

EQUITY RESEARCH

September 8, 2022

Industry Update

SPAC Bust – Bits & Bytes Weekly

SPAC Market Running On Fumes As Enthusiasm Fades

Our Conclusion

After rapidly gaining popularity during the pandemic with the promise of a faster and easier path to a public listing, the SPAC (special purpose acquisition company) market has crashed back to earth in 2022. Recent months have been particularly barren for SPACs, with minimal issuances throughout the summer months. There were no new SPAC issuances in July 2022 and only four in August. There have also been a number of notable deal cancellations as investor appetite for the announced SPAC mergers faded along with the overall stock market. It certainly appears that enthusiasm around the SPAC market has faded as equity markets have weakened and regulators have stated their intentions to tighten the rules and processes around the SPAC listing process.

Key Points

Many of the high-profile SPAC deals have run into issues, including the pending merger between Digital World Acquisition Corp (DWAC) and Donald Trump's Truth Social app, which has asked its investors to vote to extend the deal timeline. SPAC deals to take Forbes, Universal Music Group and SeatGeek public have all fallen apart before the finish line. According to Bloomberg, over 40 SPAC mergers have been cancelled in 2022. Cancelled SPACs haven't always been a negative, with SeatGeek's recent equity raise a prime example. After cancelling a pending SPAC merger with RedBall Acquisition Corp in early June, SeatGeek raised \$238 million in Series E financing this week at a US\$1.2 billion valuation, a relatively minor discount to the US\$1.35 billion valuation at the time of the SPAC announcement. SeatGeek could test the waters through a proper IPO process at some point in 2023.

For SPAC mergers that did make it across the finish line, the returns have been almost uniformly negative. According to Spactrack.io, of the 319 SPACs that closed a merger since the start of 2020, only 35 (11%) have generated a positive cumulative return. Per Renaissance capital, 53 SPAC mergers were completed in 2022 as of July, with a median return of -46%. Even more concerning is the fact that 25 companies that merged with SPACs between 2020 and 2021 have issued going concern warnings, highlighting substantial doubt about their ability to remain solvent over the next 12 months.

Another interesting fallout from the SPAC bust is the return of capital that SPAC investors are set to receive over the next six months, as SPACs that were unable to find a target are forced to return their cash. The Financial Times noted that \$75 billion of cash invested in SPACs is set to be returned over the next six months – cash that is likely to be reinvested back into equity markets. In the current market, the flat returns on investments in SPACs that didn't find a target have likely actually outperformed most investment strategies.

All figures in Canadian dollars unless otherwise stated.

For required regulatory disclosures please refer to "Important Disclosures" beginning on page 10.

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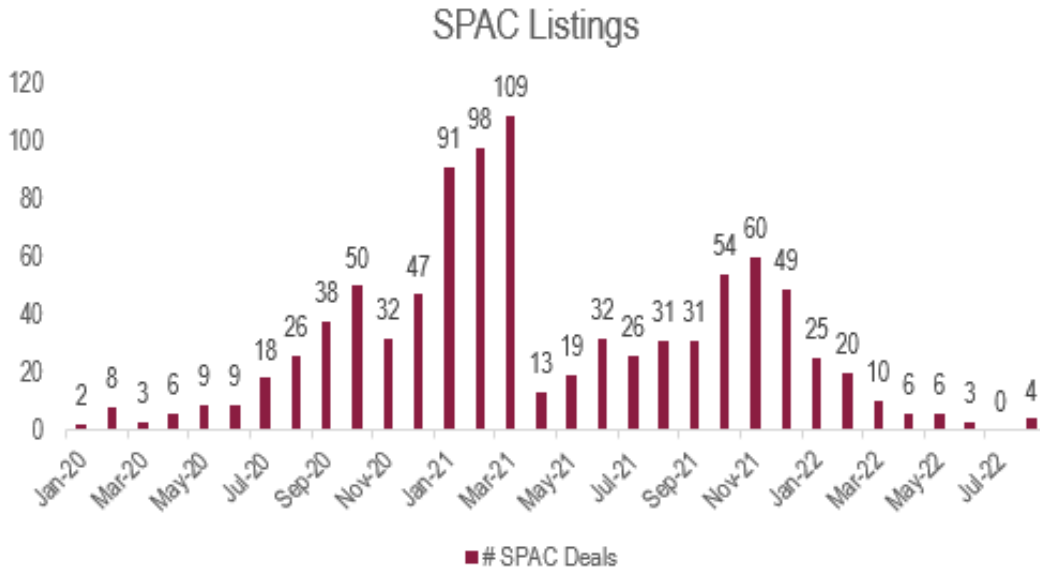
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Sector:
Information Technology

