

# Industry Update

## Industrial Technology Q4 2021

### What we mean by Industrial Technology businesses ...

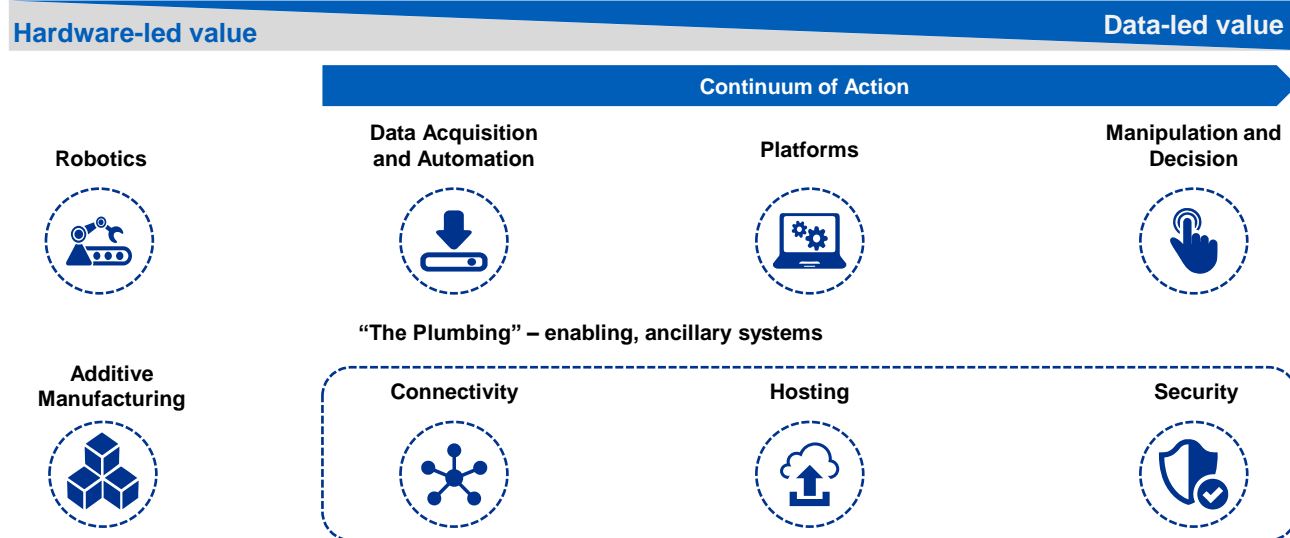
#### At a minimum

- Providing solutions which generate value in an **asset-intensive context**, sold **B2B**
- Providing IP beyond **more than just know-how**
- Improving what a business **already does** or its **resource management**
- Creating value via **data relationships** or **hyper-disruptive physical capabilities**

#### Will likely exhibit

- **High barriers** to replication and correspondingly **high gross margin**
- In data-driven environments, **particularly high operating leverage**
- **Differentiated capabilities** which **naturally embed**, supporting subscription or other long-term commitments

### How we arrange our thinking ...



































### Selected M&A Highlights

- Dec 21 **SVF Investment Corp 3 (SoftBank Group)** announced the acquisition of **Symbotic**, an AI enabled technology platform for the supply chain, to make Symbotic a publicly listed company on the NASDAQ, for \$3.81b
- Dec 21 **Atlantic Coastal Acquisition Corp** announced the acquisition of **Essentium**, an additive manufacturing technology company, to make Essentium a publicly listed company on the NASDAQ, for \$974m
- Dec 21 **CleanTech Acquisition Corp** acquired **Nauticus Robotics**, a developer of cloud-based surface and subsea robots and software, for \$375m
- Nov 21 **SS&C Technologies** announced the acquisition of **Blue Prism**, a robotic process automation company, for £1.2b
- Nov 21 **The Weir Group** acquired **Motion Metrics**, an industrial artificial intelligence business which develops 3D machine vision technology for the global mining sector, for £89m
- Oct 21 **Emerson Electric** acquired a majority stake (55%) in **Aspen Technology**, a provider of industrial optimisation software, for \$11b
- Oct 21 **Ambarella** acquired **Oculii**, a developer of high resolution imaging radars to enable autonomous systems, for \$307.5m
- Oct 21 **SECO** acquired **Garz & Fricke Holding**, a producer and developer of hardware and software solutions for Industrial Internet of Things (IIoT), for €180m

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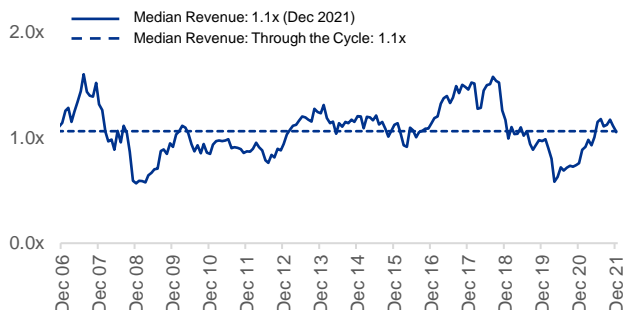
## A Selection of Recent M&A Transactions

