

## SaaS Software Cloud Update – October 2017

### Public Markets and M&A Activity

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The Navidar SaaS Software Cloud Index advanced 4.4% in October and 29.4% in 2017 through the end of the month, compared with the NASDAQ's +3.6% and +25.0%, respectively. Following is a summary of the company-specific issues related to selected stocks in our coverage universe that meaningfully out- or under-performed as well as relevant M&A activity.

**NICE (NASDAQ: NICE +2.5% in October) acquired Workflex** – WorkFlex's innovative and proprietary workforce engagement SaaS solution provides significant strategic benefits to multinational enterprise customers. It addresses two of the most burning challenges facing customer service organizations – creating high workforce engagement and lowering attrition, and responding in real-time to changing customer needs. Its intelligent automation technology maximizes scheduling flexibility, optimizes intraday performance, and reduces administrative overhead. Workflex is integrated with NICE's market leading Adaptive WFO (workforce optimization) solution. **Navidar represented Workflex as its sell-side M&A advisor for this transaction.**

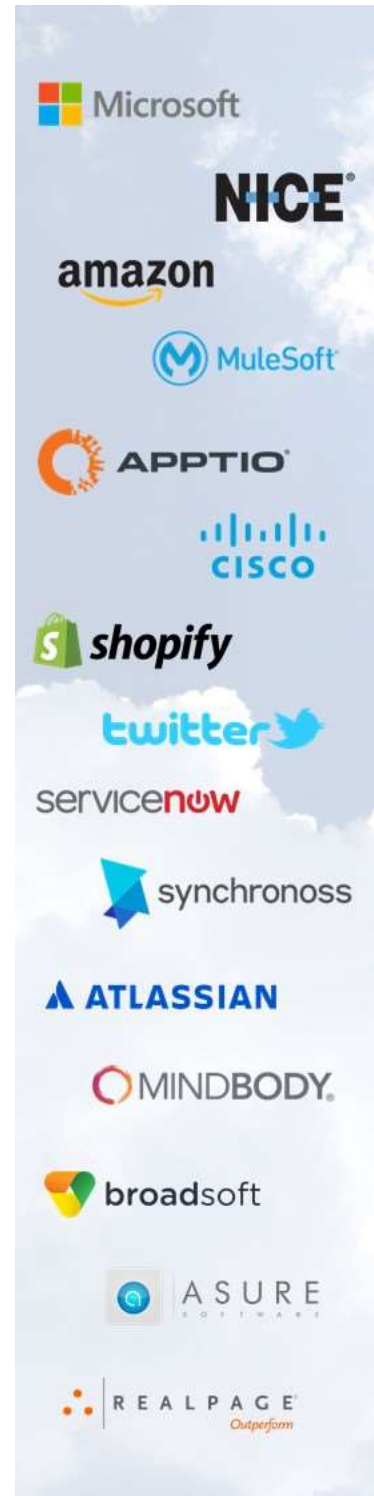
**Ivalua acquired Directworks** – Directworks developed a market leading direct materials sourcing SaaS solution that provides a better way for highly engineered product manufacturers to work collaboratively across teams and with suppliers to develop, launch, and deliver more profitable products. Directworks will be folded into Ivalua's leading global Spend Management solution. **Navidar represented Directworks as its sell-side M&A advisor for this transaction.**

**Microsoft (NASDAQ: MSFT +11.7% in October)** – the software titan announced that its commercial cloud business reached \$20B of annualized recurring revenue in calendar 3Q17, achieving this goal a quarter earlier than expected. Total revenue of \$23.6B (up 6%) and EPS of \$0.72 (down 5%) in 3Q17 exceeded expectations as Dynamics 365 grew 69% YOY, Office 365 commercial sales increased 42%, and Azure cloud services also performed well.

MSFT acquired AltspaceVR, a free virtual reality (VR) social network accessible through VR headsets, such as Oculus and HTC Vive. It hosts virtual events such as stand-up comedy and presidential debate-watching parties. While the network was temporarily closed in July after a loss in funding, MSFT plans to revive and build AltspaceVR into "the world's preeminent mixed reality community." Outside of VR, artificial intelligence (AI) is another fast-growth area that MSFT is investing in. It has acquired about 18 AI technology companies over the past few years.

**Shopify (NYSE: SHOP -14.6%)** – the ecommerce platform's stock was under pressure in October after a short-report compared SHOP's advertising practices to the "get rich quick" ads that got Herbalife in trouble with the FTC. Fueling concerns is that 3Q17 gross merchandise volume growth slowed a bit to 69% from 74% the prior quarter and management does not plan to provide 2018 guidance until February 2018, indicating some uncertainty with forecasting. But, offsetting a bit of the pressure, SHOP reported strong 3Q17 results as revenue of \$172M grew 72% YOY and exceeded expectations and it achieved non-GAAP EPS profitability a quarter earlier than expected. Also, the stock was up an impressive 132% in 2017 through October, despite this month's pull back.

**Note that Navidar is hosting the "Artificial Intelligence in Austin" event on December 14<sup>th</sup> at The Capital Factory in Austin. A dozen publicly-traded and venture-backed companies will present on their AI initiatives. For more information and to register, please visit [www.Navidar.com](http://www.Navidar.com).**



**Amazon** (NASDAQ:AMZN +15.0%) – the e-commerce and data-services titan reported above-consensus revenue and GAAP EPS, which drove the stock higher. Revenue of \$43.7B increased 34% YOY, accelerating from the mid-20% in the first half of 2017. AWS sales rose 42% to \$4.6B and Whole Foods contributed \$1.3B. Operating cash flow of \$17.1B increased 14% YOY. AMZN will account for nearly half of all U.S. e-commerce sales in 2017, according to eMarketer.

**Atlassian** (NASDAQ: TEAM +37.6%) – the IT team collaboration provider reported excellent CY3Q17 results. Revenue of \$193.8M grew 42% YOY and EPS of \$0.12 exceeded expectations. Management said that demand is the highest it has been since its December 2015 IPO. Besides general strength in demand, TEAM's enterprise customers are adopting its Data Center and Server products.

**Apptio** (NASDAQ: APTI +31.3%) – the IT business management SaaS provider reported strong 3Q17 results with accelerating growth. Revenue of \$47M grew 16% YOY and EPS of -\$0.02 exceeded Street consensus. The stronger-than-expected results were driven by improved net retention rates and a record quarter of new wins as well as healthy upselling and spend under management expansion. APTI also experienced early traction with its new ITFM (IT financial management) offering, representing an expansion from its core IT audience into the finance department.

**Twitter** (NYSE: TWTR +22.2%) – the social networking platform reported better-than-expected 3Q17 results. Although revenue of \$590M fell 4% YOY, it exceeded Street consensus due to increasing user engagement as monthly average users grew 4% to 330M. TWTR said that it expects to return to growth by 2018, due in part to its data and enterprise solutions business, which represented 15% of total revenue grew 22% in the quarter, somewhat offsetting pressure on the advertising business (8% decline in the period). Furthermore, despite aggressive spend to add new content and services, non-GAAP EPS of \$0.10 also exceeded consensus.

**Mind Body** (NASDAQ: MB +24.8%) – the spa and wellness vertical SaaS platform reported strong 3Q17 results. Revenue of \$46.6M grew 32% and EPS of \$0.01 exceeded expectations. While subscribers of 59,000 grew just 1%, average monthly revenue per subscriber of \$259 increased 27% and payments volume of \$2B advanced 23%. MB also experienced improvement in its API business.

**Mulesoft** (NYSE: MULE +16.1%) – the big-data integration platform reported strong 3Q17 results. Revenue advanced 57% YOY to \$77.6M, exceeding expectation while EPS was a penny shy due to higher-than-expected bonuses to its sales team (a good problem to have). MULE is competing effectively against TIBCO, IBM, Oracle, and Red Hat.