Exhibit 1: SPAC Public Listings – January 2020-August 2022



Source: Renaissance Capital and CIBC World Markets Inc.

As shown in the bar chart in Exhibit 1, SPAC listings accelerated through the back half of 2020 before exploding at the start of 2021. In 2021, 613 SPACs were publicly listed, with nearly half of those listed in the first three months of the year. Year-to-date, there have been 74 SPAC listings, and the majority of those were done in the first two months of the year. Year-to-date SPAC listings are down 82% Y/Y.

News Impacting Our Coverage

ACC Approves Dye & Durham's Link Group Acquisition

The Australian Competition & Consumer Competition (ACCC) has accepted Dye & Durham's proposed undertaking to divest its Australian businesses in order to facilitate the closing of the Link Group acquisition. While the ACCC approval removes the most significant regulatory hurdle facing the deal, a September 30 deadline is fast approaching and approvals from regulators in the U.K., Ireland and Luxembourg remain outstanding. [Link To Note](#)

Dye & Durham's Second Court Hearing In Relation To The Company's Proposed Acquisition Of Link Group Adjourned To September 15, 2022

Dye & Durham announced that Link Group has obtained an order to adjourn the second court hearing to September 15, 2022, previously scheduled for September 9 in Sydney, Australia. Link Group requested this adjournment to allow for additional time to receive required regulatory approvals.

Descartes Reports A Slight FQ2 Beat, With Revenue 4% Ahead Of Consensus And Adj. EBITDA 3% Above

Demand appeared robust in the quarter, with low-teens organic growth despite an uncertain macro environment. With 40% of revenues tied to transaction volumes, we see slowing shipment volumes as a potential headwind, although FQ2 volumes remained robust. In the current valuation environment, we expect Descartes to continue consolidating the market, with the company acquiring XPS for \$61MM in FQ2 and ending the quarter with \$189MM in net cash. [Link to Note](#)

Enghouse Announces Acquisition Of SaaS Provider VoicePort Ahead Of Earnings

VoicePort LLC is a provider of SaaS automated solutions, designed for the media industry, which will complement Enghouse's CCaaS product offerings. The target is based out of Rochester, New York. No transaction terms were disclosed.

Magnet Forensics Announces International Expansion To Australia

Magnet Forensics announced its expansion to Australia, which will strengthen the company's presence in the Asia-Pacific region where it currently has teams in Singapore and India. The company has hired employees sales and professional services employees in Australia and will look to continue to build a core team in the country to meet the rapidly emerging opportunity for digital forensics in the country.

Exhibit 2: CIBC Software/Services – Coverage Performance, 9/8/2021 - 9/8/2022

Software & Systems	Price	1 Week	1 Month	3 Month	6 Month	1 Year	YTD	52W High	52W Low
Constellation Software Inc	1,989.07	1.1	(7.2)	5.3	(3.1)	(9.3)	(15.2)	2385.80	1793.93
Descartes Systems	67.90	(1.6)	(6.4)	6.1	(4.6)	(17.1)	(17.9)	91.39	56.19
Enghouse Systems Limited	32.94	0.6	(1.3)	21.4	(9.8)	(47.3)	(32.0)	64.12	23.96
Open Text Corp	29.47	(6.1)	(24.9)	(27.0)	(29.0)	(45.8)	(37.9)	54.74	28.94
Kinaxis	145.67	(4.7)	(10.3)	5.4	(0.7)	(26.8)	(17.9)	229.98	119.48
Docebo, Inc.	39.81	0.5	(14.0)	(5.0)	(26.5)	(61.4)	(53.1)	117.55	32.35
Magnet Forensics	23.36	(7.8)	0.6	41.6	(7.9)	(57.9)	(28.9)	56.15	14.89
Q4 Inc.	4.50	2.0	(3.6)	(6.8)	(14.9)	NA	(47.1)	12.05	4.01
Average		(2.0)	(8.4)	5.1	(12.1)	(37.9)	(31.2)		

