



Communication Systems and Technology Group

KPMG Corporate Finance LLC

Q3 2017 M&A NEWSLETTER

kpmg.com

Communications Systems and Technologies M&A Overview

Total global deal volume in Q3'17

61



The Communications Systems and Technology sector saw 61 deals announced in Q3'17 same as the number of deals in Q3'16, but a decline of 15 transactions from Q2'17

\$13.4

Aggregate deal value in Q3'17



The aggregate deal value in Q3'17 stood at \$13.4bn, almost a third of \$37.6bn in Q3'16. However, of the \$37.6bn in Q3'16, Softbank's purchase of ARM accounted for \$32.4bn. When compared to \$12.0bn in Q2'17, deal value in Q3'17 was marginally higher.



North America had the highest share of Global M&A volume in Q3'17

North America

55.7%

EMEA

31.2%

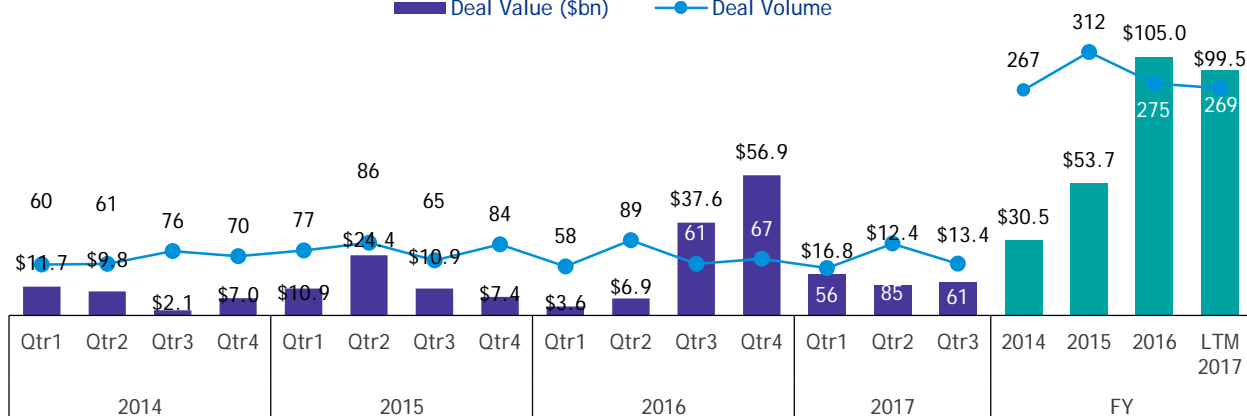
Asia-Pacific

13.1%

North America continued to have the lion's share in global M&A activity with 55.7% of the deal volume in this quarter, followed by EMEA and Asia-Pacific regions with 31.2% and 13.1% of the deal volume respectively

CST deal value and volume

Deal Value (\$bn) Deal Volume



Sub-sector M&A overview



Network Infrastructure

Deal Volume

20%



The network infrastructure sub-sector saw 18 deals announced in Q3'17, a growth of 20% YoY as compared to the 15 deals announced in Q3'16. Network infrastructure deals marginally decreased in Q3'17 when compared to the 19 deals announced Q2'17



Mobile

Deal Volume

40%



The quarter witnessed 6 mobile sector deals, which is a decline of 40% when compared to the 10 deals announced in the same period last year. However, mobile deals marginally increased as compared to the 5 deals announced in Q2'17



UCaaS

Deal volume

24%



The Ucaas sub-sector saw 21 deals in this quarter as compared to 17 deals in Q3'16, an increase of ~24%. In Q3'17, however, Ucaas deals decreased as compared to the 25 deals announced in Q2'17



IoT

Deal volume

10%



The IoT sub-sector had 18 deal announcements in Q3'17, which is a decline of 10% when compared to the 20 deals announced in Q3'16. IoT deals also declined as compared to the 28 deals announced in the last quarter

