

# SUPPLY CHAIN & LOGISTICS TECHNOLOGY MARKET UPDATE

SEPTEMBER 2023

# INTRODUCTION

## IN THIS REPORT

End Market Spotlight: Omnichannel Retail

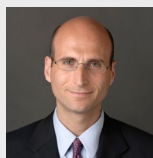
M&A and Financing Activity

Public Market Update

Solomon Partners is pleased to share its Supply Chain & Logistics (“SC&L”) Technology market update

- In this report, we focus on the deployment of technologies in the omnichannel retail end market
- As widely discussed, COVID exposed the fragility of existing supply chains and accelerated the channel shifts occurring across retail commerce
- Consumer preferences have been shaped by experiences with mega-retailers (e.g., Amazon, Walmart, Target) who have provided a seamless buy-and-return experience
  - Industry leaders leveraged their scale to heavily invest in supply chain technology, both organically and through acquisitions
- In response, small and mid-sized omnichannel retailers have turned to third-party technology companies to meet the heightened consumer expectations
- Our Q2 report highlights four areas of particular relevance to omnichannel retailers:
  - Inventory and planning tools
  - Last-mile delivery and fulfillment technologies
  - In-store experience resources
  - Solutions exploiting the growing prevalence of AI
- Our report also provides an update on M&A and financing activity; despite continued slowness in deal volumes, we are optimistic activity will start to return in the latter part of 2023 and into 2024

We hope you enjoy our report, and we look forward to connecting

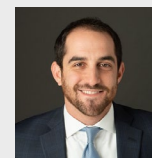


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# SOLOMON PARTNERS – TECHNOLOGY GROUP

## SOLOMON PARTNERS TECHNOLOGY COVERAGE (a)



 <b>Marc Cooper</b> CEO	 <b>Craig Muir</b> Partner, Head of Software, Data & Analytics	 <b>Jeff Derman</b> Partner	 <b>Joe Watson</b> Managing Director
 <b>Jonathan Berger</b> Director	 <b>Max Schramm</b> Director	 <b>Anna Broadbent</b> Associate	 <b>Brendan Kirk</b> Associate

a) Solomon Partners acted as financial advisor to top company / sponsor listed on deal credentials.

# MAPPING THE SUPPLY CHAIN & LOGISTICS TECH MARKET



# END MARKET SPOTLIGHT: OMNICHANNEL RETAIL



# OMNICHANNEL RETAILERS ARE INVESTING IN SUPPLY CHAIN TECH

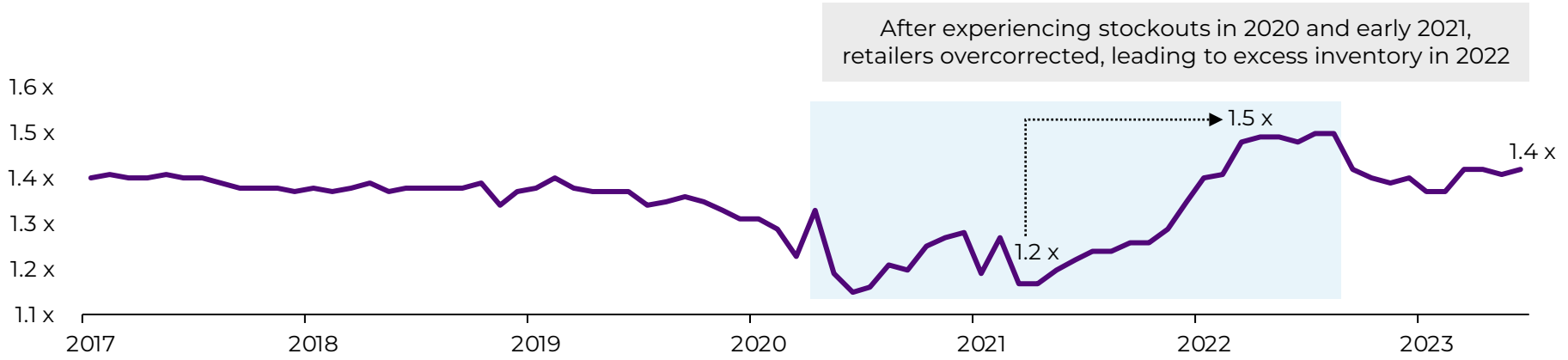
RETAILERS ARE FOCUSING ON TECHNOLOGY INVESTMENTS TO CREATE OPERATIONAL EFFICIENCIES AS THEY ADAPT TO THE “NEW NORMAL”

	COMMENTARY	AREAS OF INVESTMENT
Optimizing Inventory Levels	<ul style="list-style-type: none"><li>The last three years have highlighted the challenges of managing inventory with legacy systems that are unable to provide real-time data to enable demand and supply planning solutions</li></ul>	<ul style="list-style-type: none"><li>Real-Time Forecasting</li><li>Inventory Positioning</li><li>Capacity Planning</li><li>Supplier Relationship Management</li></ul>
Driving Last-Mile Delivery Efficiencies	<ul style="list-style-type: none"><li>Continued growth of e-commerce penetration coupled with rising last-mile delivery costs has forced retailers to re-evaluate delivery and fulfillment alternatives</li></ul>	<ul style="list-style-type: none"><li>Last-Mile Delivery Software</li><li>Tech-Enabled Carrier Diversification</li><li>Alternative Fulfillment Solutions</li><li>Order Management Systems (OMS)</li></ul>
Enabling Brick-and-Mortar for Modern Omnichannel Retail	<ul style="list-style-type: none"><li>Pandemic lockdowns rebalanced the sales channel mix, turbocharging online sales</li><li>To compensate, retailers are investing in new technologies to enhance the in-store experience and modernize / broaden store functions in the new age of commerce</li></ul>	<ul style="list-style-type: none"><li>AR Technology</li><li>Product Information</li><li>Navigation</li></ul>
Rising Prominence of AI Tools	<ul style="list-style-type: none"><li>New AI use-cases across the retail supply chain are being explored, leveraging new and existing data sources to increase revenues and/or decrease costs</li></ul>	<ul style="list-style-type: none"><li>Warehouse Tools</li><li>Marketing</li><li>Customer Service</li></ul>

# OPTIMIZING INVENTORY LEVELS

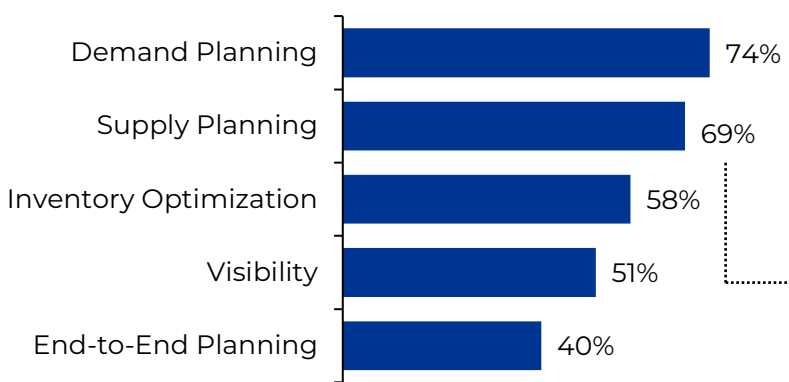
COVID-19 HIGHLIGHTED CHALLENGES RETAILERS FACE IN MANAGING INVENTORY, LEADING TO INVESTMENTS IN DEMAND AND SUPPLY PLANNING SOLUTIONS

RETAIL INVENTORIES / SALES OF GENERAL MERCHANDISERS (a)



SUPPLY CHAIN DIGITIZATION PRIORITIES (b)

