



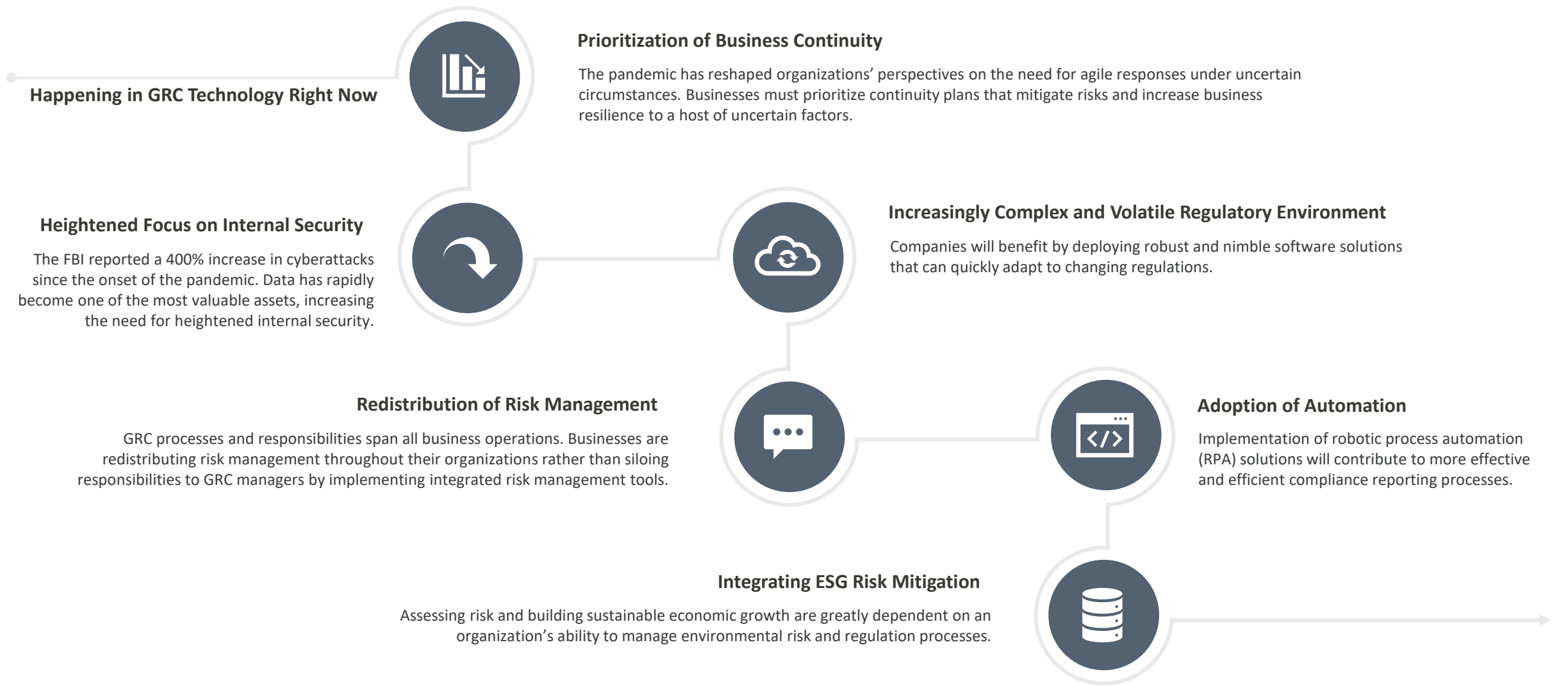
Compliance Technology Sector Brief

Governance, Risk, and Compliance (GRC)

