



Deeply Rooted in Tech | Focused on Our Clients' Values

Real Estate Technology Overview

VAQUERO | The Leader in Middle Market Investment Banking

Leading the Premium Growth Market

Exceptional results for premium assets

Minority and majority capital raises

M&A with strategics and sponsor-backed strategics

Focus on Quality Assets and Process

High Quality materials and data

Leverage strategic **premiums/synergies**

Maximize tension/timing



Vaquero CV

Founded in 2012

BOA, Goldman Sachs, William Blair Alum

200+ Completed Transactions

SF, CHI Presence

84

Deals Completed since 2012 (Vaquero & Bandon)

86%

Industry-Leading Deal Close Ratio

\$5.9Bn

Cumulative Vaquero Sell-Side Transaction Value

Sectors We Cover



Industrials, Transportation & Energy



GovTech, HigherEd & Non-Profit



Built Environment & RE Software



Governance, Risk, Compliance

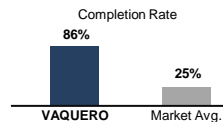


Healthcare Software

VAQUERO | Firms Choose Us Because...

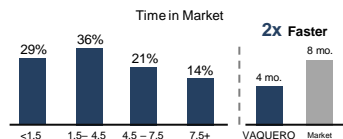
We Get Deals Done...

86%
Deals Closed



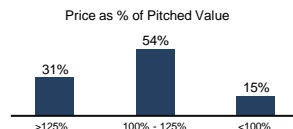
On time...

65% < 4.5 mos.
Timing between selection and exclusivity
29% < 1.5 mos.



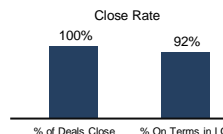
On price...

116%
Pitch valuation
31% deals > 125%



On terms...

100% On deals with LOI close
92% On terms in LOI



Middle-Market Technology League Table

M&A Deals, PE Deals & Deals Per Banker

Sell-Side Tech Deals: Last 12 and 24 Months

| RANK | ADVISOR | TOTAL PE DEALS | |
|------|-------------------|----------------|-----------|
| 1. | Raymond James | 21 | 55 |
| 2. | William Blair | 19 | 42 |
| 3. | VAQUERO | 14 | 24 |
| 4. | Canaccord Genuity | 11 | 19 |
| 6. | GCA Advisors | 9 | 17 |
| 7. | AGC Partners | 8 | 17 |
| 8. | Piper Jaffray | 8 | 12 |
| 9. | Baird | 7 | 18 |
| 10. | Harris Williams | 7 | 15 |

| RANK | ADVISOR | TOTAL M&A DEALS | |
|------|-------------------|-----------------|-----------|
| 1. | Raymond James | 24 | 67 |
| 2. | William Blair | 23 | 53 |
| 3. | AGC Partners | 17 | 30 |
| 4. | VAQUERO | 14 | 23 |
| 6. | Canaccord Genuity | 12 | 20 |
| 7. | Piper Jaffray | 11 | 18 |
| 8. | GCA Advisors | 9 | 19 |
| 9. | Stifel | 9 | 13 |
| 10. | Needham & Company | 8 | 21 |

| RANK | ADVISOR | DEALS/BANKER | |
|------|-----------------------|--------------|------------|
| 1. | VAQUERO | 4.7 | 8.3 |
| 2. | Software Equity Group | 2.0 | 4.3 |
| 3. | Piper Jaffray | 1.9 | 2.7 |
| 4. | William Blair | 1.3 | 2.8 |
| 6. | Raymond James | 1.1 | 2.5 |
| 7. | Canaccord Genuity | 1.0 | 1.7 |
| 8. | Vista Point | 1.0 | 1.2 |
| 9. | AGC Partners | 1.0 | 1.8 |
| 10. | Spurrier Capital | 0.9 | 1.4 |

