



SILVERPEAK

M&A + FINANCING ADVICE

The growth funding market for European tech companies

November 2022

Paddy MccGwire
Managing Partner

Agenda

Silverpeak overview

European & US Software: public market valuation metrics

European Tech: venture growth environment

European Tech: M&A environment

1. Silverpeak overview



Our connections, ability and focus will deliver the best outcomes for your business

WE ARE MID-MARKET TECHNOLOGY SPECIALISTS representing European growth businesses in M&A and financing transactions involving the most relevant investors and acquirers, wherever they are.

25+ team concentrated
in a single office

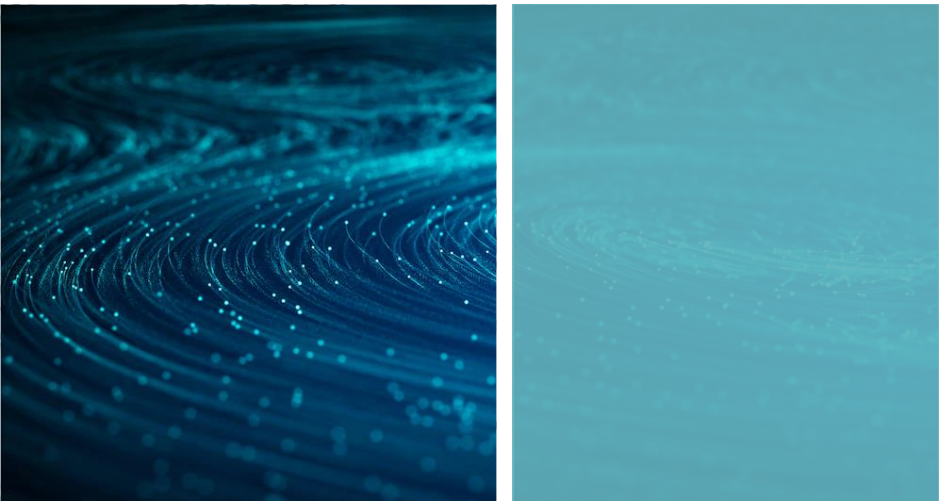
300+ completed
deal experience

60%+ transactions with North American
counterparties in the last 3 years



WE HAVE ACCESS TO THE RIGHT INVESTORS AND ACQUIRERS WHEREVER THEY MAY BE

A SELECTION OF INVESTORS AND ACQUIRERS ON SUCCESSFUL TRANSACTIONS



Silverpeak's success is built on three key pillars



Passion for technology



Ability to articulate your full value










Exceptional global execution

Sector Coverage











SOFTWARE



-  Application Software
-  Cloud
-  DevOps
-  Infrastructure Software
-  Mobility
-  RPA / LowCode
-  Sustainability

DEEP TECH



-  Additive Manufacturing
-  Algorithms/AI & ML
-  AR/VR
-  High Perf. Computing
-  MedTech
-  Networking and IoT
-  NewSpace
-  Photonics
-  Security Software
-  Semiconductors

