



Transportation Technology Update

SECTOR COVERAGE REPORT: 2022 YEAR IN REVIEW AND PERSPECTIVES ON 2023

APRIL 2023



Houlihan Lokey

Introduction

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We are pleased to issue Houlihan Lokey’s Transportation Technology Update, which offers our views on 2022 and our perspectives on key ongoing themes for 2023.

Although macro risks impacted technology valuations in 2022 and certain headwinds remain on the horizon, we remain excited about the sector. More than ever, investors are looking for businesses that are providing essential and deeply embedded solutions to non-discretionary end markets like the eight primary transportation sectors we cover: automotive, aviation, maritime, off-road, public transit, rail, supply chain and logistics, and trucking. Technology adoption in these sectors is accelerating due to a focus on efficiency, supply chain resilience, increased asset complexity, and expanding safety and sustainability regulations. Furthermore, these sectors remain highly fragmented, creating consolidation opportunities for both strategics and private equity investors.

As Houlihan Lokey continues to execute transactions in this space, we invite you to contact us to discuss past transactions, future opportunities, or the ecosystem more broadly.

Best Regards,



Shane Kaiser
Managing Director, Head of Transportation Technology

2022 Year in Review and 2023 Outlook

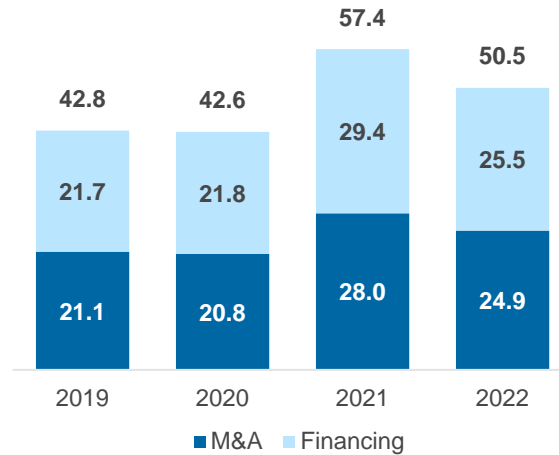


2022 Year in Review

- Although the 2022 M&A market started off strong in Q1, early in the year, stock prices began pricing in macroeconomic concerns, and by Q2 these pressures started creating challenges for dealmaking
 - Concerns included inflation and elevated interest rates, the Russian invasion of Ukraine, recession fears, persistent supply chain issues, tightening of credit market
- Given the outperformance of technology in 2020 and 2021 (74% Nasdaq vs. 48% S&P 500), the sector faced a more significant correction in 2022 ((33%) Nasdaq vs. (19%) S&P 500)
- Valuations peaked in July 2021, with EV/LTM Revenue for Nasdaq and S&P at 5.3x and 3.5x, respectively, and ended December 2022 at 3.0x and 2.5x
- We saw high-quality deals continue to get completed at attractive valuations with both strategic and private equity buyers; however, execution speed slowed dramatically from the accelerated pace of 2021 due to enhanced focus on due diligence
- In the technology sector in particular, investor appetite noticeably shifted from a “growth at all costs” mindset to a focus on “Rule of 40” with an emphasis on profitability
- Companies with mission-critical solutions for recession-proof end markets became increasingly attractive to investors

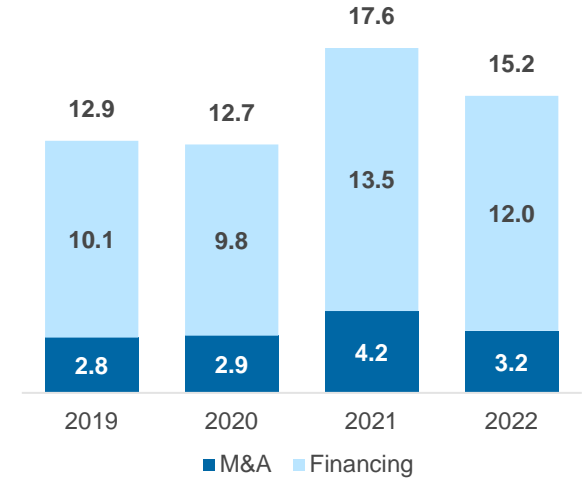
Total U.S. Transaction Count⁽¹⁾

In thousands



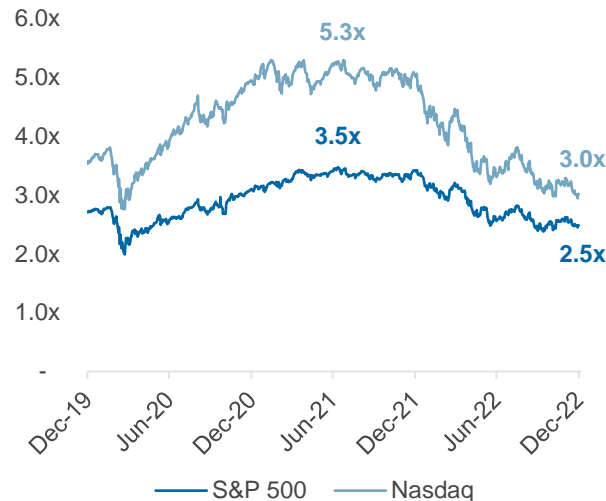
Total U.S. Software Transaction Count⁽¹⁾

In thousands



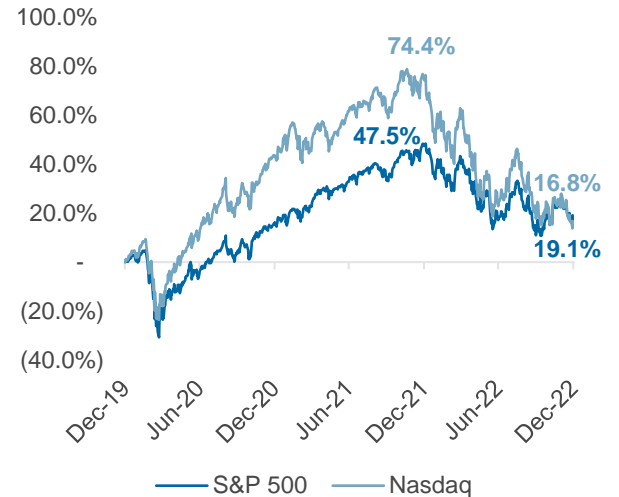
Market Valuations Trend

EV/LTM Revenue



Market Share Price Performance

% change since Jan. 2020



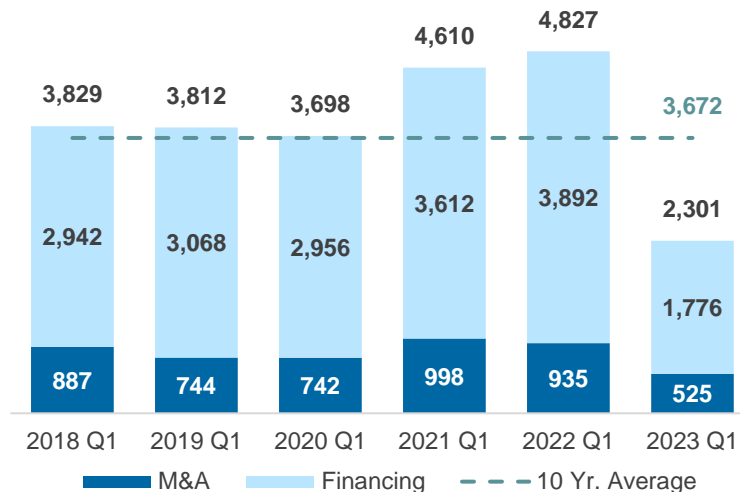
Sources: PitchBook and S&P Global Capital IQ.

(1) Target HQ located in United States.

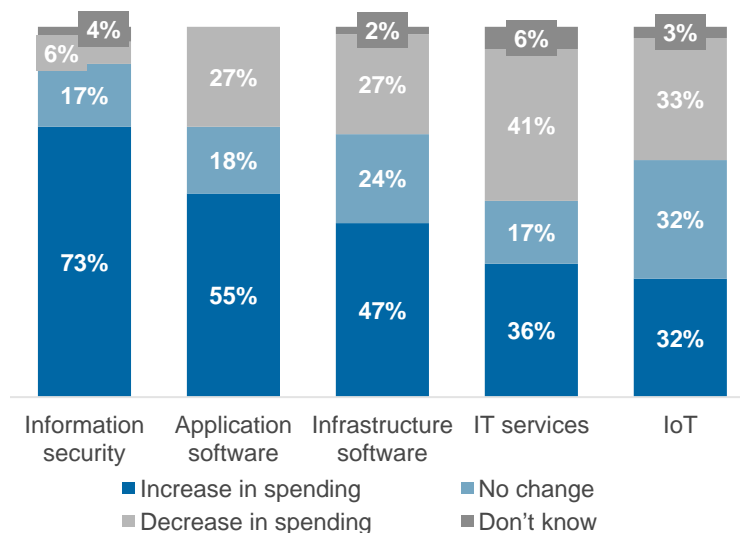
What to Expect in 2023

- Although there was quite a bit of optimism going into 2023, the first quarter has still been dominated by uncertainty, especially driven by the regional banking crisis in the U.S. and its global implications
- There are still questions around inflation and interest rates, although there is a growing belief that interest rate hikes will likely be paused
- The expectation is that the deal environment will improve in H2 2023, as processes that may have stalled starting in H2 2022 will come to market
- Given the ongoing bid/ask spread of valuation expectations, there is likely to be a greater emphasis on add-ons vs. new platform investments
- Financial sponsors are eager to put capital to work given the high levels of dry powder, and with elongated hold periods given the low level of activity recently, there may be an increase in exit activity later in the year
- Those strategic players that emerged from 2022 relatively stronger than their peers will be actively executing M&A deals given the more attractive valuation environment
- A recent 451 Research M&A survey confirms that consensus expectations are for an increased number of M&A deals at similar or lower valuations levels