Business Services	Price	1 Week	1 Month	3 Month	6 Month	1 Year	YTD	52W High	52W Low
CGI Group Inc	103.50	1.0	(6.7)	(1.3)	2.6	(10.7)	(7.5)	116.63	95.45
Converge Technologies	5.72	1.8	(8.2)	(19.3)	(35.7)	(54.3)	(47.4)	12.87	4.85
Softchoice Corporation	17.93	1.9	(28.4)	(15.3)	(25.9)	(41.2)	(16.0)	34.00	17.50
Telus International	38.37	3.6	(1.0)	20.7	29.0	(12.3)	(8.2)	49.43	26.75
Average		2.1	(11.1)	(3.8)	(7.5)	(29.6)	(19.8)		

Indices	Price	1 Week	1 Month	3 Month	6 Month	1 Year	YTD
S&P/TSX Composite Index	19,396.60	1.3	(1.4)	(6.7)	(8.6)	(6.5)	(8.6)
S&P 500 Index	4,008.00	1.0	(3.2)	(2.6)	(3.9)	(11.2)	(15.9)
S&P/TSX Software Index	128.83	0.6	(12.3)	(5.8)	(15.6)	(46.4)	(39.3)
S&P500 Software Index	4,440.17	0.9	(7.6)	(3.9)	(5.6)	(19.1)	(24.1)

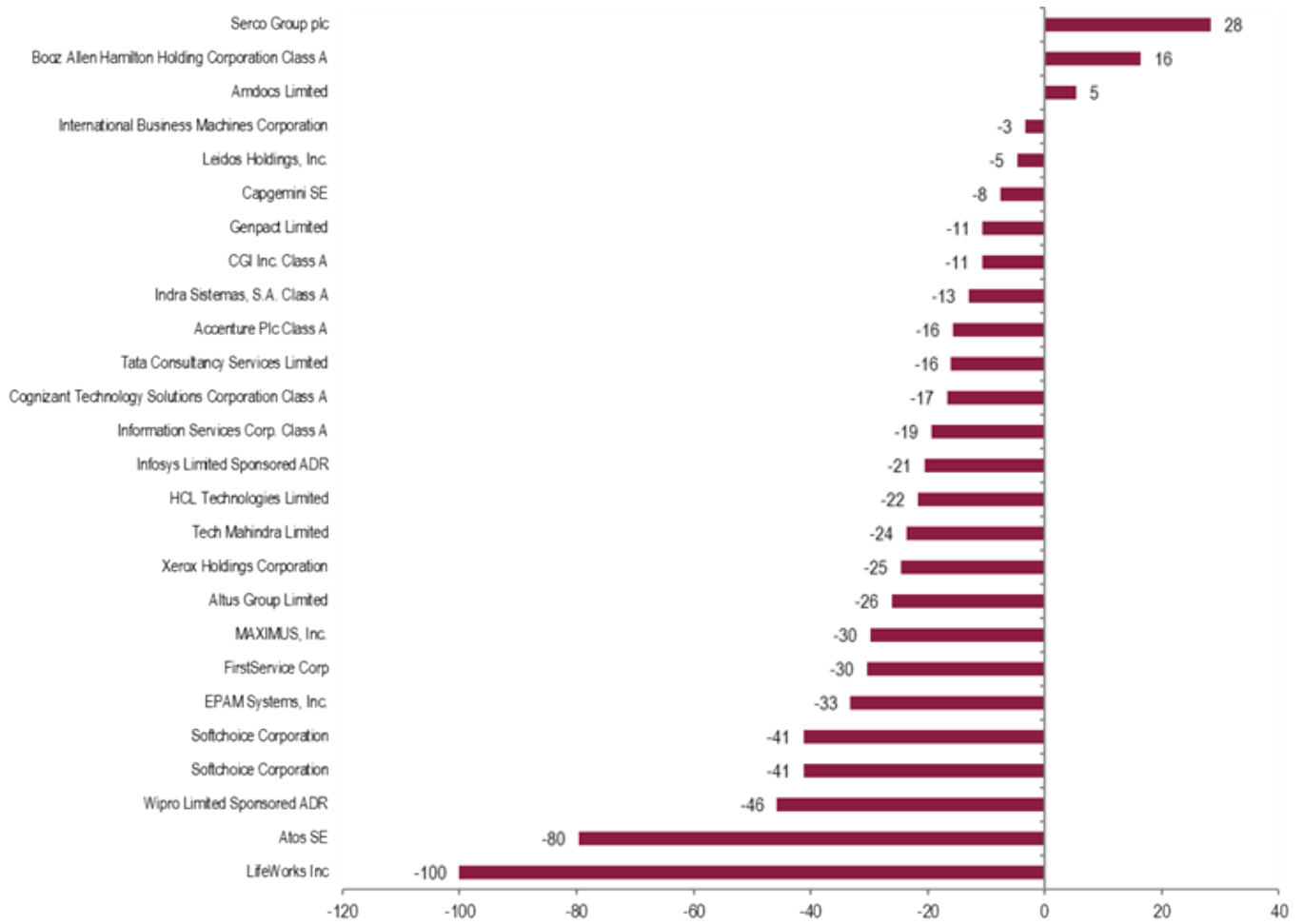
Source: FactSet and CIBC World Markets Inc.