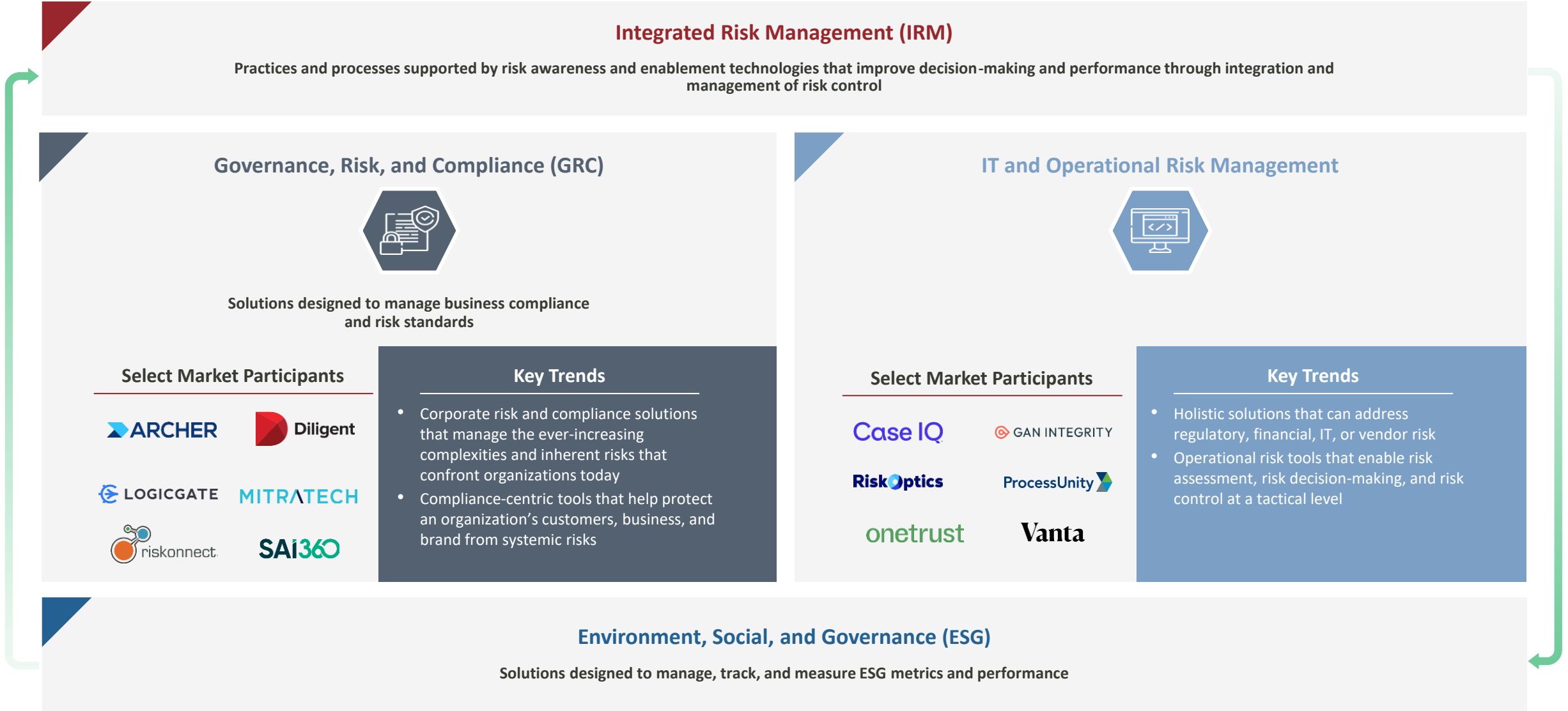
Harris Williams | 2H 2024

GRC Technology Observations and Key Trends

The need for GRC software is rapidly increasing due to the growing complexity and maturity of regulatory compliance and business risk.



Perspectives on GRC Technology



What We're Reading

Harnessing Big Data and Cloud Computing For Banking Compliance

Forbes

The banking industry can leverage big data and cloud computing to improve compliance with regulations and reduce the complexity and cost of compliance. By harnessing these technologies, banks can automate compliance processes, gain real-time insights, and scale their compliance efforts more efficiently.

Read the full article [here](#)

Solving the Top 5 GRC Compliance Challenges in Cybersecurity

INE Security

Top GRC challenges include evolving cyber threats, manual data management, and compliance with changing regulations. Implementing an integrated GRC platform can help organizations overcome these challenges and improve their overall compliance and risk management capabilities.

Read the full article [here](#)

The Future of AI in Governance, Risk, and Compliance

GRC World Forums

The use of AI in GRC is transforming the industry, enabling more accurate risk assessments, improved compliance, and enhanced decision-making. As AI technology advances, it is expected to play an increasingly important role in shaping the future of GRC, enabling organizations to stay ahead of regulatory requirements, and operationalize compliance.

Read the full article [here](#)

The Expanding Role Of Automation In Governance, Risk, And Compliance

Forbes

Automation is increasingly being used in GRC to improve efficiency, reduce costs, and enhance accuracy, with tasks such as data collection, reporting, and compliance monitoring being automated. As automation technologies continue to evolve, they are expected to play a critical role in transforming the GRC function, enabling organizations to proactively manage risk and compliance.

