EXCENDIO ADVISORS
IT MERGERS & ACQUISITIONS

IT & Software Market Update

August 2026

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Table of Contents

Summary

Macro Update

-0.1% / 18.43%
S&P Return: July-26/LTM

4.64%
10 Year Treasury Yield

Heard on the Street

"Going to buy another MSP should be a core competency like anything else in your business. So if you don't have that competency already built, the rate of failure can be so high." **Ben Greenberg, VP of Corp Dev at IT Solutions**

Public Market Multiple

8.4x
Managed Services TTM EV/ EBITDA Multiple

5.5x
SaaS TTM Revenue Multiple

Private Market Multiple

6x - 8x
Median TTM EV/ EBITDA Multiple for deals at $1MM EBITDA

8x - 12x
Median TTM EV/ EBITDA Multiple for deals at $2-5MM EBITDA

Select MSP Transactions

Acquiror	Target
focus	Guide IT
THE 20 MSP	SUNDANCE INC

Podcast – M&A Insights

Bolt-On Deals

Bolt-On Acquisitions and what MSPs need to watch for with Ben Greenberg at IT Solutions

We take a closer look at bolt-on acquisitions, a surging theme in the MSP space. Speaking with us on this topic is Ben Greenberg, VP of Corp Dev at IT Solutions. He shares common pitfalls to avoid and key value enhancers.

Current Active Searches

- Excendio is actively working with several strategic and PE buyers looking to make MSP acquisitions. Please see below for details for a selected number of searches and contact us if you are looking to exit or acquire and have a profile that fit these criteria.

TX MSP: Founder-owned $1.0MM EBITDA MSP looking to exit.

MI-backed $8MM Data Analytics Consulting firm looking to exit under a Buyer Assignment.

RI MSP: Founder-owner $2MM Revenue MSP looking to exit.

- In addition to these selected searches, Excendio has several standing buyer assignments with major MSP integrators with varying acquisition models. Please contact us if you wish to learn more about our partnerships and how we can assist you with exits and acquisitions. Excendio works on both buy-side and sell-side assignments and on a contingency-fee basis.

TEXAS MSP LOOKING TO EXIT

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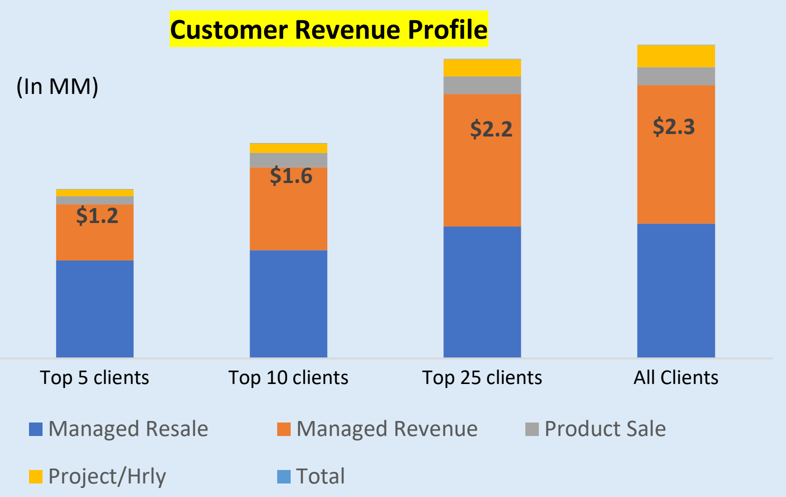
Texas-Based MSP
5-10 Employees
35-45 Clients

$2.32MM
Rev
$1.14MM
Adj. EBITDA

50% Rev
Greater Dallas Area
Based

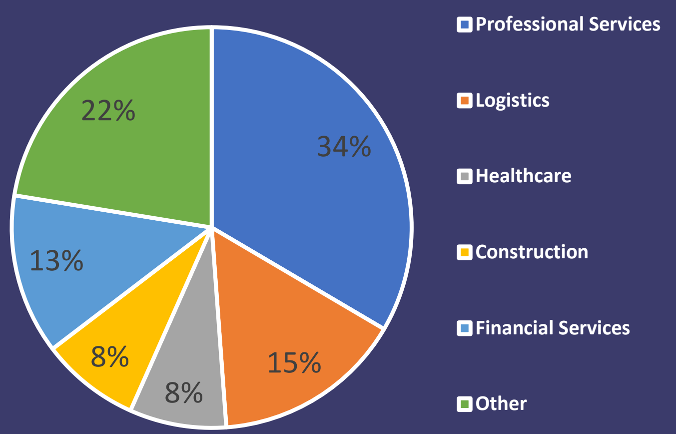
Recurring Revenue
88%



Key Financial Metric (LTM Jul 2026)	Value
Revenue	$2.32MM
Gross Profit Fully Loaded / Margin	$1.244MM / 54%
EBITDA / Margin	$0.91MM / 39%
Adj. EBITDA / Margin	$1.14MM / 49%
Recurring Revenue	$2.1MM
Recurring Revenue %	88%
Largest Customer Revenue %	28%
Monthly Recurring Revenue per Customer	$3,975

Revenue	LTM Jul '26 (Thousands)	Share
Managed Resale	$1,021	44%
Managed Revenue	$1,031	44%
Product Sale	$133	6%
Project/Hrly	$139	6%
Total Income	$2,323	100%

Customer Sector Mix



Key Founder Priorities

- Founder wishes to exit and focus on his consulting business
- Willing to stay from 12-18 months to help with transition
- Seeking a buyer that will purchase managed service contracts in an asset sale and integrate business into existing platform
- Preference for a transaction with a significant cash component at closing.

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Meet us at ITN Grow Tampa, FL on Dec 9th
Find Out: What Does a Great Deal Process Look Like?

Join us at IT Nation Grow, Tampa **— December 9th**

I'M AN M&A SME FOR THE SESSION

"2-Day Deal Simulation. Plan and Prepare Now"

WHAT WE'LL COVER

- **IOI/LOI —** Understanding when to insist on IOIs before going straight to an LOI
- **Management Calls —** The top 10 Do's and Don'ts on a Management Call
- **Reverse Due Diligence —** Knowing the key questions to ask your Buyer

Register at theitnation.com/grow

Bolt-on acquisitions can deliver a wide range of returns 10% - 25% - depending on synergies, attrition, organic growth

EBITDA Multiple for Mature MSPs in T1-T2 locations	~7.0x
Transaction Costs	~$250K
Purchase Price	~$3.6M
No Growth IRR	10%
Full Growth IRR	**23%**

