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

95 transactions

17 investment bankers

26% cross border transactions

$25 – $350M transaction size range

$7.1B total enterprise value

9+ years average senior banker tenure at VPA

100% sell side transactions

1,350+ LOIs received

900+ buyer relationships
Key Metrics

DEALS BY TYPE

- Investment: 37%
- Full Sale: 63%

DEALS BY BUYER

- PE Platform: 36%
- Strategic: 27%
- PE-Backed Strategic: 37%
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 PRIVATE EQUITY FIRMS**

- Advisa International
- ASG
- FrontierCapital
- Great Hill Partners
- GSV
- GreyLion Capital
- INSIGHT Capital
- Luminate
- NEA
- PEAKSPAN
- Pembra Capital Partners
- PROVIDENCE Equity
- Spectrum Equity
- SSM Partners
- Summit Partners
- ThomabraVC
- VISTA Equity Partner
- WELD NORTH

**STRATEGIC BUYERS**

- amazon
- Blackboard
- Bankrate
- Campaign Monitor
- Chegg
- CLEARENCE
- COMPLIA HEALTH
- Deluxe
- EPAM
- EVERFI
- Gartner
- IAC
- Lendingtree
- Mri
- OnBase
- Personify
- REALESTATE.com
- RENAISSANCE
- VACATION
- Wiley
- Ziff Davis
Closed Transactions

We Have Worked With Exceptional Companies Over The Years.

Here Are Our Results
Closed Transactions

mni
TRAVELNET SOLUTIONS
TENZINE
surolink
eleven
Voca International
Printfection
Swiftpass
MATCH
ContentKeeper
Leap
nepris

FORMAT
Grock
highlevel
ZENWORK
DOZUKI
STUDENT
POWR
NINJIO
supplier.io
PublicRelay
SevenFifty

CIRCLE.COM
briostack
Softdocs
TRALIANT
Pear Deck
Service Fusion
totara
NE LEGAL
Remodeling.com
FASTER
AIG

NYMITY
Service Autopilot
APPSPACE
zyBooks
LiveRez
Freckle
test.io
Viture
VeriShip
ValuePenguin
a2z

LLR Partners
WILEY
inhabit
Renaissance
Campaign Monitor
Summit Partners
lendingtree
Personify

VISTA POINT ADVISORS
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 Private Equity Growth Financing & Buyouts

#### SELECT PE PLATFORM BUYOUTS

<table>
<thead>
<tr>
<th>Company</th>
<th>Industry</th>
</tr>
</thead>
<tbody>
<tr>
<td>HATCH</td>
<td>Ecommerce Enablement</td>
</tr>
<tr>
<td>vuture</td>
<td>Marketing Automation</td>
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<tr>
<td>FORMAT</td>
<td>Web Services</td>
</tr>
<tr>
<td>briostack</td>
<td>Field Service Management</td>
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<td>Sumeru</td>
<td>EdTech SaaS</td>
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<td>ClockShark</td>
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<td>Investcorp</td>
<td>Ecommerce Tech</td>
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<td>Printfection</td>
<td>Hospitality Management SaaS</td>
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<tr>
<td>HOTEL Effectiveness</td>
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#### SELECT PE BUYOUTS

<table>
<thead>
<tr>
<th>Company</th>
<th>Industry</th>
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<tbody>
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<td>SurePrep</td>
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<td>GoGuardian</td>
<td>EdTech SaaS</td>
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<td>Payments SaaS</td>
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<td>GreyLion</td>
<td>Sales Intelligence SaaS</td>
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<td>MEDIARadar</td>
<td>Security SaaS</td>
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<tr>
<td>FRONTIER</td>
<td>Legal Tech</td>
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<tr>
<td>MEDIAN</td>
<td>Workplace Management SaaS</td>
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</table>

**VISTA POINT ADVISORS**
## Results

### Select Strategic Sales

<table>
<thead>
<tr>
<th>Category</th>
<th>Companies</th>
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</thead>
<tbody>
<tr>
<td>Personal Finance SaaS</td>
<td>ValuePenguin, lendingtree</td>
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<tr>
<td>EdTech</td>
<td>STUDY BLUE, Chegg, zyBooks, WILEY</td>
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<tr>
<td>Health &amp; Fitness</td>
<td>Yoga International, gaia</td>
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<tr>
<td>Field Service</td>
<td>Service Fusion, Evercommerce, Field Service Management</td>
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<tr>
<td>IT Software</td>
<td>test io, epam, Freckle, RENAISSANCE</td>
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<tr>
<td>Ecommerce</td>
<td>COLLAGE, ShootProof</td>
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<td>Logo Design</td>
<td>LogoMix, deluxe</td>
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<td>Infrastructure SaaS</td>
<td>Thinkbox Software, amazon</td>
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<tr>
<td>VFX SaaS</td>
<td>Tweak Software, AUTODESK</td>
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<td>Field Service SaaS</td>
<td>Service Autopilot, CLEARENT, teltech, IAC</td>
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<tr>
<td>Mobile Privacy SaaS</td>
<td>Software Advice, Gartner</td>
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<td>Software Comparison</td>
<td>On-Site, REAL PAGE</td>
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<td>Real Estate Technology</td>
<td>ParentLINK, Blackboard, NYMITY, TrustArc</td>
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<td>EdTech SaaS</td>
<td>Freckle, RENAISSANCE</td>
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<tr>
<td>Compliance SaaS</td>
<td>ShootProof</td>
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<tr>
<td>Human Service SaaS</td>
<td>Bowman Systems, Mediware</td>
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</tbody>
</table>
Global Expertise

26% 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.
## Results

### Select International Financing & M&A Transactions

<table>
<thead>
<tr>
<th>Company</th>
<th>Country</th>
<th>Company</th>
<th>Country</th>
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</tbody>
</table>

VISTA POINT ADVISORS
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.