Read the full article [here](#)

Recent Harris Williams Technology and Compliance Content

- **Beneficial Reuse and the Circular Economy: Waste Management Overview**



[Link to Read](#)

- **Renewables & Distributed Energy**



[Link to Read](#)


- **ESG: EHS, and SCRM Sector Update**





[Link to Read](#)

Select 1H 2024 GRC Technology Transactions

Riskconnect acquires Camms



Target



Buyer


June 18, 2024

- Camms is a leading provider of enterprise cloud-based software for governance, risk, and compliance
- Riskconnect's acquisition of Camms will enable the provider to deliver enhanced GRC functionality to Riskconnect's customers, including IT risk and strategy, while expanding its geographic footprint into Australia, New Zealand, and the broader Asia Pacific region

Hg acquires AuditBoard



Target



Investor

May 23, 2024

- A provider of audit, risk, and compliance software, AuditBoard's integrated platform helps organizations manage risk and compliance
- The acquisition by Hg Capital will help support AuditBoard on its next phase of rapid global growth, platform expansion, and product innovation

OnBoard acquires Govenda



Target



Buyer

May 23, 2024

- Govenda is a provider of comprehensive board management and governance software solutions, enabling organizations to ensure effective governance and compliance
- The acquisition expands OnBoard's portfolio of onboarding and engagement solutions, leveraging Govenda's board management and governance expertise

Corlytics acquires Deloitte UK's RegTech Platform


Target


Buyer

May 7, 2024

- Deloitte's RegTech platform is a provider of digital regulatory solutions, offering policy management, compliance, and risk management tools
- The acquisition bolsters Corlytics regulatory monitoring capabilities and enhances its platform with policy management and compliance expertise, strengthening its position as a leading RegTech solutions provider

Drata acquires oak9


Target


Buyer

May 2, 2024

- Oak9 is a provider of cloud-native security and compliance solutions, offering a platform that utilizes AI and machine learning for organizations
- The acquisition strengthens Drata's security and compliance capabilities, positioning it as one of the few platforms of its kind that monitors compliance both before and after code is deployed to production

Spire Capital and Strattam Capital make significant investments in Green Security


Target



Investors


April 24, 2024

- Green Security is a provider of cybersecurity solutions, offering a range of services to help organizations protect their digital assets and sensitive data
- The investment by Spire Capital and Strattam Capital will enable Green Security to expand to meet the growing customer demand for its innovative platform

Select 1H 2024 GRC Technology Transactions

Archer acquires Flisk



Target


Buyer

March 20, 2024

- Flisk is a provider of innovative fraud detection and prevention solutions that help businesses protect their transactions and prevent financial losses
- The acquisition by Archer integrates Flisk’s advanced fraud detection capabilities into Archer’s risk management platform, providing a critical feedback loop into their enterprise GRC capabilities

FranConnect acquires RizePoint


Target


Buyer

February 27, 2024

- RizePoint is a provider of quality management and compliance software solutions, offering a platform for businesses to manage quality, safety, and compliance across their supply chains
- The addition of RizePoint to the FranConnect platform brings deep quality management capabilities to FranConnect's already comprehensive franchise management platform

Inflexion acquires Marlowe’s GRC Unit



Target



Investor

February 22, 2024

- Marlowe’s GRC unit provides software and tech-enabled services to manage business risk and ensure customers remain compliant with legal and regulatory standards
- The carveout by Inflexion will help Marlowe’s GRC unit pursue its growth strategy of cross-selling of services, launching new software, investing in sales and marketing, and pursuing strategic M&A

Archer acquires Compliance.ai


Target


Buyer

February 20, 2024

- Compliance.ai is a provider of AI-powered compliance and risk management solutions, delivering real-time regulatory updates, analytics, and insights to help businesses navigate compliance regulations
- The acquisition expands Archer’s regulatory compliance capabilities by leveraging Compliance.ai’s AI solutions for real-time regulatory updates, risk assessment, and compliance management

Edgewater acquires Ascent


Target


Investor

January 18, 2024

- Ascent Technologies is a provider of AI-driven regulatory compliance and risk management solutions, empowering financial institutions to navigate regulatory obligations
- This strategic acquisition positions Ascent to accelerate development of its compliance automation platform and deliver even greater value to its customers