Q1 U.S. Software Transaction Activity⁽¹⁾

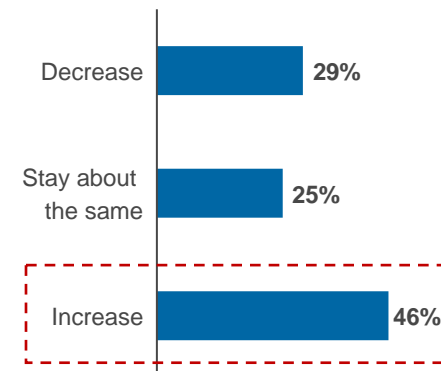


Forecast Change in M&A Spending in 2023

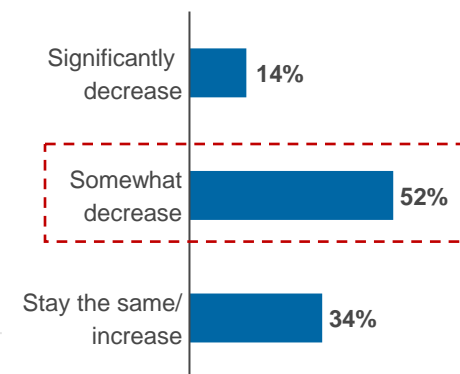


451 Research M&A survey

Will M&A volume increase in 2023 compared to 2022?



Will M&A valuations increase in 2023 compared to 2022?



Sources: PitchBook as of March 31, 2023; 451 Research.

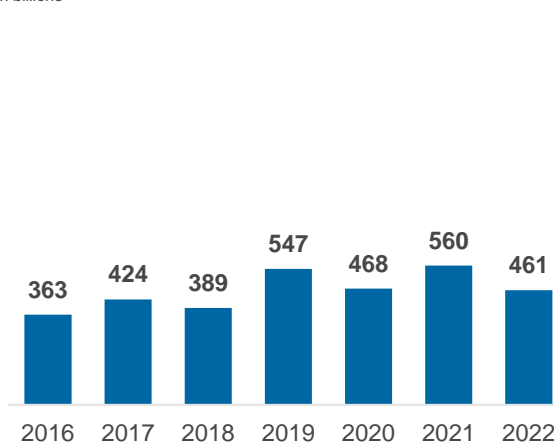
(1) Target HQ located in United States.

Still Significant Fresh Capital for Financial Investors to Deploy

- In 2022, global private equity fundraising reached \$461 billion and VC fundraising reached \$254 billion, which were strong results given the macroeconomic headwinds
- Regionally, North America dominated fundraising, as Europe was rocked by the Russia-Ukraine war, resulting in a continent-wide energy crisis. In 2022, North America accounted for 78% of private equity fundraising (vs. 66% in 2021) and 66% of VC fundraising (vs. 55% in 2021)
- Established managers had a much more successful year, as LPs were less willing to invest with unproven emerging managers
- Brand-name mega PE funds continued to successfully raise new tech funds at record-breaking levels
- Thoma Bravo raised more than \$32 billion for buyouts and growth investments in 2022, with its flagship buyout vehicle collecting \$24.3 billion—\$6.5 billion more than its predecessor pool and a record for a tech-focused buyout fund raised by an independent PE firm
- Although the fundraising environment was and continues to be tighter than it was in prior years, PE and VC investors have significant amounts of dry powder, which makes us optimistic about deal activity in H2 2023
- In the medium term, the increased number of VC-backed companies will soon represent attractive acquisition opportunities for PEs and strategic buyers

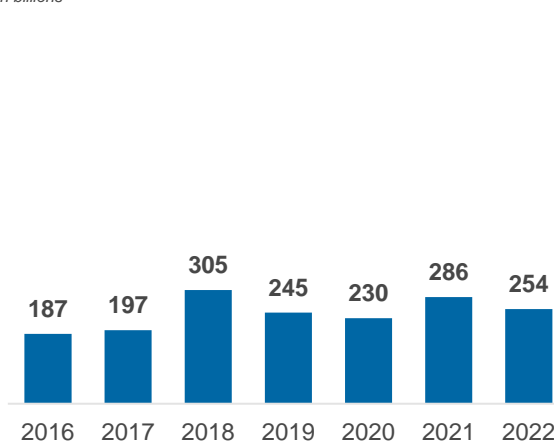
Private Equity Capital Raised

\$ in billions



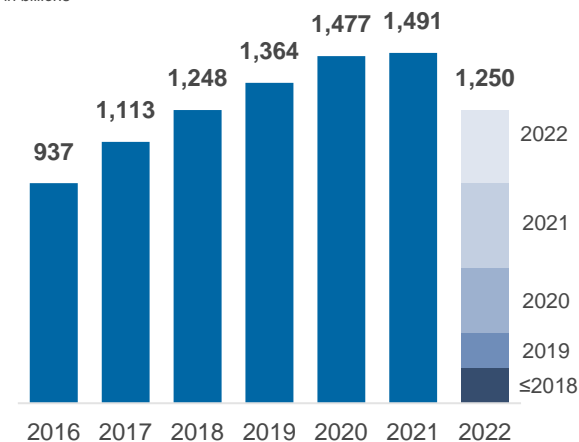
Venture Capital Capital Raised

\$ in billions



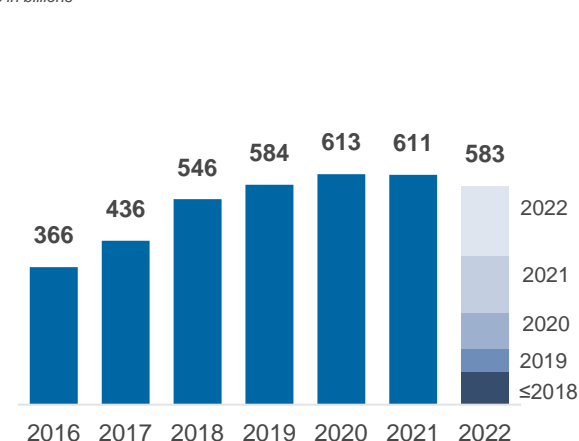
Private Equity Dry Powder

\$ in billions



Venture Capital Dry Powder

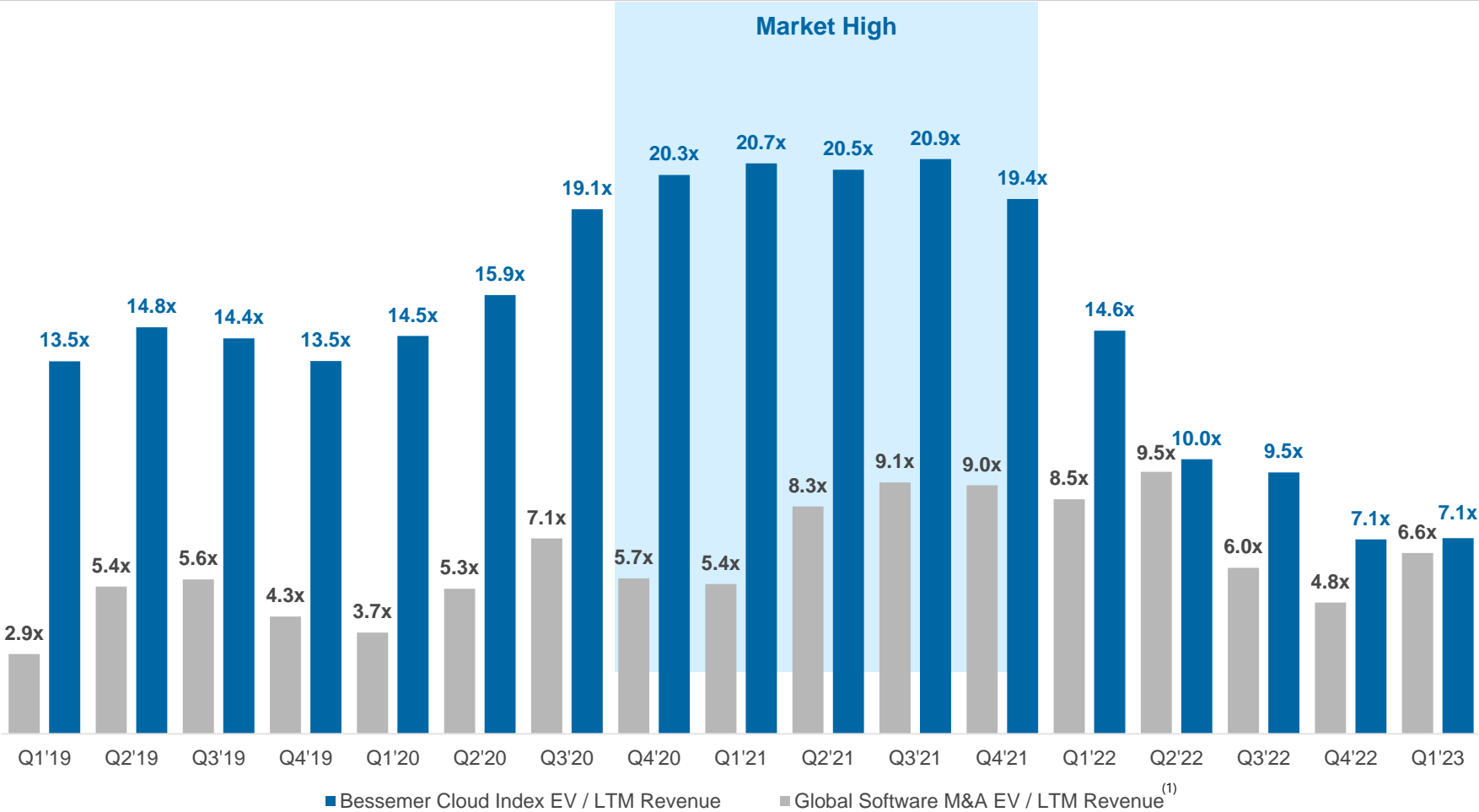
\$ in billions



Swing in Multiples Has Been Corrected

Multiples rose dramatically starting in 2020 (public more so than private) but have since returned to normalized levels; the stabilization of multiples should fuel deal activity as buyers and sellers have more aligned value expectations.