Sources: 451Research, Capital IQ and KPMG research



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Designing the Networks of the Future

We are entering a phase of potentially unprecedented innovation in the Communications sector. Networks are facing huge demands as technological innovations such as autonomous vehicle, smart infrastructure, augmented reality and the broader IoT are expected to drive massive growth in mobile network usage and bandwidth requirements. At the same time, broadband and wireless networks are being stressed by the explosion of video traffic flowing on mobile devices, computers, and smart televisions. WSP, MSOs, and fiber network operators, already strained under the massive demand for data, must make network densification a priority as they put their CapEx budgets to work.

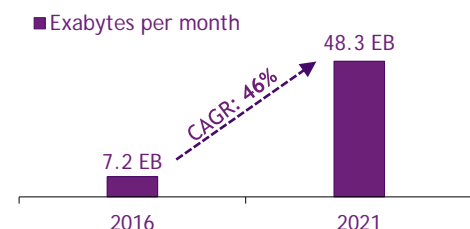


What does this mean for the communications services industry? We will need experts to design, engineer, service and install new and expanded infrastructure. Major service needs will include design, engineering, QA and testing, site acquisition, installation, upgrading, permitting, construction management and maintenance. Key applications that the services will revolve around include fiber optic backhaul, Inside Plant / Outside Plant, WiFi, DAS and small cell deployments, data center build out, towers and various other services that will be required as we upgrade to a 5G network.

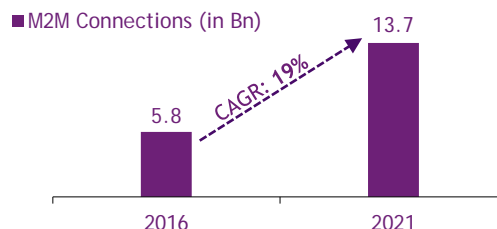
A recent study by Akamai, showed the U.S. lagging behind the rest of the world in terms of mobile internet connection speed at #28 and #8 in terms of wired broadband service. The short of it is that we are going to need significant services to support the massive network expansion and upgrade that will be required to support our increasing data usage with service professionals and companies expected to be in high demand over the coming years.

Key Drivers of Future Network Demand

Global Mobile Data Traffic



Global M2M Connections



- Globally, there will be 4.6 billion total Internet users in 2021, up from 3.3 billion in 2016
- Global networked devices are estimated to reach 27.1 billion in 2021, up from 17.1 billion in 2016
- 43% of all networked devices will be mobile-connected in 2021`

Sources: Cisco Visual Networking Index: Forecast 2016-2021

Notable Transactions

Date	Acquirer	Target	Deal Value (\$mm)	EV / Revenue	EV / EBITDA
05/17/2017	NTI Connect	Fairhaven Integration Services	Not Disclosed	Not Disclosed	Not Disclosed
01/13/2017	Littlejohn & Co. / New Mountain Finance	UniTek Global Services Inc.	Not Disclosed	Not Disclosed	Not Disclosed
07/27/2016	Fujitsu Network Communications	TrueNet Communications, Inc.	Not Disclosed	Not Disclosed	Not Disclosed
06/02/2016	Dycom Industries Inc.	Goodman Networks (Wireless network deployment and wireline business assets)	\$107.5	0.2x	7.1x

KPMG CF* Transaction Spotlight



Type: Sell-side Advisory

Overview:

- Founded in 1985, TrueNet Communications, Inc. (“TrueNet”) is a leading national infrastructure engineering, design, and contract management firm serving the broadband, telecommunications, enterprise and wireless markets
- TrueNet provides its blue chip customers with the network and design expertise required by leading network operators to execute the build out of their core communications infrastructure

Engagement:

- KPMG Corporate Finance LLC was engaged to act as TrueNet’s exclusive financial advisor, running a robust sell-side process that ultimately resulted in a sale to Fujitsu Network Communications and a great outcome for the Company and its shareholders
- “The team at KPMG Corporate Finance brought the sector depth and transaction expertise that allowed us to find the right partner. Their advice and counsel was critical to getting this transaction closed,” said Tom Prestwood, CEO of TrueNet.