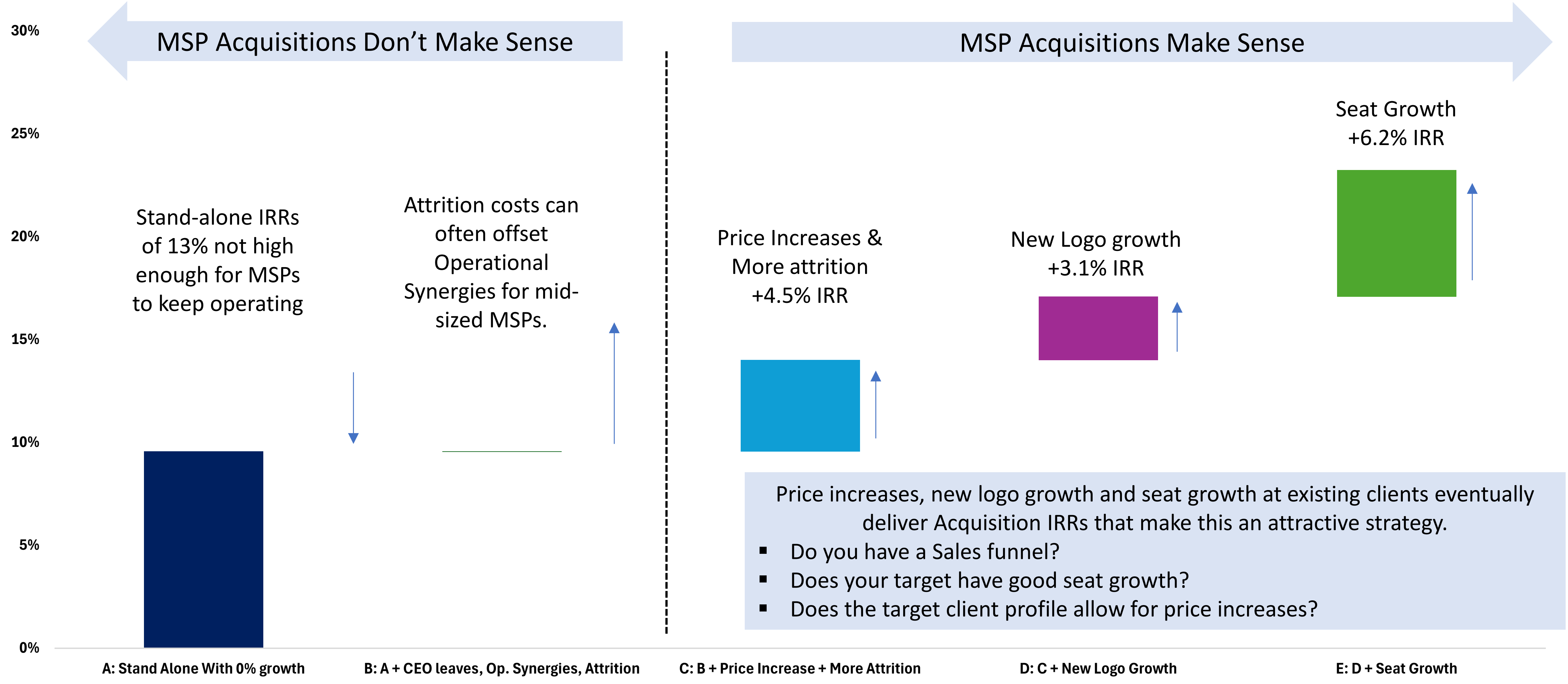
Success depends on ability to (A) transition out CEO (B) implement price increases, (C) generate new logo growth and (D) seat growth at existing clients.

T1-T2 MSP clients value continuity, can be resistant to change and be loyal to the MSP founder.

Years	0	1	2	3	4	5
Rev	$4,000,000	$4,500,000	$3,712,500	$4,176,563	$4,698,633	$5,285,962
COGS	$1,400,000	$1,575,000	$1,299,375	$1,461,797	$1,644,521	$1,850,087
Gross Profit	$2,600,000	$2,925,000	$2,413,125	$2,714,766	$3,054,111	$3,435,875
Gross Margin	*65%*	*65%*	*65%*	*65%*	*65%*	*65%*
Tech Labor + Benefits	$1,412,500	$1,589,063	$1,310,977	$1,474,849	$1,659,205	$1,866,605
Synergy			($73,477)	($82,661)	($92,994)	($104,618)
Post Synergy Labor Costs	$1,412,500	$1,589,063	$1,237,500	$1,392,188	$1,566,211	$1,761,987
Fully Loaded Gross Profit	$1,187,500	$1,335,938	$1,175,625	$1,322,578	$1,487,900	$1,673,888
Fully Loaded Gross Margin	30%	30%	32%	32%	32%	32%
Salaries & Wages & Benefits	$337,500	$337,500	$337,500	$337,500	$337,500	$337,500
SG&A	$280,000	$315,000	$259,875	$292,359	$328,904	$370,017
Sales and Marketing	$80,000	$90,000	$74,250	$83,531	$93,973	$105,719
EBITDA	$490,000	$593,438	$504,000	$609,188	$727,523	$860,651
Margin	*12%*	*13%*	*14%*	*15%*	*15%*	*16%*
CEO Salary			$187,500	$187,500	$187,500	$187,500
Adjusted EBITDA	$490,000	$593,438	$691,500	$796,688	$915,023	$1,048,151
Adjusted Margin	*12%*	*13%*	*19%*	*19%*	*19%*	*20%*
Attrition		0%	-30%	0%	0%	0%
Price Increase	5.00%	5.0%	5.0%	5.0%	5.0%	5.0%
New Logo	2.50%	2.5%	2.5%	2.5%	2.5%	2.5%
Seat Growth	5.00%	5.0%	5.0%	5.0%	5.0%	5.0%
Net Growth		*13%*	*-18%*	*13%*	*13%*	*13%*
Purchase & Exit Multiple	7.0x					7.0x
Price Paid	$3,430,000					
Due Diligence	$20,000					
Integration Costs Over 6-Months	$71,875					
Attorney & Advisory Fees	$162,900					
Debt Financing	$0					
Investment	$3,684,775					
Pre-Tax Adjusted EBITDA		**$593,438**	**$691,500**	**$796,688**	**$915,023**	**$1,048,151**
Sale Proceeds						$7,337,060
Tax on Gain @ 25%						($913,071)
Post-Tax CF @ 33%	**($3,684,775)**	**$397,603**	**$463,305**	**$533,781**	**$613,066**	**$7,126,250**

A) No Growth and CEO Stays	**9.6%**	*Not worth it*
B) No Growth and CEO leaves	**9.5%**	*Not worth it. Savings from CEO leaving are offset by client attrition*
C) B + Price Increase	**14.0%**	*Assess impact of price increases on Acquired businesses. ICP is critical*
D) C + New Logo Growth	**17.1%**	*Do you have a sales funnel to generate new logo growth? Is this a high growth geography?*
E) D + Seat Growth	**23.2%**	*How fast are the MSPs clients growing?*

Here is the Most Important Question a Seller Should Ask: Can You Tell Me About Your Sales Funnel?



Bolt-On Acquisitions: What New Buyers Need to Watch Out For

Key Takeaways from Podcast — *Ben Greenberg, VP of Corporate Development, IT Solutions*

RISKS TO WATCH FOR

- **Low-MRR Client Drag** Managing low-MRR clients is resource-intensive and pulls attention from larger, more strategic accounts.
- **Operational Immaturity** Weak agreements and undocumented processes make integration difficult and costly.
- **Post-Deal Attrition** Employees can struggle adapting to a larger organization, raising employee and client churn.
- **Tech Stack Mismatch** Divergent technology stacks slow integration and ultimately hurt service quality.

KEYS TO SUCCESSFUL INTEGRATION

Sales-Led Growth

Strong internal sales capabilities let MSPs maximize acquired value by growing the business post-acquisition.

Early, Dedicated Integration

Start integration planning during diligence, with dedicated resources assigned to keep the transition seamless.

