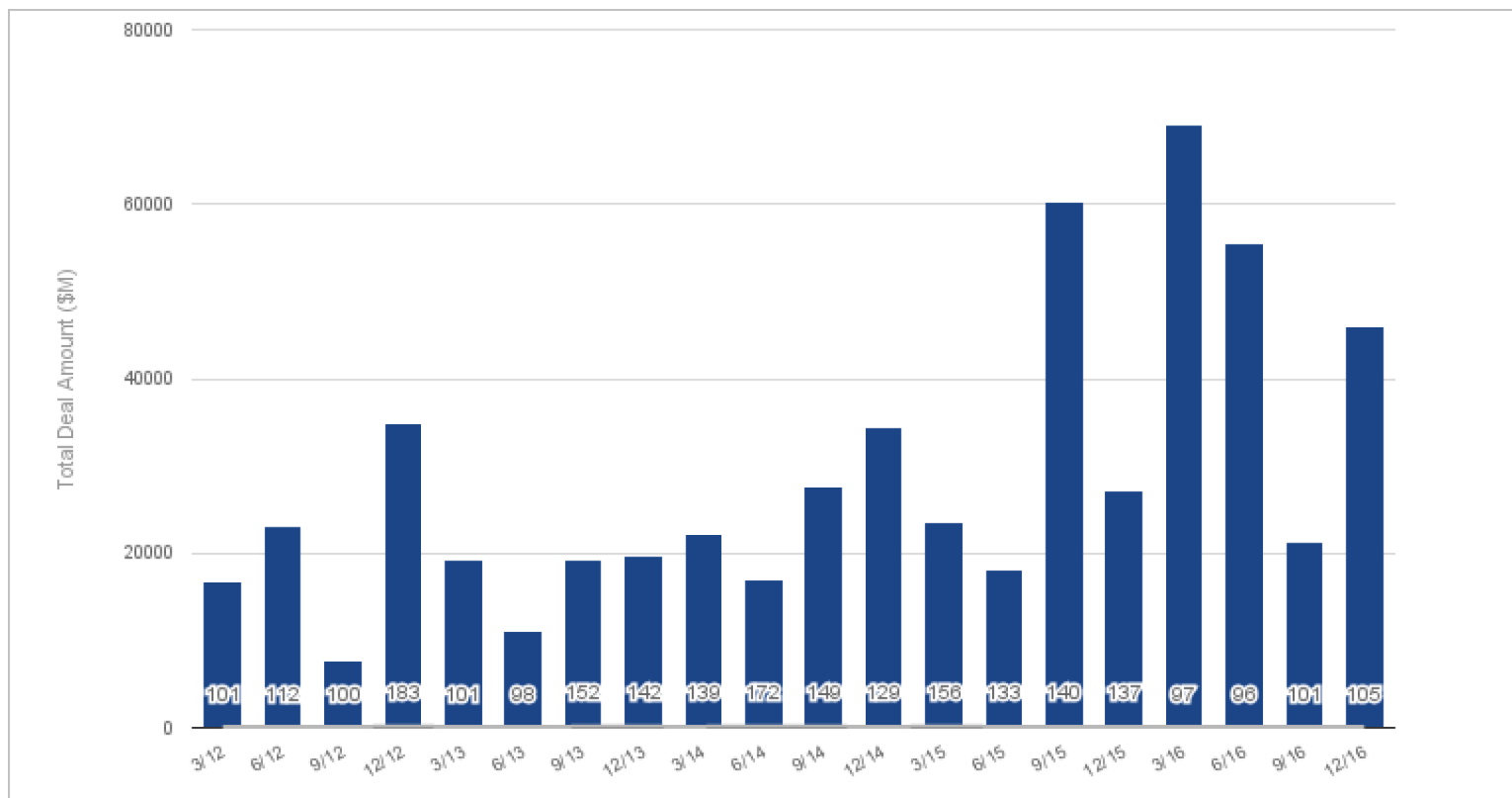


# Business Solutions Industry Report



## Mergers & Acquisitions

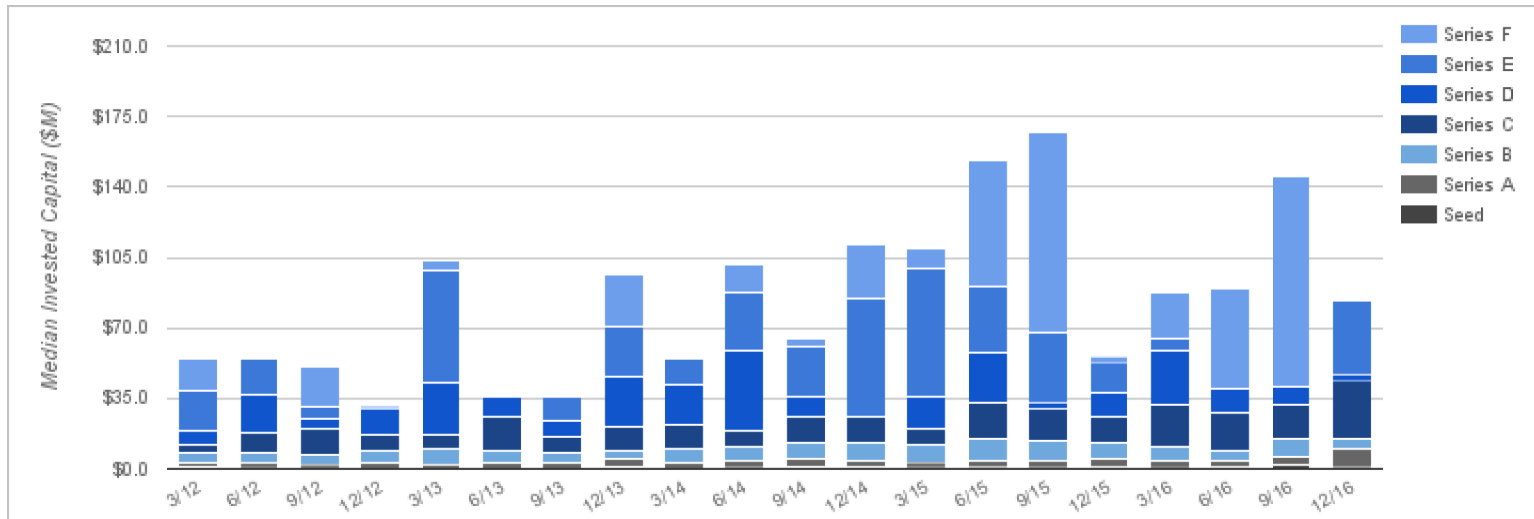
4Q 2016



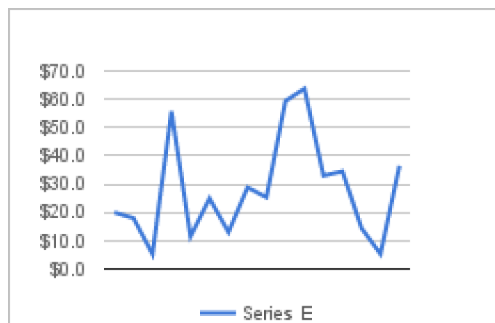