Exhibit 3: Software Stocks – Return Performance (%), 9/8/2021 - 9/8/2022



Source: FactSet and CIBC World Markets Inc.

Exhibit 4: Business Services Stocks – Return Performance (%), 9/8/2021 - 9/8/2022



Source: FactSet and CIBC World Markets Inc.

Exhibit 5: Software Stocks – Comp Table, 2021 - 2023E

	Enterprise Value	EV/S			EV/EBITDA			P/E		
		C21	C22E	C23E	C21	C22E	C23E	C21	C22E	C23E
Enterprise Application Software										
Constellation Software Inc.*	33,383	6.5x	5.1x	4.5x	22.1x	19.6x	16.8x	48.4x	27.2x	24.5x
BlackBerry Limited*	3,229	3.6x	4.7x	3.4x	>50	NEG	NEG	NEG	NEG	NEG
Sage Group plc	7,758	4.2x	3.9x	3.7x	18.7x	16.5x	15.2x	28.1x	26.9x	24.1x
Tyler Technologies, Inc.	16,782	10.5x	9.0x	8.2x	47.7x	35.4x	32.5x	>50	>50	46.6x
Roper Technologies, Inc.	51,038	8.8x	9.8x	9.1x	23.1x	23.8x	21.9x	39.6x	30.0x	27.4x
Enghouse Systems Limited	1,623	3.5x	3.7x	3.74x	10.0x	11.2x	10.9x	19.7x	23.8x	22.9x
Oracle Corporation	256,041	6.3x	5.5x	5.0x	13.7x	11.2x	10.4x	16.4x	14.6x	13.3x
SAP SE	108,247	3.9x	3.5x	3.3x	15.1x	12.8x	11.4x	19.1x	17.6x	15.5x
Enterprise Application Software Average		5.9x	5.7x	5.1x	21.5x	18.6x	17.0x	28.6x	23.3x	24.9x
Extended ERP										
Adobe Incorporated	178,933	11.3x	10.0x	8.8x	26.8x	20.4x	17.8x	38.4x	28.0x	23.8x
Open Text Corporation	10,732	3.1x	3.0x	2.9x	8.4x	8.5x	8.0x	9.3x	9.4x	8.7x
Manhattan Associates, Inc.	8,591	12.9x	11.6x	10.5x	>50	44.1x	38.2x	>50	>50	>50
Pegasystems Inc.	3,321	2.7x	2.5x	2.3x	NEG	>50	26.7x	NEG	>50	41.3x
Software AG	1,643	2.0x	1.7x	1.6x	10.6x	8.2x	7.2x	23.1x	16.6x	13.8x
Fiserv, Inc.	88,724	5.5x	5.3x	4.9x	16.0x	12.4x	11.4x	>50	16.3x	14.3x
Extended ERP Average		6.3x	5.7x	5.2x	15.4x	18.7x	18.2x	23.6x	17.6x	20.4x
Software As A Service										
Descartes Systems Group Inc.	5,576	13.1x	11.4x	10.2x	30.1x	25.8x	23.0x	>50	>50	>50
Kinaxis, Inc.*	2,852	11.4x	7.9x	7.0x	>50	43.9x	39.0x	>50	>50	>50
Docebo, Inc.*	781	7.5x	5.4x	4.0x	NEG	NEG	>50	NEG	NEG	NEG
Lightspeed Commerce Inc*	1,818	3.9x	2.6x	2.0x	NEG	NEG	NEG	NEG	NEG	NEG
Veeva Systems Inc Class A	24,533	16.7x	11.6x	10.0x	>50	29.2x	25.2x	>50	42.0x	37.3x
Shopify, Inc. Class A	34,128	7.4x	6.2x	5.0x	>50	NEG	>50	13.7x	NEG	>50
Q4 Inc*	93	1.7x	1.7x	1.6x	NEG	NEG	NEG	NEG	NEG	NEG
Magnet Forensics, Inc.*	614	8.7x	6.5x	5.0x	33.0x	40.0x	22.5x	>50	>50	>50
Ceridian HCM Holding, Inc.	10,340	10.1x	8.4x	7.2x	>50	47.2x	38.0x	NEG	>50	>50
ServiceNow, Inc.	89,560	15.2x	12.2x	9.9x	>50	39.2x	31.3x	>50	>50	48.6x
Workday, Inc. Class A	41,575	9.7x	6.8x	5.7x	>50	26.6x	21.7x	NEG	49.1x	38.8x
Software As A Service Average		9.6x	7.3x	6.2x	31.5x	36.0x	28.7x	13.7x	45.6x	41.6x
Infrastructure Vendors										
Citrix Systems, Inc.	16,164	5.0x	4.9x	4.8x	23.0x	13.2x	13.0x	42.5x	>50	32.5x
Microsoft Corporation	1,903,373	11.3x	9.1x	8.1x	23.6x	18.3x	16.2x	32.1x	26.7x	23.4x
Infrastructure Vendors Average		8.2x	7.0x	6.4x	23.3x	15.7x	14.6x	37.3x	26.7x	27.9x
Software Average										
		7.7x	6.4x	5.6x	21.5x	24.2x	20.8x	27.5x	25.2x	26.9x

*Share Price Converted to USD

Source: FactSet and CIBC World Markets Inc.

