



ACUITY ADVISORS LLP | Company Presentation

DECEMBER 2018



Acuity in Numbers



Market leading technology M&A advisor



8

Partners

- We are a highly experienced European M&A team – part of a tight 20-person company
- Partner-led approach to every engagement



150+

Exits

- Expertise and experience in the technology sector
- The Acuity team has sold over 400 businesses



16

Mandates

- We are focused on European sell-side exit processes in the mid-market to both trade and private equity
- Selective equity raising



200+

Network

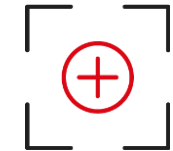
- We have over 200 buyer conversations each month
- Offices in London, Munich, Shanghai and Silicon Valley
- 50%+ of exits are cross border



48%

Uplift

- We see a 48% increase in price
- Achieved through a tenacious approach, creative IMs strong negotiation skills



85%

Success

- Industry-leading metric – 85% of our mandates have completed successfully
- A proven ability to deliver maximum value and certainty

Acuity – The Trusted Technology Advisors

Our Reputation

Blue-chip technology advisor



TECH SECTOR EXPERTISE

- Partners with significant TMT industry experience
- Strategy consulting experience working across a variety of projects
- Able to extract and articulate complex value propositions



M&A EXPERIENCE

- Senior M&A experience including Investment Banking and Big 4
- Highly experienced at selling businesses internationally
- Able to navigate complex shareholder situations



RAPPORT

- We build strong, comfortable connections with clients that help to get the deal done with the best possible results
- Our clients enjoy working with us



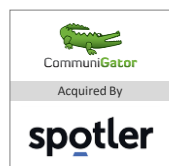
INTEGRITY

- Client first approach - genuinely have the best interests of our clients and employees as our priority
- Known for being open and transparent
- Deliver on commitments – promises made, promises kept

Winning combination for delivering excellence

Recent Lighthouse Deals

We have executed a number of lighthouse deals in the past 18 months



CommuniGator

2018

SELL-SIDE MANDATE

CommuniGator's all-in-one marketing automation platform allows mid-size companies to manage every step of their digital journey; from tracking leads to building complex campaigns

CommuniGator integrates with most CRM systems. Companies can send targeted email communications based on individuals' behaviour across digital channels; drastically increasing and improving lead generation

Acuity acted as the exclusive sell-side advisor to CommuniGator



Vehco

2018

SELL-SIDE MANDATE

Vehco is a leading provider of Fleet Management Systems. The core business is focused on Heavy Commercial Vehicles, where Vehco has the market leading technology proposition

The company has offices in Sweden (HQ), Finland, Norway, Denmark, Germany, France and in Italy

Acuity acted as the exclusive sell-side advisor to Vehco



Akrion

2018

SELL-SIDE MANDATE

Akrion Systems is a leading supplier of advanced surface preparation systems and processes used in the manufacture of semiconductor and related devices

The company has offices in US (HQ), Korea, China and Germany

Acuity acted as the exclusive sell-side advisor and navigated the process through CFIUS approvals



Truespeed

2017

FUNDING: \$100M

TrueSpeed is an innovative fibre optic infrastructure and telecoms company formed to deliver multi-gigabit capable symmetrical speeds on a full fibre network to homes and businesses

TrueSpeed has already connected hundreds of homes to its fibre-to-the-premises (FTTP) service, transforming the way people live and work in the rural communities

