



Technology Deal Flash

Germany
Switzerland
Austria

3Q | 2020



Technology Deal Flash Q3 | 2020 - Summary

1. M&A

Deal activity increased 48% compared to Q2, rebounding strongly in Q3 following a weak Q2, and reaching levels last seen in 2019. Germany continued to be the most targeted country in the region in terms of deal volume, while Switzerland showed the highest growth, recording 17 deals (from 7 in 2Q20).

The acquisition of RIB Software by Schneider Electric for €1.4 bn in 3Q20 marked the return of mega deals.

Business / Productivity Software was the key sub-sector in 3Q20 with a 41% (34 deals) share of total deal count.

Despite ongoing uncertainty and further potential lockdown restrictions, the fact that deal activity has reached 2019 levels demonstrates the resilience of the sector, indicating a more positive outlook for M&A.

Pages 3 - 5

3. Valuation levels

Following a sharp drop in March 2020 due to the outbreak of Covid-19 across Europe, share prices began to recover following the announcement of aggressive monetary and fiscal responses to the crisis.

Technology stocks rebounded both quicker and higher than the overall market. The increase levelled off somewhat from mid-July, though it is interesting to note that the gap between the STOXX Tech index and the broader market has almost doubled since the beginning of the year.

Volatility has fallen significantly post the initial outbreak though remains higher than pre-crisis levels, reflecting remaining uncertainty in the markets.

After a rather dismal summer, there may now be light at the end of the tunnel following the US election results and several promising vaccine developments.

Pages 9 - 10

2. Funding

Funding activity remained static at 2Q20 levels, showing a marginal improvement of 5% in deal count and just 3% in value terms.

Unlike the development in M&A, funding activity in Business/Productivity Software segment witnessed a decline of 21% from the previous quarter.

Financial Software was the most active sub-sector, with 53% growth in number of deals during the period. Particular sectors of focus for VC investors were startups developing cashless solutions for retail and platforms for insurance and banking.

Pages 6 - 8

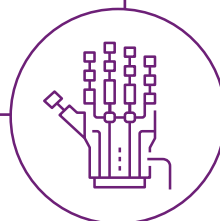
4. KPMG insights

KPMG insights – sector deep dive page explains the Software-as-a-Service (SaaS) model's key to sustaining business success during economical turmoil whilst also considering inorganic growth via M&A. We also present selected statistics related to the resilience of software companies and benchmark the market.

KPMG sector experts have recently released a number of tech-related publications covering topics including managing market disruption, connectivity, AI regulations, and digital transformation. Further details and links are provided on page 13.

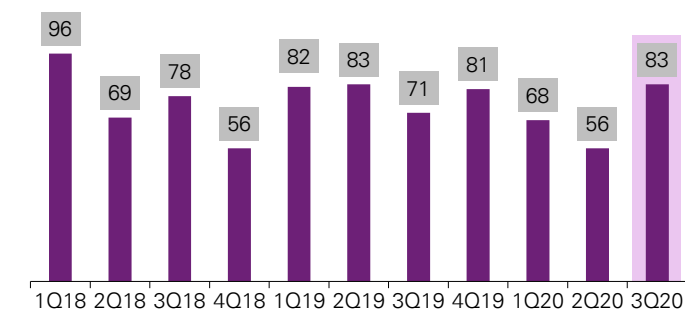
Despite the challenges of the Covid-19 situation, Deal Advisory teams across the KPMG global network continue to support both financial and strategic investors in the technology sector. Our M&A technology experts have successfully advised on more than 170 transactions since 2018, a selection of which is shown on pages 14 & 16.

Pages 11 - 18



M&A review – DACH

Deal count^(a)



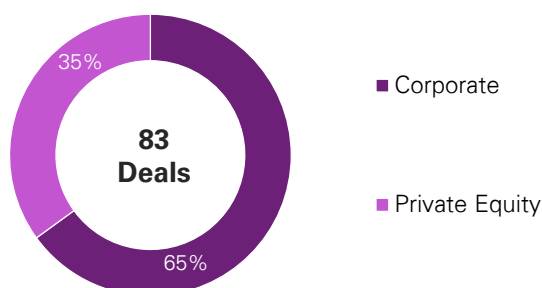
Source: Thomson One, Pitchbook, KPMG in Germany, 2020

M&A deal volume in the DACH region recovered to almost pre-crisis levels in 3Q20, driven by accelerated focus on innovation, supported by governments' stimulus for digitization. The increase in deal count mirrored the progressive easing of lockdown measures.

In the DACH region, Germany recorded the largest number of deals with a 71 % share, and Switzerland witnessed the highest growth, driven by increased PE deal activity in 3Q20.

Going forward, Covid-19 will continue to impact M&A activity in the technology sector (though not as much as in other more traditional sectors). The increase in deal activity in 3Q20 may indicate a more positive market outlook going forward.

Deals by type – Q3 | 2020^(b)



Source: Thomson One, Pitchbook, KPMG in Germany, 2020

In 3Q20, Corporate deal-making activity was mainly driven by Business/Productivity Software and IT Consulting and Other IT Services, with 20 and 13 completed transactions respectively.

Deals backed by PE investors showed a 61% increase over 2Q20, demonstrating the continued attractiveness of the sector to financial investors.

Notable deals in the DACH region included the growth capital rounds at Price f(x) led by APAX Digital Fund and at Roboyo led by MML Capital Partners.

