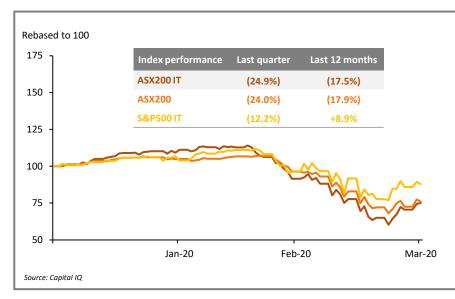


#### **Quarterly performance**



#### Commentary

Global markets traded through significant volatility in the quarter to 31 March 2020 driven by the effects of COVID-19.

Amongst the Australian indices, the most impacted was the ASX200 IT Index which underperformed when compared to the ASX200 and the S&P500 IT.

The uncertainty caused by COVID-19 has weakened market sentiment in the quarter as businesses assess the impact that lockdowns have on their operations.

#### Quarterly M&A & other news

Date	Description
30-Mar-20	Bain Capital provided capital to <b>Webjet</b> (ASX:WEB) after a proposal by KKR to secure a small equity stake falls through as the business looks to raise up to A\$250m
2-Mar-20	Payment technology business <b>Airwallex</b> raised US\$160m of Series D venture funding in a round which included Tencent Holdings, ANZi Ventures and Salesforce Ventures
27-Feb-20	Hipages, a platform that connects tradespeople and consumers, reported to be seeking to list on the ASX
25-Feb-20	Consumer finance comparison website <b>Canstar</b> reported to be seeking to list on the ASX
24-Feb-20	The ASX launched the S&P/ASX All Technology ("All Tech") Index in a push to attract more technology listings
5-Feb-20	<b>Way2VAT</b> , an automated VAT/GST reclaim solution, is reported to be looking to raise A\$15m on the ASX by way of IPO, valuing the company at a market capitalisation of A\$60m
29-Jan-20	Tinybeans (ASX:TNL), a family photo sharing platform acquired Red Tricycle, an American parenting website
28-Jan-20	<b>Class</b> (ASX:CL1) agreed to acquire NowInfinity, a provider of cloud-based documentation platform solutions from Future Now Ventures
23-Jan-20	Potentia Capital agreed to acquire a controlling stake in <b>CompliSpace Technology</b> , a specialist in governance, risk and compliance software and services
17-Jan-20	Investors led by BlackRock invested US\$70m in <b>SiteMinder</b> , valuing the company at c.A\$1.1bn
10-Jan-20	Macquarie Infrastructure agreed to acquire a c.88% stake in data centre business <b>Airtrunk</b> from Goldman Sachs and TPG at an enterprise value of c.A\$3.0bn
3-Jan-20	CDPQ and Inovia Capital backed <b>AlayaCare</b> announced the acquisition of Procura, a division of Complia Health, a global provider of enterprise software for long-term and post-acute care provider organisations

Sources: Capital IQ, Mergermarket, press reports

Record Point is an independent corporate advisory firm located in Sydney, Australia and San Francisco, United States. Our team of professionals advises public and private companies across numerous sectors with a particular focus on healthcare, technology, consumer and industrials. Our team offers a wealth of experience having successfully led and executed transactions valued at more than A\$30 billion.