#### Faster Growth

(2018E growth > 20%, excluding micro-caps)

| Ticker | 10/31<br>\$Price | Oct<br>%ch | Ticker | 10/31<br>\$Price | Oct<br>%ch |
|--------|------------------|------------|--------|------------------|------------|
| AMZN   | 1105.28          | 15.0       | MULE   | 23.39            | 16.1       |
| APPF   | 45.90            | -4.3       | NOW    | 126.37           | 7.5        |
| ASUR   | 11.28            | -9.2       | OKTA   | 28.92            | 2.5        |
| AYX    | 22.59            | 10.9       | PAYC   | 82.20            | 9.7        |
| BL     | 35.52            | 4.1        | PCTY   | 53.41            | 9.4        |
| BOX    | 21.95            | 13.6       | QTWO   | 42.55            | 2.2        |
| CLDR   | 15.13            | -9.0       | SHOP   | 99.49            | -14.6      |
| COUP   | 34.75            | 11.6       | TEAM   | 48.37            | 37.6       |
| CSLT   | 3.85             | -10.5      | TWLO   | 31.95            | 7.0        |
| EVBG   | 26.64            | 0.8        | TWOU   | 63.63            | 13.5       |
| FB     | 180.06           | 5.4        | WDAY   | 110.99           | 5.3        |
| HDP    | 16.51            | -2.6       | WIX    | 69.80            | -2.9       |
| HUBS   | 86.55            | 3.0        | YEXT   | 11.48            | -13.6      |
| INST   | 34.80            | 5.0        | ZEN    | 31.00            | 6.5        |
| MB     | 32.25            | 24.8       |        |                  |            |

#### Slower Growth

(2018E growth < 20%, excluding micro-caps)

| Ticker | 10/31<br>\$Price | Oct<br>%ch | Ticker | 10/31<br>\$Price | Oct<br>%ch |
|--------|------------------|------------|--------|------------------|------------|
| ACTA   | 15.45            | 1.0        | INTU   | 151.02           | 6.2        |
| ALRM   | 46.68            | 3.3        | LOGM   | 121.05           | 10.0       |
| AMBR   | 7.46             | -2.9       | LPSN   | 14.05            | 3.7        |
| APTI   | 24.25            | 31.3       | MODN   | 14.55            | -2.7       |
| ATHN   | 127.88           | 2.8        | MSFT   | 83.18            | 11.7       |
| BCOV   | 8.00             | 11.1       | ORCL   | 50.90            | 5.3        |
| BNFT   | 27.40            | -18.6      | PEGA   | 58.30            | 1.1        |
| BSFT   | 54.85            | 9.0        | PYPL   | 72.56            | 13.3       |
| BV     | 4.83             | -2.5       | RP     | 43.30            | 8.5        |
| CALD   | 25.35            | 2.8        | RST    | 10.17            | -0.4       |
| CRM    | 102.34           | 9.5        | SAP    | 113.71           | 3.9        |
| CSCO   | 34.15            | 1.5        | SNCR   | 11.33            | 21.4       |
| CSOD   | 38.36            | -5.5       | SPSC   | 49.16            | -13.3      |
| CTXS   | 82.61            | 7.5        | SREV   | 3.48             | 0.6        |
| DATA   | 81.09            | 8.3        | STMP   | 224.40           | 10.7       |
| EBAY   | 37.64            | -2.1       | TWTR   | 20.62            | 22.2       |
| ECOM   | 11.25            | -2.2       | ULTI   | 202.59           | 6.9        |
| ELLI   | 89.95            | 9.5        | UPLD   | 21.97            | 3.8        |
| ENV    | 53.40            | 4.7        | VEEV   | 60.94            | 8.0        |
| FNGN   | 36.10            | 3.9        | VRNS   | 43.60            | 4.1        |
| GDDY   | 46.70            | 7.3        | WAGE   | 63.75            | 5.0        |
| GOOGL  | 1033.04          | 6.1        | WEB    | 24.10            | -3.6       |
| GWRE   | 79.98            | 2.7        | WK     | 22.35            | 7.2        |
| IBM    | 154.06           | 6.2        |        |                  |            |

#### Indexes (% change in Oct)

|              |     |                |     |
|--------------|-----|----------------|-----|
| Faster SaaS  | 5.3 | NASDAQ         | 3.6 |
| Slower SaaS  | 4.7 | S&P 500        | 2.2 |
| Others       | 1.1 | Russell2000    | 0.8 |
| Overall SaaS | 4.4 | S&P Volatility | 7.0 |

Data source: S&P Capital IQ. 10/31/2017 Prices. 10/1-31/2017 %Change. All investing involves risk, including the risk of losing the entire investment. Prices are subject to change without prior notice.

**More M&A Transactions:**

- **Synchronoss** (NASDAQ: SNCR +21.4%) – the mobile solution provider announced plans to sell Intralinks to Siris Capital for \$1B. Siris had withdrawn its prior offer to purchase all of SNCR for \$835M. After the disposition of Intralinks, SNCR management plans to focus on its communications and media business.
- **ServiceNow** (NYSE: NOW +7.5%) purchased **SkyGiraffe**, a provider of mobile enablement technology. It will be used to enable consumer-like mobile experiences for applications built on ServiceNow's Now platform as well as its flagship IT Service Management (ITSM) solution. Integration is expected to be complete in 2018.
- **RealPage** (NASDAQ: RP +8.5%) for \$6.2M acquired **PEX Software**, which is a London-based provider of property management, online leasing, and resident software solutions. PEX serves clients, such as Greystar Europe, in the United Kingdom, European Union, and Australia that manage private rental sector (PRS) and student rental housing properties. The deal will help RP secure a leading market position in the non-U.S. PRS sector
- **BroadSoft** (NASDAQ: BSFT +9.1%) was acquired by **Cisco** (NASDAQ: CSCO +1.5%) for \$1.9B, reflecting valuation multiples of 4.4x EV/2018E revenue and 15.5x EV/2018E EBITDA. BSFT provides unified communication-as-a-service (UCaaS) solutions for telecommunication carriers. Its products include business phone systems, PBX, collaboration technologies, and contact center services. With mid-teens revenue growth, BSFT was losing market share to competitors such as RingCentral. Combined, they will provide a suite of collaboration solutions for multiple market segments—CSCO's technology for enterprises and BroadSoft's for small and midsize businesses delivered through service providers.
- **Asure Software** (NASDAQ: ASUR -9.2%) acquired **Associated Data Services**, which is another reseller of ASUR's SaaS payroll solution, Evolution HCM, based on its March 2016 purchase of Mangrove software for \$17.3M. Asure plans to continue cross-selling its suite of human capital management and space solutions into this customer base.

**Select Horizontal Companies<sup>1</sup>**

| Ticker | 10/31<br>\$Price | Oct<br>%ch | Ticker | 10/31<br>\$Price | Oct<br>%ch |
|--------|------------------|------------|--------|------------------|------------|
| 1PG    | 0.01             | 127.3      | LPSN   | 14.05            | 3.7        |
| APTI   | 24.25            | 31.3       | LVT    | 0.21             | 30.9       |
| ASUR   | 11.28            | -9.2       | MFON   | 1.20             | 20.0       |
| AYX    | 22.59            | 10.9       | MRIN   | 14.50            | 18.4       |
| BCOV   | 8.00             | 11.1       | MSFT   | 83.18            | 11.7       |
| BL     | 35.52            | 4.1        | MULE   | 23.39            | 16.1       |
| BNFT   | 27.40            | -18.6      | NOW    | 126.37           | 7.5        |
| BOX    | 21.95            | 13.6       | OKTA   | 28.92            | 2.5        |
| CALD   | 25.35            | 2.8        | ORCL   | 50.90            | 5.3        |
| CCUR   | 6.13             | 2.2        | PAYC   | 82.20            | 9.7        |
| CLDR   | 15.13            | -9.0       | PCTY   | 53.41            | 9.4        |
| COUP   | 34.75            | 11.6       | PEGA   | 58.30            | 1.1        |
| CRM    | 102.34           | 9.5        | PYDS   | 2.59             | 60.9       |
| CSCO   | 34.15            | 1.5        | PYPL   | 72.56            | 13.3       |
| CSOD   | 38.36            | -5.5       | SAP    | 113.71           | 3.9        |
| CTXS   | 82.61            | 7.5        | SHSP   | 4.50             | 38.5       |
| DATA   | 81.09            | 8.3        | SMSI   | 1.65             | 47.3       |
| EGAN   | 3.30             | 22.2       | SPRT   | 2.30             | -2.1       |
| EVBG   | 26.64            | 0.8        | SREV   | 3.48             | 0.6        |
| FNJN   | 2.08             | -11.5      | TEAM   | 48.37            | 37.6       |
| FUEL   | 0.00             | 0.0        | TWLO   | 31.95            | 7.0        |
| GDDY   | 46.70            | 7.3        | ULTI   | 202.59           | 6.9        |
| GOOGL  | 1033.04          | 6.1        | UPLD   | 21.97            | 3.8        |
| GSB    | 4.05             | 5.7        | VRNS   | 43.60            | 4.1        |
| HDP    | 16.51            | -2.6       | WAGE   | 63.75            | 5.0        |
| HUBS   | 86.55            | 3.0        | WDAY   | 110.99           | 5.3        |
| IBM    | 154.06           | 6.2        | WEB    | 24.10            | -3.6       |
| INLX   | 0.24             | -20.7      | WK     | 22.35            | 7.2        |
| INTU   | 151.02           | 6.2        | YEXT   | 11.48            | -13.6      |
| LOGM   | 121.05           | 10.0       | ZEN    | 31.00            | 6.5        |