Demand & supply planning are highest digitization priorities



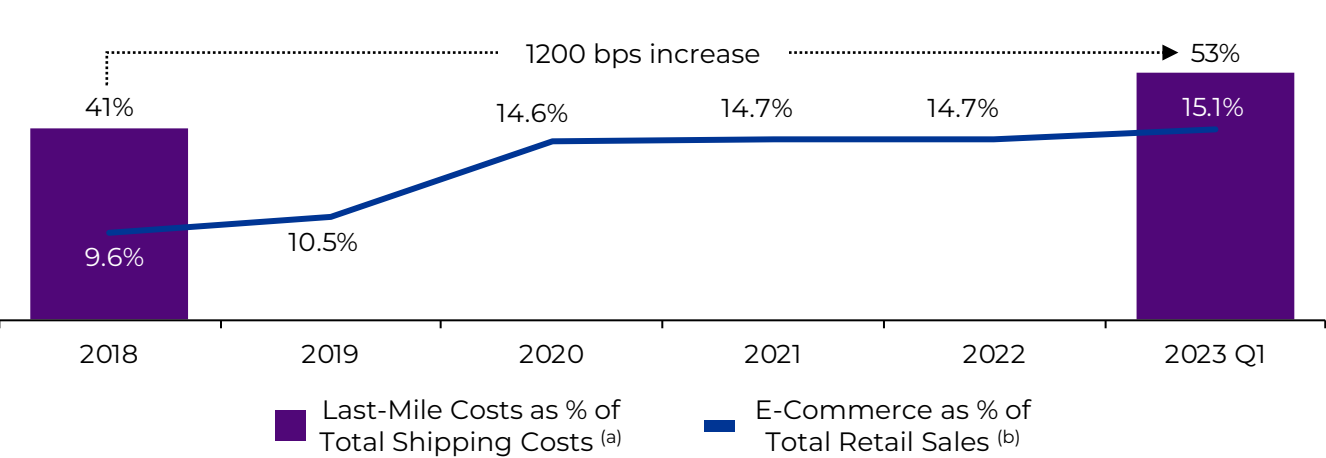
DEMAND & SUPPLY PLANNING TOOLS



# DRIVING LAST-MILE DELIVERY EFFICIENCIES

LAST-MILE DELIVERY NOW ACCOUNTS FOR MORE THAN 50% OF SHIPPING COSTS, DRIVING DEMAND FOR TECHNOLOGY SOLUTIONS TO OPTIMIZE FULFILLMENT AND MINIMIZE COSTS

## E-COMMERCE CONTRIBUTES TO RISING LAST-MILE COSTS



## CONSUMER PREFERENCES

-  **Delivery Speed**
-  **Free Delivery**
-  **Track-and-Trace**
-  **Delivery Optionality**

### TECH SOLUTIONS

#### Last-Mile Delivery Software

9.3%

Last-mile delivery software CAGR from 2023 to 2030 with the market projected to reach \$16B in 2030 (c)

#### Tech-Enabled Carrier Diversification

89%

of retailers are using carriers other than FedEx and UPS, fueled by technology that identifies the optimal carrier (d)

#### Alternative Fulfillment Solutions

98%

of retailers are using BOPIS and click-and-collect options to eliminate last-mile delivery (d)

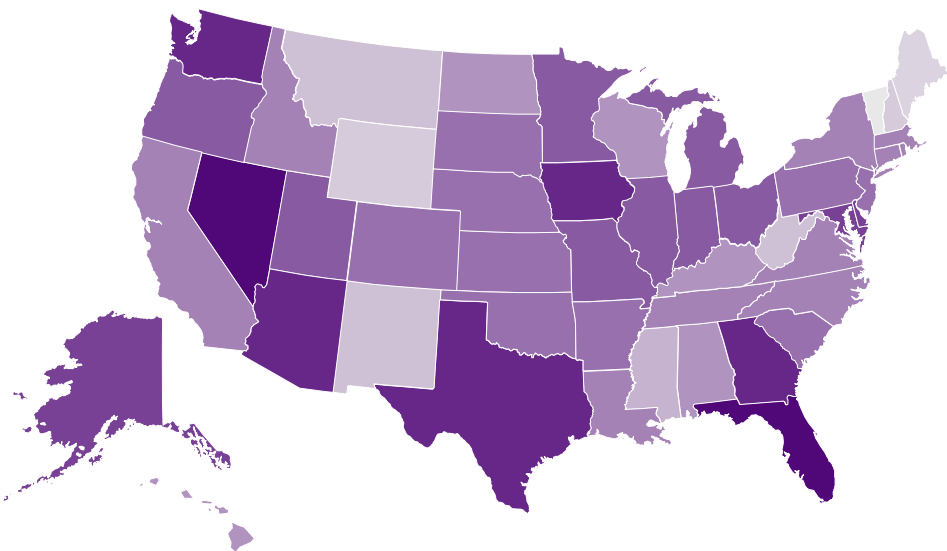


# REINVESTING IN A BRICK-AND-MORTAR PRESENCE

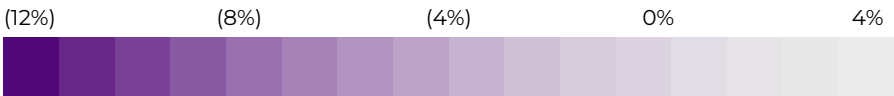
RETAILERS ARE INVESTING IN TECHNOLOGIES TO ENABLE NEW USE CASES FOR BRICK-AND-MORTAR FOOTPRINTS IN THE MODERN SUPPLY CHAIN

## RETAIL STORE TRAFFIC

Retail foot traffic is **10% - 20%** lower than in 2019 <sup>(a)</sup>



CHANGE IN OVERALL RETAIL VISITS VS 2019 <sup>(b)</sup>



## IN-STORE TECH ADVANCEMENTS

### AR Technology

**66%** of individuals express interest in utilizing AR while shopping <sup>(c)</sup>



Smart mirrors that allow customers to virtually try on products in different sizes, colors and styles

### Product Information

**67%** of shoppers use their phones to look for more product info while shopping in store <sup>(d)</sup>



QR Codes provide manufacturing details and color / size options

### Navigation

**42%** of U.S. shoppers who used in-store navigation apps were more satisfied <sup>(e)</sup>

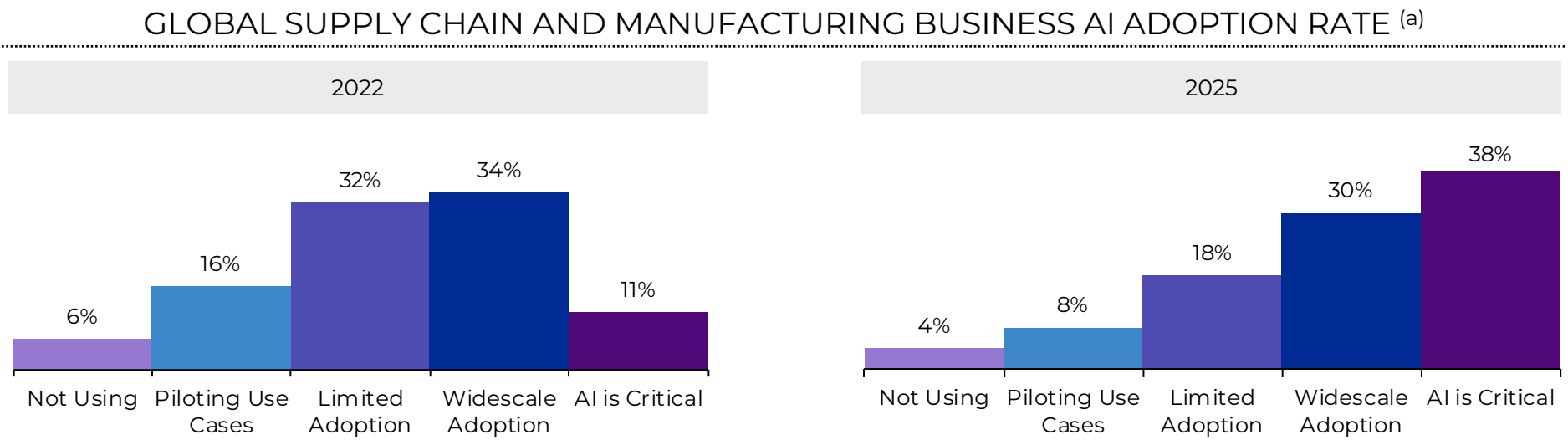


U.S.-wide app to locate products, provide navigation and view store layouts

Integrating technology into brick-and-mortar stores enables retailers to increase foot traffic and better manage supply chains, allowing for increased leverage over substantial fixed costs