Transactions in Focus

Itron Inc. announced the acquisition of Silver Spring Networks, a provider of software and hardware products, based on IP technology, for monitoring and managing energy consumption to the utilities market

Announced Date: September 18, 2017 Deal Value: \$948mm EV/Revenue: 1.8x EV/EBITDA: NA

Itron’s acquisition of Silver Spring Network enables the Company to add more capabilities and converge both companies’ complementary technologies to provide streamlined solutions on standards-based platforms. The Company anticipates ~ \$50mm in annualized cost synergies. The acquisition is expected to have a positive impact on Itron’s long-term growth rate, and would also be accretive to the Company’s non-GAAP EPS and adjusted EBITDA.

Mitel Networks Corporation announced the acquisition of ShoreTel, a provider of IP-based unified communications switches, routers, software and telephone systems for businesses globally

Announced Date: July 27, 2017 Deal Value: \$530mm EV/Revenue: 1.2x EV/EBITDA: NA

Mitel Network’s purchase of ShoreTel, Inc. has accelerated the Company’s move-to-the-cloud strategy and is consistent with it’s plan to focus on unified communications as a service. As of result of this transaction, Mitel Network now holds the second largest market share position for Ucaas globally.

Crown Castle International. announced the acquisition of Lightower Fiber Networks , a company that operates fiber-optic networks and provides colocation hosting services for businesses and telecom services providers in Northeastern U.S.

Announced Date: July 18, 2017 Deal Value: \$7,100mm EV/Revenue: NA EV/EBITDA: NA

Crown Castle’s purchase of Lightower Fiber Networks, positions the Company as the largest provider of shared wireless infrastructure across the U.S. with ~40,000 towers, 50,000 small cell nodes and 60,000 route miles of fiber. The transaction is expected to be immediately accretive to the Company’s AFFO per share and long-term growth rates.

Procera Networks purchased Sandvine Inc., a provider of network policy control, network integrity, traffic management, subscriber service creation and network management solutions for fixed and mobile telecom network operators

Announced Date: July 17, 2017 Deal Value: \$441mm EV/Revenue: 2.9x EV/EBITDA: 27.7x

Procera Networks’ purchase of Sandvine Inc., is consistent with the Company’s strategy to focus on network intelligence solutions to communication service providers across the globe. The combined entity will serve over 400 communications service provider customers, with over 1 billion subscribers, as well as more than 100 OEM and channel partners.

Sources: 451Research, Capital IQ, Mergermarket and KPMG research

*Represents the Corporate Finance practices of KPMG International’s network of independent member firms.



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CST Coverage Team

KPMG



3M

Tolling and ALPR / ANPR Business has been acquired by



NEOLGY

Intelligent Transportation

KPMG

smiths interconnect
Bringing technology to life

Microwave Telecoms Business has been acquired by



INFINITE
ELECTRONICS INC.

Communication Networks

\$110 MM

KPMG




utiligroup

has been acquired by



ESG
Engineering & Services Group

Smart City

£100 MM

KPMG




CLIFFORD THAMES

has been acquired by



OECConnection

Connected Car / IoT

KPMG



KIOSK
Information Systems

has been acquired by



POSIFLEX

IoT and Embedded Computing

\$105 MM

KPMG



TrueNet
Communications

has been acquired by



FUJITSU

Communication Networks

KPMG

ALPINE INVESTORS
has sold



Linx
TECHNOLOGIES

to



ARGOSY CAPITAL

IoT

KPMG

CONTROLTEC
UNLOCKING THE POWER OF DATA

has been acquired by





DELPHI

Connected Car / IoT


\$145 MM

KPMG

ADVANTECH

has acquired



BB SMARTWORX

Embedded Computing Components & Systems

Global Coverage. Industry Knowledge. Middle-Market Focus.

