

Q4: Quarterly Industry Update

AS OF December 31, 2024



Artificial Intelligence Industry Summary


COGENT VALUATION identified publicly traded companies, IPOs, and recent M&A transactions within the Artificial Intelligence industry¹, 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 December 31, 2023, the median 52-week share price return and the median YTD return of the Artificial Intelligence industry was 22.65%. Between December 31, 2023 and December 31, 2024, the median EV/Revenue multiple increased from 5.32 to 7.1 and the median EV/EBITDA multiple increased from 7.23 to 12.67. The median Price/Earnings multiple increased from 5.31 to 7.65 and the median EV/Gross Profit multiple increased from 8.31 to 11.78 over the same period. The median MVIC/Earnings increased from 12.4 to 13.22. The median Price/Revenue multiple increased from 7.67 to 11.8 over the same period.


Public Company Key Statistics


Median 52-Week Return	Median YTD Return	Median EV/Revenue Multiple	Median EV/EBITDA Multiple
22.65%	22.65%	7.1x	12.67x
Median Price/Earnings Multiple	Median EV/Gross Profit Multiple	Median MVIC/Earnings Multiple	Median Price/Revenue Multiple
7.65x	11.78x	13.22x	11.8x

Public Company Median Multiples by Quarter

	12/31/24	9/30/24	6/30/24	3/31/24	12/31/23	9/30/23	6/30/23	3/31/23
Median EV/Revenue Multiple	7.1x	3.2x	3.4x	2.7x	5.32x	3.2x	2.9x	3.0x
Median EV/Gross Profit Multiple	11.78x	14.4x	5.81x	5.82x	8.31x	12.25x	12.19x	11.78x
Median EV/EBITDA Multiple	12.67x	12.47x	8.27x	3.84x	7.34x	11.05x	14.30x	11.23x
Median Price/Revenue Multiple	11.8x	11.8x	8.15x	5.10x	7.67x	10.95x	14.23x	11.20x
Median Price/Earnings Multiple	7.65x	8.47x	3.76x	-5.55x	5.31	-13.30x	-5.88x	-12.45x
Median MVIC/Earnings Multiple	13.22x	11.6x	12.7x	13.7x	12.4x	12.5x	12.2x	13.2x

 Highest Multiple

 Median Multiple

 Lowest Multiple

Comparable Public Company Market Price Returns and Operating Results as of December 31, 2024 (dollars in millions)

Company Name	Q4 2024	12-months 2024	Two Year ¹	Revenues	Gross Profit	Net Income	GP Margin
Endava Plc	19.2%	-46.3%	-13.2%	\$147.55	\$85.48	\$29.24	38.3%
C3.ai, Inc.	8.5%	24.3%	-21.7%	\$246.80	\$180.46	(\$218.84)	66.6%
Cerence Inc.	4.1%	65.2%	-43.7%	\$149.14	\$199.82	(\$347.64)	65.8%
Darktrace plc	2.9%	3.5%	-24.4%	\$43.87	\$433.04	(\$2.11)	85.5%
Exscientia plc	11.7%	21.0%	11.8%	\$32.18	(\$12.52)	(\$144.29)	-34.9%
Innodata Inc.	2.7%	29.0%	27.2%	\$76.65	\$22.40	(\$12.24)	32.8%
Informatica Inc.	-14.2%	9.6%	N/A	\$1,933	\$943.00	(\$121.00)	44.3%
NVIDIA Corporation	51.3%	15.3%	45.7%	\$22,878	\$12,543.00	\$4,493.00	57.3%
SentinelOne, Inc.	-7.7%	31.2%	-41.4%	\$417.32	\$317.70	(\$395.71)	64.6%
Symbotic Inc.	8.4%	58.5%	14.5%	\$823.13	\$151.55	(\$39.35)	13.0%
Genesys Cloud Services	1.9%	11.4%	-56.1%	\$9.56	(\$9.39)	(\$429.15)	-95.2%
Xiao-I Corporation	-23.1%	25.6%	14.3%	\$48.18	\$31.81	(\$4.90)	62.6%
Median of Industry Public Companies	3.50%	22.65%	14.30%	\$148.35	\$166.01	(\$80.18)	50.80%

[1] Calculated as the average annual return.