# RISING PROMINENCE OF AI SOLUTIONS

## RAPID ADOPTION OF AI HIGHLIGHTS USE CASES FOR THE SUPPLY CHAIN END-MARKET



EXAMPLE AI USE CASES IN OMNICHANNEL RETAIL

**Damage Control**

Amazon has installed AI-driven “damage identifiers” to screen for damaged items before they are shipped to customers

**3x**

More effective than warehouse workers (b)

**Customer Segmentation**

AI-enabled segmentation utilizes data-driven algorithms to group customers based on defined attributes, loyalty or value

**100x**

Faster than humans (c)

**Customer Service**

Fully integrated AI customer service platforms can resolve the majority of interactions

**95%**

Success rate (d)

# CASE STUDIES: RETAILERS INVESTING IN SUPPLY CHAIN TECH

## TARGET AND WALMART ARE PRIORITIZING INVESTMENTS IN TECHNOLOGY TO IMPROVE SUPPLY CHAIN EFFICIENCIES



### Supply Chain Tech Investments

**August 2017**

Same Day

**December 2017**

\$550M

Last-Mile

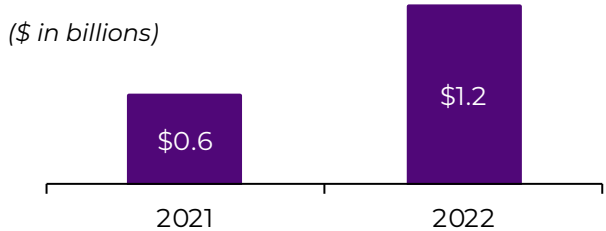
**June 2018**

Inspections

- Target has leveraged its footprint to develop its “stores as fulfillment hubs” model
- In addition to supply chain investments, Target’s new-store model emphasizes omnichannel services, including same-day pickup, digital fulfillment and 5x larger backrooms designed to fulfill 95% of digital orders
- Plans to grow sortation network from 9 centers to 15+ by 2026

### SUPPLY CHAIN INVESTMENT

Target doubled its investment in its supply chain in 2022, to 22% of total capex, up from 17% in 2021



- Walmart has augmented its supply chain capabilities via recent investments and acquisitions (e.g., Volt, Symbotic), partnerships (e.g., Packsize) and organic initiatives

**June 2021**

**AI-Enabled Distribution Center Tech Logistics**

- End-to-end robotics platform allowing for quicker and more accurate fulfillment

**August 2021**

**Same-Day Delivery Service Transportation Management**

- White-label delivery platform to create delivery-as-a-service for third parties

**August 2022**

**End-to-End Visibility Software Inventory Planning**

- Platform provides supplier visibility into inventory needs on a store basis

**March 2023**

**Packaging Technology Partnership E-commerce Fulfillment**

- Development of sustainable, right-sized box machine built exclusively for Walmart

**2025**

**4 New “Next-Gen” Fulfillment Centers Fulfillment**

- Will provide next- or two-day shipping to 75% of the U.S. population

Walmart estimates that by 2026, 55% of fulfillment center volume will operate through automated facilities, and unit cost averages will improve by ~20%

# CASE STUDIES: RETAILERS INVESTING IN SUPPLY CHAIN TECH

## IKEA AND GAP HAVE PLACED A RENEWED EMPHASIS ON THEIR SUPPLY CHAIN CAPABILITIES



- Ingka Holding (IKEA's parent) acquired Made4net in May 2023 to power IKEA's worldwide fulfillment centers and store operations across 482 locations in more than 31 countries
- Made4net is a supply chain software company operating the SCExpert platform
- Through Made4net's SCExpert platform, IKEA can speed up its deliveries, accurately fulfill orders, increase supply chain visibility and better manage the whole supply chain



Ingka Holding is IKEA's parent company which operates IKEA retail stores (IKEA Retail) and shopping centers (Ingka Centres) while also managing an investment arm with €26B in assets



Made4net solutions include warehouse management, last-mile delivery, route optimization, omnichannel fulfillment and yard management

"We're excited to expand [our supply chain] capabilities for all of our customers through the increased backing of Ingka and also look forward to transforming the future of unified commerce by helping IKEA's global retail network deliver on its omnichannel fulfillment vision."

**Made4net CEO, Duff Davidson**



- In August 2022, GAP launched GPS Platform Services, making its supply chain a revenue generator
  - Provides omnichannel fulfillment capabilities and reverse logistics services through a nationwide distribution network
- GAP also formed a partnership with UPS's Ware2Go in 2023 to open its supply chain to small to medium-sized businesses

"For the first time, we are making Gap Inc.'s fast, flexible, and highly automated logistics and fulfillment network available to brands of all sizes."

