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THE NOAH BIBLE

JUNE 2018



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Selected NOAH Advisors Deals

<p>August 2017</p> <p>Acquisition of a Majority Stake in</p> <p> Luminati</p> <p>by</p> <p> EMK Capital <small>Enterprise Management Knowledge</small></p> <p>at a valuation of \$200m</p> <p><i>Financial Advisor to EMK Capital</i></p>	<p>December 2016</p> <p>Investment in</p> <p> FLiXBUS</p> <p>by</p> <p> SILVERLAKE</p> <p><i>Financial Advisor to Silver Lake</i></p>	<p>October 2016</p> <p>Investment in</p> <p> KäuferPortal</p> <p>by</p> <p> ProSiebenSat.1 Media SE  GENERAL ATLANTIC</p> <p>84% Ownership</p> <p><i>Exclusive Financial Advisor to KäuferPortal and its Shareholders</i></p>	<p>September 2016</p> <p>Acquisition of a Majority Stake in</p> <p> PARSHIP ELITE Group</p> <p>by</p> <p> ProSiebenSat.1 Media SE</p> <p>from</p> <p> OAKLEY CAPITAL</p> <p>at a valuation of €300m</p> <p><i>Financial Advisor to Oakley Capital</i></p>
<p>May 2016</p> <p>Investment in</p> <p>10Bis  <small>www.10bis.co.il</small></p> <p>by</p> <p> TA ASSOCIATES</p> <p><i>Exclusive Financial Advisor to 10Bis and its Shareholders</i></p>	<p>November 2015</p> <p>\$5m fundraising and NOAH as the Lead Investor</p> <p> pipedrive™</p> <p><i>Exclusive Financial Advisor to Pipedrive</i></p>	<p>August 2015</p> <p>\$14m fundraising and NOAH as the Lead Investor</p> <p> ALOHA</p> <p><i>Exclusive Financial Advisor to Aloha</i></p>	<p>September 2015</p> <p>Sale of 70% stake in</p> <p> פורטל דורשים <small>drushim.co.il</small></p> <p>to</p> <p> yad2.co.il  axel springer <small>Axel Springer Digital Classifieds</small></p> <p><i>Exclusive Financial Advisor to Drushim and its Shareholders</i></p>
<p>July 2015</p> <p>Primary funding for</p> <p> biSCIENCE</p> <p>from</p> <p> WPP <small>KANTAR MEDIA</small></p> <p><i>Advisor to BIScience</i></p>	<p>December 2014</p> <p>Sale of 100% of</p> <p> fotolia</p> <p>for \$800m to</p> <p> Adobe</p> <p><i>Exclusive Financial Advisor to Fotolia and the Selling Shareholders</i></p>	<p>October 2014</p> <p>Sale of 100% of</p> <p> trovit</p> <p>for €80m to</p> <p> NEXT Co., Ltd.</p> <p><i>Exclusive Financial Advisor to Trovit and its Shareholders</i></p>	<p>September 2014</p> <p>Sale of controlling stake in</p> <p> facile.it <small>RISPARMIARE È FACILE</small></p> <p>to</p> <p> Oakley Capital Private Equity</p> <p><i>Exclusive Financial Advisor to Facile.it and its Shareholders</i></p>
<p>August 2014</p> <p>ask.fm</p> <p>sale to</p> <p> IAC </p> <p><i>Advisor to the Selling Shareholders</i></p>	<p>May 2014</p> <p> walla <small>www.walla.co.il</small></p> <p>sold 100% of</p> <p> yad2.co.il</p> <p>for \$228m to JV between</p> <p> axel springer  GENERAL ATLANTIC</p> <p><i>Exclusive Financial Advisor to Yad2 and its Shareholders</i></p>	<p>February 2013</p> <p> softonic <small>enjoy software!</small></p> <p>Growth equity investment from</p> <p> Partners Group <small>Passion for Private Markets</small></p> <p>for a 30% stake alongside Softonic's Founders and Angel Investors at €275m valuation</p> <p><i>Exclusive Financial Advisor to Softonic and its shareholders</i></p>	<p>May 2012</p> <p> fotolia</p> <p>\$150 million growth equity investment from</p> <p>KKR</p> <p>for a 50% stake alongside Fotolia's Founders and TA Associates Additional \$150 million senior debt financing</p> <p><i>Exclusive Financial Advisor to Fotolia and its Shareholders</i></p>
<p>April 2012</p> <p>Sale of 100% in</p> <p> Toprural</p> <p>to</p> <p> HomeAway®</p> <p><i>Financial Advisor to Toprural and its Shareholders</i></p>	<p>November 2011</p> <p>Sale of a majority stake in</p> <p> grupfoni <small>Şehir artık daha güzel!</small></p> <p>to</p> <p>Quants Financial Services AG</p> <p><i>Exclusive Financial Advisor to grupfoni and its Shareholders</i></p>	<p>July 2011</p> <p>Sale of a majority stake in</p> <p> EnGrande.com</p> <p> budgetplaces.com <small>Save on the hotel. Spend on the fun.</small></p> <p>to</p> <p> Palamon <small>Capital Partners</small></p> <p>at a valuation of €40m</p> <p><i>Exclusive Advisor to EnGrande</i></p>	<p>July 2011</p> <p> SUMMIT PARTNERS  TA Associates</p> <p>have acquired a majority stake in</p> <p> BIGPOINT</p> <p>for \$350m from</p> <p> comcast INTERACTIVE CAPITAL  GMT </p> <p><i>Exclusive Advisor to Summit Partners and TA Associates</i></p>

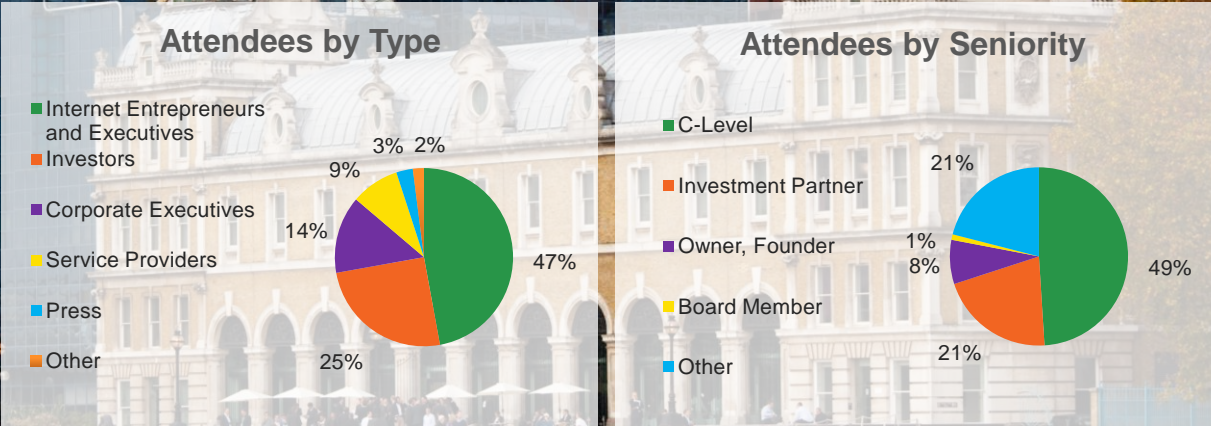
30-31 October 2018

Old Billingsgate, London

Connecting Capital with Entrepreneurs

- ✓ 630+ investment funds
- ✓ 100+ top speakers
- ✓ ~2,000 senior attendees

Europe’s top entrepreneurs and C-level executives meet financial, corporate and private investors



HIGHLIGHTS FROM NOAH17 LONDON

 SEBASTIAAN VAESSEN Head of Strategy NASPERS	 MIKE HUDACK CTO deliveroo	 STEPHANIE PHAIR CSO FARFETCH	 ANKUR SHAH CFO Careem	 SAMIR DESAI Co-Founder & CEO Funding Circle	 ALAN MAMED Co-Founder & CEO truecaller	 WHITNEY WOLFE Founder & CEO bumble	 ANDREY ANDREEV FOUNDER badoo	 MARCO PESCARMONA Chairman & CEO MOL Gruppo MutuaOnline
 LUCIANA LIXANDRU Partner Accel	 NIKOLAY STORONSKY Founder & CEO Revolut	 GEOFF COOK CEO THE MEET GROUP	 REMO GERBER CCO LILIAM	 PETER SMITH Co-Founder & CEO BLOCKCHAIN	 ANNE BODEN Founder & CEO STARLING BANK	 DR. CAROLIN GABOR Managing Director FinLeap	 VALENTIN STALF Founder & CEO N26	 FLORIAN REUTER CEO VOLOCOPTER

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Selected European “large caps” visit
leading Israeli start-ups

HIGHLIGHTS FROM NOAH18 TEL AVIV

 AMIR AHARONI Co-Founder & CEO elastifile	 YONI ASSIA Founder & CEO etoro	 ERAN BROWN CTO, EMEA INFINIDAT	 BENJI FEINBERG CEO behalf	 DANI GOLAN Founder & CEO kaminario	 YAIR GOLDFINGER Co-Founder & CEO API Cells	 AVNER HALPERIN Co-Founder & CEO EarlySense	 EYAL HERTZOG Co-Founder Bancor	 ELI HOFFMANN CEO & Editor-in-Chief Seeking Alpha	 OREN KANIEL Co-Founder & CEO AppsFlyer
 KEREN LEVY COO Pioneer	 DORON MYERSDORF Founder & CEO StoreDot	 OR OFFER Co-Founder & CEO SimilarWeb	 REUVEN J. SHERWIN VP Product Wix.com	 RAFI SWEARY Co-Founder & President walkme	 NICOLAS VEDRENNE CBDO SafeCharge	 OFER VILENSKI Co-Founder & CEO Luminati	 DAVE WAISER Founder & CEO Gett	 SHAI WININGER Co-Founder Lemonade	 RON YEKUTIEL Co-Founder & CEO KALTURA

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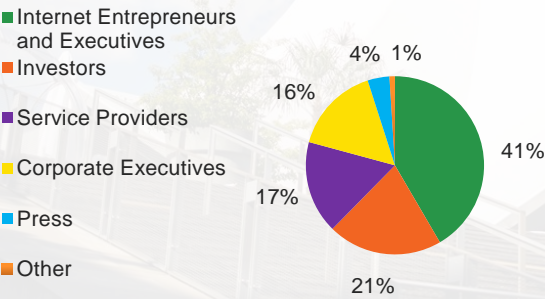
STATION Berlin

Connecting European Champions and Challengers

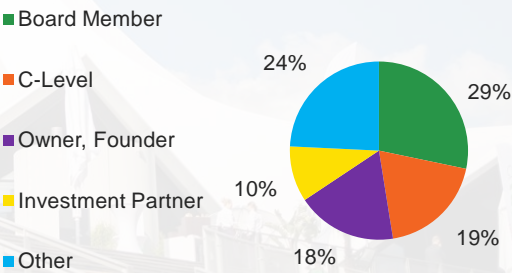
- ✔ Fantastic speaker line-up
- ✔ Meet disruptors across key industry verticals
- ✔ Networking with 3,500+ attendees

Traditional market leaders meet their digital start-up counterparts

Attendees by Type



Attendees by Seniority



HIGHLIGHTS FROM NOAH18 BERLIN

 Payal Kadakia Founder & Executive Chairman CLASSPASS	 Peter Altmaier Federal Minister for Economic Affairs and Energy Federal Ministry for Economic Affairs and Energy	 Dr. Bernd Montag CEO SIEMENS Healthineers	 Claudia Nemat CTO T-Mobile	 Dara Khosrowshahi CEO UBER	 Al Gore Chairman generation_	 Robbie Antonio CEO REVOLUTION	 Niklas Östberg CEO Delivery Hero	 Dr. Mathias Döpfner CEO axel springer
 Oliver Samwer Founder & CEO ROCKET INTERNET	 Nicolas Brusson Co-Founder & CEO BlaBlaCar	 Dominik Richter CEO ALFA ROMEO	 Hakan Koç Founder & MD AUTO1 GROUP	 Martin Ott VP, MD Central Europe f	 Joanna Przetakiewicz Founder & Creative Director I-MANIA	 John Suh CEO legalzoom	 Markus Villig Founder & CEO taxify	 Dr. Patrick Andrae Co-Founder & CEO hometogo

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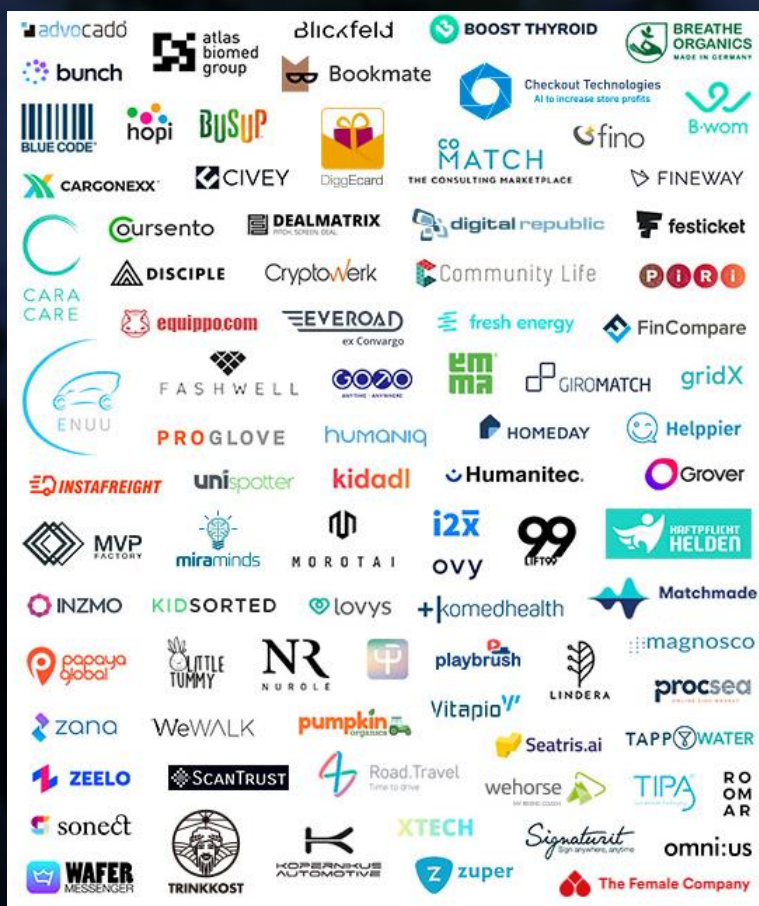
NOAH Berlin Startup Competition

Voting for the best start-ups from this month's NOAH Berlin 2018 is now open...

CEOs and founders from 90+ digital start-ups presented their businesses in a series of elevator pitches - and now's the time for you to cast your vote by the **27th of July!**

The top 2 companies with the most votes will not only present on the main stage of our upcoming NOAH London Conference on 30-31 October, but will also have the chance to win great prizes from our partners: Visa and SafeCharge.

[VOTE HERE](#)



The NOAH18 London Startup Stage

Want to meet relevant angels and VCs looking for early-stage opportunities and increase public awareness? Apply for the NOAH London Startup Stage 2018 now!

[APPLY FOR NOAH18 LONDON STARTUP STAGE](#)

NOAH Connect: Bringing the NOAH Ecosystem Online in 2018

Supporting the European online ecosystem with 4 key objectives

- ✓ Connect Europe's digital leaders
- ✓ Connect old and new economy
- ✓ Narrow competitive disadvantage vs. better funded US firms
- ✓ Increase exits to European strategic buyers (to preserve long-term competitiveness)

CORPORATE



INVESTORS



INTERNET



SERVICE PROVIDER



POLITICS



PRESS





NOAH MATCHMAKING

Looking for New Potential Business Partners?

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in person than at the NOAH Conference!

Name	Sector	Segment	Employees	Stage	Active Markets	Capital Raised €m	Registered
Ernst & Young EY is a global leader in assurance, tax, transaction... MORE	Offline Services	Accounting & Tax Services	1001-10,000	Buyout	Austria, Belgium, France, Germany, I...		Yes <input type="checkbox"/>
Greenberg Traurig Greenberg Traurig is one of the largest internationa... MORE	Offline Services	Legal Services	1001-10,000		Germany, Netherlands, Pola...		Yes <input checked="" type="checkbox"/>
Adyen Adyen is the technology company reinventing pay... MORE	Financial Technology	Payments	501-1,000	Buyout	Austria, Belgium, France, Germany, I...	266	Yes <input checked="" type="checkbox"/>
MasterCard As a technology company in the global payments... MORE	Financial Technology	Payments	Over 10,000	Buyout		0	Yes <input type="checkbox"/>
Bloomberg Bloomberg, the global business and financial info... MORE	Media & Entertainment	News & Print	Over 10,000	Buyout	Austria, Belgium, France, Germany, I...		Yes <input type="checkbox"/>
Credit Suisse Credit Suisse is a global financial services compa... MORE	Financial Technology	Banking & Money Transfers	Over 10,000		Austria, Belgium, France, Germany, I...		Yes <input type="checkbox"/>
Jefferies Jefferies, the global investment banking firm, has a... MORE	Offline Services	Accounting & Tax Services	1001-10,000		Austria, Belgium, France, Germany, I...		Yes <input checked="" type="checkbox"/>
Taylor Wessing Taylor Wessing is a leading international law firm... MORE	Offline Services	Legal Services	1001-10,000	Buyout			Yes <input type="checkbox"/>
App Annie App Annie is a decision-making platform for the m... MORE	Analytics	Analytics & Intelligence	251-500	Buyout	Austria, Belgium, France, Germany, I...	156	Yes <input checked="" type="checkbox"/>
SafeCharge SafeCharge International Group Limited (LSE: SC... MORE	Financial Technology	Payments	251-500	Public	Austria, Belgium, France, Germany, I...		Yes <input type="checkbox"/>

How does it work?

1

Select either companies or investment funds depending on your objectives

2

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3

We will reach out to them to signal your interest in meeting them at our events

4

Manage confirmations and your conference agenda via our NOAH Connect App for [iOS](#) and [Android](#)



**They Are on Board to Support the
European Digital Ecosystem!**

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Share Your Video with Us

Want to join our mission? Leave your mark and show support the European digital ecosystem! All we need is a 5 second selfie video of you saying “NOAH, I’m On Board” and we’ll then publish all relevant videos on our website.

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And now in your garage.**

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PORSCHE




European Online Valuations



Universe of Public Internet Companies

Advertising



Classifieds



E-commerce



Lead Gen



Marketplaces




Online Gaming




Search



Social



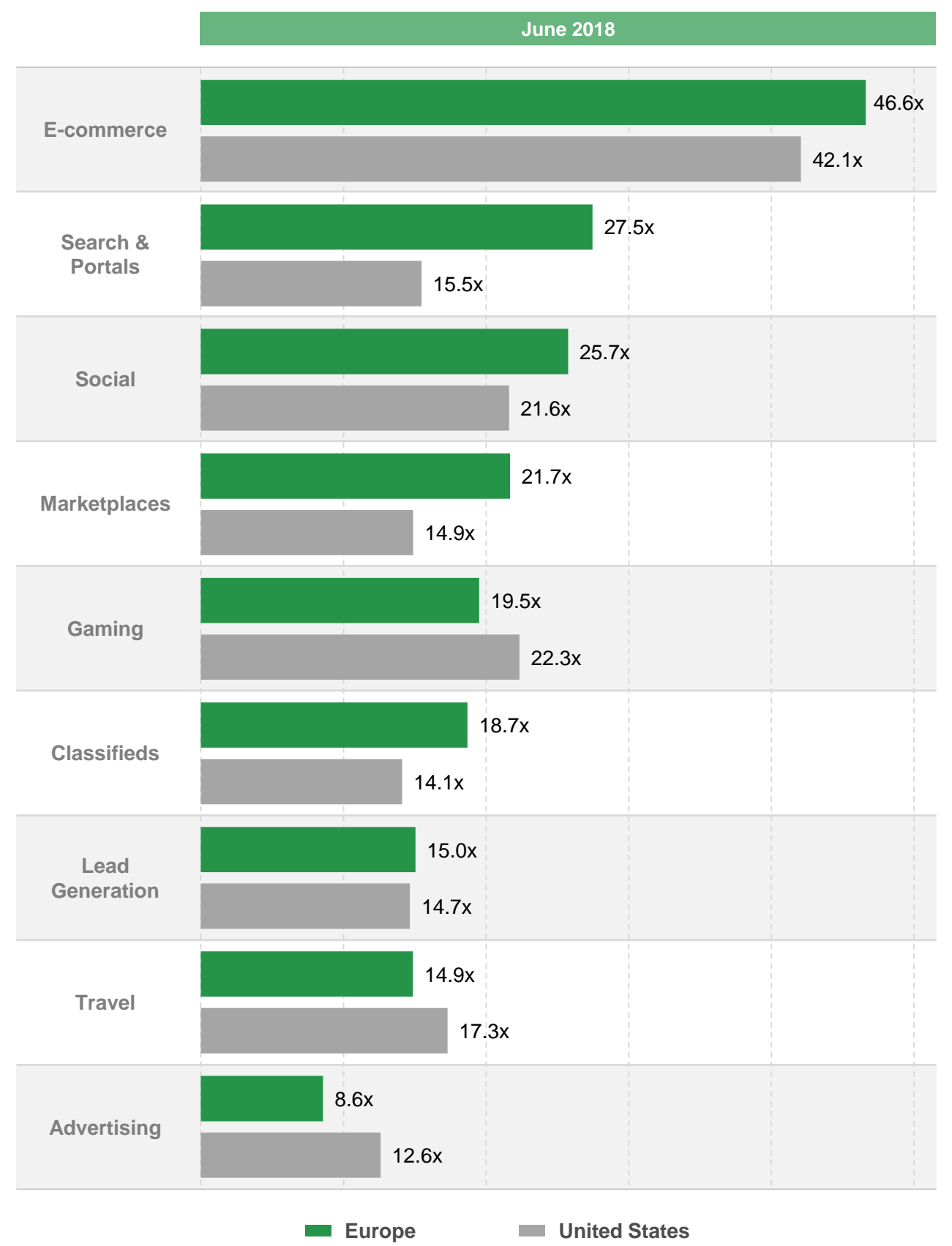
Travel



Europe

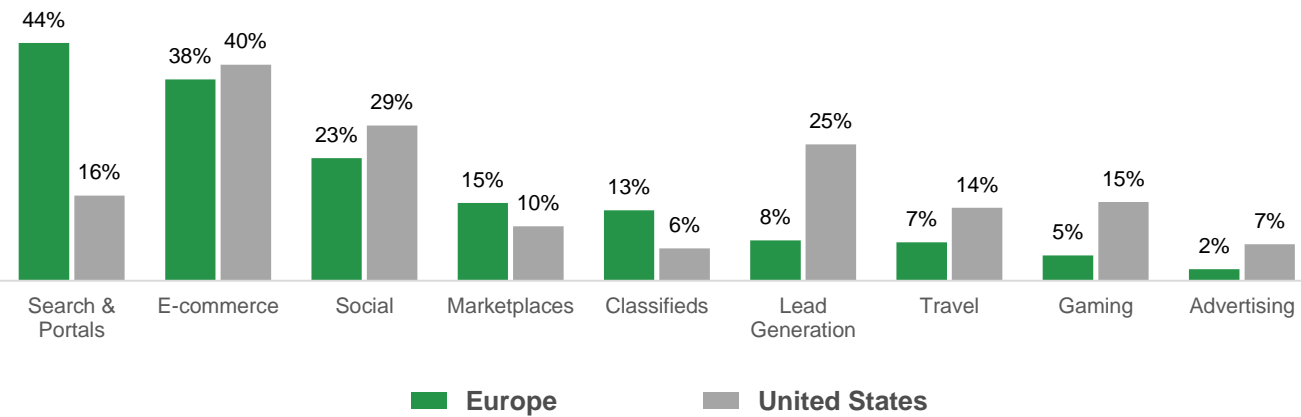
United States

EV / EBITDA 2018E

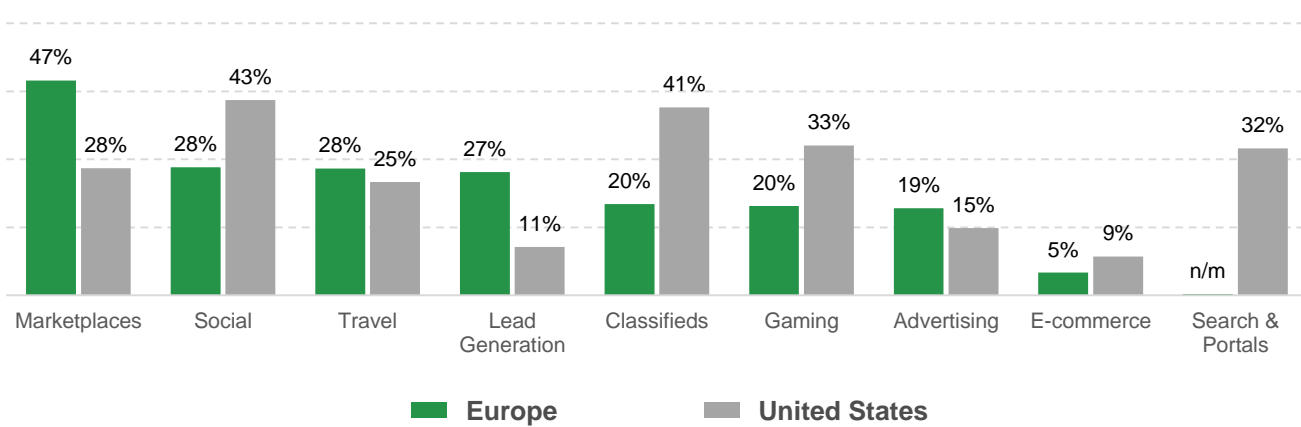


Note: Calculation based on sector aggregates.

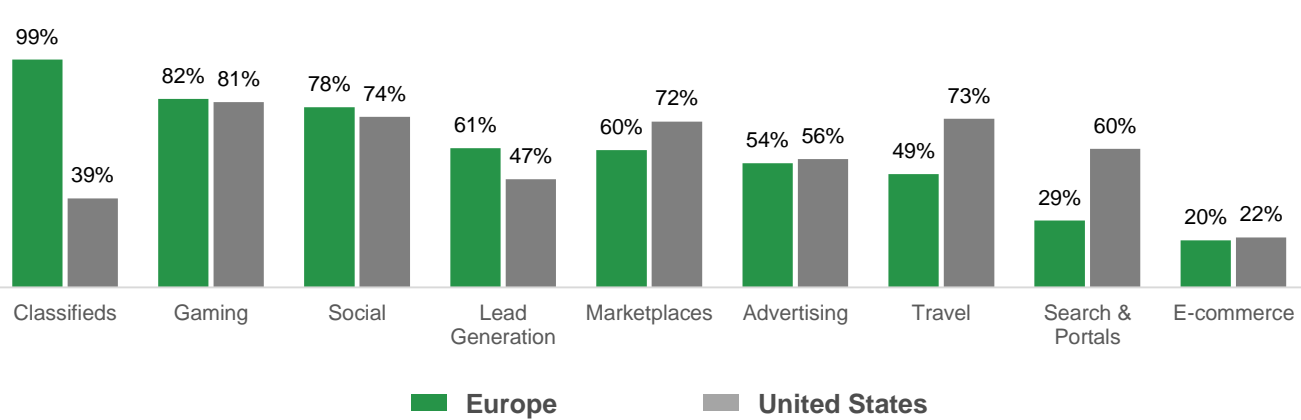
EBITDA CAGR 2017E-2019E



EBITDA Margin 2018E



Cash Conversion: FCF / EBITDA 2018E



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Matching high-growth companies and investors



DEUTSCHE BÖRSE
CASH MARKET

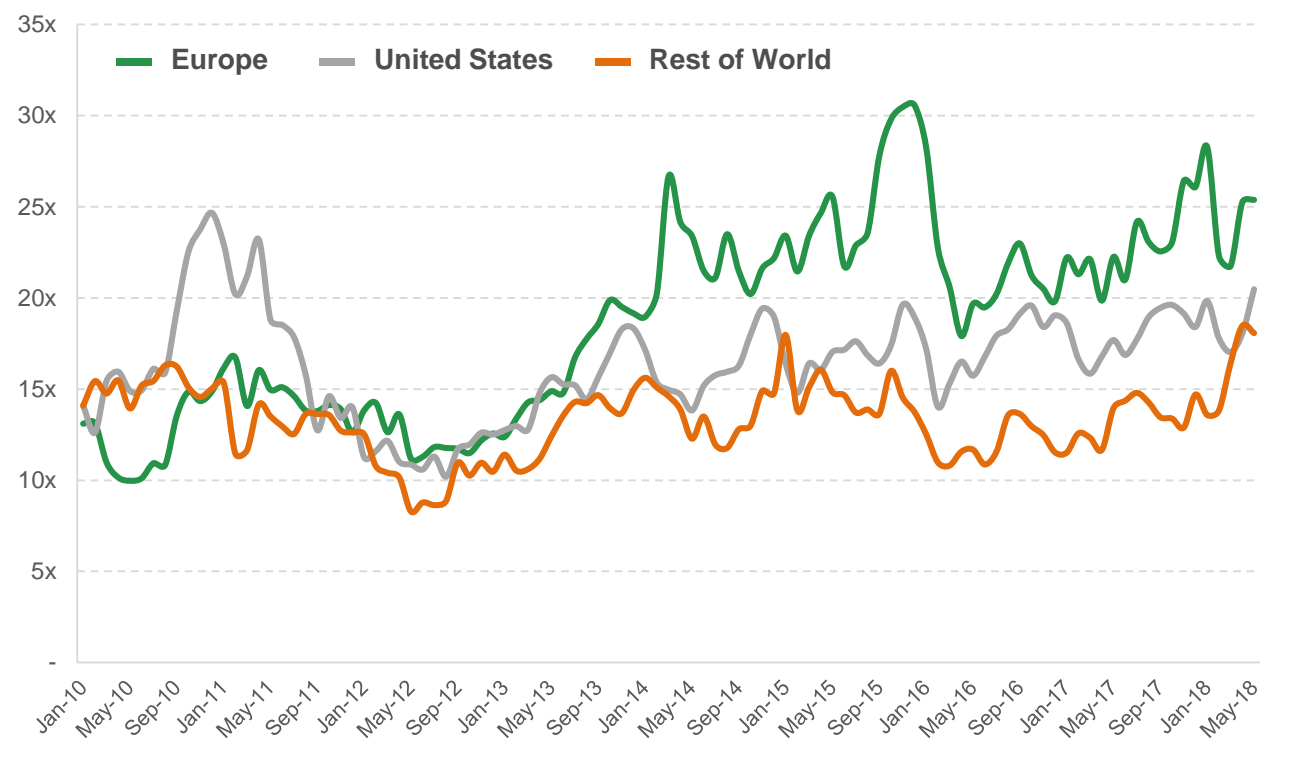
Deutsche Börse Venture Network connects high-growth companies with international investors. The network supports targeted matching based on specific interests and financial needs. Companies gain easy access to capital. Investors benefit from investment opportunities in promising companies.

