

## Regent Assay's View of the Month

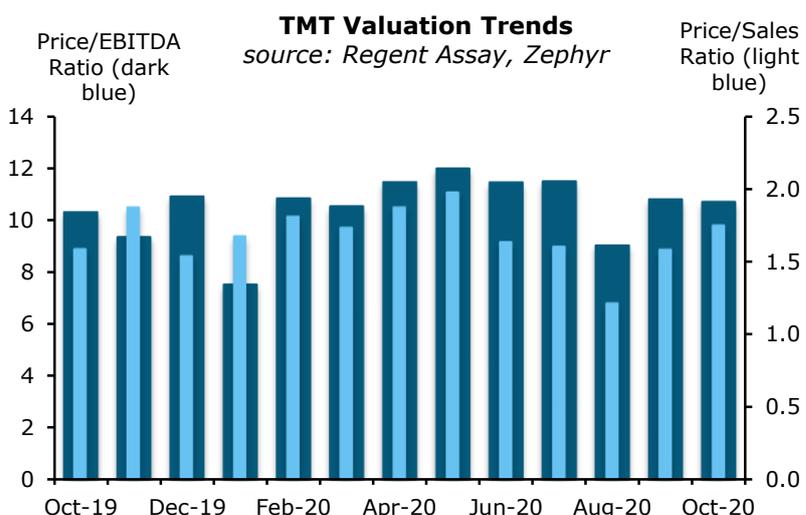
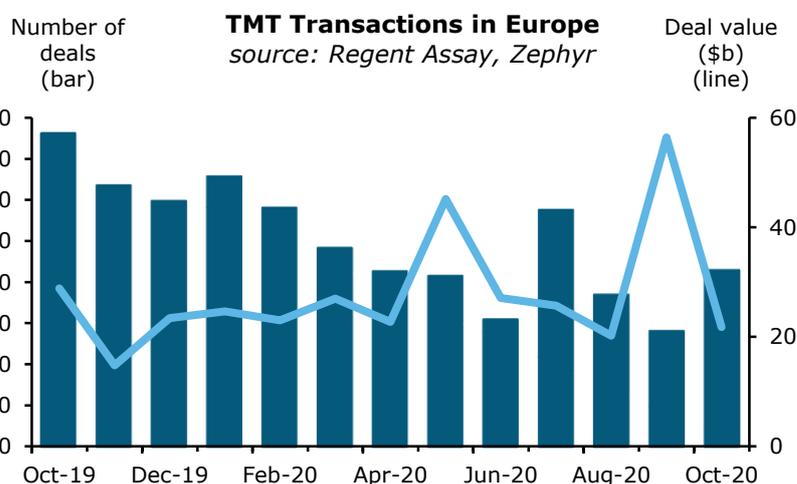
The number of transactions in the European TMT market jumped by 52% in October, up from 141 to 215, heralding a possible normalisation of business activity before the end of the year. Total deal value dropped significantly from \$56bn in September down to \$21.8bn in October, but was more in line with its 12-month average of \$25bn. The P/Sales ratio increased for a second month in a row to reach 1.75x, while the P/EBITDA hovered at 10.7x, which means it has gone below the 10x threshold only 3 times in the past 12 months. There was some foreign interest for the UK software market this month with the acquisition of Rimilia by American BlackLine for \$150m and the acquisition of Delta Financial Systems by Australian Bravura for \$30m.

UK based software group, Advanced One, acquired domestic HR companies, Mitrefinch and Clear View, on 16 and 19 October respectively. Mitrefinch is a global provider of workforce management solutions. It offers user-friendly, cutting edge products across integrated time and attendance, payroll, HR and access control. Mitrefinch had been backed by LDC since 2016 and recorded latest revenue of \$32m. Clear View offers Software-as-a-Service people performance management and engagement software tailored for remote working environment. This is Advanced One's fourth acquisition since it received investment support from BC Partners and Vista Equity in August 2019.

US headquartered, BlackLine Inc, a leader in accounting automation software, announced on 2 October the acquisition of Rimilia, an AI-powered cloud-based platform that enables accounts receivable (AR) automation and digital transformation, for \$150m. Headquartered in the United Kingdom, Rimilia is a leading provider of accounts receivable automation solutions that enable organizations to control cash flow and cash collection in real time. Using artificial intelligence (AI) and machine learning, its SaaS (Software-as-a-Service) platform simplifies the order-to-cash process by automating the collection and allocation of customer cash.

Birmingham (UK) headquartered Delta Financial Systems was acquired by Australian Bravura Solutions on 12 October, for \$30 million. Delta provides technology to power complex pensions administration. Its key products support the administration of SIPPs (Self-Invested Personal Pensions) and SSAs (Small Self-Administered Schemes), including the full range of complex client drawdown options available under the pension freedoms legislation. Delta will add to Bravura's core offering in the wealth management space, expand its ecosystem of products and services and strengthen its international presence. This is Bravura's third M&A deal of the past 18 months, following the acquisitions of Australia-based FinoComp and Midwinter in 2019.

Swedish telecom provider Telia divested its carrier business to infrastructure investor Polhem Infra, for approximately \$1 billion, on 07 October. Telia Carrier's internet backbone network holds the #1 position within its sector globally. Content, services and operator customers of Telia Carrier account for 58% of global Internet routes. Its network spans across Europe, North America, and Asia, connecting customers in more than 120 countries. Telia Carrier reported 2019 sales of \$623m and EBITDA of \$57m, representing a EV/EBITDA multiple of 18.9x.



**Pradip Somaia**  
Partner  
[psomaia@regentassay.com](mailto:psomaia@regentassay.com)

**Leo Bretelle**  
Analyst  
[lbretelle@regentassay.com](mailto:lbretelle@regentassay.com)

**Hana Glanville**  
Business Dev Director  
[hglanville@regentassay.com](mailto:hglanville@regentassay.com)