

# Internet of Things (IoT) M&A Newsletter

2022 - Year in Review

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January 2023



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# IoT M&A Newsletter: 2022 Year in Review

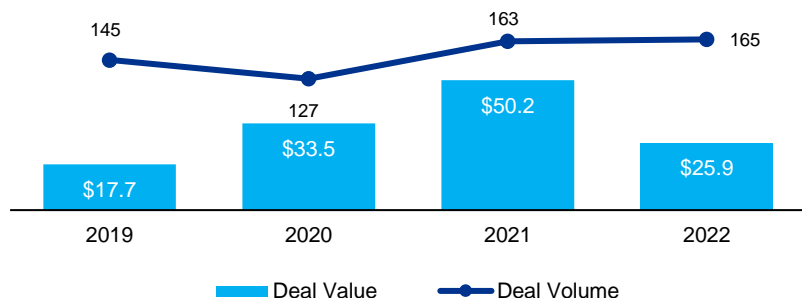
## A year of two halves

2022 can be viewed as a year of two halves in IoT M&A. The year began riding the momentum of 2021, with Q1 seeing higher deal flow than any quarter of the previous year. As inflation worries and rate hikes began to set into the economy, deal flow quickly slowed from its red hot pace in Q2. As rates continued to rise and economic outlook dimmed, deal flow continued to slow, returning to a cadence more normal from a historical perspective in the second half of the year. Despite these headwinds, the IoT M&A market continues to grow and is still above where it was prior to the COVID-19 pandemic.

In this 2022 edition of our Year in Review newsletter, we look back over a tumultuous year to examine strategic and financial investor activity around IoT, put a spotlight on IoT in the healthcare space and sit down for an interview with Steve Brummer, a Partner at BH IoT Group, one of the foremost experts in the IoT space.

# IoT M&A Performance Snapshot

## IoT M&A Activity



Total global IoT deal volume in 2022

**165**

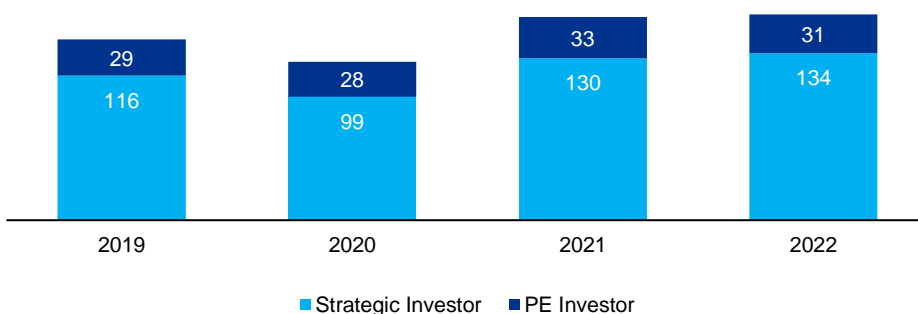


**\$25.9bn**

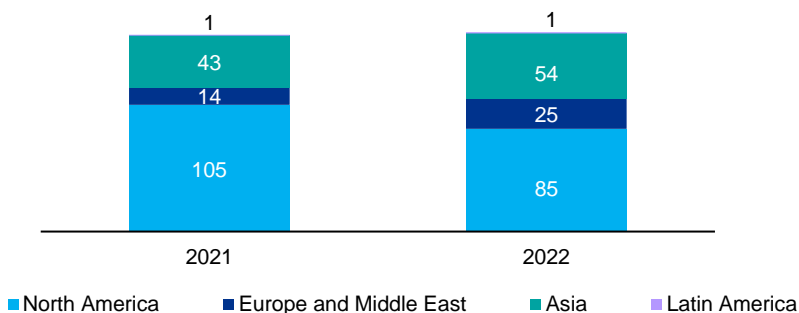
Aggregate deal value in 2022



## Strategic vs. Financial Investors



## Investor Geography (based on deal volume)



## Target Geography (based on deal volume)



Source: 451 Research

M&A analysis is based on the deals announced during the respective periods

Deal value represents aggregate value for disclosed



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# Spotlight on Healthcare IoT

The COVID-19 pandemic demonstrated the need for health care providers to have eyes across their entire system. From knowing the location of ventilators to remote patient monitoring, the data captured from integrated tools proved invaluable during the heights of the pandemic. Healthcare providers are looking ahead to how IoT and AI can improve the way they treat patients and utilize the assets in their systems.

Additionally, 60% healthcare organizations will make AI/machine learning a key area of investment over the next 12 months, compared to 48% of all organizations.

**80%** of IoT projects expected to utilize AI by end of 2022

The marrying of AI and IoT cannot be ignored in the healthcare space. While in 2019 Gartner found that only 10% of IoT projects were utilizing AI, that number is predicted to be over 80% by the end of 2022. The massive increase of assets that can not only provide real time communication to decision makers but track and predict outcomes is already having a massive impact on the healthcare industry. According to Mordor reports, AI in healthcare market size is expected to reach \$201.4B by the end of this decade, a 43.4% CAGR.