**Select Vertical Companies<sup>2</sup>**

| Ticker | 10/31<br>\$Price | Oct<br>%ch | Ticker | 10/31<br>\$Price | Oct<br>%ch |
|--------|------------------|------------|--------|------------------|------------|
| ACTA   | 15.45            | 1.0        | GSVC   | 5.59             | 3.3        |
| AKDS   | 1.18             | 84.4       | GWRE   | 79.98            | 2.7        |
| ALRM   | 46.68            | 3.3        | INST   | 34.80            | 5.0        |
| AMBR   | 7.46             | -2.9       | INUV   | 0.84             | -15.4      |
| AMZN   | 1105.28          | 15.0       | IPAS   | 0.63             | -5.3       |
| APPF   | 45.90            | -4.3       | MB     | 32.25            | 24.8       |
| ATHN   | 127.88           | 2.8        | MODN   | 14.55            | -2.7       |
| BSFT   | 54.85            | 9.0        | QTWO   | 42.55            | 2.2        |
| BV     | 4.83             | -2.5       | RP     | 43.30            | 8.5        |
| CAFN   | 0.40             | -61.8      | RST    | 10.17            | -0.4       |
| COYN   | 0.03             | -66.7      | SCIL   | 0.35             | -22.2      |
| CSLT   | 3.85             | -10.5      | SHOP   | 99.49            | -14.6      |
| CSTI   | 9.15             | -0.5       | SNCR   | 11.33            | 21.4       |
| CXDO   | 1.90             | 15.2       | SPSC   | 49.16            | -13.3      |
| EBAY   | 37.64            | -2.1       | STMP   | 224.40           | 10.7       |
| ECOM   | 11.25            | -2.2       | SVVC   | 7.89             | -1.4       |
| ELLI   | 89.95            | 9.5        | TWOU   | 63.63            | 13.5       |
| ENV    | 53.40            | 4.7        | TWTR   | 20.62            | 22.2       |
| EVOL   | 4.65             | -4.1       | VEEV   | 60.94            | 8.0        |
| FB     | 180.06           | 5.4        | WIX    | 69.80            | -2.9       |
| FNGN   | 36.10            | 3.9        | WSTL   | 2.90             | -2.4       |

**Indexes**

**(% change in Oct)**

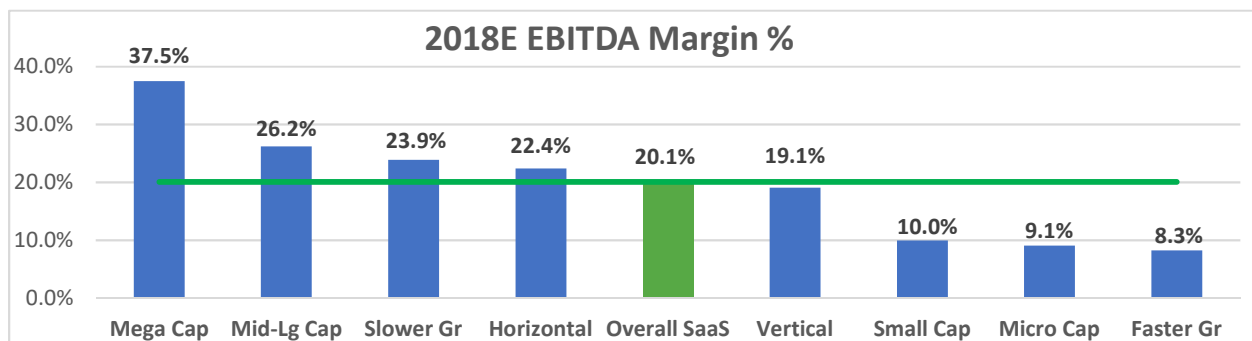
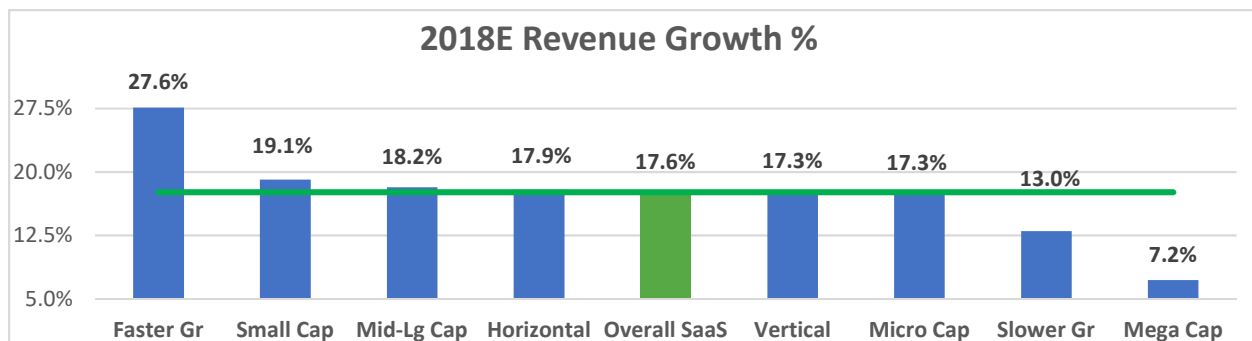
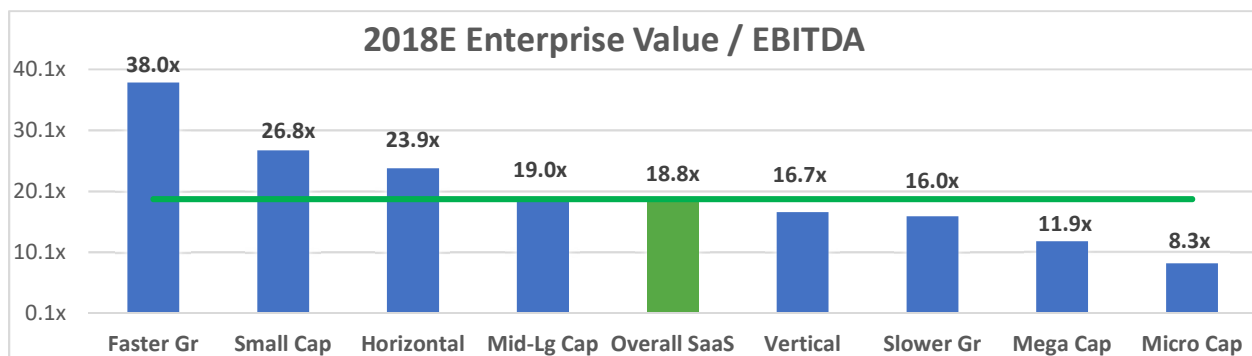
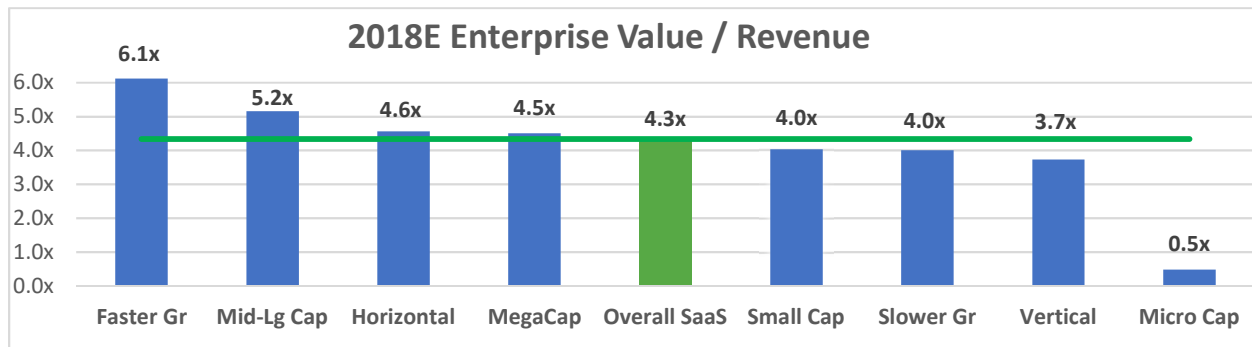
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|-----------------|-----|----------------|-----|
| Horizontal SaaS | 6.2 | NASDAQ         | 3.6 |
| Vertical SaaS   | 1.6 | S&P 500        | 2.2 |
| Overall SaaS    | 4.4 | Russell2000    | 0.8 |
|                 |     | S&P Volatility | 7.0 |