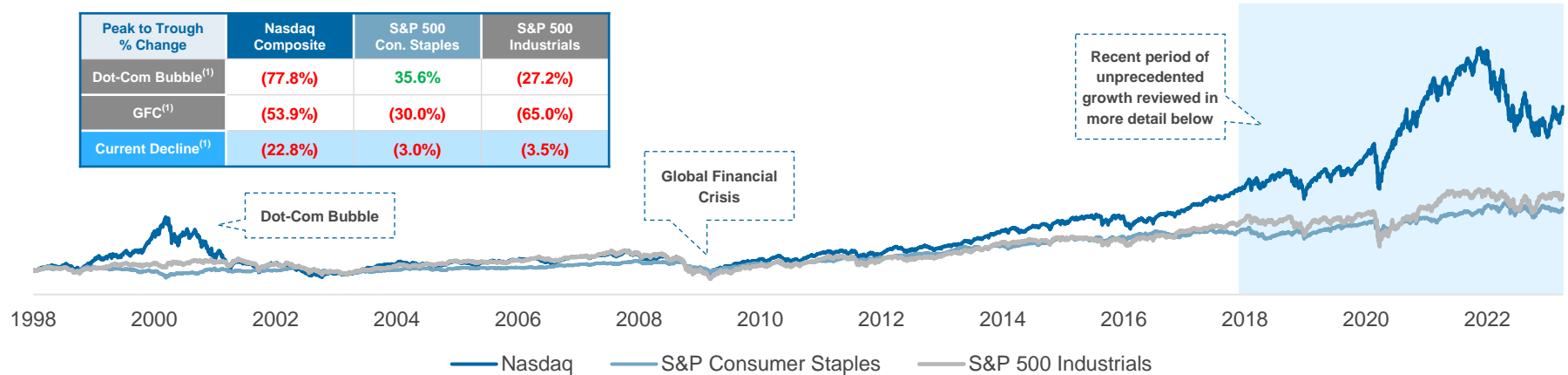
Median Public and M&A Software EV/TTM Revenue



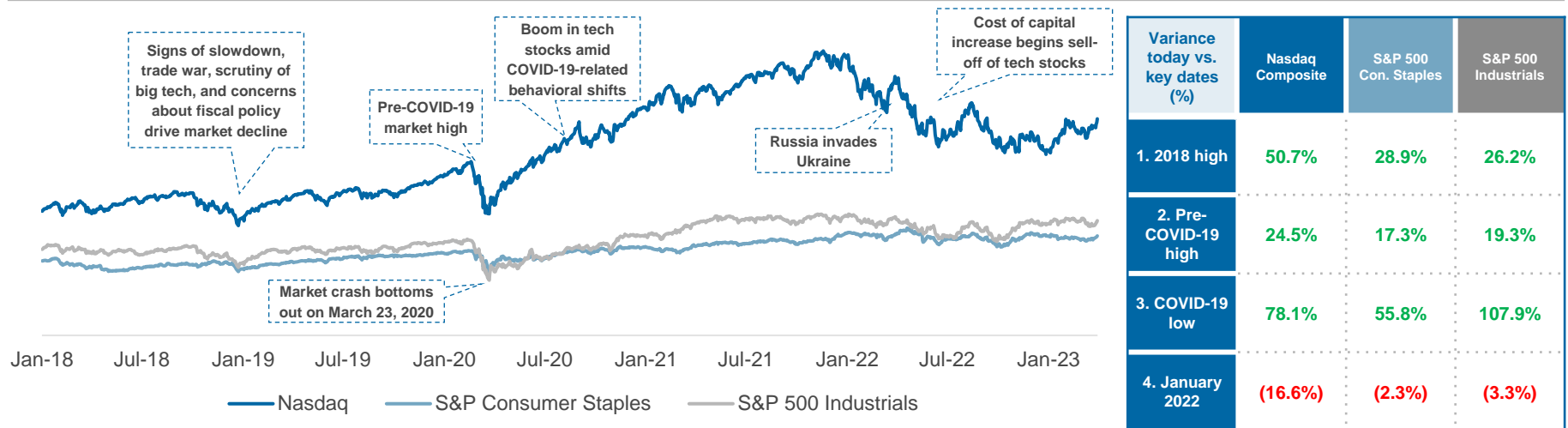
Sources: PitchBook and S&P Global Capital IQ as of March 31, 2023.
 (1) Includes global software M&A transactions with enterprise values greater than \$50 million.

Recent Recovery Looks Like the Beginning of a New Cycle

Through the Cycle – Index Performance Since 1998



Despite the Correction, Tech Stocks Remain Well Above Pre-COVID-19 Levels



Source: S&P Capital IQ.

(1) Calculated as % change in index value between (i) Dot-Com: March 10, 2000–October 7, 2002, (ii) GFC: October 9, 2007–March 6, 2009, and (iii) Current Decline: January 3, 2022–March 31, 2023.

M&A and Financing Activity Within Transportation Technology



M&A and Financing Activity Within Transportation Technology

2022 M&A and Financing Activity

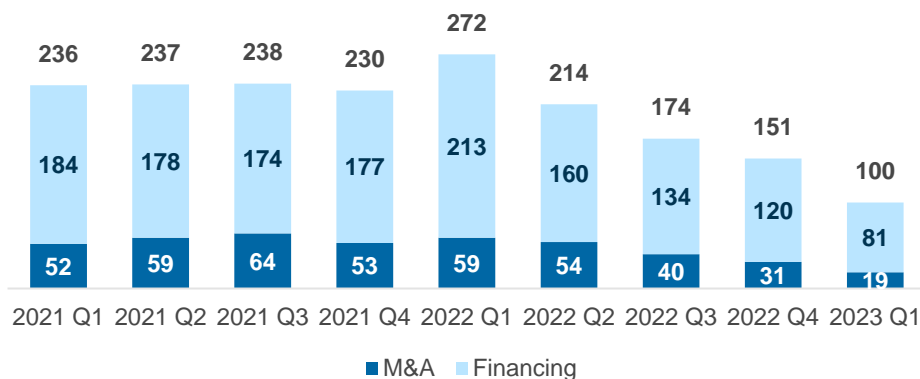
The transportation technology M&A and financing market remained active in 2022, albeit off of the frenzied pace of 2021

- There were 811 transactions in 2022 with targets located in the U.S., 14% lower than the 941 transactions tracked in 2021
- Strategic acquirers have shown a slightly larger appetite for M&A activity in 2022, accounting for 54% of transactions, and financial acquirers account for 46%
- In particular, the auto, trucking, supply chain, and public transit sectors were more active than the aviation, maritime, off-road, and rail sectors

Persistent Themes Driving M&A Across Transportation Technology Sectors:

- Focus on targets with scaled, differentiated, and mission-critical assets (e.g., WiseTech's acquisition of Blume Global and Trimble's acquisition of Transporeon)
- Large strategics (usually sponsor-backed) building out M&A platforms (e.g., J.D. Power acquiring ZappyRide and We Predict; Solera acquiring Spireon and ENData)
- As the transportation market is relatively early in its technology adoption curve, there are multiple medium-sized players rolling up small software players in order to gain scale and expand service offerings (e.g., Vehlo, Dominion Dealer, and AMCS)

Total U.S. Transportation Tech Transactions⁽¹⁾



Source: PitchBook as of March 31, 2023.

(1) Target HQ located in United States.