While not traditionally big spenders in technology, healthcare companies are beginning to understand the need for connected devices and catch up on their digital transformation. “As recently as five years ago, healthcare organizations were lagging most other industries in digital transformation,” notes Vince Vickers, national Healthcare consulting leader for KPMG in the U.S. “They are still not where they want or need to be, but they are making good progress.” Healthcare organizations are ahead of other industries in their migration to the cloud (62% vs 48%) and their implementation of AI & automation (54% vs 40%).

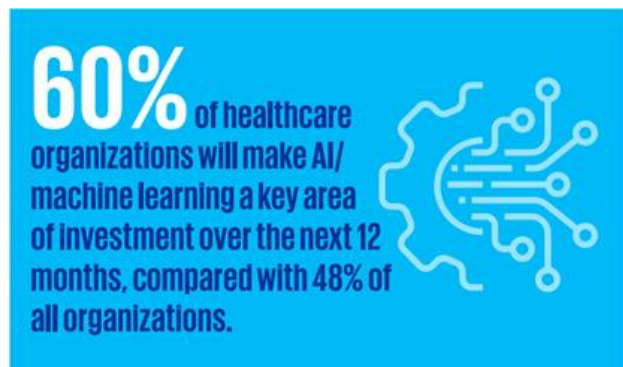


Figure 1: Healthcare organizations progress against tech agenda vs. broader organizations

	Healthcare Organizations	All Organizations	Difference
Cloud Migration	62%	48%	+ 14 pts
AI & Automation	54%	40%	+ 14 pts

On the next page we take a closer look at four use cases where growth is expected to be massive on the horizon.

# Spotlight on Healthcare IoT

## Key AIoT Use Cases in Healthcare Space



### Hospital efficiency

From the moment a patient enters a hospital, the clock begins ticking to provide care and open-up limited resources for the next patient. With such large facilities, layers of decision makers and number of tests needed to release patients, hospital visits can quickly turn into multiple day affairs, limiting care available. IoT devices can be given to patients to monitor them continuously in the hospital and track their location, vitals, medicine intake as well as tests reports. Centralizing patient care will greatly improve doctor and nurses' ability to quickly care for their patients, and for management to better predict system wide needs.



### Asset Tracking

Hospitals are massive and can be spread across multiple buildings located on separate campuses. This vast network can lead to an inefficient deployment of assets, both physical and human. According to a GE Healthcare study, medical devices are utilized barely 40% of the time, meaning the vast majority of the time they are sitting idle. IoT enabled devices will allow better tracking of assets and allow for hospital systems to better deploy their assets to maximize utilization. The healthcare asset management market is expected to double by 2027 to \$26 billion.



### Environment Monitoring

The COVID-19 pandemic introduced the world to mRNA vaccines. While these vaccines were key in the world's return to normalcy, they require extremely cold temperatures that must be maintained until they are delivered to patients. It is expected that mRNA based vaccines will become more common as this technology becomes more wide spread. With IoT integration, healthcare systems can ensure these valuable vaccines and other temperature dependent medicines are kept in proper conditions, extending their shelf life and reducing waste.



### Patient Monitoring

IoT enabled devices allow for a greater distance between patients and their healthcare providers. The ability to monitor a patient from afar frees up doctors and nurses to provide more urgent care, reducing the overall strain on systems. Already, nurses can monitor patients from a centralized dashboard, reducing the need for in room visits, something that proved invaluable during the heights of the COVID-19 pandemic. The distance between patients and healthcare providers is expected to expand, by 2025 40% of US care providers will have shifted 20% of their hospital beds to patient homes. With the ability to monitor from afar, health systems will be able to care for more patients while still providing care to the most vulnerable.

# AI/IoT Expert Interview with BH IoT Group

“ *There has never been a better day to be in IoT. You can functionally and easily get everything you need to deploy a successful IoT project.* ”



**Steve Brumer**  
Partner  
BH IoT Group  
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The Communications Systems & Technology Team at KPMG Corporate Finance recently had the pleasure of talking with our friend, Steve Brumer, a Partner at BH IoT Group. BH IoT Group is a Wireless & IoT consulting practice that builds go-to-market strategies while educating and enabling their clients to be successful within IoT to ensure their success in SMB, mid-market, and enterprise environments.

Steve has over 30 years in the wireless/mobile space and 27+ years of experience in the M2M/IoT industry. Steve has a demonstrated history of working with Fortune 100 Companies, Wireless Carriers, Distributors, Software and Platform Providers, Hardware Manufacturers, Service Providers, and numerous Channel Partners, focused on commercialization and monetization in the IoT industry. As an IoT industry leader, Steve has been invited to speak at numerous trade shows, events, podcasts, and webinars that allow him to provide insights into the market and support his client's efforts.

2020 IoT Influencer of The Year



## Interview Highlights

AI/IoT technologies and applications have evolved rapidly over the past decade as new end markets have embraced these platforms, and deeper analytics and Artificial Intelligence have enabled action on the critical insights presented by AI/IoT solutions. According to Steve Brumer, **"Today, the demand for IoT services and deployments is stronger than ever as there continues to be increasing levels of acceptance, uptake, and integration of IoT platforms in the market."**

While the depth of capabilities offered by most IoT solutions has expanded exponentially, Steve suggests the use cases generally revolve around a few key vertical markets that generate the majority of the large-scale, massive IoT deployments. Steve highlighted that **"IoT continues to shine around traditional use cases such as tracking assets, industrial technologies, and utilities.** This expansion of capabilities is due to companies having a much broader infrastructure and ecosystem to support that growth."