# Largest 40 ASX-listed technology companies by market capitalisation (31 March 2020)

			<i>0.</i>			· .								
		Market	Share	Share price performance (%)				int) to 52 week (%)	Premium / (discount) to VWAP (%)			Multiples (Jun-21)		
	Company	capitalisation (A\$m)	price (A\$)	Last quarter	Year-to-date	Last 12 months	High	Low	1 month	3 months	6 months	EV/Revenue	EV/EBITDA	P/E
_1	REA	10,141	76.99	(26%)	(26%)	3%	(34%)	24%	(7%)	(18%)	(22%)	11.3x	18.8x	31.0x
_ 2	Xero	9,601	67.91	(15%)	(15%)	40%	(25%)	37%	(3%)	(10%)	(9%)	10.3x	44.0x	n.m.
3	WiseTech	5,421	17.10	(27%)	(27%)	(26%)	(56%)	72%	22%	(3%)	(22%)	10.2x	32.7x	59.9x
_ 4	Computershare	5,252	9.71	(42%)	(42%)	(43%)	(48%)	17%	(11%)	(27%)	(33%)	2.1x	7.5x	10.3x
5	Afterpay	5,001	18.80	(36%)	(36%)	(10%)	(54%)	135%	3%	(19%)	(26%)	6.6x	n.m.	n.m.
6	Altium	3,743	28.59	(18%)	(18%)	(12%)	(33%)	24%	4%	(10%)	(12%)	9.6x	24.3x	40.5x
_ 7	NEXTDC	3,073	8.92	36%	36%	41%	(3%)	56%	16%	18%	24%	15.3x	29.1x	n.m.
8	Carsales	2,882	11.75	(29%)	(29%)	(7%)	(40%)	22%	(11%)	(23%)	(24%)	7.3x	14.1x	20.1x
9	Technology One	2,549	8.00	(3%)	(3%)	-	(15%)	26%	9%	1%	(1%)	7.4x	22.0x	34.8x
10	Appen	2,395	19.69	(12%)	(12%)	(12%)	(38%)	25%	0%	(11%)	(12%)	3.1x	15.4x	26.1x
11	Pro Medicus	2,020	19.43	(13%)	(13%)	31%	(49%)	34%	12%	(7%)	(16%)	27.4x	40.1x	63.9x
12	IRESS	1,808	10.42	(20%)	(20%)	(20%)	(29%)	26%	0%	(11%)	(13%)	3.6x	13.8x	21.1x
13	Link	1,713	3.23	(45%)	(45%)	(56%)	(59%)	22%	(13%)	(33%)	(37%)	2.0x	7.9x	10.4x
14	Megaport	1,429	9.84	(8%)	(8%)	141%	(21%)	145%	18%	4%	4%	15.3x	n.m.	n.m.
15	Domaind	1,181	2.02	(45%)	(45%)	(21%)	(50%)	21%	(12%)	(35%)	(38%)	4.6x	13.5x	32.3x
16	Codan	974	5.41	(27%)	(27%)	72%	(37%)	75%	0%	(17%)	(16%)	2.6x	8.1x	13.8x
17	Bravura	943	3.86	(26%)	(26%)	(29%)	(38%)	32%	4%	(13%)	(13%)	2.7x	12.9x	19.3x
18	Pushpay	899	3.39	(14%)	(14%)	12%	(28%)	41%	4%	(9%)	(5%)	3.4x	14.5x	26.6x
19	EML	816	2.30	(49%)	(49%)	31%	(60%)	92%	0%	(32%)	(38%)	3.2x	11.0x	18.5x
20	FINEOS	722	2.73	3%	3%	n.a.	(29%)	26%	(6%)	(16%)	(10%)	4.1x	26.3x	n.m.
21	Hansen	575	2.90	(24%)	(24%)	(0%)	(32%)	11%	(3%)	(10%)	(14%)	2.4x	8.5x	13.4x
22	Data#3	530	3.44	(7%)	(7%)	94%	(31%)	106%	8%	(8%)	(5%)	0.3x	12.4x	19.8x
23	Nearmap	511	1.13	(56%)	(56%)	(60%)	(74%)	36%	(6%)	(33%)	(44%)	4.2x	29.9x	n.m.
24	Webjet	510	3.76	(71%)	(71%)	(74%)	(78%)	-	(40%)	(60%)	(64%)	1.3x	3.6x	5.8x
25	Kogan	507	5.35	(30%)	(30%)	51%	(34%)	55%	21%	3%	(4%)	1.1x	11.7x	21.8x
26	Infomedia	454	1.43	(32%)	(32%)	(7%)	(43%)	19%	(16%)	(23%)	(27%)	4.1x	8.3x	20.3x
27	Integrated Researc	h 447	2.60	(20%)	(20%)	-	(26%)	19%	0%	(7%)	(10%)	3.8x	9.4x	17.6x
28	Elmo	330	4.38	(29%)	(29%)	(23%)	(48%)	20%	(18%)	(33%)	(33%)	3.8x	n.m.	n.m.
29	Life360	293	2.00	(37%)	(37%)	n.a.	(64%)	32%	(10%)	(25%)	(30%)	1.1x	n.m.	n.m.
30	Audinate	257	3.79	(52%)	(52%)	(37%)	(59%)	51%	(16%)	(35%)	(42%)	5.2x	37.6x	n.m.
31	Volpara	234	1.07	(42%)	(42%)	(24%)	(51%)	35%	(3%)	(25%)	(34%)	6.9x	n.m.	n.m.
32	rhipe	216	1.54	(26%)	(26%)	(15%)	(51%)	33%	(1%)	(16%)	(29%)	2.9x	11.4x	22.6x
33	Bigtincan	167	0.54	(22%)	(22%)	19%	(50%)	104%	12%	(20%)	(19%)	3.2x	n.m.	n.m.
34	Dubber	154	0.81	(30%)	(30%)	(15%)	(54%)	112%	17%	(6%)	(26%)	n.m.	n.m.	n.m.
35	Redbubble	153	0.59	(48%)	(48%)	(45%)	(72%)	48%	(11%)	(37%)	(54%)	0.3x	7.4x	85.5x
36	Over the Wire	150	2.91	(37%)	(37%)	(40%)	(45%)	59%	16%	(16%)	(27%)	1.5x	7.5x	15.7x
37	Catapult	144	0.76	(52%)	(52%)	(20%)	(66%)	51%	(19%)	(46%)	(49%)	1.0x	6.4x	22.5x
	ResApp	142	0.20	(20%)	(20%)	127%	(53%)	255%	53%	27%	(9%)	18.4x	n.m.	n.m.
	LiveTiles	135	0.16	(44%)	(44%)	(69%)	(75%)	41%	(6%)	(33%)	(40%)	1.4x	n.m.	n.m.
40	Class	135	1.10	(46%)	(46%)	(34%)	(53%)	24%	(7%)	(31%)	(37%)	2.3x	5.9x	17.5x
	Average	1,715		(29%)	(29%)	(1%)	(45%)	52%	(0%)	(18%)	(23%)			