**GAP Head of Supply Chain, Kevin Kuntz**

### PLATFORM OFFERINGS



**Omnichannel E-commerce and B2B Fulfillment**



**Storage and Warehousing**



**Returns Processing**



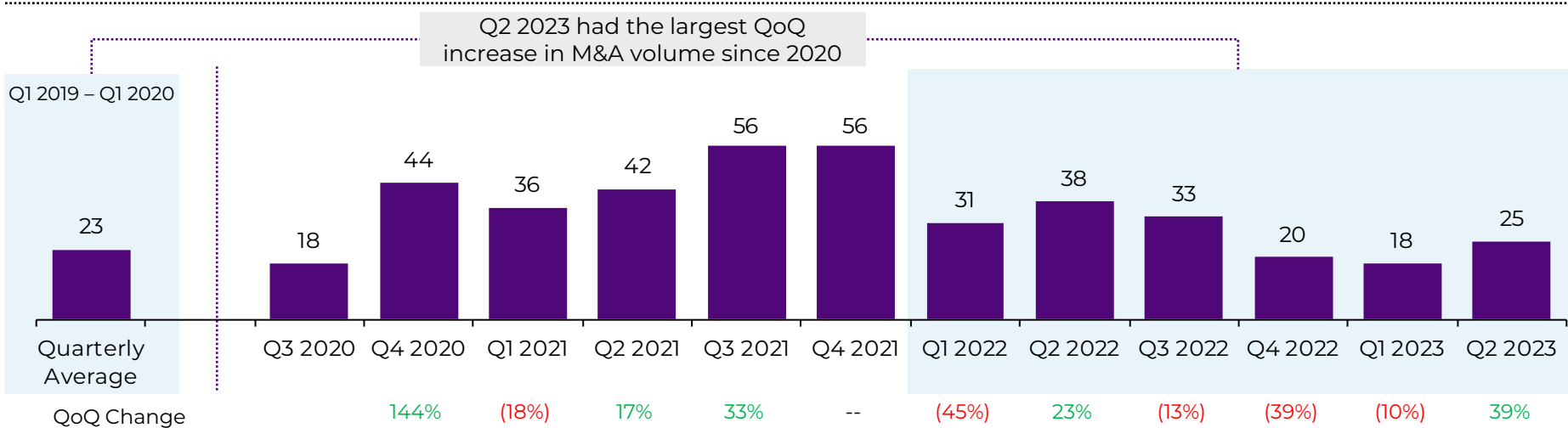
**Parcel Shipping**

# M&A AND FINANCING ACTIVITY

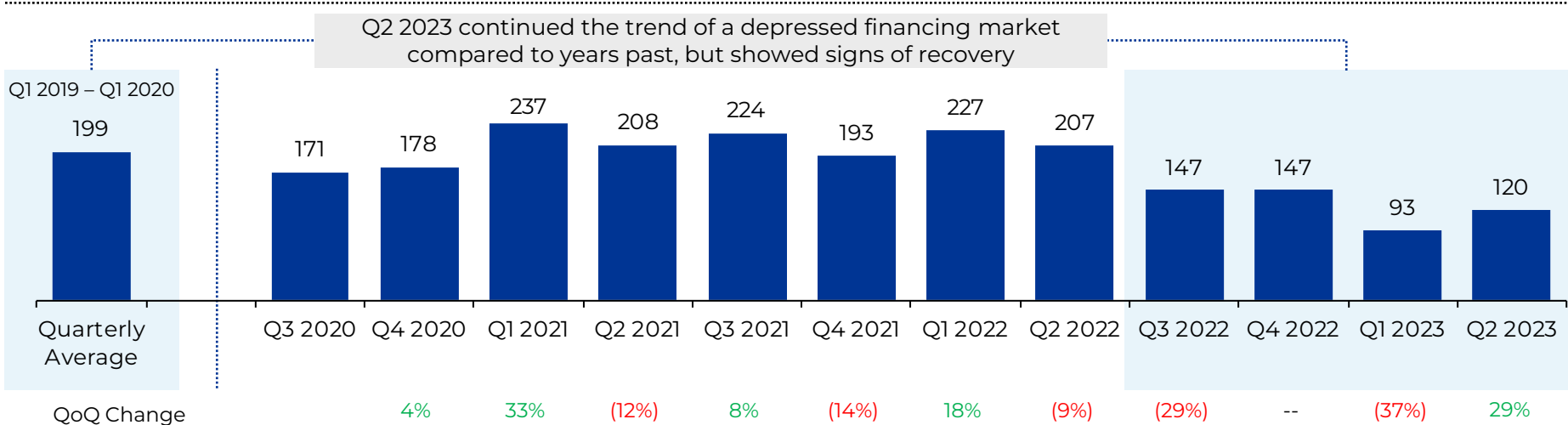
# SUPPLY CHAIN & LOGISTICS TECH M&A AND FINANCING ACTIVITY

SC&L TECH M&A INCREASED IN Q2 2023 WHILE FINANCINGS ARE STARTING TO REBOUND FROM THEIR QUARTERLY LOW IN Q1 2023

## M&A DEAL ACTIVITY



## FINANCING DEAL ACTIVITY





# GTCR ACQUIRES ONCE FOR ALL



## SUPPLY CHAIN COMPLIANCE PLATFORM FOR THE CONSTRUCTION INDUSTRY

### TRANSACTION OVERVIEW

- On July 24, 2023, GTCR announced its acquisition of Once For All, a compliance and supply chain management software provider, from Warburg Pincus for an undisclosed amount
- Once For All has a network of over 150,000 construction and facilities management companies that use the platform to manage their supply chains of sub-contractors and ensure regulation and compliance
- Also includes a marketplace that connects contractors with property owners with qualified suppliers

### ONCE FOR ALL SERVICES

- Supplier Source:** supplier search tool with over 175,000 subcontractors available
- Managing Compliance:** tools and systems to set and monitor supply chain policies around compliance
- Risk Management:** monitors financial health of subcontractors to minimize supply chain risk exposure
- Project Source:** connects suppliers, subcontractors, or smaller companies to potential projects
- Demonstrate Compliance:** allows contractors to deposit and share compliance documents in one source

### DEAL COMMENTARY

“We will look to accelerate the Company's growth and scale through product innovation and the addition of capabilities through M&A. GTCR has a long investment history and experience in vertical software with compliance solutions which we will leverage in helping develop strategies that drive further growth for the business and value for our customers.”

**Mark Anderson**  
GTCR

“The Company pursued a strategy prioritizing technology and product investment, enabling the launch of innovative compliance and business development solutions for the construction industry. A UK-only business when Warburg Pincus invested, Once For All also internationalized, bringing its unique product suite to Continental Europe.”

**Adarsh Sarma and David Reis**  
Warburg Pincus

### CORPORATE TIMELINE

<b>Carveout</b> 2018	Platform established with carveout of Constructionline from Capita for £160m, initially named “Fortius”
<b>UK M&amp;A</b> 2020	Acquired Altius and Builder's Profile, two software providers specializing in supplier onboarding and sub-contractor information collection, respectively
<b>French Expansion</b> 2021	Acquired Once for All (Attestation Légale), the leader in the French market for construction compliance
<b>Rebrand</b>	Moves headquarters to Paris and rebrands as Once For All Group

# GATHER AI ACQUIRES WARE



## MERGER OF DRONE-ENABLED INVENTORY MANAGEMENT PLATFORMS

### TRANSACTION OVERVIEW

- On June 26, 2023, Gather AI, a drone-based inventory management platform, acquired its competitor Ware, which will be integrated into the Gather AI platform
- The merger will help address the global warehouse industry's growth, which is being accelerated by the transition to online commerce
- The combined company will be a market leader in the space, with a varied customer base including businesses in the 3PL, manufacturing, retail, and food and beverage industries

### DEAL COMMENTARY

"Acquiring Ware's business accelerates our growth further, bringing our proven solution to more warehouses, and enabling our customers to leverage data insights from across our growing network."

**Sankalp Arora**  
GatherAI CEO

"After assessing the proven technology and witnessing the tangible benefits experienced by Gather AI customers, we enthusiastically agreed to implement their solution in three of our warehouses."

**Jeff Keene**  
Former Ware Customer and  
DPI Specialty Foods COO

### GATHER AI TECHNOLOGY



Gather AI enables drones to fly autonomously through warehouses to photograph inventory in pallets



Uses AI technology to scan print labels and read text to match it with the information in a client's warehouse management system



Gather AI's software is drone agnostic and can work with any off-the-shelf drone

# FLOWSPACE ACQUIRES RETAILOPS



## ACQUISITION HELPS FLOWSPACE CAPITALIZE ON THE OMNICHANNEL RETAIL TREND

### TRANSACTION OVERVIEW

- On June 14, 2023, FlowSpace, an omnichannel fulfillment platform, acquired RetailOps, a supply chain optimization platform that integrates purchase, order and warehouse management solutions, for an undisclosed amount
- Integration of RetailOps will accelerate product development and improve FlowSpace’s ability to meet omnichannel retailers’ needs through centralized visibility and reporting
- All of RetailOps’ employees, including founders Sam Moses and Daniel Norman, will join FlowSpace

### DEAL COMMENTARY

“With FlowSpace, we bring cutting-edge fulfillment software and services to brands in every category with an intimate understanding of optimal business and data process flows.”

**Sam Moses**  
**RetailOps Founder**

“The acquisition of RetailOps’ sophisticated technology and talented team further accelerates FlowSpace’s ability to deliver best-in-class software and service to our customers.”

**Ben Eachus**  
**FlowSpace CEO**

### RATIONALE

- FlowSpace intends to integrate RetailOps technology into its flagship fulfillment management solution, OmniFlow
- The acquisition adds technical capabilities to the OmniFlow platform and includes over 500 brands served by RetailOps
- RetailOps’ software will be integrated in FlowSpace’s network of over 150 warehouses, providing more efficient micro-fulfillment for brands relying on FlowSpace’s 3PL

### COMBINED OFFERINGS

FlowSpace's OmniFlow	RetailOps
Order Management	
Inventory Management	
WMS	
Insights and Analytics	
Visibility Suite	Product Management
Network Design	PO and Vendor Management
ERP	

# AUCTANE ACQUIRES RETURN RABBIT



## RETURN RABBIT WILL BOLSTER AUCTANE'S POST-PURCHASE EXPERIENCE SOLUTION

### TRANSACTION OVERVIEW

- On June 12, 2023, Auctane, a global delivery experience and logistics company, acquired Return Rabbit, a returns management platform that helps clients retain revenue via exchanges, for an undisclosed amount
- Return Rabbit, launched in 2021, was backed by Supply Chain Ventures and Multiverse Solutions, aiming to transform the return process into a positive experience for consumers
- Return Rabbit allows Shopify businesses to understand why consumers return items and improve their post-purchase experience

### RETURN RABBIT SERVICES

- Return Rabbit offers full-catalog exchanges, custom return reasons and deep reporting functionality

“We see returns as a chance to get to know our customers. If the product they purchased isn’t right for them, we want to know why — and we want to give them suggestions for something that might work better. With Return Rabbit, those efforts yielded millions in retained revenue last year and a 112% increase in upsells for our business.”

**Lena Song, Head of Operations at Honeylove and Return Rabbit Customer**

### DEAL COMMENTARY

“The analytics and exchange-focused approach that Return Rabbit brings to the conversation empowers merchants to make smart decisions about this critical part of the delivery experience.”

**Albert Ko**  
**Auctane CEO**

“By joining Auctane, we will gain access to a broader set of global resources and capabilities to apply our expertise and solutions to a global client base.”

**Gagandeep Singh Suri**  
**Return Rabbit Founder and CEO**

### AUCTANE BRAND PORTFOLIO



Source: Company filings, press releases, and other publicly available information.