“ *Today, the demand for IoT services and deployments is stronger than ever as there continues to be increasing levels of acceptance, uptake, and integration of IoT platforms in the market.* ”

# AI/IoT Expert Interview with BH IoT Group

That said, a number of new use cases and end markets are emerging. We asked Steve **which end markets he believes are seeing the most momentum as we head into 2023. He was quick to respond Healthcare**, where patient monitoring, tracking assets in the hospital, and an improved patient/visitor/user experience combine to present the perfect use case. "Due to the events of COVID-19, it became clear that the ability to track items such as vaccines and ventilators was critical for a hospital to function in a difficult time. It also proved to be a base case for other similar capabilities where IoT can be implemented, such as in telemedicine/telehealth or prescription monitoring trackers."



Becoming a more efficient hospital will also be a focus going forward, and new hospitals will be designed in IoT. "As brand-new hospital centers are constructed, leveraging AI/IoT is not only doable but will also be required to attract the best doctors, more patients, to provide dramatically improved patient/visitor experiences and, ultimately, better health outcomes." **The opportunities to package smart medical equipment, real-time location, asset tracking/utilization, security access, environmental control, smart lighting** – just to name a few, and marry them with revenue optimization, systems monitoring, asset utilization, and other enterprise operations software solution **leaves this space eager to leverage AI/IoT**.

However, Steve also points out, "There is also a strong need for integration when creating a smart and connected hospital system." Currently, various manufacturers and people provide products and solutions in the medical world; however, they all use separate systems, and their products don't speak to each other. Steve firmly believes that integrated platforms will be the gasoline that drives the most significant leap forward for AI/IoT. **"Wide-scale integration that ties everything together is the next step for advancement in the healthcare industry.** This integration complements the Smart Hospital by providing a centralized dashboard where you can view everything from a single pane, allowing maximum efficiency for the service providers working in the medical setting."

Due to these expanded capabilities, the amount of IoT data being aggregated and collected is incredibly vast. One of the biggest challenges Steve believes IoT customers face is what to do with the mountains of data that a traditional IoT deployment can generate. **"Companies understand that while it is great to have aggregated data that is stored, the focus is shifting to how it can be analyzed and acted upon."** Companies realize that the ability to visualize the data in a way that produces deep insights and impactful action is critical. "IoT solution providers need to approach customers with the message "By investing in my platform and my integration, you will unlock a certain data set that will give you incredible insights into your processes, operations, and customers, and we will allow you to view it all on a dashboard clearly and concisely." This is how many IoT providers are winning in the marketplace today.

With regard to the shifting landscape of IoT providers in the market, Steve highlighted that "Historically, the space has been dominated by larger legacy players, which still holds true today. Larger companies like AWS, Azure, Honeywell, and Kore Wireless continue to do great things, and the environment has made it easier for them to deploy their solutions at scale. However, those same established companies are also starting to shift downstream and enter the SMB marketplace. For SMBs, the larger companies can provide a very targeted solution to a market that previously would not have had access to those solutions due to the high cost of services, which is now decreasing rapidly."



# AI/IoT Expert Interview with BH IoT Group

At the same time, smaller, more agile firms have delivered rapidly advancing technologies and an expanding array of solutions in the marketplace. "While there are always exciting new startups looking to disrupt the space, there has been an increasing wave of experienced individuals from the larger blue-chip firms who have branched off to launch highly sophisticated products and are finding success."

Regarding the pace of M&A in the sector, Steve has seen buyers from both a strategic and financial perspective continue to be very active in the IoT space. As buyers evaluate different parts of a company, the most prominent factor for value Steve sees is "Growth – first and foremost." The nature of that new customer relationship is also critical in the eyes of most acquirers. **"The growth in a business tied to recurring revenue is increasingly central to most buyer's analysis.** A buyer needs to believe and be convinced enough by the recurring revenue that they can achieve scale."

From an application standpoint, acquirers are honing on feature sets, the ability to integrate, and differentiation. **"The more a company's solution is seen as unique and easily integrated, the more value a buyer will assign to that target company."**



*The more a company's solution is seen as unique and easily integrated, the more value a buyer will assign to that target company.*



Not surprisingly, given his deep exposure in the AI/IoT universe, Steve is very positive as he looks toward the next 10 to 15 years. Some key themes he believes will be core to the continued uptake of AI/IoT include, "The intelligent collection of the most valuable IoT data, the value of that data, and the various use cases that allow you to deliver very detailed analysis. Additionally, the ability to deliver a fully integrated solution will define the winners – those able to provide their clients with technology, integration, management, and support in a single package"

In addition to focusing on analytics and AI-driven action, broad, cost-effective connectivity will be essential for continued market growth and long-term customer expansion. "With increased system-effectuated action, there is also a critical need for increased security. **Data exchanges between parties are at an all-time high and protecting and securing these platforms is at the top of everyone's list of priorities."**



# 2022 Transactions In Focus

**Announced Date:** November 7, 2022

**Target:** Velodyne Lidar

**Acquirer:** Ouster

**Deal Value:** \$228m | **EV/Revenue:** 3.5x | **EV/EBITDA:** NA

Ouster acquired Velodyne Lidar in a stock exchange deal. Both well known providers of light detection and ranging perception sensors, the merger strengthens their position in a competitive LiDAR market. Ouster's cutting-edge technology complements Velodyne's decades of success in the industry.