Industry Initial Public Offerings – Artificial Intelligence

(dollars in millions, except share prices)

Effective Date	Company Name	Offer Price	Shares Offered	Amount Raised	Total Assets ¹	Debt ¹	LTM Revenue ¹	LTM EBITDA ¹	LTM Net Income ¹	LTM Cash Flows ¹
12/30/24	Cyngn Inc.	\$0.15	0.03	\$2.00	\$5.01	\$11.05	\$5.70	\$34.6	\$11.02	\$11.02
11/20/24	Backblaze, Inc.	\$0.01	2.00	\$0.02	\$0.02	\$0.00	\$0.00	\$0.00	(\$0.02)	(\$0.02)
11/8/24	Bullfrog AI Holdings, Inc.	\$0.23	40.00	\$5.96	\$0.73	\$0.00	\$0.00	\$0.00	(\$0.46)	(\$0.46)
10/31/24	Applied Digital Corporation	\$7.35	63.66	\$67.43	\$8.47	\$33.04	\$93.30	\$31.47	\$32.04	\$75.00
2/13/24	nCino, Inc.	\$7.35	63.66	\$67.43	\$8.47	\$33.04	\$93.30	\$31.47	\$32.04	\$75.00
1/9/24	iSoftStone Information	\$14.55	49.00	\$644.00	\$66.6	\$588	\$134	\$232.45	\$11.39	\$42.21
11/2/23	Aidemy Inc.	\$9.76	0.45	\$3.31	\$4.25	\$0.7	\$8.99	\$0.0	(\$0.06)	(\$0.06)
9/19/23	OBZEN Inc.	\$0.08	0.23	\$11.29	\$0.01	\$0.0	N/A	\$8.4	N/A	N/A
2/28/23	Kitalive Inc.	\$19.25	0.31	\$3.06	\$7.1	\$0.1	\$5.01	\$2.1	\$0.67	\$0.67
9/2/22	Scope Carbon Corp.	\$16.54	10.50	\$0.80	\$186.8	\$0.01	\$65.4	\$4.5	\$11.8	\$1.1

[1] As of the effective date of the IPO

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Industry Initial Public Offerings – Artificial Intelligence (dollars in millions, except share prices)

Effective Date	Company Name	Offer Price	Shares Offered	Amount Raised	Total Assets ¹	Debt ¹	LTM Revenue ¹	LTM EBITDA ¹	LTM Net Income ¹	LTM Cash Flows ¹
7/7/22	Konan Technology Inc.	\$19.25	0.30	\$23.10	\$3.91	\$4.8	\$0.0	\$883.0	\$7.5	\$8.7
2/17/22	EDGE Technology Inc.	\$3.04	2.71	\$8.25	\$4.42	\$0.99	\$13.41	\$45.4	\$7.8	\$0.21
12/9/21	Aiforia Technologies	\$5.65	5.39	\$30.49	N/A	\$1.8	N/A	\$290.7	\$62.1	N/A
12/3/21	Datrix S.p.A.	\$4.63	3.66	\$16.93	\$15.80	\$3.04	\$13.30	(\$1.47)	\$2.4	(\$2.00)
10/26/21	Coveo Solutions Inc.	\$11.84	12.72	\$169.80	\$176.49	\$216.5	\$71.93	(\$24.26)	(\$475.24)	(\$471.32)
10/26/21	Informatica Inc.	\$29.00	6.3	\$128.0	\$354.8	\$0.0	\$0.0	(\$42.5)	(\$7.0)	(\$10.2)
10/26/21	Almawave	\$5.05	6.42	\$32.45	\$53.24	\$18.29	\$30.25	\$7.98	\$2.11	\$2.18
10/19/21	CINC Corp.	\$26.96	0.83	\$22.44	\$7.12	\$0.3	\$24.2	\$2.1	(\$0.2)	\$2.3

[1] As of the effective date of the IPO

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Industry Initial Public Offerings – Artificial Intelligence (dollars in millions, except share prices)

Effective Date	Company Name	Offer Price	Shares Offered	Amount Raised	Total Assets ¹	Debt ¹	LTM Revenue ¹	LTM EBITDA ¹	LTM Net Income ¹	LTM Cash Flows ¹
6/10/21	CS Disco, Inc.	\$32.00	7.00	\$224.00	\$76.19	\$1.84	\$73.91	(\$11.89)	(\$14.57)	(\$12.90)
6/8/21	TaskUs, Inc.	\$23.00	13.20	\$303.60	\$731.65	\$243.55	\$522.59	\$129.04	\$49.53	\$71.18
5/3/21	NetraMark Holdings	\$0.74	8.89	\$6.62	\$1.66	\$39.4	N/A	N/A	(\$0.99)	(\$0.99)
4/20/21	Alfi, Inc.	\$4.15	3.73	\$15.49	\$7.45	\$5.56	N/A	(\$3.18)	(\$3.56)	(\$3.54)
3/30/21	UiPath Inc.	\$56.00	23.89	\$1,337.88	\$866.46	\$20.08	\$607.64	(\$99.33)	(\$92.39)	(\$84.01)
3/9/21	Appier Group, Inc.	\$14.51	18.63	\$270.37	\$120.08	\$24.66	\$86.91	N/A	(\$14.08)	(\$14.08)
3/2/21	Harmonychain	\$0.21	61.00	\$12.91	\$36.0	\$9.6	\$53.7	(\$8.8)	(\$11.0)	(\$7.8)
2/19/21	Wacul.Inc	\$9.95	0.70	\$6.95	\$4.65	\$1.38	\$4.48	N/A	(\$1.31)	(\$1.31)

