



D|A|DAVIDSON
INVESTMENT BANKING

Digital Infrastructure and Communications Technology Overview

Q4 2025

TECHNOLOGY GROUP



D|A|DAVIDSON
INVESTMENT BANKING

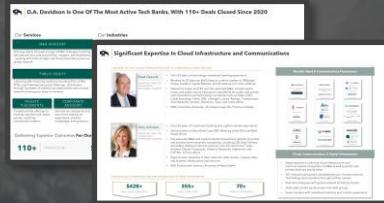
Digital Infrastructure and Communications Technology: In This Issue

Q4 2025

01

D.A. Davidson Technology Group Overview

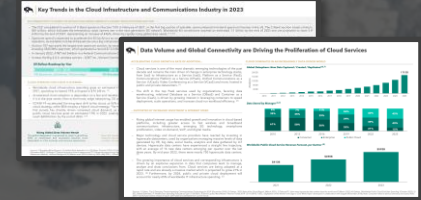
Overview of D.A. Davidson's Technology Investment Banking Group and our experience in Digital Infrastructure and Communications Technologies



02

Trends In Digital Infrastructure and Communications

Comprehensive review of the major themes and trends in the Digital Infrastructure and Communications industry and our outlook on the space



03

Digital Infrastructure and Communications Valuation Environment

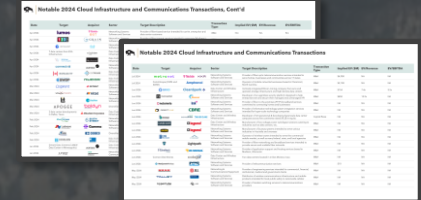
Market map segmenting the public communications technology market and analysis of company valuation multiples and performance over the last several years



04

Recent Digital Infrastructure and Communications Transaction Activity

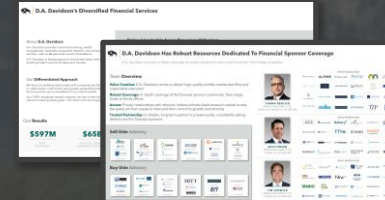
A review of recent notable Digital Infrastructure and Communications M&A and capital raise transaction activity



05

About D.A. Davidson

Overview of D.A. Davidson's diversified full-service platform and capabilities spanning investment banking, wealth management, nationally-recognized research, and advisory services - and our differentiated approach to helping our clients achieve their strategic and financial goals



\$778M

NET REVENUE

100%

EMPLOYEE OWNERSHIP

1,600+

EMPLOYEES

115

OFFICE LOCATIONS

SECTION 01

D.A. Davidson Technology Group Overview





D.A. Davidson Is One Of The Most Active Tech Banks, With 125+ Deals Closed Since 2020

Our Services

M&A ADVISORY

Advising clients through a range of M&A strategies including sell-side and buy-side acquisitions, mergers, and divestitures – working with both strategic and financial parties across our global network

PUBLIC EQUITY

Tailored public financing solutions including IPOs, ATMs, PIPEs, and Preferred Securities Offerings – distributed through hundreds of institutional relationships and a broad network to bring your story to investors

PRIVATE PLACEMENTS

Curated private offerings to carefully selected and vetted parties, including institutional investors

CORPORATE ADVISORY

Services for companies and executives looking for experience, product knowledge, and guidance

