

# Cloud, Data & Analytics Market Monitor

Market Overview

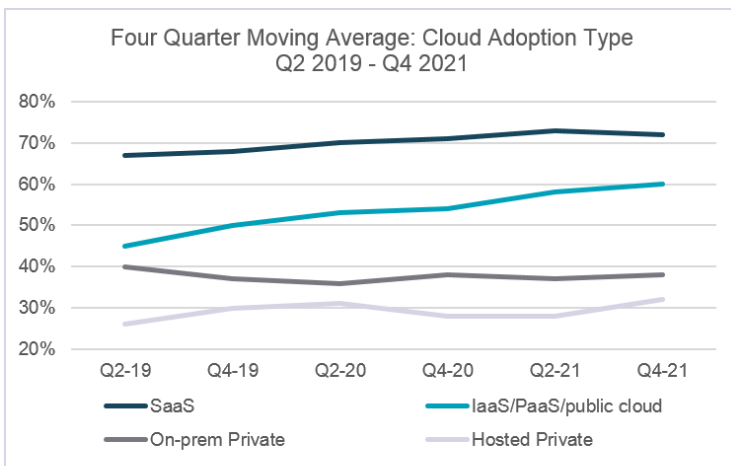
Sector Spotlight

Public Market Performance

M&A Activity

## Sector Leadership

The first quarter of 2022 marked an interesting shift in the technology markets. While the beginning of the quarter came in like a lion with an abundance of deal activity in the space, momentum slowed as geopolitical instability rose. Nevertheless, a couple key industry players have maintained growth; most notably, public cloud providers. Since the onset of the pandemic, use of public cloud services has grown by ~8%. For comparison, SaaS is up ~4%, while on-prem and hosted private cloud providers are up ~1% each (see below).



Source: S&P Global 451 Research

To meet demand, the major public cloud providers (AWS, Azure, Google, IBM and Alibaba) are investing in new infrastructure & capabilities. Collectively, they are expected to open 36 new regions in the coming quarters, thereby expanding their global footprint by 20%. While EMEA continues to be the locus of hyperscaler development, planned deployments in Spain, Israel, Qatar and New Zealand are primed to attract attention and talent.



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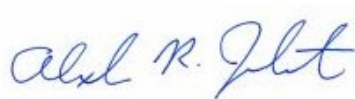


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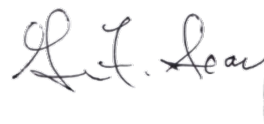
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In North America, availability is hardly the driving concern. Rather, enterprises face innumerable choices and a complex portfolio of workloads scattered across many environments. Application modernization and infrastructure management are top priorities for the cloud-transitioning enterprise. We are seeing accelerated interest within these themes, particularly where proprietary technology has been applied to enhance the autonomy of modernization and management processes.

Our viewpoint is that the endgame finds most workloads in the cloud. However, we're not there yet and it will be a long journey for many. Services providers of all stripes are positioning themselves to assist this journey, which, in turn, supports an M&A market for companies with novel or proprietary offerings. The most promising targets will emphasize AI-powered capabilities for autonomous response. While still in the early stages, this is a theme we'll be watching closely in Q2 and beyond.