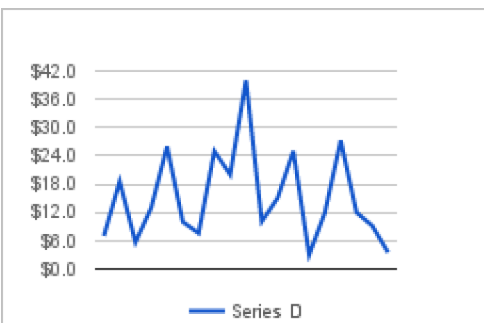
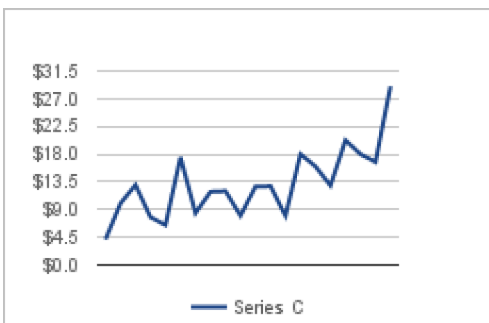
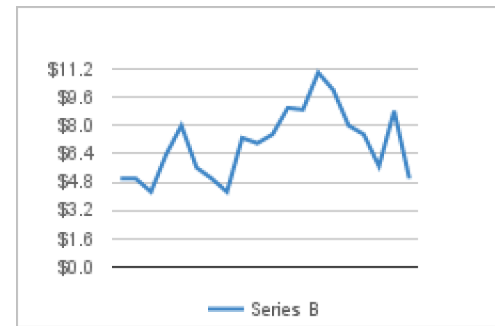
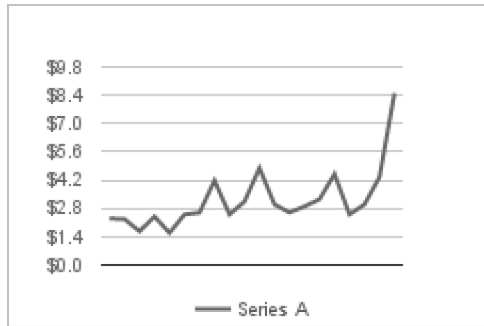
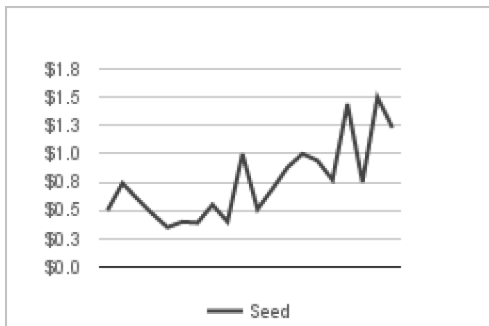
### Recent Deals