2020
**PRIVATE EQUITY
DEAL
OF THE YEAR**
M&A ATLAS AWARDS

2018 & 2019
**TECH
INVESTMENT BANK
OF THE YEAR**
M&A ATLAS AWARDS

2019
**CROSS-BORDER
M&A DEAL
OF THE YEAR**
M&A ATLAS AWARDS

2019
**HEALTHCARE IT
DEAL
OF THE YEAR**
M&A ATLAS AWARDS

2020 & 2018
**M&A DEAL
OF THE YEAR**
M&A ATLAS AWARDS

2018
**GAMECHANGER
OF THE YEAR**
DAVID GROVE
ACQ GLOBAL AWARDS

2018
**INVESTMENT BANK
OF THE YEAR**
ALL TECH
ACQ GLOBAL AWARDS

2018
**INVESTMENT BANK
OF THE YEAR**
GROWTH BUSINESS
ACQ GLOBAL AWARDS

VAQUERO | Core Sectors of Focus



Industrials, Transportation & Energy

Vaquero has more industrials, transportation & energy deal experience than our competition

Vaquero has long-standing relationships with relevant strategics and PE firms



Built Environment & RE Software

Vaquero has completed deals touching all aspects of the built environment

Vaquero's deep industry knowledge provides unique insight into the complete ecosystem of customers, companies & investors



Governance, Risk, Compliance

Vaquero has leading transaction experience across the GRC space

Vaquero has a unique understanding of the intersection & importance of governance, risk & compliance software for successful enterprises



GovTech, HigherEd & Non-Profit

Vaquero has extensive experience across govttech, higher-ed & non-profit software space

Through a number of transformative transactions, Vaquero has relevant insights into the broad ecosystem



Healthcare Software

Vaquero has recently closed a blockbuster transaction in the broader HCIT sector

With the hire of Josh Moses, an experienced HCIT banker, Vaquero continues to grow its HCIT presence

Vaquero Experience

19

Deals Completed

\$2Bn+

Total Transaction Value



12

Deals Completed

\$1Bn

Total Transaction Value



11

Deals Completed

\$1.3Bn

Total Transaction Value



5

Deals Completed

\$500M+

Total Transaction Value



7

Deals Completed

\$1Bn

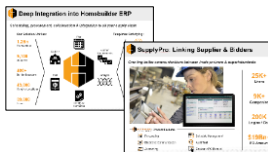
Total Transaction Value





Transaction Details:

FM: Systems in the developer of web based software created to help manage facilities and real estate more effectively. The company's Integrated Workplace Management Systems and Computer-Aided Facility Management software improves workspace management, enabling real estate professionals to improve customer service and increase productivity.



Transaction Details:

Hyphen provides cloud-based supply chain management, collaboration, and scheduling solutions for homebuilders and their suppliers. The partnership with PWP Growth Equity allowed Hyphen to accelerate its investment in its people, systems and processes, and will enable the Company to add new customers and software products.



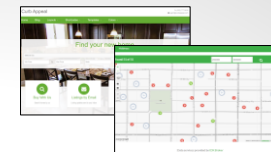
Transaction Details:

Top of Mind is a developer of customer relationship management software for the mortgage lender and real estate industries. The company's customer relationship management and marketing automation software engages & educates prospects and automatically integrates and syncs with enterprise's existing loan origination software.



Transaction Details:

Meyers Research is a leading provider of real-time market data and advisory services to the homebuilding industry. Meyers Research was a wholly owned subsidiary of Kennedy Wilson, a publicly traded real estate investment firm, consisting of two main business units: Zonda and Advisory Services.