Exhibit 6: Business Services Stocks – Comp Table, 2021 - 2023E

Enterprise Value (\$mlns.)	EV/EBITDA			P/E			EV/S			
	C21	C22E	C23E	C21	C22E	C23E	C21	C22E	C23E	
Business & IT Services										
CGI Inc. Class A	27,765	11.2x	10.8x	10.3x	18.5x	16.7x	15.8x	2.3x	2.1x	2.1x
TELUS International (CDA), Inc.	8,718	16.1x	14.0x	11.9x	29.0x	24.3x	19.3x	4.0x	3.4x	2.9x
Accenture Plc Class A	176,679	18.4x	15.0x	13.9x	31.3x	25.7x	23.0x	3.5x	2.8x	2.6x
Booz Allen Hamilton	15,152	17.0x	15.7x	14.8x	22.1x	22.2x	20.4x	1.9x	1.7x	1.6x
CACI International Inc Class A	8,470	11.4x	12.7x	11.8x	15.1x	15.3x	14.3x	1.4x	1.3x	1.3x
DXC Technology Co.	9,572	4.7x	3.9x	3.8x	NEG	7.5x	6.1x	0.5x	0.6x	0.7x
Genpact Limited	9,594	14.9x	12.2x	10.9x	24.2x	17.0x	15.1x	2.4x	2.2x	2.0x
International Business Machines	163,208	12.1x	10.4x	9.9x	20.2x	13.8x	12.7x	2.8x	2.7x	2.6x
Atos SE	2,762	2.6x	2.8x	2.6x	NEG	8.0x	4.6x	0.3x	0.3x	0.3x
Capgemini SE	35,573	12.3x	10.2x	9.4x	26.3x	16.7x	15.0x	2.0x	1.7x	1.5x
Sopra Steria Group SA	4,102	7.8x	6.8x	6.2x	15.1x	10.1x	9.3x	0.9x	0.8x	0.8x
Converge Technology Solutions C	1,233	13.1x	8.3x	6.6x	>50	34.8x	19.1x	0.8x	0.5x	0.4x
Business & IT Services Average		11.7x	10.4x	9.6x	22.4x	16.1x	14.1x	2.0x	1.8x	1.7x
HR Outsourcing										
Ceridian HCM Holding, Inc.	10,340	>50	47.2x	38.0x	NEG	>50	>50	10.1x	8.4x	7.2x
Willis Towers Watson	23,963	10.7x	10.2x	9.4x	6.4x	15.5x	13.6x	2.7x	2.7x	2.6x
Aon Plc Class A	71,025	18.6x	17.7x	16.5x	>50	22.1x	20.0x	5.8x	5.6x	5.3x
Automatic Data Processing, Inc.	102,106	26.6x	22.5x	20.2x	39.6x	32.0x	28.4x	6.8x	5.9x	5.5x
Paychex, Inc.	44,448	26.9x	20.7x	19.3x	41.1x	31.3x	29.0x	11.0x	9.2x	8.6x
HR Outsourcing Average		20.7x	23.6x	20.7x	29.1x	25.2x	22.8x	7.3x	6.4x	5.9x
Information Services										
Broadridge Financial Solutions, Inc.	23,821	20.5x	18.2x	17.0x	36.6x	25.2x	23.2x	4.6x	4.0x	3.8x
Dye & Durham Ltd.	1,992	12.5x	12.5x	8.8x	>50	>50	23.3x	5.3x	3.5x	3.0x
