

The background of the slide is a dark blue field filled with a complex network of thin, light blue lines that radiate from various points, creating a starburst or neural network effect. Interspersed among these lines are numerous small, glowing blue dots of varying sizes. The overall aesthetic is high-tech and digital.

Aventis Advisors

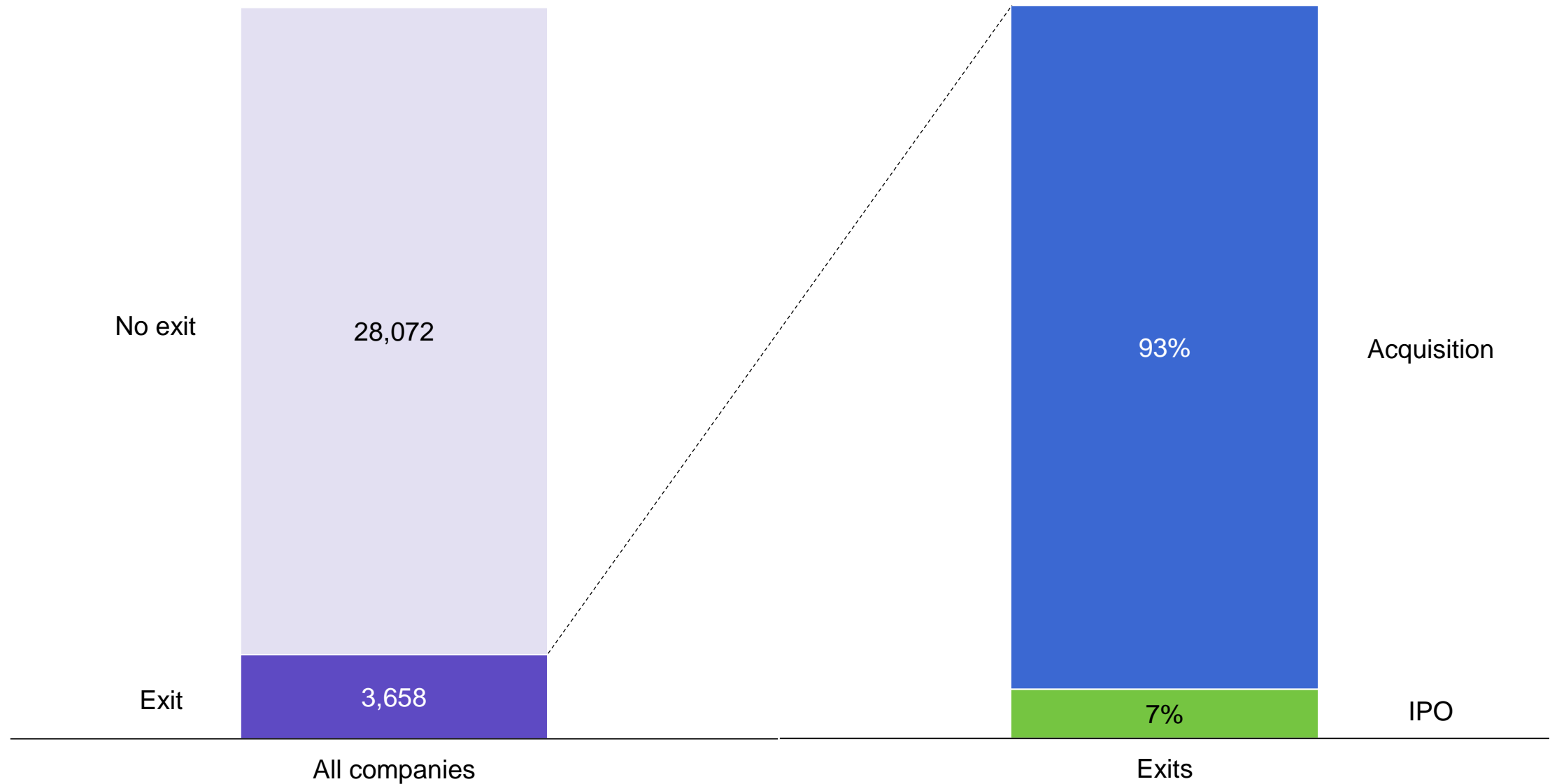
SaaS M&A

Deal volumes drop to pre-covid levels in 2023

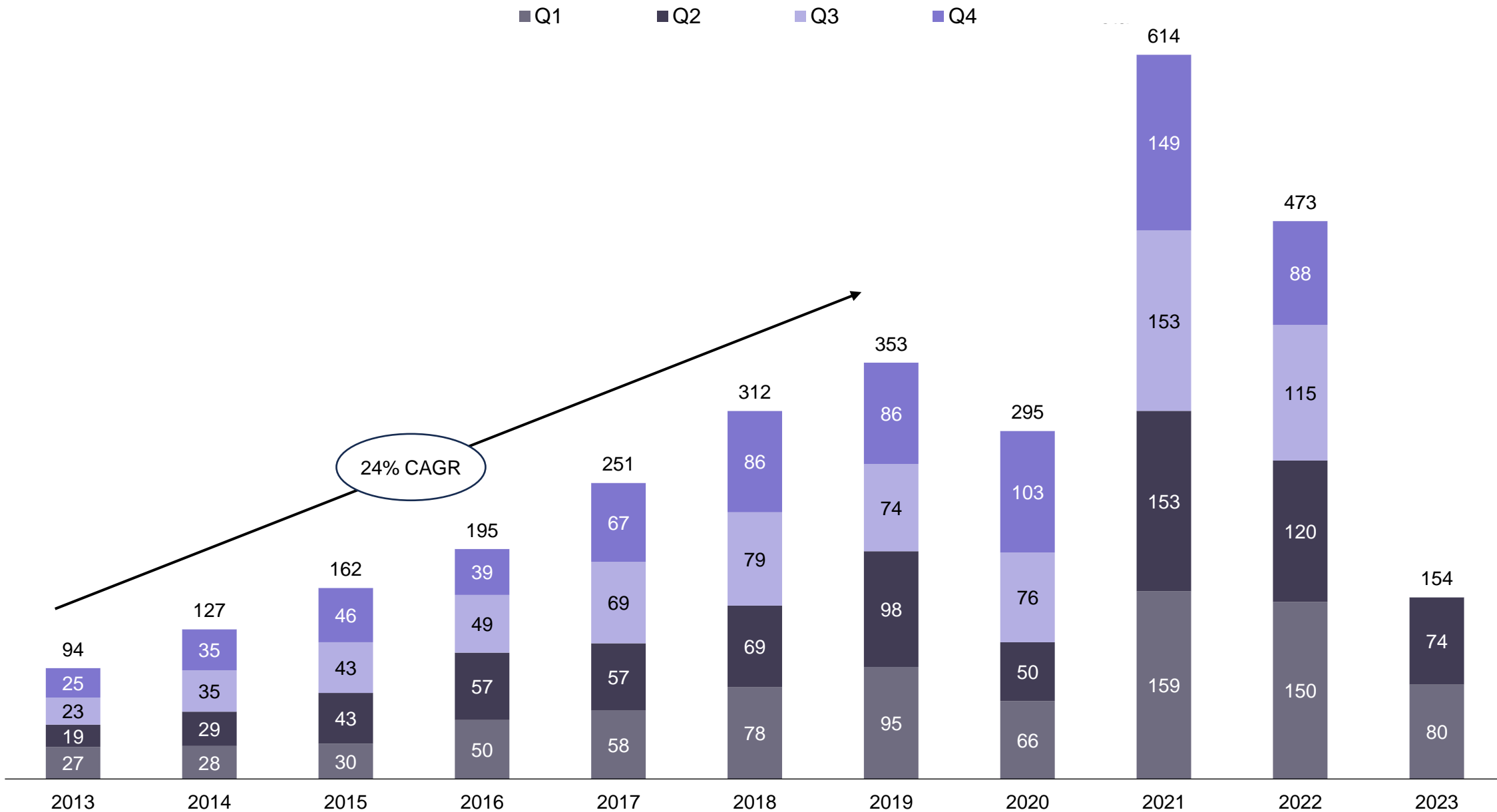
A decorative footer element consisting of a horizontal row of overlapping circles in a dark blue color, spanning the width of the slide.