Transaction Details:

IDX is a provider of real estate search applications. The company offers software-as-a-service search and lead management tools that integrate data feeds from multiple listing services into websites for real estate professionals. This was the second transaction on which Vaquero served as exclusive advisor to the IDX team

Other Relevant Experience

VFA

RDM
REAL DATA MANAGEMENT

4tell™

NATIONWIDE
COURT SYSTEMS

LUXURY
RETREATS

StreetEasy

HomeAway®

accruent

Building
Engines

RUBICON
technology partners

Undisclosed

inovia

Zillow®

IPO

VAQUERO | Our Team



David Grove

21 Years Experience

Bank of America,
Cowen

100+ Completed
Transactions



Josh Moses

18+ Years Experience

MBA – Northwestern

University of Chicago,
BS History



Terry Jiang

UCSD, BS
Management Science;
Minor in Accounting

20+ Transactions at
Vaquero



Dominic Chan

UC Berkeley, BA
Political Science

8+ Years Financial
Services Industry



JP Joyce

MBA – UC Berkeley

U.S. Air Force
Academy, BS
Political Science



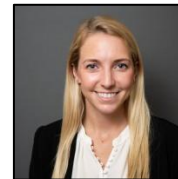
Kristian Kempainen



Sarah Childers



Macalaster Schmidt



Georgia Wahl



Tom McNamara



Danny Allen





Market & Industry Overview

VAQUERO | Recent Real Estate Technology News

The promise of 5G is key to a lot of these (real estate technology) transformations. 5G will provide more bandwidth that will allow more smart devices and sensors to connect to the internet. The higher bandwidth will create truly wireless workplaces and potentially allow more workers to telecommute. But to accomplish all this, we need considerably more 5G base stations than for current technologies, and they need to be placed much closer together. This could have impacts for commercial property owners who may be able to lease space for telecom providers to install base stations or even install their own base stations and provide power and fiber connections.

Forbes

"The Top PropTech Trends: 6 Technologies Disrupting The Property And Real Estate Industry" – Feb. 2020

The data collected by real estate and property industries will be made more actionable with the help of AI and machine learning. Chatbots on property websites may also be able to answer consumer queries more quickly and easily and might even accompany buyers to showings. Some companies are working on technology that would allow a real estate agent to conduct showings via a tablet or with a chatbot, enabling an agent to do more showings in a day. AI will also help in predicting pricing trends more accurately by looking into historical trends.

PROPTech
OUTLOOK

"6 PropTech Trends Transforming the Real Estate Landscape" – Jul. 2020

The high installation costs associated with on-premise software is driving many enterprises to adopt cloud-based services offered by market vendors. This trend is gaining traction among companies in underdeveloped and developing countries as they lack sufficient budget to purchase on-premise real estate software...Moreover, cloud-based services are scalable. This allows real estate companies to increase or decrease storage according to their requirements. Therefore, the increased adoption of cloud-based real estate software is expected to boost the growth of the market.

"Global Real Estate Software Market 2020-2024" – Feb. 2020

businesswire
A BERKSHIRE HATHAWAY COMPANY

Transaction management solutions have been available for decades organize all of the people (and tasks) related to a closing. COVID-19 inspired laggards to adopt these digital solutions out of necessity and there is a strong likelihood that many professionals will stay on the digital track. There remain issues with wet signatures (notary) at various stages in a handful of states. But many legislatures have drafted correcting courses which may soon find their way into law. Security, encryption, and validation has come a long way toward reducing identity fraud.

"COVID-19 May Have Changed Home Buying Patterns Permanently" – Jun. 2020

CoreLogic

Real Estate Technology LTM Snapshot

Source: Pitchbook

408

Deals

634

Investors

61

Exits

\$13.7Bn+

Capital Invested

\$50.5M

Median Valuation

Largest Deal

\$3.5Bn



GI PARTNERS



Most Acquisitive Sponsors

GI PARTNERS




RIT Capital Partners plc

Most Acquisitive Strategies

LENNAR®



Recent Notable Transactions

 Vaquero Experience



PROCORE



PRIMUS



Meyers
RESEARCH



Technology Adoption

Tech adoption has increased across the RE landscape as operators turn to digital tools to replace in-person business processes, including virtual notary, eSignatures, virtual showings, transaction management software, etc.

Return to Office Planning

Companies are using technology to plan new office layouts and designs to achieve optimal use of space, while supporting new social norms, as well as health and safety requirements.



