



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

\$25 – \$350M

TRANSACTION SIZE RANGE

\$7.6B

TOTAL ENTERPRISE VALUE

9+ Years

SENIOR BANKER TENURE

100%

SELL-SIDE TRANSACTIONS

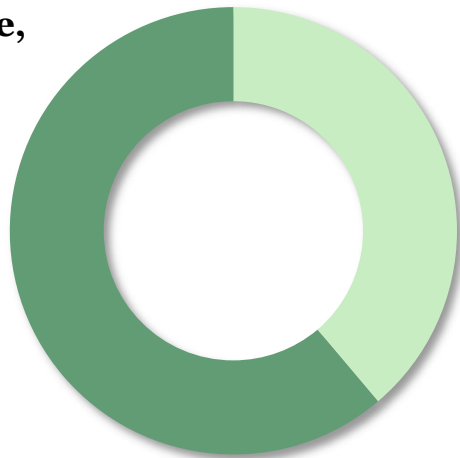
1,500+

LOIs RECEIVED

900+

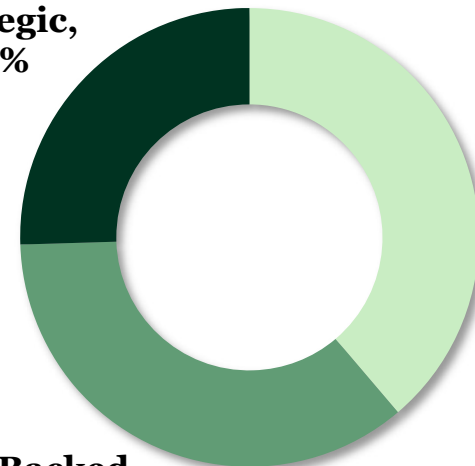
BUYER RELATIONSHIPS

**Full Sale,
61%**



**Investment,
39%**

**Strategic,
26%**



**PE Platform,
39%**

**PE-Backed
Strategic, 36%**

Closed Transactions

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



Closed Transactions

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

 <small>acquired by</small> 	 <small>investment from</small> 	<small>Undisclosed</small> <small>acquired by</small> 	 <small>acquired by</small> 	 <small>acquired by</small> 	 <small>acquired by</small> 	 <small>investment from</small> 	<small>Undisclosed</small> <small>acquired by</small> 	 <small>investment from</small> 	 <small>investment from</small>
 <small>investment from</small> 	 <small>acquired by</small> 	 <small>investment from</small> 	 <small>acquired by</small> 	 <small>acquired by</small> 	 <small>acquired by</small> 	 <small>acquired by</small> 	 <small>acquired by</small> 	 <small>acquired by</small> 	 <small>acquired by</small>
 <small>investment from</small> 	 <small>acquired by</small> 	 <small>acquired by</small> 	 <small>investment from</small> 	 <small>investment from</small> 	 <small>investment from</small> 	 <small>investment from</small> 	 <small>acquired by</small> 	 <small>acquired by</small> 	 <small>acquired by</small>
 <small>investment from</small> 	 <small>investment from</small> 	 <small>acquired by</small> 	 <small>acquired by</small> 	 <small>investment from</small> 	 <small>investment from</small> 	 <small>acquired by</small> 	 <small>acquired by</small> 	 <small>acquired by</small> 	 <small>investment from</small>
 <small>acquired by</small> 	 <small>acquired by</small> 	 <small>acquired by</small> 	 <small>investment from</small> 	 <small>acquired by</small> 	 <small>acquired by</small> 	 <small>investment from</small> 	 <small>acquired by</small> 	 <small>acquired by</small> 	 <small>acquired by</small>

Results








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

		Ecommerce Enablement
		Marketing Automation
		Web Services
		Travel / Hospitality SaaS
		Compliance SaaS
		EdTech SaaS
		Field Service Management
		Ecommerce Tech
		Hospitality Management SaaS





































SELECT PE BUYOUTS

		Property Management SaaS
		Tax Accounting SaaS
		EdTech SaaS
		Payments SaaS
		LMS SaaS
		Business Services
		Sales Intelligence SaaS
		Security SaaS
		Workplace Management SaaS

Results

SELECT STRATEGIC SALES

Seller → *Buyer*

		Document Mgmt. SaaS			Infrastructure SaaS
		Personal Finance SaaS			VFX SaaS
		EdTech			Field Service SaaS
		EdTech			Mobile Privacy SaaS
		Health & Fitness			Software Comparison
		Field Service Management			Real Estate Technology
		IT Software			EdTech SaaS
		EdTech SaaS			Compliance SaaS
		Logo Design			Human Service SaaS

Global Expertise

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

	UK		UK		UK		USA
	Netherlands		USA		Australia		Australia
	Australia		UK		Canada		USA
	USA		Australia		UK		UK
	Canada		USA		Canada		USA
	Denmark		USA		Canada		USA
	USA		Canada		USA		China
	New Zealand		Australia		Canada		USA
	USA		Australia		Australia		USA
	Jordan		USA		Hong Kong		China
	Canada		USA		Australia		USA
	Germany		USA		Australia		USA

VPA Team

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



MICHAEL LYON
Managing Director
Founder



MIKE GRECO
Managing Director
VPA Tenure: 9Y



UMAR MANSURI
Associate
VPA Tenure: 4Y



ETHAN CARLSON
Associate
VPA Tenure: 2Y



VALERIE CHAGARES
BD Associate
VPA Tenure: 1Y



JEFF BEAN
Managing Director
VPA Tenure: 12Y



SCOTT AUSTIN
Managing Director
VPA Tenure: 10Y



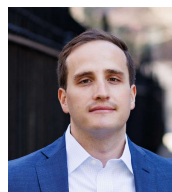
AUSTIN NALL
Associate
VPA Tenure: 2Y



SARABETH SANDWEISS
Senior Analyst
VPA Tenure: 2Y



PATRICK MCGUINNESS
BD Associate
VPA Tenure: 1Y



MICHAEL DIBAGIO
Associate
VPA Tenure: 1Y



PATRICK FOWLER
Senior Analyst
VPA Tenure: 2Y



MAXWELL SMITH
BD Associate
VPA Tenure: <1Y



JEFFREY KOONS
Managing Director
VPA Tenure: 12Y



MILES LACEY
Principal
VPA Tenure: 10Y



LOSON STOCKTON
Associate
VPA Tenure: 3Y



HANNAH YEREX
Analyst
VPA Tenure: 1Y



EMILY PAP
BD Associate
VPA Tenure: <1Y



TYLER NORGREN
Associate
VPA Tenure: 1Y



KEVIN ZOU
Analyst
VPA Tenure: 1Y



ANNIE GRAVES
VP Employee Dev.
VPA Tenure: 1Y



NICK MARTEL
Associate
VPA Tenure: 1Y



WILLIAM GOFFE
Analyst
VPA Tenure: 1Y