**Announced Date:** April 19, 2022

**Target:** Omega Engineering Inc.

**Acquirer:** Dwyer Instruments

**Deal Value:** \$525m | **EV/Revenue:** NA | **EV/EBITDA:** 19.8x

Dwyer Instruments, a portfolio company of Arcline Investment Management, acquired Omega Engineering from Spectris in an all cash deal. Dwyer believes Omegas sensing and instrumentation products complement their own portfolio with a similar value proposition. The combined companies offer a wide breadth of products and technical expertise that will provide significant value to their customers and partners.

**Announced Date:** March 25, 2022

**Target:** Reed Controls

**Acquirer:** Eddy Smart Home Solutions

**Deal Value:** \$4.2m | **EV/Revenue:** NA | **EV/EBITDA:** 19.8x

Reed Controls was acquired by Eddy Smart Home Solutions in an all stock deal. Eddy Smart Home Solutions believes the AI and IoT based water management sensor systems of Reed Controls fits into their portfolio of water metering and monitoring systems. Reed Controls focus in the commercial space and track record of success made it an attractive target for Eddy Smart home solutions.

**Announced Date:** January 17, 2022

**Target:** Yunex Traffic

**Acquirer:** Atlantia SpA

**Deal Value:** \$1.08B | **EV/Revenue:** 1.5x | **EV/EBITDA:** 17.6x

Italy based Atlantia SpA acquired German based Yunex Traffic from Siemens. Yunex provides AI- and IoT-enabled traffic management, urban mobility systems and infrastructure. Atlantia believes Yunex's track record of success will improve their already robust portfolio of motorway, airport infrastructure and toll payment services construction and management throughout Europe.

Source: : 451Research, Press Releases, and KPMG research



# 2022 IoT Transactions

Closed Date	Target Company	Buyer	Enterprise Value (\$mm)	EV / LTM Revenue	EV / LTM EBITDA
Dec-22	SmartHome Ventures	GetNotion	-	-	-
Dec-22	Veoneer	Magna International	\$1,525.0	2.5x	-
Dec-22	UNICUS HEALTHREACH	CIMSS	-	-	-
Dec-22	Pycom Ltd (assets)	Season Group	-	-	-
Dec-22	VURO (assets)	IPVideo	-	-	-
Dec-22	Ericsson (IoT Accelerator and Connected Vehicle Cloud businesses)	Aeris Communications	-	-	-
Dec-22	Linecraft AI	Wipro Infrastructure Engineering	-	-	-
Nov-22	IoThink Solutions	Wireless Logic	-	-	-
Nov-22	aiMotive	Stellantis	-	-	-
Nov-22	Rolling Wireless	Fibocom Wireless	-	-	-
Nov-22	Blumio, Inc. (assets)	CardieX	-	-	-
Nov-22	OneWeb	Eutelsat Communications	\$2,452.4	-	-
Nov-22	Velodyne Lidar	Ouster	\$228.1	3.5x	-
Nov-22	Omniio.net ApS	IBM	-	-	-
Nov-22	Aquicore	Information Grid	-	-	-
Nov-22	Nestwave SAS	NextNav	\$17.7	-	-
Nov-22	Moviynt	Vuzix Corporation	-	-	-
Oct-22	Emza Visual Sense	Synaptics	-	-	-
Oct-22	Sierra Wireless (assets)	M2M Services	-	-	-
Oct-22	INELO Group	W.A.G. payment solutions	\$290.5	-	24.7x
Oct-22	inmation Software	Aspen Technology	-	-	-
Oct-22	Noonlight	Alarm.com	-	-	-
Oct-22	Pelion IoT	Scottish Equity Partners	-	-	-
Oct-22	Renesas Electronics (Edge Computing Solutions Business)	EnOcean	-	-	-
Oct-22	Pelion IoT	Izuma Networks	-	-	-
Oct-22	Voysys AB	Phantom Auto	-	-	-
Oct-22	eFlex Systems	Epicor Software	-	-	-
Oct-22	Blue Pillar	Generac Power Systems	-	-	-
Oct-22	Bluecity Technology	Velodyne Lidar	-	-	-
Sep-22	Optio3	Cloudenablers	-	-	-
Sep-22	Vence	Merck Animal Health	-	-	-
Sep-22	IDU Group	Valqari	-	-	-
Sep-22	InoNet Computer	Eurotech Group	\$9.6	-	21.5x