SaaS M&A: Exits by Type (IPO vs. Acquisition)

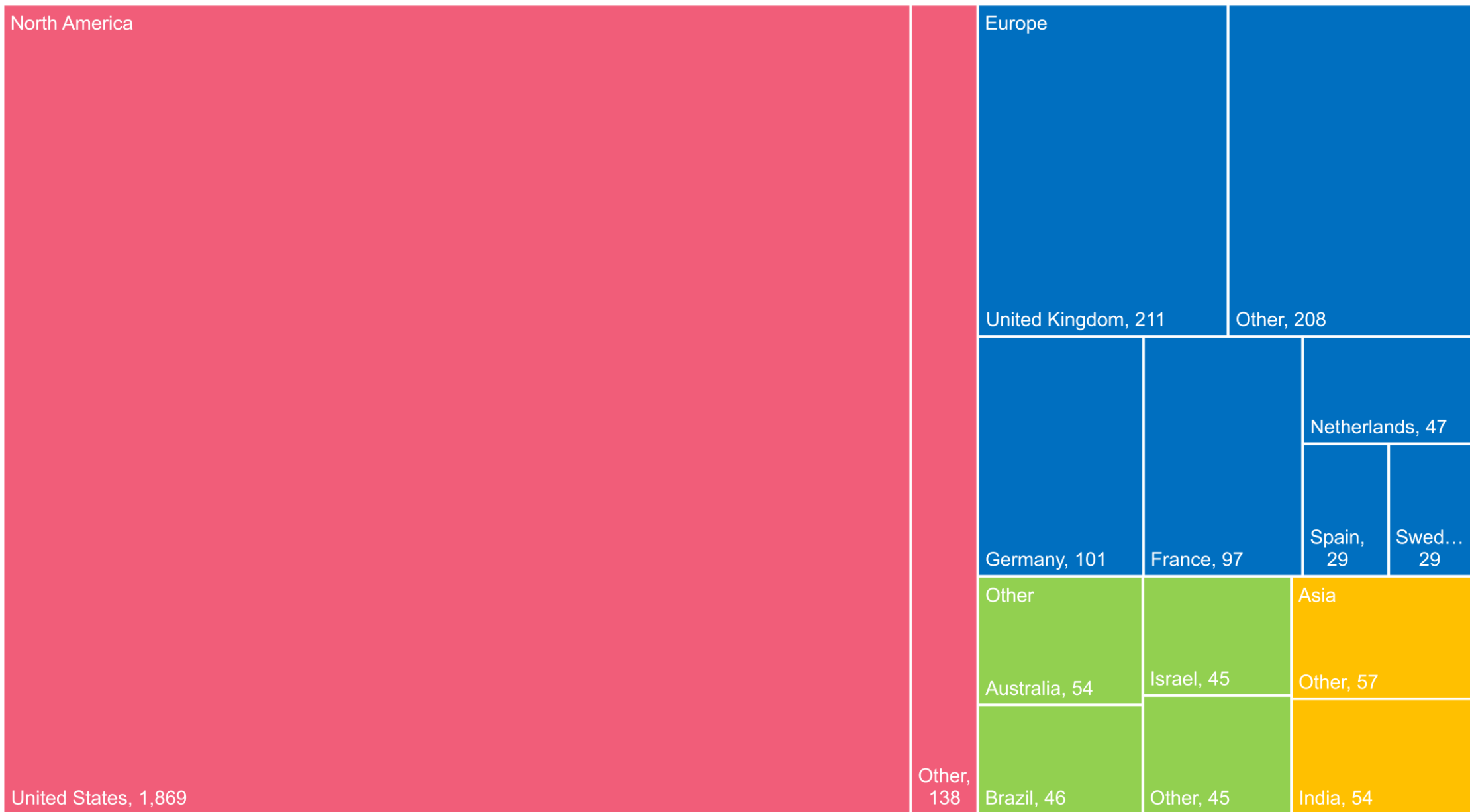
Despite the hype, exits remain rare: just 12% of SaaS companies in Crunchbase have been acquired or gone public