Selected deals – Q3 | 2020

Acquiror	Target	Sub-sector	Date	Rationale	Value (€m)
Schneider Electric	RIB Software	Business/Productivity Software	Jul 2020	To strengthen capabilities in digital and carbon-free/ sustainable building solutions	★ 1,400
Apax Digital Fund and Digital+ Partners	Price f(x)	Business/Productivity Software	Jul 2020	To invest in product innovations (amid rising demand for SaaS solutions), strategic acquisitions and geographic expansion	57
Wit	MyLoc managed IT	Systems and Information Management	Sep 2020	To enter the German market as well as expand and diversify IT service offerings, particularly cloud services for business	50
MML Capital Partners	Roboyo	IT Consulting and Other IT Services	Sep 2020	To accelerate international growth and invest in development of innovative services, such as Automation-as-a-Service	21
Bottomline Technologies	AnaSys	Multimedia and Design Software	Jul 2020	To expand geographic presence in Switzerland and Germany, as well as increase customer base	12

Source: Thomson One, Pitchbook, Press releases, KPMG in Germany, 2020

★ Indicates mega deals >€1b

Note: (a) Deal count per quarter may slightly differ from the deal count stated in '2Q20 Deal Flash' on account of exclusion of IPOs in the current deal flash; (b) Corporate deals relates to the minority or majority acquisitions by Corporations; Private Equity deals relates to the minority or majority acquisitions by financial investor

Quarterly deal count by sub-sector – DACH

	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20
Application Software	14	12	11	5	11	7	7	6	5	6	6
Automation/Workflow Software	4	3	6	1	4	2	0	3	5	3	6
Business/Productivity Software	18	17	22	16	26	28	22	31	25	13	34
Communication Software	1	2	3	2	2	1	1	1	1	0	1
Database Software	2	0	1	2	1	1	5	2	0	1	2
Educational Software	3	1	1	0	2	0	0	1	0	1	0
Entertainment/Social Software	7	6	7	6	5	5	6	1	5	3	3
Financial Software	12	7	11	9	8	9	11	9	7	8	3
IT Consulting and Other IT Services	20	14	11	6	16	22	13	20	11	15	23
Multimedia and Design Software	1	3	0	2	1	1	0	0	3	0	2
Network Management Software	5	2	1	5	4	2	1	1	3	2	2
Systems and Information Management	9	2	4	2	2	5	5	6	3	4	1

Source: Thomson One, Pitchbook, KPMG in Germany, 2020

Deal count

Low

High

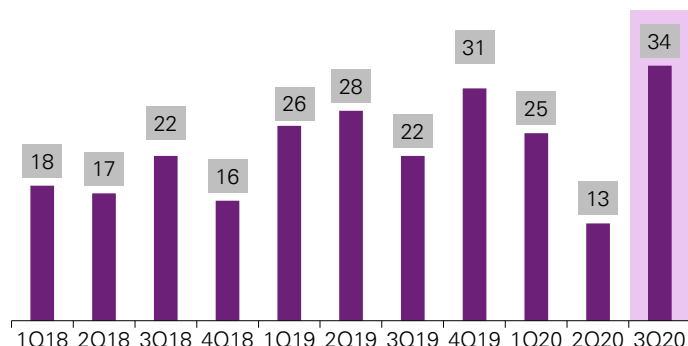
Key takeaways

3Q20 was a record quarter for the Business/Productivity Software and IT Consulting & Other IT Services, with deal activity increasing by 161% and 53% respectively. Deal count in these subsectors was the highest deal count since 2017. The digitization of many traditional industry sectors has been accelerated by the pandemic, and established businesses with a SaaS revenue model are commanding increasingly high multiples.

Certain sub-sectors (Educational Software, Financial Software, and Systems & Information Management) witnessed a decline in deal activity in 3Q.

Business/ Productivity Software

Deal count



Source: Thomson One, Pitchbook, KPMG in Germany, 2020

Business/ Productivity software generated the highest deal count in 3Q20, even exceeding the pre-pandemic levels.

The sub-sector witnessed a strong rebound, reflecting growing push for innovative technologies to drive operational efficiencies, as well as accelerated movement towards cloud and virtual environments.

In 3Q20, cloud-based solutions witnessed significant growth in demand, and increased interest from strategic and financial buyers with the top two deals in the quarter totaling over €6bn. Deals involving cloud-based productivity software included the acquisition of Veeam Software and Commercetools by Insight Partners and Gastrofrix by Lightspeed POS.

In July 2020, Schneider Electric acquired RIB software to strengthen its digital and sustainable solution portfolio, for a total value of over €1bn.

Selected deals – Last 12 months

Acquiror	Target	Date	Rationale	Value (€m)
Insight Partners	Veeam Software	Mar 2020	To expand presence in the US by leveraging growth opportunities in the cloud data management and data protection market	★ 4,555
Schneider Electric	RIB Software	Jul 2020	To strengthen capabilities in digital and carbon-free/ sustainable building solutions	★ 1,400
Align Technology	exocad	Apr 2020	To strengthen position in dental CAD/CAM industry as well as enhance ortho-restorative and dentistry portfolio	376
Insight Partners	Commercetools	Oct 2019	To accelerate growth in APAC, Europe and North America, as well as, develop next generation of enterprise commerce software	130
Lightspeed POS	Gastrofrix	Jan 2020	To consolidate its position in cloud-based POS technologies in Europe and expand presence across SMEs (retail and restaurant)	90

Source: Thomson One, Pitchbook, Press releases, KPMG in Germany, 2020

★ Indicates mega deals >€1b

//

Despite regional fluctuations, the quarterly contribution of technology-driven transactions remains within the 5-year average with most deals related to road-transport, leveraging the amplified interest in autonomous driving, alternative propulsion and IoT sensor technology.