Find more information at venture-network.com

Your place for growth

Historical Valuation by Region

EV / 1 Year Forward EBITDA



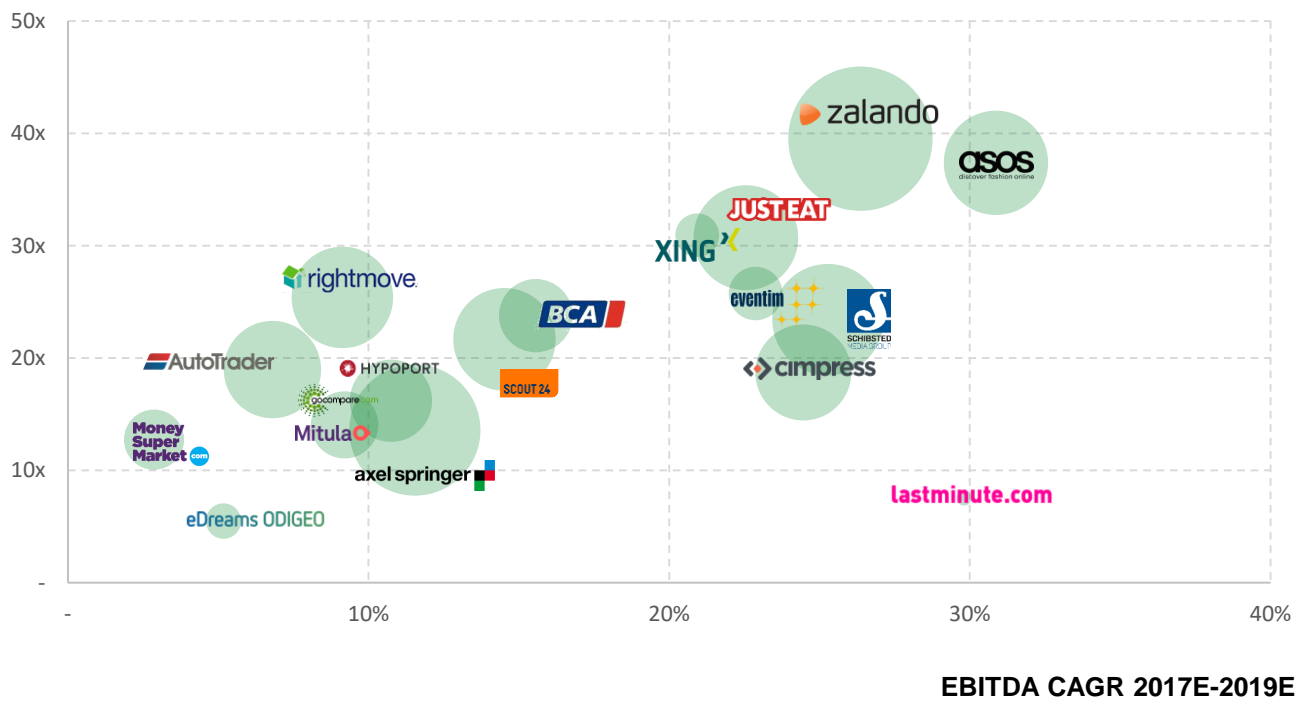
Selected Companies



Note: NTM EBITDA derived by time-weighted estimates.
Forward multiples are median values for region.

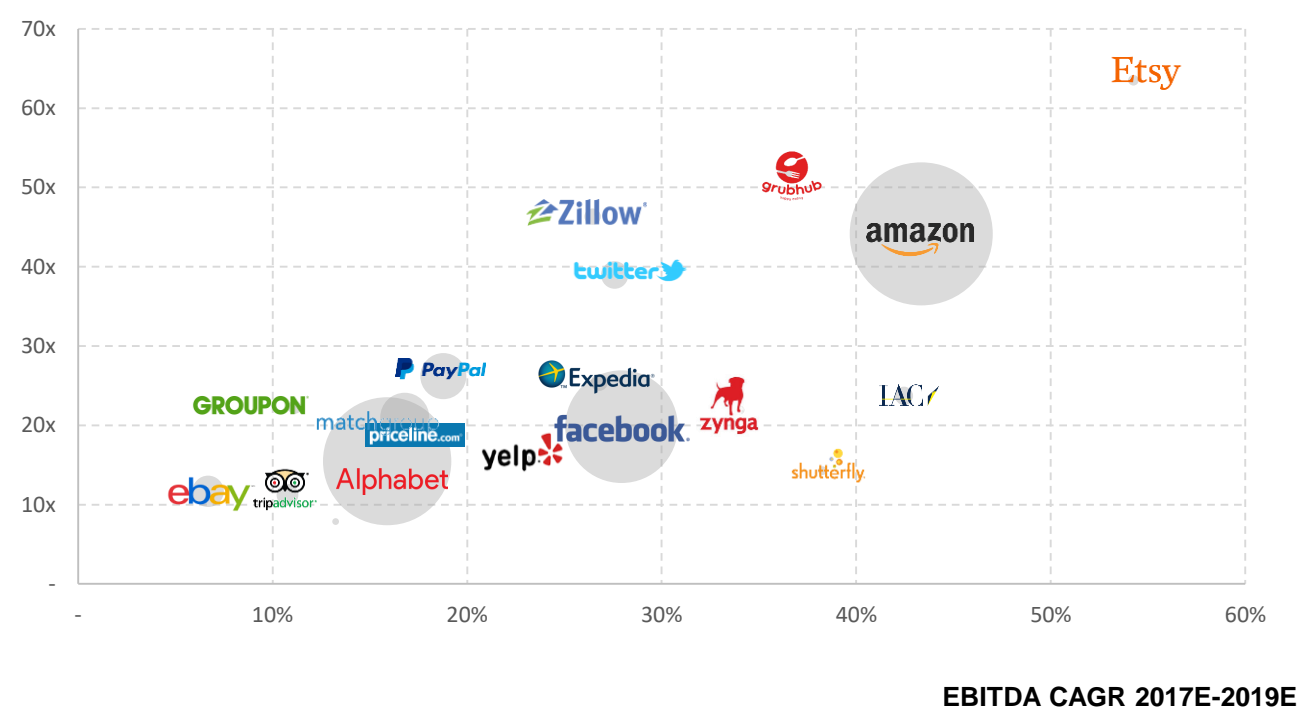
Europe

EV / EBITDA 2018E



United States











EV / EBITDA 2018E













Significant European Movers

Valuations: May-18 vs. Jun-18

Enterprise Value (€m) *

Company	May-18	Jun-18	% Change
Gainers			
 criteo	1,162	1,693	+46%
 ROCKET	1,199	1,566	+31%
 Takeaway.com	1,996	2,372	+19%
 Wix.com	3,731	4,404	+18%
 AutoTrader	3,669	4,287	+17%
Losers			
 Alfa	909	494	-46%
 oponeo	529	399	-25%
 EQS GROUP	122	93	-24%
 eDreams ODIGEO	830	641	-23%
 bet-at-home.com	432	337	-22%

EV/EBITDA 2018E

Company	May-18	Jun-18	% Change
Gainers			
 MATOMY MEDIA GROUP	3.16x	6.7x	+114%
 criteo	4.7x	6.9x	+46%
 iSelect always get it right	4.6x	6.0x	+32%
 LDLC.com HIGH-TECH EXPERIENCE	9.5x	11.7x	+23%
 gsmto	2.3x	2.7x	+18%
Losers			
 Alfa	26.5x	14.4x	-46%
 oponeo	38.3x	28.9x	-25%
 EQS GROUP	139.9x	106.4x	-24%
 bet-at-home.com	10.6x	8.3x	-22%
 eDreams ODIGEO	7.5x	6.2x	-17%

Source: Capital IQ (June 2018).

Note: * Companies with enterprise value <€100m excluded.

Connecting capital with ideas

Credit Suisse's purpose is to embody, cultivate and empower entrepreneurial drive. It is deeply rooted in our history as a bank built by entrepreneurs for entrepreneurs. Every day we connect capital and ideas to help you grow internationally and find solutions that redefine industry.

credit-suisse.com

Trading Comparables

29. Jun 2018	Enterprise	Share Price	EV / Revenue			CAGR	EV / EBITDA			CAGR	Margin	P/E		
Company	Value (€m)	(% of year high)	2017	2018	2019	17-19E	2017	2018	2019	17-19E	2018E	2017	2018	2019
Advertising / Marketing														
Ad Networks														
Criteo (Europe)	1,472	61%	2.2x	2.0x	1.8x	11%	6.8x	6.6x	5.7x	10%	30%	15.5x	16.1x	13.5x
Taptica (Middle East)	263	65%	1.0x	0.6x	0.6x	31%	6.2x	5.1x	4.6x	16%	12%	7.8x	7.0x	6.2x
Matomy (Middle East)	64	34%	0.2x	n/a	n/a	(100%)	2.2x	n/a	n/a	(100%)	n/a	n/a	n/a	n/a
Mean			1.1x	1.3x	1.2x	(19%)	5.1x	5.9x	5.1x	(25%)	21%	11.7x	11.6x	9.8x
Intermediaries														
Trade Desk (US)	3,267	99%	14.5x	10.3x	8.1x	34%	48.8x	33.1x	25.4x	38%	31%	70.0x	50.5x	38.8x
QuinStreet (US)	473	87%	2.0x	1.5x	1.4x	20%	31.4x	17.1x	13.0x	55%	9%	72.1x	23.5x	18.3x
FreakOut (AsiaPac)	231	46%	n/m	n/m	n/m	31%	n/m	n/m	n/m	53%	7%	n/a	n/a	n/a
RhythmOne (US)	160	40%	0.5x	0.3x	0.3x	38%	11.5x	2.7x	2.0x	141%	12%	n/a	n/a	n/a
SeaChange (US)	69	85%	1.2x	1.1x	1.1x	5%	16.9x	13.1x	8.7x	39%	9%	45.7x	29.2x	17.3x
Weborama (Europe)	40	77%	n/a	1.1x	0.9x	n/a	6.8x	5.4x	4.1x	29%	20%	48.9x	15.7x	15.1x
Cxense (Europe)	40	58%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Marin Software (US)	12	38%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Netccentric (AsiaPac)	(1)	28%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
The Rubicon Project (US)	19	53%	0.2x	0.2x	0.2x	(9%)	n/m	n/m	48.1x	n/a	(21%)	n/m	n/m	n/m
Mean			3.7x	2.4x	2.0x	20%	23.1x	14.2x	16.9x	59%	10%	59.2x	29.7x	22.3x
Data and Loyalty														
HubSpot (US)	3,934	88%	14.4x	10.9x	8.7x	28%	n/m	n/m	80.9x	74%	9%	n/m	n/m	n/m
Acxiom (US)	2,054	91%	3.1x	3.0x	2.8x	6%	16.2x	15.0x	14.4x	6%	20%	44.1x	34.6x	29.5x
Quotient Technology (US)	859	73%	3.6x	3.0x	2.6x	19%	24.9x	16.9x	12.4x	42%	18%	65.1x	41.6x	23.6x
Aimia (Canada)	245	54%	0.3x	0.4x	0.4x	(14%)	2.3x	2.5x	2.5x	(4%)	15%	4.6x	4.3x	5.0x
1000mercis (Europe)	84	61%	1.4x	1.3x	1.1x	14%	6.8x	7.6x	6.5x	2%	17%	n/a	n/a	n/a
Marchex (US)	41	83%	0.6x	0.7x	0.7x	(3%)	78.9x	67.6x	49.3x	27%	1%	n/m	n/m	n/m
Somoto (Middle East)	25	57%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Mean			3.9x	3.2x	2.7x	8%	25.8x	21.9x	27.7x	24%	13%	37.9x	26.8x	19.4x
Market Research														
Nielsen (Europe)	16,629	71%	3.4x	3.3x	3.2x	4%	11.1x	11.0x	10.2x	4%	30%	13.7x	14.4x	12.7x
Gartner (US)	12,781	93%	5.3x	4.4x	4.0x	16%	24.9x	23.5x	20.8x	10%	19%	45.3x	40.6x	33.8x
Ipsos (Europe)	1,702	85%	1.0x	1.0x	0.9x	1%	8.3x	8.4x	7.8x	3%	12%	10.3x	9.9x	9.2x
comScore (US)	1,058	70%	2.4x	3.4x	3.3x	(15%)	9.1x	n/m	68.6x	(64%)	(1%)	12.9x	n/m	n/m
National Research Corporation (US)	758	89%	8.7x	n/a	n/a	(100%)	26.6x	n/a	n/a	(100%)	n/a	48.6x	n/a	n/a
Forrester Research (US)	530	88%	2.2x	2.0x	1.9x	6%	18.9x	16.1x	13.9x	16%	13%	38.9x	n/a	n/a
YouGov (Europe)	537	98%	3.8x	3.4x	n/a	(100%)	24.0x	20.6x	n/a	(100%)	17%	33.7x	29.2x	n/a
Intage (AsiaPac)	334	84%	n/m	n/m	n/m	5%	n/m	n/m	n/m	3%	11%	n/a	n/a	n/a
Mean			3.8x	2.9x	2.7x	(23%)	17.6x	15.9x	24.3x	(28%)	14%	29.1x	23.5x	18.6x
Agencies														
WPP (Europe)	22,624	73%	1.2x	1.2x	1.2x	(0%)	6.8x	7.1x	6.9x	(1%)	17%	8.7x	9.0x	8.7x
Omnicom (US)	17,560	91%	1.6x	1.5x	1.5x	3%	10.2x	9.9x	9.3x	5%	15%	16.9x	15.7x	15.2x
Publicis Group (Europe)	14,089	88%	1.4x	1.5x	1.4x	0%	8.3x	8.4x	7.9x	3%	18%	12.9x	12.5x	11.8x
Dentsu (AsiaPac)	13,614	97%	n/m	n/m	n/m	7%	n/m	n/m	n/m	6%	18%	n/a	n/a	n/a
Interpublic Group of Companies (US)	9,263	90%	1.6x	1.6x	1.6x	1%	11.1x	10.3x	9.9x	6%	16%	19.0x	15.8x	15.0x
JCDecaux (Europe)	6,571	78%	1.9x	1.9x	1.8x	3%	11.0x	10.9x	10.0x	5%	17%	26.9x	25.9x	22.9x
MDC Partners (US)	1,187	38%	1.1x	1.1x	1.0x	3%	8.0x	7.9x	7.2x	5%	14%	10.7x	17.5x	7.6x
Mean			1.5x	1.5x	1.4x	3%	9.2x	9.1x	8.5x	4%	16%	15.8x	16.1x	13.5x
Classifieds														
Diversified														
Next Co (US)	97,435	99%	7.7x	7.4x	7.0x	4%	14.4x	14.5x	13.2x	4%	51%	28.9x	25.0x	22.8x
Naspers (Africa)	89,236	84%	n/m	n/m	n/m	15%	n/m	n/m	n/m	85%	8%	n/m	n/m	n/m
Recruit Holdings (AsiaPac)	38,033	95%	n/m	n/m	n/m	9%	n/m	n/m	n/m	12%	12%	n/a	n/a	n/a
MercadoLibre (LatAm)	11,262	72%	11.3x	9.9x	6.7x	30%	81.4x	n/m	76.4x	3%	5%	n/a	n/a	n/m
58.com (AsiaPac)	8,361	77%	7.5x	5.9x	4.9x	24%	37.8x	26.6x	18.2x	44%	22%	50.3x	31.3x	22.3x
Schibsted (Europe)	6,249	94%	33.3x	30.9x	28.9x	7%	n/m	n/m	n/m	26%	18%	n/m	n/m	n/m
Scout24 (Europe)	5,476	98%	11.4x	10.5x	9.5x	10%	22.1x	19.2x	16.8x	15%	55%	33.1x	28.4x	24.8x
Info Edge India (AsiaPac)	1,629	81%	n/m	n/m	n/m	16%	n/m	n/m	n/m	20%	37%	n/m	n/m	n/m
Trade Me (AsiaPac)	1,122	83%	13.7x	12.8x	12.1x	7%	20.8x	19.7x	18.8x	5%	65%	33.4x	31.9x	30.0x
Just Dial (AsiaPac)	458	86%	n/m	n/m	n/m	10%	n/m	n/m	n/m	18%	22%	n/m	n/m	n/m
Mean			14.1x	12.9x	11.5x	13%	35.3x	20.0x	28.7x	23%	29%	36.4x	29.1x	25.0x
Real Estate														
Zillow (US)	9,454	91%	12.0x	8.7x	6.3x	38%	54.6x	46.4x	34.1x	26%	19%	n/m	97.6x	63.4x
REA Group (AsiaPac)	7,690	97%	26.0x	22.0x	19.5x	16%	45.6x	37.8x	32.8x	18%	58%	73.8x	60.4x	51.3x
Rightmove (Europe)	5,393	98%	17.4x	15.8x	14.6x	9%	23.0x	20.8x	19.3x	9%	76%	29.0x	26.1x	24.2x
ZPG (Europe)	2,758	97%	9.0x	6.9x	6.2x	20%	21.1x	17.4x	15.8x	16%	39%	27.6x	23.8x	21.7x
Fang Holdings (AsiaPac)	1,789	68%	5.3x	5.2x	4.5x	8%	45.6x	13.5x	10.1x	112%	39%	89.1x	17.3x	13.0x
Redfin (US)	1,479	69%	5.5x	4.2x	3.3x	29%	n/m	n/m	74.9x	971%	0%	n/m	n/m	n/m
Purplebricks (Europe)	1,037	60%	9.9x	5.2x	3.3x	72%	n/m	n/m	22.4x	n/a	(1%)	n/m	n/m	36.7x
Mitula (Europe)	93	68%	6.7x	5.8x	5.1x	15%	18.8x	16.7x	15.3x	11%	34%	32.5x	29.1x	26.5x
Leju (AsiaPac)	29	65%	0.1x	0.1x	0.1x	24%	n/m	n/m	n/a	(100%)	(12%)	n/m	n/m	65.8x
Mean			10.2x	8.2x	7.0x	26%	34.8x	25.5x	28.1x	133%	28%	50.4x	42.4x	37.8x

Trading Comparables (Cont'd)

29. Jun 2018	Enterprise	Share Price	EV / Revenue			CAGR	EV / EBITDA			CAGR	Margin	P/E		
Company	Value (€m)	(% of year high)	2017	2018	2019	17-19E	2017	2018	2019	17-19E	2018E	2017	2018	2019
Classifieds (Cont'd)														
Automotive														
Autohome (AsiaPac)	9,132	84%	13.0x	10.9x	9.0x	20%	37.5x	26.6x	21.6x	32%	41%	46.3x	32.8x	27.2x
Bitauto (AsiaPac)	4,740	44%	4.9x	3.8x	3.0x	27%	31.5x	47.2x	17.7x	33%	8%	16.2x	17.2x	9.3x
Auto Trader (Europe)	4,845	97%	11.8x	11.2x	10.7x	5%	16.8x	16.0x	14.7x	7%	70%	21.0x	19.4x	17.9x
Cargurus (US)	3,077	85%	13.2x	9.8x	8.3x	26%	n/m	n/m	92.5x	46%	8%	n/m	n/m	n/m
Carsales.com (AsiaPac)	2,444	97%	15.5x	12.9x	11.5x	16%	31.6x	27.0x	24.1x	15%	48%	46.1x	41.3x	36.9x
BCA Marketplace (Europe)	2,319	92%	0.8x	0.7x	0.7x	8%	12.4x	11.4x	10.4x	9%	6%	19.5x	17.5x	n/a
Carvana (US)	1,584	92%	2.5x	1.2x	0.7x	94%	n/m	n/m	n/m	(80%)	(8%)	n/m	n/m	n/m
TrueCar (US)	734	46%	3.1x	2.7x	2.4x	14%	35.4x	26.3x	18.4x	39%	10%	n/m	78.4x	39.8x
Mean			8.1x	6.7x	5.8x	26%	27.5x	25.8x	28.5x	(11%)	23%	29.8x	34.4x	26.2x
Recruitment														
Axel Springer (Europe)	8,833	87%	2.5x	2.8x	2.6x	(2%)	13.6x	11.9x	10.9x	12%	23%	23.4x	21.9x	19.9x
Seek (AsiaPac)	5,648	98%	12.0x	10.3x	9.2x	14%	34.7x	30.6x	27.3x	13%	34%	61.2x	53.7x	47.1x
51job (AsiaPac)	4,408	82%	2.1x	1.6x	1.3x	28%	5.9x	4.4x	3.5x	31%	35%	7.7x	5.5x	4.3x
Dice Holdings (US)	121	71%	0.8x	1.0x	1.0x	(13%)	4.2x	4.9x	5.5x	(13%)	20%	20.6x	12.9x	16.5x
Mean			4.4x	3.9x	3.5x	7%	14.6x	13.0x	11.8x	10%	28%	28.2x	23.5x	21.9x
Content Providers														
IAC (US)	11,833	91%	4.9x	3.9x	3.4x	20%	27.5x	16.5x	13.6x	42%	23%	68.9x	25.7x	20.3x
TechTarget (US)	661	92%	8.2x	7.2x	6.3x	14%	41.0x	29.3x	22.9x	34%	25%	81.5x	42.8x	31.7x
XO Group (US)	601	93%	5.1x	4.8x	4.4x	7%	28.9x	21.9x	19.3x	22%	22%	n/m	58.9x	49.6x
Mean			6.0x	5.3x	4.7x	13%	32.5x	22.6x	18.6x	33%	23%	75.2x	42.5x	33.9x
Digital Entertainment														
Netflix (US)	151,728	93%	17.4x	12.7x	10.2x	31%	n/m	97.5x	63.8x	72%	13%	n/m	n/m	94.3x
Spotify (Europe)	25,480	92%	n/a	6.6x	5.2x	n/a	n/a	n/m	n/m	n/a	(4%)	n/a	n/m	n/m
Freenet (Europe)	4,369	68%	1.3x	1.4x	1.4x	(5%)	9.1x	9.9x	9.7x	(3%)	14%	9.7x	11.7x	11.0x
Bilibili (AsiaPac)	3,869	64%	n/a	1.2x	0.7x	n/a	n/a	10.6x	3.3x	n/a	11%	n/a	n/m	4.0x
Roku (US)	3,510	71%	9.3x	6.8x	5.1x	35%	n/m	n/m	n/m	n/a	(0%)	n/a	n/m	n/m
Pandora (US)	2,030	80%	1.9x	1.8x	1.6x	8%	n/m	n/m	n/m	(67%)	(6%)	n/m	n/m	n/m
Pandora Media (US)	2,030	80%	1.9x	1.8x	1.6x	8%	n/m	n/m	n/m	(67%)	(6%)	n/m	n/m	n/m
Xunlei (AsiaPac)	339	42%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Brave Bison (Europe)	5	33%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Mean			6.4x	4.6x	3.7x	15%	9.1x	39.3x	25.6x	(16%)	3%	9.7x	11.7x	36.4x
E-Commerce														
Diversified														
Amazon (US)	729,248	97%	5.5x	4.1x	3.4x	28%	51.2x	32.8x	24.9x	43%	13%	n/m	n/m	96.5x
Alibaba (AsiaPac)	415,745	89%	16.5x	9.9x	7.0x	54%	36.3x	27.9x	19.8x	36%	35%	45.1x	35.4x	25.9x
Rakuten (AsiaPac)	10,879	52%	n/m	n/m	n/m	14%	n/m	n/m	n/m	(2%)	17%	n/a	n/a	n/a
Investment AB Kinnevik (Europe)	7,964	91%	n/m	n/m	n/m	3%	n/m	n/m	n/m	12%	(21%)	n/m	n/m	n/m
Liberty Ventures (US)	6,306	83%	n/a	9.0x	8.9x	n/a	n/a	31.7x	30.2x	n/a	28%	n/m	n/m	n/m
B2W (LatAm)	3,105	80%	8.2x	8.6x	7.8x	2%	92.0x	73.8x	56.3x	28%	12%	n/m	n/m	n/m
Vostok New Ventures (AsiaPac)	612	91%	30.6x	24.9x	20.4x	23%	52.5x	40.8x	32.3x	28%	61%	63.9x	58.6x	47.6x
Rocket Internet (Europe)	1,566	97%	23.0x	27.2x	27.1x	(8%)	n/m	n/m	n/m	31%	(92%)	n/m	n/m	n/m
Netshoes (LatAm)	132	12%	0.3x	0.3x	0.3x	2%	n/m	n/m	24.5x	n/a	(0%)	n/m	n/m	n/m
Mean			14.0x	12.0x	10.7x	15%	58.0x	41.4x	31.3x	25%	6%	54.5x	47.0x	56.6x
Personalized														
Cimpress (Europe)	4,702	84%	2.7x	2.3x	2.1x	13%	21.7x	17.9x	14.0x	24%	13%	76.5x	n/a	n/a
Stamps.com (US)	3,744	87%	11.0x	9.1x	7.8x	19%	22.1x	19.5x	16.2x	17%	47%	29.9x	27.2x	23.6x
Shutterfly (US)	2,740	90%	3.2x	1.8x	1.6x	41%	16.6x	9.2x	8.7x	38%	20%	n/m	34.9x	33.1x
CEWE Stiftung (Europe)	581	84%	1.0x	0.9x	0.9x	6%	6.3x	6.1x	5.8x	5%	14%	16.5x	15.2x	14.1x
Eve Sleep (Europe)	78	48%	2.2x	1.0x	0.6x	94%	n/m	n/m	67.5x	n/a	(25%)	n/m	n/m	n/m
Oponeo.pl (Europe)	91	59%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Cafepress Inc. (US)	(2)	44%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Mean			4.0x	3.0x	2.6x	35%	16.7x	13.2x	22.4x	21%	14%	41.0x	25.8x	23.6x
Online Food & Restaurants														
Delivery Hero (Europe)	7,590	98%	13.8x	9.9x	7.1x	39%	n/m	n/m	n/m	n/a	(8%)	n/m	n/m	n/m
Just Eat (Europe)	5,634	85%	8.4x	6.1x	5.0x	29%	27.2x	24.0x	18.1x	23%	26%	41.2x	37.7x	27.6x
Takeaway.com (Europe)	2,372	97%	14.4x	10.2x	7.9x	35%	n/m	n/m	92.0x	n/a	(4%)	n/m	n/m	n/m
Hellofresh (Europe)	1,755	88%	1.9x	1.4x	1.1x	31%	n/m	n/m	40.5x	n/a	(4%)	n/m	n/m	n/m
Blue Apron (US)	524	29%	0.8x	0.9x	0.8x	2%	n/m	n/m	n/m	(82%)	(7%)	n/m	n/m	n/m
Mean			7.9x	5.7x	4.4x	27%	27.2x	24.0x	50.2x	(30%)	1%	41.2x	37.7x	27.6x
Marketplaces														
eBay (US)	34,837	77%	4.9x	4.3x	3.9x	12%	13.5x	12.7x	11.9x	7%	33%	19.2x	18.0x	16.5x
GrubHub (US)	8,099	88%	16.0x	11.3x	9.0x	33%	60.1x	42.2x	32.3x	36%	27%	n/m	69.4x	53.6x
Kakaku (AsiaPac)	3,866	97%	n/a	n/m	n/m	n/a	n/a	n/m	n/m	n/a	51%	n/a	n/a	n/a
Etsy (US)	4,072	92%	12.5x	9.3x	7.5x	29%	73.6x	41.8x	30.9x	54%	22%	83.7x	69.7x	48.8x
Shutterstock (US)	1,196	91%	2.9x	2.5x	2.3x	13%	17.7x	15.3x	12.8x	18%	17%	46.9x	40.0x	29.9x
Care.com (US)	509	91%	3.9x	3.6x	3.1x	12%	31.2x	21.5x	18.0x	31%	17%	37.9x	27.5x	24.2x
Liquidity Services (US)	97	83%	0.5x	0.6x	n/a	(100%)	n/m	n/m	n/a	(100%)	(7%)	n/m	n/m	n/a
MyHammer (Europe)	45	94%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Mean			6.8x	5.3x	5.2x	(0%)	39.2x	26.7x	21.2x	8%	23%	46.9x	44.9x	34.6x

Trading Comparables (Cont'd)