Deluxe Corporation	2,244	6.1x	5.4x	5.2x	12.6x	4.5x	4.3x	1.1x	1.0x	1.0x
Information Services Corp	418	6.2x	6.4x	6.4x	11.3x	11.1x	11.7x	2.5x	2.2x	2.1x
Information Services Average		11.3x	10.7x	9.4x	20.2x	13.6x	15.6x	3.4x	2.7x	2.5x
Financial Services Technology										
Fidelity National Information Services	73,840	12.1x	11.3x	10.4x	>50	12.8x	11.4x	5.3x	5.0x	4.7x
Fiserv, Inc.	88,724	16.0x	12.4x	11.4x	>50	16.3x	14.3x	5.5x	5.3x	4.9x
Jack Henry & Associates, Inc.	14,549	20.9x	23.0x	21.2x	47.9x	39.3x	36.7x	8.3x	7.2x	6.7x
ACI Worldwide, Inc.	3,505	9.5x	8.7x	8.0x	20.3x	16.2x	13.7x	2.6x	2.5x	2.3x
Temenos AG	6,680	12.2x	14.2x	12.8x	32.7x	19.5x	17.5x	6.9x	6.5x	5.9x
Global Payments Inc.	47,433	13.0x	12.1x	11.0x	39.9x	13.9x	12.1x	5.6x	5.9x	5.4x
Financial Services Technology Average		13.9x	13.6x	12.4x	35.2x	19.7x	17.6x	5.7x	5.4x	5.0x
Diversified Real Estate Services										
Colliers International Group Inc.	5,793	10.6x	8.8x	7.8x	-12.6x	15.0x	13.7x	1.4x	1.2x	1.2x
Altus Group Limited	2,381	23.0x	22.5x	18.9x	33.8x	33.8x	35.7x	3.8x	3.8x	3.4x
CBRE Group, Inc. Class A	27,211	12.7x	9.0x	8.6x	14.7x	12.9x	12.6x	1.0x	0.9x	0.8x
Jones Lang LaSalle Incorporated	10,081	6.9x	6.8x	6.6x	9.3x	8.8x	8.3x	0.5x	0.5x	0.4x
Diversified Real Estate Services Average		13.3x	11.8x	10.5x	11.3x	17.6x	17.6x	1.7x	1.6x	1.4x
Software Focused IT Solutions/VARs										
Softchoice Corporation* USD	885	36.3x	10.7x	8.7x	NEG	19.2x	14.6x	3.3x	2.8x	2.5x
Softcat Plc*	2,407	14.3x	14.9x	14.2x	19.2x	20.5x	20.2x	6.4x	6.4x	5.8x
Crayon Group Holding ASA*	9,217	>50	>50	>50	>50	>50	>50	>50	22.2x	18.9x
Bytes Technology Group Plc*	984	20.2x	16.5x	15.2x	40.1x	23.1x	22.4x	NA	NA	NA
SoftwareONE Holding Ltd.*	1,270	7.7x	5.4x	4.7x	13.3x	13.4x	12.2x	6.1x	1.3x	1.1x
Bytes Technology Group Plc* Average		19.6x	11.9x	10.7x	24.2x	19.0x	17.4x	5.3x	8.2x	7.1x
Business Services Average		14.3x	13.3x	11.9x	23.4x	18.2x	16.8x	3.9x	3.9x	3.6x