//

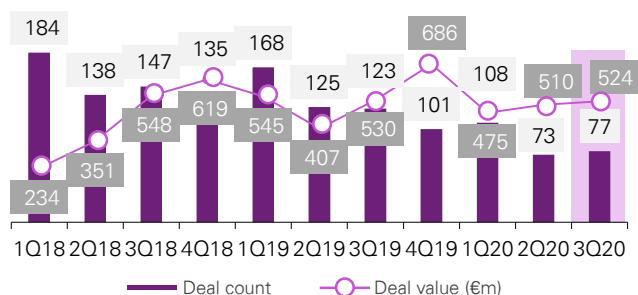
Dr. Steffen Wagner

Partner, Head of Transport & Leisure, KPMG



Funding rounds – DACH

Deal count and value per quarter^(a)



Source: Pitchbook, KPMG in Germany, 2020

Similar to 2Q20, funding activity in the DACH region remained sluggish in 3Q20, showing growth in deal count and deal value of 5% and 3% respectively.

Despite an increase in M&A deal activity in 3Q20 from PE and corporates, VC investors remain cautious compared to 2019.

VC investors unsurprisingly feel more confident investing in companies with resilient business models. As a result, early stage companies which are more susceptible to market downturns may find it difficult to raise capital.

Driven by digital transformation, Business/Productivity and Financial Software remained the most targeted sub-sectors and together accounted for nearly 64% of total funding deal count in 3Q20.

Notable deals and investors

Selected funding rounds – Q3 | 2020

Company	Date	Series	Capital raised (€m)
LeanIX	Jul 2020	Series D	71
Scalable Capital	Jul 2020	Series D	50
Bitpanda	Sep 2020	Series A	44

Source: Pitchbook, KPMG in Germany, 2020

LeanIX, a German SaaS provider of enterprise architecture, raised €71 million from a consortium of investors led by Goldman Sachs to expand its regional presence and develop advanced cloud governance solutions.

Scalable Capital, a Munich-based digital investment management company, raised €50 million from BlackRock, HV Holtzbrinck Ventures and Tengelmann Ventures to strengthen its European presence and further expand its wealth management and brokerage platform.

Bitpanda, an Austria-based developer of a trading platform for cryptocurrencies, successfully raised €44 million from a consortium led by Peter Thiel's Valar Ventures to scale its operations and launch a new trading platform.

Selected active investors – Q3 | 2020^(b)

Investor	Key deals ^(c)	No. of deals ^(d)
High-tech Grunderfonds	Natif.ai, reINVENT	10
HV Holtzbrinck Ventures	Penta, Scalable Capital	5
Alpana Ventures	LuckaBox, Beekeeper	4

Source: Pitchbook, KPMG in Germany, 2020

German High-Tech Gruenderfonds was one of the most active investors in 3Q20. Investments were targeted towards Germany-based industrial tech, digital technology and life sciences start-ups.

Similar to 2Q20, Munich-based HV Holtzbrinck remained an active investor in 3Q20, with investments focused on digital financial platforms and healthcare businesses.

An active investor in 3Q20, Swiss-based Alpana Ventures bridges the gap between EU start-ups and Silicon Valley with investments in digital technologies.

Note: (a) Disclosed deal values only (49% of the total count); (b) Excluding accelerators/incubators; (c) Technology sector only; (d) Also includes deals in other sectors within DACH region

Quarterly deal count by sub-sector – DACH

	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20
Application Software	37	17	17	21	27	13	13	12	7	5	3
Automation/Workflow Software	6	5	10	5	9	5	7	4	5	1	4
Business/Productivity Software	74	63	51	50	57	60	45	47	56	33	26
Communication Software	2	2	5	4	9	2	4	4	3	1	5
Database Software	3	3	4	6	0	1	2	0	2	1	3
Educational Software	5	3	5	1	3	4	1	1	4	3	3
Entertainment/Social Software	15	14	16	12	21	15	10	5	11	5	3
Financial Software	22	19	24	26	24	11	26	17	15	15	23
IT Consulting and Other IT Services	3	2	3	0	3	3	1	4	3	1	0
Multimedia and Design Software	11	5	5	6	3	5	4	3	0	4	4
Network Management Software	5	4	6	3	9	4	8	3	2	3	2
Systems and Information Management	1	1	1	1	3	2	2	1	0	1	1

Source: Pitchbook, KPMG in Germany, 2020

Deal count

Low

High

Key takeaways

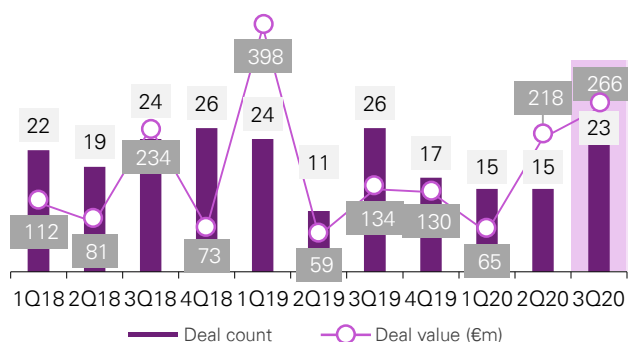
Business/Productivity Software continues to outperform other sub-sectors in terms of number of deals per quarter. Funding activity dropped by 21% in 3Q20 however, though this decline was offset by a 53% increase in Financial Software.

In response to the current development, funding activity in other notable sub-sectors, such as Automation/Workflow Software, Communication Software, and Database Software also witnessed growth during the quarter.

Other sub-sectors remained stable in 3Q20 in comparison to previous quarters (with the exception of IT Consulting and Other IT services).

Financial Software

Deal count and value per quarter^(a)



Source: Pitchbook, KPMG in Germany, 2020

Funding activity rebounded strongly in Financial software in 3Q20, with growth of 53% in deal count and 22% in deal value over Q2. The pandemic has accelerated the digital transformation across banking, insurance, real estate, retail, and other sectors.

Germany and Switzerland accounted for 11 deals each, with one deal in Austria.

Financial software start-ups actively fundraising in 3Q20 included Penta and Neon (Digital Banking), Bitpanda, Bitcoin Suisse and Covario (Crypto Platforms), OptioPay and Centi (Digital Payment Platforms), and Element Insurance and Claimsforce (InsurTech).