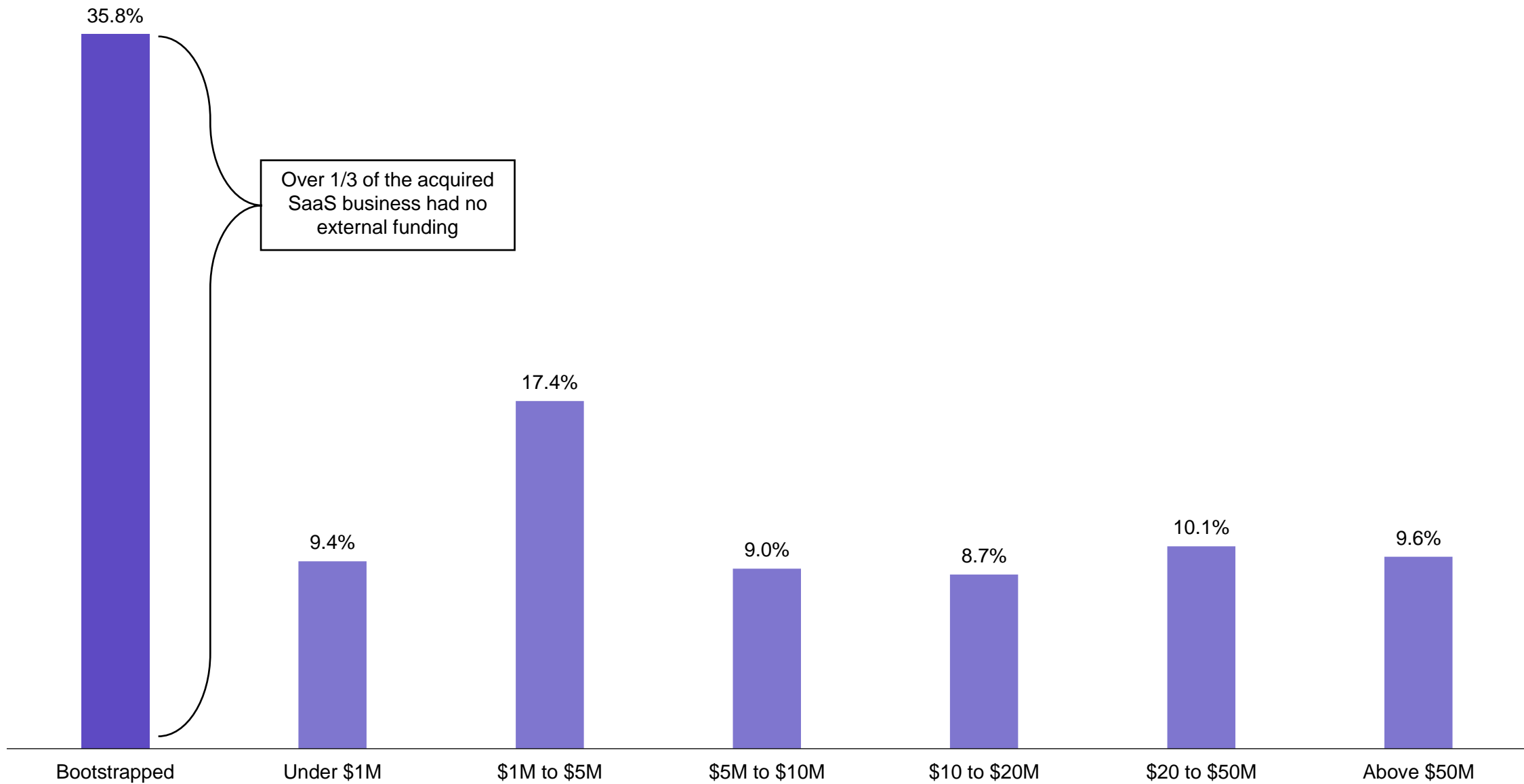
SaaS M&A: Total Deal Volumes, 2013 – 1H 2023