Miratech acquires Syntrio and Mineral


Targets


Buyer

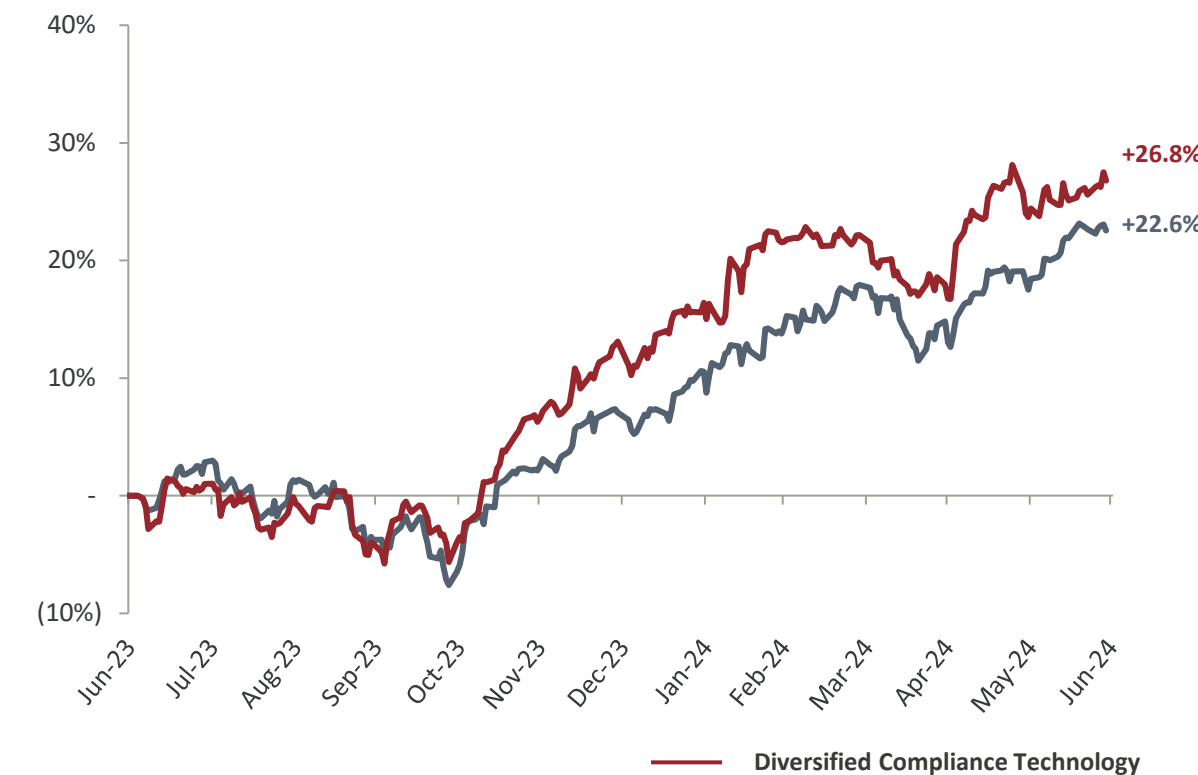
January 9, 2024

- Mineral is a leading provider of predictive HR and compliance services
- Syntrio is a provider of compliance training, ethics hotlines, and reporting solutions
- The dual acquisition of Mineral and Syntrio enhances Miratech’s legal and compliance solutions portfolio and strengthens its position as a comprehensive provider of risk management solutions