Human Capital Efficiency

New technology is enabling real estate professionals to do their jobs more efficiently by reducing or eliminating travel time and allowing an increased number of meetings per day, so professionals can allocate their time to better serving clients.

Shifting Investor Preferences

Investors' preferences have shifted towards companies solving real problems compared to companies with strict valuations on new technology, favoring profitability and speed to market.

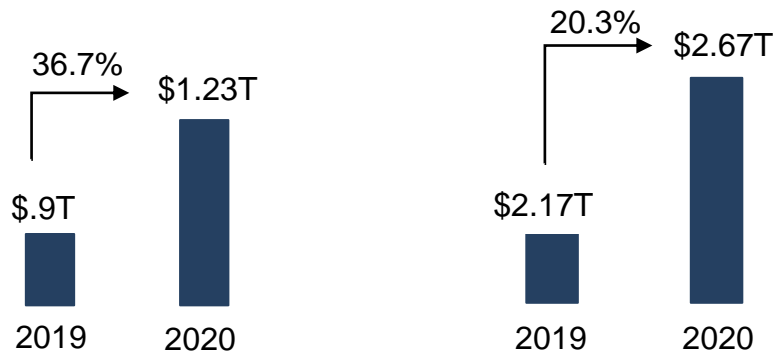
VAQUERO | Mortgage Tech In Hot Demand

Immediate Need For Tech Solutions

Low interest rates combined with mass urban exodus have led to an unprecedented volume of mortgage originations and refinances. Companies at each step of the mortgage supply chain – lead gen, pre-approval, underwriting, escrow, repurchasing, etc – are desperate for software that can compress timelines without sacrificing accuracy or increasing liability.

Consumers Pay For Inefficiency

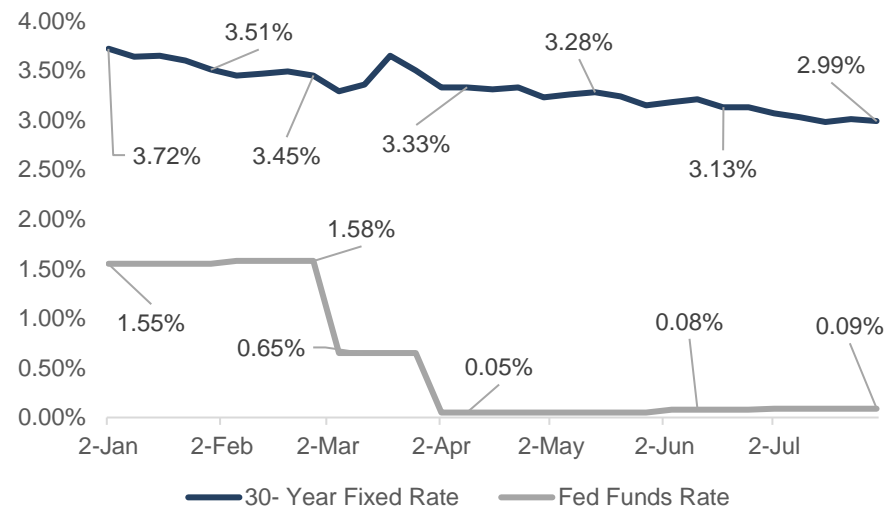
The bottleneck in the mortgage supply chain has led to artificially high interest rates for new mortgages as vendors are hesitant to reduce rates while backlogs continue to grow. Despite the Fed reducing the 2.50% rate to effectively zero in March the, 30-year fixed mortgage rates remained above 3% until July.



Refinance Originations

Total Mortgage Originations

30-year Fixed Mortgage V.S. Fed Funds Rate



Outlook On Rates Through 2020

While some slight daily variation can be expected, there should be little change to the 30-year fixed rate through the rest of 2020. After reaching a record low in late July at 2.99%, rates should stay flat, but could drop even lower.