Active Strategic Acquirers

Company	Target Sectors of Focus	2023	2022	2021	2020	2019
DESCARTES	Supply Chain and Logistics	2	3	3	3	3
J.D. POWER	Auto	1	3	1	2	2
SOLERA	Auto and Trucking	-	1	4	1	2
COX AUTOMOTIVE	Auto	-	-	-	5	1
Trimble	Trucking and Off-Road	1	2	1	1	1
wisetechnology global	Supply Chain and Logistics	2	2	-	1	1
ACV	Auto	-	2	1	1	1

Active Majority Investors

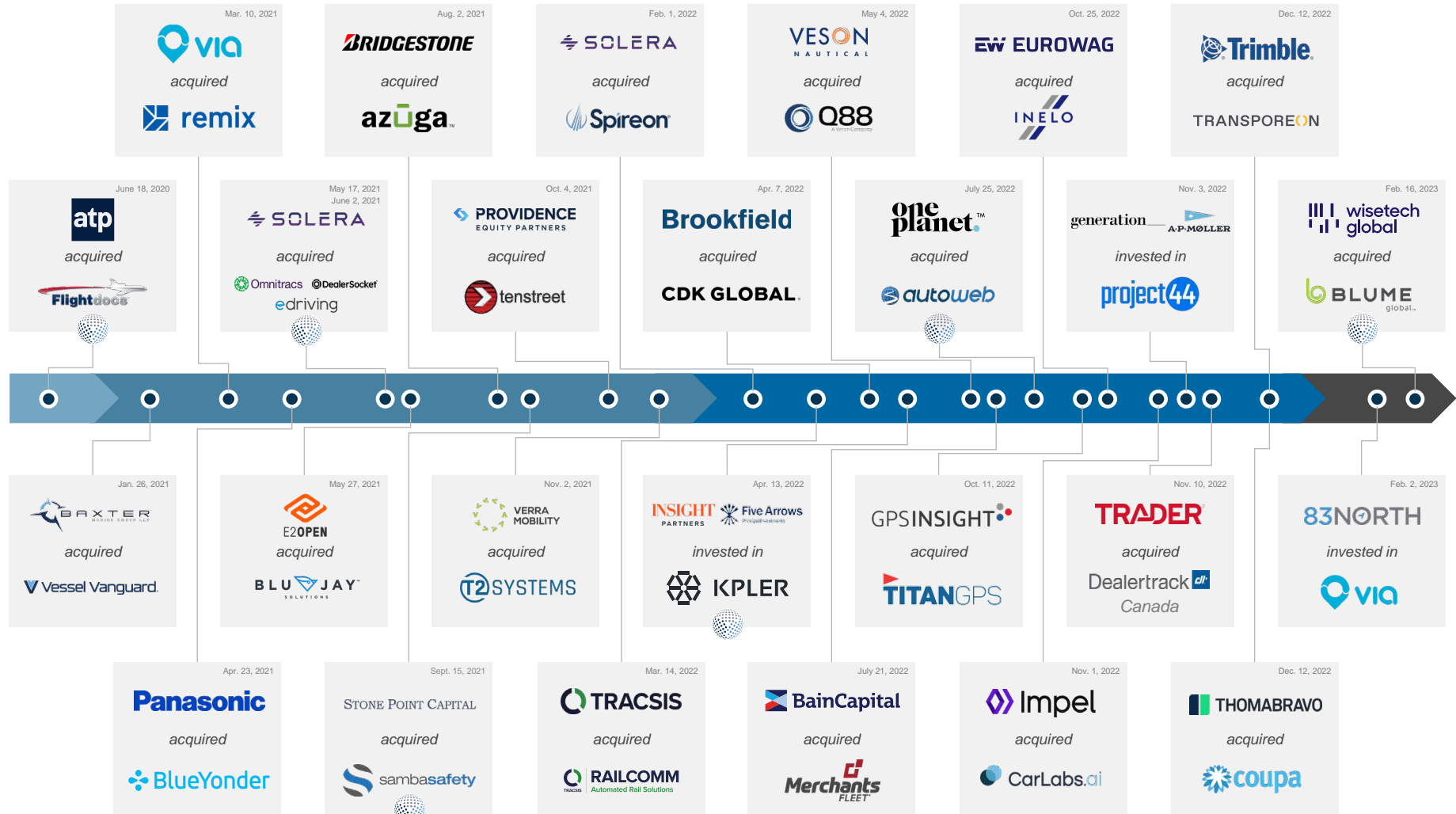
Company	Target Sectors of Focus	2023	2022	2021	2020	2019
AKKR	Diversified	-	4	7	7	3
VISTA	Auto and Trucking	-	2	8	5	6
THOMABRAVO	Diversified	1	5	5	5	3
PROVIDENCE EQUITY PARTNERS	Auto	-	2	4	5	2
LLR	Diversified	1	3	2	1	2
GENSTAR	Auto	-	1	3	1	1
capstreet	Auto	-	2	1	1	1

Active Minority Investors

Company	Target Sectors of Focus	2023	2022	2021	2020	2019
INSIGHT PARTNERS	Diversified	2	10	9	2	1
AUTOTECH VENTURES	Diversified	-	6	10	4	3
SoftBank	Diversified	-	6	9	2	5
TIGERGLOBAL	Diversified	-	7	10	2	3
8VC	Diversified	1	2	11	4	2
SEQUOIA	Diversified	-	4	3	3	3
Battery	Diversified	1	-	3	3	-

Transportation Technology Transaction Timeline

The transportation technology M&A market has been active and balanced with interest from strategics and financial sponsors.



Note: Houlihan Lokey logo indicates a deal closed by Houlihan Lokey or by GCA prior to its acquisition by Houlihan Lokey.

Notable Transactions

WiseTech Global's Acquisition of Blume Global | Announced on February 16, 2023; Closed on April 3, 2023



acquisition of



- Blume Global is a multimodal supply chain orchestration platform that unites end-to-end visibility, supplier management, and logistics execution.
- As the single source of truth for logistics data, Blume provides visibility throughout the value chain, from sourcing to delivery, allowing customers to use Blume solutions to navigate disruptions and create agile plans amid supply chain uncertainty. Blume has the most extensive network among logistics technology providers.
- *“Joining the WiseTech Global group means greater scale and resources to make logistics processes more productive, agile, dependable, and sustainable with innovative execution and visibility solutions. We want to thank the team at Apollo for helping to stand up and grow Blume as a standalone company and are thrilled to embark on this next chapter to drive even greater digital innovation in this sector.”* —Pervinder Johar (CEO, Blume Global)

Blume Global Profile:

- Founded in 1994
- 1,100+ terminals, depots, and rail ramps and 10,000+ motor carriers
- Industries: automotive, retail, industrial manufacturing, high tech, consumer products, and healthcare
- Geographies Served: Global Reach

Trimble's Acquisition of Transporeon | Announced on December 12, 2022; Closed on April 3, 2023



acquisition of



TRANSPOREON

- Transporeon is a leading provider of transportation management solutions designed to facilitate collaboration between the different supply chain parties, automate manual processes, and provide valuable real-time insights.
- Transporeon's open platform integrates with more than 3,000 global ERP and transportation management systems, enabling a dense network to facilitate more than 25 million on-platform transports in 2022. Transporeon helps customers increase competitiveness, lower costs, reduce waste, and solve complex freight problems.
- *“Transporeon is a leading market player with a large TAM, profitable growth, and a platform focused on connected supply chain infrastructure, all of which are highly aligned with Trimble's Connect & Scale strategy... We look forward to working together to enhance and expand on the company's significant growth trajectory and to offer enhanced TMS platform solutions to Transporeon customers in Europe and to Trimble customers in the North American market.”* —Rob Painter (CEO, Trimble)

Transporeon Profile:

- Founded in 2000
- 1,300+ industrial shippers, 145,000+ carriers, and 100+ large retailers
- Industries: consumer goods, retail, chemical, construction material, automotive, and metal and steel
- Geographies Served: Global Reach

Generation Investment Management and A.P. Moller's Financing of project44 | Announced and Closed on November 3, 2022

generation



A.P. MØLLER

financing of



- project44 is a leading visibility platform for shippers, freight forwarders, carriers, and logistics service providers that connects, automates, and provides visibility into key transportation processes to accelerate insights and shorten the time it takes to act on those insights.
- project44 supports all transportation modes and shipping types, including air, parcel, final-mile, less-than-truckload, volume less-than-truckload, groupage, truckload, rail, intermodal, and ocean.
- *“This latest round of funding will accelerate our ability to connect all parties across the supply chain ecosystem and deliver the highest-quality supply chain and emissions visibility data to our shipper, freight forwarder, and LSP customers. With these data feeds, our customers are able to outperform their competitors by managing inventory better, delivering an exceptional customer experience, and building a more predictable and resilient supply chain.”* —Jett McCandless (Founder and CEO, project44)

project44 Profile:

- Founded in 2014
- ~1,200 customers
- Industry: supply chain
- Geographies Served: Global Reach

GPS Insight's Acquisition of Titan GPS | Announced and Closed on October 11, 2022



acquisition of






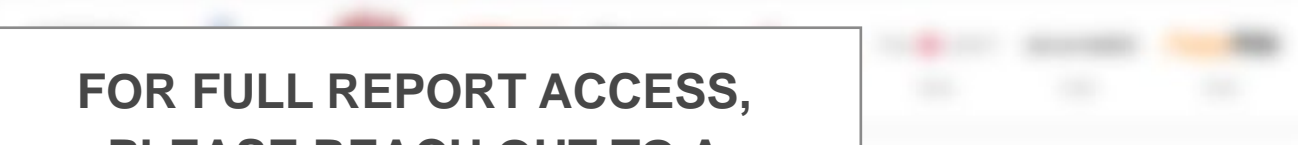

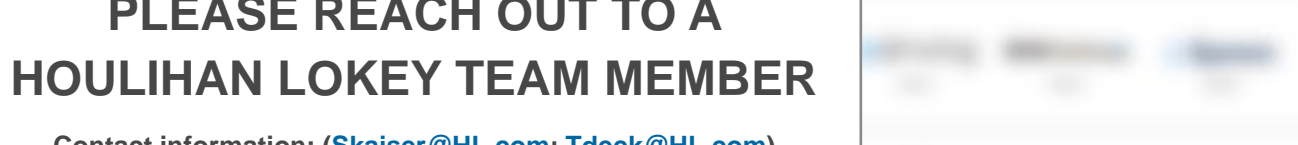

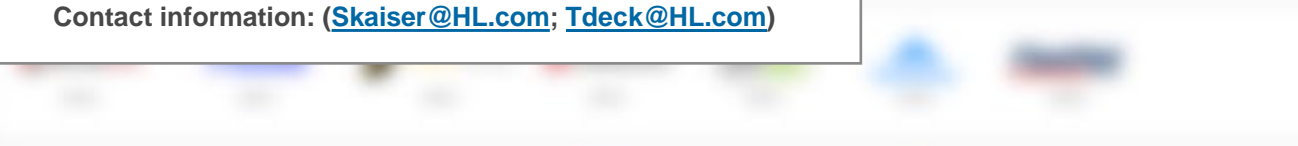






- Titan GPS is an innovative leader in GPS telematics, connected transportation, and industrial IoT, marketing state-of-the-art fleet management solutions.
- Titan GPS' fleet management solutions offer advanced, enterprise-level GPS tracking, end-to-end visibility, and deep insights. Its proprietary, cloud-based software platform supports a broad range of business optimization tools, including GPS telematics, electronic logging devices, fleet smart AI cameras, workflow optimization applications, and OEM telematics connectivity.
- *“GPS Insight is pleased to announce this strategic partnership with [Titan GPS], as it allows us to provide even more robust solutions for our customers while extending our competitive advantage across the fleet management and field service industries... We are committed to providing tools for businesses to operate more efficiently, and by combining our teams and platforms, we create an unparalleled synergy to guarantee high-quality, reliable service.”* —Gary Fitzgerald (CEO, GPS Insight)

Titan GPS Profile:

- Founded in 2004
- ~5,000 customers
- Industries: auto, trucking, construction, waste management, field services, delivery, oil and gas, government, and landscaping
- Geographies Served: North America

Active Strategic Acquirers

Among all transportation modes, strategic buyer rationales mainly include the expansion of transportation networks and diversification of end markets.

