to **triple in 2023**, as charging infrastructure remains the primary constraint.
- Progress with autonomous trucks has stumbled despite massive investment. They should see continued interest given the significant potential benefits (improved reliability and efficiency).



### Shortage of Truck Drivers

- The U.S. trucking industry was short **~78,000** drivers in 2022, and the shortage could swell to **160,000+** over the next decade due to a high number of retirements, the challenging lifestyle, low pay, etc.
- Fleets that invest in software to enhance recruiting efforts and offer younger drivers tech capabilities to improve their experience will have an edge.

Sources: Bestpass, ACT Research, FleetOwner, Rewire Security, Supply & Demand Chain Executive, Samsara, ATD.

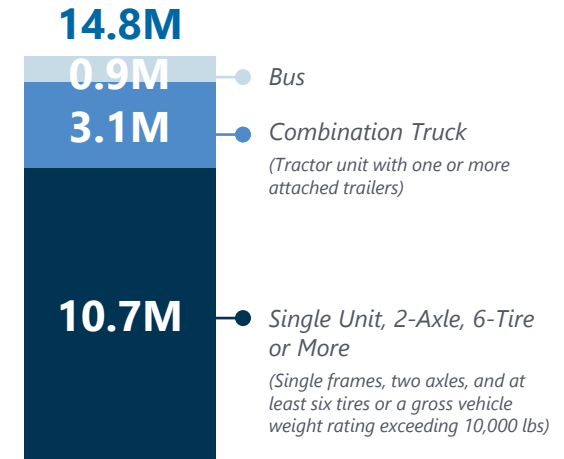
(1) Bureau of Transportation Statistics: "Number of U.S. Aircraft, Vehicles, Vessels, and Other Conveyances," 2021.

(2) Auto and Truck Seasonal Adjustment, Bureau of Economic Analysis, March 2023; NADA (ATD Truck Beat), December 2022.

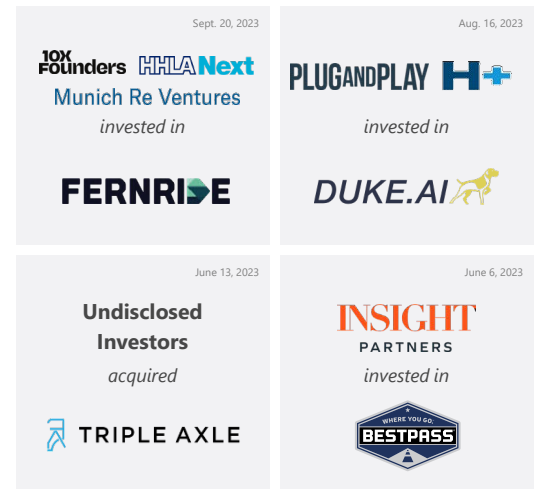
(3) Press releases and company website.

## Total Addressable Market<sup>(1)</sup>

# of Trucks in the U.S.



## Selected Transactions<sup>(3)</sup>



# 04

ABOUT HOULIHAN LOKEY



Houlihan Lokey

# Houlihan Lokey Is the Trusted Advisor to More Top Decision-Makers Than Any Other Independent Global Investment Bank

## CORPORATE FINANCE

2022 M&A Advisory Rankings  
Global Transactions Under \$1 Billion

	Advisor	Deals
1	<b>Houlihan Lokey</b>	<b>381</b>
2	Rothschild & Co	369
3	JP Morgan	217
4	Lazard	206
5	Goldman Sachs & Co	203

Source: Refinitiv. Excludes accounting firms and brokers.

**No. 1**

Global M&A Advisor Under \$1 Billion

**Leading**

Capital Markets Advisor

## FINANCIAL RESTRUCTURING

2022 Global Distressed Debt &  
Bankruptcy Restructuring Rankings

	Advisor	Deals
1	<b>Houlihan Lokey</b>	<b>58</b>
2	PJT Partners Inc	30
3	Lazard	29
4	Rothschild & Co	25
5	Moelis & Co	21

Source: Refinitiv.

**No. 1**

Global Restructuring Advisor

**1,500+**

Transactions Completed Valued at More Than **\$3.0 Trillion** Collectively

## FINANCIAL AND VALUATION ADVISORY

1998–2022 Global M&A  
Fairness Advisory Rankings

	Advisor	Deals
1	<b>Houlihan Lokey</b>	<b>1,232</b>
2	JP Morgan	1,030
3	Duff & Phelps, A Kroll Business	938
4	Morgan Stanley	725
5	BofA Securities Inc	710

Source: Refinitiv. Announced or completed transactions.