Heading For The Suburbs

The combination of economic uncertainty and COVID-19 has prompted waves of Americans to flee from the city to the suburbs. Over 40% of urbanites have browsed for real estate in suburban areas since the start of the pandemic. Additionally, home buying activity in towns of under 50,000 people is up 87% year-over-year.

Rise of The “Smart Building”

The increasing prevalence of connected devices and IoT monitoring systems allows operators to gain better insight into facility status and resource usage. Integrated “smart building” solutions utilize IoT technology to monitor and control building systems, providing an all-in-one platform for owners to effectively manage their space and improving tenant experiences in the process.

Data-First Decision Making

With increasing levels of data availability, operators have more information than ever to inform decisions and benchmark performance. RE focused data analysis platforms paired with cutting edge BMS and visualization tools allow owners to monitor performance from individual facilities to global portfolios and provide strategic insights across the spectrum of assets.

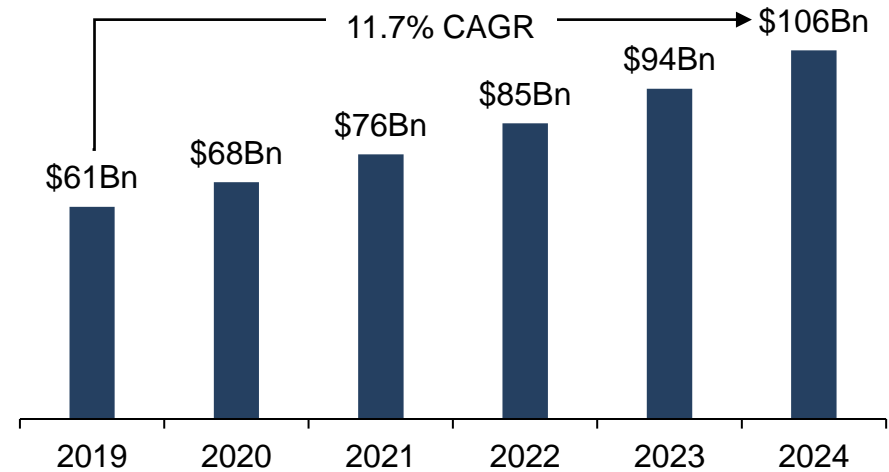
25Bn

Connected Devices Will Be In Use By The End Of 2020

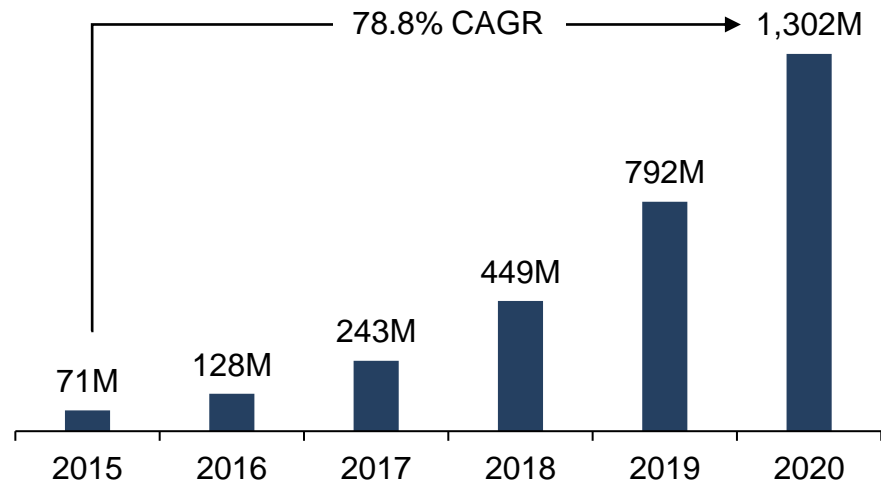
75%

Of Occupiers Cite Data As Key To Achieving Strategic Real Estate Goals

“Smart Building” Market Size



Worldwide CRE IoT Deployments

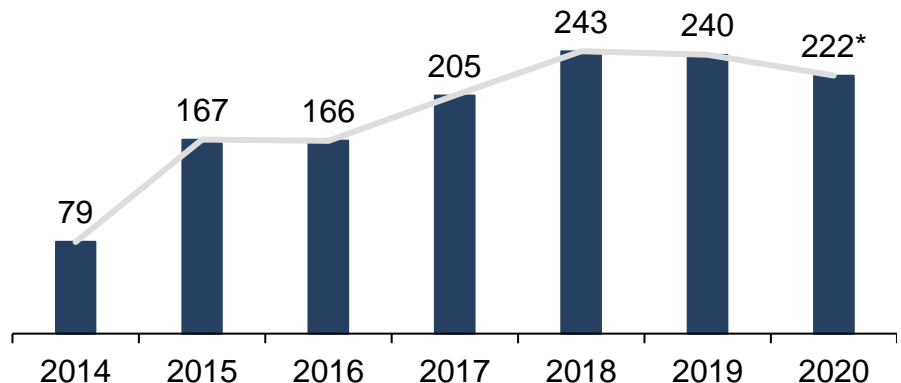


Construction tech continues to draw investment interest as players create offerings across on-site execution, digital collaboration, and back-office management among other adjacent workflows

The construction industry has historically been one of the slowest adopters of technology. Even so, investments in construction technology has far outpaced expansion in underlying construction activity.

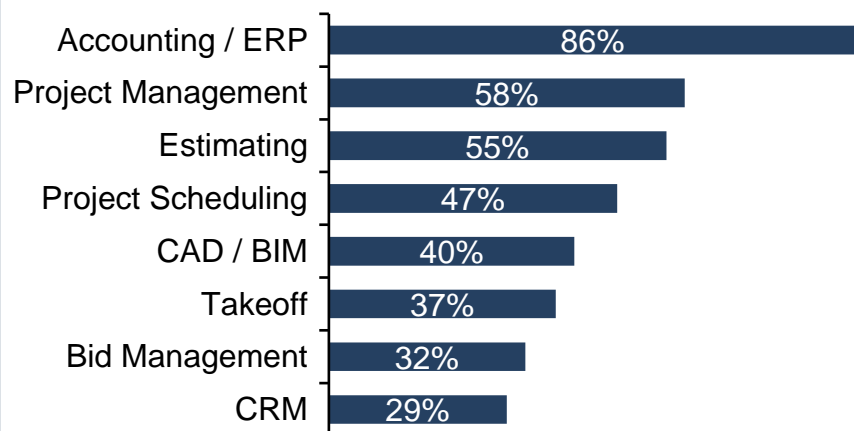
There is a generational opportunity for construction tech companies to rapidly capture a massive and yet greenfield market opportunity as operators look to maneuver strategically in the digital age by replacing legacy systems, siloed data, and manual processes with SaaS-based, integrated, and vertically purposed-based enterprise workflow systems.