SERVICES



-  IT Consulting
-  Managed Services
-  Outsourcing
-  Telecom Services

Selected recent transactions

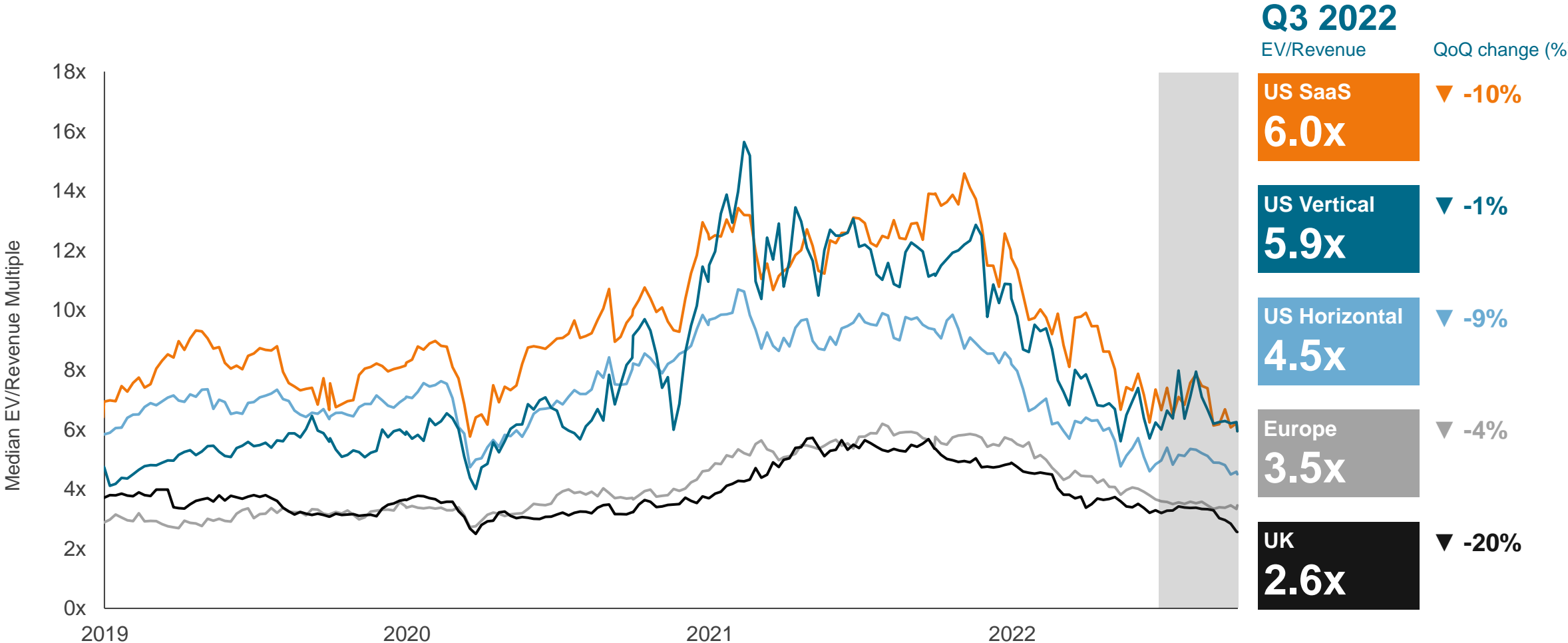
<p>AU DE October 2022</p>  <p>Travel P2P marketplace</p> <p>APPROVAL PENDING for €30m acquisition of</p> 	<p>GB UAE NO US October 2022</p>  <p>Autonomous subsea robotics technology</p> <p>\$26M+ Series B investment by</p> 	<p>IT US May 2022</p>  <p>Additive manufacturing services and proprietary composite materials</p> <p>Investment by</p> 	<p>GB GB March 2022</p>  <p>RegTech SaaS solution</p> <p>Sale to</p> 	<p>IT WW January 2022</p>  <p>In-space services and satellite transport</p> <p>€51.5m pre-SPAC convertible bond by</p> 	<p>GB GB October 2021</p>  <p>Data extraction & document automation SaaS ML platform</p> <p>Sale to</p> 	<p>NO CA September 2021</p>  <p>Project management and risk analysis software</p> <p>Sale to</p> 
<p>NL US September 2021</p>  <p>Application testing software</p> <p>Majority sale to</p> 	<p>GB GB June 2021</p>  <p>Trading and automation SaaS for renewable energy</p> <p>£20m investment led by</p> 	<p>GB SE April 2021</p>  <p>Construction workforce management platform & SaaS</p> <p>Sale to</p> 	<p>GB LU, US February 2021</p>  <p>Satellite antenna technology</p> <p>\$40m investment by</p> 	<p>GB EU October 2020</p>  <p>Video compression solutions</p> <p>\$33m investment by</p> <p>INVESTMENT FIRMS & TECH ENTREPRENEURS</p>	<p>GB US September 2020</p>  <p>Fibre broadband network operator</p> <p>£100m investment by</p> 	<p>PT US September 2020</p>  <p>Venture capitalist</p> <p>Continuation fund led by</p>  <p>Incl. outsystems</p> <p>Low-code SaaS leader</p>



2. Public markets: European & US software valuation metrics

Q3 showed early indications of revenue multiples stabilising

LISTED SOFTWARE CATEGORY VALUATION METRICS: MEDIAN EV/REVENUE MULTIPLES 2019-2022 Q3



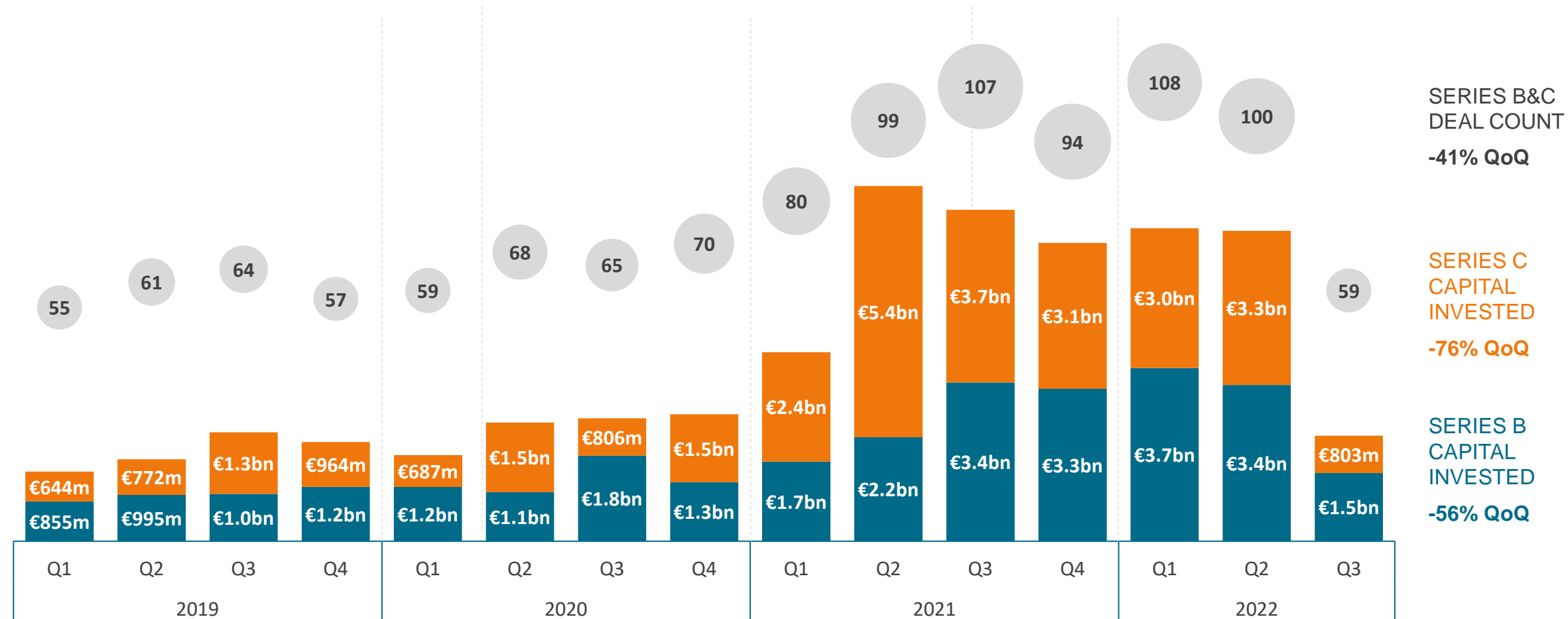
Source: CapitalIQ | Multiples as at 30/09/2022