Compliance Technology Public Company Trended Stock Performance

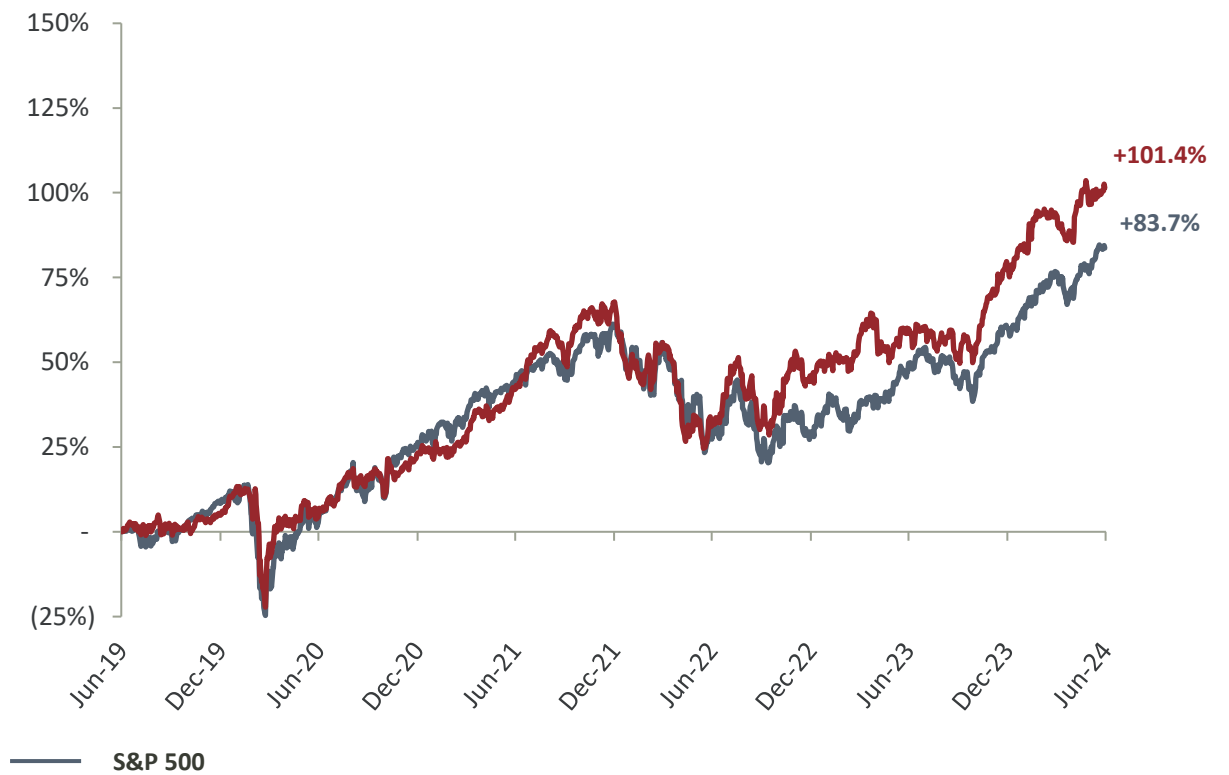
Public Company Stock Performance – Past 12 Months