29. Jun 2018	Enterprise	Share Price	EV / Revenue			CAGR	EV / EBITDA			CAGR	Margin	P/E		
Company	Value (€m)	(% of year high)	2017	2018	2019	17-19E	2017	2018	2019	17-19E	2018E	2017	2018	2019
E-Commerce (Cont'd)														
Verticals / Players														
JD.com (AsiaPac)	46,053	77%	0.2x	0.1x	0.1x	29%	10.5x	7.3x	3.7x	69%	2%	12.7x	10.0x	5.7x
Ocado (Europe)	8,068	90%	4.4x	3.9x	3.4x	13%	69.2x	69.8x	57.2x	10%	6%	n/m	n/m	n/m
Wayfair (US)	8,927	99%	2.6x	1.9x	1.5x	34%	n/m	n/m	n/m	(6%)	(2%)	n/m	n/m	n/m
Monotaro (AsiaPac)	4,704	96%	n/m	n/m	n/m	22%	n/m	n/m	n/m	21%	15%	n/a	n/a	n/a
CTS Eventim (Europe)	3,527	96%	3.6x	3.1x	3.0x	9%	16.5x	14.7x	13.4x	11%	21%	34.5x	32.8x	28.6x
Proto Labs (US)	2,662	87%	10.6x	8.1x	7.2x	21%	37.2x	29.5x	25.8x	20%	27%	65.8x	46.9x	40.7x
Abcam (Europe)	2,977	97%	10.3x	9.4x	8.5x	10%	31.1x	23.9x	21.6x	20%	39%	40.9x	34.9x	31.7x
Zooplus (Europe)	1,120	84%	1.0x	0.8x	0.7x	22%	n/m	n/m	55.6x	46%	0%	n/m	n/m	n/m
AO World (Europe)	731	83%	0.7x	0.7x	0.6x	12%	n/m	n/m	39.2x	n/a	0%	n/a	n/m	n/m
Overstock.com (US)	711	37%	0.5x	0.5x	0.5x	7%	n/m	n/m	n/m	n/a	(7%)	n/m	n/m	n/m
Home24 (Europe)	756	96%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1-800-Flowers.com (US)	636	94%	0.7x	0.7x	0.7x	2%	10.4x	9.8x	9.4x	6%	8%	34.5x	25.7x	23.4x
PetMed Express (US)	704	76%	3.6x	3.3x	3.1x	9%	19.9x	16.8x	n/a	(100%)	20%	32.9x	23.6x	20.5x
Zur Rose Group (Europe)	604	81%	0.8x	0.7x	0.6x	20%	n/m	n/m	48.9x	n/a	(1%)	n/m	n/m	n/m
Cogobuy (AsiaPac)	442	60%	3.0x	1.7x	1.4x	47%	48.1x	33.3x	25.9x	36%	5%	83.0x	50.8x	39.0x
Shop Apotheke Europe (Europe)	506	69%	1.8x	0.9x	0.7x	55%	n/m	n/m	70.4x	n/a	0%	n/m	n/m	n/m
LDLC.com (Europe)	150	64%	0.3x	0.3x	0.2x	13%	10.3x	8.5x	6.8x	23%	3%	20.8x	18.0x	13.0x
Delticom (Europe)	122	53%	0.2x	0.2x	0.2x	7%	9.5x	8.1x	6.6x	19%	2%	32.3x	29.7x	14.3x
U.S. Auto Parts Network (US)	45	45%	0.2x	0.2x	0.2x	1%	4.4x	4.8x	3.8x	9%	4%	n/a	n/m	22.0x
Mean			2.6x	2.1x	1.9x	18%	24.3x	20.6x	27.7x	13%	8%	39.7x	30.3x	23.9x
Fashion and Flash Sales														
Zalando (Europe)	10,809	96%	2.4x	2.0x	1.6x	22%	40.1x	32.6x	25.1x	26%	6%	91.1x	79.1x	59.7x
Start Today (AsiaPac)	9,482	89%	n/m	n/m	n/m	33%	n/m	n/m	n/m	23%	32%	n/a	n/a	n/a
ASOS (Europe)	5,705	79%	2.3x	1.8x	1.4x	28%	33.7x	25.4x	19.7x	31%	7%	65.7x	52.3x	42.3x
Vipshop (AsiaPac)	5,624	57%	0.1x	0.1x	0.1x	24%	2.3x	1.9x	1.4x	25%	4%	2.9x	2.6x	1.9x
Boohoo.com (Europe)	2,388	73%	n/a	2.4x	1.8x	n/a	n/a	26.0x	20.0x	n/a	9%	n/a	45.6x	38.5x
Stitch Fix (US)	2,056	89%	n/a	2.1x	1.8x	n/a	n/a	63.0x	56.9x	n/a	3%	n/a	n/m	97.8x
MySale Group (AsiaPac)	117	58%	0.3x	0.3x	n/a	(100%)	9.0x	6.9x	n/a	(100%)	4%	25.2x	21.0x	n/a
LightInTheBox (AsiaPac)	79	61%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Windeln.de (Europe)	18	36%	0.1x	0.1x	0.1x	2%	n/m	n/m	n/m	(63%)	(8%)	n/m	n/m	n/m
Jumei (AsiaPac)	28	61%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Mean			1.0x	1.2x	1.1x	2%	21.3x	26.0x	24.6x	(10%)	7%	46.2x	40.1x	48.0x
Finance and Price Comparison														
Moneysupermarket (Europe)	1,870	85%	4.4x	4.2x	4.0x	5%	11.3x	11.4x	10.7x	3%	37%	16.6x	16.7x	15.4x
Hypoport (Europe)	992	94%	5.1x	4.1x	3.6x	19%	31.4x	24.7x	21.5x	21%	16%	51.7x	40.6x	35.0x
Jianpu Tech (AsiaPac)	753	70%	0.7x	0.5x	0.2x	73%	n/m	n/m	4.0x	n/a	(3%)	n/m	n/m	5.6x
Gruppo MutuiOnline (Europe)	518	81%	3.3x	2.9x	2.6x	13%	11.4x	9.9x	9.1x	12%	29%	21.1x	19.6x	17.4x
iSelect (AsiaPac)	91	36%	1.2x	1.2x	1.1x	5%	10.0x	11.9x	9.7x	2%	10%	22.5x	26.9x	20.2x
Comperia (Europe)	4	98%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
HubStyle (Grupa Nokaut) (Europe)	3	42%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
LendingClub (US)	-	58%	n/m	n/m	n/m	19%	n/m	n/m	n/m	74%	12%	n/m	46.4x	24.5x
Ferratum (Europe)	-	50%	n/m	n/m	n/m	23%	n/m	n/m	n/m	24%	15%	16.8x	15.1x	11.3x
On Deck Capital (US)	-	91%	n/m	n/m	n/m	11%	n/m	n/m	n/m	188%	7%	n/m	25.8x	19.0x
Mean			2.9x	2.6x	2.3x	21%	16.0x	14.5x	11.0x	46%	15%	25.7x	27.3x	18.6x
Other														
LendingTree (US)	2,199	53%	4.9x	3.8x	3.1x	27%	26.5x	20.1x	15.2x	32%	19%	57.8x	38.8x	26.5x
Yelp (US)	2,111	81%	3.4x	3.0x	2.6x	15%	18.3x	15.6x	12.1x	23%	19%	43.3x	33.3x	25.6x
Groupon (US)	1,657	72%	0.8x	0.9x	0.8x	(2%)	9.5x	7.9x	7.4x	13%	11%	38.1x	20.3x	17.7x
Gocompare.com (Europe)	664	92%	3.5x	3.0x	2.8x	11%	14.0x	11.0x	10.0x	18%	27%	17.9x	13.7x	12.4x
eHealth (US)	330	77%	2.6x	2.0x	1.8x	22%	n/m	18.3x	12.6x	n/a	11%	n/m	31.8x	18.9x
Gurunavi (AsiaPac)	267	48%	n/m	n/m	n/m	(1%)	n/m	n/m	n/m	(11%)	21%	n/a	n/a	n/a
Mean			3.0x	2.5x	2.2x	12%	17.1x	14.6x	11.5x	15%	18%	39.3x	27.6x	20.2x
Education														
New Oriental Education (AsiaPac)	10,711	87%	7.1x	5.2x	3.9x	35%	43.2x	34.7x	23.3x	36%	15%	54.8x	43.5x	30.4x
Pearson (Europe)	8,553	95%	1.5x	1.6x	1.6x	(5%)	9.5x	9.8x	9.0x	2%	17%	14.3x	15.5x	13.8x
2U (US)	3,963	85%	18.9x	13.2x	10.0x	38%	n/m	n/m	n/m	62%	4%	n/m	n/m	n/m
Chegg (US)	2,509	93%	13.5x	11.2x	9.2x	21%	75.8x	43.8x	32.4x	53%	26%	n/m	74.9x	55.6x
Pluralsight (US)	1,778	82%	n/a	11.2x	8.6x	n/a	n/a	n/m	n/m	n/a	(25%)	n/a	n/m	n/m
Instructure (US)	1,135	91%	9.9x	7.4x	5.9x	29%	n/m	n/m	n/m	(36%)	(10%)	n/m	n/m	n/m
Capella Education (US)	849	97%	2.6x	2.6x	2.5x	2%	13.4x	13.2x	12.2x	5%	20%	31.6x	25.6x	23.9x
Cambium Learning Group (US)	492	81%	n/a	4.2x	3.9x	n/a	n/a	14.1x	12.6x	n/a	30%	n/a	32.1x	26.3x
American Public Education (US)	432	92%	2.0x	1.9x	1.9x	2%	11.6x	10.9x	10.1x	7%	18%	44.6x	30.8x	27.0x
K12 (US)	380	87%	0.6x	0.6x	n/a	(100%)	4.5x	4.5x	n/a	(100%)	13%	34.5x	60.7x	n/a
Boxlight (US)	44	29%	2.2x	1.8x	1.5x	24%	n/a	n/a	n/a	n/a	-	n/a	n/m	n/m
Mean			6.5x	5.5x	4.9x	5%	26.3x	18.7x	16.6x	4%	10%	36.0x	40.4x	29.5x
Fitness & Wearbles														
Under Armour (US)	8,844	91%	2.4x	2.3x	2.2x	5%	37.4x	35.6x	28.2x	15%	7%	n/m	n/m	80.8x
GoPro (US)	745	54%	0.8x	0.9x	0.9x	(2%)	n/m	n/m	18.7x	n/a	(0%)	n/m	n/m	n/m
Fitbit (US)	786	84%	0.7x	0.7x	0.7x	(4%)	n/m	n/m	n/m	(6%)	(5%)	n/m	n/m	n/m
Huami Corporation (AsiaPac)	354	65%	0.2x	0.2x	0.1x	49%	3.2x	3.8x	1.2x	62%	4%	3.9x	2.2x	1.6x
Mean			1.0x	1.0x	1.0x	12%	20.3x	19.7x	16.0x	24%	1%	3.9x	2.2x	41.2x

Trading Comparables (Cont'd)

29. Jun 2018	Enterprise	Share Price	EV / Revenue			CAGR	EV / EBITDA			CAGR	Margin	P/E		
Company	Value (€m)	(% of year high)	2017	2018	2019	17-19E	2017	2018	2019	17-19E	2018E	2017	2018	2019
Gambling														
Paddy Power Betfair (Europe)	7,502	89%	3.8x	3.5x	3.3x	9%	14.3x	13.8x	12.9x	6%	26%	20.9x	20.2x	18.8x
Amaya (Canada)	7,324	91%	13.2x	10.2x	8.0x	29%	28.4x	24.6x	19.1x	22%	42%	26.5x	23.5x	20.6x
GVC Holdings (Europe)	6,784	97%	5.4x	1.4x	1.3x	102%	19.6x	6.6x	5.9x	82%	21%	27.9x	10.9x	9.6x
Playtech (Europe)	2,575	75%	2.4x	1.9x	1.3x	38%	6.3x	5.5x	4.2x	22%	35%	8.4x	7.9x	6.6x
Net Entertainment (Europe)	1,007	58%	67.5x	60.2x	55.5x	10%	n/m	n/m	n/m	11%	47%	n/m	n/m	n/m
888 Holdings (Europe)	943	82%	1.4x	1.3x	1.2x	5%	7.6x	6.8x	6.4x	9%	19%	12.9x	12.1x	10.8x
Bet-at-home.com (Europe)	337	49%	2.8x	2.7x	2.8x	0%	9.3x	9.4x	9.3x	0%	29%	13.7x	13.9x	13.7x
Sportech (Europe)	151	75%	1.4x	1.6x	1.6x	(5%)	9.6x	12.4x	11.8x	(10%)	13%	22.6x	n/a	n/a
ZEAL Network (Europe)	101	93%	0.7x	0.6x	0.6x	8%	4.3x	2.8x	2.3x	38%	23%	14.1x	9.6x	7.6x
Mean			11.0x	9.3x	8.4x	22%	12.4x	10.2x	9.0x	20%	28%	18.4x	14.0x	12.5x
Gaming														
MMO														
NetEase (AsiaPac)	23,432	65%	3.8x	2.9x	2.3x	29%	15.5x	20.1x	15.2x	1%	14%	18.2x	23.2x	18.6x
Nexon (AsiaPac)	8,146	80%	n/m	n/m	n/m	13%	n/m	n/m	n/m	17%	45%	n/a	n/a	n/a
Sea Limited (US)	8,557	85%	2.6x	2.4x	2.3x	5%	13.9x	12.7x	12.1x	7%	19%	23.2x	19.5x	18.0x
NCsoft (AsiaPac)	4,698	73%	n/m	n/m	n/m	13%	n/m	n/m	n/m	20%	39%	n/m	n/m	n/m
HUYA (AsiaPac)	5,540	64%	n/a	1.7x	1.0x	n/a	n/a	25.8x	8.0x	n/a	6%	n/a	23.4x	8.7x
NetDragon (AsiaPac)	813	49%	17.4x	14.5x	11.8x	22%	n/m	n/m	n/m	32%	8%	n/m	n/m	n/m
WeMade (AsiaPac)	446	77%	n/m	n/m	n/m	37%	n/m	n/m	n/m	147%	25%	n/m	n/m	n/m
Rovio (Europe)	334	43%	1.1x	1.2x	1.1x	(0%)	5.0x	7.7x	6.9x	(15%)	16%	13.3x	21.6x	13.7x
Changyou (AsiaPac)	(176)	37%	n/m	n/m	n/m	(7%)	n/m	n/m	n/m	(18%)	23%	6.4x	19.2x	9.1x
Mean			6.2x	4.5x	3.7x	14%	11.5x	16.6x	10.6x	24%	22%	15.3x	21.4x	13.6x
Mobile and Casual														
Colopl (Europe)	18,273	98%	64.3x	60.4x	55.6x	8%	n/m	n/m	n/m	5%	35%	n/m	n/m	n/m
CyberAgent (AsiaPac)	6,340	99%	n/m	n/m	n/m	18%	n/m	n/m	n/m	17%	10%	n/a	n/a	n/a
Youzu (AsiaPac)	2,281	57%	38.8x	30.3x	23.3x	29%	n/m	n/m	93.3x	24%	22%	n/m	n/m	89.4x
Zynga (US)	2,442	88%	3.9x	3.5x	3.0x	14%	25.4x	18.1x	14.1x	34%	20%	46.4x	29.4x	23.3x
GREE (Europe)	2,078	74%	0.7x	0.6x	0.6x	5%	8.4x	7.7x	7.2x	8%	8%	11.4x	10.9x	10.3x
DeNA (AsiaPac)	1,769	72%	n/m	n/m	n/m	4%	n/m	n/m	n/m	5%	18%	n/a	n/a	n/a
GungHo Online (AsiaPac)	1,228	70%	n/m	n/m	n/m	(7%)	n/m	n/m	n/m	(21%)	30%	n/a	n/a	n/a
NHN Entertainment (AsiaPac)	746	76%	n/m	n/m	n/m	9%	n/m	n/m	n/m	30%	11%	n/m	n/m	n/m
Glu Mobile (US)	736	96%	3.1x	2.7x	2.4x	15%	n/m	29.0x	19.4x	n/a	9%	n/m	31.9x	21.9x
Gumi (AsiaPac)	117	44%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
IGNIS (AsiaPac)	152	42%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Focus Home Interactive (Europe)	144	64%	1.7x	1.3x	1.2x	19%	14.3x	9.7x	8.9x	27%	13%	23.7x	14.0x	14.0x
Ourgame (AsiaPac)	69	33%	9.4x	6.6x	6.7x	18%	n/a	n/a	n/a	n/a	-	n/m	91.0x	54.2x
Boyya Interactive (AsiaPac)	(75)	63%	n/m	n/m	n/m	3%	n/a	n/a	n/a	n/a	-	47.4x	52.0x	43.4x
Mean			17.4x	15.1x	13.3x	11%	16.0x	16.1x	28.6x	14%	15%	32.2x	38.2x	36.6x
Console & PC														
Activision Blizzard (US)	49,150	95%	9.3x	8.8x	8.1x	7%	25.5x	23.4x	20.1x	13%	38%	38.5x	33.4x	28.6x
Electronic Arts (US)	33,402	96%	8.9x	8.2x	7.5x	9%	26.5x	22.9x	19.1x	18%	36%	40.2x	33.8x	28.5x
Take-Two Interactive (US)	10,430	91%	7.0x	5.5x	5.2x	16%	26.7x	21.2x	15.5x	31%	26%	40.4x	32.5x	23.6x
Ubisoft Entertainment (Europe)	10,778	93%	5.9x	5.5x	4.4x	16%	16.2x	12.5x	10.8x	23%	44%	58.1x	34.8x	27.3x
Bandai Namco (AsiaPac)	6,375	94%	n/m	n/m	n/m	5%	n/m	n/m	n/m	9%	14%	n/a	n/a	n/a
Konami (AsiaPac)	4,999	85%	n/m	n/m	n/m	2%	n/m	n/m	n/m	10%	25%	n/a	n/a	n/a
Square Enix (AsiaPac)	4,021	92%	n/m	n/m	n/m	(0%)	n/m	n/m	n/m	16%	18%	n/a	n/a	n/a
CD Projekt (Europe)	3,320	91%	n/m	n/m	38.7x	90%	n/m	n/m	62.8x	103%	43%	n/m	n/m	n/m
Sega Sammy (AsiaPac)	2,706	94%	n/m	n/m	n/m	(3%)	n/m	n/m	n/m	12%	13%	n/a	n/a	n/a
Paradox Interactive (Europe)	1,839	79%	n/m	n/m	n/m	36%	n/m	n/m	n/m	42%	62%	n/m	n/m	n/m
Capcom (AsiaPac)	1,981	93%	n/m	n/m	n/m	7%	n/m	n/m	n/m	6%	22%	n/a	n/a	n/a
Marvelous (AsiaPac)	261	75%	n/m	n/m	n/m	7%	n/a	n/a	n/a	n/a	-	n/a	n/a	n/a
Mean			7.8x	7.0x	12.8x	16%	23.7x	20.0x	25.6x	26%	28%	44.3x	33.6x	27.0x

Trading Comparables (Cont'd)

29. Jun 2018	Enterprise	Share Price	EV / Revenue			CAGR	EV / EBITDA			CAGR	Margin	P/E		
Company	Value (€m)	(% of year high)	2017	2018	2019	17-19E	2017	2018	2019	17-19E	2018E	2017	2018	2019
Hardware & Semiconductors														
Apple (US)	816,008	96%	4.6x	4.2x	4.0x	7%	14.9x	13.6x	13.1x	7%	31%	21.0x	17.5x	17.3x
Samsung (AsiaPac)	191,182	81%	n/m	n/m	n/m	5%	n/m	n/m	n/m	11%	36%	n/m	n/m	n/m
IBM (US)	140,048	82%	2.4x	2.3x	2.3x	1%	9.8x	10.0x	9.5x	1%	23%	11.5x	11.7x	11.7x
Sony (AsiaPac)	51,159	99%	99.8x	97.3x	94.7x	3%	n/m	n/m	n/m	3%	13%	n/a	n/a	n/a
Hitachi (AsiaPac)	38,636	82%	68.3x	67.4x	65.6x	2%	n/m	n/m	n/m	1%	13%	n/a	n/a	n/a
Philips (Europe)	35,820	96%	2.0x	2.0x	1.9x	3%	12.6x	11.7x	10.8x	8%	17%	24.0x	21.1x	18.8x
HP (US)	25,452	76%	1.0x	1.1x	1.1x	(3%)	6.1x	6.4x	6.4x	(2%)	17%	13.3x	11.3x	11.2x
Hewlett Packard Enterprise (US)	25,452	76%	1.0x	1.1x	1.1x	(3%)	6.1x	6.4x	6.4x	(2%)	17%	13.3x	11.3x	11.2x
Nokia (Europe)	22,907	86%	1.0x	1.0x	1.0x	(1%)	7.6x	7.9x	6.7x	6%	13%	15.5x	20.8x	15.5x
Motorola (US)	20,713	99%	4.4x	3.8x	3.7x	9%	15.9x	13.9x	12.8x	11%	27%	24.1x	18.9x	17.4x
Toshiba (AsiaPac)	20,196	93%	71.5x	n/m	90.4x	(11%)	n/m	n/m	n/m	(63%)	7%	n/a	n/a	n/a
Sharp (AsiaPac)	10,928	62%	75.1x	70.7x	68.8x	4%	n/m	n/m	n/m	3%	8%	n/a	n/a	n/a
Fujitsu (AsiaPac)	11,090	71%	42.8x	45.7x	46.0x	(4%)	n/m	n/m	n/m	1%	10%	n/a	n/a	n/a
Unisplendour (AsiaPac)	8,355	72%	12.8x	10.0x	8.8x	21%	n/a	n/a	n/a	n/a	-	n/m	n/m	n/m
Lenovo (AsiaPac)	8,095	80%	15.3x	14.1x	13.9x	5%	n/a	n/m	n/m	n/a	3%	n/m	n/m	n/m
LG (US)	6,557	68%	2.1x	2.3x	2.1x	(0%)	14.0x	16.2x	13.8x	1%	14%	15.7x	27.6x	35.0x
Quanta Computer (AsiaPac)	5,328	66%	6.5x	6.5x	6.1x	3%	n/m	n/m	n/m	8%	3%	n/m	n/m	n/m
Pegatron Corporation (AsiaPac)	4,398	61%	4.6x	4.2x	4.0x	7%	n/m	n/m	n/m	11%	3%	n/m	n/m	n/m
ASUSTek Computer (AsiaPac)	3,699	93%	11.8x	11.9x	11.5x	1%	n/m	n/m	n/m	15%	5%	n/m	n/m	n/m
Foxconn (AsiaPac)	1,489	71%	12.7x	11.7x	11.7x	4%	n/m	n/m	n/m	4%	8%	n/m	n/m	n/m
Acer (AsiaPac)	1,401	72%	7.5x	7.3x	7.2x	2%	n/m	n/m	n/m	15%	2%	n/m	n/m	n/m
nLIGHT (US)	986	78%	n/a	7.0x	5.6x	n/a	n/a	45.5x	31.9x	n/a	15%	n/a	87.0x	57.1x
One Stop Systems (US)	41	71%	2.0x	1.5x	1.1x	34%	34.8x	34.8x	13.6x	60%	4%	n/m	66.3x	21.4x
Mean			21.4x	17.8x	20.6x	4%	13.5x	16.6x	12.5x	5%	13%	17.3x	29.4x	21.7x
Computer Peripherals & Storage														
Hon Hai Precision Industry (AsiaPac)	39,863	66%	10.8x	10.7x	10.2x	3%	n/m	n/m	n/m	5%	4%	n/m	n/m	n/m
Western Digital (US)	25,217	72%	1.7x	1.6x	1.6x	3%	4.8x	4.8x	5.4x	(6%)	34%	6.9x	6.0x	6.4x
Seagate (Europe)	15,597	90%	2.0x	1.8x	1.9x	2%	9.6x	8.4x	8.9x	4%	22%	15.8x	11.0x	11.9x
NetApp (US)	14,582	98%	3.4x	3.2x	3.1x	6%	15.0x	13.7x	11.9x	12%	23%	26.8x	22.4x	20.2x
Zebra Technologies (US)	8,393	89%	3.1x	2.8x	2.7x	6%	16.6x	14.0x	13.2x	12%	20%	24.1x	16.5x	15.4x
Logitech (Europe)	5,630	94%	3.1x	2.8x	2.5x	11%	26.0x	20.5x	20.2x	14%	13%	34.4x	28.9x	25.8x
Shenzhen Huiding (AsiaPac)	3,699	93%	11.8x	11.9x	11.5x	1%	n/m	n/m	n/m	15%	5%	n/m	n/m	n/m
Pure Storage (US)	4,140	92%	5.5x	4.1x	3.2x	30%	n/m	47.0x	27.4x	206%	9%	n/m	n/m	60.5x
Lite-On (AsiaPac)	1,726	70%	10.0x	10.3x	10.2x	(1%)	n/m	n/m	n/m	4%	7%	n/m	n/m	n/m
PCI-Suntek (AsiaPac)	1,398	58%	19.1x	13.2x	9.4x	43%	n/a	n/a	n/a	n/a	-	n/m	n/m	n/m
Chicony (AsiaPac)	1,401	85%	22.3x	20.7x	19.5x	7%	n/m	n/m	n/m	8%	9%	n/m	n/m	n/m
Synaptics (US)	1,628	87%	1.3x	1.3x	1.2x	2%	9.8x	10.0x	9.8x	(0%)	13%	12.6x	12.6x	10.6x
Phison Electronics (AsiaPac)	844	53%	25.2x	24.7x	23.2x	4%	n/m	n/m	n/m	(13%)	13%	n/m	n/m	n/m
Mean			9.2x	8.4x	7.7x	9%	13.6x	16.9x	13.8x	22%	13%	20.1x	16.2x	21.5x
Semiconductors														
Intel (US)	208,753	86%	4.5x	4.1x	4.0x	6%	10.9x	9.6x	9.1x	10%	43%	16.9x	13.9x	13.5x
Taiwan Semiconductor (AsiaPac)	140,866	80%	n/m	n/m	n/m	9%	n/m	n/m	n/m	9%	66%	n/m	n/m	n/m
NVIDIA (US)	121,584	89%	17.2x	12.5x	11.1x	24%	50.1x	31.4x	28.8x	32%	40%	59.6x	34.8x	31.7x
Broadcom (US)	99,345	90%	7.1x	6.5x	6.2x	7%	9.9x	8.0x	10.2x	(1%)	81%	15.4x	13.6x	13.1x
Texas Instruments (US)	92,421	90%	8.3x	7.8x	7.5x	5%	17.8x	16.4x	15.7x	7%	47%	26.9x	22.2x	20.1x
ASML (Europe)	70,709	88%	8.2x	6.8x	6.3x	14%	25.9x	21.4x	18.5x	19%	32%	36.4x	28.8x	23.8x
Micron (US)	54,172	82%	3.2x	2.3x	2.2x	20%	5.7x	3.4x	3.4x	30%	66%	9.0x	4.7x	5.1x
Qualcomm (US)	57,298	81%	3.3x	3.5x	3.3x	(0%)	9.3x	11.6x	8.0x	8%	30%	16.1x	20.5x	16.7x
SK hynix (AsiaPac)	42,010	85%	n/m	n/m	n/m	19%	n/m	n/m	n/m	21%	67%	n/m	n/m	n/m
Applied Materials (US)	39,356	73%	3.4x	2.9x	2.8x	10%	11.0x	9.2x	9.1x	10%	32%	13.8x	11.0x	11.0x
Analog Devices (US)	36,038	93%	8.5x	7.9x	7.5x	6%	16.7x	17.3x	15.7x	3%	46%	22.4x	18.9x	18.2x
Infineon (Europe)	23,396	83%	3.2x	3.1x	2.8x	8%	12.4x	10.5x	9.6x	13%	29%	24.3x	20.5x	19.4x
Microchip Technology (US)	19,095	87%	6.6x	4.8x	3.9x	29%	16.1x	11.9x	9.4x	31%	40%	19.3x	15.6x	13.2x
STMicroelectronics (Europe)	16,495	82%	2.0x	1.7x	1.6x	12%	10.0x	7.4x	6.7x	22%	23%	20.4x	14.1x	12.5x
Renesas Electronics (AsiaPac)	15,149	71%	n/m	n/m	n/m	5%	n/m	n/m	n/m	12%	25%	n/a	n/a	n/a
Skyworks Solutions (US)	13,547	82%	4.8x	4.7x	4.3x	5%	10.9x	10.7x	9.8x	6%	44%	16.2x	15.6x	13.9x
Xilinx (US)	12,685	83%	6.9x	6.3x	5.9x	8%	21.8x	18.8x	18.3x	9%	33%	29.2x	25.1x	23.5x
Maxim Integrated Products (US)	12,995	78%	7.3x	6.9x	6.6x	6%	17.8x	16.8x	16.0x	5%	41%	27.2x	23.6x	22.1x
AMD (US)	13,102	88%	3.3x	2.6x	2.4x	18%	43.9x	22.2x	19.9x	49%	12%	n/m	32.6x	24.0x
MediaTek (AsiaPac)	10,329	79%	54.0x	51.9x	46.2x	8%	n/m	n/m	n/m	47%	11%	n/m	n/m	n/m
Sanan Optoelectronics (AsiaPac)	9,219	60%	62.1x	48.1x	37.3x	29%	n/m	90.1x	73.7x	24%	53%	n/m	n/m	n/m
ON Semiconductor (US)	9,885	82%	2.5x	2.3x	2.2x	5%	10.6x	9.6x	8.9x	9%	24%	18.1x	14.4x	12.9x
ASE Group (AsiaPac)	9,554	84%	41.7x	32.2x	28.7x	20%	n/m	n/m	n/m	25%	20%	n/m	n/m	n/m
Microsemi (US)	-	100%	n/m	n/a	n/a	(100%)	n/m	n/a	n/a	(100%)	n/a	n/m	n/a	n/a
Marvell Technology Group (AsiaPac)	7,797	86%	4.3x	4.2x	4.0x	4%	14.9x	13.1x	11.6x	13%	32%	20.7x	17.7x	16.4x
SMIC (AsiaPac)	7,608	67%	n/m	n/m	n/m	10%	n/m	n/m	n/m	12%	32%	n/m	n/m	n/m
ROHM (AsiaPac)	5,296	70%	n/m	n/m	n/m	6%	n/m	n/m	n/m	17%	27%	n/a	n/a	n/a
United Microelectronics (AsiaPac)	6,140	91%	51.8x	49.5x	48.0x	4%	n/m	n/m	n/m	2%	38%	n/m	n/m	n/m
Mean			14.6x	12.8x	11.5x	6%	15.9x	17.6x	15.6x	12%	37%	21.0x	18.7x	16.6x

Trading Comparables (Cont'd)

29. Jun 2018	Enterprise	Share Price	EV / Revenue			CAGR	EV / EBITDA			CAGR	Margin	P/E		
Company	Value (€m)	(% of year high)	2017	2018	2019	17-19E	2017	2018	2019	17-19E	2018E	2017	2018	2019
Healthcare & Science														
Quintiles (US)	25,626	90%	4.3x	3.4x	3.2x	16%	17.2x	16.0x	14.8x	8%	21%	22.8x	20.8x	18.7x
Cerner (US)	16,596	81%	4.4x	4.2x	3.9x	6%	13.5x	13.9x	12.7x	3%	30%	28.3x	27.5x	24.4x
ResMed (US)	12,763	96%	8.0x	7.1x	6.6x	10%	n/a	24.2x	22.6x	n/a	29%	41.6x	34.2x	31.5x
M3 (AsiaPac)	10,891	89%	n/m	n/m	n/m	20%	n/m	n/m	n/m	15%	31%	n/a	n/a	n/a
Athenahealth (US)	5,621	97%	6.3x	5.7x	5.2x	11%	29.1x	20.4x	18.3x	26%	28%	92.3x	42.2x	36.2x
Allscripts (US)	3,610	74%	2.7x	2.3x	2.1x	12%	13.5x	11.4x	10.5x	13%	20%	22.0x	17.8x	15.5x
Cotiviti (US)	4,019	96%	8.0x	7.2x	6.6x	10%	20.6x	17.8x	16.5x	11%	40%	32.8x	26.5x	23.9x
Teladoc (US)	3,246	91%	19.0x	11.4x	8.6x	49%	n/m	n/m	n/m	n/a	3%	n/m	n/m	n/m
Evolent Health (US)	1,333	78%	4.2x	3.1x	2.7x	25%	n/m	84.4x	43.0x	n/a	4%	n/m	n/m	n/m
HealthStream (US)	589	94%	3.2x	3.5x	3.4x	(2%)	21.4x	20.4x	18.6x	7%	17%	n/m	n/m	87.0x
CPSI (US)	501	96%	2.5x	2.3x	2.3x	6%	14.1x	13.0x	13.3x	3%	18%	24.1x	16.4x	16.6x
Mean			6.3x	5.0x	4.5x	15%	18.5x	24.6x	18.9x	11%	22%	37.7x	26.5x	31.7x
Internet of Things (IoT)														
Forescout Technologies (US)	1,007	91%	6.3x	4.9x	4.1x	23%	n/m	n/m	n/m	(62%)	(11%)	n/m	n/m	n/m
Impinj (US)	373	40%	4.0x	4.6x	3.9x	1%	n/m	n/m	n/m	112%	(21%)	n/m	n/m	n/m
ShotSpotter (US)	333	91%	19.5x	13.6x	10.0x	39%	n/m	n/m	51.4x	165%	9%	n/m	n/m	n/m
Internet of Things (Canada)	6	37%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Mean			9.9x	7.7x	6.0x	20%	-	-	51.4x	39%	5%	-	-	#####
Online Brokerage														
Charles Schwab (US)	46,092	85%	n/m	n/m	n/m	15%	n/m	n/m	n/m	21%	50%	36.7x	24.3x	20.4x
TD Ameritrade (US)	23,927	87%	n/m	n/m	n/m	22%	n/m	n/m	n/m	30%	43%	36.5x	19.3x	16.2x
E*TRADE (US)	17,105	92%	n/m	n/m	n/m	15%	n/m	n/m	n/m	17%	52%	29.2x	19.9x	18.3x
IG Group (Europe)	3,430	95%	n/m	n/m	n/m	2%	n/m	n/m	n/m	1%	50%	14.3x	12.8x	12.8x
Plus500 (Middle East)	1,921	94%	n/m	n/m	n/m	17%	n/m	n/m	n/m	18%	61%	8.9x	6.2x	6.0x
Alfa Financial Software (Europe)	1,051	32%	5.0x	5.5x	5.1x	(1%)	10.8x	19.0x	16.3x	(19%)	29%	14.8x	26.4x	22.7x
SwissQuote (Europe)	n/m	82%	n/m	n/m	n/m	10%	n/a	n/a	n/a	n/a	-	n/a	19.9x	17.2x
Interactive Brokers (US)	n/m	80%	n/m	n/m	n/m	18%	n/m	n/a	n/m	43%	93%	48.7x	32.0x	27.7x
Mean			5.0x	5.5x	5.1x	12%	10.8x	19.0x	16.3x	16%	47%	27.0x	20.1x	17.7x
Online Travel														
OTAs														
Priceline Group (US)	85,519	91%	9.3x	8.0x	7.0x	15%	24.6x	20.4x	18.1x	17%	39%	30.7x	26.4x	23.3x
Ctrip.com (AsiaPac)	22,278	79%	7.2x	6.2x	4.9x	21%	36.4x	32.0x	22.0x	29%	19%	51.4x	37.8x	27.8x
Expedia (US)	16,712	75%	2.3x	2.0x	1.8x	12%	13.1x	12.3x	10.6x	11%	16%	28.8x	26.4x	22.3x
TripAdvisor (US)	6,010	93%	5.3x	5.0x	4.6x	7%	25.5x	22.8x	20.7x	11%	22%	56.8x	46.8x	41.0x
MakeMyTrip (AsiaPac)	2,827	87%	7.6x	6.0x	4.9x	24%	n/m	n/m	n/m	(32%)	(19%)	n/m	n/m	n/m
Trivago (Europe)	1,199	19%	1.6x	1.6x	1.4x	7%	n/m	n/m	n/m	n/a	(4%)	n/m	n/m	n/m
Despegar.com (LatAm)	928	57%	2.5x	2.0x	1.7x	20%	15.3x	12.7x	10.3x	22%	16%	42.2x	30.7x	22.9x
Webjet (AsiaPac)	1,034	94%	9.9x	8.2x	6.8x	20%	33.2x	26.0x	19.5x	30%	32%	60.7x	41.9x	29.8x
eDreams ODIGEO (Europe)	636	61%	1.3x	1.3x	1.2x	2%	5.4x	5.4x	4.9x	5%	23%	10.0x	8.6x	6.7x
On The Beach (Europe)	688	77%	6.1x	5.2x	4.4x	18%	17.0x	13.7x	11.2x	23%	38%	24.0x	19.7x	16.0x
Hostelworld (Europe)	319	74%	2.9x	2.8x	2.6x	6%	9.8x	10.4x	8.7x	6%	27%	13.2x	14.4x	11.8x
Tuniu (AsiaPac)	522	86%	0.3x	0.3x	0.2x	21%	n/m	n/m	54.7x	n/a	(8%)	n/m	87.9x	13.1x
HolidayCheck (Europe)	151	90%	1.3x	1.2x	1.1x	11%	79.2x	21.2x	14.8x	131%	5%	n/m	n/m	67.3x
Travelzoo (US)	163	92%	2.1x	1.9x	1.8x	9%	35.2x	23.2x	17.4x	42%	8%	n/m	47.4x	36.1x
Lastminute.com (Europe)	115	83%	0.6x	0.6x	0.5x	4%	8.7x	4.6x	5.2x	30%	12%	n/a	12.9x	11.1x
Asiatravel (AsiaPac)	5	25%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Mean			4.0x	3.5x	3.0x	13%	25.3x	17.1x	16.8x	25%	15%	35.3x	33.4x	25.3x
GDS														
Amadeus IT (Europe)	31,721	93%	6.5x	6.3x	5.9x	5%	17.0x	15.8x	14.6x	8%	40%	28.6x	27.1x	25.3x
Sabre Corp (US)	8,453	92%	3.2x	3.0x	2.9x	6%	10.7x	10.5x	9.9x	4%	29%	20.8x	19.4x	17.7x
Travelport (Europe)	3,801	97%	2.1x	2.0x	1.9x	5%	8.8x	8.7x	8.2x	4%	23%	16.3x	15.1x	13.6x
Mean			4.0x	3.8x	3.6x	9%	12.2x	11.6x	10.9x	35%	16%	21.9x	20.5x	18.9x
Payments														
PayPal (US)	76,593	95%	8.0x	6.8x	5.9x	17%	30.9x	26.0x	21.9x	19%	26%	50.6x	40.8x	34.2x
First Data (US)	34,966	95%	4.0x	5.4x	5.2x	(13%)	15.6x	14.3x	13.4x	8%	38%	16.0x	16.4x	13.9x
Worldpay (US)	28,064	95%	18.0x	9.8x	9.0x	42%	37.7x	20.7x	17.9x	45%	47%	44.4x	24.1x	20.0x
Square (US)	20,676	89%	29.1x	19.0x	14.1x	43%	n/m	n/m	62.3x	82%	17%	n/m	n/m	74.5x
Wirecard (Europe)	16,044	87%	10.8x	8.2x	6.6x	28%	39.0x	29.4x	22.6x	31%	28%	67.8x	48.0x	36.0x
Shopify (Canada)	11,919	83%	24.6x	15.9x	11.6x	45%	n/m	n/m	n/m	119%	4%	n/m	n/m	n/m
Adyen (Europe)	12,993	94%	n/a	8.8x	6.2x	n/a	n/a	88.5x	57.2x	n/a	10%	n/a	n/m	82.8x
Ingenico (Europe)	6,362	82%	2.6x	2.3x	2.2x	8%	12.6x	11.9x	10.8x	8%	20%	16.6x	15.4x	13.8x
Q2 Holdings (US)	1,974	90%	13.9x	11.3x	9.2x	23%	n/m	n/m	77.0x	89%	10%	n/m	n/m	n/m
QIWI (Europe)	549	62%	0.1x	0.0x	0.0x	19%	0.2x	0.1x	0.1x	31%	35%	0.3x	0.3x	0.2x
Boku (US)	240	95%	7.8x	5.8x	4.7x	29%	n/m	40.9x	16.0x	n/a	14%	n/m	94.6x	25.5x
Intershop Communications (Europe)	52	74%	1.4x	1.4x	1.2x	8%	17.1x	31.6x	18.1x	(3%)	4%	n/m	n/m	47.0x
Seamless Distribution (Europe)	5	8%	2.9x	4.2x	3.3x	(6%)	n/m	n/m	30.9x	n/a	(10%)	n/a	n/m	n/m
Mean			10.3x	7.6x	6.1x	20%	21.9x	29.3x	29.0x	43%	19%	32.6x	34.2x	34.8x