3. European tech: Venture growth environment, recent trends



Series B&C Q3 rounds declined to 'record' Q3 2019 level

SERIES B&C TOTAL FINANCING AMOUNTS AND DEAL COUNT, 2019 – Q3 2022



SERIES B&C
DEAL COUNT
-41% QoQ

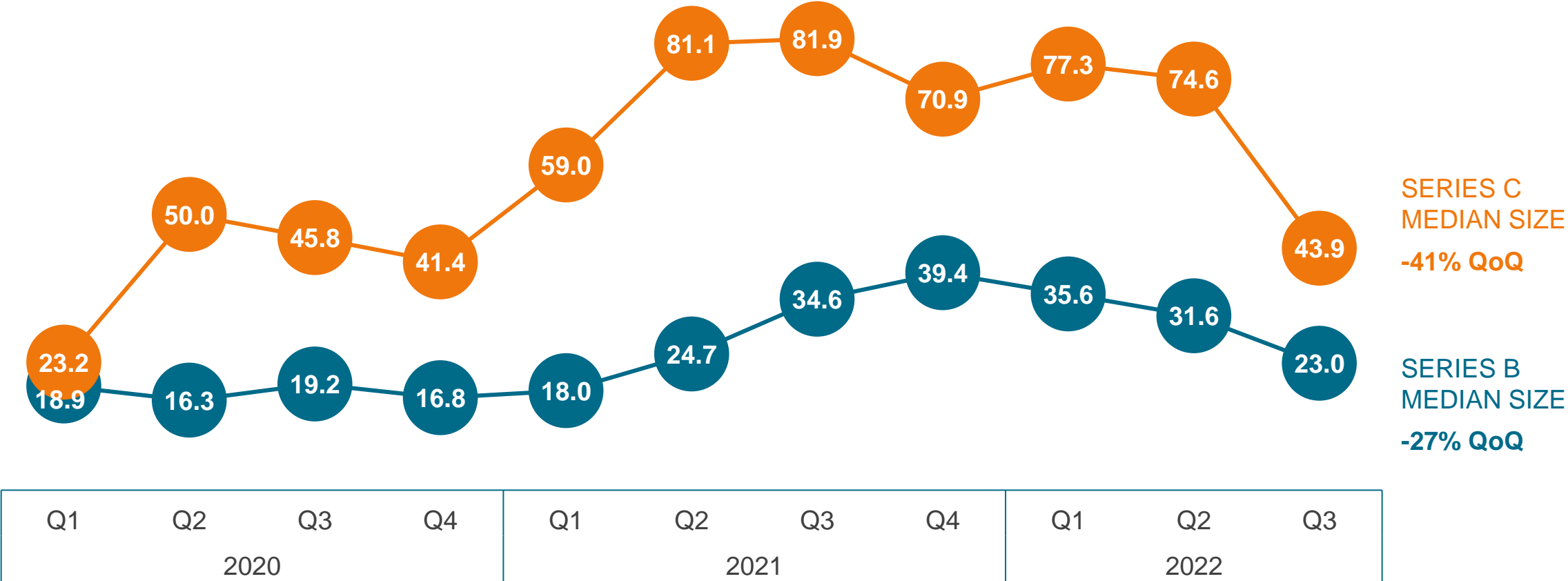
SERIES C
CAPITAL
INVESTED
-76% QoQ

SERIES B
CAPITAL
INVESTED
-56% QoQ

Source: Pitchbook | Deals below €5m have been excluded | Data as of 30/09/2022