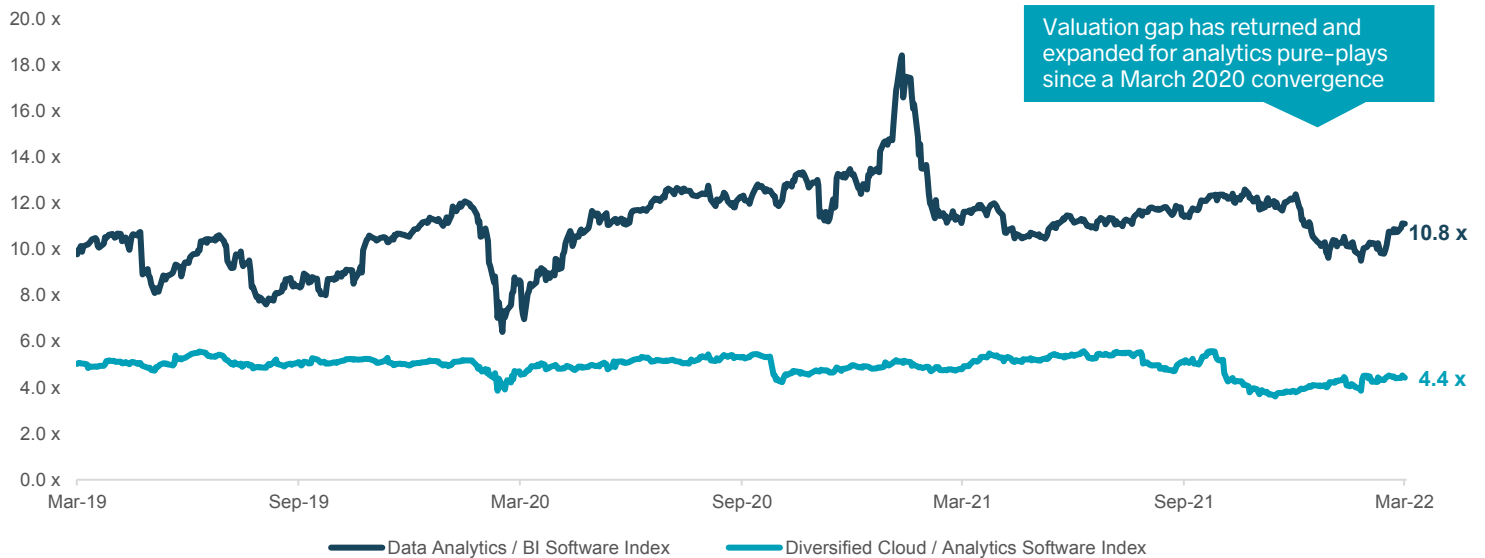
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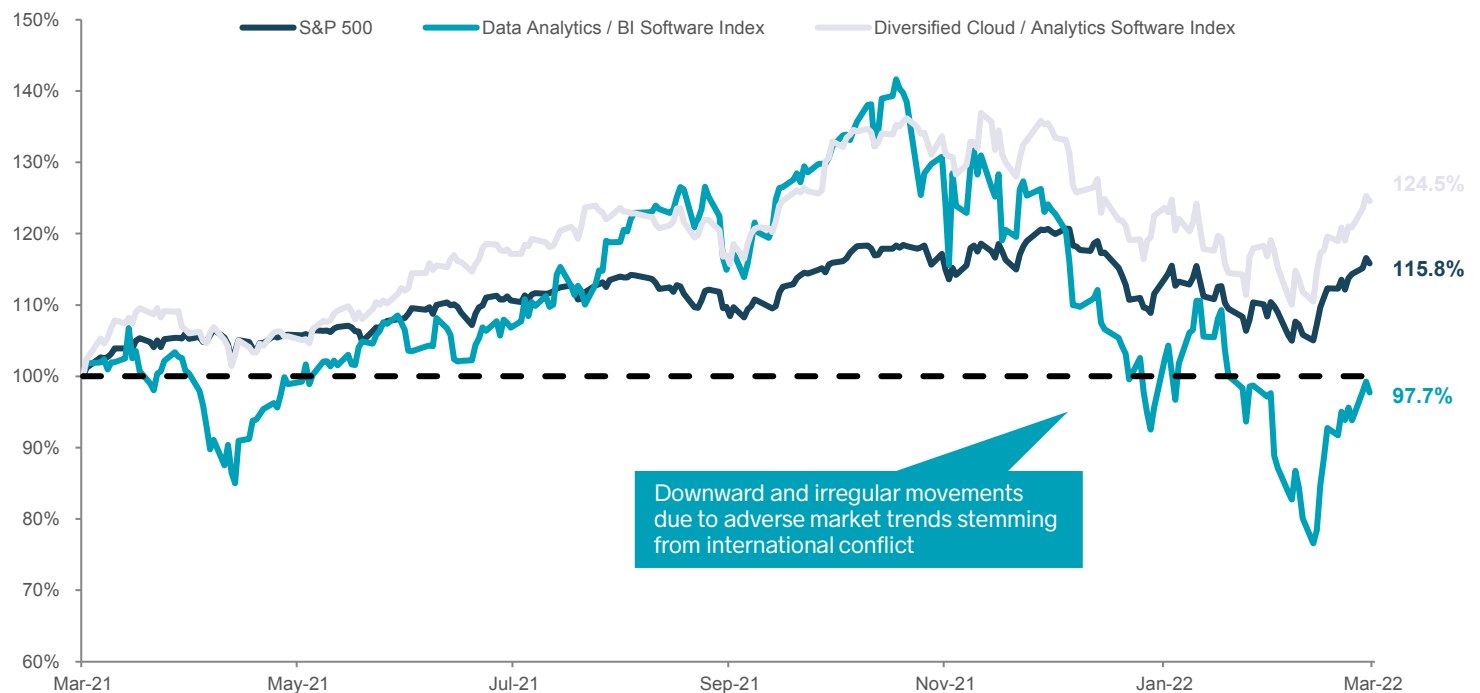
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# Public Market Performance