Trading Comparables (Cont'd)

29. Jun 2018	Enterprise	Share Price	EV / Revenue			CAGR	EV / EBITDA			CAGR	Margin	P/E		
Company	Value (€m)	(% of year high)	2017	2018	2019	17-19E	2017	2018	2019	17-19E	2018E	2017	2018	2019
Search / Portals														
Alphabet (US)	587,322	94%	7.2x	5.8x	4.9x	21%	17.9x	15.7x	13.4x	16%	37%	39.4x	29.0x	26.6x
Tencent (AsiaPac)	398,354	80%	n/m	96.7x	71.7x	38%	n/m	n/m	n/m	32%	38%	n/m	n/m	n/m
Baidu (AsiaPac)	66,598	85%	6.9x	5.6x	4.6x	22%	26.4x	19.4x	16.2x	27%	29%	30.1x	26.8x	22.4x
Naver (AsiaPac)	14,743	77%	n/m	n/m	n/m	16%	n/m	n/m	n/m	9%	25%	n/m	n/m	n/m
Yahoo! Japan (AsiaPac)	11,757	67%	n/m	n/m	n/m	7%	n/m	n/m	n/m	(7%)	25%	n/a	n/a	n/a
Yandex (Europe)	9,330	79%	0.1x	0.1x	0.1x	28%	35.1x	21.5x	15.3x	52%	0%	0.9x	0.6x	0.4x
Sogou (AsiaPac)	2,863	73%	4.2x	3.0x	2.3x	37%	25.1x	21.5x	13.6x	36%	14%	49.6x	35.3x	22.8x
Wirtualna Polska (Europe)	382	86%	15.7x	13.6x	12.6x	11%	52.1x	45.6x	40.9x	13%	30%	n/m	n/m	72.6x
Sohu.com (AsiaPac)	389	85%	0.3x	0.2x	0.2x	15%	4.4x	5.6x	2.3x	39%	4%	n/m	n/m	n/m
Phoenix New Media (AsiaPac)	186	52%	1.1x	1.0x	0.9x	9%	24.0x	23.8x	13.9x	31%	4%	39.7x	46.6x	21.1x
Mean			5.1x	15.8x	12.2x	21%	26.4x	21.9x	16.5x	25%	21%	32.0x	27.7x	27.6x
Social Networking														
Facebook (US)	452,209	96%	15.1x	10.7x	8.5x	34%	23.0x	17.5x	14.0x	28%	61%	37.7x	29.6x	24.8x
Twitter (US)	26,636	94%	14.9x	12.3x	10.8x	17%	45.1x	32.1x	27.7x	28%	38%	n/m	67.8x	59.2x
Weibo (AsiaPac)	16,007	62%	18.9x	11.9x	8.6x	48%	48.2x	29.7x	19.6x	57%	40%	59.2x	35.6x	24.5x
Match Group (US)	10,220	81%	10.4x	8.2x	7.1x	21%	29.4x	21.5x	18.3x	27%	38%	55.1x	31.2x	25.4x
Snap (US)	12,990	63%	22.0x	14.8x	10.3x	46%	n/m	n/m	n/m	(20%)	(61%)	n/m	n/m	n/m
Momo (AsiaPac)	7,034	82%	7.2x	4.7x	3.8x	37%	26.0x	16.7x	13.2x	40%	28%	30.0x	20.0x	16.2x
LINE (AsiaPac)	7,882	86%	n/m	n/m	n/m	17%	n/m	n/m	n/m	7%	11%	n/a	n/a	n/a
Daum Kakao (AsiaPac)	5,369	66%	n/m	n/m	n/m	17%	n/m	n/m	n/m	11%	12%	n/m	n/m	n/m
Mail.ru (Europe)	5,033	74%	0.1x	0.1x	0.1x	24%	0.3x	0.3x	0.2x	24%	31%	0.5x	0.5x	0.3x
YY (AsiaPac)	3,847	72%	2.9x	2.1x	1.7x	32%	11.3x	9.0x	6.8x	29%	23%	19.4x	14.6x	11.9x
SINA (AsiaPac)	3,847	67%	3.3x	2.2x	1.7x	38%	9.7x	7.6x	5.1x	39%	29%	33.2x	27.2x	18.0x
Meitu (AsiaPac)	2,411	48%	44.5x	24.8x	16.2x	66%	n/m	n/m	n/m	n/a	9%	n/m	n/m	n/m
XING (Europe)	1,477	91%	8.0x	6.5x	5.5x	20%	25.7x	20.6x	17.1x	23%	31%	57.3x	44.7x	35.7x
Mixi (AsiaPac)	457	43%	34.5x	41.3x	46.3x	(14%)	96.7x	n/m	n/m	(23%)	32%	n/a	n/a	n/a
Renren (AsiaPac)	235	13%	1.6x	0.6x	n/a	(100%)	n/m	n/m	n/a	(100%)	(8%)	n/m	n/m	n/a
MeetMe (US)	296	81%	3.3x	2.6x	2.5x	14%	13.0x	17.7x	14.3x	(5%)	15%	13.2x	20.8x	15.1x
Mean			13.3x	10.2x	9.5x	20%	29.9x	17.3x	13.6x	11%	21%	34.0x	29.2x	23.1x
Software														
Cloud Infrastructure, Hosting & VoIP														
VeriSign (US)	14,669	95%	16.9x	16.2x	15.6x	4%	24.5x	22.9x	21.8x	6%	71%	39.8x	35.3x	32.7x
United Internet (Europe)	11,752	82%	2.8x	2.3x	2.2x	14%	11.3x	9.8x	8.9x	13%	23%	21.1x	22.4x	18.3x
GoDaddy (US)	11,155	93%	6.7x	5.7x	5.1x	15%	25.8x	20.0x	18.7x	17%	28%	32.7x	24.5x	19.2x
Akamai Technologies (US)	10,549	87%	5.7x	5.2x	4.8x	9%	15.4x	13.6x	12.1x	13%	39%	32.4x	25.7x	22.8x
Nutanix (US)	7,213	80%	9.9x	7.9x	6.4x	24%	n/m	n/m	66.7x	n/a	(1%)	n/m	n/m	n/m
RingCentral (US)	4,641	87%	12.5x	9.7x	7.9x	26%	n/m	81.5x	62.9x	75%	12%	n/m	n/m	91.5x
New Relic (US)	4,653	90%	19.1x	14.5x	11.5x	29%	n/m	n/m	96.0x	297%	11%	n/m	n/m	n/m
Twilio (US)	4,349	90%	15.0x	10.8x	8.7x	31%	n/m	n/m	n/m	n/a	2%	n/m	n/m	n/m
j2 Global (US)	4,231	94%	5.1x	4.6x	4.3x	9%	12.1x	11.4x	10.2x	9%	40%	17.6x	16.2x	14.4x
Endurance International (US)	2,750	98%	3.2x	3.2x	3.2x	(0%)	10.8x	11.7x	11.6x	(3%)	27%	11.6x	13.5x	14.3x
FireEye (US)	2,438	80%	4.4x	4.0x	3.7x	9%	37.4x	31.2x	26.6x	19%	13%	n/m	n/m	96.0x
Vonage (US)	2,806	100%	3.8x	3.6x	3.5x	4%	20.9x	19.3x	18.1x	7%	19%	48.8x	34.6x	34.7x
Qualys (US)	2,575	87%	15.0x	12.4x	10.5x	19%	40.9x	34.4x	29.0x	19%	36%	91.8x	62.1x	51.8x
Presidio (US)	1,801	67%	0.8x	0.8x	0.8x	3%	10.1x	10.9x	9.9x	1%	8%	11.7x	10.8x	9.2x
Econocom Group (Europe)	1,532	64%	0.5x	0.5x	0.5x	4%	8.9x	8.2x	7.4x	10%	6%	11.8x	11.8x	10.2x
Switch (US)	1,398	49%	5.0x	4.4x	3.7x	16%	9.7x	8.6x	7.3x	16%	51%	n/m	42.2x	14.7x
8x8 (US)	1,450	85%	6.9x	5.8x	4.8x	19%	92.4x	n/m	n/m	(58%)	(1%)	n/m	n/m	n/m
Carbonite (US)	966	84%	5.3x	4.2x	3.8x	18%	27.5x	16.0x	13.9x	41%	26%	50.8x	23.5x	19.1x
Acacia Communications (US)	904	67%	3.1x	4.2x	3.5x	(5%)	15.7x	51.9x	22.4x	(16%)	8%	22.0x	n/m	45.0x
SendGrid (US)	891	83%	10.9x	8.4x	6.8x	27%	n/m	76.0x	57.9x	39%	11%	n/m	n/m	n/m
SecureWorks (US)	789	91%	2.3x	2.1x	1.9x	10%	n/m	n/m	91.3x	n/a	(1%)	n/m	n/m	n/m
Tucows Inc. (Canada)	606	85%	2.5x	2.1x	2.0x	10%	20.9x	16.0x	12.9x	27%	13%	n/a	n/a	n/a
Bandwidth (US)	540	93%	4.5x	3.7x	3.3x	16%	34.3x	n/m	n/m	n/a	2%	93.4x	n/m	n/m
Sonus Networks (US)	598	78%	2.4x	1.4x	1.4x	32%	23.6x	10.9x	7.9x	73%	13%	34.5x	21.1x	14.4x
Aquantia (US)	294	65%	3.8x	3.1x	2.6x	23%	n/m	48.8x	19.1x	181%	6%	n/m	n/m	33.7x
Tintri (US)	36	2%	0.4x	0.5x	0.4x	(3%)	n/m	n/m	n/m	(44%)	(25%)	n/m	n/m	n/m
Mean			6.5x	5.4x	4.7x	14%	24.6x	26.5x	28.8x	34%	17%	37.2x	26.4x	31.9x

Trading Comparables (Cont'd)

29. Jun 2018	Enterprise	Share Price	EV / Revenue			CAGR	EV / EBITDA			CAGR	Margin	P/E		
Company	Value (€m)	(% of year high)	2017	2018	2019	17-19E	2017	2018	2019	17-19E	2018E	2017	2018	2019
Software (Cont'd)														
Applications														
Microsoft (US)	611,959	96%	8.2x	7.2x	6.6x	11%	20.9x	17.4x	15.5x	16%	42%	33.1x	28.7x	26.7x
Oracle (US)	145,213	82%	5.1x	4.9x	4.7x	4%	11.0x	10.5x	10.1x	5%	47%	16.7x	14.9x	14.3x
SAP (Europe)	117,770	94%	5.0x	4.8x	4.5x	6%	14.4x	14.5x	13.3x	4%	33%	23.4x	22.6x	20.4x
Adobe (US)	98,511	94%	18.5x	15.0x	12.6x	21%	44.1x	33.7x	27.6x	26%	44%	66.0x	41.4x	36.6x
Intuit (US)	43,657	94%	10.9x	9.6x	8.7x	12%	29.8x	26.5x	23.9x	12%	36%	51.6x	41.4x	34.7x
VMware (US)	44,057	89%	7.6x	6.8x	6.3x	10%	20.5x	17.6x	17.4x	9%	39%	32.9x	27.6x	25.4x
Autodesk (US)	24,874	92%	16.5x	13.6x	10.6x	25%	n/m	93.0x	34.9x	n/a	15%	n/m	n/m	47.9x
Constellation Software (Canada)	14,014	95%	13.4x	10.7x	9.4x	19%	51.6x	42.4x	36.3x	19%	25%	72.4x	54.9x	48.7x
Symantec (US)	13,455	60%	3.7x	3.8x	3.7x	1%	8.0x	8.7x	7.9x	1%	44%	15.4x	14.0x	12.7x
Citrix (US)	12,754	96%	6.1x	6.0x	5.8x	3%	17.1x	17.1x	18.3x	(3%)	35%	22.5x	22.6x	21.6x
Check Point Software Technologies (12,020	82%	8.8x	8.6x	8.3x	3%	15.7x	16.0x	15.4x	1%	54%	20.7x	20.3x	19.6x
Sage Group (Europe)	10,794	76%	4.9x	4.6x	4.3x	7%	16.6x	15.6x	14.3x	7%	29%	23.7x	22.2x	20.4x
Tableau (US)	6,090	92%	9.5x	8.5x	7.4x	14%	n/m	n/m	n/m	20%	2%	n/m	n/m	n/m
Trend Micro (AsiaPac)	5,615	94%	n/m	n/m	n/m	8%	n/m	n/m	n/m	5%	33%	n/a	n/a	n/a
Ceridian HCM Holding (US)	4,991	78%	n/a	9.3x	8.6x	n/a	n/a	45.3x	38.6x	n/a	20%	n/a	n/a	71.5x
LogMeIn (US)	4,308	77%	5.8x	4.8x	4.5x	14%	15.9x	13.1x	11.8x	16%	37%	29.0x	22.5x	20.0x
Nemetschek (Europe)	3,925	93%	9.9x	8.7x	7.6x	14%	37.4x	33.1x	28.4x	15%	26%	62.2x	54.0x	46.4x
Teradata (US)	3,819	91%	2.4x	2.4x	2.3x	2%	14.0x	14.0x	12.5x	6%	17%	34.8x	33.0x	27.4x
MongoDB (US)	1,921	83%	17.2x	11.9x	8.9x	39%	n/m	n/m	n/m	(16%)	(32%)	n/m	n/m	n/m
Appian (US)	1,846	83%	15.0x	12.3x	10.5x	20%	n/m	n/m	n/m	11%	(18%)	n/m	n/m	n/m
Carbon Black (US)	1,799	74%	n/a	12.0x	9.7x	n/a	n/a	n/m	n/m	n/a	(27%)	n/a	n/a	n/m
MicroStrategy (US)	657	65%	1.8x	1.8x	1.7x	2%	8.7x	19.2x	15.8x	(26%)	9%	30.9x	53.5x	43.3x
Rosetta Stone (US)	279	95%	2.0x	2.2x	2.0x	2%	34.4x	n/m	45.7x	(13%)	(4%)	n/m	n/a	n/a
Gridsum (AsiaPac)	185	50%	0.4x	0.3x	0.2x	48%	n/m	1.9x	0.7x	n/a	13%	n/m	2.5x	0.8x
Perion (Middle East)	85	60%	0.4x	n/a	n/a	(100%)	4.5x	n/a	n/a	(100%)	n/a	5.5x	n/a	n/a
Mean			7.9x	7.4x	6.5x	8%	21.4x	24.4x	20.4x	1%	22%	33.8x	29.8x	29.9x
Software as a Service (SaaS)														
Salesforce.com (US)	84,135	96%	11.0x	8.7x	7.3x	23%	51.0x	38.4x	30.8x	29%	23%	n/m	66.6x	55.2x
Workday (US)	20,832	87%	13.3x	10.5x	8.6x	25%	81.5x	56.9x	42.0x	39%	18%	n/m	n/m	73.5x
Xero (US)	9,158	64%	1.2x	1.2x	1.3x	(2%)	7.3x	6.8x	6.7x	4%	18%	8.0x	7.6x	7.4x
Dropbox (US)	10,547	75%	n/a	10.6x	9.1x	n/a	n/a	49.7x	42.1x	n/a	21%	n/a	n/m	88.5x
Veeva Systems (US)	8,662	90%	17.3x	14.2x	12.1x	20%	51.8x	42.5x	35.9x	20%	33%	91.5x	60.1x	50.5x
Ultimate Software Group (US)	6,633	91%	9.7x	8.1x	6.9x	18%	42.1x	32.6x	26.9x	25%	25%	82.9x	53.2x	43.6x
DocuSign (US)	7,345	79%	n/a	15.2x	12.7x	n/a	n/a	n/m	n/m	n/a	5%	n/a	n/m	n/m
Paycom (US)	4,975	83%	15.7x	12.4x	10.1x	25%	51.0x	30.4x	24.8x	43%	41%	92.0x	46.2x	37.4x
Pivotal Software (US)	4,797	78%	n/a	10.1x	8.1x	n/a	n/a	n/m	n/m	n/a	(11%)	n/a	n/m	n/m
Zendesk (US)	4,628	90%	14.8x	11.0x	8.6x	31%	n/m	n/m	94.4x	120%	7%	n/m	n/m	n/m
Okta (US)	4,356	83%	22.8x	16.6x	12.6x	35%	n/m	n/m	n/m	(33%)	(15%)	n/m	n/m	n/m
RealPage (US)	4,725	89%	9.6x	7.4x	6.6x	20%	39.6x	28.4x	23.7x	29%	26%	76.3x	45.1x	36.2x
Blackbaud (US)	4,530	88%	7.8x	7.0x	6.4x	10%	31.7x	28.1x	25.1x	12%	25%	54.8x	41.4x	36.0x
Medidata Solutions (US)	3,964	94%	9.9x	8.4x	7.1x	18%	41.0x	34.8x	27.0x	23%	24%	72.8x	57.5x	43.9x
Wix.com (Middle East)	3,805	92%	12.2x	8.7x	6.9x	33%	77.0x	47.8x	30.2x	60%	18%	n/m	n/m	71.3x
Box (US)	2,899	84%	7.8x	6.5x	5.4x	21%	n/m	n/m	85.2x	n/a	3%	n/m	n/m	n/m
Ellie Mae (US)	2,859	89%	9.4x	7.8x	6.6x	19%	32.6x	29.7x	23.3x	18%	26%	75.9x	65.3x	45.6x
Zscaler (US)	3,419	81%	29.9x	21.9x	16.6x	34%	n/a	n/m	n/m	n/a	(4%)	n/a	n/m	n/m
Paylocity (US)	2,545	92%	10.4x	8.4x	6.9x	23%	52.4x	38.6x	29.1x	34%	22%	86.9x	48.6x	52.7x
Cornerstone Ondemand (US)	2,276	88%	6.4x	6.1x	5.5x	8%	47.5x	34.0x	24.2x	40%	18%	n/m	71.4x	43.8x
Coupa (US)	2,814	96%	21.1x	16.3x	13.1x	27%	n/m	n/m	n/m	n/a	(1%)	n/m	n/m	n/m
SmartSheet (US)	2,301	79%	n/a	19.4x	13.9x	n/a	n/a	n/m	n/m	n/a	(31%)	n/a	n/m	n/m
Altair Engineering (US)	1,944	90%	8.0x	7.1x	6.3x	13%	n/m	78.4x	49.4x	55%	9%	n/m	n/m	70.5x
Zuora (US)	2,345	72%	n/a	14.4x	11.3x	n/a	n/a	n/m	n/m	n/a	(21%)	n/a	n/m	n/m
Avalara (US)	3,393	90%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
SailPoint (US)	1,781	85%	13.9x	10.7x	8.7x	27%	n/m	n/m	94.8x	10%	8%	n/m	n/m	n/m
Blucora (US)	1,696	91%	4.6x	4.1x	3.9x	9%	23.1x	20.0x	17.5x	15%	21%	32.0x	22.4x	19.4x
BlackLine (US)	1,892	86%	14.8x	11.5x	9.2x	27%	n/m	n/m	n/m	246%	5%	n/m	n/m	n/m
Cloudera (US)	1,365	61%	5.1x	4.2x	3.5x	20%	n/m	n/m	n/m	(22%)	(19%)	n/m	n/m	n/m
Five9 (US)	1,681	87%	11.6x	9.6x	8.2x	19%	n/m	78.8x	57.6x	57%	12%	n/m	n/m	87.1x
Alteryx (US)	1,829	92%	19.4x	13.4x	10.1x	38%	n/m	n/m	n/m	(32%)	(6%)	n/m	n/m	n/m
Talend (Europe)	1,501	96%	13.7x	10.0x	7.8x	32%	n/m	n/m	n/m	(91%)	(5%)	n/m	n/m	n/m
Yext (US)	1,499	98%	12.0x	9.0x	6.8x	32%	n/m	n/m	n/m	(11%)	(16%)	n/m	n/m	n/m
Apptio (US)	1,236	94%	9.0x	7.4x	6.3x	20%	n/m	n/m	n/m	n/a	3%	n/m	n/m	n/m
Domo (US)	1,199	95%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Everbridge (US)	1,116	89%	14.6x	10.9x	8.7x	30%	n/m	n/m	n/m	n/a	(2%)	n/m	n/m	n/m
LivePerson (US)	1,049	88%	6.5x	5.9x	5.3x	11%	78.4x	63.1x	48.5x	27%	9%	n/m	n/m	n/m
Benefitfocus (US)	973	91%	5.2x	5.2x	4.6x	6%	69.9x	n/m	62.6x	6%	3%	n/m	n/m	n/m
SPS Commerce (US)	951	94%	5.9x	5.3x	4.9x	10%	40.6x	29.3x	24.5x	29%	18%	93.3x	59.5x	50.1x
Synchronoss (US)	357	36%	1.0x	1.1x	n/a	(100%)	4.2x	3.9x	n/a	(100%)	27%	9.7x	7.3x	n/a
Cardlytics (US)	351	85%	3.7x	3.1x	2.0x	37%	n/m	n/m	49.4x	n/a	(10%)	n/m	n/m	n/m
ChannelAdvisor (US)	280	90%	3.1x	2.9x	2.7x	7%	81.6x	47.4x	35.7x	51%	6%	n/m	n/m	n/m
Veritone (US)	213	22%	18.9x	13.7x	7.4x	60%	n/m	n/m	n/m	13%	(190%)	n/m	n/m	n/m
EQS Group (Europe)	93	90%	2.9x	2.5x	2.2x	16%	27.4x	56.9x	29.5x	(4%)	4%	n/m	n/m	n/m
Mean			10.9x	9.3x	7.6x	19%	46.6x	39.8x	40.0x	23%	4%	64.7x	46.6x	50.7x

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Public Companies						EV / EBITDA			
						2017	2018E	2019E	
All Segments	Aggregate EV (\$m)	2017	2018E	2019E	2017	2018E	2019E	2017	2018E
Advertising / Marketing	131,161	2.6x	2.0x	1.8x	11.4x	2.9x	17.0x	14.6x	13.1x
Classifieds	336,660	7.6x	6.4x	5.5x	19.1x	3.7x	8.8x	9.6x	14.1x
Content Providers	21,016	3.8x	3.2x	2.9x	17.0x	2.7x	13.7x	15.3x	14.4x
Digital Entertainment	172,161	6.1x	4.9x	3.7x	8.8x	4.3x	9.2x	9.2x	14.6x
E-Commerce	1,375,844	3.8x	3.1x	2.7x	13.7x	0.9x	21.8x	26.1x	14.8x
Education	30,421	6.1x	4.4x	4.3x	9.2x	2.8x	13.2x	10.8x	9.8x
Fitness & Wearables	9,733	1.2x	1.0x	0.9x	21.8x	15.1x	13.8x	11.3x	
Gambling	27,639	4.0x	3.1x	2.8x	13.2x	10.8x	17.3x		
Gaming	194,270	3.7x	3.6x	3.3x	15.1x	13.8x			
Hardware & Semiconductors	3,099,778	3.1x	2.7x	2.4x	10.4x	9.9x	9.4x		
Healthcare & Science	110,419	5.9x	4.7x	4.2x	15.9x	13.3x	12.4x	28.5x	27.5x
Internet of Things (IoT)	1,445	6.9x	5.2x	4.1x	n/m	n/m	n/m	n/m	99.1x
Online Brokerage	109,947	7.0x	5.8x	5.4x	14.8x	12.3x	11.0x	27.6x	20.2x
Online Travel	152,534	3.5x	2.9x	2.6x	15.2x	14.1x	11.4x	28.0x	23.6x
Payments	163,092	6.4x	7.1x	5.7x	15.6x	16.9x	14.7x	30.0x	24.3x
Search / Portals	1,084,264	4.6x	3.6x	2.9x	14.1x	15.1x	11.2x	37.6x	30.0x
Social Networking	526,411	6.8x	4.7x	4.0x	18.2x	14.0x	12.6x	42.5x	30.7x
Software	1,493,534	7.2x	6.2x	5.3x	15.4x	15.9x	15.4x	38.1x	30.9x

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Manhattan Venture Partners (“MVP”) is a research-driven merchant bank focused on acquiring shares in late-stage, pre-IPO technology companies from existing shareholders. Partners of MVP have arranged or invested in more than \$2B of secondary and primary venture transactions

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Manhattan Venture Research “MVR” publishes [Venture Bytes](#), a monthly newsletter which contains the **Liquidity Watchlist**, a proprietary list of top-25 promising private companies in the TMT space that are candidates for a liquidity event – either an IPO or an acquisition - within the next 12 to 18 months. The companies are ranked based on a series of quantitative and qualitative factors from a pool of 325 companies that we closely monitor.

