

# Quarterly Industry Update

As of March 31, 2017

Industry: Text Analytics

## Industry Summary

Cogent Valuation identified Text Analytics publicly traded companies, IPOs, and recent M&A transactions within the Text Analytics industry, which provides a basis for market and transaction pricing that can be used by your firm in estimating market sentiment and its impact on your firm's value. Over the last year since March 31, 2016, the median 52-week share price return of the Text Analytics industry was 19.2%. Between March 31, 2015 and March 31, 2017, the median EV/EBITDA multiple decreased from 12.9 to 10.1. Furthermore, the median price-to-earnings multiple decreased from 23.6 to 20.0 over the same period.

## Comparable Public Company Key Statistics

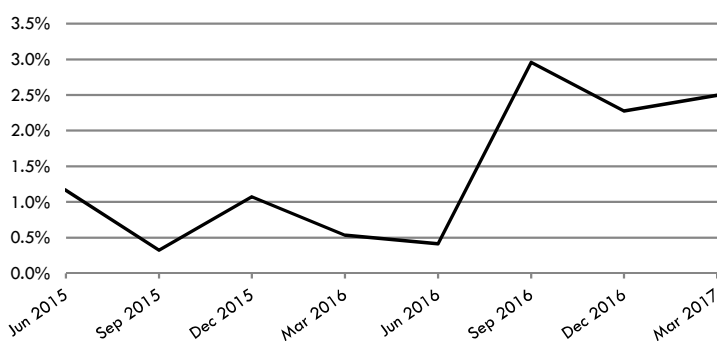
Median 52-Week Return	19.2%	Median EV/Revenue Multiple	1.6x	Median Price/Earnings Multiple	20.0x
Median 3-Year CAGR Return	7.1%	Median EV/EBITDA Multiple	10.1x	Median EV/Gross CF Multiple	16.4x

## Comparable Public Company Market Price Returns As of March 31, 2017

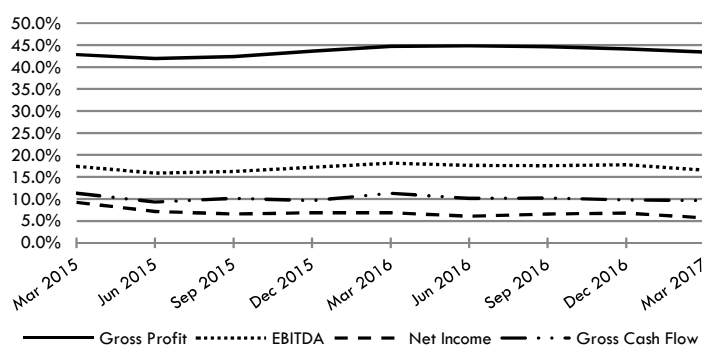
	YTD	3 Month	1 Year	2 Year	3 Year	5 Year	2016	2015	2014	2013	2012
FTI Consulting, Inc.	-8.7%	-8.7%	15.9%	4.8%	7.3%	1.9%	30.1%	-10.3%	-6.1%	24.7%	-22.2%
Guidance Software, Inc.	-16.7%	-16.7%	37.2%	4.4%	-18.9%	-11.8%	17.6%	-17.0%	-28.2%	-14.9%	83.2%
Huron Consulting Group Inc.	-16.9%	-16.9%	-27.7%	-20.2%	-12.7%	2.3%	-14.7%	-13.1%	9.1%	86.0%	-13.0%
Innodata Inc.	-10.2%	-10.2%	-2.7%	-8.4%	-8.9%	-16.4%	-14.0%	-2.4%	19.2%	-35.2%	-4.1%
Iron Mountain Incorporated	9.8%	9.8%	5.2%	-1.1%	9.0%	4.4%	20.3%	-30.1%	27.4%	-2.3%	0.8%
MAXIMUS, Inc.	11.5%	11.5%	18.2%	-3.5%	11.5%	25.1%	-0.8%	2.6%	24.7%	39.2%	52.9%
Navigant Consulting, Inc.	-12.7%	-12.7%	44.6%	32.8%	7.0%	10.4%	63.0%	4.5%	-19.9%	72.0%	-2.2%
NeuStar, Inc.	-0.7%	-0.7%	34.8%	16.0%	0.7%	-2.3%	39.3%	-13.8%	-44.2%	18.9%	22.7%
Open Text Corporation	10.0%	10.0%	31.3%	13.4%	12.5%	17.3%	29.0%	-17.7%	26.7%	64.5%	9.3%
Tyler Technologies, Inc.	8.3%	8.3%	20.2%	13.2%	22.7%	32.1%	-18.1%	59.3%	7.2%	110.8%	60.9%
<b>Median of Industry Public Companies</b>	<b>-4.7%</b>	<b>-4.7%</b>	<b>19.2%</b>	<b>4.6%</b>	<b>7.1%</b>	<b>3.3%</b>	<b>18.9%</b>	<b>-11.7%</b>	<b>8.1%</b>	<b>31.9%</b>	<b>5.0%</b>

(Multiple year periods are calculated as the average annual return.)