## LTM EV / Revenue Multiple Trend – 3 Years



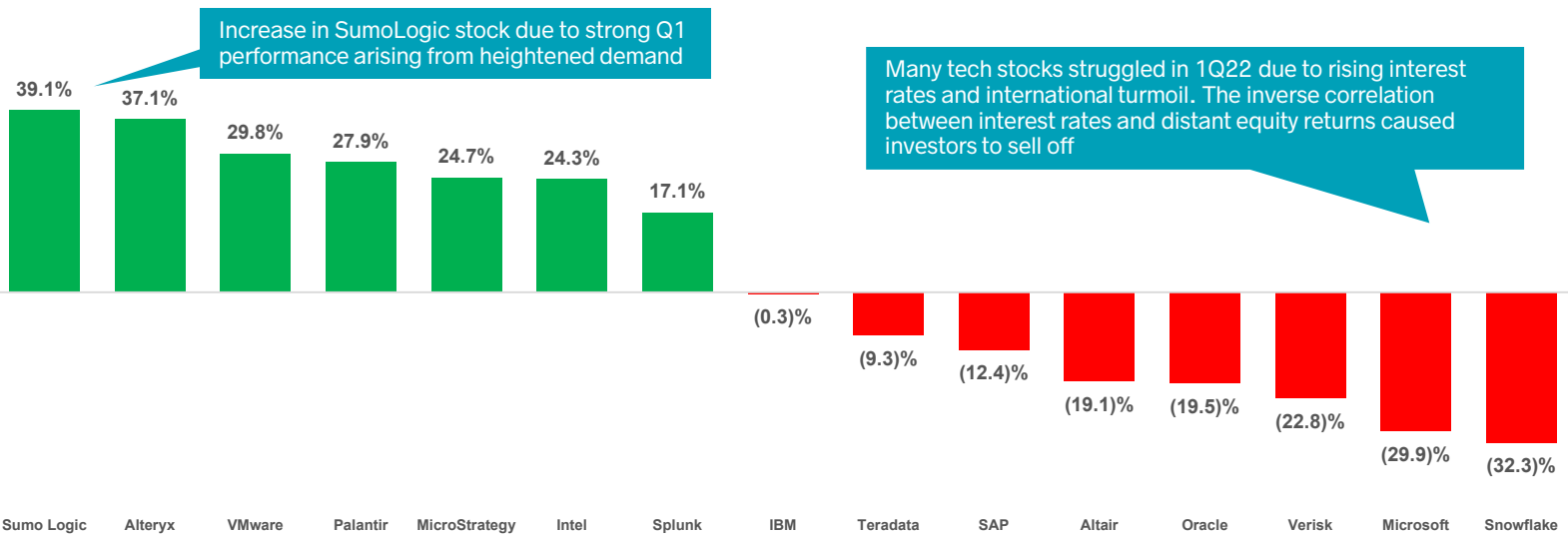
## Cloud, Data & Analytics Market Indices Performance – 1 Year