# INSIGHT PARTNERS INVESTS IN BESTPASS

## INVESTMENT HIGHLIGHTS THE IMPORTANCE OF USING TECH TO OPTIMIZE COMMERCIAL FLEETS

### TRANSACTION OVERVIEW

- On June 6, 2023, Insight Partners completed a minority investment in Bestpass, a provider of back-office automation and toll management for commercial fleets
- Susquehanna Growth Equity, which initially invested in Bestpass in 2018, remains an active investor
- The investment will help deepen and expand Bestpass' offerings for commercial fleets and owner operators
- Anika Agarwal and Adam Berger, Managing Directors at Insight Partners, will both join the Bestpass board

### BESTPASS SERVICES

- Offerings include toll management, tax services, citation management and payment products
- Partnered with Drivewyze in January 2023, operator of the largest public-private weight station bypass network in North America, to create a GPS-based toll trip record service
- Covers 100% of major toll roads in the U.S., serves over 30,000 customers and processes more than \$1.5B in toll transactions annually

### DEAL COMMENTARY

"Despite significant growth in recent years, we believe Bestpass is just scratching the surface of its potential. We're thrilled to partner with the company's strong leadership team and Susquehanna Growth Equity as they continue to scale and extend Bestpass' position as a market leader."

**Anika Agarwal**  
Insight Partners

"Our mission is to provide solutions for our customers that simplify back-office management, saving time and money and enabling fleets and drivers to focus on their core business. This investment is an endorsement of the Bestpass vision and allows us to continue to innovate, expand our reach, and delight our customers."

**Tom Fogarty**  
Bestpass CEO

### BESTPASS M&A GROWTH HISTORY



**November 2022**

#### ExpressTruckTax

*Tax Services Capability*

- Acquired ExpressTruckTax from SPAN Enterprises, adding Heavy Vehicle Usage Tax (HVUT) e-filing tax services to its product portfolio



**March 2021**














#### MTA Toll Management Program

*Customer Acquisition*

- Acquired toll management program that was formerly a part of the Maryland Motor Truck Association, adding over 400 commercial fleet customers to its base

# ADDITIONAL SELECT RECENT FINANCING TRANSACTIONS

(Amounts in Millions)

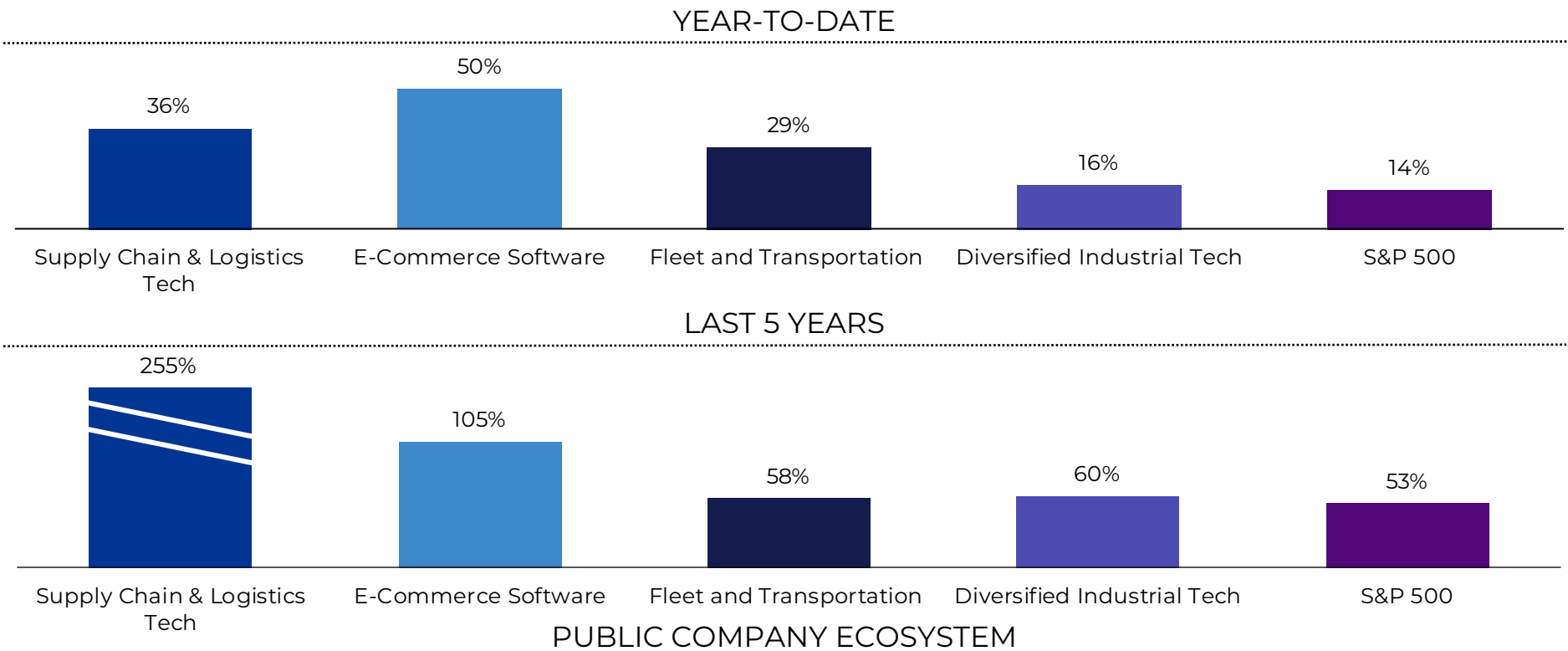
DATE	INVESTOR	TARGET	TARGET DESCRIPTION	CAPITAL RAISED
Aug 2023	 WELLINGTON MANAGEMENT®	<b>TROV&amp;</b>	Platform powering trade-in and resale	\$30
Aug 2023	 <b>HSBC</b>	<b>Tradeshift®</b>	B2B payments, supply chain procurement and B2B marketplace services platform	\$70
Jul 2023	8VC  <b>PROLOGIS®</b>	 <b>TERMINAL</b>	AI platform for digitizing yards, giving operators visibility over transportation assets	\$17
Jul 2023	 <b>GENERAL ATLANTIC</b> <b>KKR</b>		AI platform for supply chain planning and decision-making	\$116
Jun 2023	 <b>QED INVESTORS</b>	<b>nuvo cargo</b>	Digital cross-border shipping platform across the Americas	\$37
Jun 2023	<b>atomico®</b>	<b>DEXORY</b>	AI software and autonomous robot-enabled inventory management platform for warehouses	\$19
Jun 2023	<b>SCALE</b>	 <b>roserocket</b>	Transportation management software for trucking companies and 3PLs	\$38
Jun 2023	 <b>tech square VENTURES</b>	 <b>paccurate</b>	Cartonization solution for retailers, 3PLs and carriers	\$6
Jun 2023	 <b>ENERGIZE VENTURES</b>	<b>Sourcemap</b>	Supply chain mapping and monitoring software	\$20
May 2023	<b>CREANDUM</b>	 <b>prewave</b>	Supply chain risk management and compliance platform	€18
May 2023	<b>IRONSPRING VENTURES</b> <b>CHICAGO VENTURES</b>	<b>GOODSHIP</b>	Transportation procurement and analytics platform for shippers	\$5
May 2023	 <b>vertex VENTURES</b> <b>ISRAEL</b>	<b>UNITYSCM</b>	SCM platform that helps companies avoid disruptions and improve visibility	\$8



