



## **Action Report**

# **Report Summarizing Coverage of Professional Audiovisual Industry Activity**

**June 2020**



— PJ —  
**SOLOMON**

# Recent 2020 PJ SOLOMON Transactions

**PENDING**



Serving as Financial Advisor to Stage Stores on its Chapter 11 filing

**PENDING**



Sale of Select Stores & Distribution Center to



Serving as Financial Advisor to Fairway Market

**PENDING**



Sale of Select Stores to



Bo & Trish Sharon



Serving as Financial Advisor to Lucky's Markets

**APRIL 2020**

(Terminated)



Sold to an affiliate of



Served as financial advisor to the Special Committee of Stein Mart

**APRIL 2020**



Business Recapitalization

Served as financial advisor to Save-A-Lot

**APRIL 2020**



Invested in newly issued convertible preferred stock in



Served as financial advisor to Ares

**MARCH 2020**



Was advised on its Series B round of equity financing led by



Served as financial advisor to Stackpath

**MARCH 2020**



Sale of the Joseph Abboud trademarks to



Served as financial advisor to Tailored Brands

**JANUARY 2020**



Sold to



Served as financial advisor to New Seasons Market LLC

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# PJ SOLOMON at LAVNCH Week



## COVID-19 Market Reactions and Forecasts in AV

- The COVID-19 crisis is affecting the digital signage and OOH industry
  - Small and medium-sized businesses have been shifting dollars away from advertising and media spend and will likely take longer to recover than larger national organizations
  - Live events are struggling in the short term, but the industry will likely evolve
- A large amount of new technologies and adoption solutions will guide the future of businesses
  - Digital signage's real time messaging will be an important tool as businesses re-open
  - Different applications of signage solutions like hand sanitizers and body temperature kiosks will shape the retail and live entertainment landscape
- Recessions slow ad spend, but trends show that the industry will recover
  - OOH will likely be less impacted compared to other forms of media

[Click Below to Access the Full Blog Post](#)



Source: Rave Pubs, Leah McCann.

# COVID-19 Challenges

COVID-19 has caused many challenges in the AV industry, causing event cancellations and industry adaptation

## Live Events Cancellations

- Many AV professionals have been furloughed, laid off or had their hours drastically cut, and those working in the live events community have had their lives come to a halt
  - Live in-person events around the globe are on hold, with InfoComm 2020 being the latest large event to be pushed online
- 

## Live Events Adaptation / Evolution

- Live events have had the opportunity to try more virtual options for engaging with larger audiences
  - Tremendous shift to online content, allowing people to stay connected, attain professional growth opportunities and build new communities
  - Outpouring of support and resources for displaced freelance event technicians and staff available
- 

## Greater Industry Impact

- Business is slowing across the board in the AV industry, with a large majority of AV providers (integrators, designers, manufacturers, distributors, service providers) reporting declining sales and revenues
  - Over 40% of AV providers say that they have been affected by supply chain disruptions
  - Over 30% of AV providers have reduced staff
- Providers say that new work has disappeared, so companies are utilizing the time to finish projects that were already in production prior to the outbreak of the virus



# AV in the COVID-19 World

Many within the AV industry are considering ways digital signage could help flatten the curve

## Digital Signage Hand Sanitizer Dispensers



- By installing advanced hand sanitizer stations, employers can help stop the spread of the infection and improve hygiene
- Dispenser management solution monitors hand sanitizer usage and sends refill alerts
- Digital signage CMS can be used to remotely update the display with important public health messaging or content
- Provides opportunity for business owners to combine traditional digital signage with hygiene enhancement machines
- Specialist market is expanding rapidly with governments mandating hygiene technology measures
- Presents incremental growth opportunity for digital signage channel

## Temperature Checking Kiosks



- Diversified has developed kiosks and tablets to test human temperatures
- Provides initial layer of screening protection by detecting anyone with a high temperature from three feet away within one second
- Available as either a freestanding or wall-mounted kiosk, leverages infrared temperature sensors and advanced algorithms to calculate heat signatures
- Helps reassure people of the health and safety of everyone around them, promoting safety
- Visual temperature readings not only help keep people safe but also lessen mental and emotional burden of those inside

Source: AV Network.

# AV in the COVID-19 World

Many within the AV industry are considering ways digital signage could help flatten the curve

## BrightSign



- Focused on retailers and restaurants, BrightSign has unveiled contactless digital signage solutions that are aimed at flattening the curve and keeping traditionally interpersonal businesses alive
- BrightLink is a touchless solution that aids retailers by using QR codes and cell phones to eliminate the need for social contact
- BrightMenu allows consumers to order at restaurants by using a QR code to receive a restaurant's menu on their mobile device (does not require internet or an app to function)
- BrightVoice is a voice-activated digital signage solution that allows interaction with its audience via voice commands



Source: AV Magazine.

# AV in the COVID-19 World

Many within the AV industry are considering ways digital signage could help flatten the curve

## InstaScan



- InstaScan, an Esprit Digital solution, is a product being used to instantly check the body temperature of personnel or patrons, ensuring safe and efficient access control
  - Uses high-performance hardware and camera software to provide instant, accurate results
  - Can store over 30,000 faces for fast facial recognition
- Multiple models allow technology to be integrated seamlessly into existing systems
  - Countertop model allows scans for hotel check-in desks, office lobbies and other reception areas
  - Gate model can be used to integrate into existing security gate passages
  - Wall-mounted model can be integrated into access systems to check employees while clocking in and out of work



### Hospitality

For safe monitoring and checking on guests



### Retail

Back of house, ensuring employees are fit and safe to work



### HR

Checking all staff entering their place of employment



### Hospitals

Entry to buildings or ICU areas



### Factory

Confirming all staff are fit to work before starting their shift



### Entertainment

Checking customers are well and safe to socialize



### Gyms

Checking users on entry ensuring guest safety



### Schools

Checking children are safe to attend schools

Source: Esprit.

