

DEAL ADVISORY SERVICES

Technology Transactions

About Cherry Bekaert's Deal Advisory Services

As a nationally recognized, growth-oriented firm, Cherry Bekaert provides guidance and support that help our clients move forward to reach their organizational goals.

Cherry Bekaert's team of Deal Advisory professionals has assisted strategic and financial clients in all aspects of buy-side and sell-side due diligence across a variety of industries. Our Deal Advisory team has significant experience advising on technology deals, having worked on hundreds of transactions with aggregate value in excess of \$150 billion. This established track record combined with the knowledge and expertise gained in middle-market transactions makes the Firm an ideal partner for any transaction project. We can provide:

- ▶ Technology-driven expertise and focus
- ▶ Proven process with senior-level attention
- ▶ Financial and non-financial assistance during the entire deal lifecycle

Technology Statistics for 2022



115 Deals
\$3.2B Transaction Value

Technology Sub-Segments

Software/SaaS

Cyber/Security

Health Technology

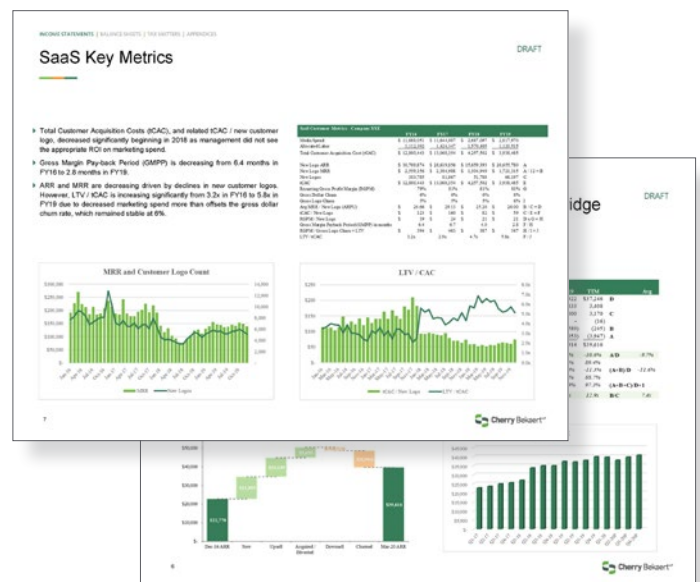
Hardware

Financial Technology

Clean Technology

IT Services

Technology-Enabled Services

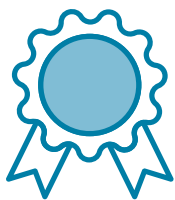


Technology Transaction Experience

Our Deal Advisory practice includes more than 80 professionals, many of whom have significant deal advisory experience in technology and software, and are dedicated industry professionals. In addition to due diligence, our technology team provides post-close services, including assurance, tax, risk and digital solutions.

Most notably, our technology team created the software industry standard debt underwriting tool (Recurring Revenue Valuation), which is used by leading senior and subordinated lenders across the country who finance companies within the software industry. The tool assigns an intrinsic value to a company's software IP, based on a theoretical harvest/downtside scenario in which the value is derived from retaining the company's existing recurring revenue customer base with assumptions on future customer churn rates and operating expense structure. In connection with these transactions, we have analyzed hundreds of perpetual and SaaS businesses that are portfolio companies of some of the nation's leading private equity firms and senior leaders.

7x Award Winner



- USA Due Diligence & Valuation Firm of the Year (2023)
- USA Due Diligence & Valuation Firm of the Year (2022)
- USA Due Diligence Advisor of the Year (2021)
- USA Valuation Firm of the Year (2013, 2020)
- USA Accounting & M&A Firm of the Year (2019)
- USA Recapitalization Deal of the Year (2019)

About Our Firm

1500+
Employees Firmwide

140+
Partners

75+ Years in Business



\$290M+
Annual Revenue

Ranked a top U.S. Accounting Firm
by Accounting Today and Inside
Public Accounting

Serving
Clients
Across the
U.S. and Internationally

Member of Allinial Global,
the 2nd largest accounting and
consulting association in the world,
represented by over 256 fellow firms in
99 countries with a combined
revenue of \$4.5312 Billion

We Can Guide You Forward



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About Cherry Bekaert

"Cherry Bekaert" is the brand name under which Cherry Bekaert LLP and Cherry Bekaert Advisory LLC, independently owned entities, provide professional services in an alternative practice structure in accordance with applicable professional standards. Cherry Bekaert LLP is a licensed CPA firm that provides attest services, and Cherry Bekaert Advisory LLC and its subsidiary entities provide tax and advisory services. For more details, visit cbh.com/disclosure.

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 **Cherry Bekaert**
Your Guide Forward