The global Corporate Finance practices of KPMG International's network of independent member firms was ranked #1 as the top M&A middle-market adviser globally by Thomson Reuters SDC based on number of completed transactions, and has been named the #1 Global Mid-Market firm and Global Private Equity Mid-Market firm, by Bloomberg M&A Advisory League Tables, for 2016.

KPMG Corporate Finance LLC

KPMG Corporate Finance LLC provides a broad range of investment banking and advisory services to its domestic and international clients. Our professionals have the experience and depth of knowledge to advise clients on global mergers and acquisitions, sales and divestitures, buyouts, financings, debt restructurings, equity recapitalizations, infrastructure project finance, capital advisory, portfolio solutions, fairness opinions, and other advisory needs.

www.kpmgcorporatefinance.com

Communication Systems and Technologies Team



Joseph Radecki
*Managing Director
Corporate Finance*

E-mail: jradecki@kpmg.com
Phone: +1 303 295 8890
Mobile: +1 303 748 2554



Kristin Stants
*Director
Corporate Finance*

E-mail: kristinstants@kpmg.com
Phone: +1 303 382 7483
Mobile: +1 303 877 9378



Jeremy Hein
*Vice President
Corporate Finance*

E-mail: jhein@kpmg.com
Phone: +1 303 382 7428
Mobile: +1 630 699 6331



Dominick Robusto
*Senior Associate
Corporate Finance*

E-mail: drobusto@kpmg.com
Phone: +1 303 382 7474
Mobile: +1 949 290 0244

Selected Recent M&A Transactions (1/4)

Announced	Target	Acquirer	Sub-Sector	Deal Value (\$mm)	EV / Revenue	EV / EBITDA
09/29/2017	Conduent (MDM & KaaS assets)	Volaris Group Inc.	Mobility	-	-	-
09/28/2017	UC Point	SoftwareONE AG	Ucaas	-	-	-
09/25/2017	Stack Technology Holdings Ltd	PCM Inc.	Ucaas	-	-	-
09/25/2017	CIS Secure Computing Inc.	Acorn Growth Companies	Ucaas	-	-	-
09/22/2017	Shepelec Instrumentation	Madison Technologies Pty Ltd	IoT	-	-	-
09/18/2017	Stringify Inc.	Comcast Corp.	IoT	-	-	-
09/13/2017	Calero Software LLC	Riverside Partners LLC	Network Infrastructure; Ucaas	-	-	-
09/13/2017	Redbooth Inc.	Air Computing Inc.	Ucaas	-	-	-
09/06/2017	Blue River Technology	Deere & Company	IoT	\$305.0	-	-
09/06/2017	GW Communications LLC (assets)	UniTek Global Services Inc.	Network Infrastructure	-	-	-
09/06/2017	AnyMeeting	Intermedia.net Inc.	Ucaas	-	-	-
09/05/2017	GlobalEdge Software Limited	Altran Technologies SA	IoT	-	-	-
09/05/2017	TWL Voice and Data Ltd.	Solar Communications Ltd.	Ucaas	-	-	-
09/04/2017	Alticom Holding B.V.	Cellnex Telecom S.A.	Network Infrastructure	\$158.0	-	-
08/30/2017	Deodar Private Limited	edotco Group Sdn Bhd	Network Infrastructure	\$940.0	-	-

Sources: 451Research, Capital IQ, Mergermarket and KPMG research



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Selected Recent M&A Transactions (2/4)