Indexed Stock Price Performance for the period June 2023 – June 2024








Public Company Stock Performance – 5 Years

Indexed Stock Price Performance for the period June 2019 – June 2024



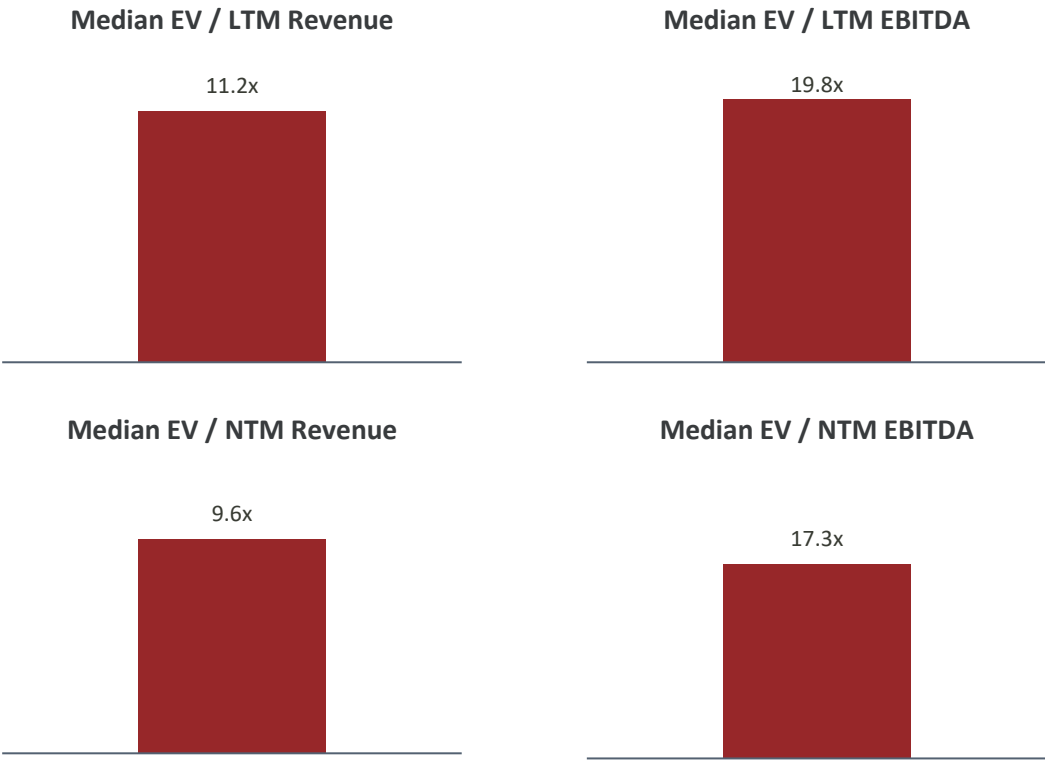
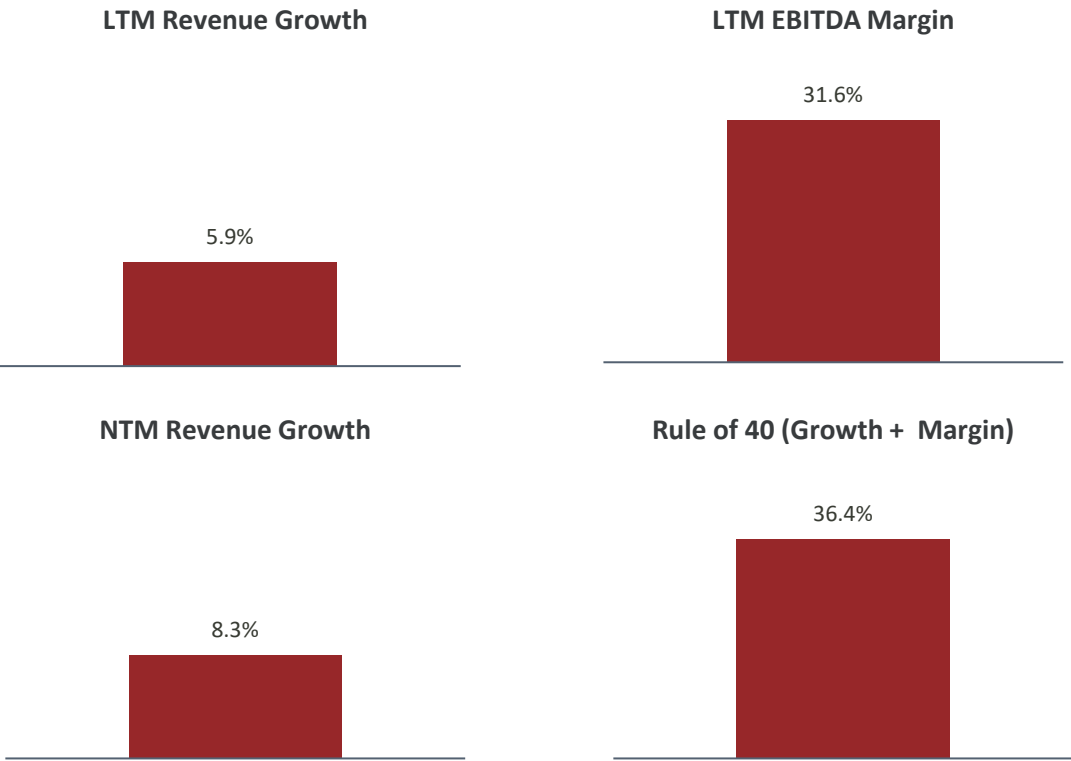
Diversified Compliance Technology