NAME	DATE	DEAL SIZE (\$M)	TTM Revenue (\$M)
Post Properties	12/1/2016	\$ 12,000.0	\$ 397.2
Ingram Micro	12/6/2016	\$ 6,300.0	\$ 40,998.3
Clarcor	12/1/2016	\$ 4,300.0	\$ 1,385.2
Dematic Group	11/1/2016	\$ 3,250.0	\$ 1,800.0
Newell (tool business)	10/12/2016	\$ 1,950.0	\$ 760.0

# Invested Capital



## Median Invested Capital - 2012 -2016



## Most Active Investors

Lux Capital

Keiretsu Forum

General Catalyst Partners

Alliance of Angels

True Ventures

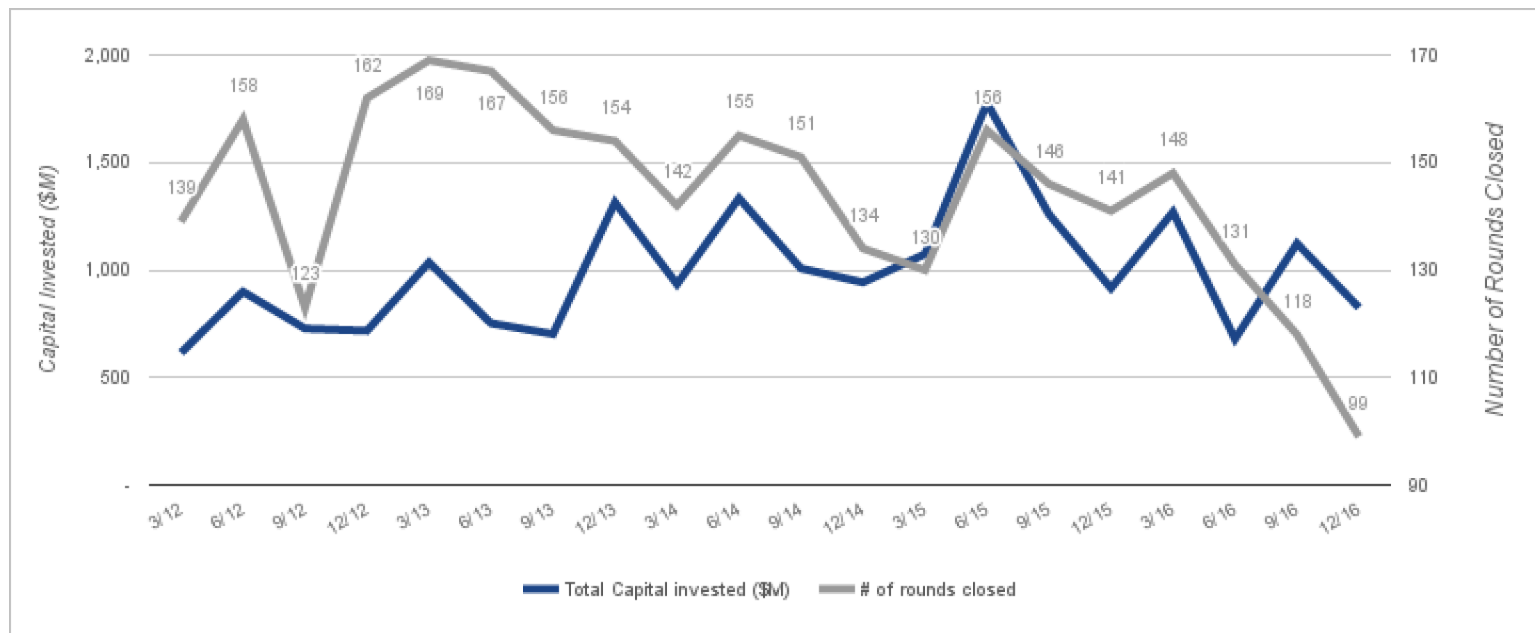
Presence Capital

Kleiner Perkins Caufield & Byers

Innovation Endeavors Management

Harmony Partners

## Total Amount of Capital

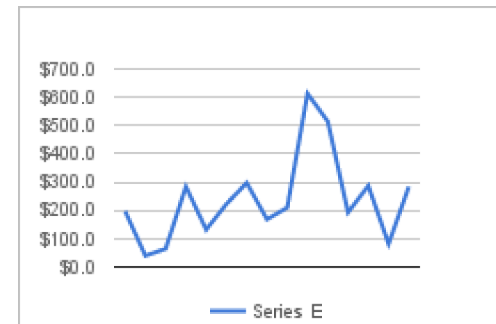