*Software Focused IT Solutions/VARs uses EV/GP metric.

Source: FactSet and CIBC World Markets Inc.

Exhibit 7: SaaS Stocks – Comp Table, 2021 - 2023E

	LTM Revenue	LTM FCF	NTM Revenue	NTM FCF	LTM Rule	NTM Rule	Enterprise Value (\$MM)	EV/S		
	Growth	Margin	Growth	Margin	Of 40	Of 40		C21	C22E	C23E
Tier 1 SaaS (Rule of 40 > 60)										
Zoom Video Communications	18%	31%	6%	27%	49%	33%	18,791	7.1x	4.3x	4.3x
CrowdStrike Holdings, Inc.	61%	30%	43%	29%	91%	72%	38,910	44.5x	18.0x	18.0x
Shopify, Inc.	30%	1%	21%	-9%	31%	12%	32,700	7.1x	5.9x	5.9x
Zscaler, Inc.	61%	22%	41%	22%	83%	63%	20,417	30.3x	16.4x	16.4x
Lightspeed POS, Inc.	101%	-19%	33%	-5%	82%	28%	1,735	7.8x	2.5x	2.5x
DocuSign, Inc.	37%	24%	14%	16%	61%	30%	11,104	7.6x	4.6x	4.6x
Veeva Systems Inc	20%	38%	15%	37%	58%	53%	24,187	16.5x	11.4x	11.4x
Atlassian Corp. Plc	34%	27%	28%	22%	61%	50%	59,874	28.7x	18.7x	18.7x
Twilio, Inc.	51%	-6%	28%	-3%	45%	25%	8,362	2.9x	2.2x	2.2x
ServiceNow, Inc.	28%	31%	23%	30%	58%	53%	88,626	15.0x	12.1x	12.1x
HubSpot, Inc.	42%	16%	23%	12%	58%	35%	13,551	10.4x	8.0x	8.0x
Tier 1 SaaS (Rule of 40 > 60) Average								16.2x	9.5x	9.5x
	LTM Revenue	LTM FCF	NTM Revenue	NTM FCF	LTM Rule	NTM Rule	Enterprise Value (\$MM)	EV/S		
	Growth	Margin	Growth	Margin	Of 40	Of 40		C21E	C22E	C23E
Tier 2 SaaS (Rule of 40 b/w 40-60)										
Docebo, Inc.	50%	-2%	36%	-4%	48%	32%	781	7.5x	5.4x	4.0x
Qualys, Inc.	17%	40%	18%	36%	56%	55%	5,417	13.1x	11.1x	11.1x
Descartes Systems	22%	39%	10%	36%	61%	46%	5,690	13.4x	11.6x	10.4x
Avalara Inc	33%	3%	21%	3%	36%	24%	7,579	10.8x	8.7x	8.7x
Five9, Inc.	34%	-4%	23%	7%	30%	30%	6,553	10.7x	8.4x	8.4x
Dropbox, Inc.	11%	33%	6%	34%	44%	40%	8,517	3.9x	3.7x	3.7x
Wix.com Ltd.	16%	-1%	8%	4%	15%	12%	3,433	2.7x	2.5x	2.5x