Source: 451 Research



# 2022 IoT Transactions

Closed Date	Target Company	Buyer	Enterprise Value (\$mm)	EV / LTM Revenue	EV / LTM EBITDA
Sep-22	Uplogix	Lantronix	\$8.0	0.9x	-
Sep-22	Diota	Dassault Systemes	-	-	-
Sep-22	Caaresys	Harman International	-	-	-
Sep-22	Caption Data	Polygon	-	-	-
Sep-22	Mistral Technologies	HTEC Group	-	-	-
Sep-22	ABRA Software	Elvaston Capital	-	-	-
Aug-22	Mesotech	Westbourne Capital Partners	-	-	-
Aug-22	GreenCom Networks	Enphase Energy	-	-	-
Aug-22	Ryver	Cloverleaf Networks	-	-	-
Aug-22	Industrial Analytics IA	Infineon Technologies	-	-	-
Aug-22	Argos.io	Bentley Systems	-	-	-
Aug-22	Invenco Group	Gilbarco	\$80.0	-	-
Aug-22	Veniam	Nexar	-	-	-
Aug-22	Sierra Wireless	Semtech Corporation	\$1,280.8	2.3x	-
Jul-22	Thales SA (cellular IoT products business)	Telit Communications	-	-	-
Jul-22	ZenFi Networks Inc.	BAI Communications	-	-	-
Jul-22	Envio Systems	Jones Lang LaSalle	-	-	-
Jul-22	DM Management & Consulting	TXT e-solutions	\$1.7	-	5.1x
Jul-22	Mobius Networks	Wireless Logic	-	-	-
Jul-22	Tracktio Group	Paragon ID	-	-	-
Jul-22	Linx Technologies	TE Connectivity	-	-	-
Jul-22	Jola Cloud Solutions	Wireless Logic	\$84.3	-	-
Jul-22	Budderfly	Partners Group Holding	-	-	-
Jul-22	Top Connect	JT IOT	-	-	-
Jul-22	Risual	Node4	-	-	-
Jul-22	Uqido	CELLI	-	-	-
Jul-22	Vewd Software	Xperi Corporation	\$109.0	-	-
Jul-22	YoctoIT	Var Group	-	-	-
Jun-22	Stratus Technologies	SMART Global	\$225.0	-	-
Jun-22	HOP Ubiquitous	Libelium Comunicaciones Distribuidas SL	-	-	-
Jun-22	AIUT Sp zoo (LPG branch)	Otodata Holdings	-	-	-
Jun-22	Agrippa Solutions	Industri-Matematik International	-	-	-
Jun-22	Qopper	ParkourSC	-	-	-

Source: 451 Research





# 2022 IoT Transactions

Closed Date	Target Company	Buyer	Enterprise Value (\$mm)	EV / LTM Revenue	EV / LTM EBITDA
Jun-22	Brightly Software	Siemens	\$1,575.0	-	-
Jun-22	Tempered Networks	Johnson Controls	-	-	-
Jun-22	Airmob	Altitude Infrastructure	-	-	-
Jun-22	Celcom Axiata Berhad	Digi.com Berhad	\$4,385.6	-	-
Jun-22	NewSpace Networks	SEMPRE inc	-	-	-
Jun-22	Mine Site Technologies	Komatsu	-	-	-
Jun-22	IOTAS	ADT	-	-	-
Jun-22	Snaploader	Archistar	-	-	-
Jun-22	WootCloud	Netskope	-	-	-
Jun-22	Bend Labs	Nitto Denko Corporation	-	-	-
May-22	Hiber BV	Astrocast SA	-	-	-
May-22	GeoTraq (assets)	SPYR	\$13.7	-	-
May-22	Numocity Technologies	ABB	-	-	-
May-22	Fair Winds Digital	Relatech SpA	\$0.3	-	-
May-22	Kitchen Brains	Source Capital	-	-	-
May-22	Synauta	Gradiant Corporation	-	-	-
May-22	ICanProve.IT	Observit AB	-	-	-
May-22	Maxive Cybersecurity	Thales SA	\$124.9	-	-
May-22	Resource Data Management	Sdiptech AB	-	-	-
May-22	Autogrow Systems	Bluelab Corporation	-	-	-
May-22	Quest Informatics	HCL Technologies	\$2.0	-	-
May-22	Workaround	Nordic Capital	-	-	-
May-22	Mjolner Informatics	Norlys amba	-	-	-
May-22	Interconsult Bulgaria	Kongsberg Digital AS	-	-	-
Apr-22	Nazca IT Solutions	Visma AS	-	-	-
Apr-22	Eleven Software	Ven Capital Partners	-	-	-
Apr-22	NextM2M AS	JT IOT	-	-	-
Apr-22	SIGFOX SA	Unabiz Pte	-	-	-
Apr-22	ForePaaS SAS	OVH Groupe SAS	-	-	-
Apr-22	Chateaux Software Dev	Coretelligent	-	-	-
Apr-22	Omega Engineering	Dwyer Instruments	\$525.0	-	19.8x
Apr-22	Confidex Oy	Beontag	-	-	-
Apr-22	Trimble (4 business divisions)	Precisinal	-	-	-