<sup>1</sup> Horizontal companies provide software that can

<sup>2</sup> Vertical companies provide software for specific

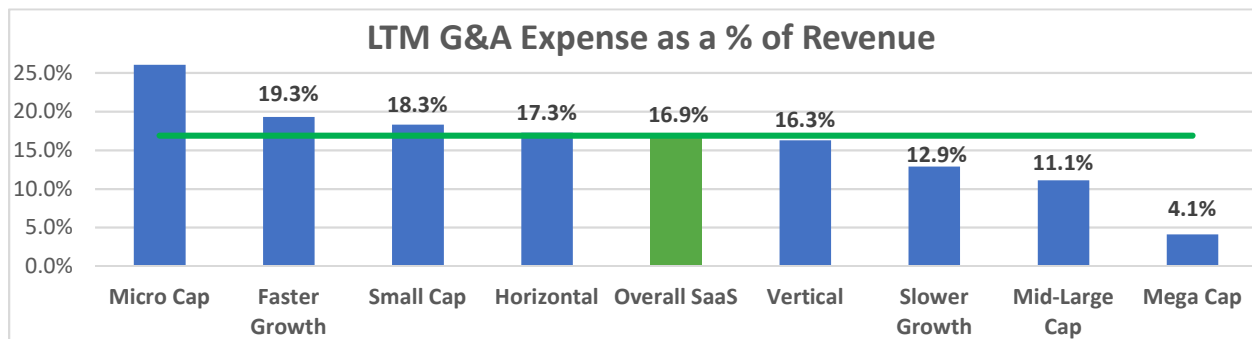
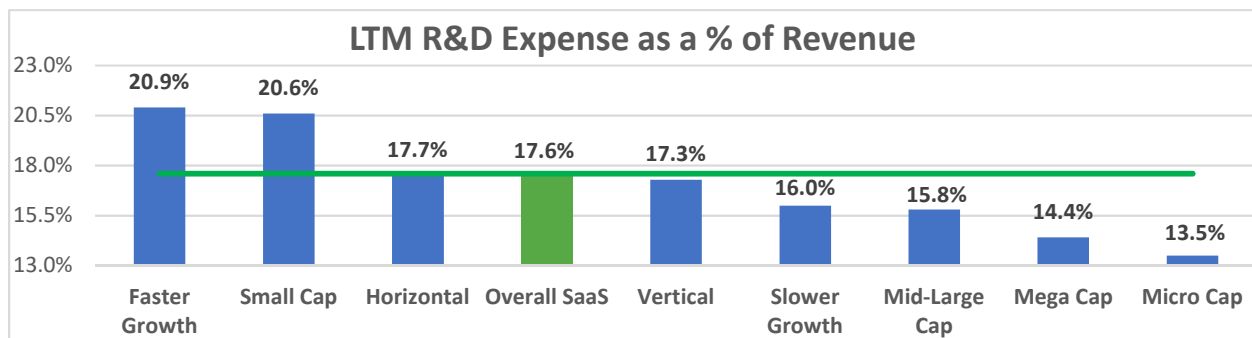
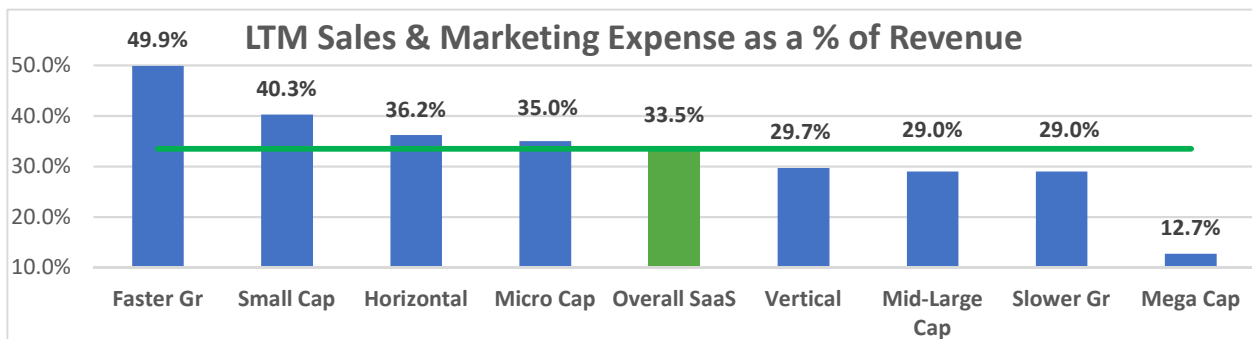
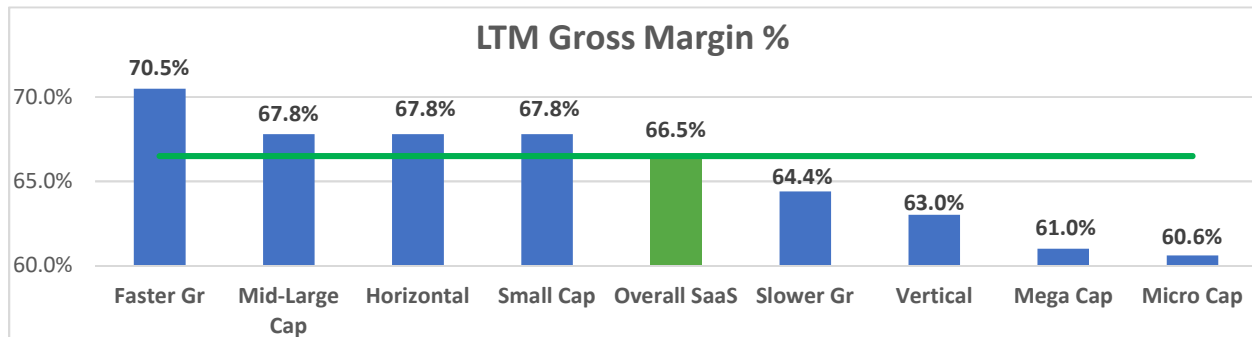
Data source: S&P Capital IQ. 10/31/2017 Prices.

Public Comparisons - Calendar Year (CY) 2018E Metrics - SaaS Software Cloud



**Data Source:** S&P Capital IQ | **Mega Cap** = \$100B+ mcap | **Mid-Large Cap** = \$3B-\$100B mcap | **Small Cap** = \$150M-3B mcap | **Micro Cap** = <\$150M mcap | **Fast Growth** = 2018E rev gr >20% | **Slow Growth** = 2018E rev gr <20% | **Horizontal** = Industry-neutral | **Vertical** = Industry-specific | **Overall SaaS** = median | **EBITDA** = earnings before int., tax, depr., amort.