Acquirer	# Acquisitions (Since Jan. 1, 2019)	Targets
	10	
	8	
	8	
	7	
	6	
	6	
	6	

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HOULIHAN LOKEY TEAM MEMBER**

Contact information: (Skaiser@HL.com; Tdeck@HL.com)

Active Majority Investors

Financial sponsors have been very active, executing new acquisitions as well as supporting their existing portfolio companies.

Investor	# Investments (Since Jan. 1, 2019)	Targets
[Blurred]	20	[Blurred]
[Blurred]	20	[Blurred]
[Blurred]	20	[Blurred]
[Blurred]	20	[Blurred]
[Blurred]	20	[Blurred]
[Blurred]	20	[Blurred]
[Blurred]	20	[Blurred]




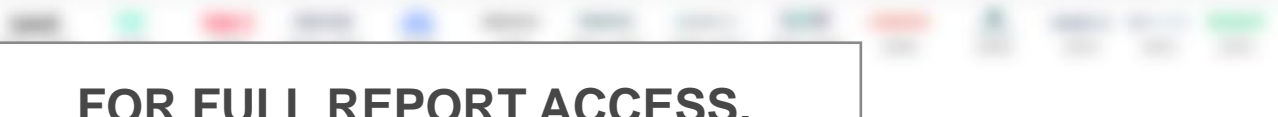

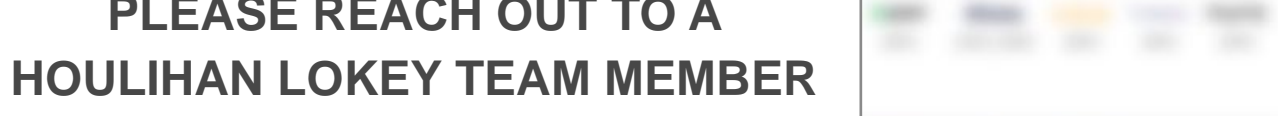

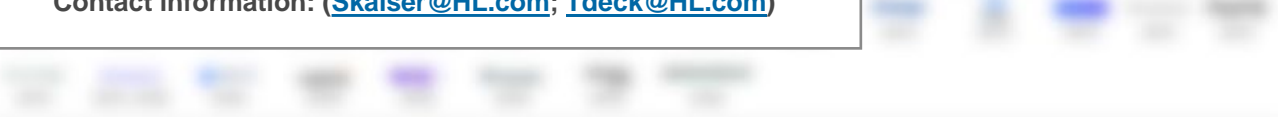






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Contact information: (Skaiser@HL.com; Tdeck@HL.com)

Sources: Company filings, S&P Capital IQ, and PitchBook.
Note: Given limited public information, some of the above transactions may be minority investments.

Active Minority Investors

Minority investors have provided strategic capital to new best-in-class companies across sectors to execute their growth strategies.

Investor	# Investments (Since Jan. 1, 2019)	Targets
	28	
	25	
	25	
	25	
	25	
	13	
	7	

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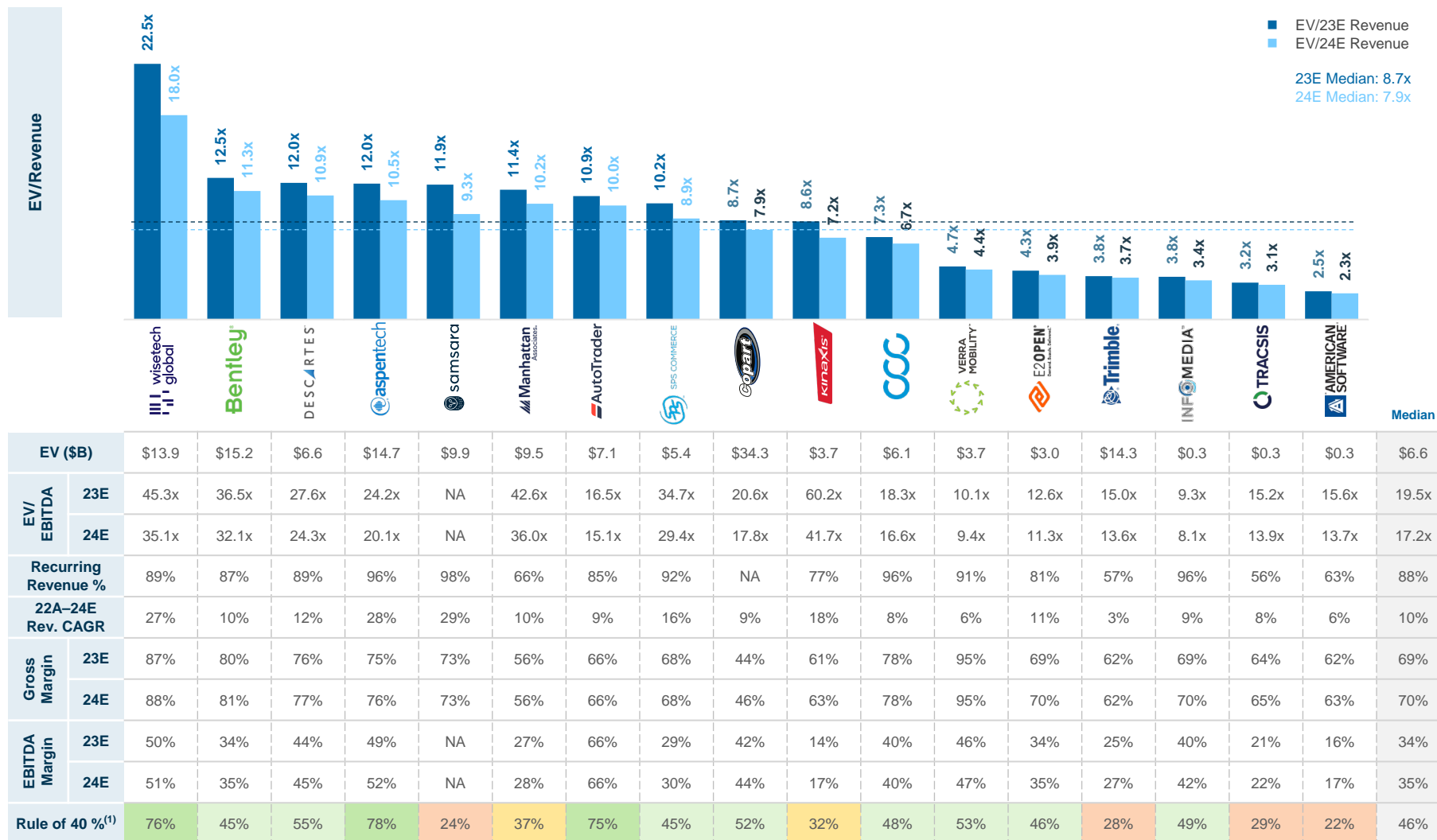
Contact information: (Skaiser@HL.com; Tdeck@HL.com)

Public Markets Update



Public Company Valuations

Transportation Tech

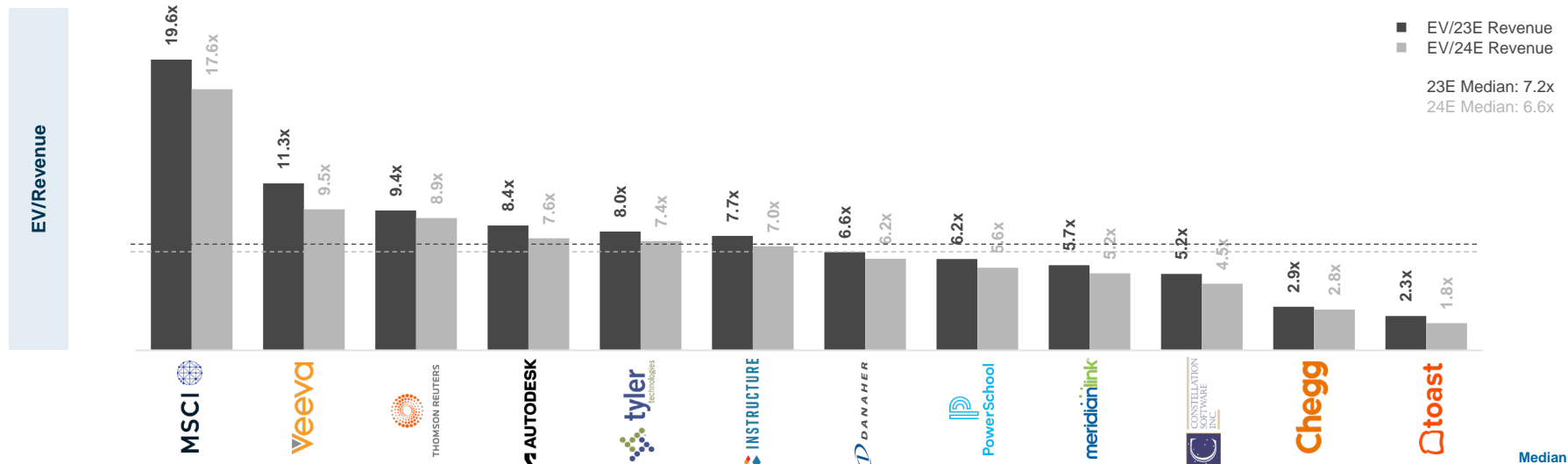


Sources: Trading multiples and other data are based on share price, other market data, and broker consensus future estimates in each case from S&P Capital IQ as of March 31, 2023.