Topics from our Podcast - M&A Insights That Speak to Topics Discussed at Recent Conferences

Running an M&A Process is Table Stakes – Strong Advisors Have Networks They Can Leverage

What is a Best in Class MSP? With **Peter Kujawa** at Service Leadership

Access Podcast

Growth, Exit & Legacy With **Arlin Sorensen** at IT Nation

Access podcast

Preparing to Sell: Legal Strategies to Maximize Your MSPs Value With **Thomas Fafinski** at MSP Law

Access podcast

Why Your Finance Function is Worth 2x EBITDA? With **Brandi Bonds** at Next Level Now

Access Podcast

How to Make Your MSP Irrestible? With **Evergreen**

Access Podcast

Cash or King? With **The 20s**

Access podcast

Bolt-On Acquisitions With **IT Solutions**

Access Podcast

Getting Reverse Due-Diligence Right With **Ntiva**

Podcast: Reverse Due Diligence

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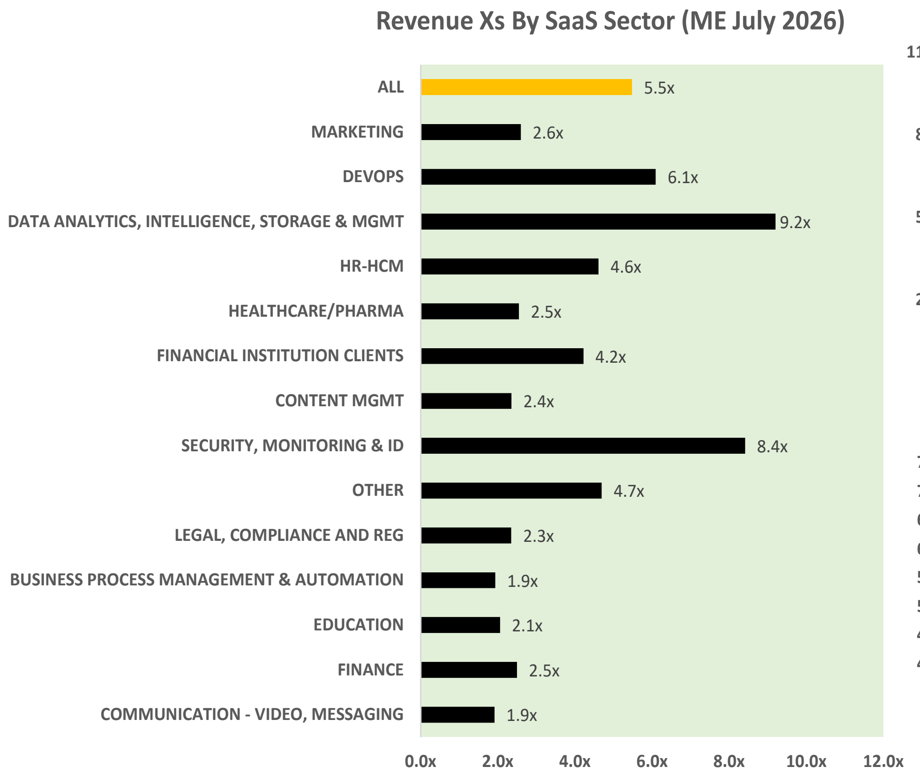
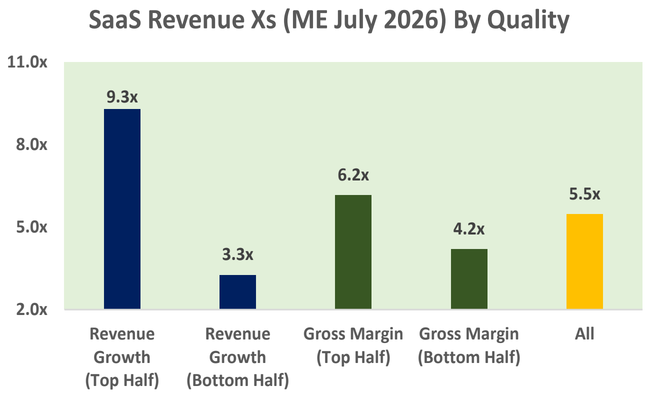
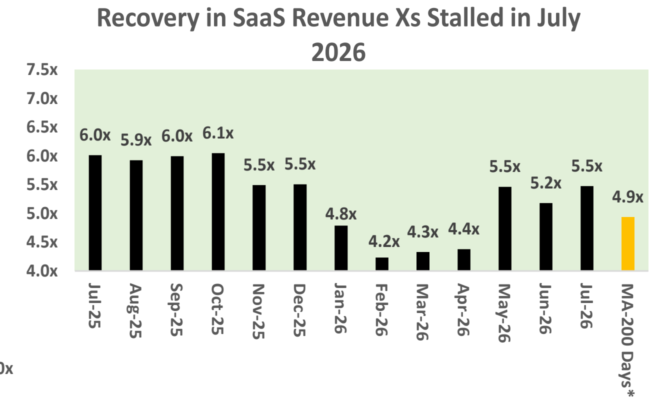
Software SaaS Valuation – Public Market Multiples

- The aggregate SaaS TTM Revenue Multiple increased to **5.5x** in **July 2026** compared to **June 2026**. Multiple levels still remain compressed in the SaaS space
- The broader equity markets, with the **S&P 500** decreasing approximately **-0.1%** in **July 2026**
- **Sector Mattered:** SaaS Multiples declined the most in Security and Other, while increasing in HR-HCM, Financial Institution Clients and Legal
- **Quality Mattered:** Valuation dispersion remained significant, with top-half companies by Revenue Growth and Gross Margin trading at premiums of approximately **6.0x** and **2.0x** respectively



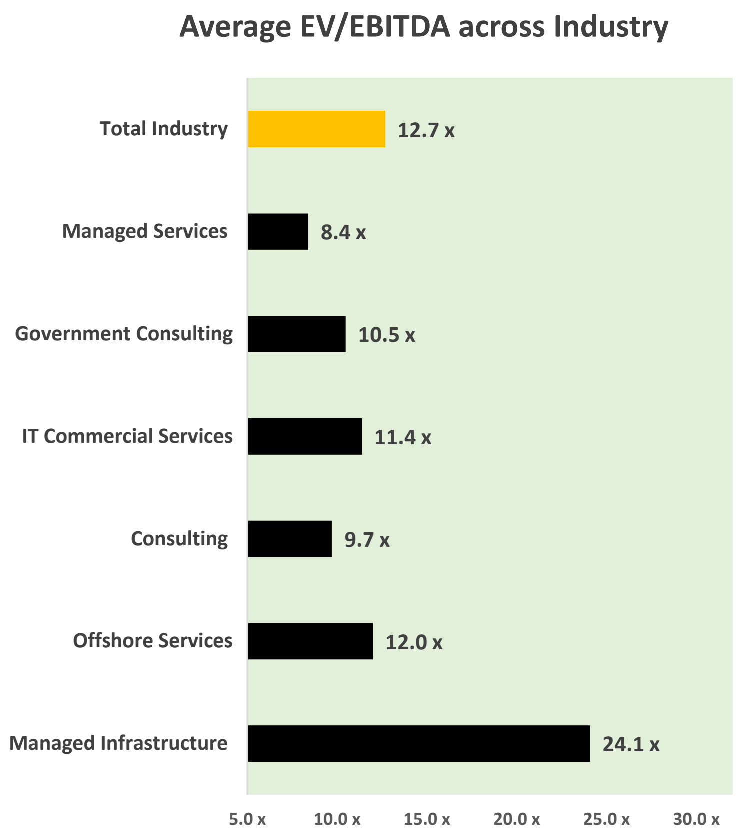


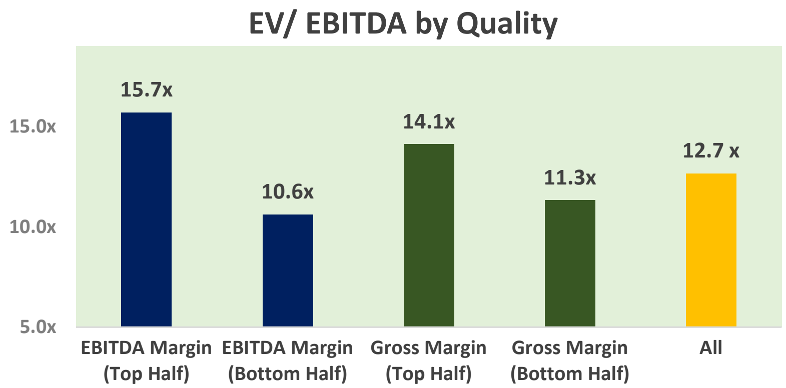


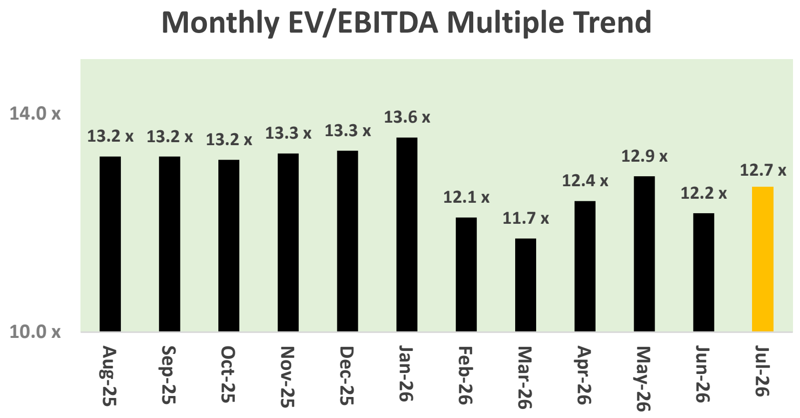
*Source: Yahoo Finance. As of 31st July.

