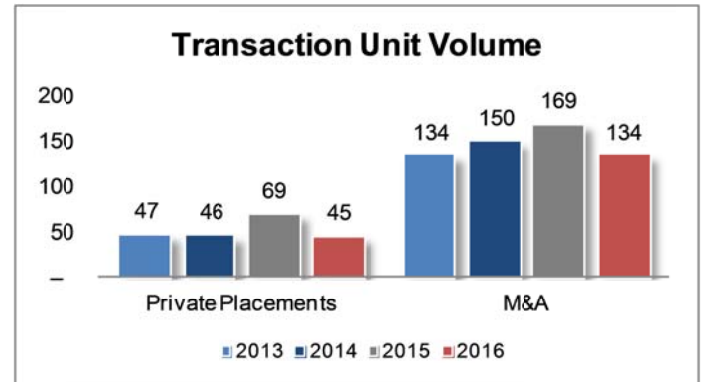


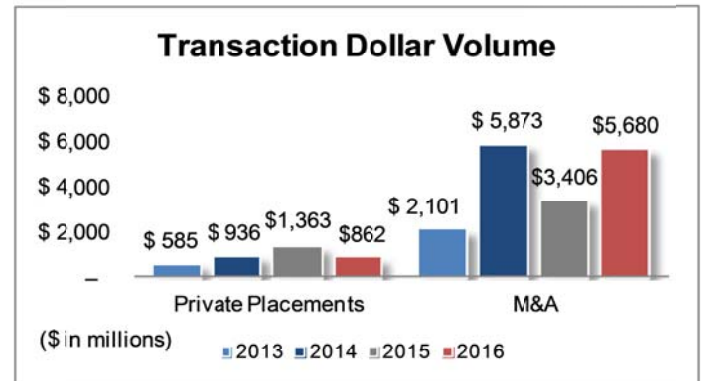
## 2016 Annual Utah Deal Review

*The Annual Utah Deal Review is prepared as a courtesy to the Utah business community based on our research and analysis of data from various sources on disclosed deals for Utah-based companies.*

Utah M&A and private placement activity continues to be strong as Utah takes the number one spot on the Forbes Best State For Business list for the third year in a row. Transaction dollar volume increased a total of 37% from \$4.8 billion in 2015 to \$6.5 billion in 2016, which is attributed to a 67% increase in M&A transaction dollar volume. Despite the increase in dollar volume, 2016 M&A transaction unit volume decreased 21% from 169 to 134 transactions.



For disclosed M&A transactions between \$5 million and \$1 billion, the average deal sized increased from \$77.6 million in 2015 to \$145.2 million, a significant increase of 87%. This increase is driven by the inContact transaction of \$968 million; however, excluding this transaction gives an average of \$115.8 million for 2016, an increase of 49% from 2015.



Private placement unit volume in Utah declined 35% in 2016 from 69 to 45 transactions, while dollar volume declined 37% from \$1.36 billion to \$862 million. The average private placement for disclosed transactions in 2016 was \$23 million compared to 2015 with an average of \$26 million, a slight decrease of 12%.

\*Excludes Real Estate, Mining, Energy Exploration, Project Finance, 144a placements and transactions smaller than \$5.0 million. Includes only disclosed transactions amounts

Due to the Electronic Funds Source transaction, the Financial Services sector led Utah's deal activity, followed by Technology & Software. Together, the two sectors comprised 44% of total dollar volume of M&A and capital raising transactions. The top three most active industries during the past year were Technology/Software, Medical/Healthcare, and Consumer/Retail. Of the thirteen industries analyzed, all illustrated a decline in unit volume in combined M&A and capital raising activity. However, nine out of the thirteen industries increased in dollar volume showing that Utah companies are continuously growing in value.