Source: 451 Research



# 2022 IoT Transactions

Closed Date	Target Company	Buyer	Enterprise Value (\$mm)	EV / LTM Revenue	EV / LTM EBITDA
Apr-22	Redline Communications Group	Aviat Networks	\$12.3	-	-
Apr-22	Entrago Pty	Deloitte Australia	-	-	-
Apr-22	Ananki	Intel	-	-	-
Apr-22	Nymi	Innominds Software	-	-	-
Apr-22	Barracuda Networks	KKR & Co	\$4,000.0	7.3x	18.2x
Apr-22	Convergence Acceleration Solutions	Wipro	\$50.0	-	-
Apr-22	Purple Scout AB	adesso SE	-	-	-
Apr-22	Swift Labs	Blackline Safety	\$3.8	-	-
Apr-22	River Loop Security	Two Six Technologies	-	-	-
Apr-22	MB connect line	Red Lion Controls	-	-	-
Apr-22	Singularity Automation	Dtwelve Spaces	-	-	-
Apr-22	ECS Automation AS	Addtech AB	-	-	-
Mar-22	RapidGrow LED Technologies	Pangea Software	-	-	-
Mar-22	Catalyst Machineworks	Cyberlux Corporation	-	-	-
Mar-22	Visionaire Lighting	Pangea Software	-	-	-
Mar-22	Vectorform	NTT DATA	-	-	-
Mar-22	Integration Wizards Solutions	SparkCognition	-	-	-
Mar-22	Reed Controls	Eddy Smart Home Solutions	\$4.2	-	-
Mar-22	Knowmadics	WaveDancer	\$90.0	-	-
Mar-22	Analog Bits	SEMIFIVE	-	-	-
Mar-22	Freedom Photonics	Luminar Technologies	-	-	-
Mar-22	Ping Network Solutions	Sword Group	-	-	-
Mar-22	Clean Slate Technologies	Smartpaddle Technology	-	-	-
Mar-22	Matrox Electronic Systems	Zebra Technologies	\$875.0	-	-
Mar-22	KGJ Software Technologies	Shapos Services	-	-	-
Mar-22	RailComm	Tracsis	\$11.5	-	-
Mar-22	Edgecast	Limelight Networks	\$204.7	-	-
Mar-22	Network Solutions & Technology	Sourcepass	-	-	-
Mar-22	TransLoc	Modaxo	-	-	-
Feb-22	The Floor	Otonomo Technologies	\$31.5	-	-
Feb-22	Sensatag	Unabiz Pte	-	-	-
Feb-22	Elastic M2M	Sensata Technologies Holding	-	-	-
Feb-22	Melon	Kin and Carta	\$24.0	-	-

Source: 451 Research



# 2022 IoT Transactions

Closed Date	Target Company	Buyer	Enterprise Value (\$mm)	EV / LTM Revenue	EV / LTM EBITDA
Feb-22	Reliant Info Security	Acumera	-	-	-
Feb-22	Agrima Infotech	Supermarket Grocery	-	-	-
Feb-22	Business Mobility Partners	KORE Wireless	-	-	-
Feb-22	Simon IoT	KORE Wireless	-	-	-
Feb-22	Virtual Control	Agilent Technologies	-	-	-
Feb-22	Simfony	Tofane Global	-	-	-
Feb-22	EMME Inc.	SimpleHealth Inc.	-	-	-
Feb-22	MC Consulting	Saksoft Pte	-	-	-
Feb-22	Apostera	Harman International	-	-	-
Feb-22	Tripwire	HelpSystems	\$350.0	3.3x	-
Feb-22	Siemens Logistics (mail and parcel business)	Korber AG	\$1,315.0	-	-
Feb-22	Medium One	Breadware	-	-	-
Feb-22	First Alert	Resideo Technologies	\$593.0	-	10.8x
Feb-22	Prodsmart	Autodesk	-	-	-
Feb-22	Spireon	Solera Holdings	-	-	-
Feb-22	DLC Systems	Tantulus Systems	\$8.0	-	-
Jan-22	Mobileum	H.I.G. Capital	-	-	-
Jan-22	Samsung SDS (smart home IoT business)	Zigbang	-	-	-
Jan-22	Orma Health	Apollo Medical Holdings	-	-	-
Jan-22	Soft2tec	Atlas Copco	-	-	-
Jan-22	Estacionamientos y Servicios	H.I.G. Capital	-	-	-
Jan-22	Headwall Photonics	Arsenal Capital Partners	-	-	-
Jan-22	PlacelQ	Precisely Incorporated	-	-	-
Jan-22	Addverb Technologies	Reliance Retail Ventures	-	-	-
Jan-22	Ascent Solutions	DeClout Pte	-	-	-
Jan-22	Yunex Traffic	Atlantia	\$1,084.4	-	17.6x
Jan-22	Environmental Stress Systems	Chroma ATE	-	-	-
Jan-22	Visionful	Cloudastructure	-	-	-
Jan-22	Mocana Corporation	DigiCert	-	-	-
Jan-22	FogHorn Systems	Johnson Controls	-	-	-
Jan-22	Envizi Pty	IBM	-	-	-
Jan-22	Wind River Systems	Aptiv PLC	\$4,300.0	-	53.8x
Jan-22	Fleetilla	Clariance Technologies	-	-	-