IT Services
Valuation – Public Market Multiples

- The aggregate IT Services TTM EV/EBITDA multiple saw a increase to **12.7x** in **July 2026**, from **June 2026**
- Current multiples are **7.1%** off their 52-Week peak of 13.6x reached in Jan 2026
- Managed Service multiples have dropped from 11.0x in Dec-25 to 8.4x in July-26 as markets factor in project delays and AI-driven business model viability
- Top-half companies with above-average EBITDA and gross margins commanded higher EV/EBITDA multiples, a trend consistent with the SaaS sector.







Source: Yahoo Finance. As of 31st July.

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Private Market Multiples
Selected M&A Deals (TTM July 2026)

YTD Median EV/EBITDA and EV/Revenue multiples stand at 23.1x and 3.5x respectively

YTD Median EV/EBITDA and EV/Revenue multiples for deals less than $200MN stand at 17.3x and 2.0x respectively.

Date	Target	Acquiror(s) / Investor(s)	Deal Size (US$mn)	EV/ EBITDA	EV/ Revenue	Sector	Target Business Description
Aug-25	E2open Parent Holdings, Inc.	WiseTech Global Limited (ASX:WTC)	2,182	13.9x	3.7x	Application Software	Target provides cloud-based and end-to-end supply chain management
Aug-25	Jolt Software, Inc.	Digi Smartsense, LLC	146	NA	5.2x	Application Software	Target develops and provides operations execution software to help businesses achieve team accountability, and digital food safety
Sep-25	Olo Inc.	Thoma Bravo, L.P.	1,602	NA	5.1x	Application Software	Target operates an open SaaS platform for restaurants in the United States
Sep-25	Couchbase, Inc.	Haveli Investment Management LLC	1,528	NA	6.5x	Internet Services and Infrastructure	Target develops cloud database platform for enterprise applications
Sep-25	Elo Touch Solutions, Inc.	Zebra Technologies Corporation (NASDAQGS:ZBRA)	1,300	NA	3.3x	Technology Hardware, Storage and Peripherals	Target designs and manufactures touchscreen components
Oct-25	Crisp Momentum Inc.	ALMAD Group Limited	3	NA	NM	Application Software	Target engages in the production and distribution of short-form content in the Unites States
Oct-25	ListEngage, LLC.	Tata Consultancy Services Limited (NSEI:TCS)	73	NA	3.0x	IT Consulting and Other Services	Target operates as a full-stack Salesforce partner that specializes in marketing cloud, CRM, data cloud, agent force, and AI advisory services for enterprises
Oct-25	Eventdex LLC	Nextech3D.AI Corporation (OTCQB:NEXC.F)	1	NA	0.9x	Application Software	Target provides cloud-based event management software and mobile applications for organizing and executing virtual, hybrid, and in-person events
Oct-25	MeridianLink, Inc.	Centerbridge Partners, L.P.	2,053	42.0x	6.7x	Application Software	Target is a software-as-a service company that provides software solutions for banks, credit unions, mortgage lenders, specialty lending providers

**Source: Federal Reserve, Yahoo Finance.*

Private Market Multiples
Selected M&A Deals (TTM July 2026)

Date	Target	Acquiror(s) / Investor(s)	Deal Size (US$mn)	EV/ EBITDA	EV/ Revenue	Sector	Target Business Description
Oct-25	CoreCard Corporation	Euronet Worldwide, Inc. (NASDAQGS:EEFT)	174	17.6x	3.9x	Application Software	Target provides technology solutions and processing services to the financial technology and services market
Nov-25	Sojern, Inc.	Rategain Technologies Limited	250	NA	1.5x	Application Software	Target designs and develops travel marketing platform
Nov-25	Drone Nerds, LLC	XTI Drones Holdings, LLC	36	NA	0.3x	Technology Distributors	Target distributes and services DJI drones for enterprise, private, and recreational needs
Nov-25	Informatica Inc.	Salesforce, Inc. (NYSE:CRM)	8,620	28.6x	5.3x	Application Software	Target develops an artificial intelligence-powered platform
Nov-25	Ampere Computing LLC	SoftBank Group Corp. (TSE:9984)	6,500	NA	NM	Semiconductors	Target designs and manufactures processors for cloud computing and data center environments
Nov-25	Verint Systems Inc.	Thoma Bravo, L.P.; Calabrio, Inc.	2,058	17.1x	2.3x	Application Software	Target provides customer engagement solutions worldwide
Dec-25	Commotion, Inc.	Tata Communications (Netherlands) B.V.	16	NA	255.9x	Application Software	Target develops an AI-native enterprise SaaS platform enables enterprises to deliver personalized, real-time customer experiences
Dec-25	IMA Tech Inc.		1	115.2x	9.4x	Application Software	Target engages in developing digital avatars of consultants using human intelligence, artificial intelligence, and niche databases
Jan-26	SweetRush, Inc.	NIIT (USA), Inc.	26	NA	1.2x	IT Consulting and Other Services	Target provides learning and development services
Jan-26	Nozomi Networks Inc.	Mitsubishi Electric Corporation (TSE:6503)	883	NA	12.7x	Systems Software	Target provides cybersecurity solutions focused on operational technology (OT) and Internet of Things (IoT) environments

**Source: Federal Reserve, Yahoo Finance.*

Private Market Multiples
Selected M&A Deals (TTM July 2026)

Date	Target	Acquiror(s) / Investor(s)	Deal Size (US$mn)	EV/ EBITDA	EV/ Revenue	Sector	Target Business Description
Jan-26	Jamf Holding Corp.	Francisco Partners Management, L.P.	1,946	45.4x	3.2x	Application Software	Target offers management and security solutions for Apple platforms
Feb-26	Synchronoss Technologies, Inc.	Lumine Group Inc. (TSXV:LMN)	262	7.8x	1.5x	Application Software	Target provides white label cloud software and services in North America, Europe, the Middle East, Africa, and the Asia Pacific
Mar-26	Estech Systems, LLC	Crexendo, Inc. (NASDAQCM:CXDO)	35	NA	1.3x	Communications Equipment	Target provides business phone systems and cloud services
Mar-26	Quinnox Inc.	Everforth, Inc. (NYSE:EFOR)	290	NA	2.9x	IT Consulting and Other Services	Target provides information technology lifecycle solutions for financial services, manufacturing and service, and retail and distribution industries
Mar-26	Confluent, Inc.	International Business Machines Corporation (NYSE:IBM)	10,698	NA	9.7x	Application Software	Target operates a data streaming platform in the United States and internationally
Apr-26	ON24, Inc.	Decision Street, LLC	196	NA	1.3x	Application Software	Target provides a cloud-based intelligent engagement platform
Apr-26	OneStream, Inc.	General Atlantic Service Company, L.P.; HgCapital LLP; Hg Saturn 1; Tidemark Capital, Inc.	5,804	NA	9.6x	Systems Software	Target designs and develops a unified, AI-enabled, and extensible cloud-based software platform
Apr-26	Kinetic Technologies, Inc.	Cyient Singapore Private Limited	85	NA	3.5x	Semiconductors	Target develops and manufactures analog and mixed-signal semiconductors
Apr-26	Encora Digital LLC	Coforge Limited (NSEI:COFORGE)	1,609	NA	4.6x	IT Consulting and Other Services	Target operates as a digital engineering company
Apr-26	Stratus Technology Services, LLC	Infosys Nova Holdings LLC	95	NA	2.2x	IT Consulting and Other Services	Target provides information technology services and solutions for insurance businesses