//

With everyone working from home, never has the true value of technology been more real and manifest in our industry. But most re/insurers are looking either to accelerate, conclude, or temporarily slow down their ancillary technological endeavours and focus instead on ensuring their core business functions operate efficiently in the new digital, remote environment.

//

Dr. Andrew Johnston
Global Head of InsurTech
Willis Re



Selected deals – Last 12 months

Investors ^(b)	Target	Date	Rationale	Amount (€m)
Accel and Founders Fund	Trade Republic	Apr 2020	To expand operations across Europe, and further develop mobile saving, investing, and trading platform	62
HV Holtzbrinck Ventures, Vulcan Capital, Samsung Catalyst Fund	Solarisbank	Jun 2020	To accelerate expansion of Banking-as-a-Service platform in Europe and strengthen regulatory capital base	60
BlackRock, Tengelmann Ventures, HV Holtzbrinck Ventures	Scalable Capital	Jul 2020	To further accelerate growth in wealth management, brokerage and B2B businesses	50
Valar Ventures	Bitpanda	Sep 2020	To drive international expansion plans and strengthen competitive positioning in Europe	44
Roger Studer Family office	Bitcoin Suisse	Jul 2020	To launch a new suite of crypto-financial and digital asset services, along with expanding the international regulated footprint	42

Note: (a) Disclosed deals only (55% of the total count); (b) Selected investors from consortium only
Source: Pitchbook, Company Press Releases, Insurance Journal, KPMG in Germany, 2020

Technology sub-sector valuations

	Median EV/ Sales	Median EV/ EBITDA	Median EV/ EBIT
Application Software	2.4x 2.7x	14.1x 13.1x	17.2x 17.5x
Automation/Workflow Software	5.9x 5.7x	31.8x 27.9x	38.9x 46.5x
Business/Productivity Software	5.7x 5.6x	22.6x 22.7x	44.3x 40.1x
Communication Software	2.0x 3.3x	14.6x 13.1x	31.4x 40.9x
Database Software	2.3x 1.7x	13.0x 13.4x	15.2x 13.6x
Educational Software	1.6x 1.5x	11.6x 16.0x	20.4x 21.6x
Entertainment/Social Software	4.4x 4.0x	19.7x 17.9x	18.9x 22.0x
Financial Software	7.2x 6.5x	26.5x 25.5x	32.6x 30.7x
IT Consulting and IT Services	4.4x 4.3x	15.6x 15.8x	23.7x 23.9x
Multimedia and Design Software	5.3x 4.6x	19.9x 15.5x	25.0x 28.6x
Network Management Software	5.8x 6.2x	18.8x 19.4x	26.2x 25.7x
Systems and Information Management	4.8x 4.6x	16.0x 15.7x	25.6x 21.9x

Source: S&P Capital IQ, KPMG in Germany, 2020

30-Sep-20 30-Jun-20

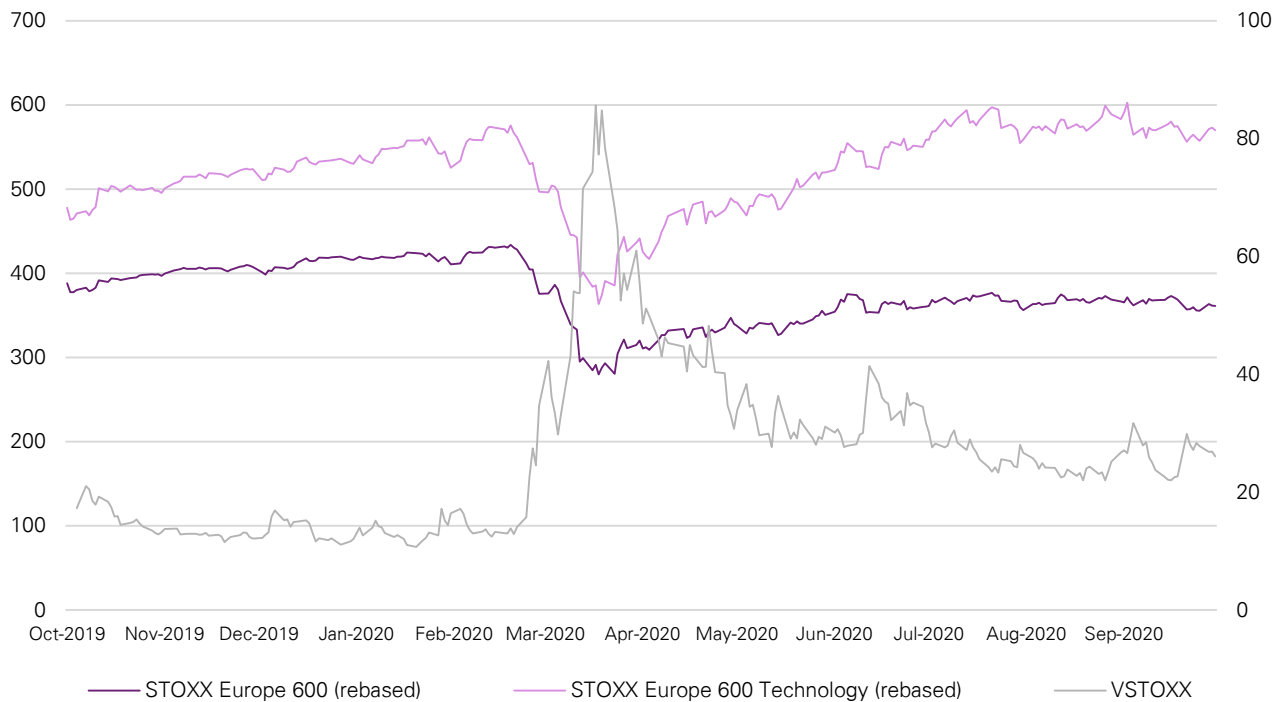
Key takeaways

In 3Q20, valuation levels remained largely stable across all sub-sectors, driven by a sustainable demand for software solutions and IT services.

