

# Q1: Quarterly Industry Update

AS OF March 31, 2019



## 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, 2018, the median 52-week share price return of the Text Analytics industry was 2.3%. Between March 31, 2018 and March 31, 2019, the median EV/EBITDA multiple increased from 12.6 to 13.3. Furthermore, the median price-to-earnings multiple increased from 24.7 to 30.1 over the same period. The median revenue growth and EBITDA margins for the industry for the quarter were 1.4% and 14.9%, respectively.

### Public Company Key Statistics

Median 52-Week  
Return

2.3%

Median 3-Year CAGR  
Return

0%

Median EV/Revenue  
Multiple

1.7x

Median EV/EBITDA  
Multiple

13.3x

Median Price/Earnings  
Multiple

30.1x

Median EV/Gross CF  
Multiple

22.2x

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

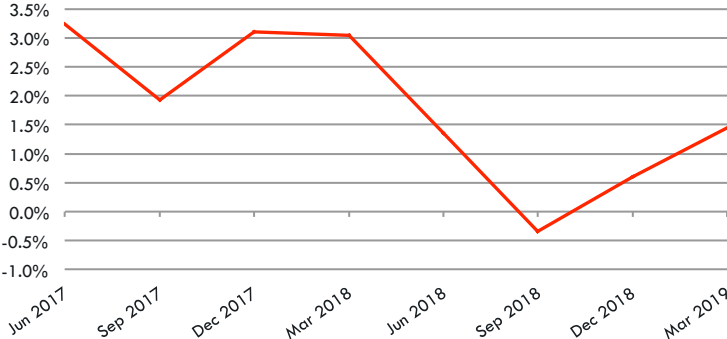
	2019	3 Month	1 Year	2 Year	3 Year	2018	2017	2016
<b>FTI Consulting, Inc.</b>	12.7%	12.7%	17.6%	-7.9%	-2.6%	30.1%	-10.3%	-6.1%
<b>Innodata Inc.</b>	-5.8%	-5.8%	-9.5%	-18.4%	-18.4%	-14.7%	-13.1%	9.1%
<b>Iron Mountain Incorporated</b>	-15.4%	-15.4%	-47.7%	5.3%	-1.0%	-14.0%	-2.4%	19.2%
<b>MAXIMUS, Inc.</b>	-12.9%	-12.9%	-7.9%	-2.4%	13.3%	20.3%	-30.1%	27.4%
<b>Navigant Consulting, Inc.</b>	-6.8%	-6.8%	7.3%	15.3%	4.2%	-0.8%	2.6%	24.7%
<b>National Storage REIT</b>	-0.9%	-0.9%	-15.8%	-5.2%	-1.1%	63.0%	4.5%	-19.9%
<b>Open Text Corporation</b>	0.7%	0.7%	10.5%	24.8%	9.6%	-3.6%	-5.5%	28.8%
<b>Tyler Technologies, Inc.</b>	-2.4%	-2.4%	2.3%	16.5%	24.4%	29.0%	-17.7%	26.7%
<b>Median of Industry Public Companies</b>	<b>19.2%</b>	<b>19.2%</b>	<b>36.5%</b>	<b>-3.8%</b>	<b>-1.1%</b>	<b>-18.1%</b>	<b>59.3%</b>	<b>7.2%</b>

Multiple year periods are calculated as the average annual return.

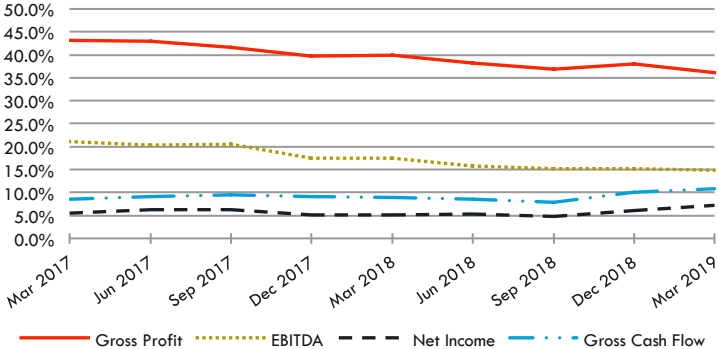
■ Highest Return
 ■ Lowest Return
 ■ Median Return

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

Median Quarterly Revenue Growth of All Text Analytics 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>	1.7x	1.8x	1.6x	1.8x	1.8x	1.8x	1.9x	2.2x
<b>EV/EBITDA Multiple</b>	13.3x	12.6x	12.5x	12.1x	12.6x	11.8x	13.0x	14.0x
<b>Price/Earnings Multiple</b>	30.1x	31.0x	38.2x	28.2x	24.1x	21.7x	20.7x	21.7x
<b>EV/Gross Cash Flows Multiple</b>	22.2x	22.6x	25.0x	20.5x	20.2x	17.8x	17.9x	19.2x