Announced	Target	Acquirer	Sub-Sector	Deal Value (\$mm)	EV / Revenue	EV / EBITDA
08/23/2017	Digital Lumens Inc.	OSRAM Licht AG	IoT	-	-	-
08/22/2017	Dragon Innovation	Avnet Inc.	IoT	-	-	-
08/18/2017	AeroAntenna Technology Inc.	HEICO Corp.	Network Infrastructure	\$316.5	-	-
08/17/2017	Cognia	Smarsh Inc.	Ucaas	-	-	-
08/17/2017	Strategic Products and Services LLC	ConvergeOne LLC	Ucaas	-	-	-
08/15/2017	Conneqted 365 AB	Techstep ASA	Mobility	\$0.4	-	-
08/09/2017	Zanzibar Telecom (tower assets)	Helios Towers Tanzania	Network Infrastructure	-	-	-
08/08/2017	Planet OS Inc.	Intertrust Technologies Corp.	IoT	-	-	-
08/03/2017	Familonet GmbH	moovel Group GmbH	Mobility	-	-	-
08/02/2017	Numerex Corp.	Sierra Wireless Inc.	IoT	\$107.0	1.8x	-
08/02/2017	SORACOM Inc.	KDDI Corp.	IoT	-	-	-
08/02/2017	Mtel N.V.	Evolve IP LLC	Ucaas	-	-	-
08/01/2017	Brocade Communications Systems Inc. (Virtual Evolved Packet Core assets)	Mavenir Systems	IoT	-	-	-
08/01/2017	Quintel Technology	CIRTEK Electronics International Corp.	Network Infrastructure	-	-	-
08/01/2017	Intrinsic Technology Ltd.	Maintel Holdings plc	Ucaas	\$6.9	-	-

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Selected Recent M&A Transactions (3/4)

Announced	Target	Acquirer	Sub-Sector	Deal Value (\$mm)	EV / Revenue	EV / EBITDA
07/31/2017	Energy Satellite Services (assets)	RigNet Inc.	Network Infrastructure	\$22.2	-	-
07/30/2017	Hutchison Global Communications Limited	I Squared Capital	Network Infrastructure	\$1,856.8	3.5x	11.5x
07/27/2017	IQP Corporation	GE Digital	IoT	-	-	-
07/27/2017	ShoreTel Inc.	Mitel Networks Corporation	Ucaas	\$530.0	1.2x	43.1x
07/26/2017	Arrayent Inc.	Prodea Systems Inc.	IoT	-	-	-
07/26/2017	Precision Planting LLC	AGCO Corporation	IoT	-	-	-
07/26/2017	3SI Security Systems Inc. (European division)	Cennox Inc.	Mobility	-	-	-
07/20/2017	AssetTrackr Pvt. Ltd.	WABCO Holdings Inc.	Mobility	-	-	-
07/19/2017	SpiderCloud Wireless Inc.	Corning Inc.	Network Infrastructure	-	-	-
07/18/2017	Lightower Fiber Networks	Crown Castle International Corp.	Network Infrastructure	\$7,100.0	-	-
07/18/2017	Deltenna Ltd.	Cubic Corporation	Network Infrastructure	-	-	-
07/18/2017	Communications Specialists Inc.	Squan Construction Services LLC	Network Infrastructure	-	-	-
07/17/2017	Sandvine Inc.	Procera Networks	Network Infrastructure	\$441.1	2.9x	17.6x
07/17/2017	MyPhoneFax.com LLC	j2 Global Inc.	Ucaas	-	-	-
07/17/2017	IT National Pty Ltd	j2 Global Inc.	Ucaas	-	-	-

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Selected Recent M&A Transactions (4/4)