(1) Sum of 22A-24E Revenue CAGR and 23E EBITDA Margin.

Public Company Valuations (cont.)

Vertical Software



EV (\$B)	\$48.5	\$26.3	\$65.4	\$45.3	\$15.7	\$4.0	\$200.2	\$4.3	\$1.8	\$41.4	\$2.2	\$8.4	\$21.0	
EV/ EBITDA	23E	32.7x	31.7x	24.3x	22.4x	32.7x	19.9x	19.6x	18.9x	15.8x	19.6x	9.1x	NA	19.9x
	24E	29.0x	25.6x	22.4x	19.7x	29.0x	17.7x	18.0x	16.7x	13.2x	16.7x	8.2x	NA	18.0x
Recurring Revenue %	56%	80%	82%	98%	55%	91%	75%	86%	87%	71%	88%	95%	84%	
22A–24E Rev. CAGR	11%	14%	5%	10%	7%	10%	1%	10%	9%	18%	2%	30%	10%	
Gross Margin	23E	82%	73%	39%	92%	46%	76%	60%	68%	62%	NA	73%	22%	65%
	24E	83%	74%	40%	92%	46%	77%	60%	69%	64%	NA	73%	24%	67%
EBITDA Margin	23E	60%	36%	39%	38%	24%	39%	34%	33%	36%	26%	32%	NA	35%
	24E	61%	37%	40%	38%	25%	40%	34%	33%	39%	27%	33%	2%	36%
Rule of 40 % ⁽¹⁾	71%	50%	44%	48%	32%	49%	35%	43%	45%	44%	35%	29%	44%	

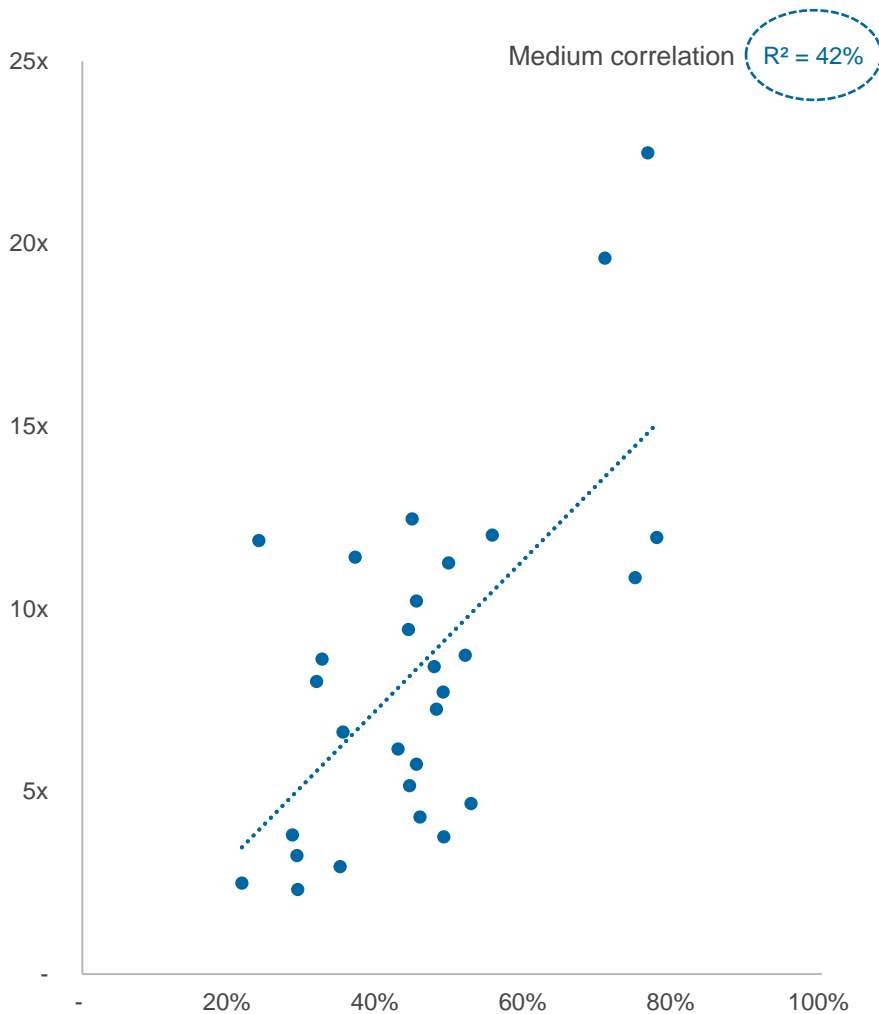
Sources: Trading multiples and other data are based on share price, other market data, and broker consensus future estimates in each case from S&P Capital IQ as of March 31, 2023.

(1) Sum of 22A–24E Revenue CAGR and 23E EBITDA Margin.

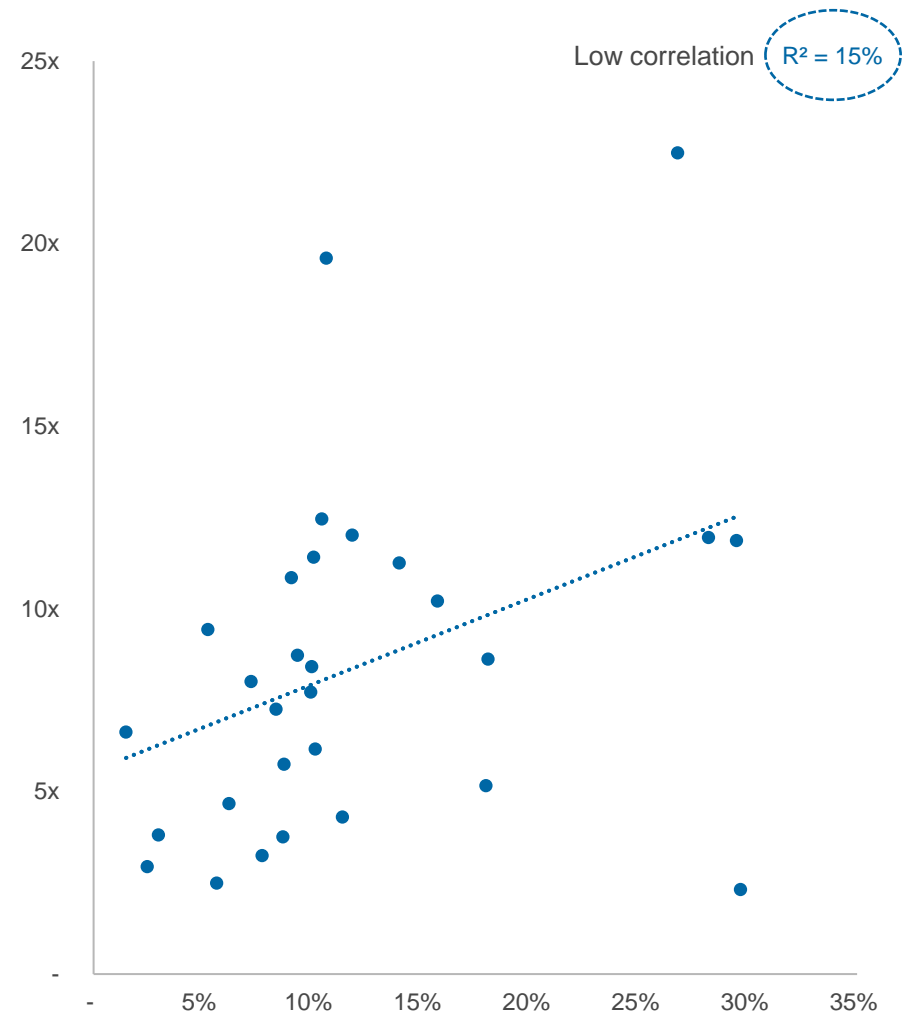
Valuations Correlated to Rule of 40 With Emphasis on Profitability

A clear shift has transpired as investors are favoring profitable growth over growth at all costs.






