[1] As of the effective date of the IPO

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Industry Initial Public Offerings – Artificial Intelligence (dollars in millions, except share prices)

Effective Date	Company Name	Offer Price	Shares Offered	Amount Raised	Total Assets ¹	Debt ¹	LTM Revenue ¹	LTM EBITDA ¹	LTM Net Income ¹	LTM Cash Flows ¹
12/15/20	Alchera Inc.	\$9.15	2.00	\$18.29	\$9.36	\$0.09	\$2.81	(\$3.09)	(\$4.82)	(\$4.47)
12/8/20	C3.ai, Inc.	\$42.00	15.50	\$651.00	\$355.60	\$0.00	\$164.73	(\$55.46)	(\$55.02)	(\$51.99)
10/22/20	VAIV Company Inc.	\$24.66	0.65	\$16.03	\$42.5	\$3.0	\$72.0	(\$10.1)	(\$11.8)	(\$8.6)
10/16/20	Elliptic Laboratories	\$16.03	0.83	\$13.36	\$12.76	\$4.92	\$2.92	(\$2.37)	(\$2.13)	(\$1.93)
9/24/20	Amesite Inc.	\$5.00	3.00	\$15.00	\$5.70	\$2.03	\$0.06	(\$4.04)	(\$4.17)	(\$4.13)
11/20/18	Median of all IPOs	\$9.46	4.56	\$17.61	\$36.00	\$2.52	\$53.70	(\$4.04)	(\$2.85)	(\$4.47)

[1] As of the effective date of the IPO

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

Transaction Date	Target	Acquirer	Transaction Size	% Bought	LTM Revenues ¹	EV/ Revenues ¹
12/4/24	Cogito Corporation	Constant Health Solutions	\$0.38	100.0%	\$25.00	14.95x
11/3/24	Huntington Ingalls Industries,	Savannah River Nuclear Solutions	\$6.42	100.0%	\$14.00	8.48x
10/7/24	MarketMuse, Inc	GrepWords, Inc	\$6.34	100.0%	\$44.18	11.00x
3/12/24	Drift.com, Inc.	Salesloft, Inc.	\$198.50	100%	\$167.30	22.3x
1/1/24	Data Society LLC	TDL Group	\$74.77	100%	\$262.00	9.2x
11/30/23	Waymark Tech Ltd	Ascent Technologies	\$316.10	100%	\$1.9	.1x
6/16/23	Aspen Technology	Emerson Electric Co.	\$6,339.12	55.00%	\$730.43	15.08x
5/31/22	Umanis SA	CGI France SAS	\$316.10	70.60%	\$269.27	1.43x
4/13/22	The Data Appeal Company	Almawave	\$16.45	100.00%	\$1.71	9.64x
3/4/22	Nuance Communications	Microsoft Corporation	\$19,796.03	100.00%	\$1,494.20	12.97x
12/16/21	Clairvoyant AI, Inc.	ExlService.com, LLC	\$100.10	100.00%	\$37.90	2.64x