Public Comparisons - Last Twelve Months (LTM) Metrics - SaaS Software Cloud



**Data Source:** S&P Capital IQ | **Mega Cap** = \$100B+ mcap | **Mid-Large Cap** = \$3B-\$100B mcap | **Small Cap** = \$150M-3B mcap | **Micro Cap** = <\$150M mcap | **Fast Gr** = 2018E rev gr >20% | **Slow Gr** = 2018E rev gr <20% | **Horizontal** = Industry-neutral solution | **Vertical** = Industry-specific solution | **Overall SaaS** = Group median

## Selected Fast Growth – SaaS Software Cloud Public Company Valuation Metrics

(In \$ million, except per share values)

| Ticker   | Company Name     | 11/27/17   | Market    | Enterprise | 2018E Street |        | EBITDA | 2019E  | EV/Sales |       | EV/FCF |       | Price % Change From |      |      | 60D avg    | Short as   | Insider   |
|--|------------------|------------|-----------|------------|--------------|--------|--------|--------|----------|-------|--------|-------|---------------------|------|------|------------|------------|-----------|
|  |                  | Price      | Cap       | Value (EV) | Sales        | Growth | margin | Growth | CY18E    | CY19E | CY18E  | CY19E | 1M                  | 3M   | 12M  | Volume     | % of Float | Ownership |
| Fast Growth (2018E Revenue Growth > 20%, excluding Micro Caps) |                  |            |           |            |              |        |        |        |          |       |        |       |                     |      |      |            |            |           |
| AMZN   | Amazon           | \$1,195.83 | \$576,237 | 595,113    | \$228,116    | 29%    | 11.3%  | 21%    | 2.6x     | 2.2x  | 34.4x  | 26.8x | 9%                  | 27%  | 53%  | \$4,097.75 | 1.4%       | 17%       |
| APPF   | AppFolio         | 43.50      | 1,477     | 1,434      | 181          | 28%    | 20.0%  | 28%    | 7.9x     | 6.2x  | na     | na    | -6%                 | 4%   | 102% | 7.42       | 4.5%       | 45%       |
| ASUR   | Asure Software   | 14.82      | 185       | 233        | 71           | 29%    | 24.7%  | 24%    | 3.3x     | 2.7x  | 42.4x  | 28.1x | 37%                 | 34%  | 62%  | 2.92       | 15.5%      | 9%        |
| AYX  | Alteryx          | 27.32      | 1,616     | 1,460      | 176          | 36%    | na     | 32%    | 8.3x     | 6.3x  | na     | 60.2x | 23%                 | 20%  | 0%   | 10.61      | 11.5%      | 21%       |
| BL   | BlackLine        | 38.11      | 2,015     | 1,905      | 224          | 29%    | 4.1%   | 27%    | 8.5x     | 6.7x  | na     | 85.3x | 8%                  | 29%  | 42%  | 7.23       | 7.2%       | 20%       |
| BOX  | Box              | 23.01      | 3,078     | 2,996      | 624          | 23%    | 3.9%   | 23%    | 4.8x     | 3.9x  | 75.9x  | 32.1x | 6%                  | 18%  | 50%  | 41.76      | 6.6%       | 5%        |
| CLDR   | Cloudera         | 16.35      | 2,277     | 1,883      | 453          | 26%    | na     | 21%    | 4.2x     | 3.4x  | na     | na    | 10%                 | -11% | 0%   | 26.82      | 5.0%       | 4%        |
| COUP   | Coupa            | 34.91      | 1,871     | 1,663      | 223          | 25%    | na     | 22%    | 7.5x     | 6.1x  | na     | 75.0x | 1%                  | 15%  | 6%   | 12.41      | 5.8%       | 1%        |
| CSLT   | Castlight Health | 3.85       | 515       | 433        | 164          | 25%    | na     | 18%    | 2.6x     | 2.2x  | na     | 10.3x | -3%                 | 5%   | -23% | 1.21       | 9.2%       | 6%        |
| EVBG   | Everbridge       | 27.73      | 784       | 736        | 131          | 26%    | 2.9%   | 23%    | 5.6x     | 4.6x  | na     | 54.7x | 4%                  | 23%  | 67%  | 8.48       | 2.9%       | 15%       |
| FB   | Facebook         | 183.03     | 531,850   | 493,561    | 53,389       | 33%    | 59.9%  | 25%    | 9.2x     | 7.4x  | 28.8x  | 25.1x | 3%                  | 10%  | 52%  | 2,690.54   | 1.0%       | 18%       |
| HDP  | Hortonworks      | 19.92      | 1,405     | 1,342      | 327          | 27%    | na     | 23%    | 4.1x     | 3.3x  | na     | 34.2x | 22%                 | 23%  | 111% | 16.04      | 5.6%       | 5%        |
| HUBS   | HubSpot          | 80.50      | 3,008     | 2,810      | 473          | 27%    | 7.5%   | 24%    | 5.9x     | 4.8x  | 87.8x  | 61.7x | -7%                 | 17%  | 39%  | 40.02      | 9.1%       | 7%        |
| INST   | Instructure      | 35.60      | 1,059     | 992        | 201          | 29%    | na     | 27%    | 4.9x     | 3.9x  | na     | 68.8x | 8%                  | 17%  | 83%  | 9.06       | 7.8%       | 11%       |
| MB   | MINDBODY         | 36.00      | 1,681     | 1,471      | 228          | 25%    | 9.1%   | 26%    | 6.4x     | 5.1x  | na     | 54.4x | 10%                 | 63%  | 63%  | 16.43      | 24.7%      | 7%        |
| MULE   | MuleSoft         | 23.62      | 3,070     | 2,888      | 396          | 36%    | na     | 30%    | 7.3x     | 5.6x  | na     | na    | -2%                 | 15%  | 0%   | 32.32      | 0.0%       | 7%        |
| NOW  | ServiceNow       | 126.99     | 21,932    | 21,417     | 2,515        | 31%    | 25.1%  | 28%    | 8.5x     | 6.6x  | 32.2x  | 23.9x | 1%                  | 15%  | 45%  | 160.62     | 6.7%       | 1%        |
| OKTA   | Okta             | 30.83      | 2,947     | 2,734      | 332          | 36%    | na     | 35%    | 8.2x     | 6.1x  | na     | 95.5x | 10%                 | 24%  | 0%   | 30.58      | 7.0%       | 11%       |
| PAYC   | Paycom           | 84.13      | 4,902     | 4,870      | 543          | 26%    | 30.7%  | 24%    | 9.0x     | 7.2x  | 47.6x  | 34.7x | 3%                  | 16%  | 94%  | 42.73      | 22.4%      | 17%       |
| PCTY   | Paylocity        | 47.38      | 2,488     | 2,391      | 407          | 22%    | 20.7%  | 22%    | 5.9x     | 4.8x  | 57.1x  | 37.4x | -9%                 | 2%   | 34%  | 12.16      | 5.5%       | 37%       |
| QTWO   | Q2 Holdings      | 42.80      | 1,784     | 1,695      | 240          | 24%    | 8.3%   | 25%    | 7.0x     | 5.7x  | na     | 86.9x | 1%                  | 5%   | 36%  | 8.11       | 4.4%       | 2%        |
| SHOP   | Shopify          | 113.36     | 11,256    | 10,330     | 954          | 44%    | 5.1%   | 34%    | 10.8x    | 8.1x  | na     | na    | 6%                  | 9%   | 162% | 417.45     | 5.1%       | 17%       |
| TEAM   | Atlassian        | 51.55      | 11,642    | 11,028     | 960          | 31%    | 27.8%  | 27%    | 11.5x    | 9.0x  | 36.9x  | 28.4x | 10%                 | 49%  | 88%  | 65.09      | 4.1%       | 36%       |
| TWLO   | Twilio           | 25.82      | 2,402     | 2,118      | 481          | 24%    | 0.7%   | 23%    | 4.4x     | 3.6x  | na     | na    | -19%                | -11% | -26% | 44.01      | 24.4%      | 14%       |
| TWOU   | 2U               | 67.29      | 3,514     | 3,329      | 395          | 39%    | 4.0%   | 34%    | 8.4x     | 6.3x  | na     | na    | 7%                  | 39%  | 90%  | 24.80      | 15.8%      | 1%        |
| WDAY   | Workday          | 114.94     | 23,908    | 22,358     | 2,640        | 26%    | 17.1%  | 23%    | 8.5x     | 6.9x  | 57.9x  | 43.0x | 6%                  | 11%  | 37%  | 152.33     | 11.6%      | 35%       |
| WIX  | Wix.com          | 56.35      | 2,561     | 2,354      | 557          | 31%    | 19.5%  | 26%    | 4.2x     | 3.3x  | 22.4x  | 15.0x | -17%                | -6%  | 9%   | 37.51      | 8.1%       | 3%        |
| YEXT   | Yext             | 13.92      | 1,256     | 1,129      | 226          | 33%    | na     | 35%    | 5.0x     | 3.7x  | na     | na    | 18%                 | 9%   | 0%   | 4.81       | 16.8%      | 25%       |
| ZEN  | Zendesk          | 34.75      | 3,527     | 3,301      | 553          | 30%    | 4.8%   | 28%    | 6.0x     | 4.7x  | 92.2x  | 51.8x | 15%                 | 28%  | 54%  | 33.12      | 5.9%       | 4%        |
| Select Faster Growth (2018E Rev. Growth >20%) Median           |                  |            |           |            | 396          | 29%    | 10.2%  | 25%    | 6.4x     | 5.1x  | 45.0x  | 40.2x | 6%                  | 16%  | 53%  | 26.82      | 6.9%       | 11%       |