EV / EBIT multiples in Communication Software fell dramatically as a result of the loss of one peer group company (LogMeIn Inc., which went private through a PE buyout deal in September 2020). Additionally, Automation/Workflow saw a sharp decline in September 2020 on account of Alarm Holdings Inc., which witnessed a decline in its share price.

Companies with recurring revenue models which are resilient to market downturns may continue to see valuation levels in line with pre-pandemic levels.

Index price



Source: Bloomberg

Commentary

Following a sharp drop in March 2020 due to the outbreak of Covid-19 across Europe, share prices began to recover following the announcement of aggressive monetary and fiscal responses to the crisis.

Technology stocks rebounded both quicker and higher than the overall market. While the market experienced a weak recovery from the disruption which ran out of steam in June 2020, tech stocks recovered to pre-crisis levels and are now trading even higher than immediately prior to the outbreak.

The increase levelled off somewhat from mid-July, though it is interesting to note that the gap between the STOXX Tech index and the broader market has almost doubled since the beginning of the year.

Volatility has fallen significantly after the initial outbreak though remains higher than pre-crisis levels, reflecting remaining uncertainty in the markets.

After a rather dismal summer, there may at last be some distant light at the end of the tunnel, following the US election results and several promising vaccine developments.

KPMG – Managing through Market Disruption and Beyond: Approach for Software / SaaS Companies

Overview

Software-as-a-Service (SaaS) model has taken a central place in the world of cloud computing. KPMG has recently published insights explaining the key performance indicators for SaaS companies and how unfolding of SaaS innovation potential is possible during times of economic turbulence.

The publication identified lessons-learned from global economic crises and focused on resistance potential of Software / SaaS companies to the crisis, which is at large based on successful adapting strategies to market volatility and business model scaling potential.

Key takeaways

1 Superior performance throughout recessions

While COVID-19 is rapidly transforming our world, causing disruption in markets and society, the Software sector is among the better performers in the early phase. Especially companies with a SaaS business model manage to sustain their value, with some subsectors even increasing their stock performance by up to +22% - once again proving their sustainability in a cloud-centric digital world.

2 Strong liquidity in a growing market

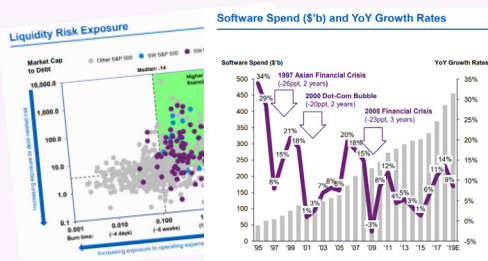
Comparing Software / SaaS companies to the S&P 500 median in terms of liquidity risk exposure, our study shows that these companies outperform the market. Additionally, the Software market is expected to grow even further, with an outstanding estimated growth for SaaS companies in post-pandemic times.

3 Spiking M&A attractiveness for Software targets

For companies operating in the Software sector, our results suggest maintaining a focus on M&A activities and innovation projects. Despite overall decrease in the number of M&A deals cause by the 2020 downturn, SaaS companies remained attractive targets in terms of return – as measured by PE IRRs – which spiked significantly.

4 Value-adding management of cost and scale

In order to compensate the current circumstances, a well-balanced approach is needed, focusing on both, cost optimization and revenue generation. Additionally, leaders need to plan for a new reality early on. SaaS companies accomplishing a well-planned strategic response will outperform their competitors in terms of revenue and EBITDA growth in post-pandemic times.



[Read More>](#)



The challenge of connectivity

[Read More>](#)



AI transforming the enterprise – 8 Key AI adoption trends

[Read More>](#)



Software companies: Managing through market disruption and beyond

[Read More>](#)

New



Spotlight on AI regulation in UK

[Read More>](#)

New



KPMG UK Tech Monitor

[Read More>](#)