In short, Utah continues to see remarkable growth. CWC does not materially weigh the decline in private placement volume as significant, as stats within a single regional market are always volatile, particularly in Utah in the midst of an extraordinary growth cycle driven by tech and specifically enterprise software which continues to spin off second and third generation companies as the market grows. Utah's unicorn per capita ratio is high, and the most common complaint we hear in this state is not customer demand, but the ability to find qualified technology workers in what is a competitive labor market. While a challenge for growing companies, we consider that a high class problem for the region as a whole.

For additional information or questions, please contact John Farr at [jfarr@columbiawestcap.com](mailto:jfarr@columbiawestcap.com).

# COLUMBIA WEST CAPITAL, LLC

INVESTMENT BANKING

## Utah Deal Summary By Industry

(\$ in millions)

	2016			2015			Variance		% Growth	
	\$( <sup>1</sup> )	%	#	\$( <sup>1</sup> )	%	#	\$	#	\$	#
Technology / Software / Services	\$1,392	21.3%	57	\$1,018	21.3%	63	374	(6)	36.7%	(9.5%)
Medical / Healthcare / Biotech	830	12.7%	33	329	6.9%	43	500	(10)	152.0%	(23.3%)
Consumer / Retail	602	9.2%	28	475	10.0%	33	127	(5)	26.7%	(15.2%)
Business Services	229	3.5%	21	90	1.9%	37	139	(16)	154.0%	(43.2%)
Manufacturing	352	5.4%	7	44	0.9%	13	307	(6)	693.8%	(46.2%)
Construction Serv/ Homebuilding	285	4.4%	7	17	0.3%	10	269	(3)	1628.5%	(30.0%)
Financial Services	1,484	22.7%	6	208	4.4%	12	1,276	(6)	614.6%	(50.0%)
Gaming / Leisure / Lodging	400	6.1%	5	518	10.9%	4	(118)	1	(22.7%)	25.0%
Electronics / Semiconductors	376	5.7%	5	29	0.6%	9	347	(4)	1218.6%	(44.4%)
Telecom	41	0.6%	3	130	2.7%	4	(89)	(1)	(68.3%)	(25.0%)
Real Estate Services	61	0.9%	4	1,447	30.3%	4	(1,386)	0	(95.8%)	-
Energy/Utilities	492	7.5%	3	456	9.6%	5	36	(2)	7.9%	(40.0%)
<b>Totals</b>	<b>\$6,542</b>	<b>100.0%</b>	<b>179</b>	<b>\$4,769</b>	<b>100.0%</b>	<b>238</b>	<b>1,773</b>	<b>(59)</b>	<b>37.2%</b>	<b>(24.8%)</b>

\*Excludes Real Estate, Mining, Energy Exploration, Project Finance, 144a placements and transactions smaller than \$5.0 million.

(1) Includes only disclosed transactions amounts

## TOP 10 2016 M&A DEALS:

(\$ in millions)

1: Electronic Funds Source LLC	\$1,470
2: inContact, Inc.	968
3: Assurex Health, Inc.	410
4: Bell Sports Corp.	400
5: American Covers, LLC	340
6: Woods Cross Operating LLC	278
7: Headwaters Windows LLC acquires 3 companies	240
8: Critical Flow Solutions Inc.	214
9: Clear Link Technologies, LLC	207
10: Skullcandy, Inc.	176

## TOP 10 2016 PRIVATE PLACEMENTS:

(\$ in millions)

1: APX Group Holdings, Inc.	\$101
2: InsideSales.com, Inc.	78
3: Health Catalyst, LLC	70
4: Great Basin Scientific, Inc. (OTCPK:GBSN.D)	68
5: Extra Space Storage LP	55
6: Finicity Corporation	42
7: Finicity Corporation	36
8: Lucid Software Inc.	36
9: FFG Global Holdings LLC	35
10: Doppler Labs, Inc.	24

\*Excludes Real Estate, Mining, Energy Exploration, Project Finance, 144a placements

Includes only disclosed transaction amounts.