[1] As of the close of the Transaction

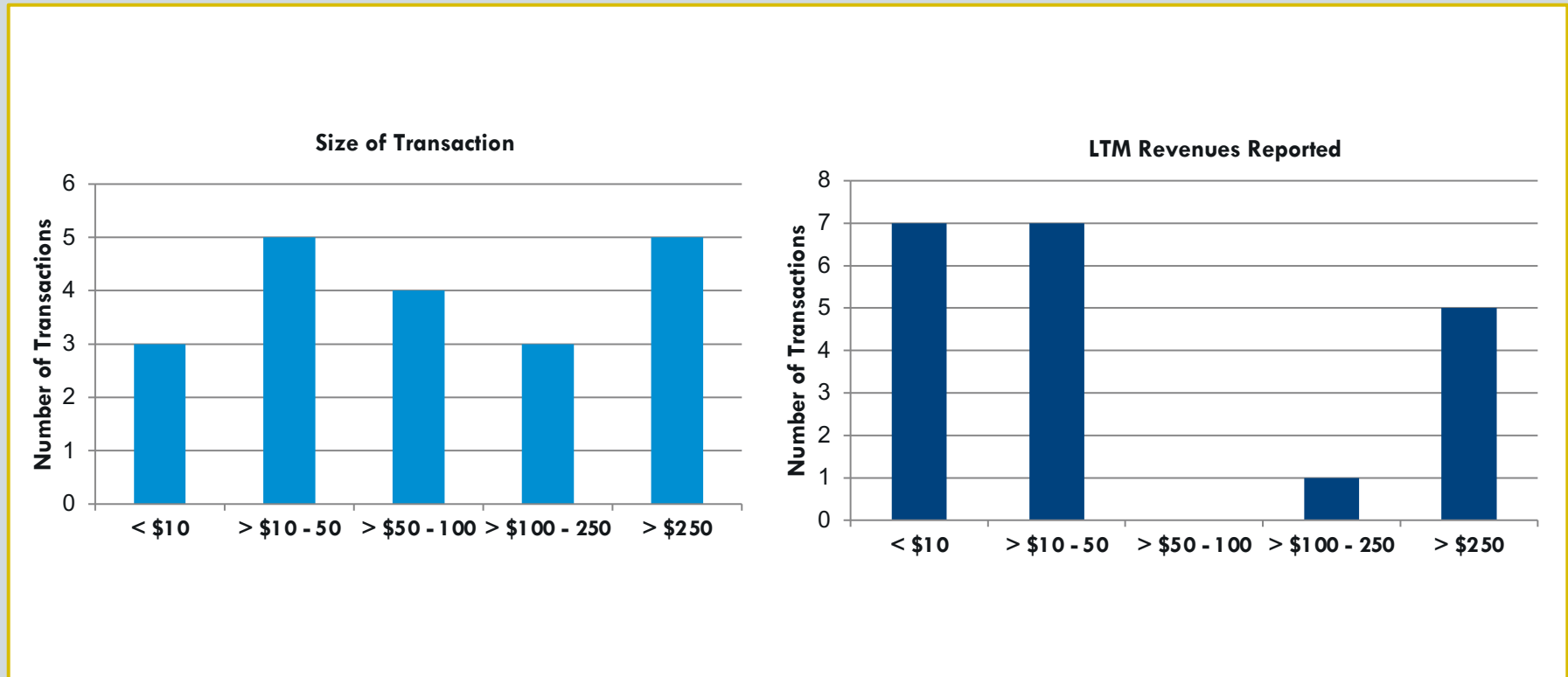
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Recent Merger and Acquisition Transactions for a Majority Stake (dollars in millions)

Transaction Date	Target	Acquirer	Transaction Size	% Bought	LTM Revenues ¹	EV/ Revenues ¹
11/15/21	Mirametrix Inc.	Lattice Semiconductor Corporation	\$68.50	100.00%	\$9.00	7.61x
11/12/21	Scryer, Inc.	ARGUS Software, Inc.	\$198.50	100.00%	\$18.30	10.85x
10/1/21	LPA Software Solutions, LLC	Converge Technology Solutions Corp.	\$12.05	100.00%	\$13.51	0.89x
6/23/21	Affectiva, Inc.	Smart Eye	\$74.77	100.00%	\$5.00	14.95x
6/4/21	HoloBuilder Inc.	FARO Technologies, Inc.	\$33.91	100.00%	\$4.00	8.48x
5/7/21	RIAKTR	Seamless Distribution Systems	\$12.38	100.00%	\$5.83	2.12x
5/5/21	Linkfluence	Meltwater B.V.	\$59.45	100.00%	\$20.21	2.94x
2/11/21	Virtusa Corporation	Baring Private Equity Asia	\$2,464.48	100.00%	\$1,294.32	1.68x
10/13/20	Oakwood Technologies	Netcall plc	\$3.52	100.00%	\$0.18	20.00x
Median of the M&A Transaction Targets			\$74.77	100.0%	\$18.30	8.48x

[1] As of the close of the Transaction

Recent Merger and Acquisition Transactions for a Majority Stake (dollars in millions) as of December 31, 2024



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.

Market Value of Invested Capital (MVIC): Market Value of Equity + Market Value of Debt

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