Liquidity Watchlist May 2018

#	Δ	Company	Description	Status
1	0	Tenable Network Security	Provides security and compliance monitoring platform designed to understand and reduce cybersecurity risk. The platform provides continuous visibility and critical context to see and secure any digital asset on any computing platform	Raised \$300.7M to date in 3 equity rounds, including the last round of \$250M in Nov. 2015, raising the post valuation to \$550M; hired Morgan Stanley earlier this year and the company is very transparent about its financials (7 sequential quarters of +40% Y/Y revenue growth). Earlier the company had 3 convertible debt rounds worth \$700K
2	+3	Apttus Corp	Provides cloud-based Quote-to-Cash (QTC) software services	Raised \$404.25M to date; last equity round Series E in Sept 2017 for \$55.3M at \$15/share, raising the post valuation to \$1.9B; the company filed to go public on September 13, 2017 but subsequently received \$75 million of development capital from Golub Capital on February 13, 2018
3	0	Survey Monkey	Provides online survey tools created to help customers make better decisions. The company's platform uses SSL encryption and multi-machine backup to keep data secure enabling companies, organizations and individuals to send survey invitations, collect responses and analyze results with live graphs and charts for gathering insights	Raised \$615M to date, including \$400M in debt financing. The last equity financing round was in December 2014 when the company raised \$250M, raising the post-money valuation to \$2.0B. Investors included Dave Goldberg, T. Rowe Price Associates, Morgan Stanley Expansion Capital, Baillie Gifford, Tiger Global Management, ICONIQ Capital, Google Capital, Social-Capital Partnership, FS Investors, Ryan and Chris Finley, Bryan Johnson, Kevin Colleran and Laurel Crown Partners. KG Investments also participated
4	0	AppNexus	Provides trading solutions and powers marketplaces for Internet advertising	Raised \$344.2M to date; last round Series F in Sept 2016 for \$31M at \$1.6B post valuation and \$26/share; key investors include News Corp., Yahoo Japan, SharesPost 100 Fund, Deutsche Telekom Capital Partners, Fidelity Investments, among others
5	0	Pinterest	Pinterest is a "virtual and social pinboard" that allows users to share interesting and inspiring ideas, images and tastes	Raised \$1.47B to date in 10 rounds, including the last round of \$150M in June 2017 at \$12.3B post valuation and \$7.18/share; key investors include Rakuten, Wellington, Goldman Sachs, Andreessen Horowitz, Fidelity, among others
6	+4	DOMO	Provides cloud-based business-management platform designed to connect data, people, and expertise that are needed to improve business results	Raised \$730M in 7 rounds; last round Series D2 for \$115.2M in Dec. 2017 at \$8.43 per share, raising the post-valuation to \$2.28B
7	0	Slack	Develops real time messaging, archiving and search tool; provides a collaboration platform that lets users to port conversations and links to other work from other applications	Raised \$796.7M in 10 rounds; last round, Series G, in Sept 2017 for \$250M at \$8.70/share, raising the post valuation to \$5.1B; key investors: Acela Partners, Comcast Ventures, GGV Capital, Index Ventures, Sherpa Capital, Spark Capital, Thrive Capital; hired new CFO in Feb. 2018
8	0	OpenX	Provides an online advertising marketplace; the company's products, including OpenX Enterprise and OpenX Market, provide a comprehensive revenue-serving platform	Raised \$85M in 8 rounds; last round, Series, in Feb 2013 for \$25M. Key investors include Samsung Venture Investment and Cyber Communications on February 26, 2013. YotaVentures, Acela Partners, Index Ventures, SAP Ventures, LocalGlobe, Mitsui Global Investment and Presidio Ventures also participated; hired SVP who worked at Google and Apple
9	+9	Uber	Uber is a mobile app connecting passengers with drivers for hire	Raised \$17.4B in combination of late stage VC rounds (10), corporate rounds (2), and debt rounds (3). Current post-valuation is \$68B; Recent 1Q/8 results show improving financials; CEO indicated IPO likely in 2019
10	+10	Airbnb	Operates an online community marketplace for travel accommodations allowing users to both list and rent space from traditional or mobile platforms	Raised \$4.4B in 11 rounds; the last round, Series F, in Mar 2017 for \$1.0B at \$2.8B pre-valuation (\$31B post-money valuation) and \$102/share; key investors include Andreessen Horowitz, Fidelity, General Atlantic, Sequoia, GGV, among others; hired new CFO with IPO experience, Laurence Tosi, in 2015 from Blackstone Group
11	0	Sprinklr	Develops social media management platform (SMM) designed to provide digital transformation for enterprise businesses. The company's integrated platform for social media management allows brands to do marketing, advertising, care, sales, research and commerce	Raised \$228.50M in 6 rounds; the last round, Series F, in Jul 2016 for \$105.00M at \$1.70B pre-valuation (\$1.81B post-money valuation) and \$9/share
12	0	MapR Tech.	MapR Technologies provides an enterprise-grade, big data platform that supports mission-critical and real-time production uses	Raised \$285.62M in 6 rounds; last round Series E was for \$60.98M in Oct 2017 led by Lightspeed Venture Partners at \$560.98M post-money valuation as \$4.14/share; other key investors include Google Capital, Light speed, Qualcomm Ventures, Reprint
13	-7	SoFi	SoFi is a leading marketplace lender and the #1 provider of student loan refinancing with over \$4 billion loans originated to date	Raised \$1.92B in 6 rounds; last round Series G for \$500M in Mar 2017 at \$17.18/share and \$3.9B pre-valuation (\$4.4B post valuation)
14	+8	Acquia	Provider of a web publishing platform, the company provides tools for enterprise users of the open-source web publishing platform	Raised \$194.5M in 8 rounds, including most recent round of \$55M in Sept 2015 at \$840M post valuation and \$18.92/share; key investors: Centerview Capital Technology Partners, NEA, among others
15	+8	Klarna	Provides online payment services designed to make online shopping easy and seamless, and help the customers improve their average order value as well as conversion	Raised \$519.1M in 8 rounds; the last private transaction in Aug 2017 raised \$250M at \$2.50B post-valuation; key investors include Permira, Sequoia Capital, Wellington, Northzone Ventures, IVP, among others
16	-9	Eventbrite	Provides an event technology platform designed to discover and create events and sell tickets	Raised \$371.9M in 11 rounds; last round Series G for \$147.6M in Aug 2017 at \$24.58/share and \$1.35B pre-valuation (\$1.50M post valuation)
17	-6	Palantir Technologies	Palantir Technologies offer a suite of software applications for integrating, visualizing and analyzing information	Raised \$2.75B to date in 14 rounds; last round Series K for \$880M in December 2015 at \$11.38/share and \$19.7B pre-valuation (\$20.5B post money valuation); key investors include Aeon Funds, BlackRock Private Equity Partners, GSV Ventures, Third Point, among others
18	0	Actifio	Actifio delivers copy data virtualization to global enterprise customers and service provider partners in more than 30 countries. Leading customers include IBM, SunGard, HBO, Netflix, Time Warner Cable, Government Agencies, among others	Raised \$354.63M in 6 rounds from 12 investors; last round was \$100M in March 2014 at \$1.13B valuation and \$12.23/share; key investors include Tiger Global, Technology Crossover Ventures, among others
19	-7	Lyft	Provides an online marketplace which connects community drivers with passengers who request rides through the company's iPhone or Android application	Raised \$4.31B in 9 rounds; last round Series H for \$1.7B at \$11.7B post valuation and \$39.75/share led by Capital; other key investors in previous rounds: Alibaba Group, Al-Wakeel Bin Abdul-Aziz, Did, DSCV, General Motors, Alliance Bernstein, Janus, KKR among others
20	-7	Tanium	Develops security and systems management technologies to allow real-time data collection by organizations, helping information technology personnel identify and fix operational issues and also fend off security attacks	Raised \$482.3M in 7 rounds, including the last round of PE Growth of \$175M in May 2018 at \$5B post money valuation and \$14.89/share; key investors include T. Rowe Price, Andreessen, TPG, IVP, among others
21	0	DataXu	Provides real-time media management platform; develops a platform for digital advertising campaigns across online, mobile and video channels	Raised \$93.5M to date in 8 rounds; last round Series F for \$10M in January 2016 at \$1.99/share and \$390M post money valuation
22	-5	Buzzfeed	Buzzfeed is social news and entertainment company with a focus on digital media and digital technology	Raised \$496.4M in 8 rounds; last round in Nov 2016 for \$200M at \$1.7B post-valuation and \$45.04/share; key investors: Andreessen Horowitz, General Atlantic, NEA
23	-7	Stripe	The company provides a suite of APIs to enable businesses to accept and manage online payments	Raised \$404.03M in 7 rounds; last round in Nov 2016 for \$400M raising post-valuation to \$9.2B; key investors: General Catalyst Partners, Capital, Sequoia Capital, Peter Thiel and Elon Musk
24	-16	Rent the Runway	Provides an online website for renting dresses and accessories intended to revolutionize retail	Raised \$196.15M in 7 rounds; last round in Mar 2018 for 20M raising post-valuation to \$770M; key investors: Bain Capital, Fidelity, American Express
25	0	CrowdStrike	Develops cloud-based cybersecurity platform designed to prevent, detect, and respond to cyber attacks in real-time; the company's Falcon platform uses artificial intelligence and machine learning to provide endpoint detection and response	Raised \$281.2M in 5 rounds; last round in Oct 2017 for \$25M raising the post-valuation to \$1.05B

NOAH Top List: European FinTech

Company	Location	Business Overview	Founded	Key Investors	Funding
 Klarna		Provides e-commerce payment solutions for merchants and shoppers	2005	 ATOMICOM  GENERAL ATLANTIC  panorama point partners  SEQUOIA  QED INVESTORS  DST  LVP	€490.0m
 Funding Circle		Online marketplace for small business loan lenders and seekers	2010	 Accel  BLACKROCK  BAILLIE GIFFORD  Index Ventures  Ribbit Capital  DST  SANDS CAPITAL  TEMASEK  union square ventures	€430.4m
 Atom		Provides digital and commercial banking services for merchants and businesses	2014	 TOSCAFUND  BBVA  POLAR CAPITAL  anthemis group	€387.6m
 adyen		Provides e-commerce payment solutions for merchants and shoppers	2006	 Index Ventures  Felicitas Ventures  TEMASEK  GENERAL ATLANTIC  ICONIQ	€293.5m
 Kreditech		Online big data scoring technology and machine-learning algorithms services	2012	 Point Nine  HPE Growth Capital  GLOBAL FOUNDERS CAPITAL  IFC  digital pioneers  BLUMBERG CAPITAL  Varde INVESTMENTS PARTNERS  J.C. FLOWERS & Co.  Amadeus Capital	€251.8m
 auxmoney		Online peer-to-peer loan marketplace	2007	 Index Ventures  EGON  USV  Foundation Capital  PARTECH VENTURES	€176.8m
 iZettle		Provides mobile payment services for businesses and individuals	2010	 Hercules Ventures  dawn.  MCI  83NORTH  Hermes GPE  Northzone  zouk Capital  Index Ventures  SEB  AP  intel Capital  AMERICAN EXPRESS  Santander InnoVentures	€256m
 borro		Online company providing loans secured with luxury assets	2008	 ROCKETINTERNET  Augmentum  VPC Victory Park Capital  canaan	€164.3m
 worldremit		Online service that lets people send money to friends and family living abroad	2010	 TRIPLEPOINT VENTURE GROWTH  Accel  svb Silicon Valley Bank  TCV  LEAPFROG INVESTMENTS	€164.3m
 wonga		Online payday lender that offers short-term personal cash loans	2007	 Accel  dawn.  Balderton capital  83NORTH  MERITECH CAPITAL PARTNERS  OAK INVESTMENT PARTNERS	€129.5m



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Select Transaction Comparables

Strategic Buyers

Date	Acquiror	Target	Target Country	Adjusted EV (€m)	Revenue Multiple		EBITDA Multiple	
					LTM	Forward	LTM	Forward
Classifieds								
Aug 16	Randstad	Monster	US	383.3	0.6x	0.7x	4.0x	6.8x
Mar 16	Swiss Mobiliar	Scout24 Schweiz (50% stake)	Switzerland					
Mar 16	Scout24 Switzerland	Gratis-Inserate.ch	Switzerland					
Nov 16	Novasol	Wimdu	Germany					
Dec 15	Axel Springer	Axel Springer Digital Classifieds (15%)	Germany					
Nov 15	CarTrade	CarWale (Axel Springer)	Germany	83.2				
Oct 15	Naspers	Avito (50.6%)	Russia	2,152.4				
Aug 15	Apax Partners	Idealista	Spain	150.0	3.6x		16.7x	
Feb 15	Immowelt	Immonet (merger)	Germany	420.0				
Dec 14	Axel Springer	Axel Springer Digital Classifieds (15%)	Germany	2,973.0				
Oct 14	Next Co.	Trovit.com	Spain	80.0	4.5x		13.6x	
Jun 14	Yandex	auto.ru	Russia	128.9				
May 14	Stepstone	Evenbase	UK	110.0	2.5x		22.0x	
May 14	Axel Springer	Yad2.co.il	Israel	165.0				
Mar 14	Schibsted	Mlanuncios	Spain	50.0				
Mar 13	Naspers	Avito (18.6%)	Russia	2,351.3				
Feb 14	Schibsted	Milanuncios	Spain	100.0				
Nov 12	Axel Springer	Immoweb.be (80%)	Belgium	159.4			12.0x	
Apr 12	Axel Springer	Totaljobs	UK	132.0				
Sep 10	Axel Springer Verlag	SeLogger (87.6%)	France	634.4	6.8x	6.2x	13.1x	11.4x
Sep 10	Schibsted	LeBoncoin (remaining 50%)	France	400.0				18.0x
E-commerce								
Feb 18	Monoprix	Sarenza	France					
Aug 17	The Hut Group	Glossybox	Germany					
Jul 17	Aptos	TXT Retail	Italy	85.0				
Apr 17	Gamesrocket	Digital Republic Media	Germany					
Mar 17	GeoPost	Stuart	France					
Feb 17	Showroomprivé	Beauté Privée	France					
Dec 16	Invision	Tintencenter.com	Germany					
Nov 16	Sigma Retail	Internetstores	Germany					
Nov 16	Mail.ru Group	Delivery Club	Russia	93.3		21.4x		
Aug 16	Essilor	MyOptique Group	UK	140.0				
Aug 16	Funding Led by Bridgepoint	Deliveroo	UK	247.8				
Jul 16	Myntra	Jabong.com	India	63.3	0.5x			
Jul 16	Tencent	China Music Corp	China	2,442.3				
May 16	eBay	Ticketbis	Spain	148.0	6.6x			
May 16	ProSiebenSat.1 Commerce	Stylight (78%)	Germany	80.0				
May 16	TripAdvisor	HouseTrip	Switzerland					
May 16	Temasek Holdings Pte Ltd; Eurazec	Farfetch UK Limited	UK	95.7				
Apr 16	Alabbar Enterprises	Yoox Net-a-Porter	Italy	3,700.0				
Apr 16	Vente-Privée	Privalia	Spain	500.0	1.2x		30.1x	
Apr 16	Vente-Privée	Eboutic.ch (majority stake)	Switzerland					
Apr 16	Karstadt	Outfitter	Germany					
Apr 16	Schustermann & Borenstein	FashionFriends	Switzerland					
Feb 16	Just-Eat	Selected assets from Rocket Internet	Various	125.0				
Nov 15	Lightspeed POS	SEOshop	Netherlands					
Nov 15	Intercontinental Exchange	Trayport	UK	608.2	8.1x		16.3x	
Oct 15	Ingram Micro	Docdata	Netherlands	155.0			9.5x	
Sep 15	Grainger	Cromwell	UK	421.8		1.1x	10.8x	
Jul 15	Photobox	posterXXL	Germany					
May 15	Michelin	Black Circles	UK	67.2	1.9x			
May 15	Delivery Hero	Yemek Sepeti (88.6%)	Turkey	594.7	33.0x		66.1x	
Apr 15	Michelin	Allopnus (40%)	France	150.0				
Mar 15	YOOX	Net-a-Porter (merger)	UK	3,120.0	2.4x		29.3x	
Mar 15	Rocket Internet	FoodPanda (52%)	Germany	104.0				
Mar 15	Verisk Analytics	Wood Mackenzie	UK	2,605.2	8.1x		17.3x	
Mar 15	Recruit Holdings	Quandoo (92.9%)	Germany	213.8	50.9x			
Mar 15	Wolseley	Bathempire.com	UK					
Feb 15	British Gas	AlertMe	UK	87.8				
Feb 15	Rocket Internet	Talabat	Kuwait	150.3				
Feb 15	Rocket Internet	Grupo Yamm Comida a Domicilio	Spain	80.0	2.0x			
Feb 15	Rocket Internet	HelloFresh (51.7%)	Germany	623.8	8.9x			
Feb 15	Rocket Internet	Delivery Hero (30%)	Germany	496.0				
Nov 14	Photobox	Hofmann	Spain					
Sep 14	Neiman Marcus	Mytheresa.com	Germany	150.0	15.0x			
Aug 14	Delivery Hero	Pizza.de	Germany	300.0				

Sources: Press articles, Capital IQ.

Please email [Marco Rodzynek](mailto:Marco.Rodzynek@noahadvisors.com) for any comments.

Select Transaction Comparables (Cont'd)

Strategic Buyers

Date	Acquiror	Target	Target Country	Adjusted EV (€m)	Revenue Multiple		EBITDA Multiple	
					LTM	Forward	LTM	Forward
E-commerce (Cont'd)								
Jun 14	Axel Springer	Car & Boat Media (51%)	France	72.0	2.9x			
Jun 14	Monitise	Markco Media	UK	68.8				
Jun 14	Bestseller	M&M Direct	UK	177.0	1.2x			
May 14	Naspers	markafoni	Turkey	146.0				
May 14	Tripadvisor	LaFourchette	France	100.0	10.0x			
Apr 14	Afk Systema	Ozon.ru (21.6%)	Russia	108.6				
Apr 14	Takeaway.com	Lieferando	Germany	50.0				
Feb 14	Rocket Internet	La Nevera Roja	Spain	80.0	20.0x			
Oct 13	eBay	Shutl	UK	145.1				
Sep 13	Delticom	Tirendo	Germany	50.0				
Aug 12	AXA Private Equity	Bestsecret.com	Germany	223.2				
Jun 12	Naspers	Netretail (79%)	Netherlands	213.3				
Feb 12	Ahold	Bol.com	Netherlands	350.0				
Dec 11	Quants	Grupfoni (55%)	Turkey					
Sep 11	Google	DailyDeal	Germany	130.0				
Sep 11	Rakuten	Ozon.ru	Russia					
Jul 11	Photobox	Moonpig	UK	136.3	3.2x			
Mar 11	Privalia	Dress for Less	Germany	175.0				
Oct 10	Amazon	BuyVIP	Spain	70.0	0.8x	0.4x		
Jun 10	Rakuten	PriceMinister	France	200.0	5.0x			
Apr 10	Richemont	Net-a-Porter	UK	434.5	2.9x			

Lead Generation

Feb 18	NuCom Group	Verivox	Germany	46.7				
Oct 17	HomeServe	Checkatrade	UK	61.0				
Sep 17	Zoopla	Money.co.uk	UK	154.2				
Oct 16	Consortium of Firms	Käuferportal (42%)	Germany					
Mar 16	NS Intressenter (Owners)	PriceRunner	Sweden					
Jun 15	NuCom Group	Verivox (80%)	Germany	262.5	5.8x			
Apr 15	Zoopla	uSwitch	UK	260.1	3.0x		11.7x	
Dec 14	eSure	Gocompare (50%)	UK	241.5	1.7x		7.3x	
Jun 12	Moneysupermarket	MoneySavingExpert	UK	108.0				
Feb 11	EasyVoyage	Dealchecker. TravelJungle. FSI Travel	UK	10.0				
Jul 10	Expedia (Tripadvisor)	HolidayLettings	UK	36.0			15.0x	
May 10	Priceline	TravelJigsaw	UK	93.7				

Travel

Apr 17	AccorHotels	VeryChic	France					
Feb 17	Priceline Group	Momondo Group	UK	586.0	5.7x			
Dec 16	Ctrip	Skyscanner	UK	1,622.7	9.5x		51.2x	
May 16	TUI Group	Transat France	France	54.0				
Apr 16	Cinven Partners	Hotelbeds	Spain	1,163.5	1.1x		16.9x	
Apr 16	TravelSky Technology	OpenJaw Technologies	Ireland					
Apr 16	AccorHotels	OneFineStay	UK	212.0				
Mar 16	Trainline	Captain Train	France	165.0				
Jan 16	Yahoo Japan (et all)	Skyscanner	UK	1.5	9.3x		50.6x	
Jan 16	Michelin	Bookatable	UK	108.0				
Nov 15	LBO France	Fram	France					
Nov 15	Quicket	BookitNow!	Germany					
Oct 15	ProSiebenSat.1	Etraveli	Sweden	235.0	3.4x		11.1x	
Mar 15	Bravofly	Lastminute.com	UK	104.4	0.9x			
Oct 13	Uvet Viaggio Turismo	Flygpoolen	Sweden					
Apr 13	Hostelworld	HostelBookers.com	UK	59.0	2.8x		12.1x	
Mar 13	HRS	hotel.de (remaining 15%)	Germany	102.3	2.2x		78.7x	
Mar 13	NC2 Media	Lonely Planet	UK	60.4				
Dec 12	Expedia	trivago (61.6%)	Germany	774.4	7.7x			26.0x
Oct 12	Bravofly	Rumbo	Spain	60.0	1.0x		5.3x	
Aug 12	LOET Trading, Bankhaus Metzler	Travel24 (46%)	Germany	52.0	2.2x		12.2x	
Jan 12	Dnata World Travel	TravelRepublic	UK					
Oct 11	HRS	hotel.de (61.59%)	Germany	61.0	1.5x	1.3x	55.4x	50.8x
May 11	LBO France	Promovacances	France	200.0			10.0x	
Mar 11	Kuoni	Gullivers Travel Associates	UK	503.0	2.4x		8.4x	
Feb 11	Odigeo (AXA and Permira)	Opodo	UK	450.0	3.1x		11.1x	

Select Transaction Comparables (Cont'd)

Strategic Buyers

Date	Acquiror	Target	Target Country	Adjusted EV (€m)	Revenue Multiple		EBITDA Multiple	
					LTM	Forward	LTM	Forward
Marketplaces								
Jan 18	Brille24	Lensspirit	Germany					
Jun 17	Baloise Group	MOVU	Switzerland					
Jun 17	Hoffman	Contorion	Germany	100.0				
May 15	Recruit Holdings	Wahanda (70%)	UK	218.1	28.7x			
Mar 15	Gruppo MutuiOnline	7Pixel (74.85%)	Italy	74.2	4.9x			9.4x
Feb 15	Tamedia	Ricardo	Switzerland	228.7	6.0x			
Dec 14	Adobe	Fotolia	Europe	645.5				
Social Networking								
Sep 17	The Meet Group	LOVOO	Germany	83.8	2.2x			
Jun 17	Snapchat	Zenly	France	186.4				
Oct 16	eDarling	Attractive World	France					
Sep 16	ProSiebenSat.1	Parship (51%)	Germany	300.0				
Sep 14	mail.ru	Vkontakte (remaining 48%)	Russia	1,598.5	0.5x			2.1x
Apr 13	Elsevier B.V.	Mendeley	UK	64.9				
Gaming								
Feb 18	THQ Nordic	Koch Media	Germany	121.0	0.7x			11.5x
Nov 17	Stillfront	Goodgames	Germany	270.0	1.9x			7.8x
Nov 17	Zynga	Peak Games	Turkey	85.0				
Aug 17	Aristocrat Technologies	Plarium	Israel	420.8				
May 17	MTG	InnoGames (30%)	Germany	260.0	2.0x			
May 17	Supercell	Space Ape Games	UK					
Feb 17	Take-Two	Social Point	Spain	234.6				
Jan 17	Zhejiang Jinke Entertainment	Outfit7	Slovenia	1,000.0				
Oct 16	MTG	Innogames (35% + 16% Optional)	Germany	260.0				
Jul 16	Giant Network Technologies	Playtika	Israel	3,930.1	6.1x	4.9x		16.0x
Jul 16	Hydra Industries	Inspired Gaming Group	UK	238.7				
Jul 16	Playtech	Best Gaming Technology	Austria	138.0				
Jul 16	Gamigo	Aerial Games	Germany					
Jun 16	Tencent	Supercell (84%)	Finland	9,687.6	4.7x			11.6x
May 16	CVC Capital Partners	Sisal	Italy	1,000.0	1.3x			5.5x
May 16	Cherry AB	ComeOn (49%)	Malta	80.0				
Apr 16	CVC Capital Partners	Tipico (60%)	Malta	1,666.0	3.3x			16.7x
Apr 16	NYX	OpenBet	UK	337.8				
Mar 16	Shandong Hongda Mining Co.	Jagex	UK	270.1	3.6x			10.3x
Mar 16	Youzu	Bigpoint	Germany	80.0				
Nov 15	Activision Blizzard	King.com	UK	4,539.5	2.4x			5.6x
Oct 15	Vivendi	Ubisoft	France	1,809.5	1.2x			9.8x
Jul 15	MTG	Turtle Entertainment (74%)	Germany	105.4				
Jun 15	Betsson	Europe-Bet	Georgia	75.8	1.6x			4.3x
Jun 15	SoftBank	Supercell & GungHo (additional 22%)	Finland	5,033.1				
Feb 15	Tencent	Miniclip (majority stake)	Switzerland					
Feb 15	Intertain Group	Gamesys	UK	569.0				
Dec 14	CVC Capital Partners	Sky Gaming	UK	1,068.6				
Oct 14	Intertain Group	Dumarca	Malta	89.1				
Sep 14	Microsoft	Mojang	Sweden	1,932.3	7.6x			19.5x
Jun 14	Amaya	Rational Group	UK	3,616.2	4.5x			11.7x
Jun 14	Bally	Dragonplay	Israel	73.2	3.3x			10.0x
Jun 14	Webedia	JeuxVideo	France	90.0				
Jan 14	Zynga	NaturalMotion	UK	388.7	8.8x			63.6x
Oct 13	SoftBank	Supercell & GungHo (51%)	Finland	2,217.9	4.2x	3.5x		7.2x

Select Transaction Comparables (Cont'd)

Strategic Buyers

Date	Acquiror	Target	Target Country	Adjusted EV (€m)	Revenue Multiple		EBITDA Multiple	
					LTM	Forward	LTM	Forward
Adtech								
May 18	Oracle	Grapeshot	UK	454.0				
Mar 17	Altice	Teads.tv	France	300.0	1.6x			
Feb 17	Accenture	SinnerSchrader (62%)	Germany	100.0	2.0x		21.3x	
Sep 16	Glispa Global Group	Avocarrot	UK	0.0				
Jun 16	Spearhead	Smaato	Germany	132.2				
May 16	FreeWheel Media	StickyADstv	France	87.7				
Mar 16	RTL	Smartclip	Germany	50.0				
Sep 15	NewsCorp	Unruly	UK	156.5	3.5x			
Sep 15	Gravity4	EuroAds	Denmark					
Sep 15	ironSource	Supersonic	Israel	132.9	1.9x			
Aug 15	Ströer	InteractiveMedia	Germany	300.0				
Jul 15	FanDuel	Kotikan	UK					
Mar 15	Cheetah Mobile	MobPartner	France	54.9				
Oct 14	Publicis	Matomy (24.9%)	Israel	383.0	1.9x	1.4x	26.9x	12.9x
Oct 14	RNTS Media	Fyber	Germany	150.0				
Jul 14	RTL	SpotXchange (65%)	Germany	165.5	6.0x		44.3x	
Jun 14	Opera	AdColony	US	257.3	3.4x		17.5x	
Jun 14	Amobee	Kontera	Israel	110.7				
Apr 14	Tesco	Sociomantic	Germany	150.0	9.0x			
Nov 11	Adconion Media	Smartclip	Germany	125.0				

Others

Jun 18	Enel X	Ufinet International	Spain	142.1				
Jun 18	Nets	Dotcard	Poland	69.0				
May 18	Iron Mountain	EvoSwitch	Netherlands	193.3				
May 18	VASCO Digital	Dealflo	UK	47.9				
May 18	PayPal	iZettle	Sweden	1,786.4				
May 18	LoopUp	MeetingZone	UK	67.2				
Feb 18	LexisNexis	ThreatMetrix	UK	674.0	25.1x			
Feb 18	Kunlu Tech	Opera Software	Norway	51.8				
Jan 18	Thy Crypto Company	CoinTracking	Germany	462.2				
Jan 18	Urban Sports	FITrate	Germany	0.0				
Dec 17	Ascential	Clavis Technology	Ireland	157.2				
Dec 17	Scheidt & Bachmann	ecopark	Germany	0.0				
Dec 17	Apple	Shazam	UK	452.0				
Dec 17	Thales Group	Gemalto	Netherlands	5,430.0	1.7x		10.5x	
Nov 17	ByteDance	News Republic	France	73.6				
Jul 17	iRobot	Robopolis	France	119.1	0.9x			
Jul 17	Ingenico	Bambora	Sweden	1,500.0				
Jul 17	Gamigo	Mediakraft Networks	Germany					
Jul 17	Bottega InvestCo	Getronics	UK	220.0				
Jul 17	Symantec	Fireglass	Israel	211.2				
Jul 17	CM	Docdata	Netherlands					
Jun 17	Microsoft	Cloudyn	Israel	52.5	10.0x			
Jun 17	Blackbaud	JustGiving	UK	108.4				
Jun 17	Fiserv	Monitise	UK	79.8	1.4x			
Jun 17	Microsoft	Hexadite	Israel	87.5				
Jun 17	Porsche	PTV Group	Germany	300.0				
Jun 17	Vivendi	Havas	France	3,675.8				
May 17	Moody's	Bureau van Dijk	Netherlands	3,000.0	11.6x		22.7x	
May 17	United Internet	Drillisch	Germany	2,800.0				
May 17	Spotify	Niland.io	France					
Apr 17	BNP Paribas	Compte Nickel	France					
Apr 17	Auto-News.de	Motor1	Germany					
Apr 17	Trade Extensions	Coupa Software	Sweden	42.2		4.5x		
Mar 17	Ekinops	OneAccess	France	60.0	1.0x			
Mar 17	Alibaba	WayRay	Switzerland					
Mar 17	Intel	Mobileye	Israel	14,359.5	42.7x	30.6x	80.1x	55.6x
Mar 17	The Travellers Companies	Simply Business	UK	459.9	10.0x			
Feb 17	Zalando	Kickz	Germany					
Feb 17	Palo Alto Networks	LighCyber	Israel	98.5				
Feb 17	Nokia	Comptel	Finland	347.3				
Feb 17	Klarna	BillPay	Germany	69.0				
Jan 17	Zoopla	Hometrack	UK	139.8	7.7x		16.9x	
Jan 17	Kik	Rounds	Israel	64.8				

Select Transaction Comparables (Cont'd)

Strategic Buyers

Date	Acquiror	Target	Target Country	Adjusted EV (€m)	Revenue Multiple		EBITDA Multiple	
					LTM	Forward	LTM	Forward
Others (Cont'd)								
Dec 16	Thundersoft	Rightware	Finland					
Dec 16	Megafon (63.8%)	Mail.ru	Russia	1,075.8	1.8x			
Dec 16	Huawei	Toga Networks	Israel	139.9				
Dec 16	Go Daddy	Host Europe Group	Germany	1,690.0	6.3x		15.2x	
Dec 16	CA Technologies	Automic	Austria	600.0	8.9x			
Oct 16	Boomreach	Hippo NV	Netherlands					
Oct 16	The Economist	Signal Noise	UK					
Oct 16	Liberty Global	Multimedia Polska	Poland	696.6				
Aug 16	SpeedCast	WINS	Malta	60.0				
Aug 16	Cheetah Mobile	News Republic	France	53.2				
Aug 16	Verizon	Fleetmatics	Ireland	2,238.2	8.4x		24.9x	
Jul 16	BPCE	Fidor	Germany	100.0				
Jul 16	AVAST Software	AVG Technologies	Netherlands	1,170.0	2.7x		9.5x	
Jul 16	InfraVia	Next Generation Data	UK	119.4	8.9x		20.8x	
Jul 16	Thoma Bravo	Trader Corporation	Canada	1,076.5				
May 16	Ingenico	Nera Solutions	Singapore	57.0	2.7x			
Jun 16	Capita	Trustmarque	UK	74.2				
Jun 16	Astorg VI Special	AutoForm	Switzerland	644.0	12.9x			
Jun 16	Dedalus SpA	NoemaLife SpA	Italy	61.4				
May 16	Volkswagen	Gett	Israel					
May 16	eBay	ExpertMaker AB	Sweden					
May 16	Microsoft	Solair	Italy					
May 16	New Signature	Dotnet Solutions	UK		0.3x		3.5x	
Apr 16	Rakuten	Cabify	Spain	283.1				
Apr 16	Nokia	Withings	France	170.0				
Apr 16	Zoopla	Property Software Holdings	UK	94.8	4.7x		14.7x	
Apr 16	Altor	Infotheek	Netherlands					
Mar 16	Aconex	Conject	Germany	65.0				
Mar 16	Visma	Fortnox	Sweden	146.0	9.2x		45.4x	
Mar 16	Facebook	Masquerade	Belarus					
Mar 16	Freenet	Media Broadcast	Germany	295.0				
Mar 16	MasterCard	VocaLink	UK	1,294.7				
Feb 16	Oracle	Ravello Systems	Israel	453.6				
Feb 16	Golden Brick Consortium	Opera	Norway	1,100.0	2.0x		12.7x	
Jan 16	Seat Pagine Gialle	Italiaonline	Italy	450.6				
Dec 15	Laird	Novero	Germany	65.0				
Dec 15	Ströer SE	Statista (81.3%)	Germany	79.3				
Dec 15	CSC	Xchanging	UK	607.7	1.0x			
Nov 15	Cisco	Acano	UK	684.9	20.0x			
Nov 15	ACI Worldwide	PAY.ON	Germany	180.0	13.0x			
Oct 15	Trinity Mirror	Local World	UK	307.5			5.0x	
Oct 15	Google	Digisfera	Portugal					
Oct 15	Vivendi	Telecom Italia (stake increase to 20%)	Italy	678.0				
Sep 15	Figaro Group	CCM Benchmark	France					
Sep 15	Axel Springer	Business Insider (remaining 88%)	US	395.0				
Sep 15	Credit Mutuel Arkéa	Leetchi	France	50.0				
Sep 15	Interoute	Easynet	UK	552.2				
Sep 15	Microsoft	Adallom	Israel	285.5				
Sep 15	GVC Holdings	Bwin.party	Gibraltar	1,524.0				
Aug 15	Paddy Power	Betfair Group (merger)	UK	6,824.5				
Aug 15	Manheim	Movex (majority stake)	UK					
Aug 15	Adidas	Runtastic	Austria	220.0				
Jul 15	Deutsche Boerse	360T	Germany	725.0				
Jul 15	Nikkei	Financial Times	UK	1,192.2				
Jul 15	Oculus VR	Pebbles Interfaces	Israel	55.1				
Jul 15	CareerBuilder	Textkernel	Netherlands					
Jul 15	Rakuten	Fits.me	UK					
Jul 15	United Internet	Home.pl	Poland	155.0				
Jun 15	Vivendi	DailyMotion (80%)	France	271.3	4.2x			
Jun 15	Microsoft	6Wunderkinder	Germany	137.3				
May 15	Oculus VR	Surreal Vision	UK					
May 15	Visma	e-conomic	DK	200.0	5.9x			
May 15	AVG	Privax HMA!	UK	52.9				
Apr 15	Playtech	TradeFX	UK	458.0	4.0x		8.1x	
Mar 15	Optimal Payments	Skrill	UK	1,100.0			9.0x	
Mar 15	Paypal	CyActive	Israel	54.4				
Feb 15	British Gas	AlertMe	UK	88.4	3.7x			

Sources: Press articles, Capital IQ.