Data Source: S&P Capital IQ | EV = Enterprise value | EBITDA = Earnings before int., tax, depr., amort | FCF = Free cash flow



## Selected Slower Growth - SaaS Software Cloud Public Company Valuation Metrics

(In \$ million, except per share values)

| Ticker   | Company Name      | 11/27/17 Price | Market Cap | Enterprise Value (EV) | 2018E Street |        | EBITDA margin | 2019E Growth | EV/Sales |       | EV/FCF |       | Price % Change From |      |      | 60D avg Volume | Short as % of Float | Insider Ownership |
|--|-------------------|----------------|------------|-----------------------|--------------|--------|---------------|--------------|----------|-------|--------|-------|---------------------|------|------|----------------|---------------------|-------------------|
|  |                   |                |            |                       | Sales        | Growth |               |              | CY18E    | CY19E | CY18E  | CY19E | 1M                  | 3M   | 12M  |                |                     |                   |
| Slower Growth (2018E Revenue Growth < 20%, excluding Micro Caps) |                   |                |            |                       |              |        |               |              |          |       |        |       |                     |      |      |                |                     |                   |
| ACTA   | Actua             | 15.55          | 467        | 450                   | 149          | 16%    | 4.8%          | na           | 3.0x     | na    | na     | na    | 1%                  | 25%  | 12%  | 2.63           | 2.6%                | 11%               |
| ALRM   | Alarm.Com         | \$44.84        | \$2,114    | 2,101                 | \$382        | 14%    | 21.9%         | 14%          | 5.5x     | 4.8x  | 54.2x  | 8.3x  | -4%                 | 3%   | 44%  | \$19.50        | 4.1%                | 3%                |
| AMBR   | Amber Road        | 6.80           | 185        | 199                   | 87           | 10%    | 3.9%          | 11%          | 2.3x     | 2.1x  | na     | 19.3x | -8%                 | -8%  | -42% | 0.45           | 2.5%                | 16%               |
| APTI   | Apptio            | 22.76          | 919        | 784                   | 215          | 15%    | 2.7%          | 15%          | 3.7x     | 3.2x  | 97.0x  | 17.2x | 19%                 | 34%  | 17%  | 9.35           | 1.9%                | 22%               |
| ATHN   | AthenaHealth      | 129.60         | 5,186      | 5,340                 | 1,347        | 11%    | 25.3%         | 12%          | 4.0x     | 3.5x  | 51.8x  | na    | 0%                  | -7%  | 27%  | 74.94          | 14.0%               | 1%                |
| BCOV   | Brightcove        | 7.60           | 263        | 242                   | 165          | 6%     | 3.3%          | na           | 1.5x     | na    | na     | na    | -3%                 | 8%   | -11% | 1.31           | 4.1%                | 2%                |
| BNFT   | Benefitfocus      | 26.55          | 830        | 896                   | 282          | 10%    | 9.9%          | 15%          | 3.2x     | 2.8x  | na     | 17.0x | -4%                 | -6%  | -6%  | 5.07           | 19.9%               | 17%               |
| BSFT   | BroadSoft         | 54.80          | 1,734      | 1,574                 | 432          | 12%    | 23.6%         | 13%          | 3.6x     | 3.2x  | 22.3x  | 5.7x  | 0%                  | 27%  | 28%  | 77.26          | 13.8%               | 1%                |
| BV   | Bazaarvoice       | 5.43           | 467        | 402                   | 217          | 4%     | 12.3%         | 4%           | 1.8x     | 1.8x  | 19.1x  | 7.6x  | 12%                 | 18%  | 6%   | 1.44           | 1.0%                | 2%                |
| CALD   | CallidusCloud     | 29.35          | 1,999      | 1,823                 | 299          | 20%    | 15.5%         | 21%          | 6.1x     | 5.1x  | 62.2x  | 8.6x  | 16%                 | 22%  | 76%  | 7.74           | 3.2%                | 2%                |
| CRM  | salesforce.com    | 106.58         | 76,983     | 75,942                | 12,524       | 20%    | 21.8%         | 19%          | 6.1x     | 5.1x  | 29.8x  | 4.0x  | 6%                  | 13%  | 45%  | 446.01         | 2.7%                | 5%                |
| CSCO   | Cisco             | 36.87          | 182,271    | 146,608               | 48,958       | 2%     | 34.2%         | 3%           | 3.0x     | 2.9x  | 10.2x  | 3.6x  | 7%                  | 17%  | 23%  | 650.58         | 1.2%                | 0%                |
| CSOD   | Cornerstone       | 37.26          | 2,157      | 2,094                 | 513          | 6%     | 17.4%         | 10%          | 4.1x     | 3.7x  | 27.7x  | 4.7x  | -6%                 | 9%   | 0%   | 22.29          | 9.6%                | 9%                |
| CTXS   | Citrix            | 86.15          | 12,981     | 12,894                | 2,883        | 2%     | 32.0%         | 3%           | 4.5x     | 4.3x  | 14.7x  | 3.0x  | 4%                  | 14%  | -2%  | 142.93         | 3.4%                | 0%                |
| DATA   | Tableau           | 70.39          | 5,613      | 4,670                 | 944          | 9%     | 7.9%          | 14%          | 4.9x     | 4.4x  | 28.7x  | 5.0x  | -11%                | -2%  | 50%  | 63.25          | 8.2%                | 22%               |
| EBAY   | eBay              | 35.99          | 37,594     | 41,562                | 10,250       | 7%     | 36.3%         | 6%           | 4.1x     | 3.8x  | 16.3x  | 3.5x  | -2%                 | 4%   | 24%  | 311.54         | 2.5%                | 6%                |
| ECOM   | ChannelAdvisor    | 8.75           | 232        | 179                   | 135          | 10%    | 5.7%          | 7%           | 1.3x     | 1.2x  | 35.3x  | 11.1x | -22%                | -11% | -41% | 0.77           | 1.9%                | 9%                |
| ELLI   | Ellie Mae         | 87.98          | 3,038      | 2,672                 | 494          | 20%    | 27.8%         | 21%          | 5.4x     | 4.5x  | 40.6x  | 5.4x  | 2%                  | 8%   | 4%   | 43.42          | 10.2%               | 2%                |
| ENV  | Envestnet         | 49.65          | 2,200      | 2,410                 | 786          | 16%    | 19.6%         | 14%          | 3.1x     | 2.7x  | 23.4x  | 6.4x  | -7%                 | 15%  | 27%  | 11.67          | 4.5%                | 3%                |
| FNGN   | Financial Engines | 27.05          | 1,713      | 1,515                 | 512          | 7%     | 32.8%         | 9%           | 3.0x     | 2.7x  | 13.6x  | 4.4x  | -26%                | -18% | -24% | 12.62          | 13.3%               | 1%                |
| GDDY   | GoDaddy           | 50.89          | 6,450      | 8,589                 | 2,541        | 14%    | 27.6%         | 11%          | 3.4x     | 3.0x  | 14.3x  | 3.8x  | 9%                  | 20%  | 38%  | 65.35          | 5.4%                | 0%                |
| GOOGL  | Alphabet          | 1072.01        | 738,614    | 642,435               | 130,041      | 19%    | 40.2%         | 17%          | 4.9x     | 4.2x  | 19.0x  | 3.6x  | 4%                  | 15%  | 37%  | 1,577.52       | 0.4%                | 12%               |
