VISTA POINT ADVISORS VPA Overview

A Truly Unconflicted Approach

Vista Point Advisors Is The Leading Sell-Side Investment Bank Exclusively Focused On M&A and Capital Raising For Founder-Led Software And Internet Companies

- Focus on Founder-Led, minimally-funded businesses
- Unconflicted advice:
 exclusively a sell-side advisor
- Software and Internet domain expertise

Key Metrics

104 TRANSACTIONS **18** INVESTMENT BANKERS

24% CROSS BORDER DEALS

\$7.6B TOTAL ENTERPRISE VALUE

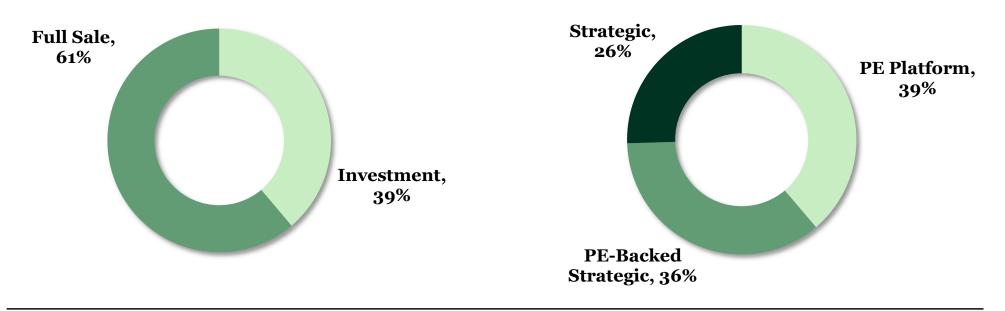
9+ Years SENIOR BANKER TENURE

100% SELL-SIDE TRANSACTIONS

TRANSACTION SIZE RANGE

\$25 - \$350M

1,500+ LOIs RECEIVED **900+** BUYER RELATIONSHIPS



Closed Transactions With Leading Strategic Buyers & Private Equity Firms

VPA routinely conducts dual-track processes resulting in closed transactions with industry-leading strategic and private equity buyers.

Closed Transactions

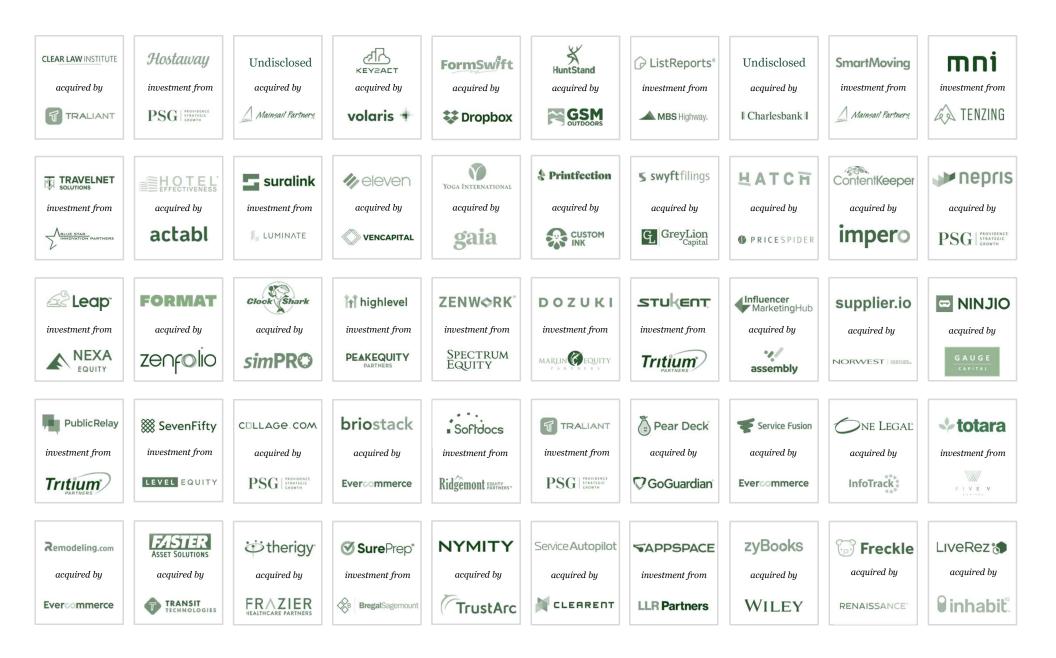
LEADING INVESTORS			LEADING STRATEGIC BUYERS		
Advent International GLOBAL PRIVATE FOURTY.	∧ ASG	Charlesbank	a	AUTODESK	Bankrate
FRANCISCO PARTNERS	FrontierCapital		Blackboard	🖬 Campaign Monitor	Chegg
GI PARTNERS	Great Hill	GreyLion	delu×e.	😻 Dropbox	<epam></epam>
GSV GREATER SUM VENTURES®	INSIGHT Partners	KI	Evercommerce	EVER PI [®] from Blackbaud	Gartner
LLR Partners	LUMINATE	Mainsail Partners	GoGuardian	IACI	inhabit [®]
NEA	NORWEST	Pamlico	J2 GLOBAL	WILEY	lendingtree
PEAKSPAN	PRIMUS	$PSG \mid \texttt{providence}_{\texttt{growth}}^{\texttt{providence}}$	© Mediware [®]	REAL ESTATE SOFTWARE	OnBase by Hyland
[₩] Rothschild & Co	SILVERSMITH	Spectrum Equity	ersonify.	PLANAR	REALPAGE
A Sumeru	SUMMIT PARTNERS	TAASSOCIATES	RENAIS SANCE	TRALIANT	Vector Solutions
TENZING	THOMABRAVO	VISTA	west	*xplor	Ziff. Davis