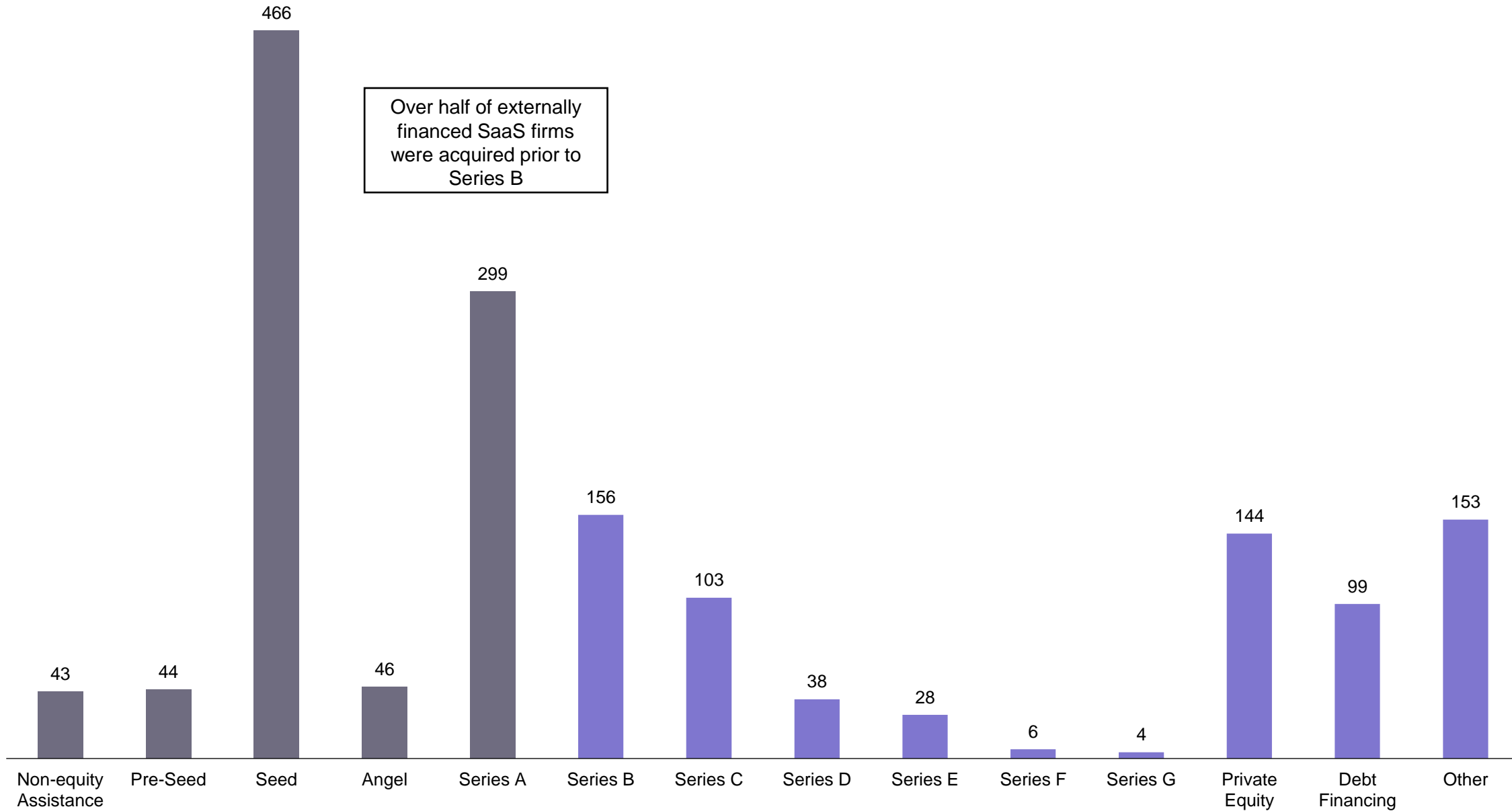
SaaS M&A: Deals by Targets' Country, 2013 – 1H 2023