Rule of 40 vs. EV/2023E Revenue



2023E Revenue Growth vs. EV/2023E Revenue



Precedent Transactions

Date	Transaction Type	Acquirer	Target	Description	EV (\$M)	EV/LTM Rev.
4/3/2023	Acquisition	 Reynolds & Reynolds	 DealerCorp	Offers digital retailing software solutions to dealers such as desking, F&I, and inventory management	n/a	n/a
3/20/2023	Acquisition	 AAR	 Trax	Offers a web-based enterprise MRO software solution for aircraft maintenance and fleet management	\$140 ⁽¹⁾	n/a
3/9/2023	Acquisition	 TRINITY INDUSTRIES	 RSI LOGISTICS RAIL MANAGEMENT SOLUTIONS	Offers proprietary software, logistics services, and terminal management solutions to the North American rail industry	\$70	n/a
2/28/2023	Acquisition	 COX AUTOMOTIVE	 FleetNet America	Offers emergency roadside assistance, mobile truck repair, cost-reduction data, fleet maintenance, towing and recovery, preventive maintenance, and tire repair solutions	\$100	n/a
 2/16/2023	Acquisition	 wisetech global	 BLUME global	Offers a multimodal supply chain orchestration platform that unites end-to-end visibility, supplier management, and logistic execution	\$414	Conf.
2/15/2023	Acquisition	 KPLER	 MarineTraffic	Offers real-time ship tracking and maritime intelligence to the global maritime industry	n/a	n/a
2/14/2023	Acquisition	 DESCARTES	 GROUND CLOUD	Offers cloud-based final-mile carrier solutions and road safety compliance tools	\$218 ⁽²⁾	n/a
2/2/2023	Financing	 83NORTH	 VIA	Offers a public mobility platform designed to optimize networks of buses, shuttles, wheelchair accessible vehicles, school buses, autonomous vehicles, and electric vehicles around the globe	\$3,500	n/a
2/1/2023	Financing	 INSIGHT PARTNERS	 PORTSIDE	Offers a cloud-based product suite designed to bring modern technology to the global business aviation industry and supports a diverse range of flight operations in more than 30 countries	\$150	n/a
1/31/2023	Financing	 Apax LLR Partners	 Magaya	Offers a supply chain automation and logistics software for freight forwarders, customs brokers, and other international logistics providers	n/a	n/a




















Sources: Company filings, S&P Capital IQ, and PitchBook.

(1) Includes \$20 million in contingent consideration.

(2) Includes \$80 million in contingent consideration.

Note: Houlihan Lokey logo indicates a deal closed by Houlihan Lokey or by GCA prior to its acquisition by Houlihan Lokey.

Precedent Transactions (cont.)
























Date	Transaction Type	Acquirer	Target	Description	EV (\$M)	EV/LTM Rev.
1/24/2023	Acquisition	 wisetech global	 ENVASE	Offers a transportation management system software designed for intermodal trucking, drayage (container haulage), and landside logistics in North America	\$230	6.6x ⁽¹⁾
12/19/2022	Financing	 SILVERSMITH	 Impel	Offers auto dealers, wholesalers, OEMs, and marketplaces the industry's most advanced digital engagement platform	n/a	n/a
12/12/2022	Acquisition	 THOMABRAVO	 coupa	Offers a cloud-based business spend management platform designed to unify processes across supply chain, procurement, and finance functions	\$8,194	10.0x
12/12/2022	Acquisition	 Trimble	TRANSPOREON	Offers a cloud-based transportation management software platform designed to provide sourcing, planning, execution, monitoring, and settlement tools	\$1,979	~12.4x
12/12/2022	Acquisition	 AutoNation	 REPAIR SMITH	Offers a full-service mobile solution for automotive repair and maintenance designed to help owners maintain their vehicles and maximize uptime	\$190	n/a
11/10/2022	Acquisition	 TRADER	Dealertrack  Canada	Offers digital retailing, financing, dealer reports, and deal management software solutions	n/a	n/a
11/7/2022	Acquisition	 RITCHIE BROS. AUCTIONEERS	 AA	Offers a global digital marketplace connecting vehicle buyers and sellers; designed to facilitate the marketing and sale of total-loss, damaged, and low-value vehicles	\$7,300	3.4x
11/3/2022	Financing	 generation A-P MÖLLER	 project 44	Offers a cloud-based supply chain visibility platform for shippers and logistics service providers	\$2,700	n/a
11/1/2022	Acquisition	 Impel	 CarLabs.ai	Offers digital sales, service, and customer lifecycle software solutions to automotive dealers	n/a	n/a
10/25/2022	Acquisition	 EW EUROWAG	 INELO	Offers drive time settlement, telematics, and fleet management software solutions	\$305 ⁽²⁾	n/a

Sources: Company filings, S&P Capital IQ, and PitchBook.

(1) EV/NTM Revenue multiple.

(2) Includes €12.5 million in contingent consideration.

Precedent Transactions (cont.)








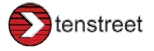












Date	Transaction Type	Acquirer	Target	Description	EV (\$M)	EV/LTM Rev.	
10/11/2022	Acquisition	 GPSINSIGHT	 TITANGPS	Offers fleet management telematics and global positioning system tracking for auto, trucks, and off-road equipment	n/a	n/a	
9/29/2022	Acquisition	 VALSOFT	 INPLAN	Offers end-to-end port management, terminal operating, and logistics software solutions for the maritime industry	n/a	n/a	
9/14/2022	Acquisition	 Trimble	 B2W	Offers equipment maintenance and repair, resource scheduling and dispatching, and field tracking software solutions for the off-road equipment industry	\$322	n/a	
 7/25/2022	Acquisition	 one planet™	 autoweb	Offers an automotive matchmaking platform connecting in-market car shoppers to their preferred vehicle transactions	Conf.	Conf.	
7/21/2022	Acquisition	 BainCapital	 Merchants FLEET	Offers cloud fleet and enterprise asset management and maintenance software	n/a	n/a	
7/11/2022	Acquisition	 Reynolds & Reynolds	 Motility Software Solutions	Offers end-to-end dealer management, inventory management, and CRM software solutions for specialty dealerships	n/a	n/a	
5/4/2022	Acquisition	 VESON NAUTICAL	 Q88	Offers SaaS-based subscription solutions and software solutions for chemical tanker owners	n/a	n/a	
 4/13/2022	Financing	 INSIGHT PARTNERS	 Five Arrows Principal Investments	 KPLER	Offers a commodity data and analytics platform	Conf.	Conf.
4/7/2022	Acquisition	 Brookfield	 CDK GLOBAL	Offers integrated data and technology solutions to the automotive, heavy truck, recreation, and off-road equipment industries	\$8,220	4.7x	
3/14/2022	Acquisition	 TRACSIS	 RAILCOMM Automated Rail Solutions	Offers rail automation systems and software for freight, transit, and industrial markets	\$14 ⁽¹⁾	2.4x	

Sources: Company filings, S&P Capital IQ, and PitchBook.

(1) Includes \$2.7 million in contingent consideration.

Note: Houlihan Lokey logo indicates a deal closed by Houlihan Lokey or by GCA prior to its acquisition by Houlihan Lokey.

Precedent Transactions (cont.)
























Date	Transaction Type	Acquirer	Target	Description	EV (\$M)	EV/LTM Rev.
2/1/2022	Acquisition	 SOLERA	 Spireon	Offers cloud-based GPS vehicle tracking and fleet management solutions	<i>n/a</i>	<i>n/a</i>
 12/23/2021	Acquisition	Undisclosed Buyer	Project Jayhawk	Offers a mobile application that connects independent contract drivers to auto sales, rental, and transport businesses	<i>Conf.</i>	<i>Conf.</i>
 12/22/2021	Acquisition	Undisclosed Buyer	Project Impact	Offers shop and supply chain management software solutions to the automotive collision industry	<i>Conf.</i>	<i>Conf.</i>
11/2/2021	Acquisition	 VERRA MOBILITY	 T2SYSTEMS	Offers parking management and intelligent solutions for managing parking, mobility, and transportation services	\$347	<i>n/a</i>
10/4/2021	Acquisition	 PROVIDENCE EQUITY PARTNERS	 tenstreet	Offers driver recruiting software and workflow solutions for the trucking and transportation industry	<i>n/a</i>	<i>n/a</i>
 9/27/2021	Acquisition	 RITCHIE BROS. AUCTIONEERS	 SmartEquip Be Ready.	Offers a technology platform that supports equipment lifecycle management and integrates parts procurement from OEMs and their dealers	\$175	<i>Conf.</i>
 9/15/2021	Acquisition	STONE POINT CAPITAL	 sambasafety	Offers cloud-based driver risk management and motor vehicle records to various industries	<i>Conf.</i>	<i>Conf.</i>
8/2/2021	Acquisition	 BRIDGESTONE	 azuga™	Offers GPS vehicle tracking and road usage charging solutions	\$391	<i>n/a</i>
 6/2/2021	Acquisition	 SOLERA	 edriving	Offers a patented driver risk management program that helps organizations reduce collisions, injuries, license violations, and total cost of fleet ownership	<i>Conf.</i>	<i>Conf.</i>
5/27/2021	Acquisition	 E2OPEN	 BLU JAY SOLUTIONS	Offers supply chain software and services to retail, manufacturing, and distribution industries	\$1,700	9.0x ⁽¹⁾

Sources: Company filings, S&P Capital IQ, and PitchBook.

(1) EV/NTM Revenue multiple.

Note: Houlihan Lokey logo indicates a deal closed by Houlihan Lokey or by GCA prior to its acquisition by Houlihan Lokey.

Precedent Transactions (cont.)