VISTA POINT ADVISORS

Partnered with Exceptional Companies Over The Years

VPA has acted as a trusted advisor for founders of market-leading business across a variety of sectors.

Leading Advisor to Founder-Led Technology Companies



VPA Drives Premium Outcomes

Consistent track-record of representing leading private companies on outstanding transactions with leading blue-chip strategic acquirers and private equity investors.

Results

SELECT PE PLATFORM BUYOUTS

Seller — 🕨 Buyer

SELECT PE BUYOUTS

HATCH	GROWTH	Ecommerce Enablement	Hostaway	$PSG _{\rm growth}^{\rm providence}$	Property Management SaaS
vuture	INSIGHT PARTNERS	Marketing Automation	SurePrep®	BregalSagemount	Tax Accounting SaaS
FORMAT	CENTRE LANE PARTNERS	Web Services	♥ GoGuardian	▲ Sumeru	EdTech SaaS
TRAVELNET SOLUTIONS	ABLUE STAR INNOVATION PARTNERS	Travel / Hospitality SaaS	PAYTRONIX	Great Hill PARTNERS	Payments SaaS
CLEAR LAW INSTITUTE	TRALIANT	Compliance SaaS	absorb	☐ SILVERSMITH	LMS SaaS
Pear Deck	GoGuardian	EdTech SaaS	≤ swyft filings	G GreyLion Capital	Business Services
Clock Shark	simPRO	Field Service Management	MEDIARadar	GROWTH	Sales Intelligence SaaS
Printfection	Great Hill PARTNERS CUSTOM	Ecommerce Tech	SECURELINK	VISTA EQUITY PARTNERS	Security SaaS
EFFECTIVENESS	A ASG ProfitSword	Hospitality Management SaaS	SAPPSPACE	LLR Partners	Workplace Management SaaS

VISTA POINT ADVISORS

Results

SELECT STRATEGIC SALES

Seller — Buyer

FormSwift	Stropbox	Document Mgmt. SaaS	Thinkbox Software	amazon	Infrastructure SaaS
ValuePenguin 🕈	lendingtree	Personal Finance SaaS	Tweak Software	AUTODESK.	VFX SaaS
STUDY BLUE	Chegg	EdTech	Service Autopilot	CLEARENT"	Field Service SaaS
zyBooks	WILEY	EdTech	tel tech	IAC	Mobile Privacy SaaS
Yoga International	gaia	Health & Fitness	Software Advice.	Gartner	Software Comparison
Service Fusion	Evercommerce	Field Service Management		• REALPAGE	Real Estate Technology
test IO	<epam></epam>	IT Software	ParentLINK	Blackboard	EdTech SaaS
Freckle	RENAISSANCE	EdTech SaaS	NYMITY PRIVACY COMPLIANCE SOFTWARE	TrustArc	Compliance SaaS
LogoMix	delu×e.	Logo Design	Bowman Systems Software and Data Support for Human Services	© Mediware	Human Service SaaS