# AV Public Response to COVID-19



- Since the start of the COVID-19 outbreak in January in China, Barco has set up a global response team to monitor and support operations on a daily basis
- Has strengthened hygiene measures throughout the organization and enacted business travel restrictions
- Has been able to keep its global production operational
- Production in China has resumed and is now above 90% capacity utilization
- Has organized production in Europe to match regulatory requirements
- For Belgium site, part time economic unemployment measures are being implemented and have been announced
- On April 22, 2020, Barco announced Q1 earnings
  - Sales decreased 2.9% to €235.7 million over Q1 2019
  - Reported a 7.2% decrease in orders over last year at constant currencies



- Daktronics first created COVID-19 response teams to manage local and global response activities
- Has enhanced or implemented robust health, safety and cleaning protocols across the organization
- Recently suspended Ireland and Minnesota production facilities for 2 weeks
- China production facility briefly closed but has since resumed operations
- Board of Directors voted to suspend stock repurchases and suspend dividends for the foreseeable future
- Taking proactive steps to solidify financial position and mitigate any adverse consequences
  - Preserving liquidity by drawing down existing line of credit and pursuing other sources of financing
  - Reducing investments in capital assets
  - Reducing executive pay and board member compensation
  - Instituting initiatives to reduce other costs of business
- As of February 1, 2020, Daktronics had \$40.3M in cash and cash equivalents



# Audiovisual Industry Consolidation

There will be further consolidation and opportunities post slowdown

## Acquirors



## Targets



AV industry consolidation and M&A was on the rise, with major acquisition activity prior to the virus slowdown

# Sector News

## Audio / Visual

- **5/20: Sharp**  
has partnered with remote access technology platform TeamViewer to connect to select displays and support visual solutions
- **5/5: Barco**  
announced Connected Services designed to enable hospitals and other healthcare organizations to easily manage their diagnostic display fleets
- **4/16: Verizon**  
acquired BlueJeans Network, the San Jose, California-based provider of cloud-based video conferencing software
- **4/7: AVISPL**  
backed by Marlin Equity Partners and HIG Capital, completed its merger with Whitlock to create the world's largest AV integrator
- **4/2: Midwich**  
announced a multi-country ClickShare distribution partnership agreement with Barco, as well as its \$46 million acquisition of Starin Marketing
- **2/6: AVDG**  
acquired New England-based Maverick Integration Corp., a design and system integration firm specializing in technology solutions for the residential and commercial sectors
- **2/5: Yorktel**  
a leading provider of managed service solutions announced it will be acquiring business assets of Video Corporation of America (VCA)
- **2/4: Diversified**  
acquired Indianapolis, IN-based Sensory Technologies, an AV integration firm
- **12/13: Almo**  
has acquired select assets of NewComm Distributing, the distribution arm of NewComm Technologies

## Digital Signage

- **5/19: LG**  
introduced "Health Protocol" digital signage solutions to assist reopening businesses and new state of the art digital signage in Moscow airport
- **5/18: BrightSign**  
announced touchless signage solutions for retailers and restaurants
- **5/18: Ocean Outdoor**  
announced its plans to introduce touchless advertising screens across the UK using Ultraleap's mid-air haptics technology
- **5/11: Daktronics**  
announced its continuation of its long time partnership with Marquee Media to manufacture and install new VIP Corner Display digital signage
- **4/29: CRI**  
a Louisville, KY- based digital marketing solutions provider, announced the launch of an AI-integrated non-contact temperature inspection station known as the "Thermal Mirror"
- **3/31: Clear Channel Outdoor**  
has announced that it has sold its stake in its Chinese business, Clear Media Limited, for \$253 million to Ever Harmonic
- **3/25: NEC Display Solutions**  
has announced a strategic partnership with Sharp where NEC will retain a 34% in the business unit
- **3/25: OUTFRONT Media**  
announced that it has received a \$400 million strategic preferred equity investment from Ares and Providence Equity
- **2/25: Halo**  
the OOH advertiser focused on rideshare advertising, has been acquired by Lyft

Source: Press releases, company filings and Wall Street research.

# Sector News

## Augmented Reality & Event Production

- **5/22: Microsoft**  
announced that its HoloLens 2 headset had seen strong adoption in its top 10 markets recently, specifically in the manufacturing, retail, healthcare and education segments
- **5/21: Magic Leap**  
reportedly received a \$350 million lifeline from a group of existing investors (Google, Alibaba, NTT, Warner Brothers, etc.) less than a month after laying off 1,000 workers and discontinuing its consumer business
- **5/21: Run the World**  
a virtual events startup, raised \$10.8 million in a Series A funding round co-led by Andreessen Horowitz and Founders Fund
- **5/21: Facebook**  
head of AR/VR, Andrew "Boz" Bosworth, announced that the company is already investing in "supercharging remote work and productivity" through AR/VR technologies
- **5/20: Sony**  
is intensifying its efforts to perfect its virtual reality headset as it bets that the demand for online-only concerts, crowd-free sports events and escapist games will finally push AR/VR into the home entertainment mainstream
- **5/14: Apple**  
acquired virtual reality company NextVR, which specializes in recording live events like concerts and sports matches that are to be experienced in virtual reality
- **5/14: ePlay Digital**  
announced its partnership with TetaVi, in which ePlay will integrate TetaVi hardware and software used for creating and publishing 3D holograms into ePlay's sports, esports and entertainment mobile game platform

## Diversified AV

- **5/22: Sony**  
is set to release the Sony ZV-1 on May 26, a new compact camera that could be well-suited for the growing number of YouTube vloggers on the internet
- **5/22: Panasonic**  
developed 80 prototype breathing devices to assist hospital patients suffering from complications of COVID-19
- **5/21: Logitech**  
CEO Bracken Darrell said that he believes that people will work from home permanently in the near future during a segment on Bloomberg News
- **5/21: Samsung**  
announced its new television, The Terrace, a water and dust resistant TV that is designed for outdoor viewing
- **5/20: Panasonic**  
acquired a 20% stake in supply chain software provider Blue Yonder as the companies work together to develop digital technology in managing retail and manufacturing goods
- **4/21: Samsung**  
announced partnerships with leading personal fitness brands to launch wellness apps on its SmartTV platform in wake of mass gym closures
- **4/14: Philips**  
detailed its plans to increase its hospital ventilator production to 4,000 units per week by the end of Q3 2020 and introduced a new ventilator with immediate production of 15,000 units per week
- **4/9: Sony**  
acquired a 5% stake in Bilibili, an online entertainment platform for young generations in China

Source: Press releases, company filings and Wall Street research.