**Source: Federal Reserve, Yahoo Finance.*

Private Market Multiples
Selected M&A Deals (TTM July 2026)

Date	Target	Acquiror(s) / Investor(s)	Deal Size (US$mn)	EV/ EBITDA	EV/ Revenue	Sector	Target Business Description
Apr-26	Dan Desmet & Associates, Inc.	Atomos Limited (ASX:AMS)	2	5.6x	0.3x	Communications Equipment	Target manufactures and sells broadcast and post-production monitors
Apr-26	Semrush Holdings, Inc.	Adobe Inc. (NASDAQGS:ADBE)	1,715	132.5x	4.0x	Application Software	Target provides an online visibility management and content marketing software-as-a-service platform
May-26	SessionM, Inc.	Capillary PTE. Ltd	20	17.1x	2.3x	Application Software	Target provides customer engagement solutions worldwide
May-26	Vertica Systems, Inc.	Rocket Software, Inc.	150	NA	1.9x	Application Software	Target provides HP Vertica Analytics Platform that enables organizations to manage and analyze massive volumes of data
Jun-26	IMA Tech Inc.		1	NA	9.5x	Application Software	Target provides in developing digital avatars of consultants using human intelligence, artificial intelligence, and niche databases
Jun-26	Ookla, LLC	Accenture plc	1,200	NA	5.2x	Internet Services and Infrastructure	Target provides a global internet performance measurement platform that develops digital tools and analytics for measuring network speed, reliability, performance, and coverage across fixed and mobile broadband networks
Jun-26	Board Shark LLC	NCAB Group AB	26	NA	1.5x	Electronic Manufacturing Services	Target provides PCB solutions and it serves aerospace, industrial and medical sectors
Jul-26	Heavy Construction Systems Specialists, LLC	Nemetschek SE	2,285	NA	10.9x	Application Software	Target designs and develops a construction platform and multiple software for winning, planning, and managing construction projects
Jul-26	Electro-Sensors, Inc.	steute Technologies GmbH & Co. KG	19	NA	1.8x	Electronic Eqipment and Instruments	Target manufactures and sells industrial production monitoring and process control systems
Jul-26	SkyWater Technology, Inc.	IonQ, Inc	2,042	62.9x	4.5x	Semiconductors	Target provides semiconductor manufacturing services in the United States
	25th Percentile			**16.3x**	**1.8x**		
	Median			**23.1x**	**3.5x**		
	75th Percentile			**49.8x**	**5.3x**		

**Source: Federal Reserve, Yahoo Finance.*

Notable Service Provider Deals in July

Acquiror – Focus	Target – GuideIT	Acquiror – The 20 MSP	Target – Sundance Networks

- **Focus** announced its acquisition of **GuideIT** on **July 22, 2026**
- **Focus** is a Chicago-based healthcare technology services provider offering managed IT, cybersecurity, cloud, and advisory solutions, with approximately **1,001–5,000 employees**
- **GuideIT** is a Texas-based managed IT services provider focused on healthcare, offering IT support, cybersecurity, cloud, and data services, with approximately **201–500 employees**
- The acquisition strengthens **Focus's** healthcare technology platform, expands its managed IT and cybersecurity capabilities, and enhances client support through **GuideIT's** established customer base and healthcare expertise

- **The 20 MSP** announced its acquisition of **Sundance Networks** on **July 7, 2026**
- **The 20 MSP** is a Texas-based managed IT services provider offering IT support, cybersecurity, cloud, and technology solutions, with approximately **101–250 employees**
- **Sundance Networks** is a Pennsylvania-based managed IT services provider offering proactive IT support, cybersecurity, AI consulting, and technology solutions, with approximately **11–50 employees**
- The acquisition expands **The 20 MSP's** national presence, strengthens its AI and cybersecurity capabilities, and enhances client support through **Sundance Networks'** regional presence and technical expertise

**Source: Crunchbase, Cap IQ.*

Excendio Advisors

Our Recent and Past Transactions
IT M&A

Our Latest Services Transactions

OCEAN COMPUTER GROUP, INC.
Partnered
Lockstep TECHNOLOGY GROUP

- Announced in March 2026. Excendio Advisors served as Ocean Computer Group's exclusive financial advisor.
- Ocean Computer Group: New Jersey-based provider of managed IT services, cybersecurity, infrastructure, and cloud solutions.
- Lockstep Technology Group: Georgia-based technology solutions provider serving government, education, and healthcare markets.
- Transaction expands geographic reach and strengthens cybersecurity, infrastructure, and managed services capabilities.

FOCUS TECHNOLOGY
Acquired
CONVERGED TECHNOLOGY GROUP

- Announced in August 2025. Excendio served as Converged Technology Group's exclusive financial advisor.
- Target: 40+ people NY-based provider of Managed Services, Collaboration, Cloud, Enterprise Networking and Data Center Solutions.
- Acquirer: MA based AI-powered IT Infrastructure, Managed Services, Cybersecurity, and Cloud Innovation solutions provider.
- Transaction helped Focus expand presence geographically and build collaboration and data center capabilities.

CyberlinkASP
Acquired
COSENTUS

- Announced in January 2025. Excendio served as Cosentus' exclusive financial advisor.
- Target: MT/MO based MSP division of Cosentus Holdings offering RMM, endpoint security, network, email and device cycle management.
- Acquirer: TX based MSP offering cloud hosting, virtual desktops, and managed IT solutions.
- Transaction helped Cyberlink expand presence geographically and Cosentus to focus on its healthcare RCM business.

CA CyberAdvisors
Acquired
edot
Providing solutions. Managing your technology.

- Announced in November 2024. Excendio served as Edot's exclusive financial advisor.
- Target: Schaumburg, Illinois-based MSP focused on SMB IT services, cybersecurity, backup, and more serving 150+ clients.
- Acquirer: MN-based cybersecurity provider.
- Transaction helped Acquirer to build presence in the Chicago market and Target founders to exit.
- Founder Steve Jaffe retired while Melvin Thoede continues to support the eDot business.