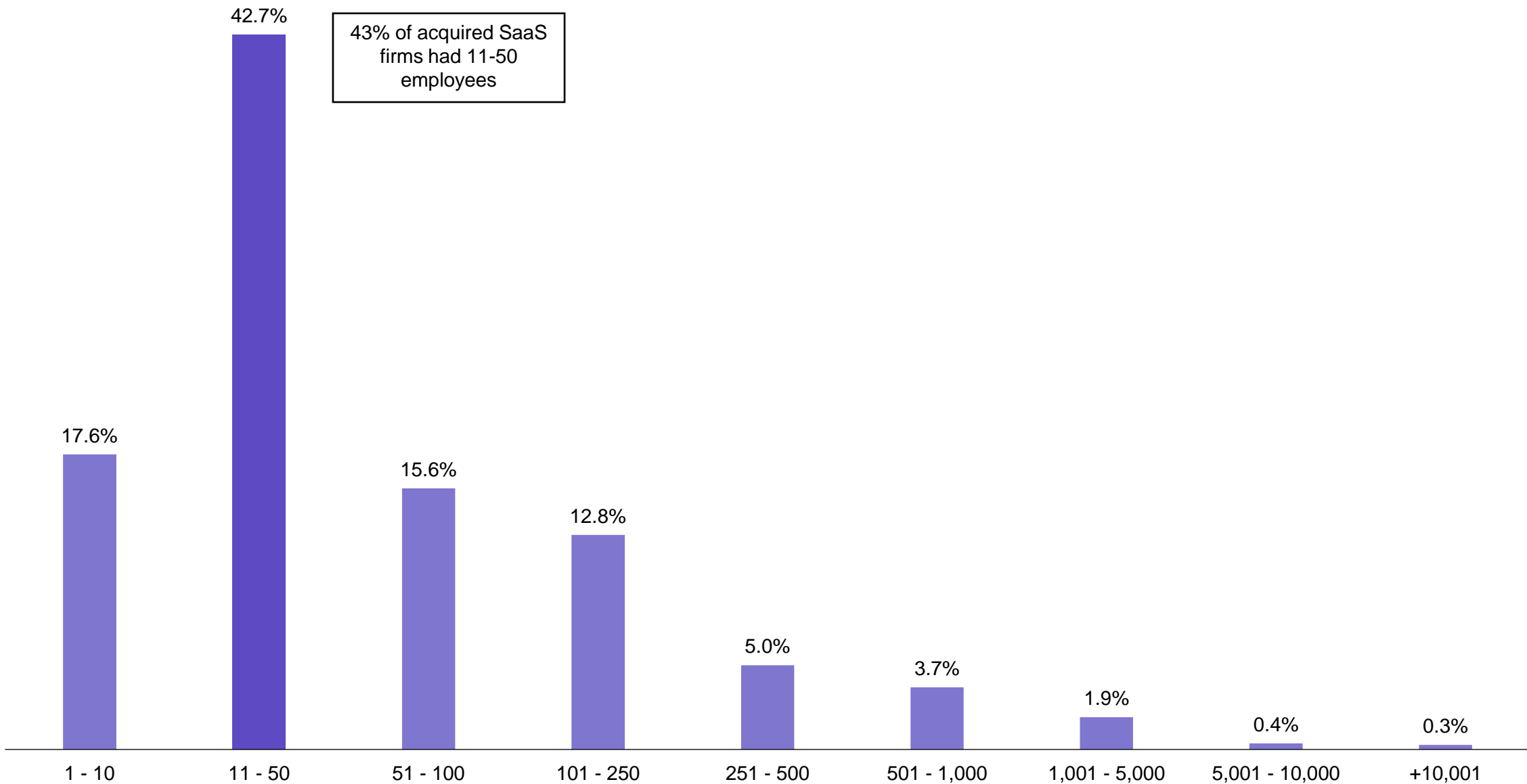
SaaS M&A: Deal Volumes by Total Funding, 2013 – 1H 2023