# PUBLIC MARKET UPDATE

# HISTORICAL SHARE PRICE PERFORMANCE

SUPPLY CHAIN & LOGISTICS TECH COMPANIES CONTINUE TO OUTPERFORM THE S&P 500



Supply Chain & Logistics Tech

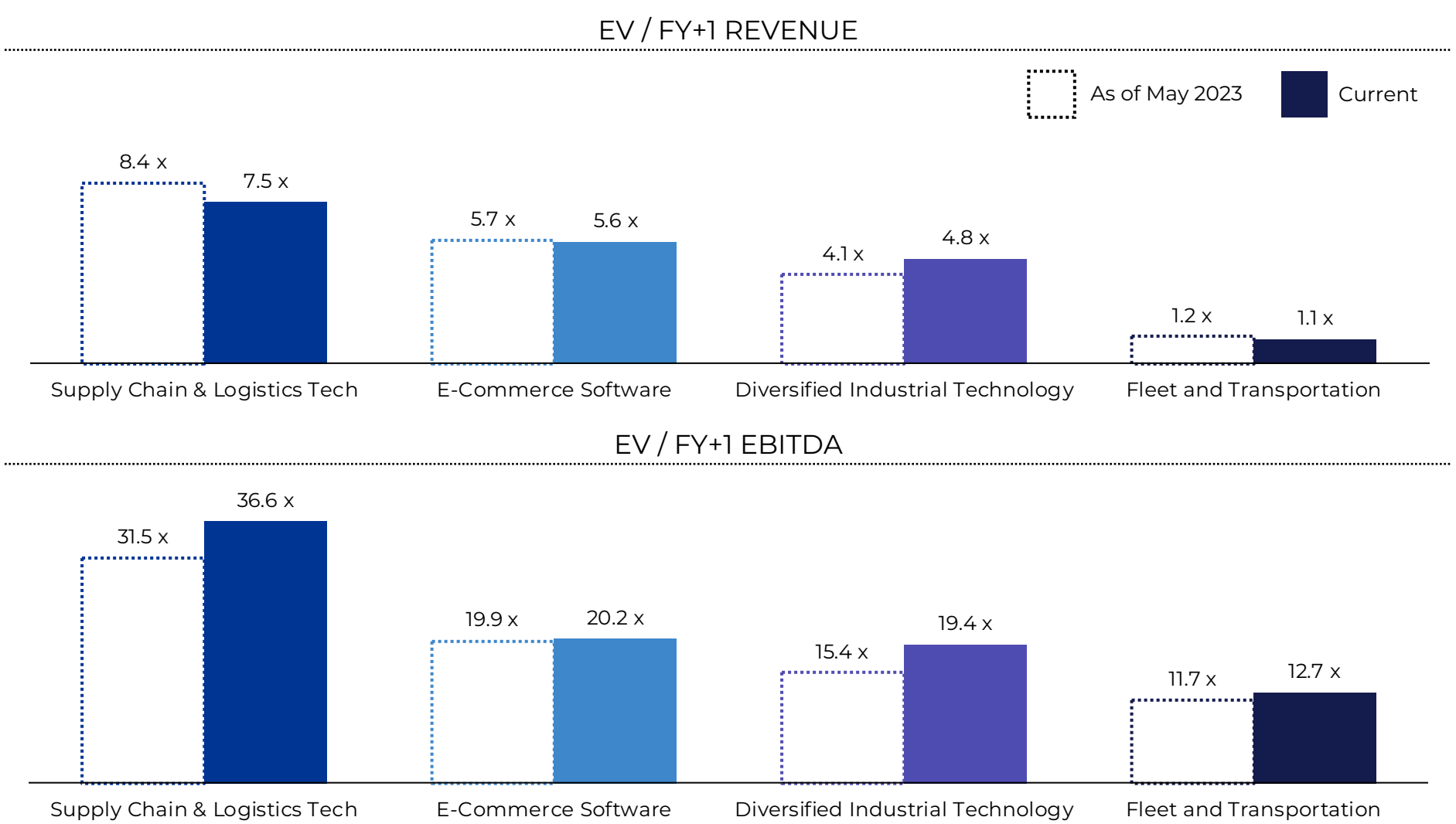
E-Commerce Software

Fleet and Transportation

Diversified Industrial Tech

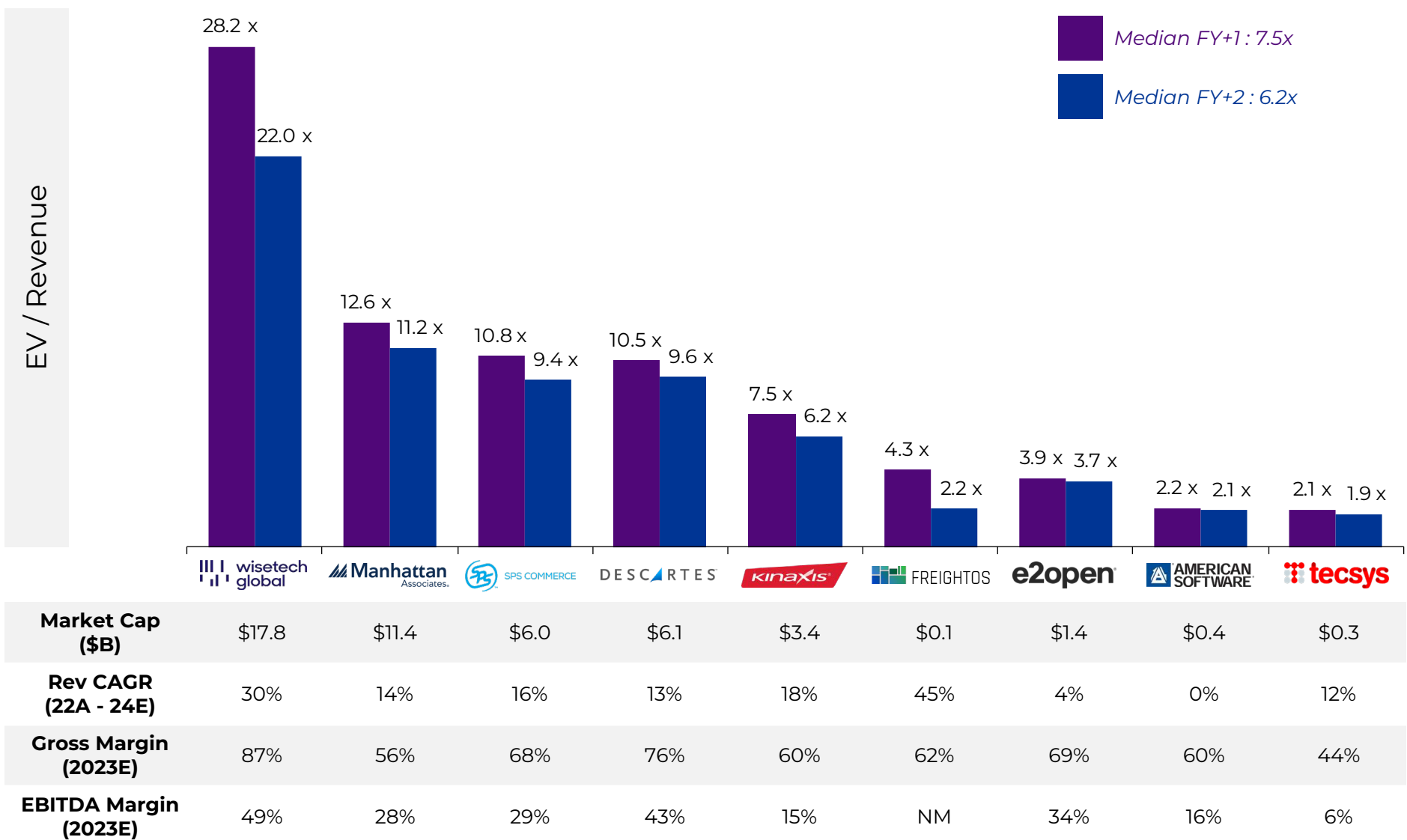
# SUBSECTOR TRADING MULTIPLE UPDATE

SUPPLY CHAIN & LOGISTICS TECH SUBSECTOR CONTINUES TO TRADE AT A PREMIUM TO RELATED SUBSECTORS



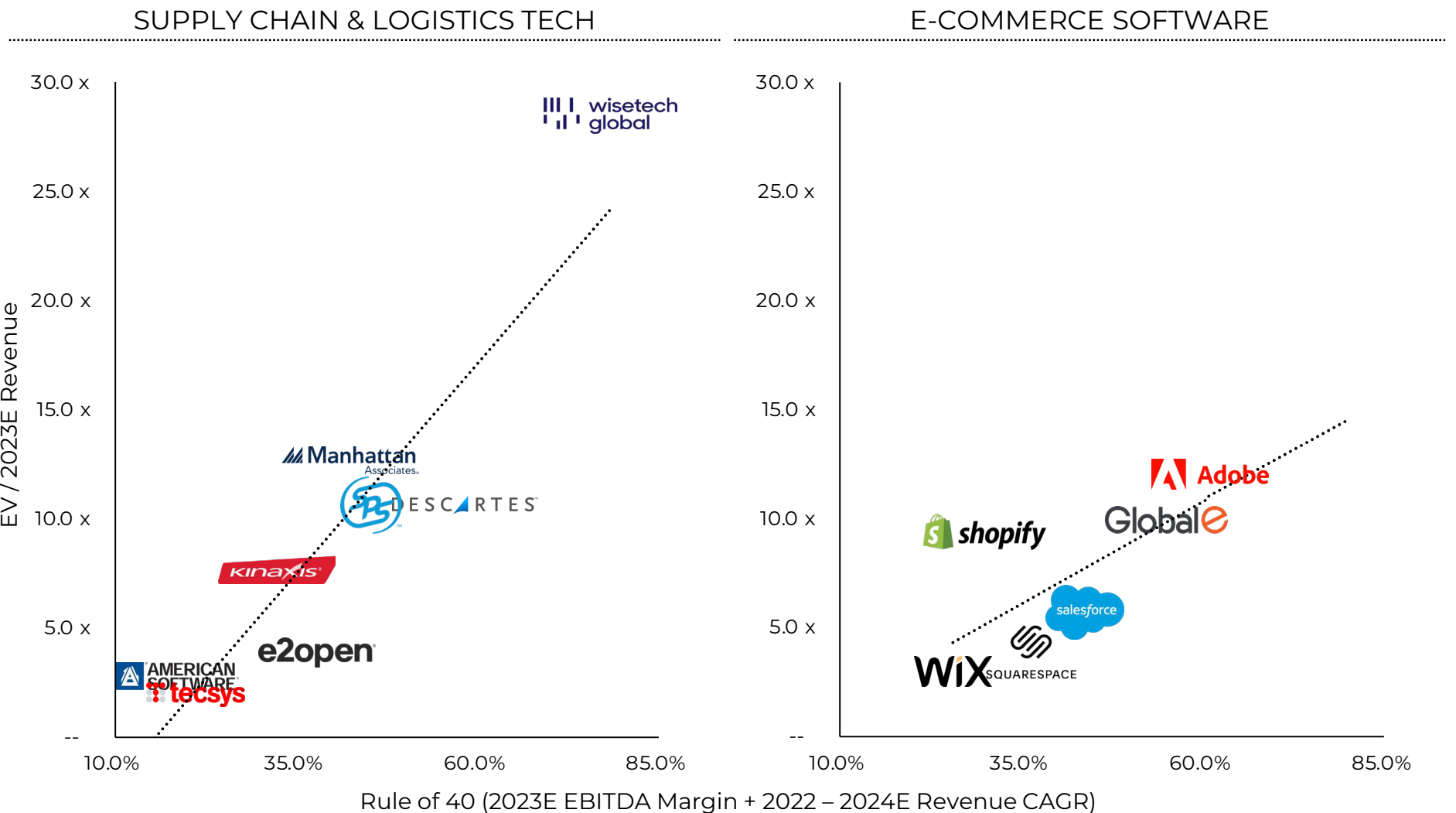
# SUPPLY CHAIN & LOGISTICS TECH TRADING DETAIL

## INVESTORS REMAIN FOCUSED ON PROFITABLE GROWTH



# VALUATION AND THE “RULE OF 40”

SUPPLY CHAIN & LOGISTICS TECH VALUATIONS SHOW STRONG CORRELATION TO THE RULE OF 40



# SOLOMON PARTNERS OVERVIEW



# ABOUT US

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**Solomon Partners is an independently operated investment bank with proprietary access to global financing capabilities and international coverage through our parent company, Natixis**

- Founded in 1989, we are a leading financial advisory firm with a legacy as one of the first independent investment banks
- We offer unmatched industry knowledge in the sectors we cover, providing comprehensive strategic solutions tailored to generate long-term shareholder value
- We offer the best of both worlds: the experience of a boutique culture with the international reach and capabilities of a global institution

**New York  
Headquarters**

**Additional Offices in  
Chicago and Miami**

**210+**  
Employees

**150+**  
Investment  
Bankers

**29**  
Partners &  
Managing  
Directors

**9**  
Senior  
Advisors

# OUR SECTORS

## Business Services

Our team brings a differentiated approach to our M&A processes and has developed a reputation for consistently delivering high-watermark valuations and results to middle-market companies across the business services landscape.

## Consumer Retail

We provide strategic and financial advisory services to public and private companies in retail, apparel, beauty & personal care, health & wellness, household products & consumer durables, and automotive & powersports industries.