VISTA POINT ADVISORS

24% Of VPA's Deals Are Outside The US

The global perspective of VPA and access to international decision-makers enables us to routinely close complex cross-border M&A transactions.

Global Expertise

Seller — Buyer

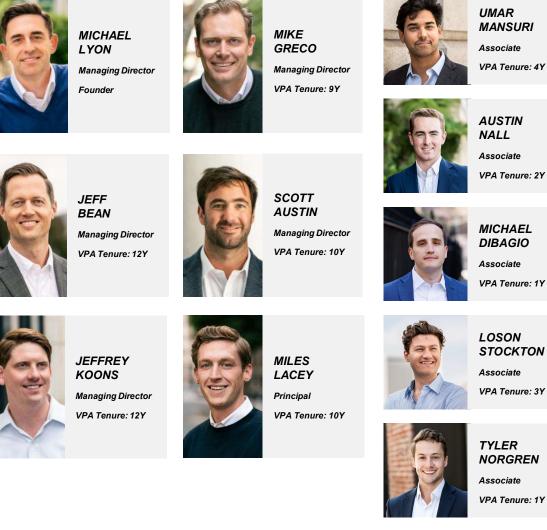
mni	UK	💫 TENZING	UK
HATCH	Netherlands	PRICE SPIDER	USA
ContentKeeper	Australia	impero	UK
Clock	USA	simPRO	Australia
FORMAT	Canada	zenfolio	USA
MarketingHub	Denmark	assembly	USA
POWR	USA	pluribus	Canada
totara	New Zealand	F I V E V	Australia
One Legal	USA	InfoTrack a	Australia
Remodeling.com"	Jordan	Evercommerce	USA
NYMITY	Canada	TrustArc	USA
test IO	Germany	<epam></epam>	USA

vuture	UK	Campaign Monitor	USA
Revolution IT	Australia	Capital Partners	Australia
Wild Apricot	Canada	Personify	USA
OPUS 2	UK	💥 Rothschild & Co	UK
absorb	Canada	₽ SILVERSMITH	USA
Thinkbox Software	Canada	amazon	USA
NaturalPoint	USA	利亚德	China
Synrevoice makers of School Connects	Canada	west	USA
CYARA	Australia	PEAKSPAN	USA
gogo VAN	Hong Kong	(V) renren	China
://ISYS	Australia	🚺 Lexmark	USA
Retail MeNotinc.	Australia	WHALE SHARK	USA

Industry Leading Investment Banking Team & Tenure

VPA bankers have advised on a total transaction value of more than \$40 billion and leverage a diverse background to deliver successful transactions to clients.

VPA Team









VPA Tenure: 2Y

PATRICK

FOWLER

Senior Analyst

VPA Tenure: 2Y

HANNAH

VPA Tenure: 1Y

YEREX

Analyst

KEVIN

ZOU

Analyst

ETHAN

CARLSON

SARABETH SANDWEISS Senior Analyst



VALERIE **CHAGARES** BD Associate VPA Tenure: 1Y



PATRICK **MCGUINNESS** BD Associate VPA Tenure: 1Y



MAXWELL SMITH BD Associate VPA Tenure: <1Y

EMILY

BD Associate

VPA Tenure: <1Y

PAP



STOCKTON VPA Tenure: 3Y

NORGREN



MARTEL Associate

NICK

VPA Tenure: 1Y



WILLIAM GOFFE Analyst VPA Tenure: 1Y

VPA Tenure: 1Y



ANNIE GRAVES VP Employee Dev. VPA Tenure: 1Y