Acuity acted as the exclusive advisor on behalf of TrueSpeed



Allinea

2017

SELL-SIDE MANDATE

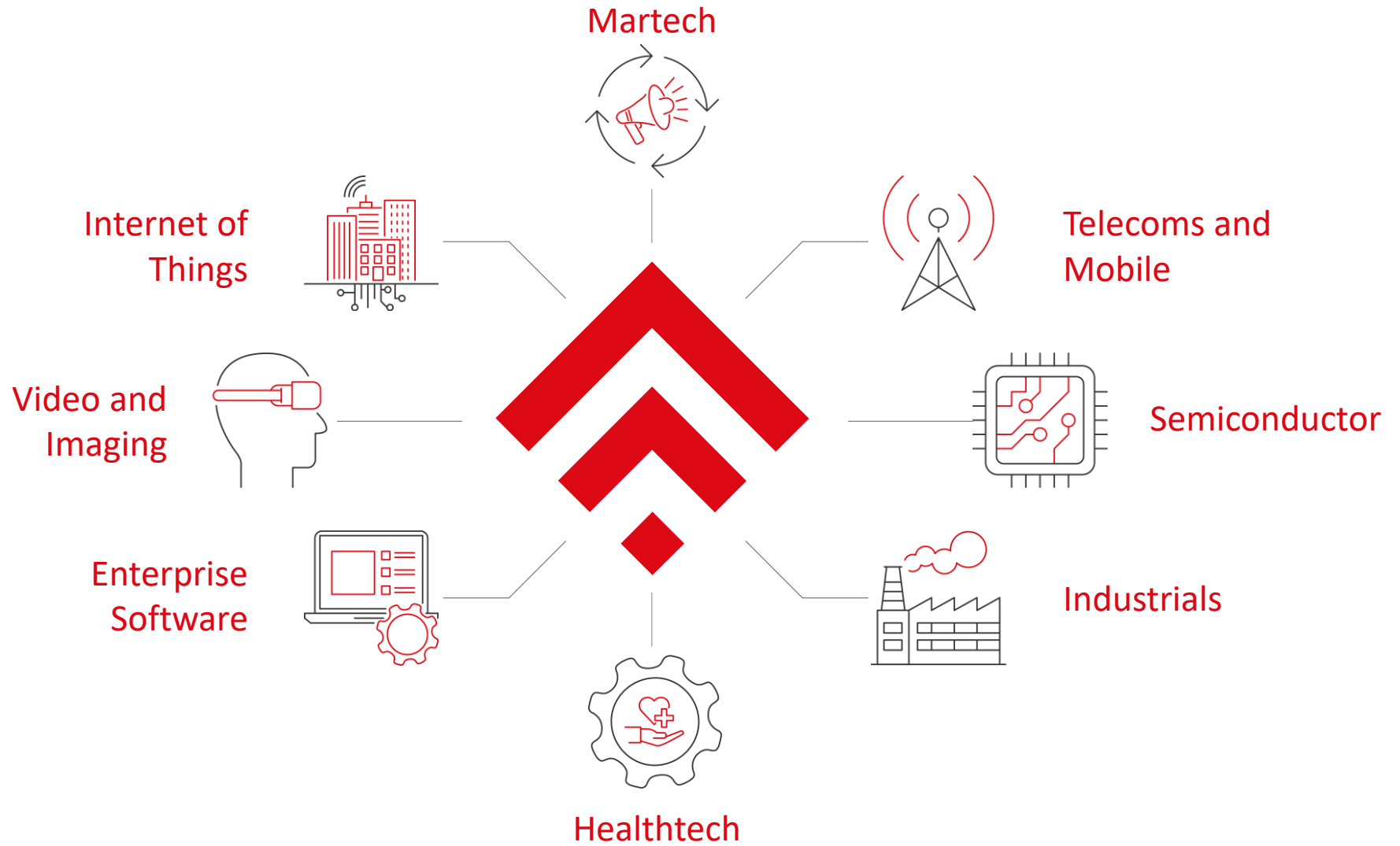
Allinea is an industry leader in development and performance analysis tools that maximize the efficiency of software for high performance computing (HPC) systems

The acquisition of Allinea strengthened ARM's HPC offering by extending its product portfolio for development tools to HPC, machine learning and data analytics markets