Compliance Technology Public Company Operating and Valuation Metrics

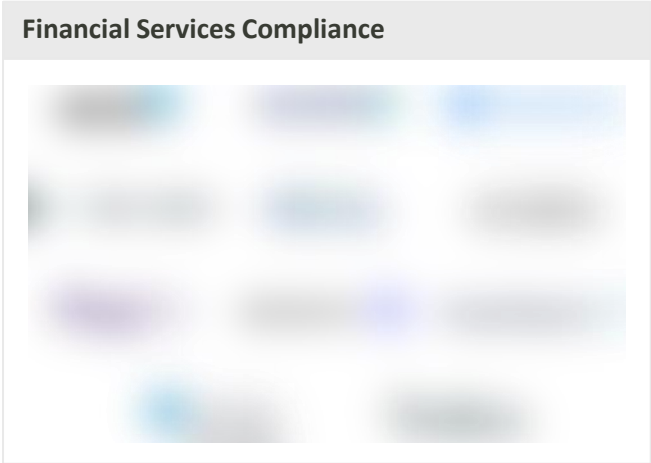
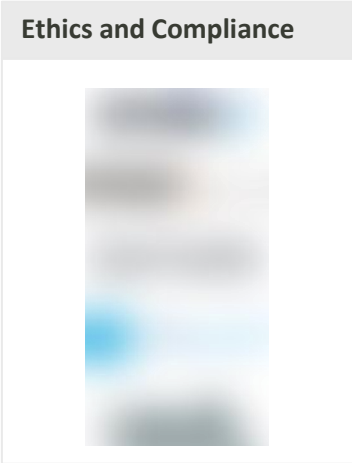
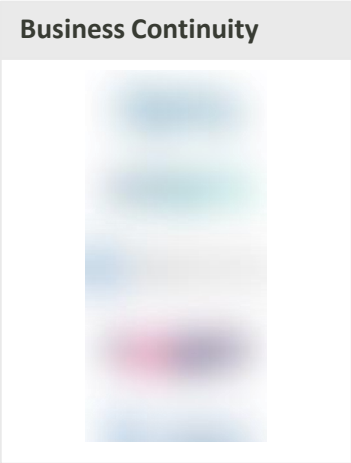
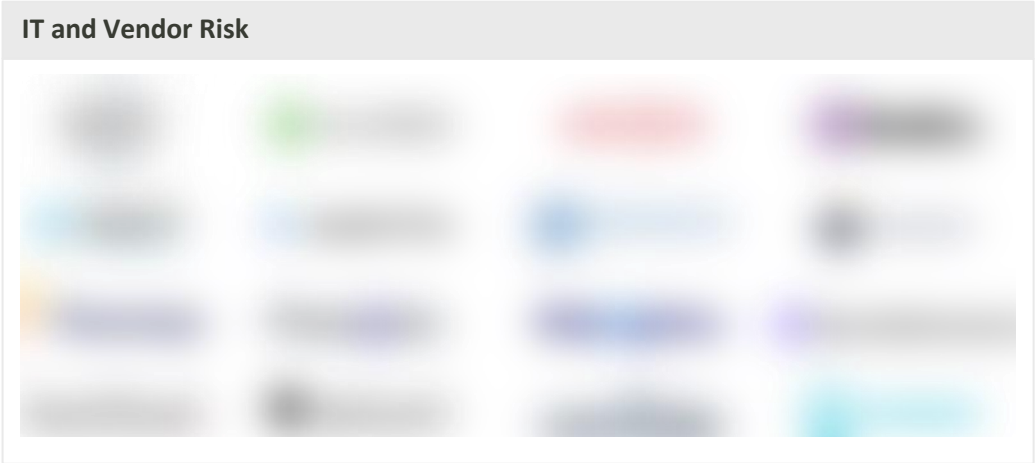
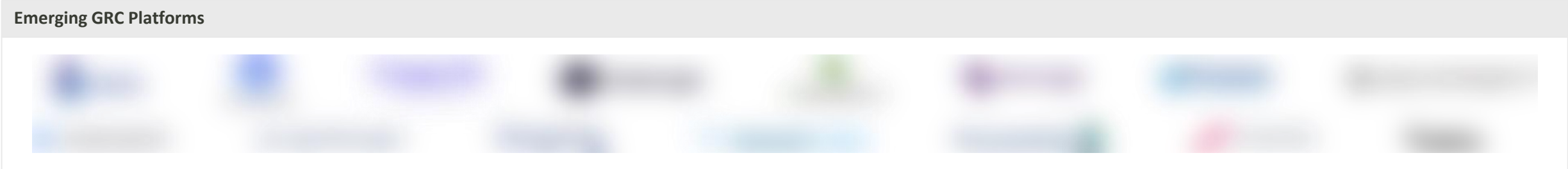
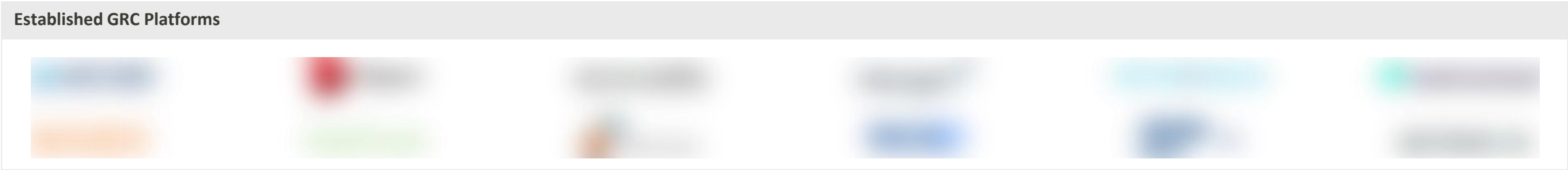
Public Company – Operating Metrics

Public Company – Valuation Metrics



Diversified Compliance Technology





Technology Coverage Areas

- › Application Software
- › Infrastructure & Security Software
- › IT & Managed Services

Sector Coverage Areas

- › Architecture, Engineering & Construction
- › Compliance
- › eCommerce & Retail
- › Education
- › Government & Public Sector
- › Healthcare
- › Human Capital Management
- › Industrial
- › Office-of-the-CFO
- › Pharma
- › Legal
- › Supply Chain & Logistics
- › Real Estate & Property Tech

Thematic Focus Areas

- › SaaS/Cloud
- › Digital Transformation
- › Integrated Payments
- › AI/Machine Learning

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Our Technology Group advises leading GRC technology companies worldwide.