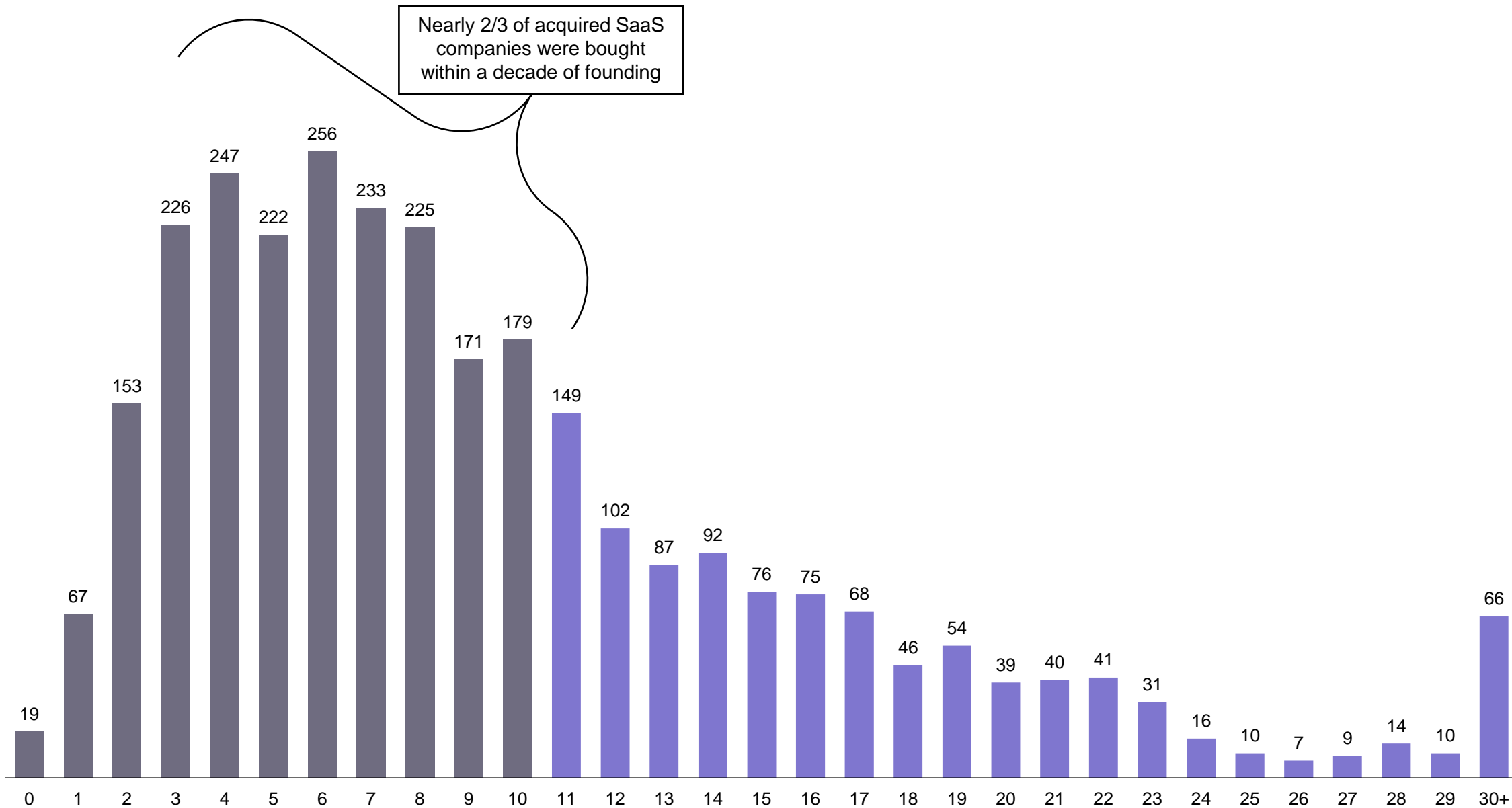
SaaS M&A: Deal Volumes by Last Funding Round, 2013 – 1H 2023