# Audio / Visual M&A

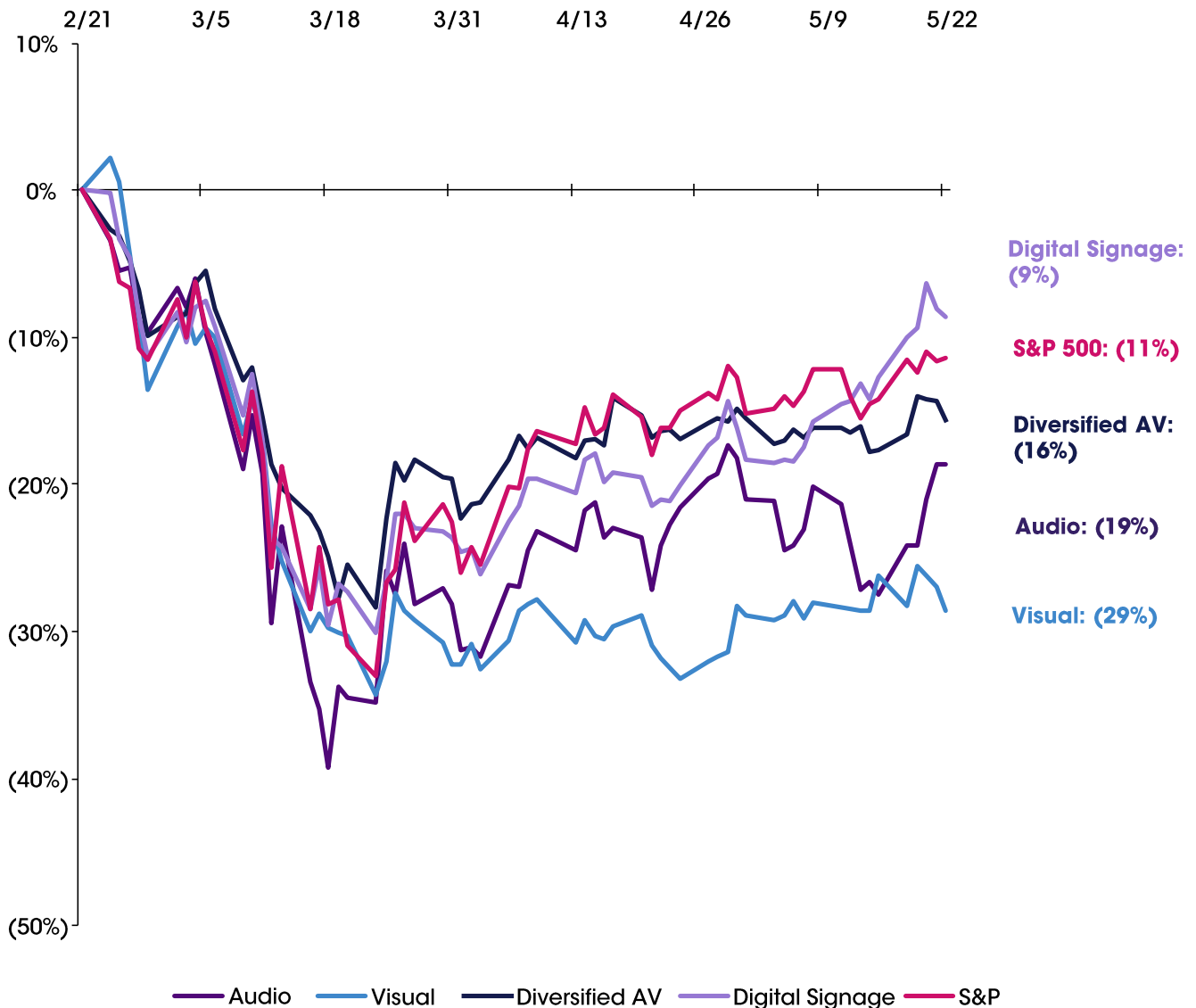
## Recent deals in the Audio / Visual market

(\$ in millions)			EV as a Multiple of:		
Date Announced	Acquiror	Target	Enterprise Value	LTM Sales	LTM EBITDA
May-20	Apple	NextVR	ND	ND	ND
Apr-20	Verizon Communications	BlueJeans Network	~\$400	~4.0 x	NA
Apr-20	Sony	Bilibili (5% stake)	ND	ND	ND
Apr-20	Midwich	Starin Marketing	46	ND	ND
Mar-20	Ever Harmonic	Clear Media	CNY 3,716	ND	11.9 x
Mar-20	Sharp	NEC Display Solutions	ND	ND	ND
Feb-20	Lyft	Halo	ND	ND	ND
Feb-20	AVDG	Maverick Integration Corp.	ND	ND	ND
Feb-20	AVI-SPL	Whitlock	ND	ND	ND
Feb-20	Yorktel	Video Corporation of America	ND	ND	ND
Feb-20	Diversified	Sensory Technologies	ND	ND	ND
Dec-19	Solutionz	Unified Technology Systems	ND	ND	ND
Nov-19	Sony Pictures Television Networks	Internet Media Services	ND	ND	ND
Nov-19	Pfingsten	Environmental Lights	ND	ND	ND
Nov-19	iMedia Brands	Float Left Interactive	ND	ND	ND
Nov-19	Sonos	Snips SAS	\$37.5	ND	ND
Nov-19	Acuity Brands	LocusLabs	ND	ND	ND
Nov-19	PSAV	eclipse group	ND	ND	ND
Oct-19	HumanEyes Technologies	HowToCreateVR	ND	ND	ND
Sep-19	Verizon Communications	Jaunt XR	ND	ND	ND
Sep-19	Hawkeye Technologies	Radiant Images	ND	ND	ND
Sep-19	Ubimax	ESSERT Digital	ND	ND	ND
Sep-19	Logitech	Streamlabs	\$118	ND	ND
Sep-19	Uniguest	Tripleplay	ND	ND	ND
Sep-19	Audio Visual Management	ELITE Audio Visual Systems	ND	ND	ND
Sep-19	Acuity Brands	Luminaires Group	ND	ND	ND
Sep-19	Barco	Unilumin (5% Stake)	\$54	ND	ND
Sep-19	Diversified	Advanced	ND	ND	ND
Aug-19	Rizing Holdings	Transcend Spatial Solutions	ND	ND	ND
Aug-19	Reliance Industries Limited	Tesseract Imaging Private Limited	ND	ND	ND
Aug-19	Barcodes	Plasco	ND	ND	ND
Jul-19	Mercury Systems	American Panel Corp	100	ND	ND

Source: Press releases and company filings.