Announced	Target	Acquirer	Sub-Sector	Deal Value (\$mm)	EV / Revenue	EV / EBITDA
07/17/2017	WeCloud AB	j2 Global Inc.	Ucaas	-	-	-
07/17/2017	Simitu ApS	j2 Global Inc.	Ucaas	-	-	-
07/12/2017	47Lining [aka 47 Lining]	REAN Cloud	IoT	-	-	-
07/12/2017	186 Communications LLC	TVC Albany Inc.	Network Infrastructure	-	-	-
07/12/2017	Cable Exchange Inc.	CommScope Inc.	Network Infrastructure	-	-	-
07/11/2017	Keytroller LLC	I.D. Systems Inc.	IoT	\$9.0	-	7.5x
07/11/2017	Data Communication Businesses BVBA	Nuvias Group	Ucaas	-	-	-
07/10/2017	U.S. Sensor Corporation	Littelfuse Inc.	IoT	\$24.0	-	-
07/10/2017	Hawaiian Telcom	Cincinnati Bell Inc.	Ucaas	\$650.0	2.4x	8.9x
07/10/2017	OnX Enterprise Solutions Inc.	Cincinnati Bell Inc.	Ucaas	\$201.0	0.3x	13.4x
07/07/2017	Quantum Inventions Pte Ltd.	Continental AG	IoT; Mobility	-	-	-
07/06/2017	Getronics N.V. [Aurelius AG]	Grupo Cimcorp	Ucaas	\$249.8	-	-
07/05/2017	Nokia Corporation (patents)	Xiaomi Corp.	Network Infrastructure	-	-	-
07/03/2017	Simulity Labs Limited	ARM Holdings plc	IoT	\$14.8	-	-
07/03/2017	KEYMILE GmbH (communication networks business)	ABB Group	Network Infrastructure	-	-	-
07/03/2017	Blue Chip Data Systems Ltd	GCI Telecom Group Ltd.	Ucaas	-	-	-

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Trading Companies (1/3)

Network Infrastructure								
Company	Share price ⁽¹⁾ (\$)	% of 52 Week High	Market Cap ⁽¹⁾ (\$mm)	Enterprise Value ⁽²⁾ (\$mm)	LTM Revenue (\$mm)	LTM EBITDA ⁽³⁾ (\$mm)	EV/ LTM Revenue	EV/ LTM EBITDA
Large Cap.								
Cisco Systems	\$33.63	97.2%	166,534.3	129,759.3	48,005.0	15,048.0	2.7x	8.6x
Qualcomm	51.84	72.4%	76,519.3	77,543.3	22,571.0	7,881.0	3.4x	9.8x
Cognizant Technology	72.54	99.4%	42,843.8	39,456.8	14,131.0	2,714.0	2.8x	14.5x
Nokia	6.00	85.3%	33,725.6	29,571.2	26,836.3	3,502.9	1.1x	8.4x
HP Inc.	19.96	99.2%	33,338.3	33,157.3	50,641.0	4,301.0	0.7x	7.7x
Ericsson	5.74	72.0%	18,800.3	18,658.0	25,186.2	1,227.2	0.7x	15.2x
ZTE Corp.	\$4.25	96.1%	17,081.0	18,252.4	15,854.2	236.8	1.2x	NM
Palo Alto Networks	144.10	87.0%	13,234.5	12,384.2	1,761.6	(152.8)	7.0x	NM
Arista Networks	189.61	98.1%	13,752.4	12,666.2	1,358.9	287.0	9.3x	44.1x
Juniper Networks	27.83	89.9%	10,584.0	9,573.8	5,200.8	1,141.4	1.8x	8.4x
Mid Cap.								
Amdocs	\$64.32	94.6%	9,349.2	8,386.2	3,828.1	715.4	2.2x	11.7x
F5 Networks	120.56	80.6%	7,661.2	6,646.9	2,077.4	626.0	3.2x	10.6x
CommScope	33.21	77.7%	6,410.9	10,496.4	4,784.2	1,135.6	2.2x	9.2x
Brocade Communications	11.95	93.9%	4,945.1	5,302.4	2,667.3	375.7	2.0x	14.1x
Ubiquiti Networks	56.02	82.6%	4,501.4	4,153.8	865.3	290.7	4.8x	14.3x
Ciena Corporation	21.97	78.5%	3,134.9	3,357.6	2,773.4	345.3	1.2x	9.7x
Lumentum Holdings	54.35	79.2%	3,366.9	3,216.5	1,001.6	125.9	3.2x	25.5x
Viavi Solutions	9.46	79.6%	2,160.2	1,682.8	811.4	90.1	2.1x	18.7x
Small Cap.								
Infinera Corporation	\$8.87	71.0%	1,314.6	1,195.9	718.8	(5.6)	1.7x	NM
Netgear Inc.	47.60	79.0%	1,504.4	1,198.9	1,360.8	143.7	0.9x	8.3x
Extreme Networks	11.89	98.0%	1,344.5	1,306.8	598.1	34.1	2.2x	38.3x
ADTRAN, Inc.	24.00	98.6%	1,147.2	1,037.9	686.8	51.6	1.5x	20.1x
Calix	5.05	62.3%	254.1	203.8	496.6	(46.3)	0.4x	NM
Mean		85.7%					2.5x	15.7x
Median		85.3%					2.1x	11.7x