Other Recent Select Transactions

SGP Software Growth Partners Acquired Netreo	Cisco Acquired Altiga Networks	Corporate Technologies LLC Acquired CPR "Service First"	New Era Technology Acquired Pangaia Partners	RiverStreet Networks Acquired Gamewood Technology Group, Inc.
New Era Technology Acquired Cameo Solutions	New Era Technology Acquired Meyer Hill Lynch.	Vertical Trail Solutions Acquired edgilent	Hostway Global Web Solutions Acquired IMS Soft & Services	Core BTS Inc Acquired Inacom Information Systems
Accunet Acquired DTG Distributed Technology Group	Blue Loop Capital Acquired YuxiPacific	Norlight, Inc. Acquired Netcom Group	ConvergeOne Acquired G3 Technology Partners	infor Acquired Brain International

Appendix - IT Services Comparable Company Analysis

Comparable Analysis
July 2026

Sector	Market Data	LTM Financials			Valuation Multiples		
	% 52 week high	Gross Margin (%)	EBITDA Margin (%)	Net Profit Margin (%)	EV/ LTM EBITDA	EV/ LTM Revenue	Price/ Earnings
Managed Infrastructure Mean	75%	48%	35%	11%	24.1 x	9.6 x	66.0 x
Managed Infrastructure Median	90%	54%	37%	12%	26.7 x	12.5 x	65.7 x
Offshore Services Mean	71%	33%	19%	12%	12.0 x	2.3 x	19.5 x
Offshore Services Median	69%	31%	19%	12%	10.7 x	2.3 x	15.7 x
Consulting Mean	69%	33%	15%	9%	9.7 x	1.3 x	15.0 x
Consulting Median	67%	32%	13%	7%	9.0 x	1.4 x	15.1 x
IT Commercial Services Mean	114%	18%	6%	3%	11.4 x	0.6 x	18.8 x
IT Commercial Services Median	123%	20%	5%	3%	11.5 x	0.6 x	18.8 x
Government Consulting Mean	71%	23%	12%	6%	10.5 x	1.2 x	14.2 x
Government Consulting Median	73%	18%	12%	6%	10.3 x	1.1 x	12.2 x
Managed Services Mean	65%	29%	17%	9%	8.4 x	1.4 x	16.0 x
Managed Services Median	67%	28%	18%	11%	8.1 x	1.4 x	13.7 x
Total Industry Mean	**77%**	**31%**	**17%**	**8%**	**12.7 x**	**2.7 x**	**24.9 x**
Total Industry Median	**71%**	**29%**	**15%**	**9%**	**10.5 x**	**1.4 x**	**15.4 x**

**Source: Yahoo Finance. As of 31st July.*

EXCENDIO ADVISORS
IT MERGERS & ACQUISITIONS

Comparable Analysis July 2026

Company	HQ Country	Stock Price	% 52 week high	Mcap ($ Mn)	Enterprise Value ($	LTM Revenue	LTM Net Income	Gross Margin (%)	EBITDA Margin (%)	Net Profit Margin (%)	EV/ LTM EBITDA	EV/ LTM Revenue	Price/ Earnings
	Market Data					LTM Financials					Valuation Multiples		
Managed Infrastructure													
Equinix Inc	US	$1,019.28	90%	$100,574	$122,951	$9,805	$1,530	51%	45%	16%	27.6 x	12.5 x	65.7 x
Digital Realty Trust Inc	US	$188.52	91%	$69,941	$88,108	$6,771	$792	57%	49%	12%	26.7 x	13.0 x	88.3 x
Digital Ocean Holdings Inc	US	$117.50	63%	$13,816	$15,026	$1,011	$235	57%	37%	23%	39.7 x	14.9 x	58.7 x
Iron Mountain Incorporated	US	$122.32	91%	$36,415	$56,157	$7,562	$434	54%	33%	6%	22.3 x	7.4 x	83.8 x
Kyndryl Holdings Inc	US	$13.55	40%	$2,951	$5,777	$14,967	$88	22%	9%	1%	4.1 x	0.4 x	33.5 x
Managed Infrastructure Mean			**75%**					**48%**	**35%**	**11%**	**24.1 x**	**9.6 x**	**66.0 x**
Managed Infrastructure Median			**90%**					**54%**	**37%**	**12%**	**26.7 x**	**12.5 x**	**65.7 x**
Offshore Services													
Tata Consultancy Services	IN	$24.72	71%	$89,449	$85,925	$28,830	$5,231	45%	27%	18%	11.2 x	3.0 x	17.1 x
Infosys Limited	IN	$11.81	65%	$47,837	$45,636	$20,299	$3,327	30%	25%	16%	8.9 x	2.2 x	14.4 x
HCL Technologies Limited	IN	$14.08	76%	$38,088	$38,608	$14,043	$1,822	47%	21%	13%	13.2 x	2.7 x	20.9 x
Cognizant Technology Solutions Corporation	US	$55.35	64%	$24,932	$25,975	$21,642	$2,220	33%	19%	10%	6.3 x	1.2 x	11.2 x
Wipro Limited	IN	$1.92	67%	$18,987	$17,086	$9,925	$1,388	29%	22%	14%	7.7 x	1.7 x	13.7 x
LTI Mindtree Limited	IN	$45.59	68%	$13,515	$12,211	$4,606	$543	29%	19%	12%	14.1 x	2.7 x	24.9 x
Tech Mahindra Limited	IN	$17.26	89%	$15,289	$14,641	$6,184	$540	30%	16%	9%	15.1 x	2.4 x	28.3 x
Genpact Limited	BM	$35.17	72%	$5,910	$6,804	$5,250	$583	36%	18%	11%	7.3 x	1.3 x	10.1 x
Globant S.A.	LU	$36.60	51%	$1,580	$1,929	$2,451	$112	35%	8%	5%	10.3 x	0.8 x	14.1 x
Mphasis Limited	IN	$24.48	77%	$4,671	$4,612	$1,728	$200	31%	20%	12%	13.1 x	2.7 x	23.4 x
Persistent Systems Limited	IN	$57.99	84%	$9,060	$8,917	$1,643	$201	29%	19%	12%	28.6 x	5.4 x	45.1 x
Capgemini S.E.	FR	$1.07	67%	$178	$260	$235	$17	27%	14%	7%	8.1 x	1.1 x	10.6 x
Offshore Services Mean			**71%**					**33%**	**19%**	**12%**	**12.0 x**	**2.3 x**	**19.5 x**
Offshore Services Median			**69%**					**31%**	**19%**	**12%**	**10.7 x**	**2.3 x**	**15.7 x**