Please email [Marco Rodzynek](mailto:Marco.Rodzynek@noahadvisors.com) for any comments.

Select Transaction Comparables (Cont'd)

Strategic Buyers

Date	Acquiror	Target	Target Country	Adjusted EV (€m)	Revenue Multiple		EBITDA Multiple	
					LTM	Forward	LTM	Forward
Others (Cont'd)								
Feb 15	Wanda	Infront Sports & Media	Switzerland	1,050.0	1.9x			
Feb 15	Under Armour	Endomondo	Denmark	75.1				
Jan 15	DropBox	CloudOn	Israel	64.1				
Dec 14	Host Europe	Intergen	Germany	210.0				
Dec 14	Progress	Telerik	Bulgaria	211.9	4.4x			
Nov 14	Solera	CAP Automotive	UK	328.5	9.2x		15.8x	
Sep 14	Daimler	mytaxi	Germany	50.0				
Sep 14	Fis	Clear2pay	Belgium	375.0	3.9x			
Jul 14	Rightster	Base79	UK	62.9	15.3x			
Jul 14	Ingenico	GlobalCollect	Netherlands	820.0	2.7x		16.4x	
Jun 14	Vodafone	Cobra Automotive	Italy	145.0	1.0x		8.5x	
Apr 14	Facebook	ProtoGeo Oy	Finland					
Apr 14	Vistaprint	Pixartprinting	Italy	137.0	2.4x		10.0x	
Mar 14	Kudelski Group	Conax	Norway	164.0				
Feb 14	McGraw Hill	Area9	Denmark	130.0				
Feb 14	Rakuten	Viber	Cyprus	658.1				
Feb 14	Renova Group	Octo Telematics	Italy	405.0	3.3x			
Jan 14	Google	DeepMind	UK	365.3				
Dec 13	Klarna	Sofort	Germany	110.0				
Dec 13	Dassault Systemes	RealTime Technology (84%)	Germany	179.8	2.0x		13.3x	
Oct 13	Asurion	Soluto	Israel	72.9				
Sep 13	EMIS	Ascribe	UK	68.7	2.5x			
Jun 13	Google	Waze	Israel	863.7	NM			
Feb 13	Orange	DailyMotion	France	127.0				
Jan 13	Ingenico	Ogone	Belgium	360.0	8.6x	6.6x	25.0x	
Jul 12	Skrill	Paysafecard	Austria	140.0				
Jun 12	Rakuten	Wuaki.tv	Spain					
May 12	Perform Group	RunningBall	Switzerland	120.0	7.4x		16.6x	
May 12	NTT DOCOMO	Buongiorno	Italy	223.9	1.0x		10.9x	
May 11	Microsoft	Skype	Luxemburg	5,899.0	10.7x		47.6x	
Jan 11	AOL	GoViral	UK	71.0	6.0x		25.0x	
Jan 11	Amazon	LoveFilm	UK	236.3	2.2x	1.8x		
Aug 10	MasterCard	DataCash	UK	360.9	9.0x		19.8x	

Select Transaction Comparables (Cont'd)

Financial Buyers

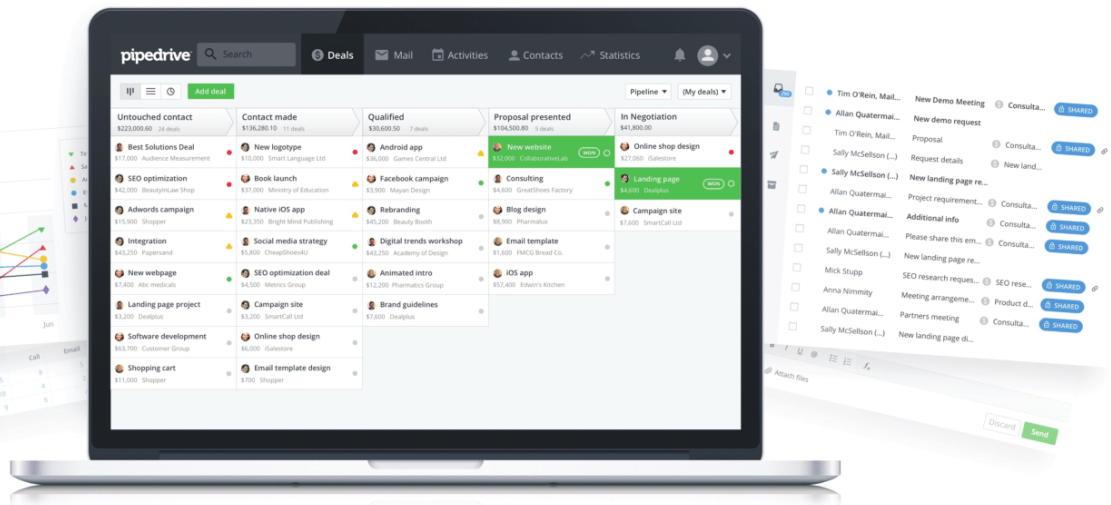
Date	Acquiror	Target	Target Country	Adjusted EV (€m)	Revenue Multiple		EBITDA Multiple	
					LTM	Forward	LTM	Forward
Jun 18	Warburg Pincus	Constructionline	UK					
Feb 18	Silver Lake	ZPG	UK					
Feb 18	Eli Global	Finanzen.de	Germany					
Oct 17	Hellman & Friedman	Nets Group	Denmark	4,290.0				
Jul 17	Marlin Equity Partners	ABIT Europe	Germany					
Jul 17	Equistone	DefShop	Germany					
Jul 17	Gilde Buy Out Partners	Albumprinter	Netherlands					
Jun 17	TCV	Pracuj Group (minority stake)	Polish					
Jun 17	CVC Capital Partners	Etraveli	Sweden	508.0	14.0x			
Jun 17	Investcorp	ABAX	Norway	188.7				
Apr 17	Propellerhead	Verdane	Sweden	20.9	2.0x			
Feb 17	Vitruvian Partners	OAG	UK	204.8				
Feb 17	KKR	Travelopia	UK	364.0	0.3x	7.3x		
Feb 17	TA Associates	Think Project!	Germany					
Dec 16	General Atlantic	Hemnet (majority stake)	Sweden	208.8				
Dec 16	General Atlantic	Zoopla (majority stake)	Sweden	200.3				
Oct 16	Dirk Ströers Media Ventures	Stylebop (majority stake)	Germany					
Oct 16	Permira	Schustermann & Borenstein	Germany					
Oct 16	Cinven, Permira, Mid Europa	Allegro	Poland	3,033.7				
Sep 16	Inflexion Private Equity	Group IMD	UK					
Sep 16	Permira	Personal & Informatik	Germany					
Sep 16	Bregal Unternehmernkapital	Onlineprinters	Germany					
Aug 16	Bridgepoint	Cruise.co.uk	UK	62.1	0.5x			
Jul 16	KKR	Epicor Software	Singapore	2,985.1	3.3x		13.5x	
May 16	General Atlantic	Argus Media (majority stake)	UK	1,301.3				
Apr 16	EQT	Sitecore	Denmark	1,000.0	5.0x		20.0x	
Mar 16	Apax Partners	InfoVista	France					
Mar 16	HgCapital	Raet	Netherlands	470.0	3.2x			
Mar 16	Riverside	Guestline	UK					
Mar 16	Rockaway Capital	Invia	Czech Republic	76.0				
Feb 16	Elbrus Capital	Headhunter	Russia	120.9				
Feb 16	Various	Skyscanner	UK	1,421.4				
Feb 16	Vitruvian Partners	Unifaun Group	Sweden					
Feb 16	EQT	Kuoni	Switzerland	1.5	2.8x		14.8x	
Oct 15	Rockaway Capital	Netretail and Heureka (from Naspers)	Czech Republic	200.0				
Oct 15	Exponent. Electra	PhotoBox	UK	546.2				
Sep 15	Blackstone	Ideal Shopping Direct	UK					
Aug 15	SevenVentures	Billiger-Mietwagen	Germany	70.0	4.2x		7.9x	
Jul 15	Apax Partners	idealista (70%)	Spain	150.0			~17x	
Jul 15	HGGC	Selligent	France	200.0				
Jun 15	Charlesbank	Six Degrees Group	UK	223.3	2.0x			
Apr 15	Oakley Capital	Parship	Germany	50.0				
Mar 15	AAC Capital	Corilus	Netherlands	77.6	1.8x		15.0x	
Jan 15	Insight Venture	DaWanda	Germany					
Jan 15	KKR	thetrainline.com	UK	595.3	6.7x		11.8x	
Dec 14	Warburg Pincus	Blue Yonder (minority stake)	Germany	59.9				
Nov 14	The Carlyle Group	Dealogic	UK	418.4	3.6x		9.6x	
Oct 14	Great Hill Parthners	Momondo (majority stake)	Denmark	166.5	2.4x		14.2x	
Oct 14	HgCapital	Allocate Software	UK	137.7	2.3x		13.1x	
Sep 14	Oakley Capital	Facile.it	Italy	100.0	3.3x		25.0x	
Sep 14	Access Industries	Perform Group	UK	858.1	2.8x	2.5x	21.7x	12.8x
Jul 14	KKR	The Hut Group (20%)	UK	126.4				
Jul 14	KKR	Scout24 Schweiz & Omnimedia (49%)	Switzerland	262.2				
Jun 14	Vitruvian Partners	JacTravel	UK	99.7				
May 14	Permira	Teamviewer	Germany	870.0	4.9x		6.8x	
May 15	ECI Partners	Evans Cycles	UK	135.2				
Mar 14	BC Partners	CarTrawler	Ireland	450.7	0.9x		20.6x	
Feb 14	CVC Capital Partners	Avast Software	Czech Republic	738.9				
Jan 14	Apax Partners	Trader Media Group	UK	2,126.1	7.4x		12.9x	
Nov 13	Hellman & Friedman	Scout24	Germany	2,000.0	5.9x		21.8x	
Oct 13	Inflexion Private Equity	On The Beach Holidays	UK	86.0	1.9x		6.8x	
Oct 13	Sequoia Capital	Skyscanner	UK	589.0	8.7x		23.5x	
Aug 13	LDC	uSwitch (undisclosed stake)	UK	81.6	2.4x		7.4x	
Jul 13	Cinven	Host Europe	UK	508.8			13.8x	
Jul 13	TPG	TSL Education	UK	464.8				
Mar 13	TA Associates	Onlineprinters	Germany					
Feb 13	Partners Group	Softonic (30%)	Spain	275.0				

Select Transaction Comparables (Cont'd)

Financial Buyers								
Date	Acquiror	Target	Target Country	Adjusted EV (€m)	Revenue Multiple		EBITDA Multiple	
					LTM	Forward	LTM	Forward
Oct 12	Permira	Ancestry.com	Israel	1,224.5	3.3x		25.4x	
May 12	KKR	Fotolia (50%)	France	353.7				
Jan 12	Insight Venture	Jagex	UK					
May 11	ECI Partners	CarTrawler	Ireland	100.0				
Apr 11	TA & Summit	Bigpoint	Germany	408.5				
Oct 10	General Atlantic & Index	Privalia	Spain	70.0				
Sep 10	Montagu	Host Europe	UK	265.8				
Jul 10	Permira	eDreams	Spain	300.0				
May 10	Ardian	GoVoyages (majority)	France	400.0	0.5x		16.2x	
Apr 10	DST	ICQ	Israel	142.2				









































































































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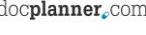














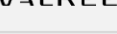
























NOAH Disruptor List

Media, Telecom, Gaming & Social Media









































Company	Country	Description	Funding (\$m)	Company	Description	Funding (\$m)
Europe – Market Size: Digital Media (\$16.8bn) & Social Media (\$6.5bn)				USA – Market size: Digital Media (\$30bn) & Social Media (\$12.6bn)		
 Spotify		Music streaming service	2,700	 Snap Inc.	Image messaging app and smart glasses	4,700
 IMPROBABLE		Cross-platform games community	554	 Pinterest	Social media application	1,466
 SHAZAM		International mobile phone services	546	 VICE	Multichannel media network	1,400
 DEEZER		Music streaming service	346	 League of Legends	Fantasy league platforms	1,130
 SOUNDCLOUD		Online audio sharing platform	468	 Zynga	Online games producer and developer	867
 Kobalt		Global music publisher and music services	205	 Slack	Real-time enterprise messaging	790
 truophone		Social app for music	144	 Unity	Cross-platform game engine	689
 TRUSTPILOT		Online community to review and discover companies	144	 hulu	Online video service	683
 Silent Circle		Global encrypted communication	130	 BuzzFeed	Media company providing social news	496
 fon		Global WiFi network	110	 Tango	Mobile messaging app	361
 InnoGames		Developer and publisher of browser games	99	 AUTOMATTIC	Developer of publishing platforms	317
 truecaller		Global phone directory	93	 VOX MEDIA	Online media publisher	308
 MUBI		Provider of online movie streaming services	84	 Nextdoor	Social network to contact neighbors	285
 ROVIO		Developer and publisher of mobile games	76	 twilio	Cloud communication company	261
 CCP		Developer of Massively Multiplayer Online games	67	 SYMPHONY	Cloud-based communication platform	230
 viadeo		Business-oriented social networking platform	60	 Quora	Question-and-answer website	226
 LiveU		Technology for television broadcasters	50	 Flipboard	Popular social magazine	211
 WU		Video and music streaming service	45	 Roku	Media player for streaming	209
 Soundtrack Your Brand <small>Provider of Spotify for business</small>		Music streaming service enabling background music for businesses	33	 Eventbrite	Global marketplace for events	198
 Phonix Vanilla		Developer of mobile gaming app	32	 RAZER	High-end precision gaming products	175
 SkyDox		Cloud-based document sharing and collaboration platform	32	 Kaltura	Video platform for websites	166
 Wooga		Developer and publisher of mobile games	32	 asana	Manage team tasks and conversations	163
 XConnect <small>voice over internet protocol peering and clearing service</small>		Voice over internet protocol peering and clearing service	32	 Tabgola	Content discovery platform	160
 wettransfer		Cloud-based file transfer service	25	 SCOPELY	Developer and publisher of games	159
 FLARE		Developer and publisher of mobile games	23	 wattpad	Mobile content sharing app	158
 tappn		Location-based mobile dating app	22	 zoom	Conferencing, meetings, and messaging	146
 GameDuell		Cross-platform games community	17	 Medium	Social publishing platform	132
				 REFINERY29	Fashion and style website	125
				 FANCY	Social photo sharing webstore and app	124
				 NEXTVR	Delivers live virtual reality content	116
				 WHISTLE SPORTS	Cross-platform entertainment network	109
				 CYANOGEN	Mobile device operating systems	105
				 Tastemade	Online food network	80
				 DATASIFT	Real-time social data mining platform	72
				 Dialpad	Workplace telecommunication	70
				 stackoverflow	Question and answer website	68
				 Path	Mobile photo-sharing and messaging	66
				 playbuzz	Tools to craft commercial content	66
				 Mavenlink	SaaS for project management	63
				 EGNITE	Enterprise file sharing	63
				 whisper	Online anonymous community	61
				 GENIUS	Digital media content website	57
				 skillz	Mobile eSports tournaments	56
				 Mashable	Media content website for news	46
				 ZUWIFT	Multiplayer game developer	45
				 imgur	Image sharing platform	40
				 mabrush	Streaming and community for gamers	36
				 BitTorrent	Protocol used for file sharing	36

NOAH Disruptor List (Cont'd)

Healthcare & Science

Company	Country	Description	Funding (\$m)	Company	Description	Funding (\$m)
Europe – Market Size: eHealth (\$2.2bn)				USA – Market Size: eHealth (\$2.4bn)		
 mindmaze		Multisensory virtual reality platform for motor rehabilitation	109	 ABILITY	SaaS for healthcare professionals	1,130
 Doctolib		Online and mobile medical booking platform	96	 oscar	Health insurance company	728
 ResearchGate		Professional network for scientists and researchers	88	 flexible	Human genome research company	486
 babylon		Healthcare application providing video consultations with doctors	85	 proteus	Collect and analyze medical metrics	422
 Groupe Santiane		Operator of a price comparison site for healthcare insurance	60	 FLATIRON	Platform for cancer care	313
 ottonova		Provider of a digital platform for private health insurance	48	 Alignment Healthcare	Population care management	240
 docplanner.com		Online healthcare platform to find local physicians	46	 Zocdoc	Platform for booking doctors	223
 VOLUNTIS		Patient Relationship management platform	32	 HealthCatalyst	PaaS that manage health data	222
 mendor		Blood glucose meter and web software to manage diabetes	29	 American Well	Platform to connects with doctors	210
 myTomorrows		Online platform providing information on and access to drugs	22	 castlight	Application for healthcare costs	181
 MEDIGO		Medical Travel Platform	12	 TELADOC	Telehealth platform	173
 VALKEE		Bright light headphones that fights seasonal affective disorder	10	 Welltok	Social solutions for the health plan	164
 beddit		Developer of a film sensor that tracks sleeping conditions	9	 Accolade	On-demand health care concierge	163
 PATIENTS KNOW BEST		Patient-controlled medical records system	7	 practicefusion	Electronic Health Record system	155
 K L A R A		Online platform where patients and doctors can connect	6	 essence	Health management services	141
				 kareo	SaaS to manage health business	138
				 amada	Digital health program	127
				 PillPack	Online pharmacy	118
				 CoreCloud	Health IT software and services	103
				 on demand	App providing chat with a physician	87
				 doximity	Professional network for physicians	82
				 tigerText	Clinical communication solutions	81
				 heal	Medical booking platform for visits	59
				 REDBRICK HEALTH	Health engagement company	57
				 SCANA DU	Health monitoring device via App	56
				 PROPELLER HEALTH	Platform for respiratory health	48
				 DOMINO	Data science platform for scientists	40
				 healthedge	Healthcare software company	32

Fitness, Wearables & Sports


























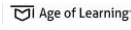





















Company	Country	Description	Funding (\$m)	Company	Description	Funding (\$m)
Europe – Market Size: Fitness & Wearables (\$1bn)				USA – Market Size: Fitness & Wearables (\$1.2bn)		
 sportradar		Provider of real-time sports data and content	98	 magicLeap	Wearables to interact with digital devices	1,900
 eGYM		Smartphone app that allows users to monitor their training sessions	89	 PELOTON	Social & live streaming cycling	445
 MinuteMedia		Sport media company	59	 GoPro	HD wearable and personal cameras	288
 ORCAM		Wearable visual system for blind and visually impaired persons	45	 CLASSPASS	Gym membership platform	154
 Onefootball		Global football community	20	 hudl	Platform for sports video analysis	105
 Lifesum		Smartphone app that focuses on what users eat	17	 LEAP MOTION	Developer for 3D motion control devices	94
 Narrative		Sport wearable camera	12	 HEADSPACE	Digital health services	75
 biovation		Medical-grade wearable physiology monitoring device	10	 Meta	Augmented reality platform & wearables	73
 elvie		Wearable technology for women	8	 fitbit	Wearable tech focusing on healthcare	66
 SPRI		Mobile marketplace for gym-services	6	 AUGMEDIX	Software developer for smart glasses	63
 MUV		Wearable solutions for interaction with multiple screens	4	 STRAVA	Sports tracking app	41
 omegaWave		Health and sports performance optimizer	4	 UP SKILL	Wearable technology producer	29
 XMETRICS		Wearable fitness device for water sports	1	 QUANTTUS	Blood pressure management system	22
				 ZEPP	Sports wearable devices producer	20

Source: Crunchbase, Statista.



























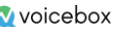











* The company went public after July 2014

NOAH Disruptor List (Cont'd)

Education

Company	Country	Description	Funding (\$m)	Company	Description	Funding (\$m)
Europe – Market Size: eLearning (\$8.1bn)				USA – Market Size: eLearning (\$27.1bn)		
 its Learning		Cloud-based educational software for the pre-university market	68	 GitHub	Web-based Git repository hosting service	350
 +Babbel		Online learning platform for foreign languages	33	 coursera	Online university courses platform	210
 BRAINLY		Social network that enables its users to form study groups	39	 udemy	Online learning and teaching marketplace	173
 Kahoot!		Free game-based platform for learning	27	 echo	E-learning solutions company	175
 bettermarks™ www.bettermarks.com		Online mathematics platform	23	 Desire2Learn	Education technology company providing lecture capture service	165
 digiSchool by edupia		e-learning tool for academic and career development courses	20	 PLURALSIGHT	Online training platform for developers and IT professionals	163
 ABA		Online language learning platform	15	 UDACITY	Online courses for professionals	160
LABSTER		Online tools for teaching science	14	 KNEWTON	Adaptive learning technology provider	157
 Busuu.com		Online language learning platform	12	 Age of Learning	online curriculum for kindergarten and elementary school	150
 pEAK		Brain training app	10	 BA	Online computer programming courses	120
 Tonaa		Interactive sheet music app	10	 duolingo	Online language learning platform	108
 iversity		Online university courses	7	 Craftsy	Online community for crafters featuring online classes	106
 CAREERFOUNDRY		Online programs for developing vocational tech skills	6	 MINERVA	Provider of liberal arts and sciences education	95
 memrise		Online learning platform	6	 edmodo	Social learning network enabling teachers and students to connect	88
				 parchment	Platform that enables educators and employers to share credentials	59
				 Clever	Allows schools to manage all their apps through its platform	43
				 codecademy	Platform that teaches employable digital skills	43
				 RENASANCE EDUCATION	Assessment and learning analytics company	40
				 voxy	Personalized and adaptive language learning platform	31
				 treehouse	Online technology school for tech job	12

Home Automation & IoT




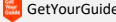















































Company	Country	Description	Funding (\$m)	Company	Description	Funding (\$m)
Europe - Market Size: Home Automation (\$1.1bn)				USA – Market Size: Home Automation (\$3.8bn)		
 SIGFOX		Network for communication of connected objects	277	 houzz	Home remodeling, architecture and interior design platform	614
 Actility		Provider of M2M (Machine to Machine) network software	100	SONOS	Wireless multiroom music player	455
 cubic		Provider of cloud-based M2M connectivity platform	84	ring	Home monitoring via mobile app	209
 Thermondo THE HEATING EXPERTS		Provider of tech-enable heating system	66	 prodea	Platform for housing IoT	124
tado°		Location-aware smart thermostat	56	 INGENU	Wireless systems that facilitate communication between devices	119
 electric imp		WiFi and cloud-based internet connectivity services to devices	44	eero	Smart Wi-Fi system for use in households	90
netatmo		Personal weather station with air quality sensors	39	 peel	Free app that allows users to control TVs and DVRs as well as discover content	87
 orderbird		POS systems for the hospitality industry	37	 enlightened	Smart energy efficiency solutions for buildings	80
 smartfrog		Smart solutions for home surveillance	26	 greenWAVE systems™	Cloud management system for interoperability and IoT networks	75
 origamienergy		Energy marketplace and management of energy assets	25	 eugust	Smart home appliances and access systems	73
sevenhugs		Smart controls for all house appliances and heating	16	 voicebox	Voice recognition for automobile, home and mobile	60
 KIWI® Opening Doors		Smart lock systems	9	 SimpliSafe	Home security solutions	57
 scypho Join the evolution		Intelligent heat controller	6	 influxdata	Open source platform for managing IoT "time-series" data	25
 SENSIBO		Enables the connection of non-smart appliances to the network	3	 ecovent	Remote heat controller	10
 futurehome		Home automation via smartphone	3			

Source: Crunchbase, Statista, Docebo.





































* The company went public after July 2014

NOAH Disruptor List (Cont'd)

Travel & Tourism

Company	Country	Description	Funding (\$m)	Company	Description	Funding (\$m)
Europe – Market Size: eTravel (\$193bn)				USA – Market Size: eTravel (\$192bn)		
 secret Escapes		Booking platform for tours and activities	181	 airbnb	Marketplace for people to list and book accommodation	4,400
 GetYourGuide		Booking platform for tours and activities	170	 deem	Cloud-based platform for the business travel industry	539
 GOEURO		Europe-focused travel search website	146	 vacasa	Vacation property management and marketing services	144
 DREAMLINES		Globally expanding startup specialized in selling cruises	73	 Hotel Tonight	Mobile hotel booking application	118
 SILVERRAIL		Ticketing platform for rail travel	69	 hopper	Mobile App to predict and analyze airfare	84
 trivago		Online hotel search platform	54	 trip	Personalized travel recommendations	39
 One Two Trip		Travel booking website	48	 Expensify	Online travel expense management service	27
 zenhotels		Price comparison and online booking portal for hotel	39	 yapta	Travel website and browser add-on for tracking and booking flight tickets	25
 TravelBird		Online travel platform	39	 couchsurfing	Travel community for free housing lodging	24
 oktogoo		Online hotel booking service	33	 peek	A one-stop shop to find and book activities	17
 SNAPSHOT		Hotel data and analytics company	30	 EatWith	Community that invites people to dine in homes and connect with hosts	8
 hometogo		Meta-search engine for vacation rentals	30	 roomer	Marketplace for hotel reservations	7
 evanEOS.com <small>Voyager en version originale</small>		Web platform helping travelers design, estimate the cost, and book	28	 loungebuddy	Booking of airport lounges	4
 MisterFly		Online travel booking platform	23			
 tourradar		Online marketplace for multi-day tours	17			
 Zizoboats		Global boat rental platform	3			
 voyage Prive.com		Members only luxury travel club	N/A			
 FLIXBUS		European bus operator	N/A			
 obilet.com		Online platform for bus tickets	N/A			

Mobility – Market Size: Ride-hailing (\$40bn)

Company	Country	Description	Funding (\$m)	Company	Description	Funding (\$m)
Europe				USA		
 Gett		Mobile app for booking taxis and limos	613	 UBER	Mobile app connecting passengers with drivers for hire	22,200
 cabify		Online cab service that enables users to book vehicles and chauffeurs	407	 lyft	Transportation network company	4,110
 BlaBlaCar		Car-sharing website that connects drivers with empty seats and paying passengers	335	 POSTMATES	Urban logistics and delivery platform	278
 moovit		Mobile app that enables users to track information on public transport	132	 INRIX	Real-time traffic data and traffic speed	143
 drivy		On-demand taxi hailing services for licensed professional drivers	83	 Getaround	Peer-to-peer car sharing marketplace that enables car owners to rent out their cars	103
 Citymapper		Urban transport app	50	 TURO	Peer-to-Peer car sharing marketplace	172
 BLACKLANE <small>YOUR PROFESSIONAL DRIVER</small>		Peer-to-Peer car rental platform in France	43	 LUXE	Service that sends valets to park the car wherever it is the position	76
 TRAVELCAR		Peer-to-peer car renting platform for travelers at airports and train stations	22	 SILVERCAR	Car rental platform that tackles queues and paperwork	60
 Campanda <small>Freizeit mit Kindern</small>		Online rental platform for motorhomes and campervans	19	 STREETLINE <small>CONNECTING THE REAL WORLD</small>	Solution to manage vehicle parking through new sensing technologies	54
 Koolicar		Peer-to-peer car rental	18	 Flywheel	Mobile app that allows users to hail a cab, track a ride, and make payments	39
 carma		Smartphone app enabling users to arrange carpools with the community	14			
 mytaxi		App connecting users to taxi drivers	13			
 leCab		Cab services with flexible booking options via a mobile app and the web	11			

Source: Crunchbase, Statista, Pwc (2016), Reuters.

* The company went public after July 2014

NOAH Disruptor List (Cont'd)

Advertising, Marketing & Sales

Company	Country	Description	Funding (\$m)	Company	Description	Funding (\$m)
Europe – Market Size: Digital Advertising (\$42bn)				USA – Market Size: Digital Advertising (\$80bn)		
VOXX NETA PORTER GROUP *		Online fashion retailer platform for luxury brands	233	appnexus	Trading solutions for advertising	346
Outbrain		Content discovery platform operating on top publisher sites	194	APTUS	SaaS quote-to-cash software	329
conduit		Cloud-based client engagement solutions for businesses	110	zeta	Customer life-cycle marketing	310
Blyk		Mobile advertising platform for telecom carriers	108	adknowledge	Digital advertising technology	262
ironSource		Software discovery, distribution, delivery and monetization	105	MEDALLIA	Customer experience management	255
Mippar		Image-recognition that helps brands interact with customers	99	INSIDESALES.COM	SaaS sales lead management	251
APPTUS www.apptus.com		Quote-to-Cash software to help businesses with their sales life cycle	96	Campaign Monitor	Email marketing	250
showpad		Managing and sharing marketing contact to sales representatives	86	Hootsuite	Platform for managing social media	247
blueyonder		Big data analytics for marketing and advertising	75	sprinklr	Platform to connect with customers	229
Qubit		Offers web personalization, digital segmentation tools to marketers	75	App Annie	Business intelligence solutions	157
Livebookings		Online restaurant booking infrastructure and marketing	63	E-COMMERCE	Ecommerce platform for brand	155
KIOSKED		Distributed advertising and ecommerce platform	60	Spredfast	Social media experience platform	138
emarsys		Provider of cloud marketing software for B2C companies	55	videology	Connects brands with audiences	121
Clicktale		Digital customer experience & website analytics	55	GroundTruth	Offers location-based ad solutions	117
BRANDTONE		Mobile marketing company	53	INTERCOM	Customer communication platform	116
AUGURE		Publisher of global enterprise reputation management (ERM)	35	Segment	Clients data collecting and analysis	109
FALCON.IO		SaaS that allows advertisers to manage social media campaigns	35	theTradeDesk	Platform for advertising tools	105
socialbakers		Provides marketing & analytics solutions	34	HubSpot	Inbound marketing software	101
myThings		Specialist in real-time personalized advertising on the web	34	MediaVest	Digital media trading and services	100
pipedrive		Web-based sales CRM & pipeline management	81	bloomreach	Cloud marketing platform	97
searchmetrics		Enterprise SEO and content marketing platform	32	braze	Mobile Marketing Automation platform	95
adjust		Provider of mobile analytics software for marketers	29	datorama	mobile marketing platform	93
PERFORMANCE HORIZON		SaaS -based digital partner marketing solution	29	E5	Digital experience management	91
adform		Media platform to support multi-screen brand advertising	28	AdRoll	Platform to create ad campaigns	90
blis		Location-based mobile AdTech platform	27	SendGrid	Customer communication platform	80
flyt.io		Provider of enterprise customer data analytics software	24	sproutsocial	Platform to manage social media	75
BLACKWOOD SEVEN		Provider of an AI media analytics platform	24	OpenX	Programmatic ad technology company	71
ecrebo		PoS marketing platform delivering targeted offers at checkout	23	URBAN AIRSHIP	Mobile marketing solutions	68
skimlinks		Marketing tool for publishers	23	MOAT	search engine for display ads	68
bynder		Cloud-based branding automation and digital asset management	22	DataXu	Programmatic media activation	66
teemo		Mobile advertising platform for offline retailers	18	quantcast	Ad-tech focused on audience measurement	65
UNIVERSAL AVENUE		Online marketplace connecting brands to salespeople	17	PubMatic	Marketing software for advertising strategy	63
ADBRAIN		Ad platform that helps brands reach their multi-screen consumers	17	swrve	Mobile marketing automation platform	61
Teamleader		Cloud platform offering unified solution for SMEs	15	Localytics	Analytics and marketing platform	60
PLYmedia		Ad-tech company developing a performance-based ad exchange	6	dstillery	Ad analytics and targeting company	53
HIRO		Online video advertising and content syndication	5	YOTTA	eCommerce acceleration platform	52
ADELPHUS		E-commerce optimization and customer intelligence		LEANPLUM	Big data platform for advertisers	50
komoona		Ad platform focusing on publishers		TRENDKITE	PR analytics for enterprises	48
				PubNub	Development platform for apps	46
				monetate	Marketing and website optimization	46
				InContext SOLUTIONS	Scalable virtual reality (VR) shopping	43
				helpshift	Mobile customer service platform	39
				instightly	Web-based CRM for SMEs	38
				Sparkcentral	Customer service via social channels	38
				TUNE	Enterprise Platform for Mobile Marketing	36
				nanigans	Advertising automation software	33
				Crismon Hexagon	Social media monitoring analysis services	31
				synthesio	Monitoring and analytics for social media	31
				indexx	Cloud based product intelligence platform	29
				LOOP COMMERCE	Checkout technology for e-commerce	29
				clari	Sales analytics and forecasting platform	26
				UPSIGHT	Platform offering mobile analytics	23
				elasticpath	E-commerce platform for businesses	17

Source: Crunchbase.