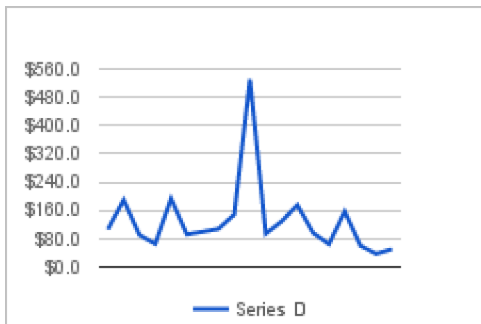
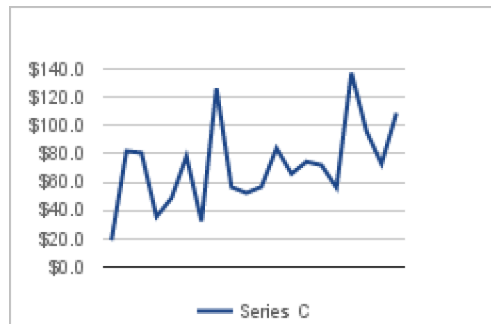
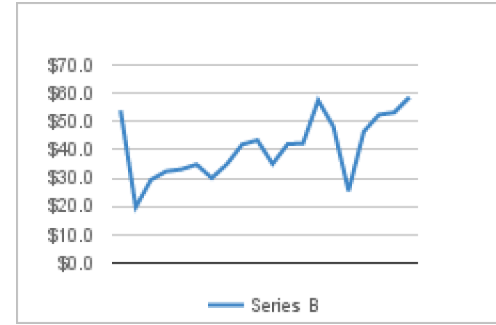
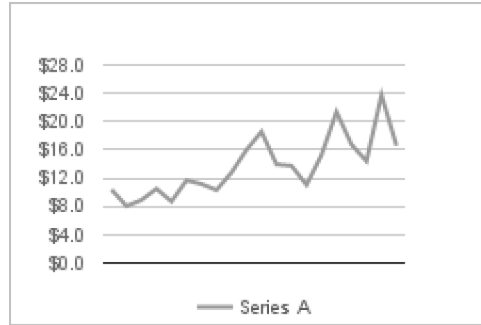
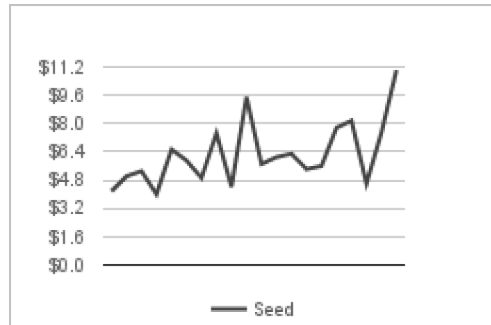


# Valuations

## Recent Valuations

NAME	DATE	VALUATION (\$M)	ROUND SIZE (\$M)
Hired	11/9/2016	\$ 460.0	\$ 30.0
Zymergen	10/7/2016	\$ 341.8	\$ 130.0
Phononic	11/16/2016	\$ 213.0	\$ 71.0
Managed by Q	12/12/2016	\$ 174.5	\$ 30.5
OwnerIQ	12/14/2016	\$ 144.0	\$ 6.0

## Median Pre-Money Valuation - 2012 -2016



Questions?

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[www.venturefirst.com](http://www.venturefirst.com)