## Financial Sponsors

Our experienced team works with all sector bankers to provide alternative investment managers with access to quality deal flow and investment ideas. We marshal firm resources to offer creative solutions to our clients, which include M&A, financing and restructuring advisory services.

## Financial Services & FinTech

We partner with clients to provide differentiated financial and strategic advisory services across the financial services and FinTech ecosystems.

## Grocery, Pharmacy & Restaurants

Grocery, pharmacies and restaurants are experiencing significant change, driven by a variety of emerging factors. We have advised our clients, many family-owned, on some of the largest and most significant food retail M&A transactions in the past two decades.

## Healthcare

We provide advisory services to healthcare clients across the ecosystem, with core coverage including medical devices / technology, outsourced device & pharma services, healthcare tech & tech-enabled services, pharmacy & pharmacy services, and consumer health.

## Industrials

We provide a full suite of advisory services, including buy-side and sell-side M&A, special committee and fairness opinions, activist and takeover defense, restructuring, and capital raising and financial advisory services.

## Infrastructure, Power & Renewables

Our clients range from specialized infrastructure, power and renewables private equity funds to municipal entities, corporates, and pension funds. We support high-profile and historic projects across Europe and the Americas.

## Media

We provide M&A, capital markets, restructuring and financing advisory services to private and publicly traded clients ranging from multi-billion-dollar global media companies to growth-oriented private companies and investment funds across the media, entertainment, and communications subsectors.

## Technology

We cover sectors and businesses that provide vital data, analytics, software, or tech-enabled services to global markets. Within our covered sub-verticals, we differentiate ourselves by providing sector-specific advice, combining superior end-market knowledge and deep industry relationships.