Not only did the deal number plummet in Q3, but so did the median deal size

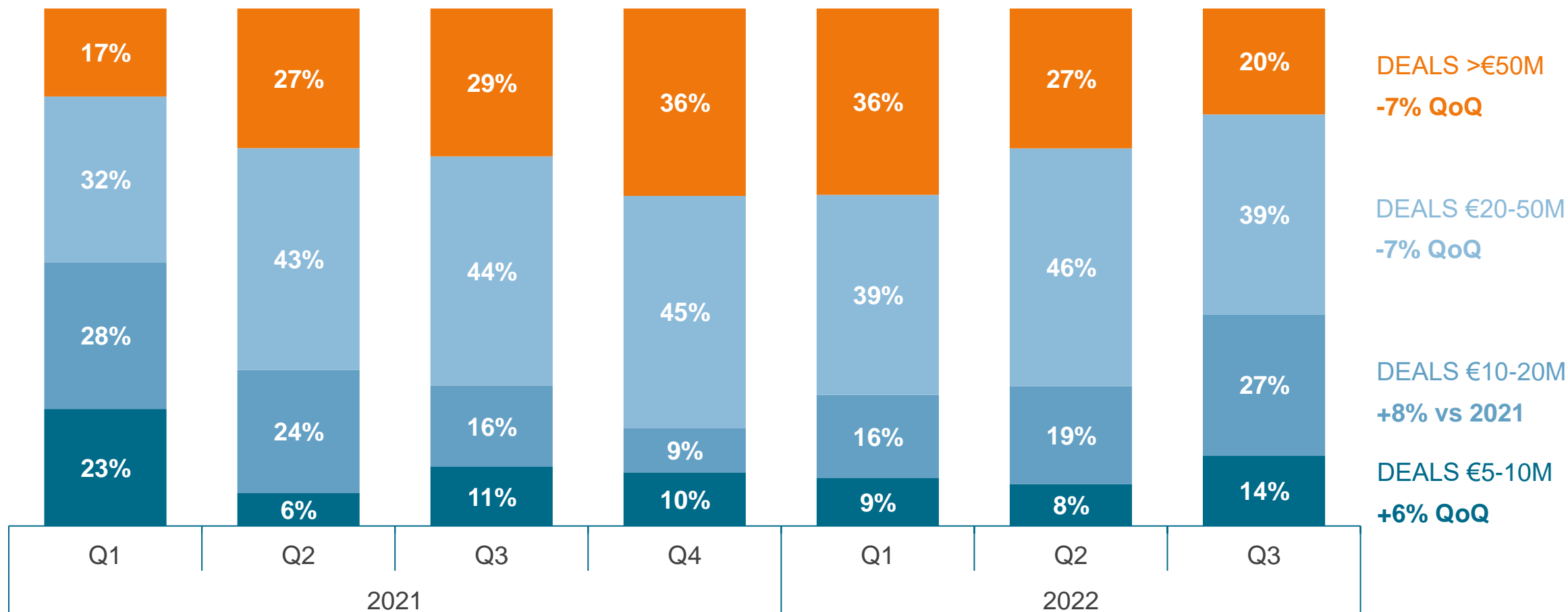
MEDIAN SIZE OF SERIES B&C ROUNDS, 2020 – Q3 2022



Source: Pitchbook | Deals below €5m have been excluded | Data as of 30/09/2022

Smaller deals (<€20m) represented 41% of the Series B Q3 total

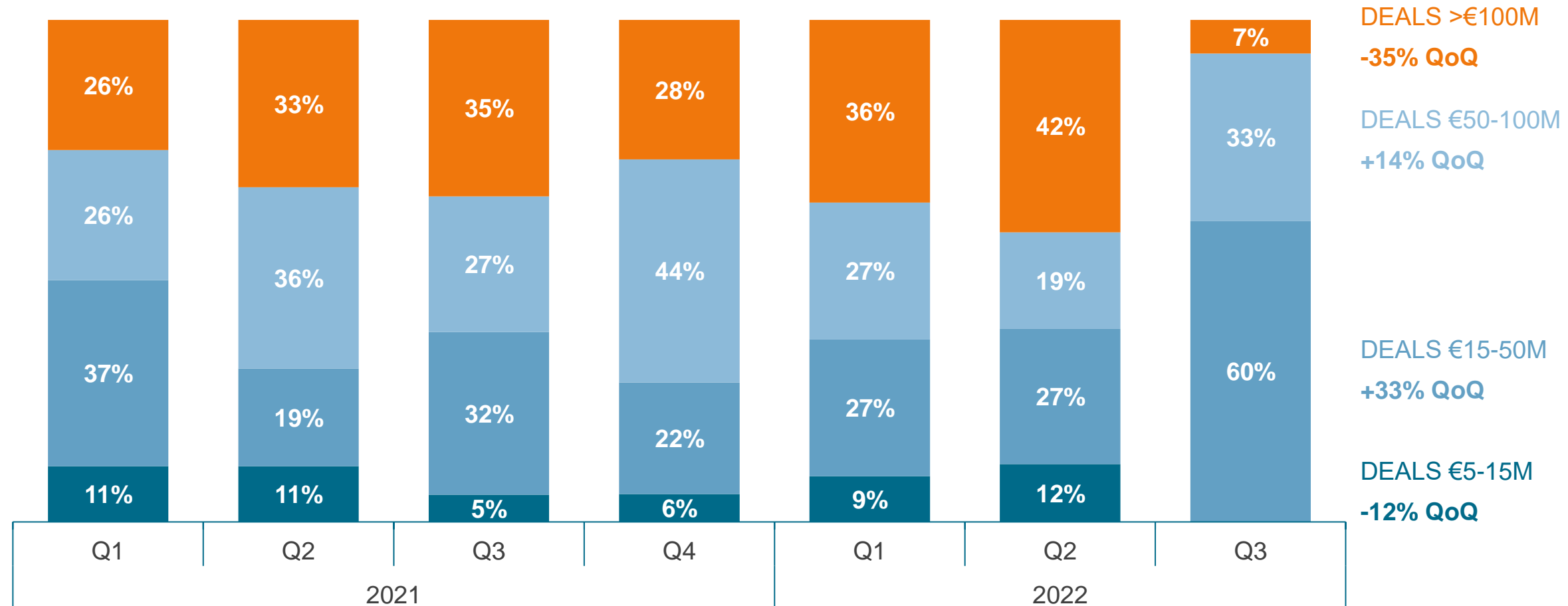
BREAKDOWN OF SERIES B ROUNDS BY VALUE 2021 – Q3 2022