(1) Market Data including Market Capitalization amounts are based on closing share prices as of September 29, 2017.

(2) Enterprise Value (EV) equals Market Capitalization plus Debt, Preferred Equity, and Minority Interest, minus Cash and Cash Equivalents.

(3) EBITDA equals Earnings before Interest, Taxes, Depreciation, and Amortization.

Sources: 451Research, Capital IQ and KPMG research



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Trading Companies (2/3)

Mobile								
Company	Share price ⁽¹⁾ (\$)	% of 52 Week High	Market Cap ⁽¹⁾ (\$mm)	Enterprise Value ⁽²⁾ (\$mm)	LTM Revenue (\$mm)	LTM EBITDA ⁽³⁾ (\$mm)	EV/ LTM Revenue	EV/ LTM EBITDA
Mobile Operating Systems								
Apple Inc.	\$154.12	93.4%	796,064.9	827,655.9	223,507.0	70,206.0	3.7x	11.8x
Alphabet Inc.	973.72	96.5%	669,590.2	578,832.2	99,275.0	32,251.0	5.8x	17.9x
Microsoft	74.49	98.1%	573,740.2	533,337.2	89,950.0	30,432.0	5.9x	17.5x
BlackBerry	11.16	88.2%	5,919.9	4,302.5	1,048.0	238.0	4.1x	18.1x
Enterprise Mobility Management (EMM)								
SAP	\$109.44	96.1%	131,211.6	133,185.4	26,427.8	6,585.3	5.0x	20.2x
Citrix Systems	76.82	80.1%	11,639.1	11,680.3	3,441.4	987.1	3.4x	11.8x
Synchronoss Technologies	9.33	18.7%	432.7	556.4	476.8	54.3	1.2x	10.2x
MobileIron	3.70	54.6%	348.3	259.1	172.0	(50.1)	1.5x	NM
Location Based Services								
FleetCor Technologies	\$154.77	87.7%	14,220.1	17,493.6	2,061.0	1,111.6	8.5x	15.7x
Garmin Ltd.	53.97	96.8%	10,130.3	9,021.9	3,038.4	726.8	3.0x	12.4x
Trimble	39.25	97.4%	9,936.2	10,062.3	2,445.4	429.6	4.1x	23.4x
TomTom	10.86	93.1%	2,554.5	2,459.4	1,107.9	138.6	2.2x	17.8x
Mean		83.4%					4.0x	16.1x
Median		93.3%					3.9x	17.5x