## Median Quarterly Revenue Growth of All Text Analytics Companies



## Median Gross Profit, EBITDA, Net Income and Gross Cash Flow Margins



## Median Public Company Multiples of the Text Analytics Industry

Date:	3/31/2015	6/30/2015	9/30/2015	12/31/2015	3/31/2016	6/30/2016	9/30/2016	12/31/2016	3/31/2017
EV/Revenues Multiple	1.9x	2.2x	2.0x	1.7x	1.9x	1.9x	1.9x	1.9x	1.6x
EV/EBITDA Multiple	12.9x	11.5x	12.2x	11.0x	10.9x	12.4x	12.1x	10.6x	10.1x
Price/Earnings Multiple	23.6x	25.9x	24.7x	25.1x	22.9x	23.1x	22.5x	20.4x	20.0x
EV/Gross Cash Flows Multiple	22.3x	22.6x	22.6x	23.1x	19.7x	20.9x	19.9x	17.2x	16.4x

This industry research is provided at no charge to Cogent Valuation's clients. Research or detailed information not covered in this report can be obtained for a fee. Contact [Steven Kam](mailto:Steven.Kam@CogentValuation.com) at 415-392-0888 for additional information or questions in connection with this research report. Copyright © 2017 Cogent Valuation. All Rights Reserved.

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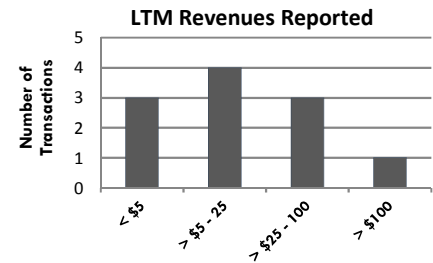
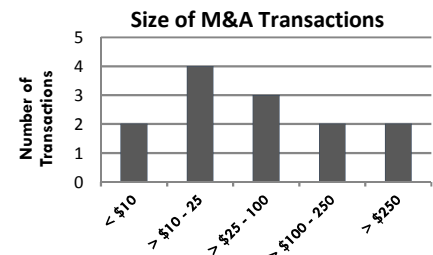
## Industry Initial Public Offerings (dollars in millions, except share prices)

Offer Date	Company Name	Offer Price	Shares Offered	Amount Raised	Total Assets	Debt	LTM Revenues	LTM EBITDA	LTM Net Income	LTM Cash Flows
6/25/2015	AppFolio, Inc.	\$12.00	6.2	\$74.4	\$36.0	\$9.6	\$53.7	(\$8.2)	(\$11.0)	(\$7.2)
12/12/2011	Jive Software, Inc.	\$12.00	13.4	\$161.3	\$143.9	\$32.9	\$69.4	(\$34.0)	(\$44.9)	(\$31.0)
11/8/2011	Imperva, Inc.	\$18.00	5.0	\$90.0	\$42.5	\$3.0	\$72.0	(\$10.1)	(\$11.8)	(\$8.6)
8/1/2007	The Dolan Company	\$14.50	13.5	\$195.1	\$211.1	\$233.3	\$124.6	\$31.5	(\$47.0)	\$34.3
12/12/2006	Guidance Software, Inc.	\$11.50	5.0	\$57.5	\$26.6	\$2.0	\$51.7	(\$0.3)	(\$1.8)	\$1.4
<b>Median of All IPOs</b>		<b>nm</b>	<b>nm</b>	<b>\$90.0</b>	<b>\$42.5</b>	<b>\$9.6</b>	<b>\$69.4</b>	<b>(\$8.2)</b>	<b>(\$11.8)</b>	<b>(\$7.2)</b>

nm: not meaningful, N/A: not applicable

## Recent Merger and Acquisition Transactions for a Majority Stake (dollars in millions)

Transaction Date	Target	Acquirer	Transaction Size	% Bought	LTM Revenues	EV/Revenues
11/23/2015	Daegis Inc.	Open Text Corporation	\$23.3	100%	\$23.7	0.9x
5/29/2015	Quindell Plc	Slater and Gordon	\$1,002.1	100%	\$954.8	1.0x
3/25/2015	Agilex Technologies, Inc.	Accenture Federal Services LLC	\$263.8	100%	N/A	N/A
2/26/2015	Prelytix, LLC	Market Resource Partners	\$20.0	100%	\$2.0	10.0x
4/7/2014	Third Coast Holdings Inc	Wolters Kluwer	\$180.0	62%	\$57.0	5.1x
9/13/2013	ISD Corporation	Daily Journal Corp.	\$16.0	100%	N/A	N/A
9/12/2013	Molecular Profiles Ltd.	Columbia Laboratories	\$25.4	100%	\$9.0	2.8x
9/5/2013	KnowledgeCenter Ltd.	Charles Taylor plc	\$11.1	100%	\$4.2	2.6x
8/28/2013	Panopticon Software AB	Datawatch Corporation	\$27.5	100%	\$5.0	5.5x
4/25/2013	Angoss Software Corp.	Peterson Partners LP	\$8.5	100%	\$7.0	1.1x
5/28/2012	UBIC, Inc.	Nomura Securities Co.	\$26.6	9%	\$65.0	4.0x
5/8/2012	BPA Technologies, Inc.	ICRA Techno Analytics	\$8.0	51%	\$10.0	1.6x
12/28/2011	De Novo Legal LLC	Epiq Systems Holdings	\$119.0	100%	\$58.4	2.0x
<b>Median of the 13 M&amp;A Transaction Targets</b>			<b>\$25.4</b>	<b>100%</b>	<b>\$10.0</b>	<b>2.6x</b>



### Definitions of Financial Terms Used in this Quarterly Industry Update:

Enterprise Value (EV): Market Value of Equity + Market Value of Debt - Cash

Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA): Profitability metric sometimes also referred to as operating profit or operating earnings.

Gross Cash Flows: Net Income + Depreciation and Amortization Expense

Latest Twelve Months (LTM): Financial information is as of the latest twelve months through the date of this Quarterly Industry Update.

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