Source: Pitchbook | Deals below €5m have been excluded | Data as of 30/09/2022

Scarcity of Series C deals over €100m as €15-50m deals takes over in Q3

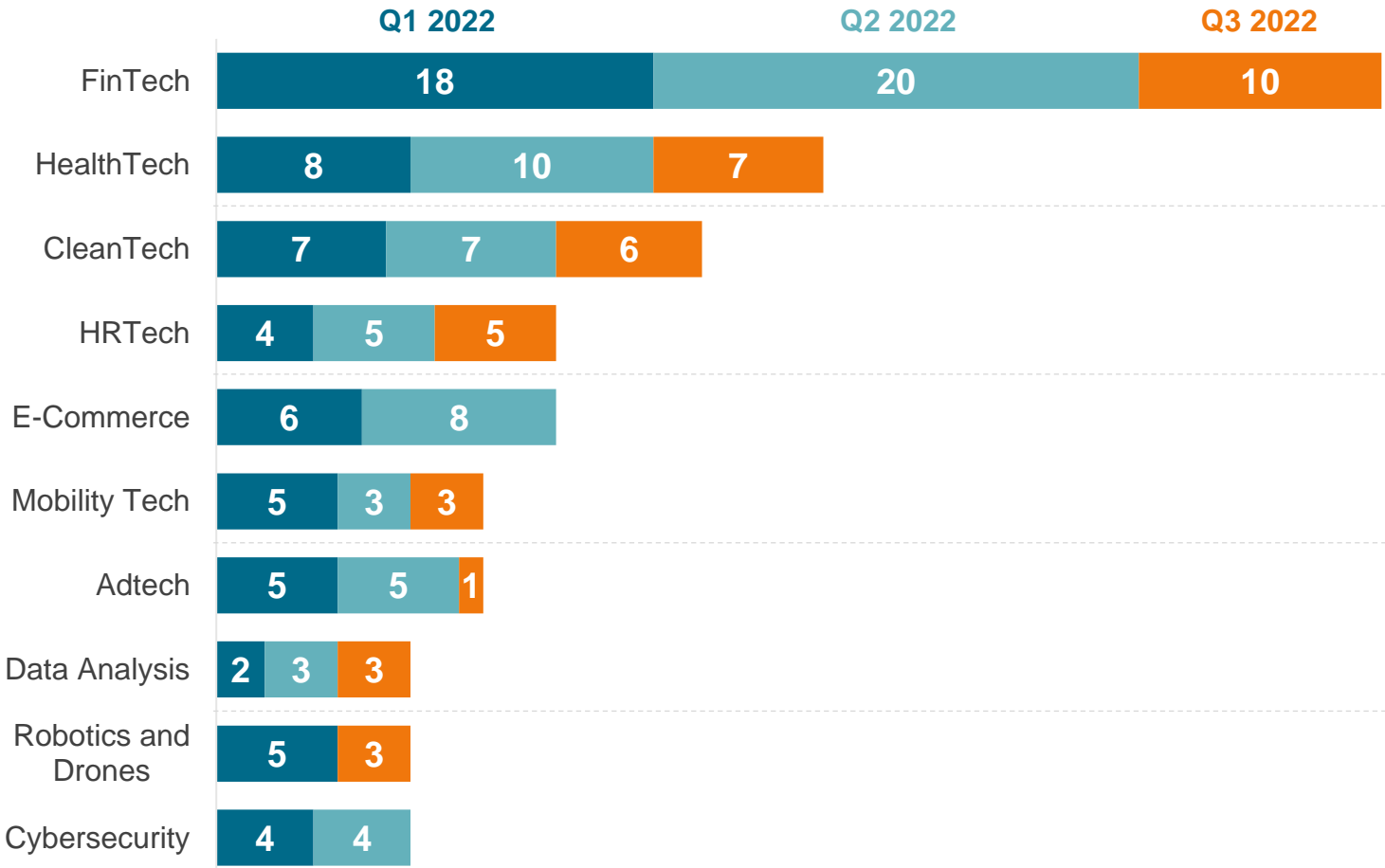
BREAKDOWN OF SERIES C ROUNDS BY VALUE 2021 – Q3 2022



