

# Q1: Quarterly Industry Update

AS OF March 31, 2019



## Cyber Security

### INDUSTRY SUMMARY

COGENT VALUATION identified **Cyber Security** publicly traded companies, IPOs, and recent M&A transactions within the Cyber Security 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, 2018, the median 52-week share price return of the Cyber Security industry was 5.5%. Between March 31, 2018 and March 31, 2019, the median EV/EBITDA multiple decreased from 22.9 to 15.9. However, the median price-to-earnings multiple decreased from 23.1 to 16.1 over the same period. The median revenue growth and EBITDA margins for the industry for the quarter were 3.9% and 9.0%, respectively.

### Public Company Key Statistics

Median 52-Week  
Return

5.5%

Median 3-Year CAGR  
Return

1.9%

Median EV/Revenue  
Multiple

3.4x

Median EV/EBITDA  
Multiple

15.9x

Median Price/Earnings  
Multiple

16.1x

Median EV/Gross CF  
Multiple

29.2x

## Comparable Public Company Market Price Returns as of March 31, 2019

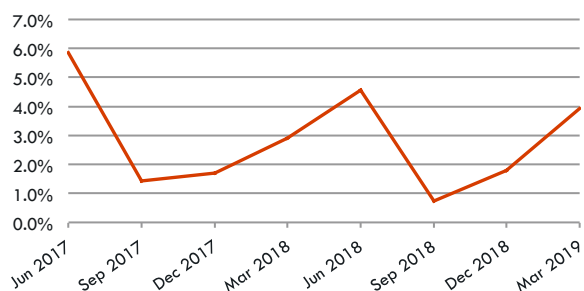
	2019	3 Month	1 Year	2 Year	3 Year	2018	2017	2016
<b>Ability Inc.</b>	-25.5%	-25.5%	-83.4%	-77.0%	N/A	-84.1%	-72.0%	N/A
<b>CyberArk Software Ltd.</b>	23.3%	23.3%	0.3%	9.4%	8.6%	-9.0%	0.8%	13.8%
<b>Finjan Holdings, Inc.</b>	50.5%	50.5%	87.2%	89.0%	-11.0%	90.7%	-1.5%	-57.4%
<b>Fortinet, Inc.</b>	22.6%	22.6%	39.7%	32.3%	12.4%	45.1%	-3.4%	1.7%
<b>Imperva, Inc.</b>	9.1%	9.1%	5.5%	-7.4%	14.7%	3.4%	-39.3%	28.1%
<b>ManTech International Corporation</b>	14.0%	14.0%	-23.3%	7.7%	17.9%	-0.2%	19.4%	-26.9%
<b>NetScout Systems, Inc.</b>	10.5%	10.5%	60.2%	31.7%	-10.9%	18.8%	39.7%	0.0%
<b>Radware Ltd.</b>	-13.5%	-13.5%	-30.6%	7.1%	-1.5%	-3.3%	2.6%	-16.0%
<b>Rapid7, Inc.</b>	10.1%	10.1%	32.1%	34.3%	N/A	33.1%	-5.0%	-30.3%
<b>Symantec Corporation</b>	37.0%	37.0%	70.7%	39.9%	11.8%	53.3%	-19.6%	N/A
<b>Median of Industry Public Companies</b>	10.5%	10.5%	5.5%	18.6%	8.6%	17.5%	-1.5%	-16.0%

Multiple year periods are calculated as the average annual return.

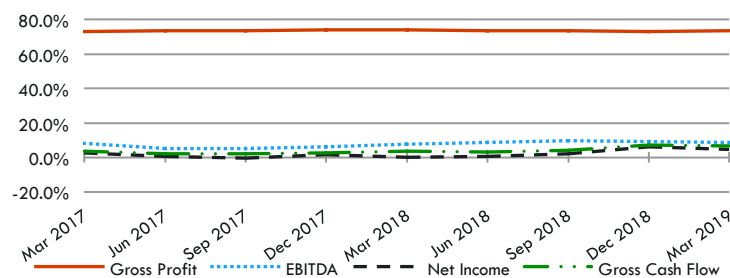
■ Highest Return
 ■ Lowest Return
 ■ Median Return