# COVID-19 Challenges

Since February 21, 2020, AV industries market values have declined, with sector indexes losing between 15% to 30% of their capitalization



Note: Represents changes in total sector market capitalizations.

Source: Capital IQ from February 21, 2020 – May 22, 2020.

Audio includes: Dolby Laboratories, Poly, Sonos, Bang & Olufsen, ZAGG and VOXX International.

Visual includes: TCL Technology Group, Sharp Corporation, Barco, Konka, Japan Display, Technicolor, Funai Electric, ClearOne.

Diversified AV includes: Samsung, Sony, Koninklijk Philips, Hitachi, Panasonic, Toshiba, LG Electronics, Logitech and Hisense Visual Technology.

Digital Signage includes: NEC Corporation, Cree, Acuity Brands, AU Optronics, Leyard, Unilumin, EPISTAR, Everlight, Daktronics, Dialight and LSI Industries.

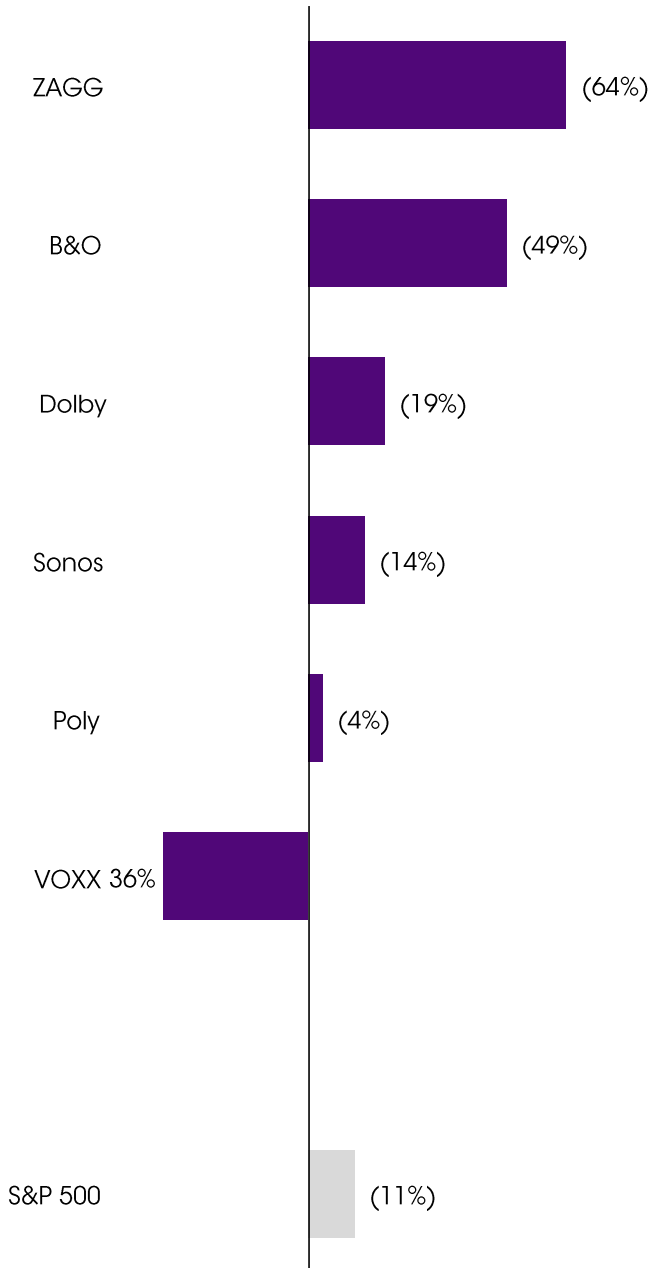


# COVID-19 Impact

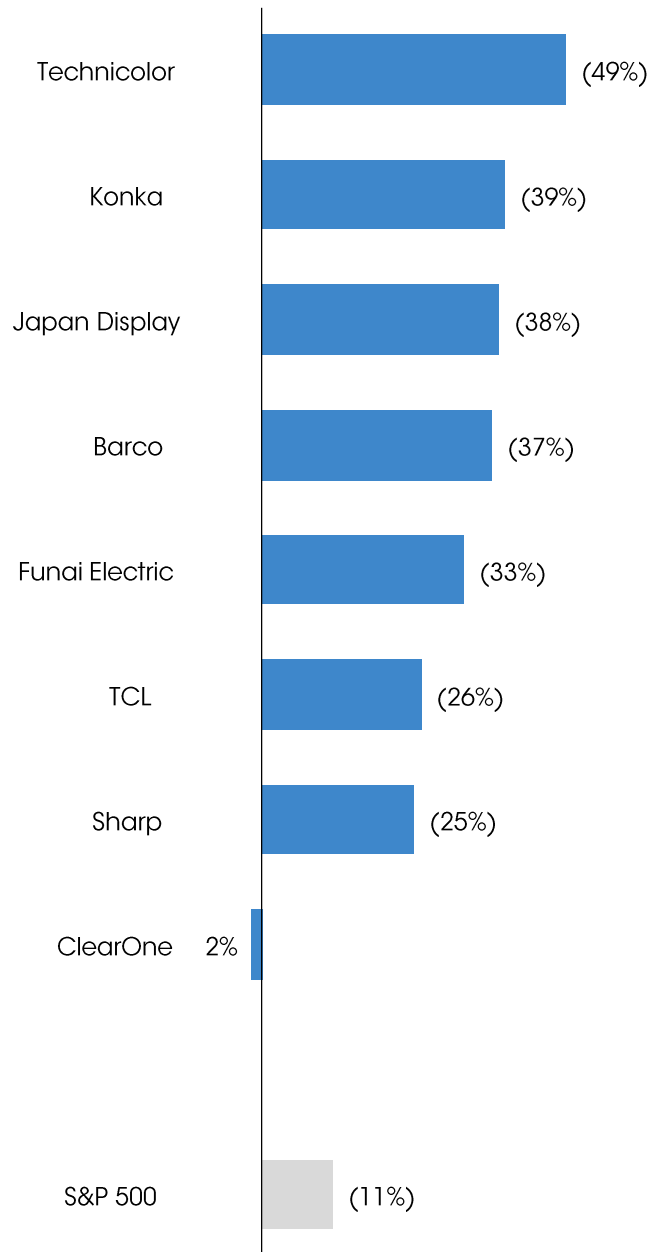
## Change in Stock Price

From February 21, 2020 - May 22, 2020