* The company went public after July 2014

NOAH Disruptor List (Cont'd)

Consumer, Retail & Marketplace

Company	Country	Description	Funding (\$m)	Company	Description	Funding (\$m)
Europe – Market Size: eCommerce (\$281bn) & eService¹ (\$28bn)				USA – Market Size: eCommerce (\$322bn) & eService¹ (\$28bn)		
Delivery Hero	Germany	Online food ordering network	2,600	Wish	Mobile commerce platform	1,080
AUTO1.com	Germany	Online marketplace for used cars	1,100	Instacart	Same-day grocery delivery company	875
FARFETCH	United Kingdom	Fashion from independent boutiques	722	COMPASS	Real estate platform	808
zalando*	Germany	Online fashion retailer	615	DOORDASH	Food delivery service	722
H&M	Germany	Online fashion retailer	565	SurveyMonkey	Cloud-based online survey tool	694
deliveroo	United Kingdom	Online food ordering network	475	HARRY'S	E-commerce of beauty products	475
Hello Fresh*	Germany	Meal planning and groceries shopping	364	wayfair	Retailer of home products and furniture	351
OZON.ru	Russia	Online Russian shopping website	271	TRUEcar*	Online marketplace for used cars	332
WESTWING	Germany	Retailer of furniture and homewares	237	OPENDOOR	Online home-selling service	320
lamoda	Russia	Online fashion retailer	212	The Honest Company	E-commerce of non-toxic household products	303
hm24	Germany	Domestic cleaning booking platform	173	CARVANA	E-commerce of automobiles	300
VESTIAIRE COLLECTIVE	France	Marketplace for second hand fashion	169	Thumbtack	Online marketplace for professional services	273
showroomprive.com	France	Operator of a private sales website	141	TechStyle	Online subscription fashion retailer	249
lampenwelt.de	Germany	Online retailer of lighting products	130	Casper	E-commerce of sleeping products	240
KUPIV.RU	Russia	Members only online fashion club	120	OfferUp	Online marketplace for second-hand goods	222
Takeaway.com*	United Kingdom	Online food ordering network	118	WARBY PARKER	Designer and seller of eyeglasses	215
Fiverr.com	United Kingdom	Marketplace for professional services	111	EVERNOTE	Online and offline post-it note	205
Picnic	Netherlands	Online discount supermarket	109	glassdoor	Jobs and recruiting marketplace	205
PURPLE BRICKS*	United Kingdom	Operator of an online real estate agency	101	Eventbrite	Self-service ticketing platform	198
SORENZA	France	Online retailer of shoes and accessories	101	Blue Apron	Grocery delivery service company	194
catavault	United Kingdom	Catalogue and auction house	95	Rent The Runway	Online rental of designer apparel	174
wunderde	Germany	Online retail and flash sales platform	92	REDFIN	Real estate search and brokerage services	168
JUST EAT*	United Kingdom	Online food delivery portal	89	Foursquare	Local search-and-discovery service mobile app	166
mano mano	France	Market of DIY and gardening products	88	SeatGeeq	Ticket search engine	160
jobandtalent	Germany	Online job marketplace for SMEs	86	Rover	Online booking of pet sitters and dog walkers	156
movinga	Germany	Online platform for moving and logistic	75	GIPHY	Search engine for GIFs	151
MADE.COM	United Kingdom	Website for house furnishings	73	Purbo	Peer-to-Peer gift card marketplace	147
Helping	Germany	Online household services	73	TENX+	Online real estate marketplace	142
spartoo	France	Online retailer for shoes	72	QUIXEY	Search engine for Apps	134
MISTER SPEX	Germany	Online eyewear retailer	70	BONOBOS*	Online shop of men's clothing and accessories	128
Not On The High Street	United Kingdom	Curated fashion for small businesses	69	shopify*	Cloud-based commerce platform for SMEs	122
esprit	Germany	Online fashion and lifestyle retail store	67	MUNCHERY	Online food deliver service	120
NA-KD	Sweden	Online fashion retailer	66	HIRED	Career marketplace	114
Saltside	Sweden	Platform for online classified sites	65	ZipRecruiter	Online employment marketplace	113
Job Today	Netherlands	Hiring app	65	legalzoom	Platform for professional legal advice	111
lovecrafts-	United Kingdom	Marketplace for crafting communities	61	handy	Booking platform of household services	111
ysty	United Kingdom	Fashion e-Commerce aggregator	61	apartment list	Apartment rental marketplace	109
STUDENT.COM	United Kingdom	Booking of student accommodation	60	Ipsy	Subscription delivery of beauty products	103
Vinted	Lithuania	P2P marketplace for second-hand fashion	60	Artsy	Online platform for art collections	101
OUTFITTERY	Germany	Online curated shopping service	59	Porch	Home improvement services platform	99
Lamudi	Spain	Online real estate portal	56	BIRCHBOX+	Subscription delivery of beauty products	87
cornerjob	Spain	Mobile app based job marketplace	54	ERTS	Online marketplace for estate sale	85
CHRONEXT	Switzerland	Online luxury watch retailer	52	LEVER	Recruiting platform	73
Groupalia	Spain	E-commerce platform	51	naturebox*	Offers delivery of boxes of all-natural foods	59
brillen.de	Germany	Online seller of prescription eyewear	50	sprig	Online app provides healthy organic meals	57
CarPrice	Germany	Online used car broker and auctioneer	48	Plated.	Provider of food recipes and ingredients	56
easyProperty.com	United Kingdom	Provider of an online real estate platform	48	vivino	Wine community and label recognition app	56
FRICHTI	France	Food delivery services	48	Jobvite	Recruiting platform	55
carmudi	Germany	Online portal for selling vehicles	45	SmartRecruiters	Recruiting platform	55
navabi	Germany	Retailer of apparel for plus size women	45	kollar	Dollar store for a wide range of products	48
Goosto	United Kingdom	Meal kit delivery service	37	INDOCHINO	Online retailer of custom made men's suits	47
GuestToGuest	France	Leading home exchange website	37	DogVacay	Pet boarding marketplace	47
Wrapp	Sweden	Social gifting service	33	STITCH FIX*	Online curated shopping service	47
Boozt.com	Sweden	Fashion e-commerce platform	33	snapsheet	Mobile marketplace for auto repairs	43
Sensee.	France	Retailer of glasses and contact lenses	33	VELOCITY	Booking app for premium dining experiences	40
trendyol	Turkey	Fashion e-commerce platform	30	IFTTT	Automation to connect Apps and product	39
SPORTPURSUIT	United Kingdom	Retailer of sports merchandise	29	TaskRabbit	Online marketplace of local freelance labor	38
uniplaces	Germany	Booking of student accommodation	29	BAUBLEBAR	Online fashion jewelry shop	36
MARKET SPOON	Germany	Retailer of food recipes and groceries	28	Maxie	E-commerce software company	35
BLOOMIX	Netherlands	Online flower marketplace	27	Drizly	Online marketplace for alcoholic beverages	35
BOOK ATIGER.	Germany	Online cleaning service booking platform	27	ihandshake	Career website for college students	34
bey	United Kingdom	Hire wear e-commerce website	26	Tictail	E-commerce website	33
JUNIOE	Germany	Online marketplace for artworks	24	SPRING	Mobile shopping platform	32
Chrono24	Switzerland	Online marketplace of luxury watches	23	zumper	Real time apartment rental platform	31
coople	France	Online personnel placement platform	22	ADORE ME	Online shop of lingerie and female appeal	12
Welt	France	Food-delivery app	16	ALOHA	E-commerce for health and wellness food	5
VIVENSE	Germany	Home & furniture ecommerce platform	14			
springlane	Germany	E-commerce of customized apparel	13			
sahibinden.com	Turkey	Online classifieds and shopping platform	N/A			

Source: Crunchbase, Statista.

* The company went public after July 2014

Note: 1. eService does not include fitness

NOAH Disruptor List (Cont'd)

Insurance & Finance

Company	Country	Description	Funding (\$m)	Company	Description	Funding (\$m)
Europe – Transaction Value: Fintech (\$640bn)				USA – Transaction Value: Fintech (\$769bn)		
Klarna	Sweden	E-commerce payment solutions	600	SoFi	Lending and wealth management services	1,880
TransferWise	United Kingdom	Peer-to-Peer money transfer service	396	AVANT	Online credit platform	654
Funding Circle	United Kingdom	Lending marketplace to SMB	373	Affirm	Installment loans at the point of sale	620
Kreditech	Germany	Lending using online data	282	Square	Credit card processing platform	591
Atom	United Kingdom	Online banking services	268	stripe	Web and mobile payment services	440
adyen	Netherlands	Online, mobile and PoS payment	266	Credit Karma	Online credit and financial management	420
auxmoney	Germany	Online peer-to-peer loan marketplace	198	LendingClub	Peer-to-peer lending company	392
iZettle	Sweden	Mobile payments company	292	PROSPER	Marketplace for lending	355
FUTURE FINANCE	Italy	Loan facilities for students	217	Mozido	Cloud-based mobile payment and marketing	307
N26	Germany	Fintech company offering online banking	213	Betterment	Smart automated investing service	275
worldremit	United Kingdom	Online international money transfer	188	Payoneer	Cross-border payment platform	270
borro	United Kingdom	Online loans secured with luxury assets	184	Bill.com	Personal finance and payment automation	259
younited credit	France	Peer-to-peer invoice finance platform	157	Kabbage	Financial lending and data company	239
monzo	United Kingdom	Home banking on mobile	150	coinbase	Bitcoin wallet and exchange service company	225
wonga	United Kingdom	Online payday lender	145	PERSONAL CAPITAL	Online investment advisory platform	215
BIMA	Sweden	App-based mobile digital banking services	145	metromile	Online car insurance provider	206
CIRCLE	United Kingdom	Blockchain-based social payment app	136	ADDEPAR	Investment management platform	206
smava	Germany	Peer-to-Peer lending platform	128	wealthfront	Automated investment service firm	205
Ebury	United Kingdom	Financial solution to SMB	119	OnDeck	Platform for business lenders and borrowers	190
Zopa	United Kingdom	Peer-to-Peer money lending service	112	TRADESHIFF	Financial lending platform to SMEs	182
TANDEM	United Kingdom	Regulatory financial software	111	Lemonade	Online Peer-to-Peer insurance	180
Spotcap	Germany	Online business loans to companies	98	robinhood	Low-cost stock brokerage	176
nutmeg	United Kingdom	Online investment management firm	90	LendingHome	Online marketplace for real estate lending	166
Revolut	United Kingdom	Global mobile foreign money transfer app	86	FINOVA	Online loans backed by car ownership	155
fenergo	Italy	Mobile-delivered health insurance	82	kyriba	SaaS treasury and payment solutions	153
etoro	United Kingdom	Social trading and investment marketplace	73	CADRE	Marketplace for alternative investments	133
STARLING BANK	United Kingdom	Digital bank	70	Intacct	Financial management and accounting	131
BLOCKCHAIN	United Kingdom	Web-based bitcoin platform	70	YAPSTONE	Online and mobile payment solutions	126
raisin	United Kingdom	Interest rate comparison site	64	LendUp	Online-only direct lender of loans	112
Currencycloud	United Kingdom	Cloud-based platform for payments	59	FUNDBOX	Short term invoice financing to SME	108
lendinvest	United Kingdom	Online Peer-to-Peer lending platform	59	Digital Asset Holdings	Distributed ledger technology solutions	107
iwoca	United Kingdom	Short-term finance to SMEs	59	acorns	Online investment platform	102
ezbob	United Kingdom	Operator of an online lending platform	58	LevelUp	Mobile payment platform	100
FINANZCHECK	Germany	Consumer loans comparison platform	53	ripple	International payments	94
Proclay	United Kingdom	Lending platform for postgraduates	53	boku	Global mobile payments network	87
scalable	United Kingdom	Digital investment management service	50	roofstock	Online marketplace investing in rental homes	75
digito	Spain	Provider of consumer fintech solutions	48	wepay	Online payment service provider	74
ozimo	United Kingdom	Worldwide money transfer	47	nerdwallet	Personal finance website	69
GOCARDLESS	United Kingdom	Platform for bank-to-bank payments	47	bitpay	Peer-to-peer digital currency	63
sumup	United Kingdom	Mobile point-of-sales company (mPOS)	44	nexus finance	Credit scoring and credit risk	62
loanshare	United Kingdom	Offers products around fixed deposits	44	lendio	Online lending marketplace	51
flywire	United Kingdom	International student payment solution	43	WOMPLY	SaaS suite of enterprise software for SMEs	50
Upstream	United Kingdom	Platform for digital subscription payments	42	Quantopian	Online asset management fund	49
solarisBank	United Kingdom	Banking-as-a-Platform service	42	Classy	Fundraising platform	48
sonovate	United Kingdom	SaaS for managing contractors' payments	40	xapo	Bitcoin wallet	40
ZOOZ	France	Payment platform	40	re-ality shares	Online marketplace for real estate investing	36
Shift	United Kingdom	Machine learning for insurance fraud	40	alphasense	Financial search engine for equity investors	35
marketinvoice	United Kingdom	Peer-to-Peer lending platform	38	KAPITAL	Online investing platform	20
OpenGamma	United Kingdom	Risk management for financial institutions	37			
ALGOMI	United Kingdom	Platform for algorithmic trading strategy	34			
wefox	Germany	Online insurance brokerage	34			
simplisurance	Germany	Product insurance for e-commerce	33			
Property Partner	United Kingdom	Property crowd funding platform	32			
BitMiner	United Kingdom	Bitcoin mining equipment	32			
WeSwap	United Kingdom	Peer-to-peer foreign currency swap	32			
tink	Sweden	Mobile app for personal finance	31			
CREAM FINANCE	United Kingdom	Quick-to-access personal finance	30			
moneyfarm	Italy	Independent investment advisory services	30			
yoyo wallet	United Kingdom	Mobile payments with loyalty and rewards	30			
tendr	United Kingdom	Marketplace for business loans in SME	27			
kantox	United Kingdom	International payment	27			
BUR	United Kingdom	Low-cost stock trading platform	23			
Invest.com	United Kingdom	Online alternative investment platform	20			
eclat	United Kingdom	Automation for financial agreement process	18			
Knip	United Kingdom	Mobile insurance broker	18			
CAPITAL	United Kingdom	Mobile personal finance app for savings	17			
FAMOCO	United Kingdom	Android NFC reader for cashless payments	17			
CLARK	Germany	Insurance robo-advisor	15			
NAGA	United Kingdom	E-trading financial technology	15			
Judo	United Kingdom	Secure in-app payments	14			
osper	United Kingdom	Prepaid debit card and mobile banking	11			
2can	United Kingdom	App and card reader to create PoS	11			
simplex	United Kingdom	Cybersecurity for credit card fraud	8			
Ravel n	United Kingdom	Fraud prevention platform	6			
CASHBOARD	United Kingdom	Platform for retail investors	5			
Fraugstei	United Kingdom	Anti-fraud company for payment	5			
cashcloud	United Kingdom	Provider of eWallet solution	3			

Source: Crunchbase.

* The company went public after July 2014

NOAH Disruptor List (Cont'd)

Cloud, SaaS, & Enterprise Software – Market Size: Cloud Services (\$204bn)

Company	Country	Description	Funding (\$m)	Company	Description	Funding (\$m)
Europe				USA (Cont.)		
OVH.com	France	Web hosting, cloud computing, and servers	279	MuleSoft *	B2B application delivery platform	259
DARKTRACE	United Kingdom	Enterprise cyber threat defense software	180	lookout	SaaS for property management	255
NEWVOICEMEDIA	Spain	Developer of cloud-based contract center	141	Hortonworks	Storing, managing and analyzing data	248
Scytal	Spain	Electronic voting and electoral modernization	126	databricks	Software and hosted service for big data	247
snow	Sweden	Software asset management and cloud spend	120	AppDirect	Commerce platform for selling cloud services	246
SimilarWeb	United Kingdom	Provider of website usage and traffic analysis	112	docker	Cloud-based open platform for applications	243
WISKey *	Switzerland	Security and digital identification technologies	110	zuora	SaaS for subscription billing and payments	243
Six Degree Group	United Kingdom	Provider of managed data services	106	vision	SaaS product design platform	235
B2B-CENTER	Russia	Online procurement marketplace	101	okta *	Provider of identity protection for enterprises	229
nuvol	Russia	Security software development company	100	MIRANTIS	B2B cloud computing services company	220
MariaDB	France	Provider of database software	98	BLACKLINE	Financial and accounting management	220
SCALITY	France	Software-driven storage for unstructured data	92	New Relic	SaaS-based software analytics platform	215
mimecast *	United Kingdom	Cloud-based email management software	90	Mu Sigma	Provider of analytics and decision science	211
oodrive	France	SaaS solution for sensitive-data management	81	actifio	Copy data virtualization	208
Qubit	United Kingdom	User experience management tools	75	FLEXPORT	Customs brokerage and freight forwarder	204
nexthink	Switzerland	Data analytics for security and optimization	74	FinancialForce	Cloud-based enterprise resource planning	194
Altrisco	United Kingdom	Enterprise Content Management (ECM)	69	DISTRAX	Developer of distributed database technology	190
OX	Germany	Provider of SaaS-based office application suite	68	Dataminr	Analysis using data from social media	183
relayr.	Germany	Cloud platform for application developers	67	CLOUDFLARE	Web performance and security company	182
brandwatch	United Kingdom	Provider of SaaS-based social media tools	65	CYLANCE	Cybersecurity products and services	177
Siteimprove	United Kingdom	Provider of web governance software	55	GUSTO	HR, payroll and benefits management	176
TALENTSOFT	France	Provider of cloud-based HR software	53	MarkLogic	Database platform for business	173
cloudbees	France	Java development platform on a PaaS	51	coupa	Platform for business spend management	169
M-Files	Canada	Cloud-based document management software	45	MobileIron	Mobile Device Management solutions (MDM)	164
ROLI	United Kingdom	Provider of music hardware and software	44	CLOUDIAN	Object storage platform to build cloud storage	159
PYRAMID	United Kingdom	Online B2B intelligence tools through platform	42	donuts	Domain name registration service	155
wynd	France	SaaS for retailers to replace the PoS	42	THOUGHTSPOT	Search engine for big data apps	151
softline	Russia	Software licensor and IT service provider	40	freshworks	Cloud-based customer support software	149
enfore	Germany	Cloud-based applications for small business	38	Zscaler	Cyber security for business	148
GENIAC	Germany	Online business management platform	36	DATADOG	Monitoring for dynamic cloud infrastructures	148
beamery	United Kingdom	Recruitment CRM and marketing software	35	RUBICON	Cloud-based waste and recycling solutions	145
Webtrekk	Germany	Web analytics and data intelligence platform	35	APPTIO	SaaS-based Technology Business	136
SIGNAVIO	Germany	Web-based business process management	34	DigitalOcean	IaaS company for software developers	123
intersec	France	Developer of big data software for telecom	34	MESOSPHERE	Operating system for datacenters	122
Veeva	United Kingdom	Delivery and logistic management software	31	Duo	Cloud-based security company	122
CONDECO	United Kingdom	Workplace and office management	30	DEPHIX	Data virtualization software	120
UiPath	United Kingdom	Robotic process automation software	30	ALIEN VAULT	Security and information platform	118
adjust	Germany	Provider of mobile analytics software	29	yext	Provider of location-related information	116
AURO	Germany	Audio technology for entertainment industry	28	skyhigh	Cloud access security broker	107
celonis	Germany	Process mining and big data analysis SaaS	28	CHEF	Cloud-based automation platform	105
JIMBO	Germany	Provider of DIY website building software	28	elastic	Big data search and analytics software	104
bob	United Kingdom	Online HR management	25	talend	Data integration, quality and management	102
riskmethods	United Kingdom	Solution for global supply chain risks	24	GoodData	Business intelligence for monetization	101
KNIME	Switzerland	Open source data analytics software	21	datto	Backup, recovery and business continuity	100
XENETA	Norway	Ocean freight price comparison platform	21	huddle	Business analytics software	94
truRating	United Kingdom	Client feedback platform via PoS terminal	19	SIBSENSE	Content management and collaboration	89
seerene	United Kingdom	SaaS HR and project analytics	19	SICINIFYD	Anti fraud technology for e-commerce	89
interCloud	France	Platform for connecting different cloud apps	16	zendesk *	Online customer support service company	86
GARRISON	United Kingdom	Anti-malware software products	15	PHUNWARE	Mobile App development platform	85
Qapa	France	Online job matching platform	14	neo4j	Provider of an open source graph database	80
USA				wave	Cloud-based integrated suite of small business	80
infor	United States	Developer of enterprise business software	2,500	GLINT	Real-time employee engagement platform	80
Palantir	United States	Software for visualizing and analyzing data	2,030	MEMSQL	Database platform for real-time analytics	78
Pivotal	United States	Cloud platform to drive software innovation	1,700	mixpanel	Analytics platform for the mobile and web	77
TANIAM	United States	Security and systems management solution	1,202	Prezi	Provider of SaaS presentation software	73
cloudera *	United States	Platform for data management and analytics	1,040	WAVEFRONT	Cloud monitoring with real-time analytics	66
Dropbox	United States	Cloud file storage	690	ThreatMetrix	Security for digital personas and transactions	62
DOMO	United States	SaaS-based business intelligence platform	672	outsystems	PaaS for enterprise application development	62
ZENEFITS	United States	SaaS for HR management and automation	584	songkick	Music artist-ticketing and content discovery	61
box *	United States	Online file sharing and content management	559	greenhouse.io	Cloud-based recruiting optimization platform	60
DocuSign	United States	Cloud-based electronic signature platform	512	Paxata	Cloud-based data analytics and integration	60
Qualtrics	United States	Online research and insights platform	400	cloudsy	Provider of payroll software and services	57
sumologic	United States	SaaS log management and analytics service	355	JUSTWORKS.	Payroll, benefits and compliance software	53
Avalara	United States	Cloud-based software provider for sales taxes	320	dashlane	Password and digital wallet management app	53
mongoDB *	United States	Cloud-based database solutions	311	onelogin	Cloud identity and access management	53
anaplan	United States	Planning and performance management	300	people	Cloud-based HR management software	47
rubrik	United States	Data access for recovery and development	292	cloudability	Monitoring and analyzing cloud expenses	40
WPengine	United States	Managed hosting platform for WordPress	291	mendix	Development of enterprise software	38
SMS ASSIST	United States	Cyber security provider	282	userzoom	Research to test usability and user experience	36
CROWDSTRIKE	United States	Cybersecurity technology firm	281	weebly	SaaS-based solutions for creating websites	36
SQUARESPACE	United States	SaaS-based solutions for creating websites	279	brightpearl	Cloud-based multi-channel retail management	36
illumio	United States	Data center and cloud security company	268	workable	Cloud-based recruitment software for SMEs	34

Source: Crunchbase, Gartner.

* The company went public after July 2014

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NOMOS



NOAH Top List: Europe SaaS Players

Company	Location	Business Overview	Founded	Key Investors	Funding
 NEWVOICEMEDIA		Develops and delivers cloud contact center solutions	2000	    	€130.8m
		Platform and management software provider for doctors in Europe	2013	   	€78.4m
		SaaS solution for sensitive-data management	2000	 	€73.7m
		Increases the productivity of sales while providing marketing with relevant data on sales interactions	2011	  	€72.8m
		Process mining and big data analysis SaaS	2011	  	€71.9m
 brandwatch		Social media monitoring system summarizing content on the web	2007	   	€60.2m
		Online restaurant booking infrastructure and marketing service	2005	 	€58.3m
		Provider of SaaS-based office application suite	2005	  	€55.2m
		Provider of cloud marketing software for B2C companies	2000	 	€51.2m
 Web Governance Made Easy		Provider of web governance software	2003	 SUMMIT PARTNERS	€51.0m
		Online healthcare platform enabling patients to find local physicians online	2011	   	€45.9m
		Provider of cloud-based HR software	2007	   	€44.0m
		SaaS enabling retailers to digitize their point of sale	2013	  	€38.4m
		Content management system that enables cross-platform, multi-device publishing	2011	   	€36.4m
		Developer of cloud-based applications for small business	2009	   	€35.2m

NOAH Top List: Europe SaaS Players (Cont'd)

Company	Location	Business Overview	Founded	Key Investors	Funding
 pipedrive™		Web-based sales CRM & pipeline management	2010	 BESSEMER VENTURE PARTNERS  pauaventures  AngelPad  Rembrandt VENTURE PARTNERS	€81.0m
 FALCON.IO		SaaS platform that allows advertisers to launch and measure social media campaigns	2010	 Northcap  TARGET PARTNERS  PRIME VENTURES  CIPIO PARTNERS	€33.0m
 SIGNAVIO <small>simply professional</small>		Web-based business process management	2009	 SUMMIT PARTNERS  ATOMICO	€31.0m
 PERFORMANCE HORIZON		Provider of SaaS solutions for digital partner marketing	2010	 DN Capital  e.ventures  MITHRIL GREYCROFT	€25.3m
 celonis		Process mining and big data analysis SaaS	2011	 83NORTH  ACCEL PARTNERS	€24.4m
 Packlink		Online platform that offers cost-effective package delivery services	2011	 Accel  ACTIVE VENTURE PARTNERS  8 th EIGHT ROADS™	€21.7m
 riskmethods		SaaS and cloud-based supply chain risk management solution	2013	 Bayern Kapital  EQT VENTURES  SENOVA SYSTEMS  Point Nine  senovo	€21.7m
 MIRAKL		Seamless integration of a Marketplace with an existing or embryonic website	2011	 ELAI PARTNERS  83NORTH  Felix  greylockpartners.	€20.9m
 DUEDIL		Largest source of free private company information in the UK and Ireland	2011	 OAK INVESTMENT PARTNERS  passion capital  Notion Capital	€20.4m
 bynder		Cloud-based branding automation and digital asset management	2013	 INSIGHT VENTURE PARTNERS  CNBB VENTURE PARTNERS	€19.8m
 BOXEVER		Enables airlines to leverage their online, offline and offsite customer data	2011	 POLARIS PARTNERS  FRONTLINE VENTURES  svb Silicon Valley Bank	€17.6m
 TRIPTEASE		Online service to drive direct hotel bookings for the hotel industry	2013	 BOOST & Co  Notion Capital  Episode1 <small>INVESTING IN YOUR SUCCESS</small>	€17.1m
 seerene™		SaaS platform for HR and project analytics	2011	 LAKE STAR  EARLYBIRD VENTURE CAPITAL	€17.0m
 mailjet™		Emailing platform that improves the deliverability of emails	2010	 Alven Capital  Seventure  iris capital	€16.2m
 ADBRAIN		Powers marketers to understand and engage with their customers	2012	 CISCO  Firestart  Notion Capital  OCTOPUS INVESTMENTS	€15.3m



» LEADERS CONNECTED
NOAH18
London

The NOAH Conferences



» LEADERS CONNECTED
NOAH19
Tel Aviv



» LEADERS CONNECTED
NOAH19
Berlin

The NOAH Ecosystem

Three Conferences, One Mission: Empower the European Digital Ecosystem

<p>» LEADERS CONNECTED</p> <p>NOAH18</p> <p>London</p>	<p>» LEADERS CONNECTED</p> <p>NOAH19</p> <p>Tel Aviv</p>	<p>» LEADERS CONNECTED</p> <p>NOAH19</p> <p>Berlin</p>
<p>Connecting Capital and Entrepreneurs</p>	<p>Connecting Israel's Startups with Large Corporates and Investors</p>	<p>Connecting European Champions and Challengers</p>
<p>30-31 October 2018</p> <p>Old Billingsgate, London</p>	<p>9-10 April 2019</p> <p>Haoman 17, Tel Aviv</p>	<p>13-14 June 2019</p> <p>STATION Berlin</p>
<p>Mission To provide a physical marketplace that facilitates funding of digital European companies at all stages</p> <ul style="list-style-type: none"> 1,500+ attendees – the “who is who” of European Internet 100+ of Europe's leading digital businesses and 80+ handpicked top start-ups on stage New program focus: Investors and entrepreneurs tell their common success stories Pre-event matchmaking – tell us who you want to meet Totally revamped conference app and networking / matchmaking technology Topical meeting areas to make new relevant contacts 	<p>Mission To promote Israel - European relationships and enable funding</p> <ul style="list-style-type: none"> ~800 selected attendees – 200 European corporates and 600 Israeli start-ups and leading executives Presentations by 60+ selected Israeli investors and top start-ups Company visits and events hosted by start-ups on day 2 Casual networking events Conference app with top search and meeting functionalities Invitation only Pre-event matchmaking – tell us who you want to meet 	<p>Mission To bring together future-shaping executives and investors active across segments driven by digital revolution</p> <ul style="list-style-type: none"> ~3,500 attendees – executives, investors, digital service providers Unique mix of CEOs from European traditional large caps and top-funded startups on stage Focus on emerging start-ups - 80+ handpicked young companies on the Startup Stage Partner dinners and satellite events throughout the city Workshops and exhibitions by leading digital service providers Totally revamped conference app and networking / matchmaking technology Pre-event matchmaking – tell us who you want to meet

The NOAH Ecosystem *



* Includes only a small sample of companies regularly attending NOAH Conferences.