| GWRE   | Guidewire         | 81.60          | 6,268      | 5,695                 | 666          | 21%    | 21.8%         | 20%          | 8.5x     | 7.1x  | 50.6x  | na    | 5%                  | 13%  | 39%  | 39.90          | 6.4%                | 0%                |
| IBM  | IBM               | 151.98         | 140,702    | 174,959               | 78,590       | 0%     | 25.3%         | 0%           | 2.2x     | 2.2x  | 14.8x  | 6.5x  | -1%                 | 6%   | -7%  | 747.31         | 2.4%                | 0%                |
| INTU   | Intuit            | 154.77         | 39,567     | 39,665                | 5,933        | 9%     | 36.8%         | 9%           | 6.7x     | 6.1x  | 23.9x  | 3.0x  | 1%                  | 13%  | 33%  | 181.75         | 1.2%                | 5%                |
| LOGM   | LogMeIn           | 119.45         | 6,288      | 6,012                 | 1,166        | 14%    | 38.6%         | 9%           | 5.2x     | 4.7x  | 17.1x  | 2.7x  | -2%                 | 8%   | 10%  | 68.95          | 5.8%                | 2%                |
| LPSN   | LivePerson        | 11.25          | 670        | 615                   | 234          | 7%     | 9.5%          | 7%           | 2.6x     | 2.5x  | na     | 19.2x | -21%                | -12% | 32%  | 5.01           | 0.9%                | 9%                |
| MODN   | Model N           | 16.50          | 484        | 484                   | 151          | 8%     | 4.4%          | 9%           | 3.2x     | 2.9x  | na     | 21.7x | 15%                 | 23%  | 88%  | 3.07           | 5.1%                | 20%               |
| MSFT   | Microsoft         | 83.87          | 647,023    | 602,363               | 110,371      | 9%     | 40.1%         | 8%           | 5.5x     | 5.1x  | 17.8x  | 3.0x  | 0%                  | 15%  | 39%  | 1,634.88       | 0.7%                | 1%                |
| ORCL   | Oracle            | 48.88          | 204,000    | 190,801               | 40,402       | 4%     | 46.6%         | 4%           | 4.7x     | 4.5x  | 13.1x  | 2.8x  | -4%                 | -1%  | 21%  | 657.63         | 0.9%                | 27%               |
| PEGA   | Pegasystems       | 50.65          | 3,944      | 3,749                 | 888          | 10%    | 13.1%         | 14%          | 4.2x     | 3.7x  | 33.7x  | 7.6x  | -12%                | -8%  | 38%  | 17.82          | 3.7%                | 52%               |
| PYPL   | PayPal Holdings   | 77.84          | 93,557     | 82,951                | 15,415       | 19%    | 26.1%         | 17%          | 5.4x     | 4.6x  | 22.4x  | 3.5x  | 10%                 | 30%  | 93%  | 679.53         | 2.2%                | 6%                |
| RP   | RealPage          | 44.40          | 3,680      | 3,968                 | 801          | 19%    | 25.9%         | 12%          | 5.0x     | 4.4x  | 29.1x  | 4.7x  | 3%                  | 8%   | 55%  | 20.40          | 4.2%                | 27%               |
| RST  | Rosetta Stone     | 11.83          | 264        | 226                   | 188          | 1%     | 7.6%          | na           | 1.2x     | na    | na     | na    | 19%                 | 28%  | 42%  | 0.87           | 1.9%                | 9%                |
| SAP  | SAP               | 115.84         | 138,883    | 139,574               | 29,960       | 7%     | 33.8%         | 7%           | 4.7x     | 4.4x  | 26.5x  | 4.9x  | 2%                  | 10%  | 36%  | 0.64           | 0.0%                | 1%                |
| SNCR   | Synchronoss       | 11.37          | 540        | 664                   | 419          | -12%   | 19.4%         | -1%          | 1.6x     | 1.6x  | 29.6x  | 4.9x  | -1%                 | -31% | -77% | 24.00          | 14.4%               | 8%                |
| SPSC   | SPS Commerce      | 50.47          | 869        | 705                   | 244          | 11%    | 15.8%         | 11%          | 2.9x     | 2.6x  | 35.0x  | 9.1x  | 4%                  | -15% | -26% | 9.12           | 3.0%                | 0%                |
| SREV   | ServiceSource     | 2.99           | 270        | 232                   | 243          | 3%     | 8.9%          | 5%           | 1.0x     | 0.9x  | na     | 72.1x | -15%                | -18% | -50% | 0.81           | 4.3%                | 3%                |
| STMP   | Stamps.com        | 179.90         | 3,144      | 3,109                 | 533          | 16%    | 51.4%         | 15%          | 5.8x     | 5.1x  | 15.3x  | 2.2x  | -18%                | -7%  | 59%  | 84.07          | 17.6%               | 6%                |
| TWTR   | Twitter           | 21.82          | 16,139     | 13,653                | 2,546        | 6%     | 33.1%         | 8%           | 5.4x     | 5.0x  | 24.3x  | 4.7x  | 1%                  | 31%  | 21%  | 420.39         | 8.9%                | 12%               |
| ULTI   | Ultimate Softwar  | 195.93         | 5,854      | 5,725                 | 1,112        | 19%    | 24.6%         | 18%          | 5.1x     | 4.3x  | 42.4x  | 6.9x  | -1%                 | 1%   | -7%  | 59.06          | 12.4%               | 5%                |
| UPLD   | Upland Software   | 23.29          | 484        | 523                   | 123          | 26%    | 35.5%         | 4%           | 4.2x     | 4.1x  | 20.5x  | 3.9x  | 6%                  | -1%  | 145% | 3.76           | 0.8%                | 15%               |
| VEEV   | Veeva Systems     | 62.97          | 8,855      | 8,130                 | 804          | 19%    | 33.0%         | 17%          | 10.1x    | 8.6x  | 36.7x  | 3.0x  | 6%                  | 13%  | 36%  | 64.13          | 5.4%                | 20%               |
| VRNS   | Varonis Systems   | 51.05          | 1,421      | 1,293                 | 250          | 19%    | 5.2%          | 17%          | 5.2x     | 4.4x  | 60.9x  | 7.0x  | 15%                 | 34%  | 66%  | 15.04          | 2.0%                | 2%                |
| WAGE   | WageWorks         | 63.50          | 2,517      | 1,869                 | 526          | 9%     | 31.8%         | 8%           | 3.6x     | 3.3x  | na     | na    | -1%                 | 8%   | -15% | 20.17          | 8.8%                | 1%                |
| WEB  | Web.com Group     | 23.05          | 1,088      | 1,746                 | 783          | 4%     | 26.2%         | 4%           | 2.2x     | 2.1x  | 11.4x  | 4.8x  | -6%                 | -3%  | 38%  | 6.92           | 4.7%                | 4%                |
| WK   | Workiva           | 22.85          | 958        | 900                   | 235          | 14%    | na            | 14%          | 3.8x     | 3.4x  | 98.8x  | 11.6x | 2%                  | 16%  | 43%  | 3.19           | 4.8%                | 40%               |
| Select Slower Growth (2018E Rev. Growth < 20%) Median            |                   |                |            |                       | 533          | 10%    | 24.1%         | 11%          | 4.1x     | 3.8x  | 25.4x  | 4.9x  | 0%                  | 8%   | 27%  | 20.40          | 4.1%                | 5%                |