Construction Tech Global Deal Count



* Annualized Data Through April 2020

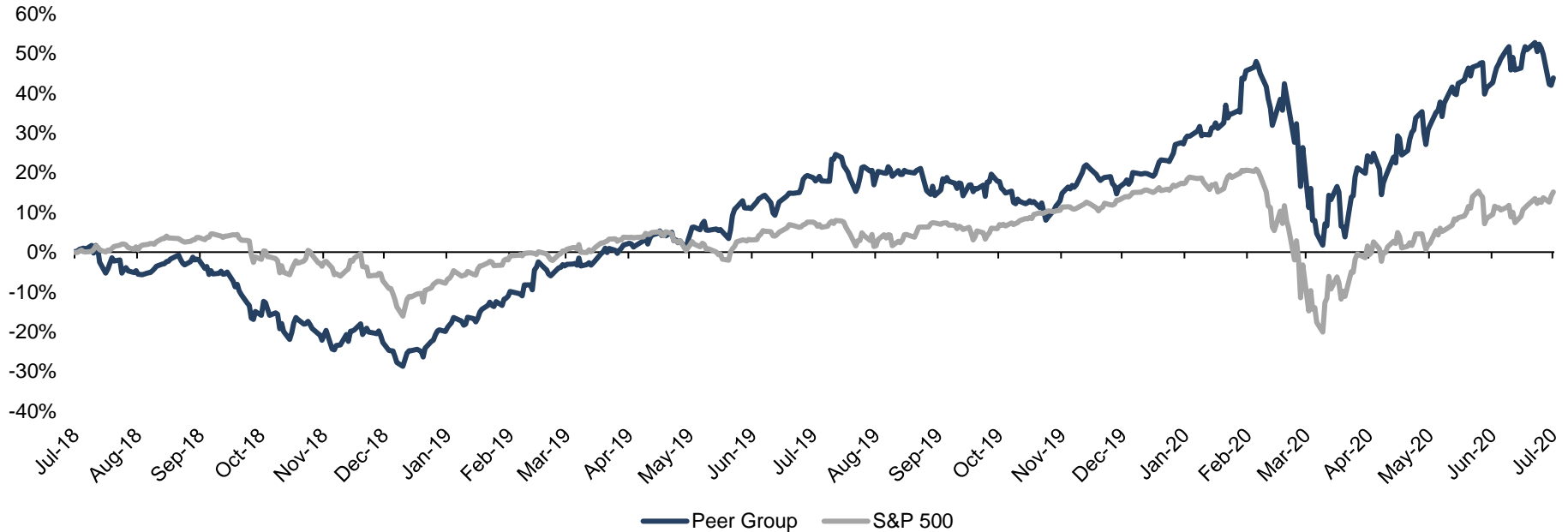
Workflows Utilizing Dedicated Software



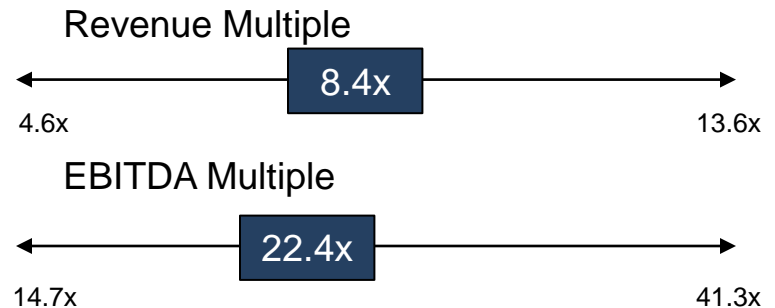
- **Over 50%** of surveyed Construction firms are using tech tools that have only one or two discrete use cases
- Global **construction labor productivity growth has averaged only 1%** in the last two decades, compared to 3-4% for other industries
- **61% of contractors** say that field worker acceptance is a top obstacle to technology adoption
- **60% of surveyed construction firms** reported that they do not have a dedicated R&D budget