Source: 451 Research

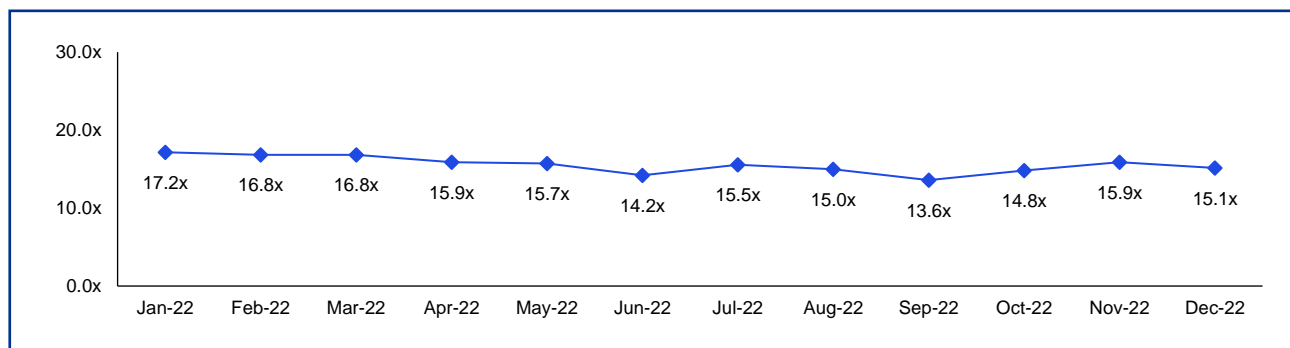


# KPMG CF AIoT Index

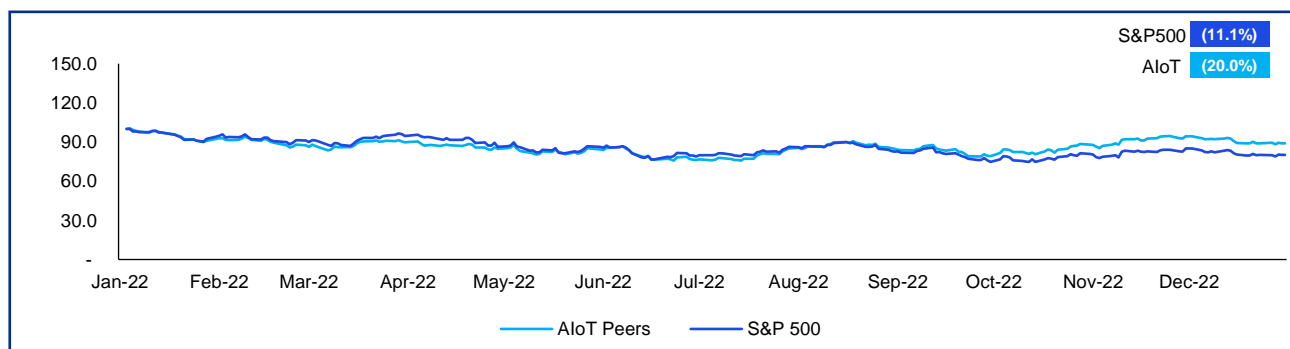
## Publicly Traded AIoT Companies

Company	IIoT	Smart Building	Transport.	Smart Ag	Healthcare	Energy	Share price <sup>(1)</sup> (\$)	% of 52 Week High	Market Cap <sup>(1)</sup> (\$mm)	EV <sup>(2)</sup> (\$mm)	LTM Revenue (\$mm)	LTM EBITDA <sup>(3)</sup> (\$mm)	EV / LTM Revenue	EV / LTM EBITDA
PTC	✓		✓		✓	✓	\$120.0	90.2%	\$14,183.2	\$15,451.2	\$1,933.3	\$560.7	8.0x	27.6x
Advantech	✓	✓	✓		✓	✓	10.8	81.3%	8,380.8	8,106.4	2,117.1	409.0	3.8x	19.8x
Digi International	✓	✓	✓	✓	✓	✓	36.6	83.7%	1,303.6	1,526.9	388.2	74.3	3.9x	20.6x
Ericsson	✓	✓	✓	✓	✓	✓	5.8	51.9%	19,583.6	19,308.3	23,133.4	3,422.5	0.8x	5.6x
Siemens	✓	✓	✓	✓	✓	✓	138.5	82.1%	109,806.2	157,729.7	70,579.5	9,747.0	2.2x	16.2x
Honeywell	✓	✓	✓	✓	✓	✓	214.3	96.6%	144,078.7	154,690.7	34,937.0	8,499.0	4.4x	18.2x
Hubbell	✓	✓		✓	✓	✓	234.7	89.1%	12,603.7	13,788.5	4,828.4	811.1	2.9x	17.0x
Legrand	✓	✓			✓	✓	80.0	71.6%	21,323.3	24,103.7	7,824.3	1,663.3	3.1x	14.5x
Acuity Brands		✓			✓		165.6	74.9%	5,246.0	5,618.9	4,006.1	604.9	1.4x	9.3x
Lindsay Corp.	✓		✓	✓			162.9	89.0%	1,788.1	1,810.2	770.7	115.2	2.3x	15.7x
Deere & Co.				✓			428.8	95.6%	127,872.2	177,154.2	52,563.0	10,804.0	3.4x	16.4x
The Toro Co.	✓			✓			113.2	97.9%	11,773.8	12,655.6	4,514.7	689.2	2.8x	18.4x
CNH Industrial				✓			16.1	93.8%	21,580.0	40,084.0	36,020.0	3,768.0	1.1x	10.6x
FleetCor Tech.			✓				183.7	69.2%	13,546.8	19,439.2	3,345.8	1,675.6	5.8x	11.6x
Trimble	✓	✓	✓	✓	✓	✓	50.6	57.4%	12,469.3	13,852.7	3,745.8	760.0	3.7x	18.2x
MiX Telematics			✓	✓		✓	0.3	56.6%	154.6	150.0	142.6	26.6	1.1x	5.6x
PowerFleet	✓		✓			✓	2.7	53.1%	95.3	164.5	136.5	(2.0)	1.2x	NM
Cisco	✓	✓	✓		✓	✓	47.6	75.2%	195,710.0	185,828.0	52,289.0	15,862.0	3.6x	11.7x
Aspen Tech			✓	✓	✓	✓	205.4	77.9%	13,256.5	13,233.4	714.2	262.9	18.5x	NM
Mean								78.3%					3.9x	15.1x
Median								81.3%					3.1x	16.2x