Data Source: S&P Capital IQ | EV = Enterprise value | EBITDA = Earnings before int., tax, depr., amort | FCF = Free cash flow

## Selected Micro-Caps – SaaS Software Cloud Public Company Valuation Metrics

(In \$ million, except per share values)

| Ticker                            | Company Name       | 11/27/17<br>Price | Market<br>Cap | Enterprise<br>Value (EV) | 2018E Street |        | EBITDA<br>margin | 2019E<br>Growth | EV/Sales |       | EV/FCF |       | Price % Change From |      |      | 60D avg<br>Volume | Short as<br>% of Float | Insider<br>Ownership |
|-----------------------------------|--------------------|-------------------|---------------|--------------------------|--------------|--------|------------------|-----------------|----------|-------|--------|-------|---------------------|------|------|-------------------|------------------------|----------------------|
|                                   |                    |                   |               |                          | Sales        | Growth |                  |                 | CY18E    | CY19E | CY18E  | CY19E | 1M                  | 3M   | 12M  |                   |                        |                      |
| Select Micro Cap (<\$150M mcap)   |                    |                   |               |                          |              |        |                  |                 |          |       |        |       |                     |      |      |                   |                        |                      |
| 1PG                               | 1-PAGE             | 0.01              | 1             | (23)                     | na           | na     | na               | na              | na       | na    | na     | na    | 22%                 | 138% | -96% | 0.00              | 0.7%                   | 9%                   |
| AKDS                              | Arkados Group      | 0.77              | 17            | 27                       | na           | na     | na               | na              | na       | na    | na     | na    | 26%                 | 20%  | -27% | 0.04              | 0.0%                   | 19%                  |
| CAFN                              | Cachet             | 0.17              | 2             | (2)                      | 24           | 67%    | 16.3%            | na              | na       | na    | na     | na    | -60%                | -84% | -98% | 0.03              | 6.8%                   | 33%                  |
| CCUR                              | Concurrent         | 6.09              | 60            | 22                       | na           | na     | na               | na              | na       | na    | na     | na    | -6%                 | -3%  | 11%  | 0.29              | 1.5%                   | 25%                  |
| COYN                              | COPsync            | 0.04              | 1             | 1                        | na           | na     | na               | na              | na       | na    | na     | na    | 40%                 | -71% | -95% | 0.00              | 0.0%                   | 12%                  |
| CSTI                              | Costar             | 9.75              | 14            | 23                       | na           | na     | na               | na              | na       | na    | na     | na    | 7%                  | -11% | 15%  | 0.01              | 0.0%                   | 0%                   |
| CXDO                              | Crexendo           | 1.87              | 27            | 26                       | na           | na     | na               | na              | na       | na    | na     | na    | -7%                 | 14%  | 34%  | 0.01              | 1.1%                   | 74%                  |
| EGAN                              | eGain              | 3.60              | 98            | 97                       | 61           | 5%     | 4.1%             | na              | 1.6x     | na    | na     | na    | 18%                 | 106% | 53%  | 0.67              | 0.2%                   | 36%                  |
| EVOL                              | Evolving Systems   | 4.25              | 53            | 55                       | na           | na     | na               | na              | na       | na    | na     | na    | -10%                | -13% | 6%   | 0.11              | 0.1%                   | 35%                  |
| FNJN                              | FinJan             | 2.23              | 62            | 46                       | 31           | -44%   | 53.9%            | na              | 1.5x     | na    | na     | na    | 16%                 | -11% | 77%  | 0.40              | 0.8%                   | 3%                   |
| FUEL                              | Rocket Fuel        | 2.60              | na            | na                       | na           | na     | na               | na              | na       | na    | na     | na    | 0%                  | 0%   | 30%  | 0.00              | 0.0%                   | 0%                   |
| GSB                               | GlobalSCAPE        | 3.71              | 80            | 67                       | na           | na     | na               | na              | na       | na    | na     | na    | -7%                 | -3%  | -7%  | 0.16              | 0.1%                   | 22%                  |
| GSVC                              | GSV Capital        | 6.58              | 140           | 211                      | 1            | 8%     | na               | na              | na       | na    | na     | na    | 16%                 | 42%  | 28%  | 0.79              | 0.0%                   | 1%                   |
| INLX                              | Intellinetics      | 0.17              | 3             | 4                        | na           | na     | na               | na              | na       | na    | na     | na    | -33%                | -51% | -74% | 0.00              | 0.0%                   | 54%                  |
| INUV                              | Inuvo              | 1.00              | 28            | 31                       | 95           | 21%    | 3.4%             | na              | 0.3x     | na    | na     | na    | 18%                 | -3%  | -19% | 0.11              | 1.5%                   | 18%                  |
| IPAS                              | iPass              | 0.63              | 42            | 35                       | 63           | 16%    | na               | na              | 0.6x     | na    | na     | na    | 2%                  | 5%   | -62% | 0.25              | 1.8%                   | 6%                   |
| LVT                               | LiveTiles          | 0.19              | 80            | 77                       | 9            | na     | na               | 68%             | 8.3x     | 5.0x  | na     | na    | -6%                 | 29%  | 74%  | 0.09              | 0.0%                   | 59%                  |
| MFON                              | Mobivity           | 1.06              | 39            | 40                       | na           | na     | na               | na              | na       | na    | na     | na    | -16%                | 23%  | 51%  | 0.01              | 0.0%                   | 19%                  |
| MRIN                              | Junein Software    | 9.40              | 53            | 27                       | na           | na     | na               | na              | na       | na    | na     | na    | -34%                | 22%  | -45% | 0.27              | 1.4%                   | 29%                  |
| PYDS                              | Payment Data Sy.   | 2.31              | 31            | 29                       | na           | na     | na               | na              | na       | na    | na     | na    | 60%                 | 58%  | 28%  | 2.49              | 0.8%                   | 60%                  |
| SCIL                              | Scientific Learnin | 0.35              | 8             | na                       | na           | na     | na               | na              | na       | na    | na     | na    | -3%                 | -34% | -27% | 0.00              | 0.0%                   | 0%                   |
| SHSP                              | SharpSpring        | 4.25              | 36            | 30                       | 17           | 26%    | na               | na              | 1.8x     | na    | na     | na    | -6%                 | 15%  | -18% | 0.43              | 0.8%                   | 14%                  |
| SMSI                              | Smith Micro Softw  | 2.00              | 29            | 28                       | na           | na     | na               | na              | na       | na    | na     | na    | 12%                 | 83%  | 27%  | 0.18              | 2.9%                   | 15%                  |
| SPRT                              | Support.com        | 2.39              | 45            | (5)                      | na           | na     | na               | na              | na       | na    | na     | na    | 4%                  | -3%  | 6%   | 0.08              | 0.3%                   | 4%                   |
| SVVC                              | First Technology   | 8.41              | 62            | 56                       | na           | na     | na               | na              | na       | na    | na     | na    | 6%                  | 13%  | 3%   | 0.21              | 0.0%                   | 8%                   |
| WSTL                              | Westell            | 4.51              | 70            | 46                       | 67           | 4%     | 6.0%             | na              | 0.7x     | na    | na     | na    | 55%                 | 48%  | 109% | 0.24              | 0.1%                   | 32%                  |
| Select Micro Cap (<\$150M) Median |                    |                   |               |                          | 31           | 16%    | 6.0%             | 68%             | 1.5x     | 5.0x  | na     | na    | 4%                  | 13%  | 6%   | 0.11              | 0.8%                   | 19%                  |

Data Source: S&P Capital IQ | EV = Enterprise value | EBITDA = Earnings before int., tax, depr., amort | FCF = Free cash flow



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