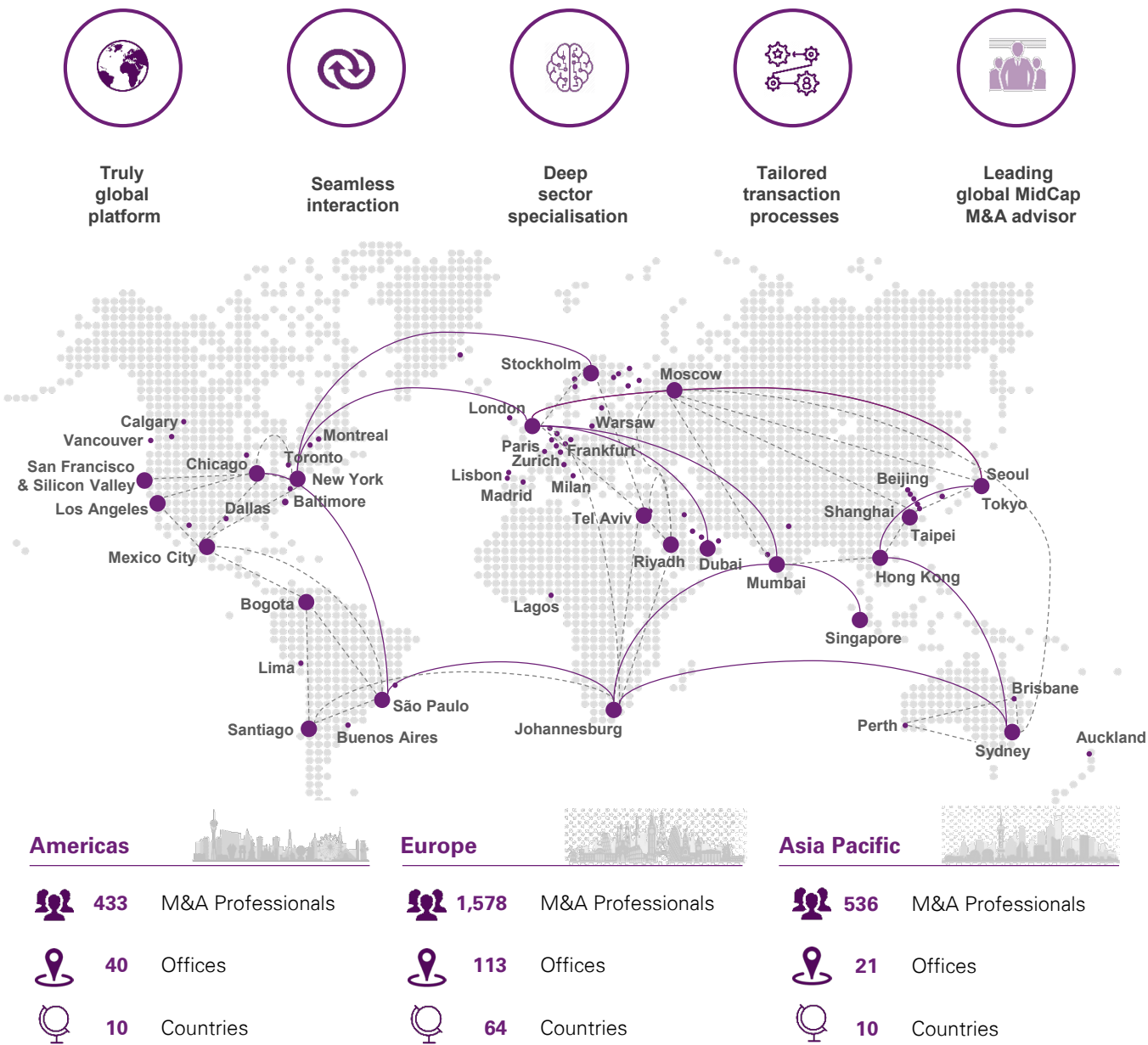
Living in an AI world 2020 report: Technology Insiders

[Read More>](#)

The focus of a boutique investment bank with the resources of a global investment banking platform


The Deal Advisory M&A practice, division of the KPMG network, is an international corporate finance practice with more than 2,000 M&A professionals, with the ability to leverage KPMG’s extensive network to connect with all major technology, digital media and software businesses around the globe. Our M&A TMT experts have successfully advised on more than 170 transactions in the TMT sector since 2018.

KPMG is one of the leading and most active international MidCap M&A advisors and consistently ranks in the top 3 by number of deals globally.



Selected global TMT credentials

4

KPMG 

axosoft

has been acquired by

RESURGENS
TECHNOLOGY PARTNERS

KPMG Corporate Finance
August 2020


KPMG 

Maltinet

has been acquired by

arrow

KPMG Corporate Finance
July 2020

KPMG 

MCA CONNECT

has been acquired by

RIORDAN, LEWIS & HADEN

KPMG Corporate Finance
July 2020

KPMG 

Connectis

has been acquired by

SIGNICAT
a portfolio company of
NORDIC CAPITAL
KPMG Corporate Finance
April 2020

KPMG 

MANSYSTEMS

has been merged with

FLOWFABRIC
OPTIMISATION ENGINEERS

KPMG Corporate Finance
March 2020


KPMG 


bc
groupbc.com

has been acquired by

Bentley

KPMG Corporate Finance
March 2020

KPMG 



has been acquired by

SERRALA

KPMG Corporate Finance
February 2020

KPMG 

CDIO

has received an investment from

One Equity Partners

KPMG Corporate Finance
January 2020

KPMG 

DIAS
SOFTWARE

has been acquired by a consortium led by

UNIT4
BEDRIJFS SOFTWARE

KPMG Corporate Finance
January 2020

KPMG 

SOLIDSOLUTIONS
SUPPORTING EXCELLENCE

KPMG in the UK provided divestiture advisory and acquisition or disposal structuring services on the investment from

LDC

KPMG Corporate Finance
January 2020


KPMG 

TIS
TIS INTEC Group

has acquired

sequent

KPMG Corporate Finance
January 2020

KPMG 

Custom MMIC

has been acquired by

QORVO

KPMG Corporate Finance
January 2020

KPMG 

orbis
solutions for the helping professions

acted as financial advisor to Orbis Partners on its sale to

Empower
Community Care

KPMG Corporate Finance
December 2019

KPMG 

GVG
GLASFASER

a portfolio company of

Mercurius Private Equity

has been acquired by

PALLADIO
Partners

KPMG Corporate Finance
December 2019

KPMG 

PROCON IT

has been acquired by

CONET

a portfolio company of

H I G
CAPITAL

KPMG Corporate Finance
December 2019

KPMG 

OCF

advised OCF Limited on the sale of the business to the management team

KPMG Corporate Finance
November 2019

Selected global TMT credentials

4

KPMG 

eurafibre
Telecoms & Tech Head Office

ate
telecommunications
services of choice

EURAD
EUROPEAN
RADIO
DIGITAL

have been acquired by

eurofiber

KPMG Corporate Finance
November 2019

KPMG 

NCC
NATIONAL CREDIT CARE

has received a
minority investment
from

LONG RIDGE

KPMG Corporate Finance
November 2019

KPMG 

manessens
CATALYSEUR DE PROJETS

has been acquired by

Synvance

KPMG Corporate Finance
October 2019

KPMG 

QTronic
VIRTUAL ECUS

has been acquired by

SYNOPSIS

KPMG Corporate Finance
October 2019

KPMG 

Interactive
systems availability

KPMG Australia provided
sell side advisory
services to Christopher
Ride on the sale of a
significant majority stake
in Interactive