Source: Public market data as of 31-Mar-2022, Capital IQ

# Public Market Performance

## Q1 2022 Share Price Performance – 1 Quarter



## Cloud, Data & Analytics Comparable Companies Analysis

### Data Analytics / BI Software Index

	Closing Price 31-Mar-2022	% of 52 Week High	Equity Market Cap	Enterprise Value	EV / Revenue Multiples			EV / EBITDA Multiples			LTM EBITDA Margin
					LTM	2021	2022	LTM	2021	2022	
<b>Data Analytics / BI Software</b>											
Altair	\$64.4	77.6%	\$5,289	\$5,104	9.6x	9.8x	8.9x	NMF	NMF	NMF	8.1%
Alteryx	71.5	79.0	5,115	5,298	9.9	10.0	7.4	NMF	NMF	NMF	(21.3)
MicroStrategy	486.3	54.6	5,793	7,971	15.6	15.6	15.1	NMF	NMF	NMF	11.2
Palantir	13.7	46.9	32,056	29,791	19.3	19.5	14.9	NMF	NMF	14.9	(25.7%)
Snowflake	229.1	56.6	83,604	79,958	NMF	NMF	NMF	NMF	NMF	NMF	(56.9%)
Splunk	148.6	84.1	25,647	27,296	10.2	10.7	8.3	NMF	NMF	NMF	(37.1)
Sumo Logic	11.7	49.7	1,561	1,278	5.3	5.3	4.4	NMF	NMF	NMF	(46.7)
Verisk	214.6	92.7	35,228	38,583	12.9	12.9	12.7	NMF	26.3	25.3	46.1

High	92.7%	\$83,604	\$79,958	19.3x	19.5x	15.1x	NMF	26.3x	25.3x	46.1%
Median	67.1	15,720	17,633	10.2	10.7	8.9	NMF	26.3	15.1	(23.5)
Mean	67.6	24,287	24,410	11.8	12.0	10.2	NMF	26.3	18.4	(15.3)
Low	46.9	1,561	1,278	5.3	5.3	4.4	NMF	26.3	14.9	(56.9)

### Diversified Cloud / Analytics Software Index

	Closing Price 31-Mar-2022	% of 52 Week High	Equity Market Cap (\$ in M)	Enterprise Value (\$ in M)	EV / Revenue Multiples			EV / EBITDA Multiples			LTM EBITDA Margin
					LTM	2021	2022	LTM	2021	2022	
<b>Diversified Analytics Software</b>											
IBM	\$130.0	85.1%	\$119,922	\$164,640	2.9x	2.9x	2.7x	NA	NA	9.8x	0.0%
Intel	49.6	72.4	201,814	232,985	2.9	3.2	3.1	6.9	7.1	7.9	42.9
Microsoft	308.3	88.2	2,342,190	2,270,100	12.3	12.3	10.7	25.0	25.1	21.4	49.1
Oracle	82.7	77.8	234,394	289,903	6.9	7.0	6.7	15.8	13.8	13.4	44.0
SAP	112.2	77.9	140,038	147,352	4.7	4.7	4.5	20.0	13.2	13.5	23.2
Teradata	49.3	83.0	5,599	5,579	2.9	2.9	2.9	14.6	11.1	11.9	20.0
VMware	113.9	66.2	50,611	60,576	4.7	4.7	4.4	19.9	12.6	12.2	23.7

High	88.2%	\$2,342,190	\$2,270,100	12.3x	12.3x	10.7x	25.0x	25.1x	21.4x	49.1%
Median	77.9	140,038	164,640	4.7	4.7	4.4	17.8	12.9	12.2	23.7
Mean	78.6	442,081	453,019	5.3	5.4	5.0	17.0	13.8	12.9	29.0
Low	66.2	5,599	5,579	2.9	2.9	2.7	6.9	7.1	7.9	0.0

Source: Public market data as of 31-Mar-2022, Capital IQ


Note: Multiples charts may differ from Comparable Company Analysis figures due to detailed adjustments made to the Comparable Company Analysis.