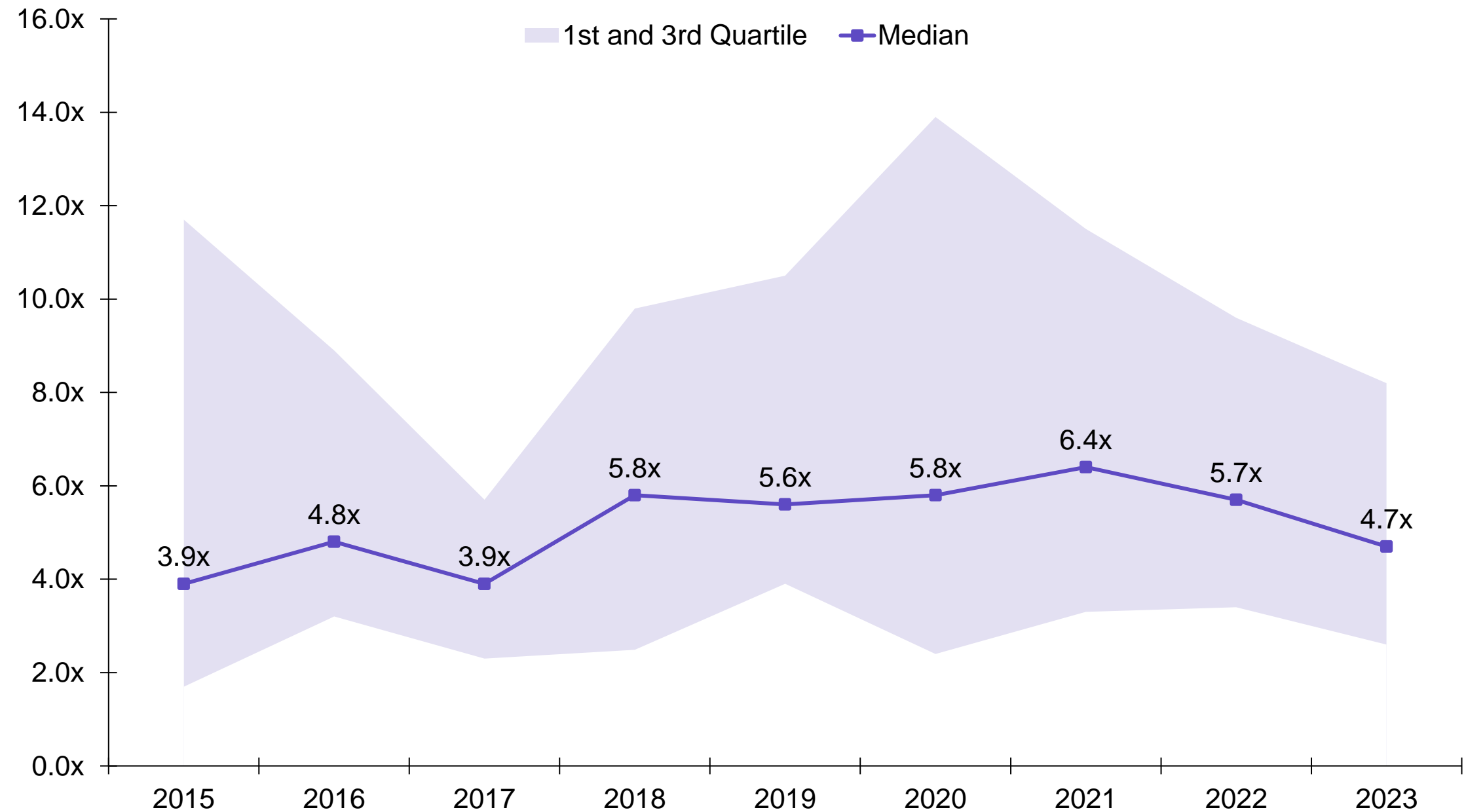
SaaS M&A: Deal Volumes by Headcount, 2013 – 1H 2023
















SaaS M&A: Deal Volumes by Founded to Acquired, 2013 – 1H 2023



SaaS M&A: Revenue Multiple, 2015 – 1H 2023



SaaS M&A: Prominent SaaS Deals

Year	Buyer	Target	Comment	Country
2020			<ul style="list-style-type: none"> Salesforce acquired Slack for \$25.6B at 40.6x revenue Slack provides corporate messaging and collaboration solutions 	
2022			<ul style="list-style-type: none"> Vista Equity Partners and Elliott Investment Management acquired Citrix for \$16.6B at 5.2x revenue and 23.8x EBITDA Citrix provides workspace software 	
2016			<ul style="list-style-type: none"> Oracle acquired NetSuite for \$8.7B at 11.7x revenue NetSuite is a cloud-based enterprise software company for SMEs 	
2022			<ul style="list-style-type: none"> Thoma Bravo acquired Coupa Software for \$8.3B at 10.2x revenue Coupa Software is provider of cloud-based applications for finance 	
2021			<ul style="list-style-type: none"> Panasonic acquired the remaining 80% of Blue Yonder for \$7.1B at 8.4x revenue and 34.6x EBITDA Blue Yonder is a provider of software products and services for the retail supply chain 	
2018			<ul style="list-style-type: none"> Salesforce acquired MuleSoft for \$5.9B at 19.9x revenue MuleSoft provides integration software for connecting applications, data, and devices 	

Contact Us

Get in touch with our advisors to discuss how much your business could be worth and how the M&A process looks.



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