KPMG Corporate Finance
October 2019

KPMG 

Enfuce

KPMG in Finland assisted
in securing financing led by
the early-stage VC firm
Maki.vc, including venture
debt from Nordea,
LähiTapiola, and Finnvera

KPMG Corporate Finance
October 2019

KPMG 

**PRODUCTION
PARK**

KPMG in the UK provided
sell side advisory services
on the sale of

(BRILLIANT)

KPMG Corporate Finance
October 2019

KPMG 

Global Response
THE BRAND CONTACT CENTERS


has been acquired by

connexus

a portfolio company of

AEA

KPMG Corporate Finance
September 2019

KPMG 

ADOREBEAUTY

has been acquired by

**QUADRANT
PRIVATE EQUITY**

KPMG Corporate Finance
September 2019


KPMG 

VARA

has been acquired by

wipro

KPMG Corporate Finance
September 2019

KPMG 

Deus Technology
FINTECH ENABLER

has been acquired by

ENGINEERING

KPMG Corporate Finance
September 2019

KPMG 

X-ID

has been acquired
by

AdRoll
GROUP

AdRoll **Rollworks**

KPMG Corporate Finance
September 2019

KPMG 

Alcumus
Sales, marketing, stronger

a portfolio company of

inflexion

has acquired

eCompliance

KPMG Corporate Finance
August 2019


KPMG 

THCP
THREE HILL CAPITAL PARTNERS

advised THCP on the
acquisition of

TRAKGLOBALGROUP
CONNECTING CAMPS • DRIVING CHANGE

KPMG Corporate Finance
August 2019

KPMG 

LDC

has completed an
investment in

**PLIMSOLL
PRODUCTIONS**

KPMG Corporate Finance
August 2019

KPMG 

**NORTH
EDGE**

has acquired

PHOEBUS

KPMG Corporate Finance
August 2019

Selected global TMT credentials

4


KPMG 

MANSYSTEMS

has been acquired by

VOLPi
CAPITAL

KPMG Corporate Finance
August 2019

KPMG 

Mammoth
Better & Together

has been acquired by

Think
AIR

a portfolio company of

Guidepost
SOLUTIONS GROUP

KPMG Corporate Finance
July 2019


KPMG  

Cognizant

has acquired

ZENITH
TECHNOLOGIES

KPMG Corporate Finance
July 2019


KPMG 

BizMeeting

has been merged with

Privateaser

KPMG Corporate Finance
July 2019


KPMG 

VISIBLE EQUITY

has been acquired by

ncino

KPMG Corporate Finance
July 2019

KPMG 

Menya
Solutions

has been acquired by

levio

KPMG Corporate Finance
June 2019

KPMG 

MINDs Lab

KPMG in South Korea acted as a financial advisor to MINDs Lab on management buy-out deal

KPMG Corporate Finance
June 2019

KPMG 

Project Fos - Confidential

KPMG in the United Kingdom advised a global telecommunication provider on its investment in a cable operator business

KPMG Corporate Finance
June 2019

KPMG 

nexon

has been acquired by

IEQT

KPMG Corporate Finance
July 2019

KPMG 

on-geo
a subsidiary of DMGT

has been acquired by

tinse

a portfolio company of

Cinven

KPMG Corporate Finance
June 2019

KPMG 

LARSEN & TOUBRO

KPMG in India acted as lead transaction advisor for L&T's \$1.5bn investment for controlling stake in

Mindtree

KPMG Corporate Finance
May 2019

KPMG 

LDC

has completed an investment in

texthelp

KPMG Corporate Finance
May 2019

KPMG 

bluelogic

has been acquired by

BCN Group

a portfolio company of

Beech Tree
PRIVATE EQUITY

KPMG Corporate Finance
May 2019


KPMG 

Computer Program Unit
HAKKIMISEN KATKILISUT

has been acquired by

Confirma Software

KPMG Corporate Finance
May 2019

KPMG 

NeXteam

has been acquired by

GlobalConnect

KPMG Corporate Finance
May 2019

KPMG 

SECURA

has been acquired by

NODE4

a portfolio company of

BOWMARK
CAPITAL

KPMG Corporate Finance
May 2019

KPMG 

iress

has acquired

QuantHouse

KPMG Corporate Finance
May 2019

KPMG 

Fiscaal Gemak

has been acquired by

UNIT4

KPMG Corporate Finance
May 2019

KPMG 

Maas GLOBAL

has received an investment from

bp ventures **mitsubishi**
NordicNinja

KPMG Corporate Finance
April 2019


KPMG 

SYNOVA CAPITAL

has acquired

Pacifica Group


KPMG Corporate Finance
April 2019

KPMG 

REACHLOCAL

advised on the divestment of its Brazilian subsidiary

KPMG Corporate Finance
April 2019

KPMG 

Medusind

has received an investment from

H.L.G. CAPITAL

KPMG Corporate Finance
April 2019

KPMG 

BBC

KPMG Corporate Finance advised the BBC on the division of UKTV between BBC Studios and Discovery

KPMG Corporate Finance
April 2019

KPMG 

MCSa
The Maindec Group

has been acquired by

PARK PLACE TECHNOLOGIES

KPMG Corporate Finance
April 2019

KPMG 

HOUSE OF HR
HUMAN RESOURCEFULNESS

abylsen

have been acquired by

Pharmacos Group

KPMG Corporate Finance
April 2019

KPMG 

A-lehdet

KPMG in Finland acted as sole financial advisor and provided general legal advice to A-Lehdet Oy on the acquisition of an additional 30% share in Genero Oy

KPMG Corporate Finance
April 2019

KPMG 

shawacademy

KPMG in Ireland acted as sell side advisor on the sale of 48% of Shaw Academy to a consortium led by Sean Tai