### Audio Companies Stock Price Change



### Visual Companies Stock Price Change



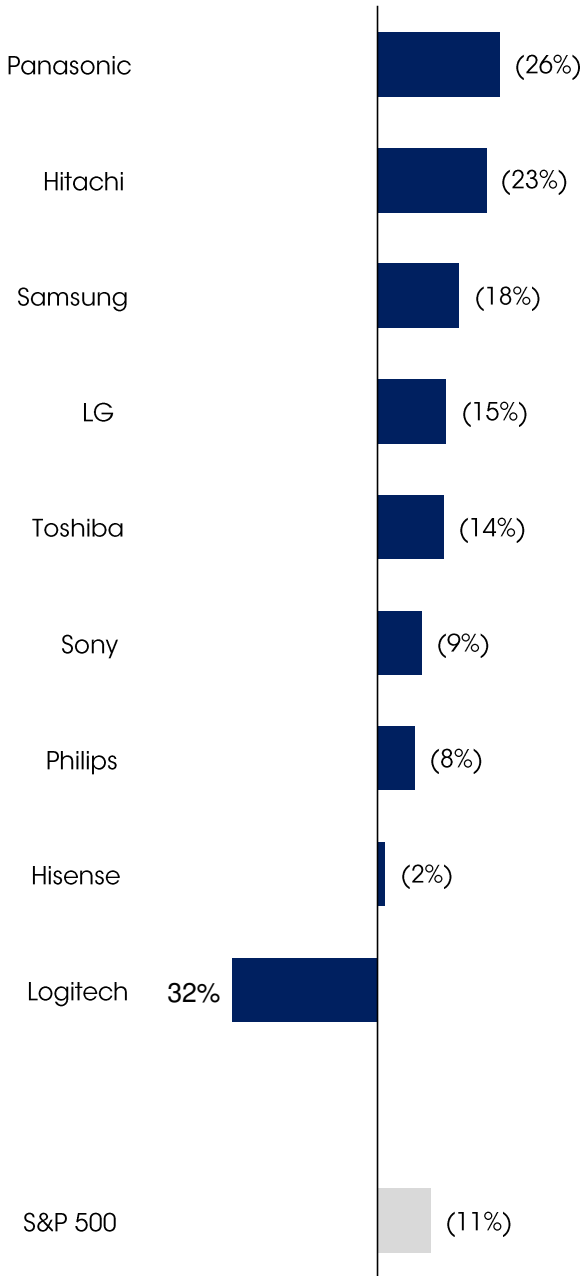
Source: Capital IQ.

# COVID-19 Impact

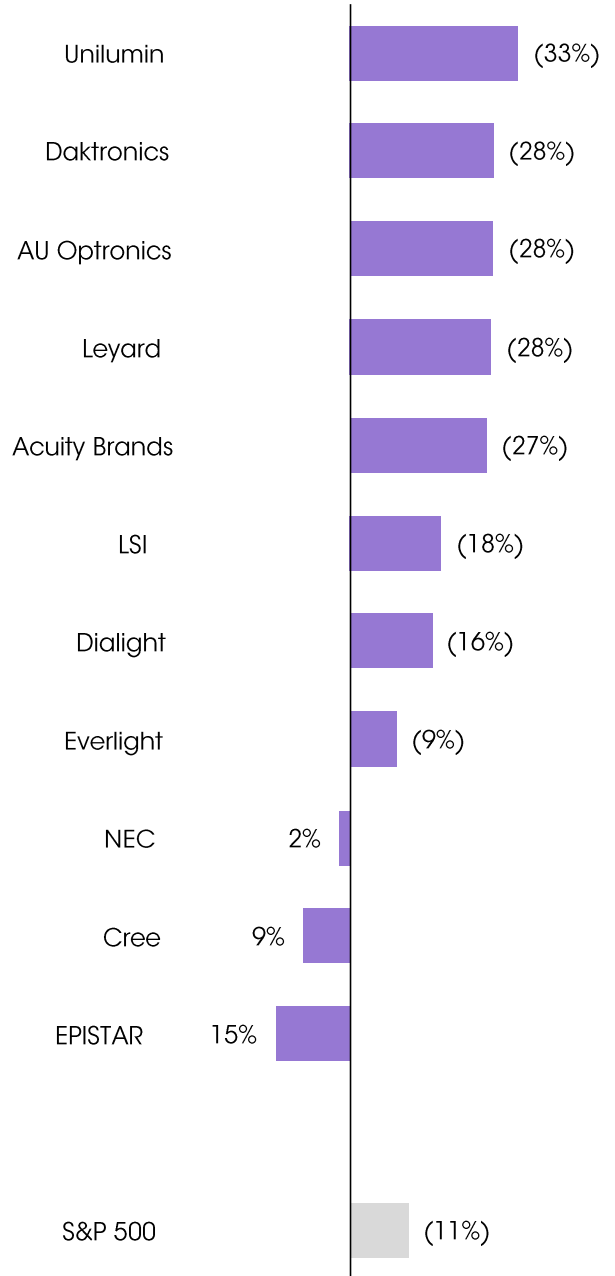
## Change in Stock Price

From February 21, 2020 - May 22, 2020

### Diversified AV Companies Stock Price Change



### Digital Signage Companies Stock Price Change



Source: Capital IQ.

# Market Indicators

## Share Price Performance

	Stock Price 5/22/20	1-Week % Change	1 - Month % Change	YTD% Change
<b>Audio</b>				
Dolby	\$58.76	10%	3%	(15%)
Poly	14.14	24%	26%	(48%)
Sonos	11.15	23%	26%	(29%)
B&O	3.68	28%	26%	(28%)
ZAGG	3.01	5%	(10%)	(63%)
VOXX	4.96	(1%)	--	13%

Audio Median	16%	14%	(28%)
Audio Mean	15%	12%	(28%)

### Diversified AV

Samsung	\$39.24	2%	(2%)	(13%)
Sony	63.00	(1%)	0%	(8%)
Philips	44.38	7%	3%	(6%)
Hitachi	29.77	4%	11%	(31%)
Panasonic	8.18	11%	19%	(15%)
Toshiba	25.91	3%	7%	(25%)
LG	45.31	3%	7%	(22%)
Logitech	56.37	6%	20%	20%
Hisense	1.70	(0%)	26%	12%

Diversified AV Median	3%	7%	(13%)
Diversified AV Mean	4%	10%	(10%)