## Industry Revenue Growth and Profit Margins for the Past Two Years

**Median Quarterly Revenue Growth of All Cyber Security Companies**



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



## Public Company Median Multiples by Quarter

	3/31/19	12/31/18	9/30/18	6/30/18	3/31/18	12/31/17	9/30/17	6/30/17
<b>EV/Revenues Multiple</b>	3.4x	3.1x	3.5x	3.1x	3.3x	2.8x	4.4x	3.1x
<b>EV/EBITDA Multiple</b>	15.9x	23.9x	29.4x	24.2x	22.9x	18.6x	13.7x	13.9x
<b>Price/Earnings Multiple</b>	16.1x	24.2x	46.0x	27.3x	23.1x	42.2x	43.0x	42.8x
<b>EV/Gross Cash Flows Multiple</b>	29.2x	21.2x	41.6x	48.4x	43.7x	37.8x	32.4x	25.3x

■ Highest Multiple   
 ■ Lowest Multiple   
 ■ Median Multiple

## Industry Initial Public Offerings—Cyber Security

(dollars in millions, except share prices)

Offer Date	Company Name	Offer Price	Shares Offered	Amount Raised	Total Assets	Debt	LTM Revenue	LTM EBITDA	LTM Net Income	LTM Cash Flows
3/4/19	<b>GRC International Group plc</b>	\$0.96	8.4	\$8.1	\$4.2	\$13.7	\$8.6	\$1.0	\$1.0	\$5.9
2/1/19	<b>WIIT S.p.A.</b>	\$50.48	0.6	\$31.2	\$42.4	\$0.0	\$16.9	\$4.6	\$3.2	\$6.3
1/7/19	<b>Microware Group Limited</b>	\$0.19	60.0	\$11.3	\$44.5	\$0.0	\$138.7	\$5.3	\$0.6	\$0.8
12/13/18	<b>ECSC Group plc</b>	\$2.12	3.5	\$7.4	\$2.1	\$28.0	\$4.0	\$0.8	(\$72.4)	(\$48.1)
11/21/18	<b>SecureWorks Corp.</b>	\$14.00	8.0	\$112.0	\$917.8	\$0.0	\$339.5	(\$65.4)	(\$1.1)	(\$1.3)
4/11/18	<b>Osirium Technologies plc</b>	\$2.22	5.7	\$12.6	\$8.4	\$0.0	\$0.4	(\$1.3)	\$0.9	\$0.2
1/27/16	<b>Secura Group Limited</b>	\$0.17	112.0	\$19.6	\$6.7	\$17.0	\$14.5	\$2.0	(\$31.8)	(\$20.1)
7/16/15	<b>Rapid7, Inc.</b>	\$16.00	6.5	\$103.2	\$86.5	N/A	\$91.6	(\$24.2)	N/A	N/A
6/29/17	<b>Median of all IPOs</b>	nm	nm	\$16.1	\$22.6	\$0.0	\$15.7	\$0.9	\$0.6	\$0.2

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

Transaction Date	Target	Acquirer	Transaction Size	% Bought	LTM Revenues	EV/ Revenues
2/28/19	<b>Wombat Security Tech.</b>	<b>Proofpoint, Inc.</b>	\$225.0	100%	\$3.5	0.9x
1/31/19	<b>Cyberinc</b>	<b>KPMG LLP</b>	\$34.3	100%	\$5,064	N/A
12/15/18	<b>NCI, Inc.</b>	<b>H.I.G. Capital</b>	\$289.2	100%	N/A	1.0x
11/3/18	<b>NES Associates, LLC</b>	<b>CSRA Inc.</b>	\$105.0	100%	\$27.1	1.7x
12/1/17	<b>Camber Corporation</b>	<b>Huntington Ingalls</b>	\$380.0	100%	\$325.4	N/A
11/8/16	<b>ITC Secure Networking</b>	<b>C5 Capital Ltd</b>	\$29.8	100%	N/A	N/A
8/31/16	<b>Wave Systems Corp.</b>	<b>ESW Capital, LLC</b>	\$3.8	100%	\$364.0	2.8x
8/16/16	<b>Sypris Electronics, LLC</b>	<b>Analog Devices, Inc.</b>	\$42.0	55%	\$18.0	N/A
5/2/16	<b>Recall Holdings Limited</b>	<b>Iron Mountain Inc.</b>	\$2,452.5	100%	N/A	N/A
2/3/16	<b>Sypris Electronics, LLC</b>	<b>Analog Devices, Inc.</b>	\$42.0	100%	N/A	N/A
11/27/15	<b>Fox-IT Group B.V.</b>	<b>NCC Group (Solutions)</b>	\$140.6	100%	\$29.0	4.9x