# M&A Activity

Date	Target	Buyer/Investor	Summary
<b>L3M Featured M&amp;A Transactions</b>			
31-Mar-2022	<b>Evolytics</b>	<b>Concord USA</b>	<ul style="list-style-type: none"> <li>Evolytics is a digital analytics consultancy with services intended for customers in the financial services, technology and e-commerce industries</li> <li>The acquisition adds complementary data and marketing analytics capabilities to Concord's current stack</li> </ul>
14-Mar-2022	<b>MediaAgility</b>	<b>Persistent Systems</b>	<ul style="list-style-type: none"> <li>MediaAgility offers digital consultancy services for products including Google Cloud, G Suite and big data</li> <li>The acquisition enhances Persistent's relationship with Google and enables them to offer verticalized solutions within the Google Cloud ecosystem</li> </ul>
11-Mar-2022	<b>Umanis</b>	<b>CGI</b>	<ul style="list-style-type: none"> <li>Umanis is a digital consultancy with specialties in big data &amp; AI, infrastructure &amp; cloud, integration of business solutions, and digital experience</li> <li>Umanis aligns perfectly with CGI's build-and-buy growth model to expand their end-to-end capabilities</li> </ul>
02-Mar-2022	<b>Blue.Cloud</b>	<b>Hudson Hill Capital</b>	<ul style="list-style-type: none"> <li>Blue.Cloud provides cloud, data and analytics services through their partnerships with Snowflake, ThoughtSpot and DataRobot to help Fortune 500 companies grow</li> <li>The acquisition strengthens Hudson Hill Capital's ability to integrate cloud-based tech and other digital technologies</li> </ul>
21-Jan-2022	<b>IBM Healthcare Data &amp; Analytics Assets</b>	<b>Francisco Partners</b>	<ul style="list-style-type: none"> <li>IBM's Healthcare assets include Health Insights, MarketScan, Micromedex and imaging software offerings</li> <li>This transaction allows IBM to focus on their AI platform, while Francisco Partners will leverage their expertise in the healthcare industry to grow the acquired assets</li> </ul>
14-Jan-2022	<b>Starschema</b>	<b>HCL</b>	<ul style="list-style-type: none"> <li>Starschema developed a technology-outsourcing platform that offers data warehousing, BI and big data services to Global 2000 companies in the US and Europe</li> <li>Starschema will bolster HCL's digital engineering capabilities and strengthen their European presence</li> </ul>
11-Jan-2022	<b>Neal Analytics</b>	<b>Fractal Analytics</b>	<ul style="list-style-type: none"> <li>Neal Analytics is an AI Microsoft Gold consulting partner, offering AI-enabled cloud, data and engineering services to help clients reduce costs and scale their operations</li> <li>This deal will bolster Fractal's North American and Indian presence, and increase their AI engineering capabilities</li> </ul>
06-Jan-2022	<b>ASR Analytics</b>	<b>GCOM Software</b>	<ul style="list-style-type: none"> <li>ASR Analytics offers project, data and analytics management solutions with AI and ML capabilities to federal, state and local governments</li> <li>The acquisition will bring enhanced AI capabilities to GCOM to serve their existing government client base</li> </ul>
05-Jan-2022	<b>Aptitive</b>	<b>2<sup>nd</sup> Watch</b>	<ul style="list-style-type: none"> <li>Aptitive provides data and analytics consulting services to healthcare, insurance, marketing and retail firms</li> <li>2<sup>nd</sup> Watch's acquisition expands their presence in the fast-growing Snowflake services universe, as well as in several data-intensive verticals such as healthcare and retail</li> </ul>

# About ClearSight

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## Select Transactions

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<p>Sellside Advisor</p> <p> has merged with</p> <p> backed by</p> <p> backed by</p> <p></p>	<p>Sellside Advisor</p> <p> Knowledgegent has been acquired by</p> <p></p>	<p>Sellside Advisor</p> <p> has been acquired by</p> <p></p>	<p>Sellside Advisor</p> <p> has been acquired by</p> <p></p>	<p>Sellside Advisor</p> <p> has been acquired by</p> <p></p>

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