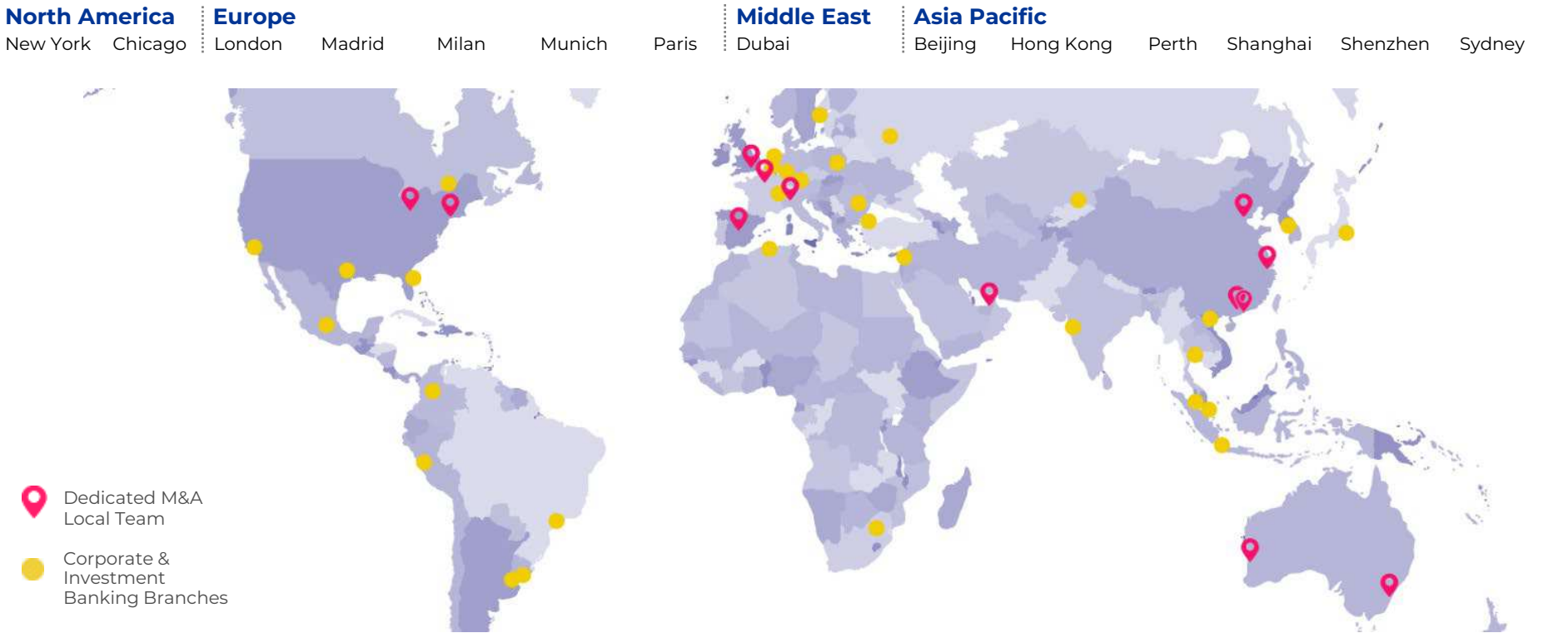
## Telecommunications

We advise corporate clients from early-stage entrepreneurs and sponsor-backed platforms to publicly traded global corporations. We deliver a differentiated domain of expertise developed through our experience in communications, real estate, infrastructure, technology, and services.

# THE NATIXIS GLOBAL NETWORK

SOLOMON PARTNERS IS AN INDEPENDENTLY OPERATED AFFILIATE OF NATIXIS, PART OF GROUPE BPCE. WE PROVIDE OUR CLIENTS ACCESS TO STRATEGIC ADVISORY SERVICES AND PROPRIETARY FINANCING CAPABILITIES THROUGHOUT EUROPE, ASIA PACIFIC AND THE AMERICAS

## DEDICATED M&A TEAMS IN THE NATIXIS NETWORK



### NATIXIS BY THE NUMBERS

<b>\$1.2T</b> AUM <sup>(a)</sup>	<b>€7.1B</b> Net Revenues <sup>(b)</sup>	<b>35</b> Countries <sup>(b)</sup>	<b>17,000</b> Employees <sup>(b)</sup>
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a) Assets under management ("AUM") as of December 31, 2022. AUM, as reported, may include notional assets, assets serviced, gross assets, assets of minority-owned affiliated entities, and other types of non-regulatory AUM managed or serviced by firms affiliated with Natixis Investment Managers.  
b) Figures at 12/31/22.

# APPENDIX

# PUBLIC COMPANY TRADING DETAIL

(Amounts in Millions)

Company Name	Equity Value	Enterprise Value	% Rev Growth		EV / Revenue		EBITDA Margin		EV / EBITDA	
			CY2023	CY2024	CY2023	CY2024	CY2023	CY2024	CY2023	CY2024
Supply Chain & Logistics Tech										
WiseTech Global Limited	\$17,759	\$17,465	31.2%	28.0%	28.2 x	22.0 x	49.2%	50.3%	NM	43.8 x
Manhattan Associates	11,420	11,267	16.2%	12.5%	12.6 x	11.2 x	28.3%	29.1%	44.7 x	38.6 x
Descartes Systems Group	6,091	5,908	15.5%	10.0%	10.5 x	9.6 x	43.2%	44.7%	24.4 x	21.4 x
SPS Commerce	6,014	5,744	18.2%	14.7%	10.8 x	9.4 x	29.4%	30.1%	36.6 x	31.2 x
Kinaxis	3,436	3,201	17.0%	19.6%	7.5 x	6.2 x	15.1%	17.3%	49.6 x	36.1 x
E2open	1,431	2,556	4.6%	4.4%	3.9 x	3.7 x	33.8%	34.7%	11.5 x	10.7 x
American Software	379	265	(6.1%)	5.9%	2.2 x	2.1 x	15.8%	17.2%	13.9 x	12.1 x
Tecsys	277	252	11.2%	12.8%	2.1 x	1.9 x	5.6%	8.5%	37.5 x	22.0 x
Freightos	133	87	4.8%	99.9%	4.3 x	2.2 x	NM	NM	NM	NM
		Mean	12.5%	23.1%	9.1 x	7.6 x	27.6%	29.0%	31.1 x	27.0 x
		Median	15.5%	12.8%	7.5 x	6.2 x	28.9%	29.6%	36.6 x	26.6 x
E-Commerce Software										
Adobe	\$233,219	\$230,249	11.5%	11.9%	11.9 x	10.7 x	50.0%	49.4%	23.8 x	21.6 x
Salesforce	198,540	195,006	11.0%	11.6%	5.6 x	5.1 x	32.1%	33.4%	17.5 x	15.2 x
Shopify	68,252	64,386	24.1%	18.1%	9.3 x	7.8 x	8.7%	11.8%	NM	NM
Global-e Online Ltd.	5,989	5,765	43.1%	36.1%	9.8 x	7.2 x	15.3%	16.1%	NM	44.8 x
Wix.com	4,952	4,590	11.9%	11.9%	3.0 x	2.6 x	13.7%	16.9%	21.6 x	15.6 x
Squarespace	4,101	4,321	14.6%	11.9%	4.4 x	3.9 x	23.2%	24.6%	18.8 x	15.8 x
BigCommerce	798	840	10.0%	13.2%	2.7 x	2.4 x	NM	4.2%	NM	NM
		Mean	18.0%	16.4%	6.7 x	5.7 x	23.8%	22.3%	20.4 x	22.6 x
		Median	11.9%	11.9%	5.6 x	5.1 x	19.3%	16.9%	20.2 x	15.8 x
Fleet and Transportation										
Garmin	\$19,488	\$16,708	3.9%	7.0%	3.3 x	3.1 x	23.4%	25.3%	14.1 x	12.2 x
Samsara	12,072	11,258	33.7%	27.2%	12.9 x	10.1 x	NM	0.5%	NM	NM
Verra Mobility	3,212	4,137	8.8%	6.3%	5.1 x	4.8 x	45.8%	46.7%	11.2 x	10.3 x
RXO	2,217	2,548	(17.3%)	9.8%	0.6 x	0.6 x	3.4%	4.9%	18.7 x	12.0 x
TomTom	1,008	719	7.9%	6.5%	1.1 x	1.1 x	3.7%	6.8%	31.2 x	15.9 x
MiX Telematics	145	133	(0.8%)	5.6%	0.9 x	0.9 x	24.5%	25.9%	3.8 x	3.4 x
CalAmp	27	220	3.8%	1.3%	0.7 x	0.7 x	9.1%	13.3%	8.2 x	5.5 x
		Mean	5.7%	9.1%	3.5 x	3.0 x	18.3%	17.6%	14.5 x	9.9 x
		Median	3.9%	6.5%	1.1 x	1.1 x	16.2%	13.3%	12.7 x	11.2 x
Diversified Industrial Technology										
Roper Technologies	\$51,939	\$57,143	13.1%	6.3%	9.4 x	8.8 x	40.6%	40.6%	23.2 x	21.8 x
Constellation Software	41,500	43,561	25.6%	14.4%	5.2 x	4.6 x	25.4%	26.6%	20.6 x	17.2 x
Fortive Corporation	27,240	29,511	4.7%	4.7%	4.8 x	4.6 x	27.2%	27.9%	17.8 x	16.6 x
Zebra Technologies	13,658	15,794	(21.7%)	4.4%	3.5 x	3.3 x	18.0%	19.7%	19.4 x	17.0 x
Trimble	13,263	16,215	5.5%	5.8%	4.2 x	4.0 x	25.6%	26.6%	16.4 x	14.8 x
		Mean	5.5%	7.1%	5.4 x	5.1 x	27.4%	28.3%	19.5 x	17.5 x
		Median	5.5%	5.8%	4.8 x	4.6 x	25.6%	26.6%	19.4 x	17.0 x

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