Date	Transaction Type	Acquirer	Target	Description	EV (\$M)	EV/LTM Rev.
5/17/2021	Acquisition	 SOLERA	 DealerSocket*	Offers customer relationship management and dealership training solutions to auto dealers	n/a	n/a
5/17/2021	Acquisition	 SOLERA	 Omnitracs	Offers a complete fleet intelligence software platform	n/a	n/a
4/23/2021	Acquisition	 Panasonic	 BlueYonder	Offers end-to-end integrated supply chain and retail management software solutions	\$8,500	8.5x
 4/20/2021	Acquisition	 autofutura AUTOMOTIVE INTELLIGENCE	G F O R C E S	Offers automotive retail software and data-driven business intelligence solutions	Conf.	Conf.
3/10/2021	Acquisition	 VIA	 remix	Offers a planning platform for public transit, designing streets, and managing new mobility	\$100	8.0x
 2/23/2021	Acquisition	 MYPOLICY	 bright box	Offers vehicle telematics solutions, providing the entire stack of connected car technology, including a cloud IT platform, mobile and web apps, and hardware	Conf.	Conf.
1/26/2021	Acquisition	 BAXTER MARINE GROUP LLC	 Vessel Vanguard.	Offers a cloud-based software application that provides automated task management to simplify the ownership and maintenance of boats	n/a	n/a
11/17/2020	Financing	 INVIE/N CAPITAL CEZ GROUP	 forto	Offers a digital freight forwarding and supply chain platform	n/a	n/a
 6/18/2020	Acquisition	 atp	 Flightdocs	Offers aircraft maintenance tracking and inventory management solutions within business aviation	Conf.	Conf.
 1/7/2020	Acquisition	 Bregal Unternehmerkapital	 iptor Supply Chain Systems	Offers supply chain management, planning, and logistics software designed to help firms solve their complex order management and fulfillment challenges	Conf.	Conf.

Sources: Company filings, S&P Capital IQ, and PitchBook.

Note: Houlihan Lokey logo indicates a deal closed by Houlihan Lokey or by GCA prior to its acquisition by Houlihan Lokey.

Houlihan Lokey's Transportation Technology Sector Coverage



Houlihan Lokey's Transportation Technology Practice

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Featured Transactions

BLUME
GLOBAL
 a portfolio company of
APOLLO
 has been acquired by
wisetechnology global
Sellside Advisor

NEXUS
GLOBAL BRAND
 a portfolio company of
Phoenix Equity Partners
 has been acquired by
EQUISTONE
Sellside Advisor

Independent contract driver marketplace vendor
 has been acquired by
Undisclosed Buyer
Sellside Advisor

KPLER
 has received a minority investment from
Five Arrows
INSIGHT PARTNERS
Sellside Advisor

autoweb
 has been acquired via an equity tender and merger agreement by
one planet
Company Advisor

Parts procurement software vendor to auto collision market
 has been acquired by
Undisclosed Buyer
Sellside Advisor

SmartEquip
Be Ready.
 has been acquired by
RITCHIE BROS.
Equipment
Sellside Advisor

sambasafety
 a portfolio company of
ABRY
FINTECH
 has been acquired by
STONE POINT CAPITAL
Sellside Advisor

edriving
 a portfolio company of
CIP CAPITAL
 has been acquired by
SOLERA
Sellside Advisor

autofutura
AUTOMOTIVE INTELLIGENCE
 has merged with
GFORCES
Financial Advisor*

Flightdocs
 has been acquired by
atp
Sellside Advisor*

Bregal
Unternehmenskapital
 has acquired
iptor
Supply Chain Systems
 from
MARLIN EQUITY PARTNERS
Buy-side Advisor*

Sector Focus Areas

Automotive



Aviation



Maritime



Off-Road



Public Transit



Rail



Supply Chain and Logistics



Trucking



To support our thesis-driven approach, we have developed subsector deep-dives where we have highlighted our views on influential market dynamics, the addressable market, and key participants. Please contact Houlihan Lokey's Transportation Tech practice to connect on recent deep-dive reports.



*Selected transactions were executed by Houlihan Lokey professionals while at other firms acquired by Houlihan Lokey or by professionals from a Houlihan Lokey joint venture company.

How We Cover Transportation Technology

**FOR FULL REPORT ACCESS,
PLEASE REACH OUT TO A
HOULIHAN LOKEY TEAM MEMBER**

Contact information: (Skaiser@HL.com; Tdeck@HL.com)

Representative Transportation Tech Market Map

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Contact information: (Skaiser@HL.com; Tdeck@HL.com)

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Lokey**

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Our firm is the trusted advisor to more top decision-makers than any other independent global investment bank.

We invite you to learn more about how our bankers can serve your needs:

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Corporate Finance

Learn More About
Financial Restructuring

Learn More About
Financial and Valuation Advisory

Learn More About
Our Industry Coverage

Key Facts and Figures



36
LOCATIONS
WORLDWIDE

~2,000
TOTAL FINANCIAL
PROFESSIONALS

309
MANAGING
DIRECTORS⁽¹⁾

2,000+
CLIENTS SERVED
ANNUALLY

\$6B
MARKET
CAPITALIZATION⁽²⁾

\$1.8B
REVENUE⁽³⁾

Our Ranking by Service

Corporate Finance

2022 M&A Advisory Rankings Global Transactions Under \$1 Billion

Advisor	Deals
1 Houlihan Lokey	381
2 Rothschild & Co	369
3 JP Morgan	217
4 Lazard	206
5 Goldman Sachs & Co	203

Source: Refinitiv. Excludes accounting firms and brokers.

No. 1 Global M&A Advisor for
Transactions Under \$1 Billion

Leading Capital Markets Advisor

Financial Restructuring

2022 Global Distressed Debt & Bankruptcy Restructuring Rankings

Advisor	Deals
1 Houlihan Lokey	58
2 PJT Partners Inc	30
3 Lazard	29
4 Rothschild & Co	25
5 Moelis & Co	21

Source: Refinitiv.

No. 1 Global Restructuring Advisor

1,500+ Transactions Completed Valued
at More Than \$3.0 Trillion Collectively

Financial and Valuation Advisory

1998 to 2022 Global M&A Fairness Advisory Rankings

Advisor	Deals
1 Houlihan Lokey	1,232
2 JP Morgan	1,030
3 Duff & Phelps, A Kroll Business	938
4 Morgan Stanley	725
5 BofA Securities Inc	710

Source: Refinitiv. Announced or completed transactions.

No. 1 Global M&A Fairness Opinion
Advisor Over the Past 25 Years

1,000+ Annual Valuation Engagements

Fully Integrated Financial Sponsors Coverage

24 Senior officers dedicated to
the sponsor community in the
Americas and Europe

1,000+ Sponsors covered, providing
market insights and
knowledge of buyer behavior

700+ Companies sold to financial
sponsors since 2015

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Boston Miami Washington,
Chicago Minneapolis D.C.
Dallas New York
Houston San Francisco

Europe and Middle East

Amsterdam Manchester Tel Aviv
Dubai Milan Zurich
Frankfurt Munich
London Paris
Madrid Stockholm

Asia-Pacific

Beijing Hong Kong Shanghai
Fukuoka SAR Singapore
Gurugram Mumbai Sydney
Ho Chi Minh Nagoya Tokyo
City Osaka

(1) As of December 31, 2022. Excludes corporate managing directors. (2) As of March 2023. (3) LTM ended December 31, 2022.

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Chicago

Dallas

Houston

Los Angeles

Miami

Minneapolis

New York

San Francisco

São Paulo

Washington, D.C.

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Dubai

Frankfurt

London

Madrid

Manchester

Milan

Munich

Paris

Stockholm

Tel Aviv

Zurich

Asia-Pacific

Beijing

Fukuoka

Gurugram

Ho Chi Minh City

Hong Kong SAR

Mumbai

Nagoya

Osaka

Shanghai

Singapore

Sydney

Tokyo

No. 1

GLOBAL TECH
M&A ADVISOR*

14

LOCATIONS
WORLDWIDE

240+

TECHNOLOGY
BANKERS

40+

MANAGING
DIRECTORS

115+

TECHNOLOGY
DEALS IN CY22

Local Technology team

Houlihan Lokey Global Tech Group Positioning

LARGE-CAP TRANSACTION EXPERTISE

- CEO-level relationships with leading tech companies
- Large senior team with unparalleled transaction experience
- Broad network including Fortune 500 relationships
- Highest quality client service
- M&A advisory and capital-raising expertise



MIDDLE-MARKET/ GROWTH SECTOR FOCUS

- Unique global access to venture capital, private equity, and strategic investors
- Growth company focus
- Deep sector expertise and domain knowledge
- Extensive capital markets access
- Late-stage private through public company orientation

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Our firm is extremely well equipped to help our clients navigate uncertain times. We respond quickly to challenging situations and are constantly helping clients to analyze, structure, negotiate, and execute the best possible solutions from both a strategic and a financial perspective.

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- Private Funds Advisory
- Board Advisory Services

We are widely recognized as a leading M&A advisor to the mid-cap and have long-standing relationships with capital providers, including commercial banks and other senior credit providers, insurance funds, asset managers, and mezzanine fund investors. Few other investment banks maintain the breadth of relationships and capital markets intelligence that we do.

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We have the largest restructuring practice of any global investment bank. Since 1988, we have advised on more than 1,500 restructuring transactions (with aggregate debt claims in excess of \$3.0 trillion). We served as an advisor in 12 of the largest 15 bankruptcies from 2000 to 2022.

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- Transaction Opinions
- Corporate Valuation Advisory Services
- Transaction Advisory Services
- Real Estate Valuation and Advisory
- Dispute Resolution Consulting

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No. 1 for U.S. and Tech M&A*



Significant Experience With Financing Markets



Senior-Level Commitment and Dedication



Deep, Industry-Specific Expertise



Superior Work Product/Technical Abilities



Creativity, Imagination, Tenacity, and Positivity

Source: Refinitiv. *Excludes accounting firms and brokers.

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