Learn more about our experience advising premier GRC Technology companies:



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Harris Williams Compliance Technology Experience


Selected Compliance Tech Experience




a portfolio company of




has been acquired by




a portfolio company of







a portfolio company of




has been acquired by





a portfolio company of






has made a minority investment in







a portfolio company of




has been acquired by






has made a significant growth investment in







a portfolio company of




has acquired







has acquired




a portfolio company of






has made an investment in







a portfolio company of





has been acquired by







has acquired





has acquired






has acquired



Harris Williams Client Engagement Spotlight




a portfolio company of



has been acquired by



a portfolio company of



Company Background
Nalanda is a leading supply chain risk and compliance management software platform in Spain, serving a network of over 1,000 contractors and 45,000 sub-contractors.

Successful Outcome
The transaction delivered another successful outcome within the EHS and SCRM software sector. The transaction extends Once For All's European footprint into Spain and enhances the differentiated offering of its technology platform, adding scale and the ability to aid in providing a broader product suite to its customer base. Nalanda operates a SaaS-based network that helps enable contractors and property owners to manage the compliance of sub-contractors in their supply chains, bringing additional worker-level compliance and health & safety solutions to Once For All's product suite.

Harris Williams served as exclusive financial advisor to Nalanda in this transaction.

Harris Williams Client Engagement Spotlight



has made a significant growth investment in



Company Background
GAN Integrity is a provider of technology that enables proactive, integrated, real-time management and monitoring of third-party and employee risk, ethics, and compliance programs.

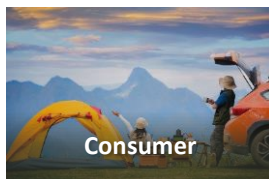
Successful Outcome
The transaction delivered another successful outcome within the GRC software sector. This investment by Apax aligns with their mission to partner with and support companies with sustainable business practices and will allow GAN to accelerate product development and better serve the growing demands of global brands for risk, ethics, and compliance management software technology.

Harris Williams served as exclusive financial advisor to Apax Partners in this transaction.

/ GLOBAL INVESTMENT BANK

Harris Williams is a global investment bank specializing in M&A and private capital advisory services. Clients worldwide rely on us to help unlock value in their business and turn ambitious goals into reality. We approach every engagement with boundless collaboration, pooling expertise and relationships across industries, service offerings, and geographies.

Deep Industry Experience



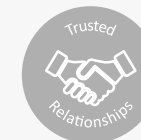
Proven Expertise

MERGERS & ACQUISITIONS

PRIVATE CAPITAL SOLUTIONS

PRIMARY FUND PLACEMENT

Core Values That Drive Success



75% Revenue from repeat clients

87% Managing Directors promoted from within

30+ Year history

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Appendix

Public Market Operational and Valuation Metrics

As of June 30, 2024
\$ in Millions

<i>\$ in Millions</i>	Market	Enterprise	% of 52-Week	LTM	LTM	Enterprise Value /			
Company	Capitalization	Value	High	Gross Margin	EBITDA Margin	LTM Revenue	NTM Revenue	LTM EBITDA	NTM EBITDA
Compliance Technology - Diversified									
Intercontinental Exchange	\$78,518	\$100,014	97.5%	90.1%	61.2%	11.9x	10.7x	19.5x	16.2x
Thomson Reuters Corporation	75,767	77,943	94.9%	38.7%	31.0%	11.2x	10.5x	36.2x	27.4x
RELX	45,701	53,753	52.9%	63.6%	31.6%	4.6x	4.3x	14.6x	11.0x
Wolters Kluwer	39,522	42,412	98.9%	70.1%	30.4%	6.9x	6.6x	22.6x	20.1x
Nasdaq	34,742	44,815	93.8%	57.9%	63.1%	12.5x	9.6x	19.8x	17.3x
Median	\$45,701	\$53,753	94.9%	63.6%	31.6%	11.2x	9.6x	19.8x	17.3x