**No. 1**

Global M&A Fairness Opinion Advisor Over the Past **25 Years**

**1,000+**

Annual Valuation Engagements

# Our Product Knowledge, Industry Expertise, and Global Reach Deliver Superior Results

## Product Expertise

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**Mergers and Acquisitions**



**Capital Markets**



Financial Restructuring



Financial and Valuation Advisory



Private Funds Advisory

## Dedicated Industry Group

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Business Services



Consumer, Food, and Retail



Energy



Financial Services



FinTech



Healthcare



Industrials



Real Estate, Lodging, and Leisure



**Technology**

## Financial Sponsors

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Active Dialogue With a Diverse Group of More Than 1,000 Sponsors



Hedge Funds



Private Equity Firms



Capital Alliances

# Our Tech M&A Team Is No. 1 Globally With Unparalleled Reach

2022 M&A Advisory Rankings  
All Global Technology Transactions

	Advisor	Deals
1	<b>Houlihan Lokey</b>	<b>116</b>
2	Goldman Sachs & Co	106
3	Morgan Stanley	79
4	Rothschild & Co	76
5	JP Morgan	75

Source: Refinitiv. Excludes accounting firms and brokers.

2022 M&A Advisory Rankings  
U.S. Technology Transactions  
Under \$1 Billion

	Advisor	Deals
1	<b>Houlihan Lokey</b>	<b>49</b>
2	Canaccord Genuity Grp Inc	37
2	Lincoln International	37
4	William Blair & Co	33
5	Moelis & Co	32

Source: Refinitiv. Excludes accounting firms and brokers.



## AMERICAS

- Atlanta
- Baltimore
- Boston**
- Chicago
- Dallas
- Houston
- Los Angeles
- Miami**
- Minneapolis
- New York**
- San Francisco**
- São Paulo
- Washington, D.C.
- Local Technology Team**

## EUROPE AND MIDDLE EAST

- Amsterdam
- Antwerp
- Dubai**
- Frankfurt**
- London**
- Madrid
- Manchester**
- Milan**
- Munich
- Paris**
- Stockholm**
- Tel Aviv**
- Zurich

## ASIA-PACIFIC

- Beijing
- Fukuoka
- Gurugram
- Hong Kong SAR
- Mumbai**
- Nagoya
- Shanghai
- Singapore
- Sydney
- Tokyo**

# Houlihan Lokey Global Technology Group Positioning

## LARGE-CAP TRANSACTION EXPERTISE

- CEO-level relationships with leading tech companies
- Large senior team with unparalleled transaction experience
- Broad network including Fortune 500 relationships
- Highest-quality client service
- M&A advisory and capital-raising expertise



## MIDDLE MARKET / GROWTH SECTOR FOCUS




- Unique global access to venture capital, private equity, and strategic investors
- Growth company focus
- Deep sector expertise and domain knowledge
- Extensive capital markets access
- Late-stage private through public company orientation



# How Houlihan Lokey Can Help

Our firm is extremely well equipped to help our clients navigate uncertain times. We respond quickly to challenging situations and are constantly helping clients to analyze, structure, negotiate, and execute the best possible solutions from both a strategic and a financial perspective.

## What We Offer

<p>1</p>  <p><b>Corporate Finance</b></p>	<ul style="list-style-type: none"> <li>Mergers and Acquisitions</li> <li>Capital Markets</li> <li>Private Funds Advisory</li> <li>Board Advisory Services</li> </ul>	<p>We are widely recognized as a leading M&amp;A advisor to the mid-cap and have long-standing relationships with capital providers, including commercial banks and other senior credit providers, insurance funds, asset managers, and mezzanine fund investors. Few other investment banks maintain the breadth of relationships and capital markets intelligence that we do.</p>
<p>2</p>  <p><b>Financial Restructuring</b></p>	<ul style="list-style-type: none"> <li>Company Advisory</li> <li>Special Situations</li> <li>Distressed M&amp;A</li> <li>Liability Management</li> <li>Creditor Advisory</li> </ul>	<p>We have the largest restructuring practice of any global investment bank. Since 1988, we have advised on more than 1,500 restructuring transactions (with aggregate debt claims in excess of \$3.0 trillion). We served as an advisor in 12 of the largest 15 bankruptcies from 2000 to 2022.</p>
<p>3</p>  <p><b>Financial and Valuation Advisory</b></p>	<ul style="list-style-type: none"> <li>Portfolio Valuation and Fund Advisory</li> <li>Transaction Opinions</li> <li>Corporate Valuation Advisory Services</li> <li>Transaction Advisory Services</li> <li>Real Estate Valuation and Advisory</li> <li>Dispute Resolution Consulting</li> </ul>	<p>Over five decades, we have established ourselves as one of the largest financial and valuation advisory firms. Our transaction expertise and leadership in the field of valuation help inspire confidence in the financial executives, boards of directors, special committees, investors, and business owners we serve.</p>

## Why We're Different



No. 1 for U.S. Under \$1 Billion<sup>(1)</sup> and Global Tech M&A<sup>(2)</sup>



Significant Experience With Financing Markets



Senior-Level Commitment and Dedication



Deep, Industry-Specific Expertise



Superior Work Product/ Technical Abilities



Creativity, Imagination, Tenacity, and Positivity

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