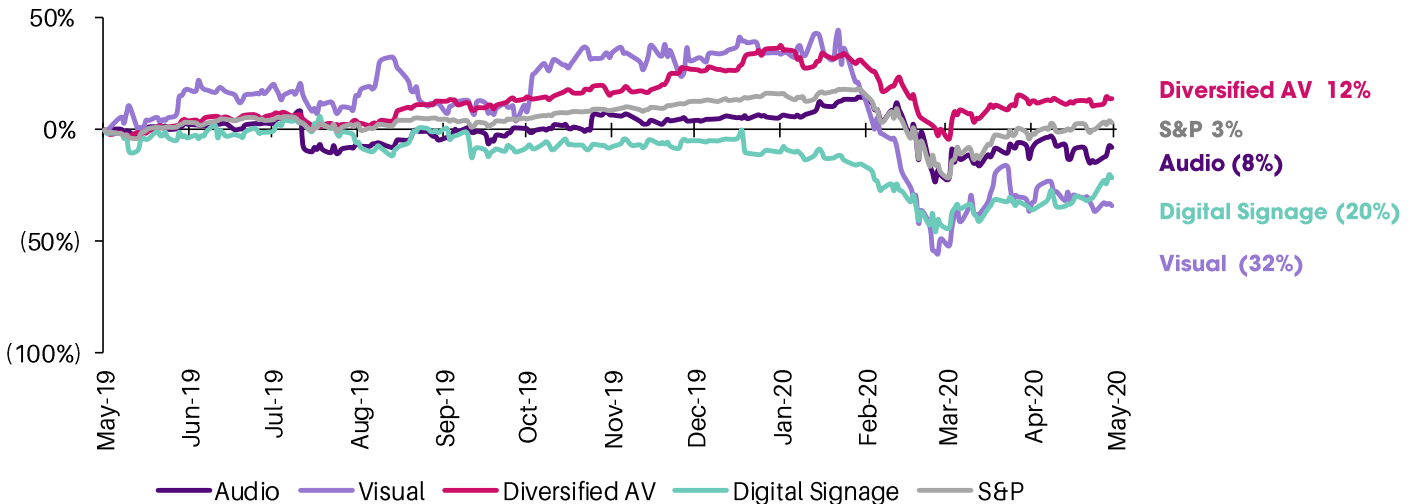
	Stock Price 5/22/20	1-Week % Change	1 - Month % Change	YTD% Change
<b>Visual</b>				
TCL	\$0.69	(5%)	11%	11%
Sharp	10.39	(0%)	1%	(34%)
Barco	154.68	2%	3%	(35%)
Konka	0.99	(13%)	(8%)	61%
Japan Display	0.42	--	7%	(44%)
Technicolor	4.03	(21%)	(36%)	(80%)
Funai Electric	4.42	2%	14%	(33%)
ClearOne	1.74	12%	1%	5%
Visual Median		(0%)	2%	(33%)
Visual Mean		(3%)	(1%)	(19%)

### Digital Signage

NEC	\$45.44	2%	22%	8%
Cree	51.73	21%	40%	12%
Acuity Brands	84.78	10%	3%	(39%)
AU Optronics	0.25	(1%)	3%	(25%)
Leyard	0.79	(6%)	(6%)	(26%)
Unilumin	1.16	(8%)	(6%)	(17%)
EPISTAR	1.22	3%	3%	13%
Everlight	1.04	(3%)	4%	(10%)
Daktronics	4.28	13%	(4%)	(30%)
Dialight	2.97	11%	38%	3%
LSI	5.97	6%	13%	(1%)

Digital Signage Median	3%	3%	(10%)
Digital Signage Mean	4%	10%	(10%)

## LTM Indexed Stock Performance

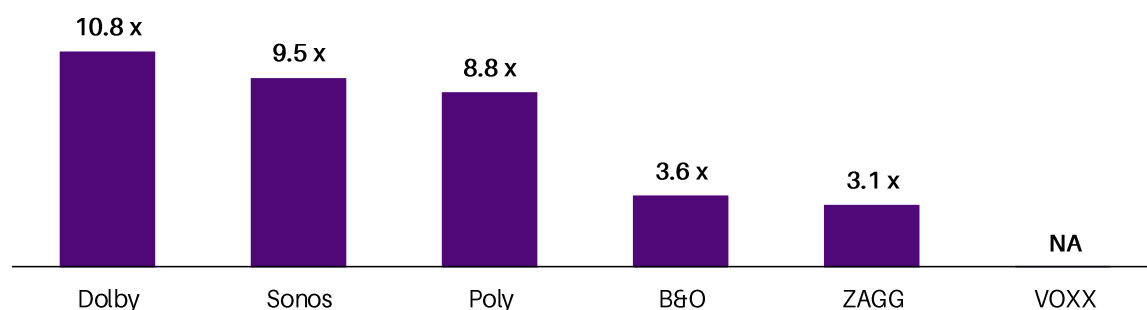


Source: Capital IQ as of May 22, 2020, Bloomberg and Wall Street Research.