**Source: Yahoo Finance. As of 31st July.*

EXCENDIO ADVISORS
IT MERGERS & ACQUISITIONS

Comparable Analysis
July 2026

Company	HQ Country	Stock Price	% 52 week high	Mcap ($ Mn)	Enterprise Value ($	LTM Revenue	LTM Net Income	Gross Margin (%)	EBITDA Margin (%)	Net Profit Margin (%)	EV/ LTM EBITDA	EV/ LTM Revenue	Price/ Earnings
	Market Data					LTM Financials					Valuation Multiples		
Consulting													
FTI Consulting	US	$159.38	84%	$4,401	$5,479	$3,924	$253	32%	11%	6%	12.6 x	1.4 x	17.4 x
Huron Consulting Group	US	$151.77	81%	$2,415	$3,248	$1,810	$116	32%	13%	6%	13.9 x	1.8 x	20.9 x
Resources Connection	US	$4.37	79%	$151	$91	$452	($41)	38%	-	-	-	0.2 x	-
The Hackett Group	US	$10.72	50%	$267	$336	$287	$17	41%	13%	6%	9.1 x	1.2 x	15.8 x
Accenture Plc	IE	$165.92	57%	$101,533	$99,751	$73,101	$7,939	32%	17%	11%	8.1 x	1.4 x	12.8 x
Capgemini S.E.	FR	$118.12	67%	$19,608	$28,719	$25,888	$1,852	27%	14%	7%	8.1 x	1.1 x	10.6 x
CGI Inc.	CA	$73.23	76%	$13,398	$16,134	$11,734	$1,237	16%	18%	11%	7.5 x	1.4 x	10.8 x
Infosys Limited	IN	$11.81	65%	$47,837	$45,636	$20,299	$3,327	30%	25%	16%	8.9 x	2.2 x	14.4 x
Information Services Group	US	$4.16	64%	$201	$245	$250	$12	45%	10%	5%	9.3 x	1.0 x	17.2 x
Consulting Mean			**69%**					**33%**	**15%**	**9%**	**9.7 x**	**1.3 x**	**15.0 x**
Consulting Median			**67%**					**32%**	**13%**	**7%**	**9.0 x**	**1.4 x**	**15.1 x**
IT Commercial Services													
ePlus Inc	IR	$92.41	94%	$2,411	$2,085	$2,449	$122	25%	8%	5%	10.7 x	0.9 x	19.7 x
ScanSource Inc	FR	$56.62	74%	$1,151	$1,173	$3,226	$79	14%	4%	2%	8.8 x	0.4 x	14.6 x
Arrow Electronics Inc	FR	$216.57	128%	$11,025	$12,951	$35,925	$812	11%	4%	2%	9.5 x	0.4 x	13.6 x
Avnet Inc	IN	$88.84	124%	$7,291	$10,612	$27,633	$334	10%	3%	1%	12.4 x	0.4 x	21.8 x
PC Connection Inc	US	$83.72	133%	$2,113	$1,780	$2,988	$96	19%	5%	3%	12.7 x	0.6 x	22.0 x
Wesco International Inc	US	$343.49	125%	$16,739	$22,636	$25,013	$713	21%	6%	3%	14.3 x	0.9 x	23.5 x
CDW Corporation	US	$147.81	121%	$18,479	$24,547	$23,500	$1,080	21%	8%	5%	12.4 x	1.0 x	17.1 x
Insight Enterprises Inc	US	$128.93	115%	$3,784	$5,162	$8,580	$210	22%	6%	2%	10.2 x	0.6 x	18.0 x
IT Commercial Services Mean			**114%**					**18%**	**6%**	**3%**	**11.4 x**	**0.6 x**	**18.8 x**
IT Commercial Services Median			**123%**					**20%**	**5%**	**3%**	**11.5 x**	**0.6 x**	**18.8 x**
Government Consulting													
Booz Allen Hamilton Holding Corporation	US	$69.72	63%	$8,386	$12,006	$11,980	$778	49%	11%	6%	9.4 x	1.0 x	10.8 x
CACI International Inc	US	$497.75	73%	$11,000	$16,192	$9,568	$536	10%	12%	6%	13.9 x	1.7 x	20.5 x
Science Applications International Corporation	US	$117.13	90%	$4,952	$7,518	$7,291	$405	13%	10%	6%	10.3 x	1.0 x	12.2 x
Maximus Inc	US	$60.25	60%	$3,155	$4,830	$5,248	$371	26%	14%	7%	6.7 x	0.9 x	8.5 x
Leidos Holdings	US	$115.60	56%	$14,507	$20,337	$17,634	$1,395	18%	13%	8%	8.8 x	1.2 x	10.4 x
CACI International Inc	US	$497.75	73%	$11,000	$16,192	$9,568	$536	10%	12%	6%	13.9 x	1.7 x	20.5 x
ICF International Inc	US	$80.92	80%	$1,451	$2,011	$1,821	$89	37%	11%	5%	10.3 x	1.1 x	16.4 x
Government Consulting Mean			**71%**					**23%**	**12%**	**6%**	**10.5 x**	**1.2 x**	**14.2 x**
Government Consulting Median			**73%**					**18%**	**12%**	**6%**	**10.3 x**	**1.1 x**	**12.2 x**

**Source: Yahoo Finance. As of 31st July.*

Comparable Analysis July 2026

Company	Market Data					LTM Financials					Valuation Multiples		
	HQ Country	Stock Price	% 52 week high	Mcap ($ Mn)	Enterprise Value ($	LTM Revenue	LTM Net Income	Gross Margin (%)	EBITDA Margin (%)	Net Profit Margin (%)	EV/ LTM EBITDA	EV/ LTM Revenue	Price/ Earnings
Managed Services													
Accenture plc	IE	$165.92	57%	$101,533	$99,751	$73,101	$7,939	32%	17%	11%	8.1 x	1.4 x	12.8 x
Tata Consultancy Services	IN	$24.72	71%	$89,449	$85,925	$28,830	$5,231	45%	27%	18%	11.2 x	3.0 x	17.1 x
Kyndryl	US	$13.55	40%	$2,951	$5,777	$14,967	$88	22%	9%	1%	4.1 x	0.4 x	33.5 x
Infosys Limited	IN	$11.81	65%	$47,835	$45,634	$20,299	$3,327	30%	25%	16%	8.9 x	2.2 x	14.4 x
Capgemini SE	FR	$118.12	67%	$19,608	$28,719	$25,888	$1,852	27%	14%	7%	8.1 x	1.1 x	10.6 x
Cognizant Technology Solutions	US	$55.35	64%	$24,932	$25,975	$21,642	$2,220	33%	19%	10%	6.3 x	1.2 x	11.2 x
Wipro Limited	IN	$1.92	67%	$18,987	$17,085	$9,925	$1,388	29%	22%	14%	7.7 x	1.7 x	13.7 x
DXC Technology Company	US	$11.24	72%	$1,796	$4,013	$12,484	$136	23%	15%	1%	2.2 x	0.3 x	13.2 x
Rackspace Technology, Inc	US	$4.13	48%	$1,049	$4,182	$2,698	($146)	18%	12%	-	13.1 x	1.5 x	-
CGI Group	CA	$73.23	76%	$13,398	$16,134	$11,734	$1,237	16%	18%	11%	7.5 x	1.4 x	10.8 x
Insight Enterprises	US	$128.93	82%	$3,784	$5,162	$8,580	$210	22%	6%	2%	10.2 x	0.6 x	18.0 x
HCL Technologies	IN	$14.08	76%	$38,088	$38,608	$14,043	$1,822	47%	21%	13%	13.2 x	2.7 x	20.9 x
Unisys	US	$2.87	58%	$209	$644	$1,946	($422)	28%	-	-	-	0.3 x	-
Managed Services Mean			65%					29%	17%	9%	8.4 x	1.4 x	16.0 x
Managed Services Median			67%					28%	18%	11%	8.1 x	1.4 x	13.7 x
Total Industry Mean			77%					31%	17%	8%	12.7 x	2.7 x	24.9 x
Total Industry Median			71%					29%	15%	9%	10.5 x	1.4 x	15.4 x

**Source: Yahoo Finance. As of 31st July.*

Discount Rates Implied From IT Public Market Valuations

Sector	Beta Levered	Beta Unlevered	Unlevered Discount Rate	Relevered Discount Rate [1]	Relevered Discount Rate [2]
Managed Infrastructure	0.66	0.34	6.3%	6.8%	7.9%
Offshore Services	1.05	0.97	10.1%	11.7%	14.8%
Consulting	0.65	0.48	7.1%	7.9%	9.5%
Government Consulting	0.71	0.39	6.6%	7.2%	8.4%
Managed Services	1.06	0.65	8.1%	9.2%	11.3%
Total Industry	0.83	0.57	7.6%	8.6%	10.4%

[1] D/E ratio of 0.33 is assumed to calculate Relevered Discount Rate.
[2] D/E ratio of 1 is assumed to calculate Relevered Discount Rate.

**Source: Yahoo Finance, Fred, Trading Economics.*

A good jobs print finally!