Date	Target	Country	Target Description	Acquirer	Country	EV	EV/Revenue	EV/EBITDA
Dec-21	Spectrum Controls		Innovator and manufacturer of industrial I/O and universal communications gateway products	Allied Motion Technologies		USD 70m	-	-
Dec-21	Symbotic		Industrial automation company providing robotics and software-based solutions	SVF Investment Corp 3		USD 3.8b	-	-
Nov-21	BluePrism		Provider of enterprise robotic process automation software that provides digital workforce	SS&C Technologies Holdings		GBP 1.2b	6.2x	-
Nov-21	Motion Metrics		Provider of artificial intelligence and 3D machine vision technology used in mines	The Weir Group		GBP 89m	-	-
Oct-21	Symeo		Manufacturer of radio signal sensors and software for distance and position measurement	Indie Semiconductor		USD 30m	-	-
Oct-21	Oculii		Developer of radar sensors for intelligent transportation, automotive, and consumer applications	Ambarella		USD 307.5m	-	-
Oct-21	Aspen Technology (55% Stake)		Provider of integrated process optimisation software solutions	Emerson Electric		USD 11b	15.5x	29.5x
Oct-21	Shanghai INVT Industrial Technology		Provider of industrial automation solutions to original equipment manufacturer	Shenzhen INVT Electric		RMB 31.2m	-	-
Oct-21	Garz & Fricke Holding		Developer & manufacturer of hardware and software solutions for the Industrial internet of things	SECO		EUR 180m	-	-
Aug-21	The ExOne Company		Provider of three-dimensional printing machines and printed products to industrial customers	Desktop Metal		USD 575m	6.4x	-
Jul-21	ASTI Mobile Robotics		Designer, manufacturer and provider of autonomous mobile robot (AMR)	ABB		USD 190m	-	-
Feb-21	MarkForged		Manufacturer of affordable metal & carbon fibre 3D printers and related software	One (SPAC)		USD 1.8b	-	-
Jan-21	Flir		Provider of intelligent sensing solutions for defence and industrial applications	Teledyne Technologies		USD 8.2b	4.1x	18.9x
Aug-20	OSisoft		Provider of open enterprise infrastructure to connect sensor-based data and operations	AVEVA Group		USD 5b	10.7x	39.2x
Jul-20	Maxim Integrated Products		Designs, develops, manufactures, and markets a range of linear and mixed-signal integrated circuits	Analog Devices		USD 20.9b	9.3x	25.6x
Feb-20	Adesto Technologies		Provider of application-specific, ultra-low power and smart non-volatile memory products	Dialog Semiconductor		USD 382.9m	3.4x	4.9x

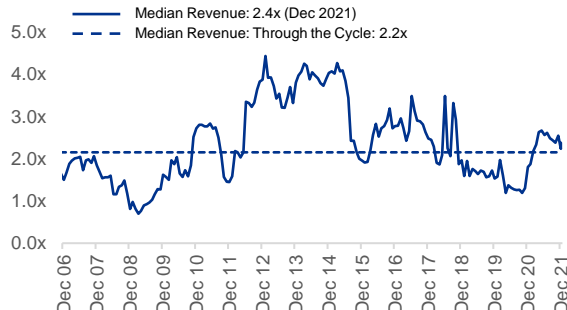
Source: MergerMarket

## Public Company Valuations – Through The Cycle – EV/LTM Revenue

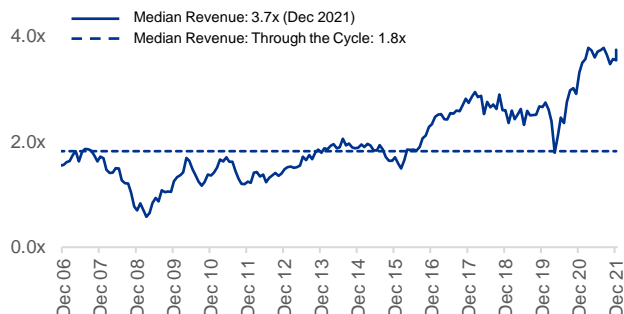
### Robotics



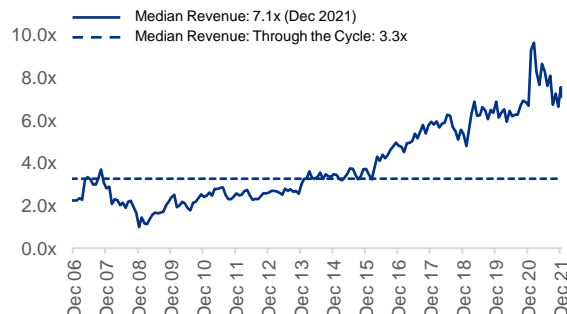
### Additive Manufacturing



### Data Acquisition and Automation



### Manipulation and Decision



























Source: CapitalIQ

Note: Enterprise Value is adjusted for minority interest, preference equity, pension deficit and investments in associates.

Note: Additive Manufacturing TTC does not include ExOne from previous data set, due to it being delisted through Desktop Metal's acquisition

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## KPMG Deal Advisory – Selected Credentials

  <b>Chess Logistics Technology</b> acquired by <b>Principal Logistics Technologies</b> Dec 2021	  <b>BISTel</b> acquired by <b>Synopsis</b> Sep 2021	  <b>Graphcore</b> investment from <b>Ontario Teachers' Pension Plan</b> Dec 2020	  <b>TerraQuest</b> acquired by <b>Apse Capital</b> Nov 2020	  <b>InXpress Global</b> acquired by <b>Hudson Hill Capital</b> Nov 2020	  <b>Cracking Logistics</b> acquired by <b>Descartes</b> Jun 2020
  <b>GroupBC</b> acquired by <b>Bentley Systems</b> Mar 2020	  <b>Oxbotica</b> investment from <b>Business Growth Fund (BGF)</b> Mar 2020	  <b>VisiumKMS</b> acquired by <b>Valsoft</b> Feb 2020	  <b>ESC Automation</b> acquired by <b>Ainsworth</b> Jan 2020	  <b>OCF</b> Management Buyout Nov 2019	  <b>Global Navigation Solutions</b> acquired by <b>CORNES Technologies</b> Nov 2019

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