Unified Communications as a Service (UCaaS)								
Company	Share price ⁽¹⁾ (\$)	% of 52 Week High	Market Cap ⁽¹⁾ (\$mm)	Enterprise Value ⁽²⁾ (\$mm)	LTM Revenue (\$mm)	LTM EBITDA ⁽³⁾ (\$mm)	EV/ LTM Revenue	EV/ LTM EBITDA
Citrix Systems	\$76.82	80.1%	11,639.1	11,680.3	3,441.4	987.1	3.4x	11.8x
j2 Global	73.88	80.8%	3,571.1	4,483.3	989.8	384.2	4.5x	11.7x
RingCentral	41.75	97.0%	3,199.5	3,032.4	432.6	(13.0)	7.0x	NM
Vonage Holdings	8.14	94.8%	1,850.6	2,139.5	990.3	95.0	2.2x	22.5x
8x8, Inc.	13.50	80.4%	1,239.7	1,061.9	262.4	(0.4)	4.0x	NM
BroadSoft	50.30	96.5%	1,560.0	1,400.1	354.5	24.3	3.9x	NM
Mitel Networks	8.39	93.8%	1,001.3	1,209.8	956.0	103.4	1.3x	11.7x
Sonus Networks	7.65	88.5%	380.3	292.9	241.7	(12.3)	1.2x	NM
magicJack VocalTec	7.15	80.3%	115.2	63.3	94.0	8.8	0.7x	7.2x
Mean		88.0%					3.1x	13.0x
Median		88.5%					3.4x	11.7x

(1) Market Data including Market Capitalization amounts are based on closing share prices as of September 29, 2017.

(2) Enterprise Value (EV) equals Market Capitalization plus Debt, Preferred Equity, and Minority Interest, minus Cash and Cash Equivalents.

(3) EBITDA equals Earnings before Interest, Taxes, Depreciation, and Amortization.

Sources: 451Research, Capital IQ and KPMG research



Trading Companies (3/3)

IoT and M2M								
Company	Share price ⁽¹⁾ (\$)	% of 52 Week High	Market Cap ⁽¹⁾ (\$mm)	Enterprise Value ⁽²⁾ (\$mm)	LTM Revenue (\$mm)	LTM EBITDA ⁽³⁾ (\$mm)	EV/ LTM Revenue	EV/ LTM EBITDA
M2M / IoT								
PTC Inc.	\$56.28	93.5%	6,506.4	6,938.6	1,145.9	91.5	6.1x	NM
Advantech Co., Ltd.	7.12	86.9%	4,958.3	4,685.9	1,402.1	227.1	3.3x	20.6x
Sierra Wireless	21.42	62.0%	689.4	595.0	651.9	35.0	0.9x	17.0x
ORBCOMM Inc.	10.47	87.3%	772.6	935.7	202.0	36.7	4.6x	25.5x
CalAmp Corp.	23.25	99.5%	827.7	847.6	347.3	36.2	2.4x	23.4x
Telit Communications	2.35	46.2%	305.5	315.1	381.7	32.0	0.8x	9.9x
Digi International	10.60	74.9%	281.3	172.0	187.0	20.4	0.9x	8.4x
USA Technologies	6.25	99.2%	312.6	314.3	104.1	3.5	3.0x	NM
Numerex Corp.	3.80	42.2%	74.8	85.5	65.4	(2.4)	1.3x	NM
Inseego Corp.	1.51	46.7%	84.9	190.5	229.1	(2.6)	0.8x	NM
Mean		73.8%					2.4x	17.5x
Median		80.9%					1.9x	18.8x
Telematics								
FleetCor Technologies	\$154.77	87.7%	14,220.1	17,493.6	2,061.0	934.5	8.5x	18.7x
Trimble Inc.	39.25	97.4%	9,936.2	10,062.3	2,445.4	389.0	4.1x	25.9x
u-blox	197.21	85.0%	1,368.5	1,317.1	390.8	72.3	3.4x	18.2x
Quartix Holdings	4.49	79.8%	213.7	207.2	30.2	8.3	6.9x	25.1x
Trakm8 Holdings	1.11	40.8%	39.7	44.9	33.5	4.4	1.3x	10.2x
Mean		78.2%					4.8x	19.6x
Median		85.0%					4.1x	18.7x

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(3) EBITDA equals Earnings before Interest, Taxes, Depreciation, and Amortization.

Sources: 451Research, Capital IQ and KPMG research



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