The economy shed 23K jobs MoM in July-26 but inflationary expectations have begun to creep up again

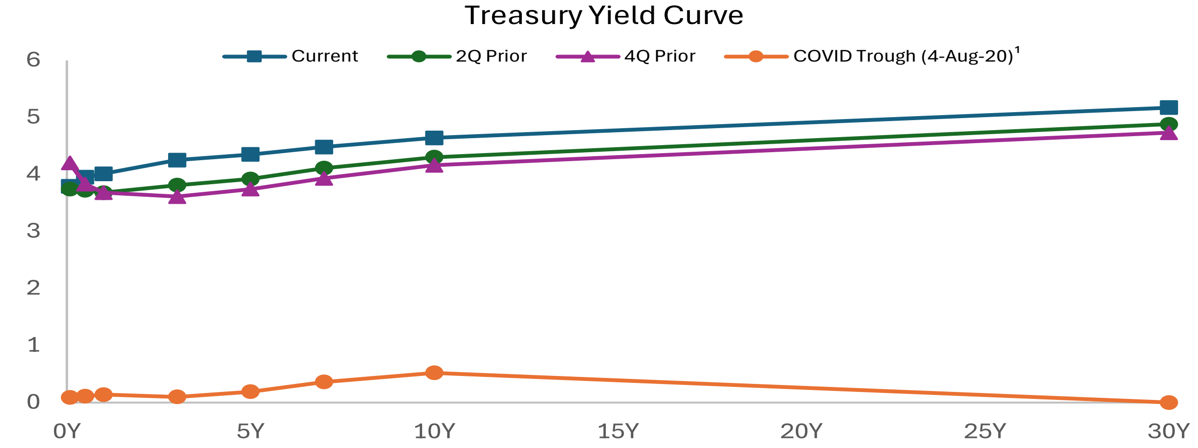
	Current	As of	1Y Ch	1Y % Ch	Current	Hist. Avg	1Q Prior	2Q Prior	3Q Prior	4Q Prior
RATES, INFLATION AND UNEMPLOYMENT										
10y Constant Maturity Tsy Yield	4.64	08/25/2026	0.38	8.92	4.64	3.35	4.44	4.30	4.18	4.16
CoreCPI	3.30	07/01/2026	0.28	9.31	3.30	2.60	3.46	3.29	2.65	3.02
Unemployment Rate	4.10	07/01/2026	-0.20	-4.65	4.10	5.61	4.20	4.30	4.40	4.40
Initial Claims 4-week MA	204.00	08/15/2026	-21.50	-9.53	204.00	366.50	222.50	208.00	219.25	234.00
Nonfarm Payroll Change (Unrevised)	-23.00	08/07/2026	-99.00	-130.26	-23.00	140.83	20.00	214.00	-17.00	76.00
INDEXES AND INDICATORS										
Sahm Recession Indicator	-0.03	07/01/2026	-0.13	-130.00	-0.03	0.47	0.07	0.20	0.35	0.23
Michigan Consumer Sentiment	51.00	08/14/2026	-4.10	-7.44	51.00	81.33	49.50	53.30	52.90	55.10
Michigan Inflation Expectations	4.30	08/14/2026	-0.40	-8.51	4.30	3.19	4.60	3.80	4.20	4.70
MARKETS										
S&P 500	7675.70	08/26/2026	1194.30	18.43	7675.70	-	7499.36	6528.52	6845.50	6688.46
NASDAQ	26130.20	08/26/2026	4540.06	21.03	26130.20	-	26213.72	21590.63	23241.99	22660.01
VIX	15.45	08/25/2026	0.83	5.68	15.45	19.80	16.45	25.25	14.95	16.28
ICE Corp BBB OAS	1.00	08/25/2026	-0.02	-1.96	1.00	1.13	0.95	1.13	1.01	0.97
ICE Corp HY OAS	2.70	08/25/2026	-0.14	-4.93	2.70	3.14	2.75	3.28	2.81	2.80

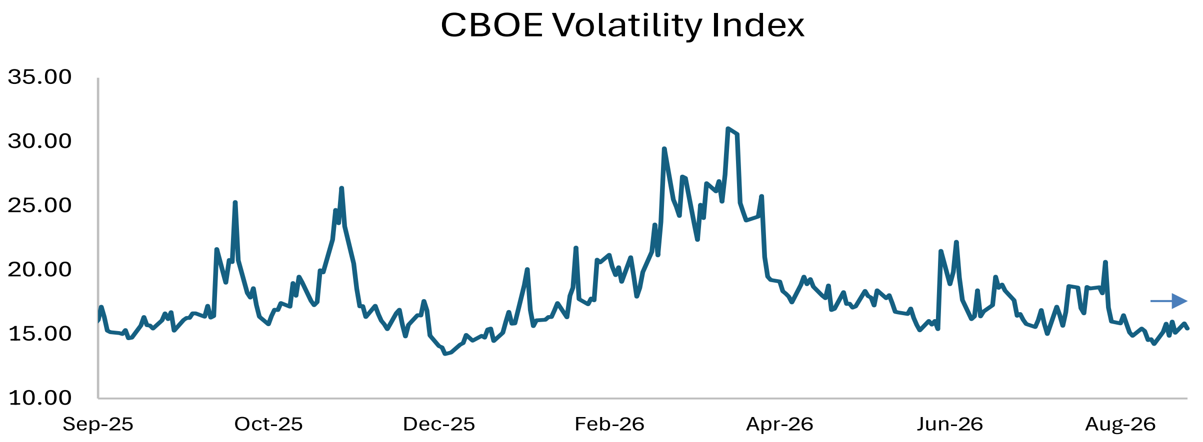
**Source: Federal Reserve, Yahoo Finance.*

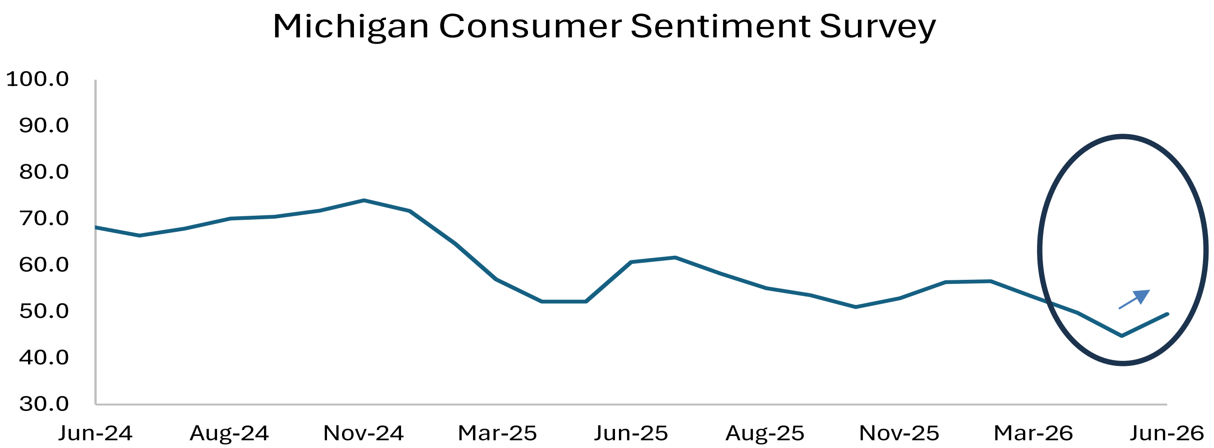
EXCENDIO ADVISORS
IT MERGERS & ACQUISITIONS

Macro Update –Inflationary concerns are holding back the recovery in consumer sentiment

Equity markets continue to rally, but inflationary concerns contined to weigh on consumer sentiment and yields have risen







(1)COVID trough (Aug-20) observed across the 3Y, 5Y, 7Y and 10Y Treasury yields
**Source: Federal Reserve, Yahoo Finance.*

Madhur has over 20 years of experience in middle market IT and software Mergers & Acquisitions and Consulting.

Prior to joining Excendio, Madhur worked in various senior transaction advisory and middle market SME roles at firms such as Citibank, Barclays, Lehman Brothers, New York Life, KPMG, Moody's and KBRA.

He has worked extensively with companies in the $10MN-$1BN revenue range across a range of strategic initiatives including exits and acquisitions, working capital optimization, IT implementation, financial planning, valuation and debt restructuring.

Middle market businesses are personal and can often be someone's passion and life's work. As such, Madhur focuses not just on the specifics of the transaction, but also on how it fits into the life goals of the owner and the importance of career transition for them.

Madhur will often connect founders looking to exit with the right industry participants to ensure founders can confidently exit knowing they've maximized their business's value, gaining the clarity, confidence, and peace of mind they deserve.

Madhur has a PhD in Financial Economics from UC Berkeley, Haas School of Business. He lives with his wife and son in New Jersey. He loves tennis, wine, the outdoors and spending time with family and friends.

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