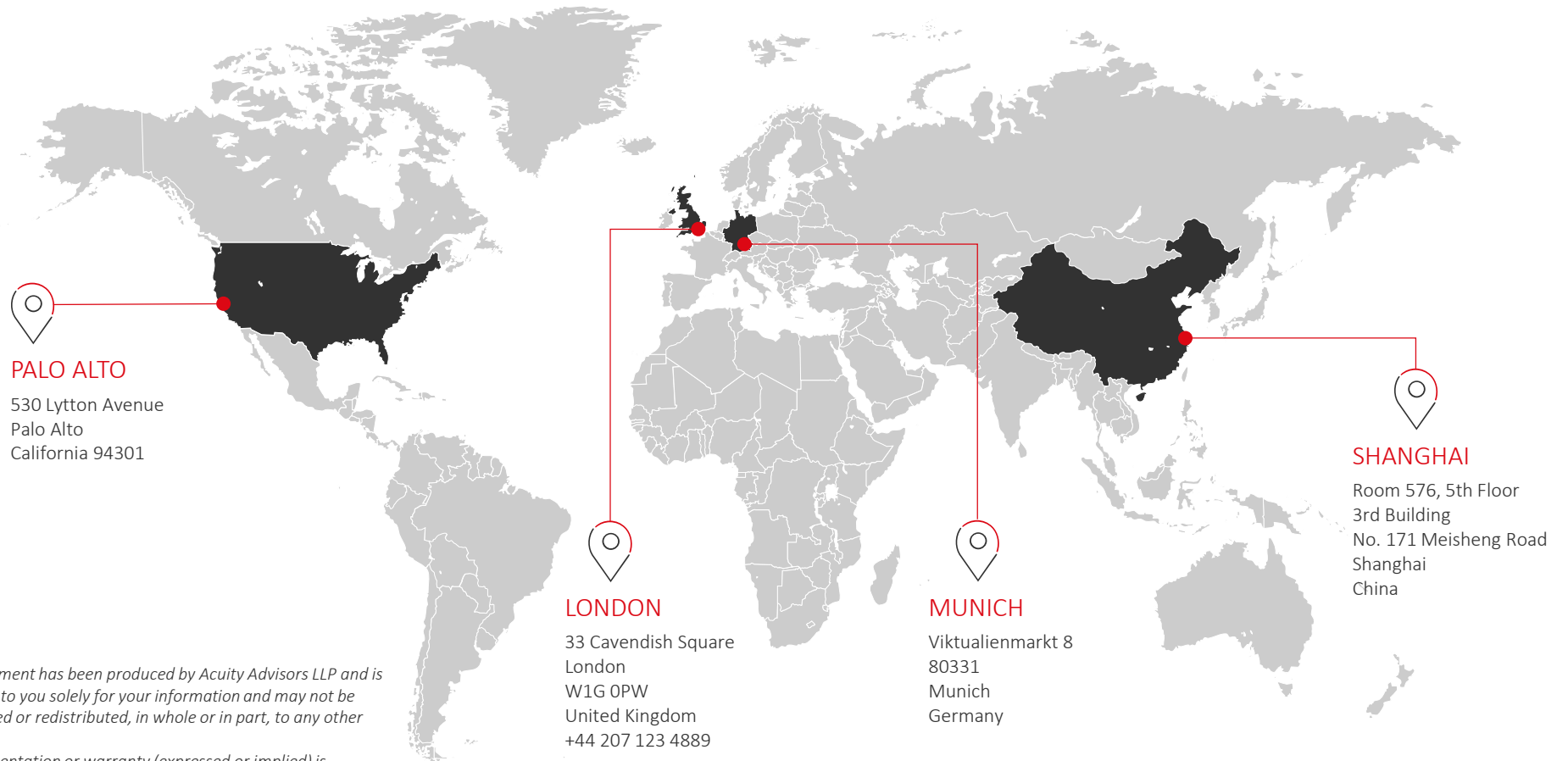
Acuity acted as the exclusive sell-side advisor to Allinea

Consistently outperforming the market and driving great results for our clients

Sector Capability



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