KPMG Corporate Finance
March 2019

KPMG 

MOTIONS
FACT BASED DECISIONS

has been acquired by

BROAD HORIZON

KPMG Corporate Finance
April 2019

KPMG 

MindTools

has been acquired by

emerald

KPMG Corporate Finance
March 2019

KPMG 

MyHomeMove

advised My Home Move on its merger with The Simplify Group

the simplify group

KPMG Corporate Finance
March 2019

KPMG 


CTM Software

has been acquired by

mri
REAL ESTATE SOFTWARE

a portfolio company of
GI PARTNERS **TA ASSOCIATES**

KPMG Corporate Finance
February 2019

KPMG 

bcmone
Human Focused. Technology Solutions.

has been acquired by

THOMPSON STREET
CAPITAL PARTNERS

KPMG Corporate Finance
February 2019

Selected global TMT credentials

4

KPMG 

geidea
جيديا

KPMG in Saudi Arabia, advised Geidea on the sale of its strategic stake to Gulf Capital

KPMG Corporate Finance
February 2019


KPMG 

LDC

has completed an investment in

EVOLUTION FUNDING

KPMG Corporate Finance
February 2019

KPMG 

OFF THE FENCE

has been acquired by

2DFenterprises

KPMG Corporate Finance
January 2019

KPMG  

Ubisense

RTLS SmartSpace business

has been acquired by

INVESTCORP

KPMG Corporate Finance
January 2019

KPMG 

Management Drives 

has been acquired by

QUADRUM CAPITAL

KPMG Corporate Finance
January 2019

KPMG 

NORDCLOUD

has received an investment from

OP FINNVERA


KPMG Corporate Finance
January 2019

KPMG 

tvcn

has been acquired by Opportunity Partners

KPMG Corporate Finance
January 2019

KPMG 

Hitachi Solutions

has acquired

capax | global

KPMG Corporate Finance
January 2019

KPMG 

scalar

has been acquired by

CDW

KPMG Corporate Finance
January 2019

KPMG 

ALLCARD

has acquired

cpi card group

Canadian business

KPMG Corporate Finance
January 2019

KPMG 

Flyt

has been acquired by

JUST EAT


KPMG Corporate Finance
January 2019

KPMG 

viiz

KPMG in Canada advised Viiz Communications on the financing of the acquisition of a wholesale telecom business

KPMG Corporate Finance
January 2019

KPMG 

TA ASSOCIATES

has completed an investment in

LIST

KPMG Corporate Finance
January 2019

Basis of Data Preparation

Deal values and deal counts used throughout the report are based on completed deal data provided by Thomson One and Pitchbook from 1 January 2018 to 30 September 2020, supplemented by additional independent research. Data available after publication date is incorporated in subsequent editions and thus may deviate from previous editions. Thomson and Pitchbook data have been merged to create a more comprehensive deal list. For M&A data, sub-sectors for Thomson deals have been changed to match the Pitchbook dataset for consistency purposes. VC funding data is derived solely from Pitchbook. Deal count data in this report includes all disclosed deals irrespective of values. Note that we have not included debt funding/financing.

Published deal count and deal values are based on analysis of target companies according to SIC codes for Thomson One and industry criteria search in Pitchbook:

Pitchbook:

- IT Software
- IT Services
- Other Information Technology

Thomson One:

- Computer Programming Services
- Prepackaged Software
- Computer Integrated Systems Design
- Data Processing and Preparation
- Information Retrieval Services
- Computer Related Services, nec

Sources:

- Thomson One (Thomson Reuters)
- Pitchbook
- S&P Capital IQ
- Merger Market
- Various companies' press releases

Note:

(a) Responsible according to German Law (§ 7 (2) BerlinerPresseG):
Christian Ramme

www.kpmg.de



The information contained herein is of a general nature and is not intended to address the circumstances of any particular individual or entity. Although we endeavor to provide accurate and timely information, there can be no guarantee that such information is accurate as of the date it is received or that it will continue to be accurate in the future. No one should act on such information without appropriate professional advice after a thorough examination of the particular situation. Our services are provided subject to our verification whether a provision of the specific services is permissible in the individual case.

© 2020 KPMG AG Wirtschaftsprüfungsgesellschaft, a corporation under German law and a member firm of the KPMG global organization of independent member firms affiliated with KPMG International Limited, a private English company limited by guarantee. All rights reserved.

Imprint

Publisher:

KPMG AG Wirtschaftsprüfungsgesellschaft
Ganghoferstrasse 29
80339 Munich
Germany

Authors:

Christian Ramme^(a)

Partner, Deal Advisory, M&A
T +49 89 9282-3779
cramme@kpmg.com

Philip Grindley

Director, Deal Advisory, Transaction Services
T +49 69 9587-1921
philipgrindley@kpmg.com

Deal Advisory, Germany:

Michael Buhl

Partner, Deal Advisory, Transaction Services
T +49 89 9282-1367
michaelbuhl@kpmg.com

Florian Frei

Partner, Deal Advisory, M&A
T +49 69 9587-2834
ffrei@kpmg.com

Jörg Preuss

Partner, Deal Advisory, Strategy
T +49 69 9282-1502
jpreuss@kpmg.com

Dr. Michael Kramer

Partner, Deal Advisory, Valuation
T +49 89 9282-4213
michaelkramer@kpmg.com

Florian Schneider

Director, Deal Advisory, IT Due Diligence
T +49 89 9282-3680
florianschneider@kpmg.com

Deal Advisory, Switzerland and Austria:

Timo Knak

Partner, Head of Deal Advisory and M&A Switzerland
T +41 58 249 42 04
tnak@kpmg.com

Mag. Kurt Fischer

Partner, Deal Advisory, M&A Austria
T +43 131 332 36 82
kurtfischer@kpmg.at