Source: Pitchbook | Deals below €5m have been excluded | Data as of 30/09/2022

Fintech and E-commerce verticals suffered the largest decrease in Q3 deals

VOLUME OF B&C ROUNDS BY VERTICAL, BY QUARTER, Q1 – Q3 2022

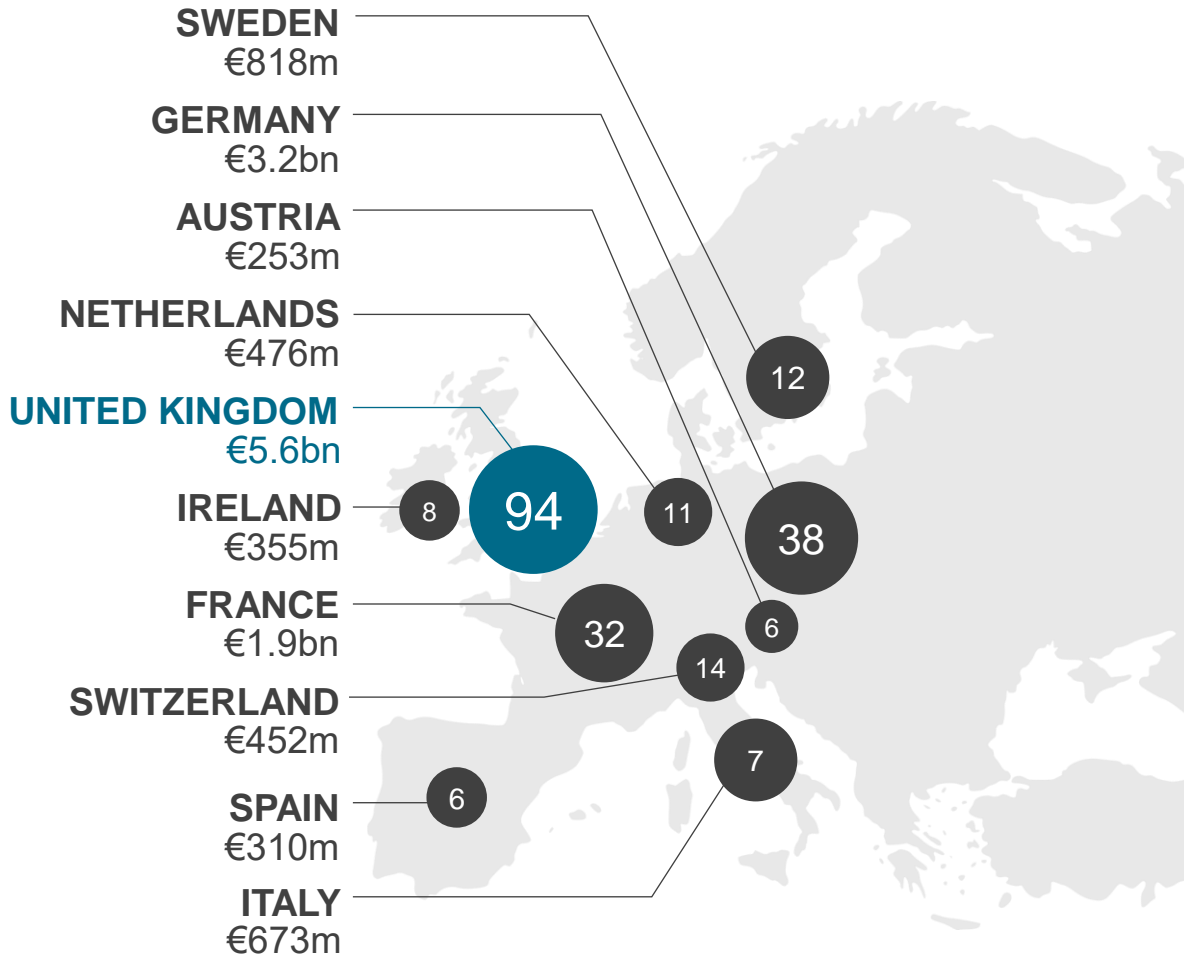


Selected companies Q1-3

Source: Pitchbook | Deals below €5m have been excluded | Data as of 30/09/2022

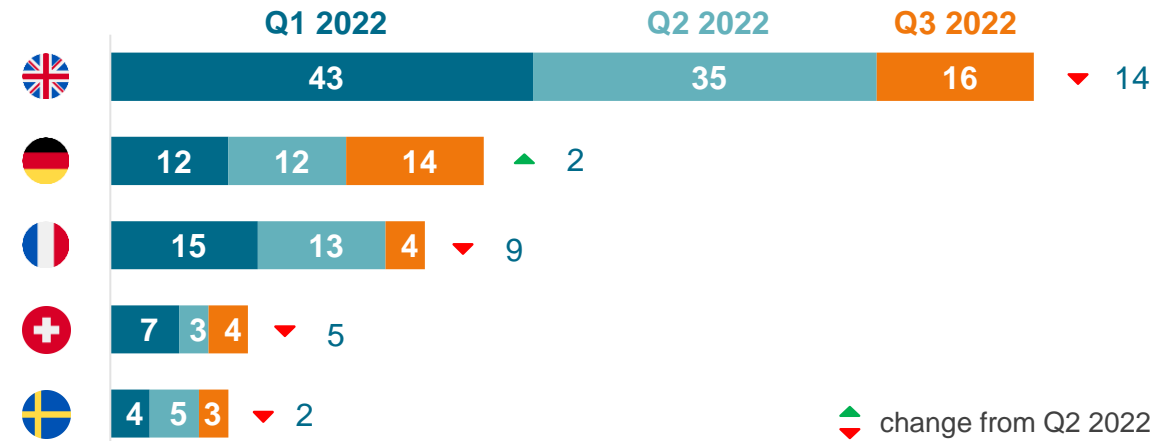
The UK is significantly ahead of other countries in 2022 Series B&C activity