■ Highest Multiple   
 ■ Lowest Multiple   
 ■ Median Multiple

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

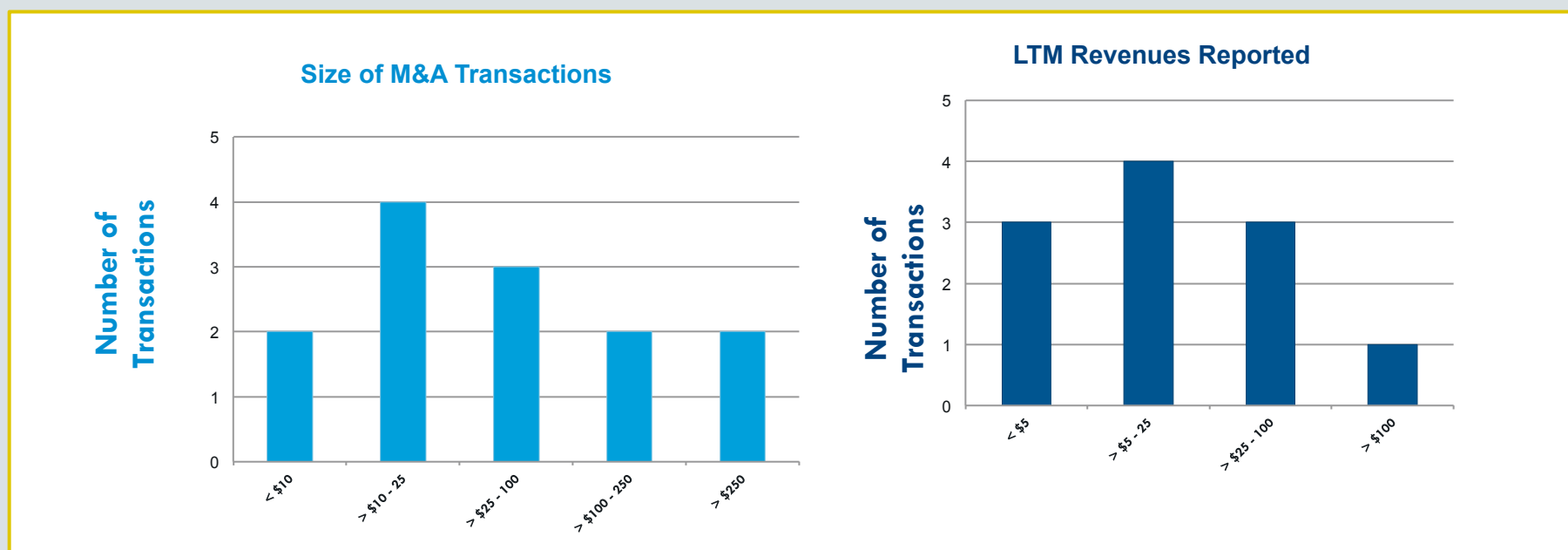
Offer Date	Company Name	Offer Price	Shares Offered	Amount Raised	Total Assets	Debt	LTM Revenues	LTM EBITDA	LTM Net Income	LTM Cash Flows
6/25/15	<b>AppFolio, Inc.</b>	\$12.00	6.2	\$74.4	\$36.0	\$9.6	\$53.7	(\$8.8)	(\$11.0)	(\$7.8)
12/12/11	<b>Jive Software, Inc.</b>	\$12.00	13.4	\$161.3	\$143.9	\$32.9	\$69.4	(\$31.9)	(\$44.9)	(\$28.9)
11/8/11	<b>Imperva, Inc.</b>	\$18.00	5.0	\$90.0	\$42.5	\$3.0	\$72.0	(\$10.1)	(\$11.8)	(\$8.6)
8/1/07	<b>The Dolan Company</b>	\$14.50	13.5	\$195.1	\$213.3	\$93.2	\$133.8	\$33.5	(\$60.5)	\$36.3
12/12/06	<b>Guidance Software, Inc.</b>	\$11.50	5.0	\$57.5	\$26.6	\$2.0	\$51.2	(\$0.3)	(\$1.8)	\$1.4
	<b>Median of all IPOs</b>	nm	nm	<b>\$90.0</b>	<b>\$42.5</b>	<b>\$9.6</b>	<b>\$69.4</b>	<b>(\$8.8)</b>	<b>(\$11.8)</b>	<b>(\$7.8)</b>

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

Transaction Date	Target	Acquirer	Transaction Size	% Bought	LTM Revenues	EV/ Revenues
11/23/15	<b>Daegis Inc.</b>	Open Text Corporation	\$23.3	100%	\$23.7	0.9x
5/29/15	Quindell Plc	Slater and Gordon	\$1,002.1	100%	\$954.8	1.0x
3/25/15	Agilex Technologies, Inc.	Accenture Federal Services LLC	\$263.8	100%	N/A	N/A
2/26/15	Prelytix, LLC	Market Resource Partners	\$20.0	100%	\$2.0	10.0x
4/7/14	Third Coast Holdings Inc	Wolters Kluwer	\$180.0	62%	\$57.0	5.1x
9/13/13	ISD Corporation	Daily Journal Corp.	\$16.0	100%	N/A	N/A
9/12/13	Molecular Profiles Ltd.	Columbia Laboratories	\$25.4	100%	\$9.0	2.8x
9/5/13	<b>KnowledgeCenter Ltd.</b>	Charles Taylor plc	\$11.1	100%	\$4.2	2.6x
8/28/13	Panopticon Software AB	Datawatch Corporation	\$27.5	100%	\$5.0	5.5x
4/25/13	Angoss Software Corp.	Peterson Partners LP	\$8.5	100%	\$7.0	1.1x
5/28/12	UBIC, Inc.	Nomura Securities Co.	\$26.6	9%	\$65.0	4.0x
5/8/12	BPA Technologies, Inc.	ICRA Techno Analytics	\$8.0	51%	\$10.0	1.6x
12/28/11	De Novo Legal LLC	Epiq Systems Holdings	\$119.0	100%	\$58.4	2.0x
11/23/15	<b>Daegis Inc.</b>	Open Text Corporation	<b>\$25.4</b>	<b>100%</b>	<b>\$10.0</b>	<b>2.6x</b>
<b>Median of the M&amp;A Transaction Targets</b>			<b>\$23.3</b>	<b>100%</b>	<b>\$23.7</b>	<b>2.6x</b>

■ USA    ■ International

## 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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