# EV / 2020E EBITDA

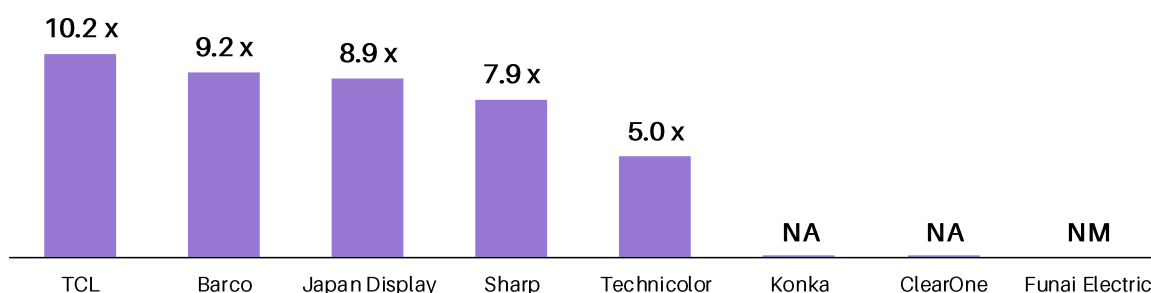
## Audio

Median: 8.8 x



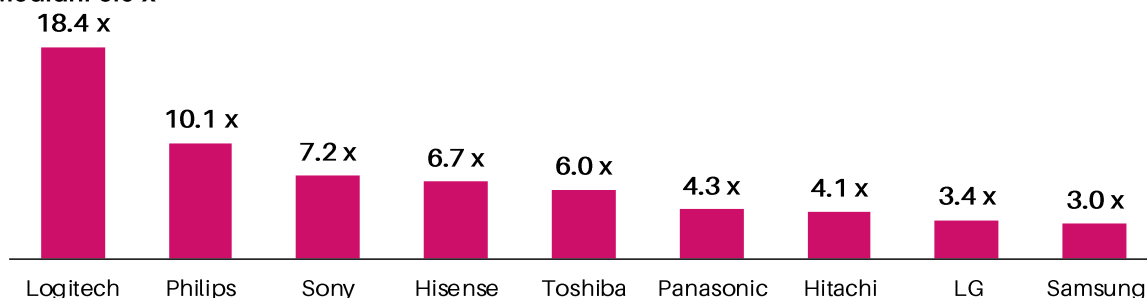
## Visual

Median: 8.9 x



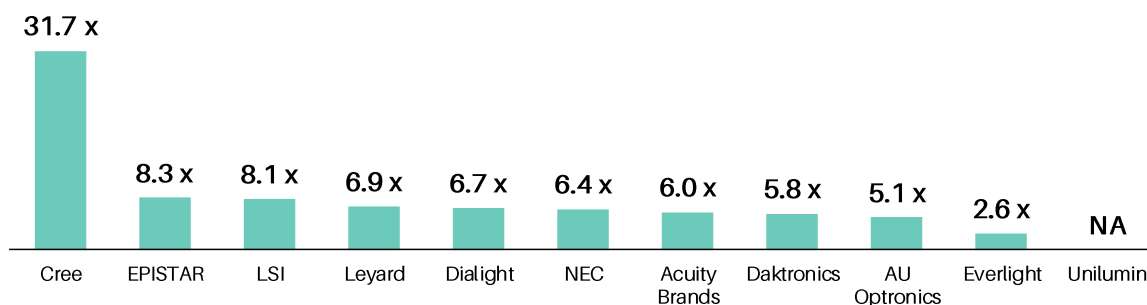
## Diversified AV

Median: 6.0 x



## Digital Signage

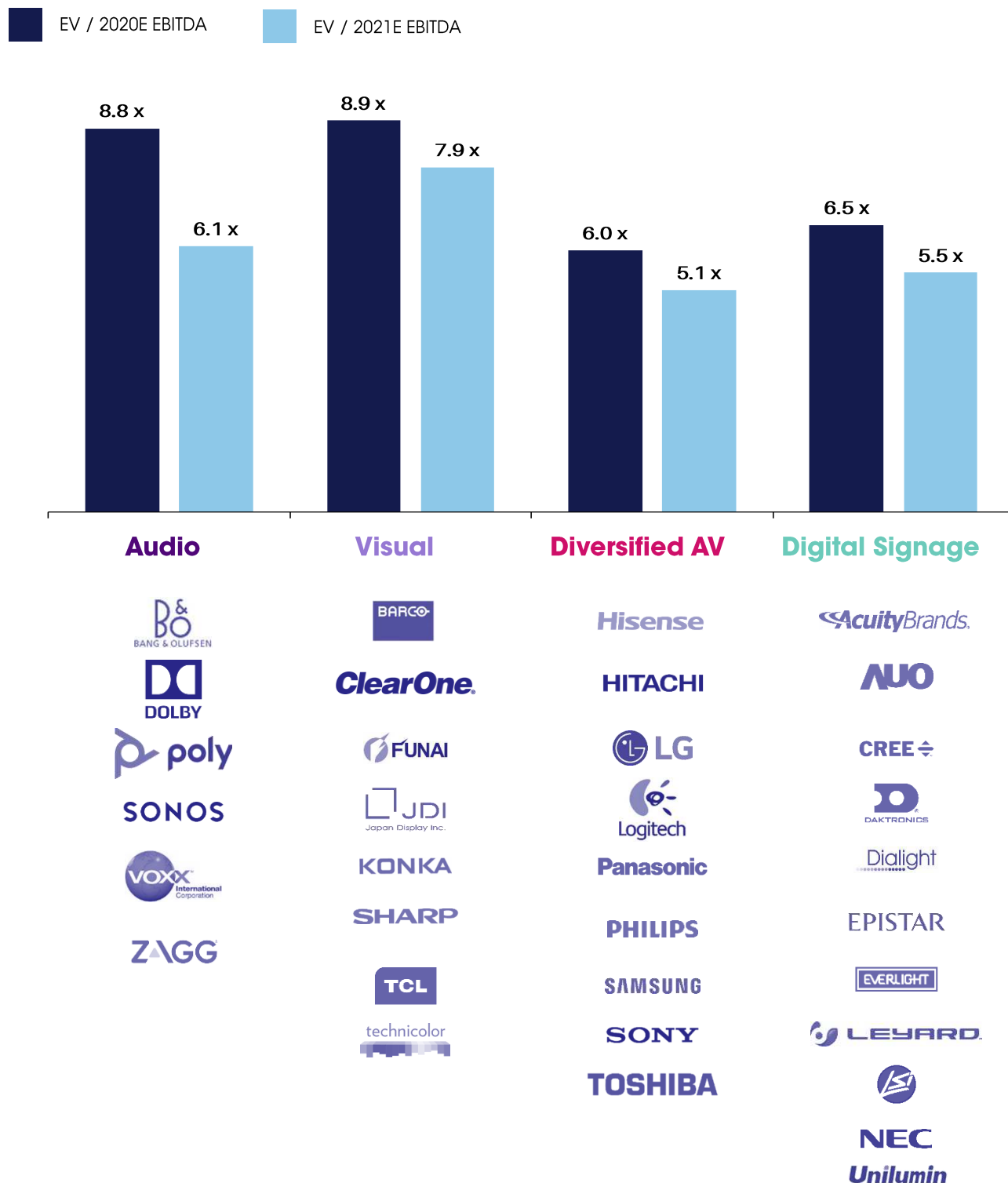
Median: 6.5 x



Source: Capital IQ as of May 22, 2020, Bloomberg and Wall Street Research.

# Valuation Summary

## Current market trading multiples



Source: Capital IQ as of May 22, 2020.