■ USA ■ International

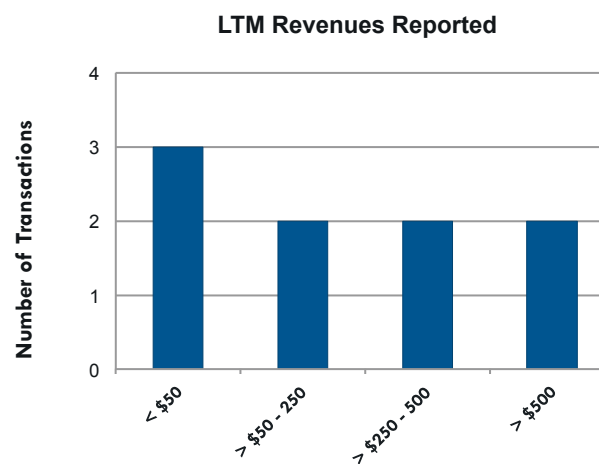
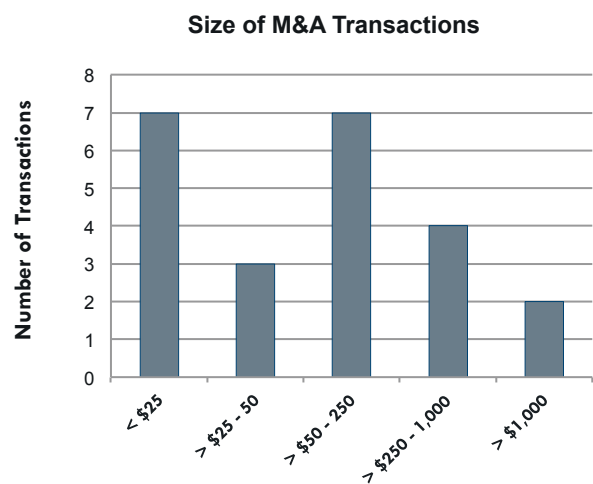
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## Recent Merger and Acquisition Transactions for a Majority Stake (dollars in millions)

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Transaction Date	Target	Acquirer	Transaction Size	% Bought	LTM Revenues	EV/ Revenues
9/1/15	Code Green Networks	Digital Guardian, Inc.	\$18.0	100%	N/A	N/A
7/9/15	Caspida, Inc.	Splunk, Inc.	\$190.0	100%	N/A	N/A
6/15/15	Knowledge Consulting	ManTech International	\$68.0	100%	N/A	N/A
4/1/15	LTC Engineering Associates	CACI International Inc	\$16.0	100%	\$16.0	1.0x
2/27/15	CloudShield Technologies	LookingGlass Cyber	\$5.0	100%	N/A	N/A
2/26/15	TASC, Inc.	Engility Holdings, Inc.	\$1,100.0	100%	N/A	N/A
1/2/15	Tripwire, Inc.	Belden Inc.	\$710.0	100%	\$118.5	6.0x
12/11/14	BAE Systems	BAE Systems plc	\$232.5	100%	N/A	N/A
	Median of the 20 M&A Transaction Targets		\$18.0	100%	N/A	N/A

## Recent Merger and Acquisition Transactions for a Majority Stake (dollars in millions) as of March 31, 2019





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**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):** 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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