Our Industries



Monavate. BAANX have been acquired by W3C CORP STRATEGIC ADVISOR	W3C CORP Monavate. BAANX acquisition financing to fund the purchase of both Monavate and Baanx from EXODUS FINANCIAL ADVISOR	W3C CORP Monavate. BAANX has agreed to be acquired by EXODUS SELL-SIDE ADVISOR	blaize has completed a PIPE offering of \$30,000,000 CO-LEAD PLACEMENT AGENT	DOMAILLE ENGINEERING has obtained debt financing for the acquisition of the company by PALM PEAK CAPITAL FINANCIAL ADVISOR	PALM PEAK CAPITAL has acquired DOMAILLE ENGINEERING BUY-SIDE ADVISOR	Altaline has acquired NLC Group BUY-SIDE ADVISOR	herodevs has received an investment from PSG FINANCIAL ADVISOR	earnup has divested its AI Suite to BEICU SELL-SIDE ADVISOR	Amivent Rhoads have been acquired by EAM SELL-SIDE ADVISOR
Delta Data a portfolio company of Terminix has been acquired by BetoNXT CLEARLAKE MOTIVE PARTNERS SELL-SIDE ADVISOR	NINJATRADER a portfolio company of LONG RIDGE has been acquired by mkraken SELL-SIDE ADVISOR	cQuant has been acquired by Zema Global a portfolio company of FTV CAPITAL SELL-SIDE ADVISOR	central 1 has agreed to a partnership on the transition of Central 1's Digital Banking operations to intellect CORPORATE ADVISOR	blaize has completed a business combination \$894,000,000 CAPITAL MARKETS ADVISOR	F3NETWORKS has raised equity and debt financing for its new data fiber optic network buildout FINANCIAL ADVISOR	GUIDEWIRE has completed a private offering of convertible notes due 2029 \$690,000,000 DOLL MANAGER	cpi has completed a secondary offering of common stock for its majority stockholders PARALLEL \$28,080,000 DOLL MANAGER	NeoXam a portfolio company of EURAZEO has acquired EZOPS BUY-SIDE ADVISOR	Zema Global a portfolio company of FTV CAPITAL has acquired MCROWNSTAR BUY-SIDE ADVISOR
NIGHTSHIFT has been acquired by snowflake SELL-SIDE ADVISOR	ZETA has completed a follow-on offering of common stock \$356,730,000 FINANCIAL ADVISOR	CLEARGAGE has merged with PatientPay FINANCIAL ADVISOR	Data Center Confidential U.S. data center platform equity and debt financing Unlevered Equity Financing \$500,000,000 Term Loan Facility FINANCIAL ADVISOR	ZEMA has received a significant growth investment from FTV CAPITAL SELL-SIDE ADVISOR	SunbeltFound has completed an all-fiber network offering of common stock \$150,000,000 SELL-SIDE ADVISOR	PROFICIUM has been acquired by MIRA FUND CAPITAL SELL-SIDE ADVISOR	TPIC has been acquired by abrigo SELL-SIDE ADVISOR	AMETROS a portfolio company of LONG RIDGE has been acquired by WebsterBank SELL-SIDE ADVISOR	SEARCHLIGHT-CYBER a portfolio company of Astra has received a strategic growth investment from Charlesbank SELL-SIDE ADVISOR
SATUIT TECHNOLOGIES a portfolio company of WAVECREST has been acquired by DURA SOFTWARE SELL-SIDE ADVISOR	COMC has received a growth investment from ebay SELL-SIDE ADVISOR	Amker Technology has completed a secondary offering of common stock \$240,000,000 SELL-SIDE ADVISOR	vizlib has been acquired by insightssoftware SELL-SIDE ADVISOR	LiquidPlanner a portfolio company of TVC has been acquired by Tempo SELL-SIDE ADVISOR	oneSource has been acquired by MAINSTAY SELL-SIDE ADVISOR	Amenity a company backed by AMEREN has been acquired by SYMPHONY SELL-SIDE ADVISOR	etradingsoftware has received a significant investment from LDC the private equity arm of the LDC Banking Group FINANCIAL ADVISOR	iPLYTICS has been acquired by RELX SELL-SIDE ADVISOR	WALL STREET HORIZON has been acquired by TMX SELL-SIDE ADVISOR

Delivering Superior Outcomes For Our Clients

125+ TRANSACTIONS

\$22B+ DEAL VALUE

50+ M&A TRANSACTIONS

60+ DEBT & EQUITY FINANCINGS

Note: Figures represent Technology group performance since 2020 (as of December 31, 2025)



Our Industry Knowledge Spans The Entire Technology Ecosystem With A Deep Sector Focus

D.A. Davidson's industry knowledge spans the entire technology ecosystem with transactional experience across a wide range of segments

Sector Specialists First: Proficient Across Four Technology Verticals, With Differentiated Expertise In Digital Infrastructure & Communications

Digital Infrastructure & Communications

- Data Center
- FTTP
- Fixed Wireless
- Telecom
- Cellular Networks
- Satellite
- Towers
- IoT / IIoT
- Managed Services
- CCaaS / CPaaS
- IaaS / UCaaS
- Communications Software, Hardware & Infrastructure

DOMAILLE ENGINEERING has obtained debt financing for the acquisition of the company by PALM PEAK CAPITAL FINANCIAL ADVISOR	PALM PEAK CAPITAL has acquired DOMAILLE ENGINEERING BUY-SIDE ADVISOR	bloize has completed a PIPE offering of \$30,000,000 CO-LEAD PLACEMENT AGENT	VALHALLA INDUSTRIES has completed a Debt Financing with VECTRABANK FINANCIAL ADVISOR	bloize has completed a business combination \$894,000,000 CAPITAL MARKETS ADVISOR	Data Center Build-to-suit data center financing for a confidential U.S. data center platform \$200,000,000 Term Loan Facility \$11,900,000 Letter of Credit Facility CO-ARRANGER & JOINT FINANCIAL ADVISOR	F3 NETWORKS has raised equity and debt financing for its new dark fiber optic network buildout FINANCIAL ADVISOR	PROFICIUM has received a significant growth investment from MILL POND CAPITAL SELL-SIDE ADVISOR
Data Center Confidential U.S. data center platform equity and debt financing Undisclosed Equity Financing \$500,000,000 Term Loan Facility FINANCIAL ADVISOR	Voyantic has been acquired by IMPINJ SELL-SIDE ADVISOR	Amkor Technology has completed a secondary offering of common stock \$240,000,000 FINANCIAL ADVISOR	ALLIANCE CORPORATION a portfolio company of STRATGEO has been acquired by LEE TWIN POINT EQUITY SELL-SIDE ADVISOR	ctl has been acquired by Columbia River Partners SELL-SIDE ADVISOR	SYMPHONY has acquired Cloud9 a portfolio company of WINDRAY , JPMorgan , UBS , CNN Group FINANCIAL ADVISOR	cimetrix has been acquired by PDF/SOLUTIONS SELL-SIDE ADVISOR	fastly has completed an initial public offering of common stock \$207,000,000 CO-MANAGER
AXIOM has been acquired by management through a leveraged recapitalization FINANCIAL ADVISOR	zayo has completed a follow-on offering of common stock \$597,597,500 CO-MANAGER	vast has raised untranche debt from AT&T PLACEMENT AGENT	ARIA has been acquired by HBO a portfolio company of inflexion SELL-SIDE ADVISOR	Approved has been acquired by C1 CHAMPION ONE a portfolio company of ALMAREZ & HARBAL CAPITAL SELL-SIDE ADVISOR	mobile has been acquired by PERISCOPE SELL-SIDE ADVISOR	WAVECOM has been acquired by Hawaiian Telecom SELL-SIDE ADVISOR	PARK PLACE TECHNOLOGIES FINANCIAL ADVISOR