SERIES B&C DEAL COUNT AND VALUE, Q1 - Q3 2022

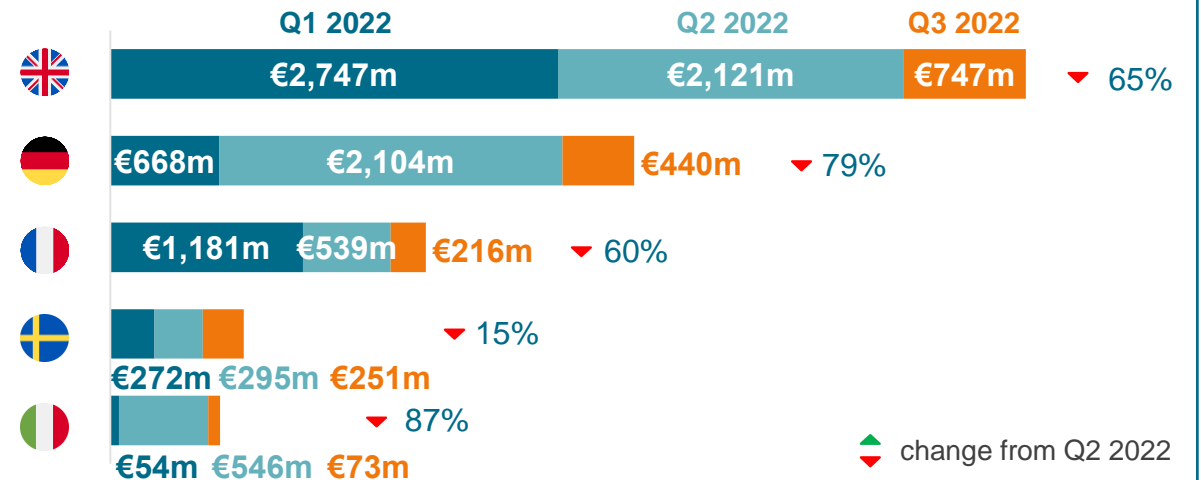


Source: Pitchbook | Deals below €5m have been excluded | Data as of 30/09/2022

of Series B&C rounds by quarter























Value of Series B&C rounds by quarter



















4/10 of the largest deals were concentrated in broader Fintech

LARGEST SERIES B&C ROUNDS Q1 - Q3 2022

SERIES B

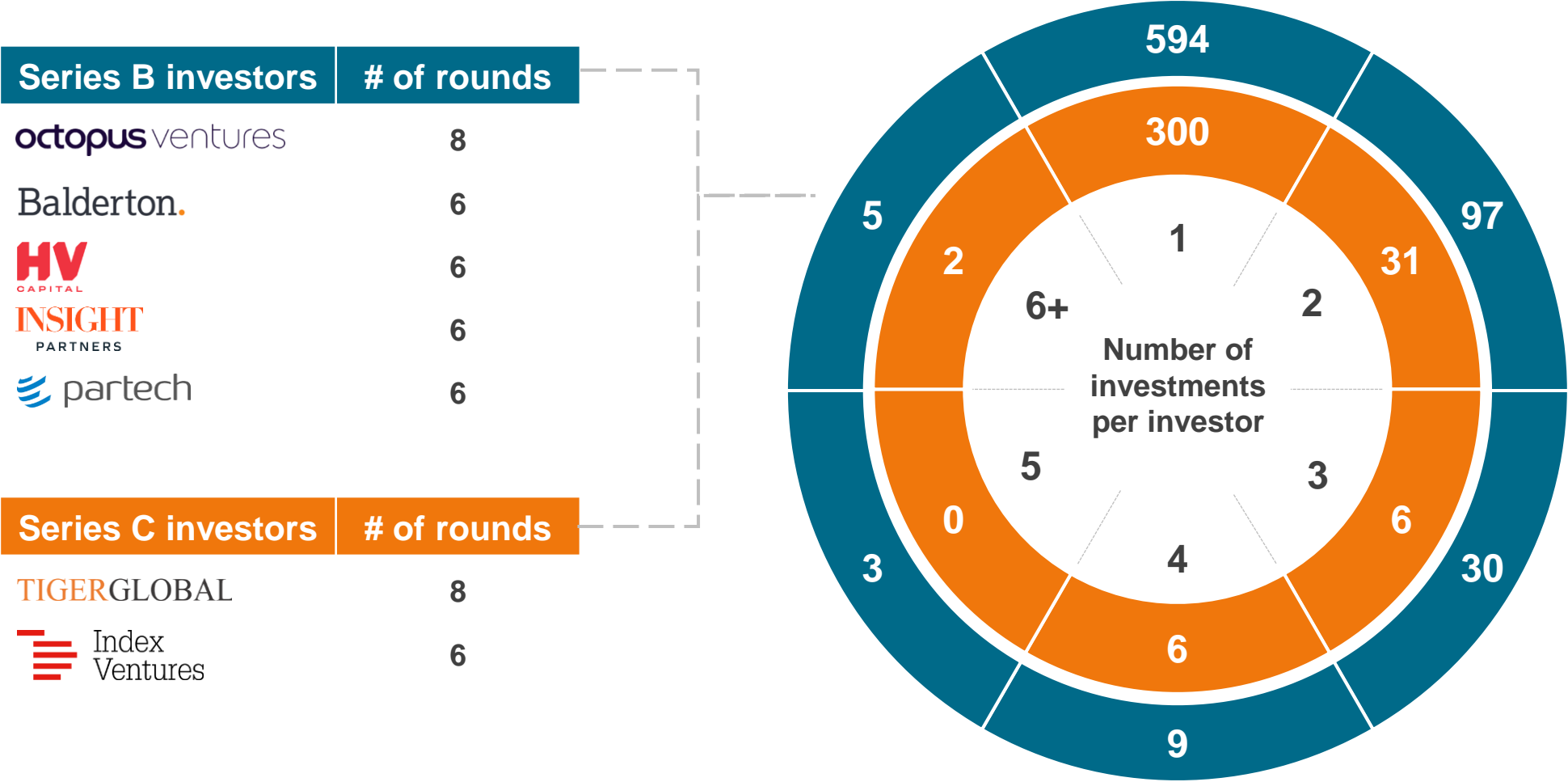
 腾讯 	>	 	€486m May-22	FINTECH
	>	 	€205m Jan-22	AI MOBILITY SOFTWARE
	>	 	€193m May-22	FINTECH
  	>	 	€192m Jan-22	GROCERY DELIVERY PLATFORM
  	>	 	€190m Aug-22	CLEANTECH