# Valuation Metrics

(\$ in Millions, Except Per Share Values)

(\$ in Millions, Except Per Share Values)						Valuation Multiples		Growth	
	Stock Price	52-Week Low	52-Week High	Equity Value	Enterprise Value	EV / Revenue	EV / EBITDA	'18A - '20E CAGR	
	5/22/20					CY 2020	CY2020	Revenue	EBITDA
Audio									
Dolby	\$58.76	\$46.94	\$73.00	\$5,915	\$5,020	4.0 x	10.8 x	0%	14%
Poly	14.14	5.60	47.00	542	1,990	1.2 x	8.8 x	(2%)	(4%)
Sonos	11.15	6.97	15.80	1,215	961	0.7 x	9.5 x	1%	56%
B&O	3.68	2.75	7.98	150	140	0.4 x	3.6 x	4%	NM
ZAGG	3.01	2.10	8.58	90	179	0.3 x	3.1 x	4%	26%
VOXX	4.96	1.83	5.77	119	80	NA	NA	NA	NA
Audio Median						0.7 x	8.8 x	1%	20%
Audio Mean						1.3 x	7.2 x	1%	23%
Visual									
TCL	\$0.69	\$0.44	\$1.03	\$9,001	\$20,787	1.9 x	10.2 x	19%	48%
Sharp	10.39	8.77	16.72	6,347	11,658	0.5 x	7.9 x	(0%)	1%
Konka	0.99	0.52	1.76	1,848	4,315	NA	NA	NA	NA
Japan Display	0.42	0.37	0.75	354	2,207	0.6 x	8.9 x	(17%)	NM
Barco	154.68	119.61	268.52	1,947	1,634	1.4 x	9.2 x	1%	11%
Technicolor	4.03	4.03	28.24	62	1,406	0.4 x	5.0 x	(8%)	30%
ClearOne	1.74	1.34	2.44	29	25	NA	NA	NA	NA
Funai Electric	4.42	3.46	7.63	151	(180)	NM	NM	(1%)	NM
Visual Median						0.6 x	8.9 x	(1%)	21%
Visual Mean						1.0 x	8.2 x	(1%)	23%
Diversified AV									
Samsung	\$39.24	\$33.64	\$50.22	\$262,283	\$192,148	0.9 x	3.0 x	6%	17%
Sony	63.00	47.29	74.75	76,871	87,890	1.1 x	7.2 x	1%	8%
Hitachi	29.77	23.87	43.49	28,760	44,385	0.5 x	4.1 x	3%	19%
Philips	44.38	32.20	49.68	38,645	43,056	1.9 x	10.1 x	4%	19%
Panasonic	8.18	6.51	11.64	19,076	23,391	0.4 x	4.3 x	(3%)	(3%)
LG	45.31	33.68	66.48	7,677	14,734	0.3 x	3.4 x	1%	11%
Toshiba	25.91	18.85	37.02	11,750	14,006	0.4 x	6.0 x	(1%)	28%
Logitech	56.37	33.58	56.57	9,413	8,703	2.6 x	18.4 x	7%	15%
Hisense	1.70	1.04	1.95	2,228	1,220	0.2 x	6.7 x	5%	45%
Diversified AV Median						0.5 x	6.0 x	3%	17%
Diversified AV Mean						0.9 x	7.0 x	3%	18%
Digital Signage									
NEC	\$45.44	\$30.42	\$47.62	\$11,795	\$16,632	0.6 x	6.4 x	(1%)	2%
Cree	51.73	29.15	63.02	5,595	5,237	5.3 x	31.7 x	(1%)	73%
AU Optronics	0.25	0.20	0.38	2,354	4,065	0.5 x	5.1 x	(2%)	25%
Acuity Brands	84.78	71.08	143.12	3,327	3,352	1.0 x	6.0 x	(3%)	3%
Leyard	0.79	0.75	1.19	1,999	2,000	1.2 x	6.9 x	15%	17%
EPISTAR	1.22	0.70	1.34	1,312	1,337	1.9 x	8.3 x	15%	97%
Unilumin	1.16	1.06	1.79	1,139	1,147	NA	NA	NA	NA
Everlight	1.04	0.69	1.31	459	299	0.4 x	2.6 x	4%	10%
LSI	5.97	2.59	7.28	156	163	0.5 x	8.1 x	3%	25%
Daktronics	4.28	3.79	7.91	193	151	0.2 x	5.8 x	1%	55%
Dialight	2.97	1.95	6.94	97	132	0.8 x	6.7 x	(2%)	68%
Digital Signage Median						0.7 x	6.5 x	0%	25%
Digital Signage Mean						1.2 x	8.8 x	3%	37%

Source: Capital IQ and Wall Street Research as of May 22, 2020.

# Upcoming Events

Dates	Name	Location	Description
June 16 – 18, 2020	InfoComm 2020	Virtual	<ul style="list-style-type: none"> <li>InfoComm is the largest show in the US for audiovisual technology with the greatest collection of audio, digital signage and collaboration companies under one roof</li> </ul>
July 7 – 8, 2020	2020 ANA Digital and Social Media Conference	Virtual	<ul style="list-style-type: none"> <li>The ANA Digital &amp; Social Media Conference will feature CMOs and leaders who will cover important topics such as AI, augmented reality, influencer marketing, voice, virtual reality, social media, chatbots, content marketing, measurement and more</li> </ul>
September 15 – 18, 2020	DSE 2020	Las Vegas, NV	<ul style="list-style-type: none"> <li>World's largest and longest running conference and trade show exclusively dedicated to showcasing innovative digital communications and interactive technology solutions for customer and employee facing organizations</li> </ul>
September 29 – October 1, 2020	Smart Cities Week	Washington DC	<ul style="list-style-type: none"> <li>Showcases demonstrations of the next wave of innovative, integrated technologies that are helping cities save money, build more robust economies and enhance citizens' lives</li> </ul>
October 5 – 8, 2020	New York Advertising Week	New York, NY	<ul style="list-style-type: none"> <li>Advertising Week is an international conference for marketing, advertising, technology and brand professionals</li> </ul>
October 12 – October 16, 2020	New York Digital Signage Week	New York, NY	<ul style="list-style-type: none"> <li>Will include events for retail, employee communications, digital OOH and digital signage</li> <li>Includes DPAA's Video Everywhere Global Summit on October 13 and DailyDOOH Investor Conference on October 14</li> </ul>

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