Real Winners on Stage

\$50bn+ Exits have Presented on the NOAH Stage

Date	Company (First on NOAH Stage)		Headquarters	Buyer	Valuation (\$m)
M&A					
Jun-16	UBER	(2016)	US	Mega Fund Raise	62,500
Jun-16	LinkedIn	(2009)	US	Microsoft	26,200
Nov-13	Spotify	(2009)	Sweden	Multiple Mega Fund Raises	13,000
Sep-15	betfair	(2009)	UK	PADDYPOWER.	8,931
May-11	skype	(2009)	Luxembourg	Microsoft	8,000
Nov-15	Kong	(2011)	Ireland	ACTIVISION BLIZZARD	5,900
May-17	BUREAU VAN DIJK	(2016)	The Netherlands	MOODY'S	3,270
May-17	AUTO1 GROUP	(2017)	Germany	Mega Fund Raise	2,800
Jan-14	Trader Media Group	(2011)	UK	Apax PARTNERS	2,800
Oct-15	Avito	(2013)	Russia	NASPERS	2,729
Nov-13	SCOUT24	(2013)	Germany	HELLMAN & FRIEDMAN	2,500
Aug-15	Klarna	(2013)	Sweden	Multiple Mega Fund Raises	2,250
Sep-17	deliveroo	(2016)	UK	Mega Fund Raise	2,000
Sep-15	adyen	(2011)	The Netherlands	Mega Multiple Fund Raises	2,000+
Nov-12	KAYAK	(2010)	USA	priceline.com ®	1,800
Mar-15	Skrill	(2009)	UK	OPTIMAL PAYMENTS	1,550
Jan-14	vente-privee	(2010)	France	QIF (minority)	1,500
Jul-16	AVG	(2009)	The Netherlands	avast!	1,300
Sept-14	PERFORM PROGRESSIVE SPORTS MEDIA	(2009)	UK	ACCESS INDUSTRIES	1,200
Jun-13	waze	(2011)	USA	Google	1,100
Feb-14	avast!	(2012)	Czech Republic	CVC Capital Partners	1,000
May-14	TeamViewer	(2016)	Czech Republic	PERMIRA	870
Jan-11	SeLoger	(2011)	France	axel springer Axel Springer Digital Classifieds	846
Dec-14	fotolia	(2009)	France	Adobe	800
Feb-14	Skrill	(2009)	UK	CVC (controlling) Capital Partners	800
Mar-17	SOUCOM	(2005)	UAE	amazon	650
Feb-15	Rocket Internet	(2015)	Germany	ROCKETINTERNET (52%)	706
Jan-15	thetrainline.com	(2011)	UK	KKR	680
May-08	interhyp	(2016)	Germany	ING	644
Mar-14	cartrawler	(2016)	Ireland	BC Partners	620
Oct-15	photobx	(2017)	UK	Exponent. Electra	617
Apr-11	BIGPOINT	(2011)	Germany	TA ASSOCIATES SUMMIT PARTNERS (60%)	600
May-15	Delivery Hero	(2013)	Turkey	Delivery Hero	589

Real Winners on Stage (Cont'd)

\$50bn+ Exits have Presented on the NOAH Stage

Date	Company (First on NOAH Stage)		Headquarters	Buyer	Valuation (\$m)
M&A (Cont'd)					
May-16		(2014)	Israel	 (undisclosed %)	575
Apr-16		(2013)	Spain		570
Feb-17		(2012)	UK		550
Sep-15		(2015)	USA	 Axel Springer Digital Classifieds	440
Jul-14		(2013)	Switzerland	Multiple Mega Fund Raises	400+
Feb-13		(2009)	Spain	 Partners Group Passion for Private Markets	345
Jan-11		(2010)	UK		312
Sep-16		(2016)	Germany	 (51%)	300
Jul-12		(2012)	Czech Republic		250
Apr-16		(2014)	UK		241
Aug-15		(2014)	Austria		240
May-14		(2012)	Israel	 Axel Springer Digital Classifieds	228
Mar-15		(2013)	Germany		219
May-14		(2010)	Turkey		200
Apr-17		(2017)	US		200
Aug-17		(2017)	Israel	EMK CAPITAL	200
Oct-14		(2012)	Germany		190
Sep-15		(2012)	UK		176
Nov-17		(2013)	Turkey		100
IPO					
Jul-15		(2017)	US	IPO	99,985
Jun-18		(2011)	Netherlands	IPO	14,061
Sep-14		(2013)	Germany	IPO	11,507
Oct-10		(2009)	UK	IPO	7,421
Jun-17		(2016)	Germany	IPO	6,612
May-14		(2017)	US	IPO	5,038
Oct-14		(2013)	Germany	IPO	4,261
Oct-15		(2015)	UK	IPO	3,947
Nov-13		(2012)	Israel	IPO	3,782
Dec-16		(2012)	Germany	IPO	2,728
Nov-17		(2015)	Germany	IPO	2,037
Sept-16		(2017)	The Netherlands	IPO	2,030
Oct-13		(2011)	France	IPO	2,011
Apr-14		(2017)	UK	IPO	1,265
Jun-18		(2016)	Germany	IPO	844

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Key Facts

- ➔ Dates: 6-7 June 2018
- ➔ Location: Tempodrom, Möckernstraße 10, 10963 Berlin
- ➔ Audience: 2,641
- ➔ # of Speakers: 120+
- ➔ # of Stages: 3
- ➔ # of Exhibitors: 32
- ➔ Caterer: Käfer Service

The Tempodrom



Key Links

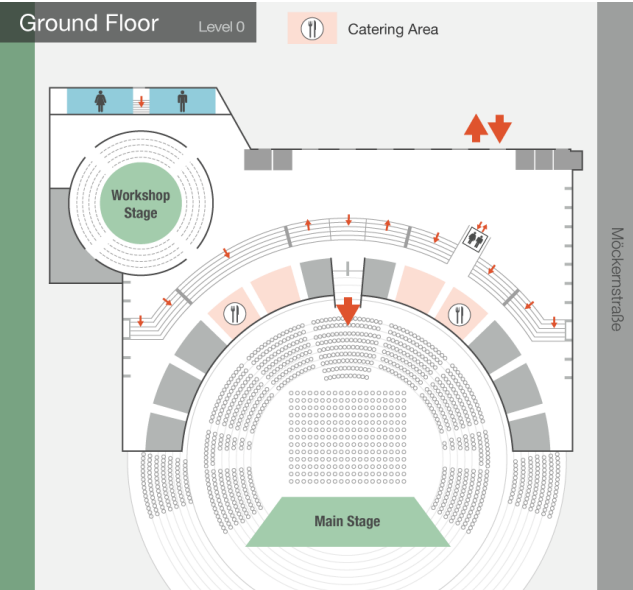
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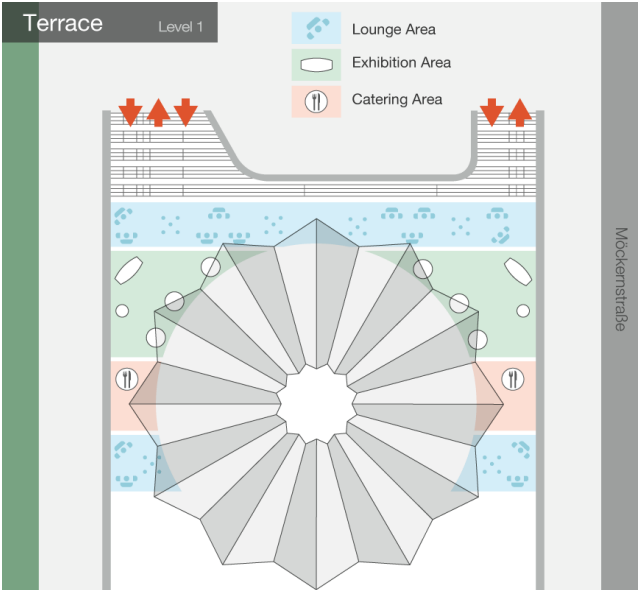
[Full Program >>](#)

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Ground Floor



The Terrace



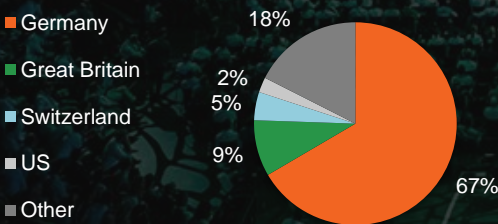
2,641 Attendees

120+ Speakers

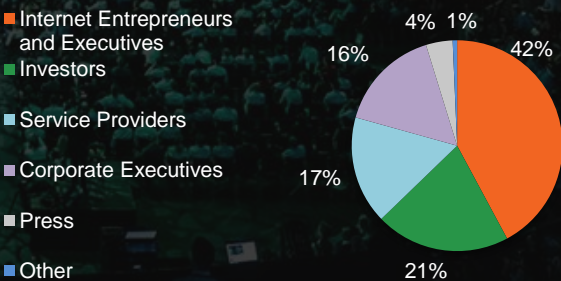
62 Partners

12 Workshops

Attendees by Country

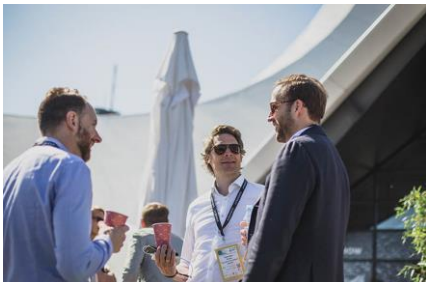
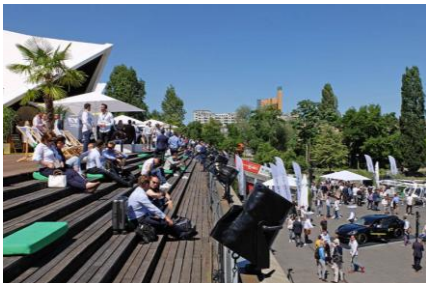


Attendees by Type



Speaker Highlights

 Payal Kadakia Founder & Executive Chairman CLASSPASS	 Peter Altmaier Federal Minister for Economic Affairs and Energy Federal Ministry for Economic Affairs and Energy	 Dr. Bernd Montag CEO SIEMENS Healthineers	 Claudia Nemat CTO T-Mobile	 Dara Khosrowshahi CEO UBER	 Al Gore Chairman generation	 Robbie Antonio CEO REVOLUTION	 Niklas Östberg CEO Delivery Hero
 Oliver Samwer Founder & CEO ROCKET INTERNET	 Nicolas Brusson Co-Founder & CEO BlaBlaCar	 Dominik Richter CEO Hello Fresh	 Hakan Koc Founder & MD AUTO 1 GROUP	 Martin Ott VP, MD Central Europe facebook	 Dr. Mathias Döpfner CEO axel springer	 John Suh CEO legalzoom	 Valentin Staff Founder & CEO N26
 Joanna Przetakiewicz Founder & Creative Director IAMANIA	 Markus Villig Founder & CEO taxify	 Dr. Patrick Andrae Co-Founder & CEO hometogo	 Benoît Legrand Chief Innovation Officer ING	 Erik Podzuweit Co-Founder & Co-CEO scalable CAPITAL	 Dr. Klaus Hommels Founder & CEO LAKE STAR	 Martin Varsavsky CEO Prelude	 Florian Reuter CEO VOLOCOPTER



➤ See more pictures



➤ See more pictures

Strategic Partners



Premium Partners



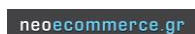
Knowledge Partner

Digital/McKinsey

Event Partners



Media Partners



Key Facts

- ➔ Dates: 13-14 March 2018
- ➔ Location: Haoman 17, Shalma Road 38, Tel Aviv-Yafo, Israel
- ➔ Audience: 800
- ➔ # of Speakers: 80
- ➔ # of Stages: 1
- ➔ # of Exhibitors: 5

Haoman 17



Key Links

Program >>

Speaker Book >>

Investor Book >>

Request Invite >>

Speaker Highlights

 AMIR AHARONI Co-Founder & CEO elastifile	 YONI ASSIA Founder & CEO etoro	 ERAN BROWN CTO, EMEA INFINIDAT	 BENJY FEINBERG CEO behalf	 DROR GINZBERG Co-Founder & CEO wochit	 DANI GOLAN Founder & CEO kaminario.	 YAIR GOLDFINGER Co-Founder & CEO APD CARD	 AVNER HALPERIN Co-Founder & CEO EarlySense
 EYAL HERTZOG Co-Founder Bancor	 ELI HOFFMANN CEO & Editor-in-Chief Seeking Alpha	 GILAD JAPHET Founder & CEO MyHeritage	 OREN KANIEL Co-Founder & CEO AppsFlyer	 KEREN LEVY COO Paveer	 LIRAZ MARGALIT Head of Digital Behavioral Research Clicktale	 DORON MYERSDORF Founder & CEO StoreDot	 OR OFFER Co-Founder & CEO SimilarWeb
 REUVEN J. SHERWIN VP Product Wix.com	 YIFTACH SHOOLMAN Co-Founder & CTO redislabs home of redis	 RAFI SWEARY Co-Founder & President walkme	 NICOLAS VEDRENNE CBDO SafeCharge	 OFER VILENSKI Co-Founder & CEO Luminati	 DAVE WAIZER Founder & CEO Gett	 SHAI WININGER Co-Founder Lemonade	 RON YEKUTIEL Co-Founder & CEO KALTURA



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» See more pictures

Founding Partners



Event Partners



BARREL



Industry Partners



Media Partners



Key Facts

- ➔ Dates: 2-3 November 2017
- ➔ Location: Old Billingsgate, 16 Lower Thames Street
London EC3R 6DX
- ➔ # of Speakers: 100+
- ➔ # of Stages: 3
- ➔ # of Exhibitors: 16
- ➔ Caterer: Noura

Old Billingsgate



Key Links

Program >>

Videos >>

Photos >>

Infographic >>

Speaker Book >>

Investor Book >>

Partner Book >>

Request Invite >>

References



“We simply think that NOAH is the number one conference for digital entrepreneurs and investors.”

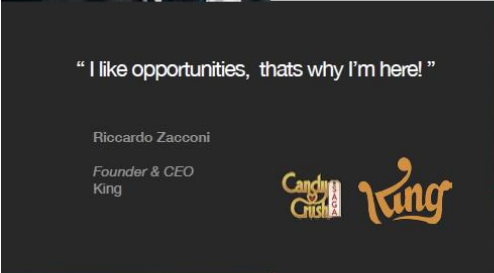
Dr. Mathias Döpfner
CEO
Axel Springer



Dr. Mike Lynch
Founder & CEO
Invoke Capital



Dr. Klaus Hommels
Founder & CEO
Lakestar



“It’s a very good conference, one can do business!”

Oliver Samwer
Founder & CEO
Rocket Internet



“The Noah Conference has become one of the best events for gaining insights into the latest developments and trends from across the digital industry.”

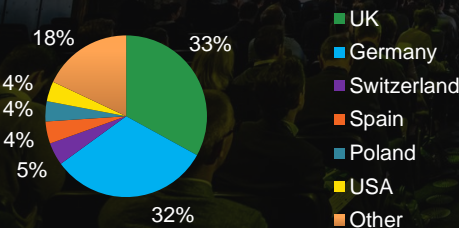


Mark Read
CEO
WPP Digital

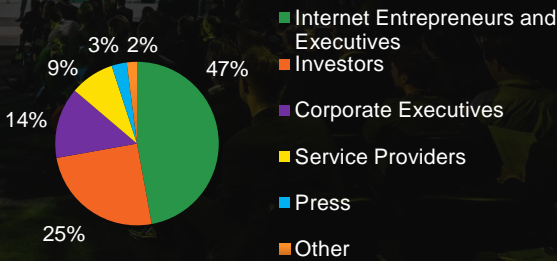


660+ CEOs
100+ Speakers

Attendees by Country



Attendees by Type



Speaker Highlights

 SEBASTIAAN VAESSEN Head of Strategy NASPERS	 MIKE HUDACK CTO deliveroo	 STEPHANIE PHAIR CSO FARFETCH	 ANKUR SHAH CFO Careem	 SAMIR DESAI Co-Founder & CEO Funding Circle	 WHITNEY WOLFE Founder & CEO bumble	 ANDREY ANDREEV FOUNDER badoo	 ALAN MAMED Co-Founder & CEO truecaller
 MARCO PESCARMONA Chairman & CEO MOL Gruppo MutuiOnline	 LUCIANA LIXANDRU Partner Accel	 ANNE BODEN Founder & CEO STARLING BANK	 DR. CAROLIN GABOR Managing Director FinLeap	 CARLO KOELZER CEO DEUTSCHE BÖRSE GROUP	 PETER SMITH Co-Founder & CEO BLOCKCHAIN	 GEOFF COOK CEO THE MEET GROUP	 REMO GERBER CCO Lilium
 NIKOLAY STORONSKY Founder & CEO Revolut	 VALENTIN STALF Founder & CEO N26	 FLORIAN REUTER CEO VOLOCOPTER	 ALICIA NAVARRO Founder & CEO SKIMLINKS	 CARLOTA PI Co-Founder & CEO helaluz	 JAIDEV JANARDANA CEO ZOPA	 KATHARINA LUETH Head of Europe raisin.	 HENDRIK KLINDWORTH - CEO InnoGames



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LAKE
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App Annie



CAREERTEAM

Catalonia Trade & Investment



EgonZehnder



Kreditech

PayU



The Official Board



Media Partners



BERLIN
VALLEY



JUNGE GRÜNDER



NATIVE
STUDIOS



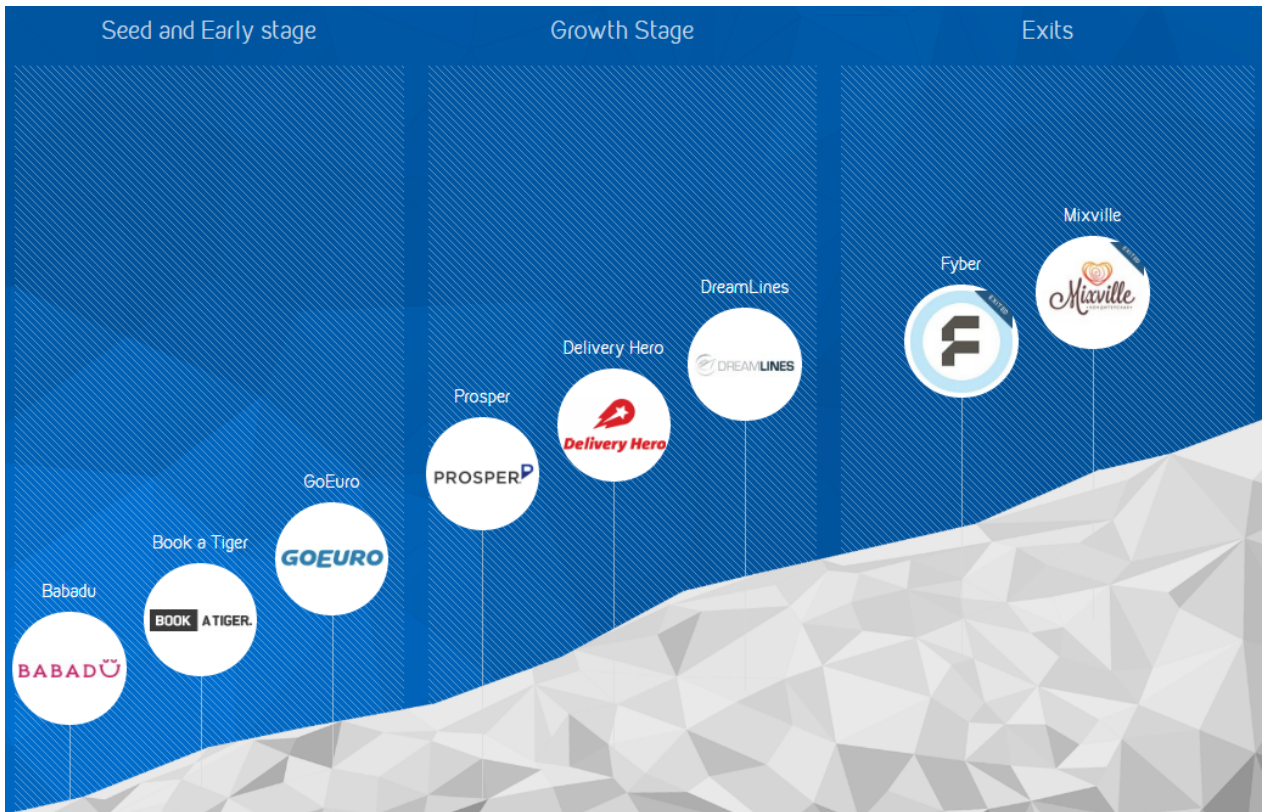
splento

VENTURE DAILY

webrazzi



Target Global Portfolio



February 2013

softonic
enjoy software!

Growth equity investment from
Partners Group
Passion for Private Markets

for a 30% stake alongside Softonic's
Founders and Angel Investors

Exclusive Financial Advisor to
Softonic and its Shareholders

NOAH
ADVISORS



May 2012

fotolia

150 million growth equity investment
from
KKR

for a 50% stake alongside Fotolia's
Founders and TA Associates
additional \$150 million senior debt
financing. Total \$300 million investment

Financial Advisor to
Fotolia and its Shareholders

NOAH
ADVISORS



[Read the case study here >>](#)

NOAH Advisors Overview

April 2011

SUMMIT PARTNERS **TA Associates**

have acquired a majority stake in

BIGPOINT

for \$350m from.

GMT **Comcast** **GE**

Exclusive Advisor to
Summit Partners and TA Associates

NOAH
ADVISORS



July 2011

Sale of a majority stake in

EnGrande.com

budgetplaces.com

to

Palamon
Capital Partners

Advisor to EnGrande

NOAH
ADVISORS



Unique Industry Know-How

- ✓ 100% focused on Internet companies in 25 verticals
 - Covering 250 leading European Internet companies, 200 Investors and 50 Corporates
- ✓ Deep understanding of industry dynamics
- ✓ Ability to add value beyond banking advice
 - Facilitates overall process and minimizes management distraction

Unmatched Network and Relationships

- ✓ NOAH Advisors is globally well connected and has direct access to virtually all key players in the industry
 - Knowledge of and strong relationships with potential buyers' key decision makers
 - Database of over 2k companies and 30k individuals
 - Proactively finds and unlocks attractive investment opportunities for leading investors
- ✓ Annual NOAH Conference in its 7th year

Strong Investment Banking Competence

- ✓ The NOAH team has 20+ years of media investment banking experience
 - Routine execution of M&A and financing transactions with sizes of several billion euros
- ✓ 25 successfully completed NOAH Advisors transactions underline successful transfer of M&A competencies to the Internet sector

Full Commitment - We Are Entrepreneurs!

- ✓ The NOAH team are entrepreneurs and focused on growing the business and establishing a reputation for excellence
- ✓ Ability to deliver top results in short time frames
- ✓ Highly success-based compensation structures align interests of clients and NOAH Advisors, and demonstrate conviction to deliver top results
- ✓ Creative deal solutions

The NOAH Advisors Core Banking Team



Marco Rodzynek
Founding Managing Director

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+41 799 581 512



Jan Brandes
Managing Director

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+49 174 2010 984



Nikhil Parmar
Director

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+44 7521 835 241



Aleksander Skwarczek
Analyst

aleksander.skwarczek@noah-advisors.com
+48 692 270 613

Selected Completed NOAH Transactions

<p>August 2017</p> <p>Acquisition of a Majority Stake in</p> <p>Luminati</p> <p>by</p> <p>EMK Capital <small>Enterprise Management Knowledge</small></p> <p>at a valuation of \$200m</p> <p><i>Financial Advisor to EMK Capital</i></p>	<p>December 2016</p> <p>Investment in</p> <p>FLIXBUS</p> <p>by</p> <p>SILVERLAKE</p> <p><i>Financial Advisor to Silver Lake</i></p>	<p>October 2016</p> <p>Investment in</p> <p>KäuferPortal</p> <p>by</p> <p>ProSiebenSat.1 Media SE and GENERAL ATLANTIC</p> <p>84% Ownership</p> <p><i>Exclusive Financial Advisor to KäuferPortal and its Shareholders</i></p>	<p>September 2016</p> <p>Acquisition of a Majority Stake in</p> <p>PARSHIP ELITE Group</p> <p>by</p> <p>ProSiebenSat.1 Media SE</p> <p>from</p> <p>OAKLEY CAPITAL</p> <p>at a valuation of €300m</p> <p><i>Financial Advisor to Oakley Capital</i></p>
<p>December 2014</p> <p>Sale of 100% of</p> <p>fotolia</p> <p>for €800m to</p> <p>Adobe</p> <p><i>Exclusive Financial Advisor to Fotolia and the Selling Shareholders</i></p>	<p>October 2014</p> <p>Sale of 100% of</p> <p>trovit</p> <p>for €80m to</p> <p>NEXT Co., Ltd.</p> <p><i>Exclusive Financial Advisor to Trovit and its Shareholders</i></p>	<p>September 2014</p> <p>Sale of controlling stake in</p> <p>facile.it <small>RISSPHARMIE E FACILE</small></p> <p>to</p> <p>Oakley Capital Private Equity</p> <p><i>Exclusive Financial Advisor to Facile.it and its Shareholders</i></p>	<p>May 2014</p> <p>wallao <small>bezaa www.wallao.co.it</small></p> <p>sold 100% of</p> <p>yad2.co.il</p> <p>for \$228m to a joint venture between</p> <p>axel springer and GENERAL ATLANTIC</p> <p><i>Exclusive Financial Advisor to Yad2 and its Shareholders</i></p>

NOAH Advisors Overview (Cont'd)

The NOAH Advisors Team



Marco Rodzynek
Founding Managing Director
Apr-09

marco.rodzynek@noah-advisors.com
Mobile: +41 799 58 1512

- Lehman Brothers, 1998 - April 2009 (acquired by Nomura end 2008)
- Head of Internet, Media Investment Banking
- 40+ completed M&A deals (\$95bn+), including:



Jan Brandes
Managing Director
With NOAH Advisors since Aug-10

jan.brandes@noah-advisors.com
Mobile: +49 174 2010 984

- Lehman Brothers, 2005 - May 2010 (Nomura from end 2008)
- Media/TMT Investment Banking
- 20+ completed M&A deals, including:



Justus Lumpe
Managing Director
With NOAH Advisors since Dec-15

- Lehman Brothers / Nomura, Industrials, 2005-2012
- Selected transactions include:



Dr. Gerhard Cromme
Chairman
With NOAH Advisors since Jun-17

- Chairman of the Supervisory Board of Siemens AG
- Former Chairman of the Executive Board and later Chairman of the Supervisory board of ThyssenKrupp AG
- Board memberships include: Compagnie de Saint-Gobain, Allianz SE, Deutsche Lufthansa AG, E.ON AG, BNP Paribas S.A., Suez S.A., Volkswagen AG, ABB Ltd., Thales S.A. and Axel Springer AG



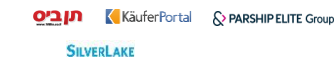
Nikhil Parmar
Director
With NOAH Advisors since Jul-12

- BSc in Economics and MSc in Economics (with specialisation in Finance) from the London School of Economics
- Completed M&A deals include: EMK Capital



Aleksander Skwarczek
Analyst
With NOAH Advisors since Sep-15

- M&A / corporate finance at IPOPEMA Securities, EY and KPMG
- Completed M&A deals include:



Lukas Schlund
Analyst
With NOAH Advisors since Feb-18

- Investment banking and Venture Capital experience from SevenVentures, aws Founders Fund, GP Bullhound and BNP Paribas
- Graduated in Management from EBS Business School and KEDGE Business School



Marco Bombach
Creative Director
With NOAH Advisors since Jun-10

- Digital content creation, creative concept development, covering the full audio-visual production chain, content distribution and optimization



Maria del Mar Pérez
CTO
With NOAH Advisors since Feb-17

- 9+ years experience in software development
- BSc in Computer Engineering



Gema Alba
New Media Designer
With NOAH Advisors since Jun-15

- 12+ years experience in visual and user interface design, and UI development



Mayra Fernandez
Sales Associate
With NOAH Advisors since Mar-18

- BA in Marketing from the University of South Florida



Paula García
VP NOAH
With NOAH Advisors since Jan-16

- Sales & Marketing, QP Magazine @ The Telegraph, London
- Client Service, Global Forest Partners, NH, USA



Martina Grivnova
VP Conference Management
With NOAH Advisors since May-17

- BA in International Business and Management from European Business School London



Marina Khrolovich
Assistant
With NOAH Advisors since Jan-12

- Manager in International Business Department of SOE "Belaeronavigation"
- Economics and Industrial Management, Belarusian State University of Informatics and Radioelectronics



Andrea Lunello
Senior Developer
With NOAH Advisors since May-17

- 14+ years experience in software development
- BSc in Computer Security



Daniel Wasowicz
Head of Data Team
With NOAH Advisors since Feb-16

- Assistant Director of Sales in HERMES POLAND
- Business Owner's assistant in Ledkos

Selected NOAH Advisors Deals

<p>August 2017</p> <p>Acquisition of a Majority Stake in</p> <p>Luminati</p> <p>by</p> <p>EMK Capital Enterprise Management Knowledge</p> <p>at a valuation of \$200m</p> <p>Financial Advisor to EMK Capital</p>	<p>December 2016</p> <p>Investment in</p> <p>FLiXBUS</p> <p>by</p> <p>SILVERLAKE</p> <p>Financial Advisor to Silver Lake</p>	<p>October 2016</p> <p>Investment in</p> <p>KäuferPortal</p> <p>by</p> <p>ProSiebenSat.1 Media SE GENERAL ATLANTIC</p> <p>84% Ownership</p> <p>Exclusive Financial Advisor to KäuferPortal and its Shareholders</p>	<p>September 2016</p> <p>Acquisition of a Majority Stake in</p> <p>PARSHIP ELITE Group</p> <p>by</p> <p>ProSiebenSat.1 Media SE</p> <p>from</p> <p>OAKLEY CAPITAL</p> <p>at a valuation of €300m</p> <p>Financial Advisor to Oakley Capital</p>
<p>May 2016</p> <p>Investment in</p> <p>10Bis</p> <p>תניבים www.10bis.co.il</p> <p>by</p> <p>TA ASSOCIATES</p> <p>Exclusive Financial Advisor to 10Bis and its Shareholders</p>	<p>November 2015</p> <p>\$5m fundraising and NOAH as the Lead Investor</p> <p>pipedrive™</p> <p>Exclusive Financial Advisor to Pipedrive</p>	<p>August 2015</p> <p>\$14m fundraising and NOAH as the Lead Investor</p> <p>ALOHA</p> <p>Exclusive Financial Advisor to Aloha</p>	<p>September 2015</p> <p>Sale of 70% stake in</p> <p>פורטל דרשנים drushim.co.il</p> <p>to</p> <p>yad2.co.il axel springer Axel Springer Digital Classifieds</p> <p>Exclusive Financial Advisor to Drushim and its Shareholders</p>
<p>July 2015</p> <p>Primary funding for</p> <p>bIScience</p> <p>from</p> <p>WPP KANTAR MEDIA</p> <p>Advisor to BIScience</p>	<p>December 2014</p> <p>Sale of 100% of</p> <p>fotolia</p> <p>for \$800m to</p> <p>Adobe</p> <p>Exclusive Financial Advisor to Fotolia and the Selling Shareholders</p>	<p>October 2014</p> <p>Sale of 100% of</p> <p>trovit</p> <p>for €80m to</p> <p>NEXT Co., Ltd.</p> <p>Exclusive Financial Advisor to Trovit and its Shareholders</p>	<p>September 2014</p> <p>Sale of controlling stake in</p> <p>facile.it RISPARMIARE È FACILE</p> <p>to</p> <p>Oakley Capital Private Equity</p> <p>Exclusive Financial Advisor to Facile.it and its Shareholders</p>
<p>August 2014</p> <p>ask.fm</p> <p>sale to</p> <p>IAC Ask</p> <p>Advisor to the Selling Shareholders</p>	<p>May 2014</p> <p>bezeq walla www.walla.co.il</p> <p>sold 100% of</p> <p>yad2.co.il</p> <p>for \$228m to JV between</p> <p>axel springer GENERAL ATLANTIC</p> <p>Exclusive Financial Advisor to Yad2 and its Shareholders</p>	<p>February 2013</p> <p>softonic enjoy software!</p> <p>Growth equity investment from</p> <p>Partners Group Passion for Private Markets</p> <p>for a 30% stake alongside Softonic's Founders and Angel Investors at €275m valuation</p> <p>Exclusive Financial Advisor to Softonic and its shareholders</p>	<p>May 2012</p> <p>fotolia</p> <p>\$150 million growth equity investment from</p> <p>KKR</p> <p>for a 50% stake alongside Fotolia's Founders and TA Associates</p> <p>Additional \$150 million senior debt financing</p> <p>Exclusive Financial Advisor to Fotolia and its Shareholders</p>
<p>April 2012</p> <p>Sale of 100% in</p> <p>Toprural</p> <p>to</p> <p>HomeAway®</p> <p>Financial Advisor to Toprural and its Shareholders</p>	<p>November 2011</p> <p>Sale of a majority stake in</p> <p>grupfoni Şehir artık daha güzel!</p> <p>to</p> <p>Quants Financial Services AG</p> <p>Exclusive Financial Advisor to grupfoni and its Shareholders</p>	<p>July 2011</p> <p>Sale of a majority stake in</p> <p>EnGrande.com</p> <p>budgetplaces.com Save on the hotel. Spend on the fun.</p> <p>to</p> <p>Palamon Capital Partners</p> <p>at a valuation of €40m</p> <p>Exclusive Advisor to EnGrande</p>	<p>July 2011</p> <p>SUMMIT PARTNERS TA Associates</p> <p>have acquired a majority stake in</p> <p>BIGPOINT</p> <p>for \$350m from</p> <p>comcast GMT GE INTERACTIVE CAPITAL</p> <p>Exclusive Advisor to Summit Partners and TA Associates</p>

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