SERIES C

 	>	 	€1,089m Jun-22	TRADING PLATFORM
	>	 	€297m Apr-22	ELECTRONICS RENTAL PLATFORM
	>	 	€250m Jan-22	B2B MARKETPLACE
	>	 	€230m Feb-22	ELECTRIC TRUCKS
	>	 	€215m Jul-22	CAPITAL MARKETS SOFTWARE

There was a sizeable pool of Series B&C round investors...

1,083 INVESTORS PARTICIPATED IN ONE OR MORE SERIES B&C FUNDING ROUNDS FROM Q1 – Q3 2022



Source: Pitchbook | Deals below €5m have been excluded | Data as of 30/09/2022

...but only a select few frequently led investments

24 INVESTORS LED TWO OR MORE SERIES B & C ROUNDS FROM Q1 – Q3 2022



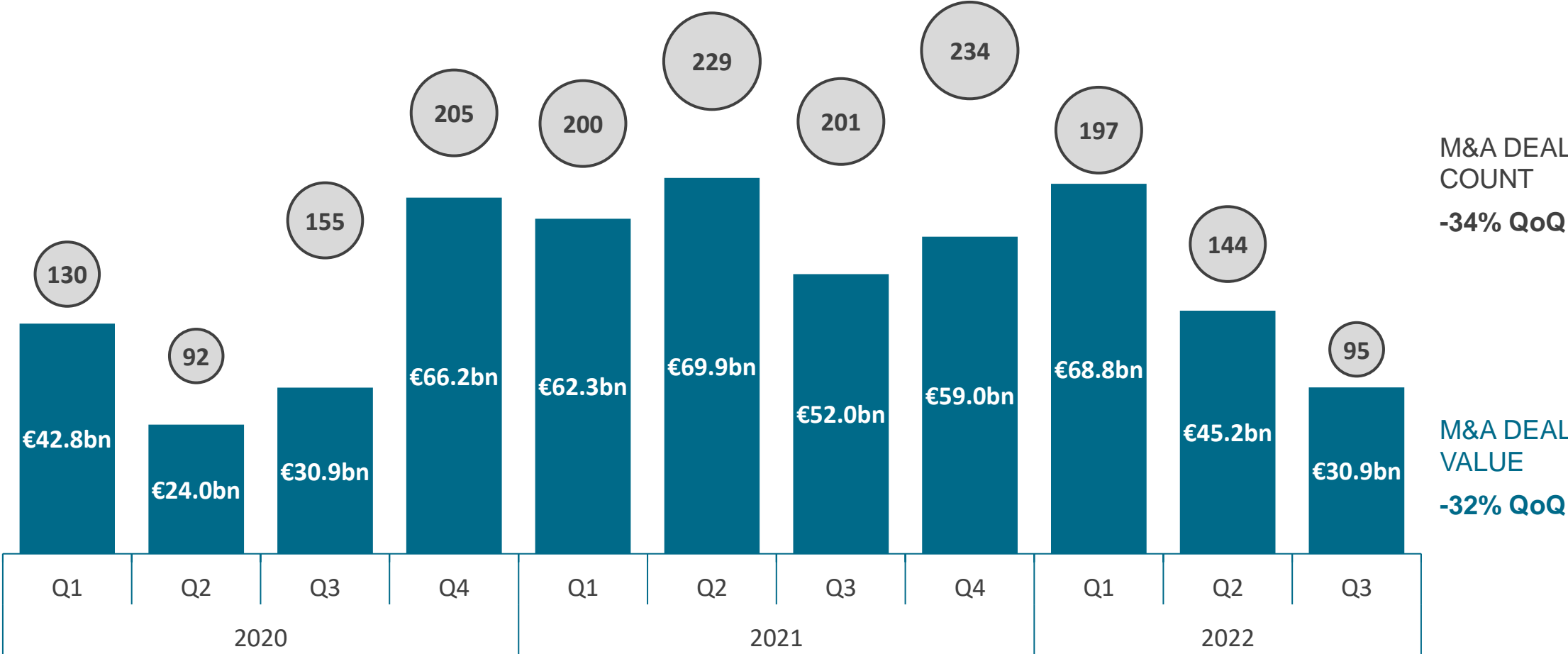
Source: Pitchbook | Deals below €5m have been excluded | Data as of 30/09/2022 | Lead investors only



4. European tech:
M&A environment, recent trends

Progressive decline in 2022 left Q3 Tech M&A activity at 2020 levels

M&A TOTAL VALUE AND DEAL COUNT, 2020 – Q3 2022



Source: Pitchbook | Deals below €5m have been excluded | Data as of 30/09/2022 | Includes LBOs

Thank you



Paddy McGwire
Managing Partner
+44 786 061 9955
pm@silverpeakib.com

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