VAQUERO | Real Estate Technology Performance

2-Year Historical Indices



Real Estate Technology Index Peer Group



Source: Pitchbook

VAQUERO | Real Estate Technology Performance

| Deal Date | Target | Buyer | Type | EV | Description |
|-----------|----------------------------|--|-----------|--------|---|
| 7/21/2020 | BuildOut | The Riverside Company(Loren Schlachet) | PE Growth | ND | Designer and developer of end-to-end solutions for commercial real estate listing. |
| 7/7/2020 | Home Junction | ATTOM Data Solutions(Robert Barber), Lovell Minnick Partners(John Cochran) | LBO | ND | Operator of a real estate data technology company based in San Diego, California. |
| 6/30/2020 | dashCMA | Inside Real Estate(Ned Stringham), Lovell Minnick Partners(Jason Barg) | LBO | ND | Developer of comparative market analysis software for real estate agents. |
| 6/24/2020 | IDX Broker | Aquiline Capital Partners(Jeffrey Greenberg), Elm Street Technology(Prem Luthra) | LBO | ND | Provider of real estate search applications. |
| 6/24/2020 | Movoto | OJO Home(John Berkowitz) | M&A | ND | Developer of an end-to-end real estate brokerage platform designed to offer property searches. |
| 6/15/2020 | Republic Real Estate | Republic(Matt Melbourne) | M&A | ND | Developer of an asset management platform intended to provide publicly-listed real estate funds. |
| 5/28/2020 | WorkSpace (Software) | Alpine Investors(Graham Weaver), Alpine SG | LBO | ND | Operator of a cloud-based platform for institutional real estate investors and global property managers. |
| 5/27/2020 | Blu Homes | Dvele(Kurt Goodjohn) | M&A | ND | Developer of an advanced technology platform designed to build highly personalized, premium prefab homes. |
| 5/25/2020 | Homebot | Alpine SG(Mark Strauch) | M&A | ND | Developer of a client engagement platform intended to serve as a communication tool for the mortgage and real estate industries. |
| 5/18/2020 | Trade Area Systems | Hanover Investors(Matthew Peacock), Kalibrate(Oliver Shaw) | LBO | ND | Developer of an enterprise software platform for the retail real estate industry. |
| 4/27/2020 | Flueid Software Corp. | Aquiline Capital Partners | PE Growth | ND | Developer of software-based in Austin, Texas, who provides strategic technology and business solutions that focus on eliminating outdated and costly inefficiencies found throughout real estate and mortgage lending transactions. |
| 4/16/2020 | Closers Choice | AccuTitle(Bill Bartzak) | M&A | ND | Provider of cloud-based and standalone software,including check providers and services gateway, in Jacksonville, Florida. |
| 4/2/2020 | DropModel | HouseCanary(Jeremy Sicklick) | M&A | ND | Developer of real-estate technology intended to support data-driven business decisions. |
| 4/2/2020 | Virtual Properties | Constellation1(Andrew Binkley) | M&A | ND | Provider of integrated cloud software and turn-key solutions based in Madison, Wisconsin. |
| 3/23/2020 | Doorport | PointCentral | M&A | ND | Developer of an intercom-based smart apartment access system designed to enable users to use their smartphones to unlock their building's door. |
| 3/9/2020 | HouseLens | Seek Now(Russ Carroll) | M&A | ND | Provider of a visual marketing platform designed to offer videos and 3D models. |
| 3/2/2020 | GreenFolders | Title iO(Ryan Whitlock) | M&A | ND | Developer of office management system software based in Irvine, California. |
| 2/24/2020 | Citadel Servicing | HPS Investment Partners | LBO | ND | Developer of a wholesale lending platform designed to learn about various lending program and simplify the loan lending process. |
| 2/18/2020 | Harbor | BitGo(Michael Belshe) | M&A | ND | Developer of an institutional-grade digital securities platform intended for compliant fundraising, investor management, and liquidity powered by blockchain. |
| 2/13/2020 | Realvolve | | M&A | ND | Developer of a customer relationship management platform designed for the real estate industry. |
| 2/11/2020 | Updater | Second Century Ventures | PE Growth | ND | Updater Inc develops technology to improve the consumer relocation process in the U.S. |
| 6/24/2020 | Ten-X | CoStar Group (NAS: CSGP)(Andrew Florance) | M&A | \$190M | Operator of an online real estate marketplace. |
| 5/20/2020 | REX (Real Estate Exchange) | Lion Capital(Matthew Nordby) | PE Growth | ND | Provider of a digital real estate platform intended to simplify the process of buying and selling a property. |
| 4/6/2020 | Airbnb | Silver Lake Management(Egon Durban), Sixth Street Partners(Alan Waxman) | PE Growth | \$18Bn | Operator of an online property rental marketplace designed to offer short-term travel stays. |

Vaquero Experience

Source: PitchBook



 **VAQUERO**

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