# Top 10 best performers in the last quarter<sup>(1)</sup>

		Market	Share	Share price performance (%)			Premium / (discou	nt) to 52 week (%)	Premium / (discount) to VWAP (%)			Multiples (Jun-21)		
	Company	capitalisation (A\$m)	price (A\$)	Last quarter	Year-to-date	Last 12 months	High	Low	1 month	3 months	6 months	EV/Revenue	EV/EBITDA	P/E
1	NEXTDC	3,073	8.92	36%	36%	41%	(3%)	56%	16%	18%	24%	15.3x	29.1x	n.m.
2	FINEOS	722	2.73	3%	3%	n.a.	(29%)	26%	(6%)	(16%)	(10%)	4.1x	26.3x	n.m.
3	Technology One	2,549	8.00	(3%)	(3%)	-	(15%)	26%	9%	1%	(1%)	7.4x	22.0x	34.8x
4	Data#3	530	3.44	(7%)	(7%)	94%	(31%)	106%	8%	(8%)	(5%)	0.3x	12.4x	19.8x
5	Megaport	1,429	9.84	(8%)	(8%)	141%	(21%)	145%	18%	4%	4%	15.3x	n.m.	n.m.
6	Appen	2,395	19.69	(12%)	(12%)	(12%)	(38%)	25%	0%	(11%)	(12%)	3.1x	15.4x	26.1x
7	Pro Medicus	2,020	19.43	(13%)	(13%)	31%	(49%)	34%	12%	(7%)	(16%)	27.4x	40.1x	63.9x
8	Pushpay	905	3.39	(14%)	(14%)	12%	(28%)	41%	4%	(9%)	(5%)	3.4x	14.5x	26.6x
9	Xero	9,601	67.91	(15%)	(15%)	40%	(25%)	37%	(3%)	(10%)	(9%)	10.3x	44.0x	n.m.
10	Altium	3,743	28.59	(18%)	(18%)	(12%)	(33%)	24%	4%	(10%)	(12%)	9.6x	24.3x	40.5x
	Average	2,697		(5%)	(5%)	37%	(27%)	52%	6%	(5%)	(4%)			

### Top 10 worst performers in the last quarter(1)

		Market	Share	Share price performance (%)			Premium / (discou	nt) to 52 week (%)	Premium	/ (discount) to	VWAP (%)	Multiples (Jun-21)		
	Company	capitalisation (A\$m)	price (A\$)	Last quarter	Year-to-date	Last 12 months	High	Low	1 month	3 months	6 months	EV/Revenue	EV/EBITDA	P/E
	Webjet	510	3.76	(71%)	(71%)	(74%)	(78%)	-	(40%)	(60%)	(64%)	1.3x	3.6x	5.8x
	2 Atomos	85	0.46	(67%)	(67%)	(62%)	(75%)	90%	8%	(35%)	(60%)	0.9x	12.2x	65.7x
- :	8 Netlinkz	92	0.05	(63%)	(63%)	(10%)	(85%)	10%	20%	(29%)	(46%)	4.4x	23.3x	30.8x
_	PainCheck	85	0.08	(57%)	(57%)	122%	(78%)	193%	1%	(29%)	(56%)	12.2x	n.m.	n.m.
	Nearmap	511	1.13	(56%)	(56%)	(60%)	(74%)	36%	(6%)	(33%)	(44%)	4.2x	29.9x	n.m.
	Praemium	98	0.24	(53%)	(53%)	(59%)	(65%)	26%	(14%)	(32%)	(46%)	1.7x	5.8x	15.9x
	7 Audinate	257	3.79	(52%)	(52%)	(37%)	(59%)	51%	(16%)	(35%)	(42%)	5.2x	37.6x	n.m.
	Citadel	133	2.35	(52%)	(52%)	(68%)	(69%)	95%	5%	(7%)	(8%)	0.8x	2.9x	5.8x
- 9	Catapult	144	0.76	(52%)	(52%)	(20%)	(66%)	51%	(19%)	(46%)	(49%)	1.0x	6.4x	22.5x
1	0 EML	816	2.30	(49%)	(49%)	31%	(60%)	92%	0%	(32%)	(38%)	3.2x	11.0x	18.5x
	Average	273		(57%)	(57%)	(24%)	(71%)	64%	(6%)	(34%)	(45%)			

Source: Capital IQ as at 31 March 2020
Note: (1) Top 10 best and worst performers are based on companies with a minimum market capitalisation of A\$50 million and have traded for the full quarter