Workday, Inc.	22%	21%	19%	20%	43%	39%	40,889	9.5x	6.7x	6.7x
VMware, Inc.	7%	24%	7%	29%	31%	35%	58,843	5.0x	4.4x	4.4x
Tier 2 SaaS (Rule of 40 b/w 40-60) Average								8.5x	6.9x	6.7x
	LTM Revenue	LTM FCF	NTM Revenue	NTM FCF	LTM Rule	NTM Rule	Enterprise Value (\$MM)	EV/S		
	Growth	Margin	Growth	Margin	Of 40	Of 40		C21E	C22E	C23E
Tier 3 SaaS (Rule of 40 b/w 28-40)										
BlackLine, Inc.	22%	8%	22%	6%	30%	28%	4,023	9.5x	7.6x	7.6x
Zendesk, Inc.	30%	12%	21%	14%	42%	35%	9,632	7.2x	5.7x	5.7x
MongoDB, Inc.	54%	-2%	25%	2%	52%	27%	16,216	27.5x	13.7x	13.7x
LivePerson, Inc.	19%	-27%	5%	-4%	-8%	1%	932	2.0x	1.8x	1.8x
Rapid7 Inc.	33%	5%	23%	11%	38%	35%	3,884	7.3x	5.6x	5.6x
Paylocity Holding Corp.	34%	16%	28%	15%	50%	43%	13,569	21.3x	13.9x	13.9x
Q2 Holdings, Inc.	18%	0%	18%	3%	18%	21%	2,463	4.9x	4.3x	4.3x
Akamai Technologies, Inc.	7%	24%	3%	21%	31%	24%	16,133	4.7x	4.5x	4.5x
Tier 3 SaaS (Rule of 40 b/w 28-40) Average								10.5x	7.2x	7.2x
	LTM Revenue	LTM FCF	NTM Revenue	NTM FCF	LTM Rule	NTM Rule	Enterprise Value (\$MM)	EV/S		
	Growth	Margin	Growth	Margin	Of 40	Of 40		C21E	C22E	C23E
Tier 4 SaaS (Rule of 40 <28)										
RingCentral, Inc.	33%	8%	22%	9%	40%	30%	5,277	3.3x	2.6x	2.6x
Teradata Corporation	-3%	19%	-3%	23%	16%	20%	3,318	1.7x	1.8x	1.8x
Zuora, Inc.	15%	4%	13%	0%	19%	13%	879	2.9x	2.2x	2.2x
New Relic, Inc.	20%	3%	17%	1%	23%	18%	3,815	5.7x	4.3x	4.3x
Kinaxis, Inc.	35%	7%	23%	9%	42%	32%	2,826	11.3x	7.8x	7.0x
Yext, Inc.	10%	1%	2%	-1%	11%	1%	407	1.1x	1.0x	1.0x
Splunk Inc.	26%	7%	21%	14%	33%	35%	16,034	7.2x	4.8x	4.8x
Tier 4 SaaS (Rule of 40 <28) Average								4.7x	3.5x	3.4x
SaaS Average								10.6x	7.1x	7.0x

Source: FactSet and CIBC World Markets Inc.

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