## AIoT EV / LTM EBITDA Multiples



## AIoT Share Price Performance



Source: 451 Research

(1) Market Data including Market Capitalization amounts are based on closing share prices as of December 31, 2022.

(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






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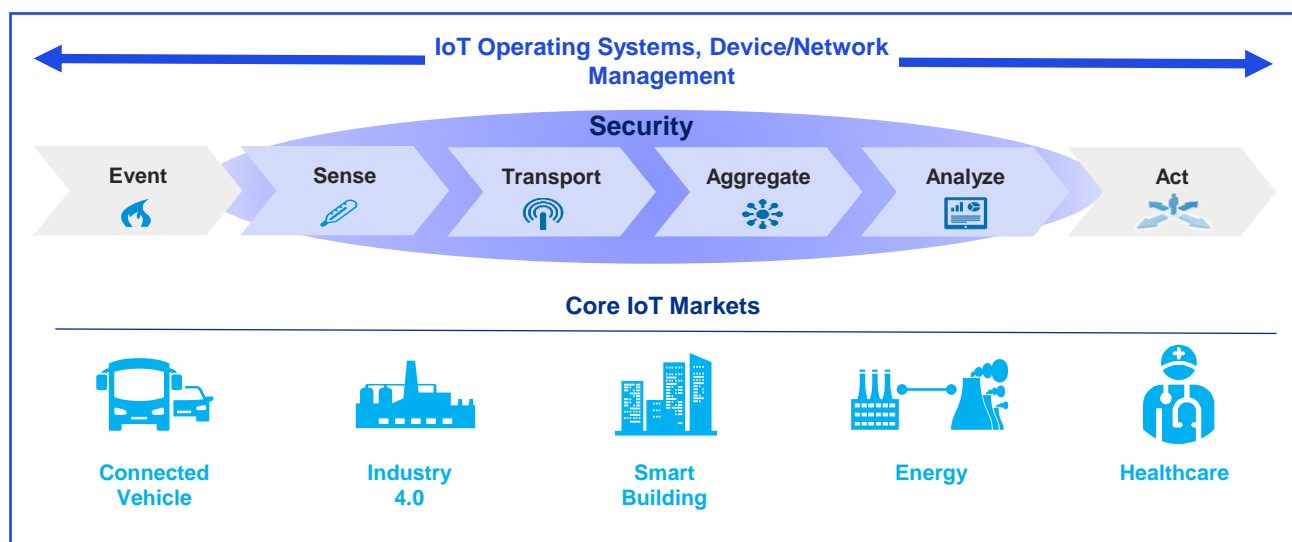
# IoT Sector Team

The IoT Sector team at KPMG Corporate Finance<sup>1</sup> has become one of the most prolific M&A advisors in IoT, having worked as a trusted advisor with clients in closing more than 18 buy and sell side transactions. By leveraging deep IoT domain experience and the firm's global reach, the IoT Sector Team at KPMG Corporate Finance has become a preferred advisor to global industry leaders, financial sponsors, and emerging innovators alike.




## Select Recent IoT Transactions

 <p><b>Project Marina</b></p> <p>Sale of an cloud-based software automation solution for the consumer goods end market</p> <p><i>Active</i></p>	 <p><b>Project Kent</b></p> <p>Sale of an IoT-enabled AI digital transformation company for the retail end market</p> <p><i>Active</i></p>	 <p>Has been acquired by</p>  <p><i>Broadband Infrastructure</i></p>	 <p>Has been acquired by</p>  <p><i>Healthcare IoT</i></p>	 <p>Has been acquired by</p>  <p><i>IoT / Fleet Management</i></p>	 <p>a portfolio company of</p>  <p>has been acquired by</p>  <p><i>IoT / Smart Building</i></p>
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## IoT Value Continuum



## IoT Investment Banking Team

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