Application & Vertical Software

hero dev has received an investment from PSG FINANCIAL ADVISOR	vizlib has been acquired by freightsoftware a portfolio company of GENSLER & Hg SELL-SIDE ADVISOR	LiquidPlanner has been acquired by TVC CAPITAL a portfolio company of Tempo DIVERSIS CAPITAL SELL-SIDE ADVISOR	epion has been acquired by KYRUUS FINANCIAL ADVISOR	Miradore has been acquired by GoTo SELL-SIDE ADVISOR	TouchPoint a subsidiary of PURSUANT has been acquired by CO-OP INVESTMENT SYSTEMS, INC. SELL-SIDE ADVISOR	ProductPlan has been acquired by B W R Y E R PARTNERS FINANCIAL ADVISOR	ACTIVEPIPE has been acquired by MoxiWorks a portfolio company of VECTOR CAPITAL SELL-SIDE ADVISOR	snowflake has completed an initial public offering of common stock \$3,864,000,000 CO-MANAGER	SalesRabbit has been acquired by DIVERSIS CAPITAL SELL-SIDE ADVISOR	CloudChecker has been acquired by LEVEL EQUITY NetApp \$330,000,000 SELL-SIDE ADVISOR	NINJACAT has received a growth equity and debt investment from CIBC FINANCIAL ADVISOR	UiPath has completed an initial public offering of common stock \$1,538,568,000 CO-MANAGER	PROTECT has received a significant growth equity investment from Fronwood Capital FINANCIAL ADVISOR
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Internet & Tech-Enabled Services

YANTRIKS has been acquired by BlueYonder SELL-SIDE ADVISOR	UnitedHealth has received an investment from WELLS FARGO CAPITAL SERVICES FINANCIAL ADVISOR	J&GER HEALTH aposphere has been acquired by IQVIA SELL-SIDE ADVISOR	risk international has been acquired by BNP PARIBAS SELL-SIDE ADVISOR	MACQUESSON has been acquired by accenture SELL-SIDE ADVISOR	answer1 has received an investment from SUNSTONE FINANCIAL ADVISOR	Zillow has completed a public offering of common stock \$565,000,000 CO-MANAGER	Loanliquid has received an investment from WELLS FARGO CAPITAL SERVICES FINANCIAL ADVISOR
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Financial Technology

earnup has been acquired by BICU SELL-SIDE ADVISOR	TPG has been acquired by abrigio a portfolio company of AKKR CARLYLE SELL-SIDE ADVISOR	etradingsoftware has received a significant investment from BLDC PE/SIDE SELL-SIDE	WALL STREET HODDGE has been acquired by TMX SELL-SIDE ADVISOR	CONNEXPAY has received a significant growth equity investment from FIVE PANGRAM F-PRIME FINANCIAL ADVISOR	iqix has been acquired by majesco SELL-SIDE ADVISOR	picture wealth has received an investment from FRANKLIN TEMPLETON SELL-SIDE ADVISOR
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Bringing Scale To Your Deal

125+ | Technology Transactions

\$22B+ | Deal Value

27+ | Deal Countries

Note: Figures represent Technology group performance since 2020 (as of December 31, 2025)



Significant Expertise In Digital Infrastructure and Communications

LEADERS OF THE DIGITAL INFRASTRUCTURE & COMMUNICATIONS SECTOR



Brad Gevurtz

MANAGING DIRECTOR,
TECHNOLOGY
INVESTMENT BANKING

- Over 30 years of technology investment banking experience
- Worked for 20 years on Wall Street as a senior banker at JPMorgan Chase, KeyBanc Capital Markets, and Broadview Int'l (now Jefferies)
- Started his career at AT&T and has executed M&A, private capital raises, and public equity transactions worldwide for public and private communications and technology companies such as AFL, Alltel, AT&T, Cable Exchange, Fastly, IBM, Limelight, Lumos, Radisys, Telus, Towerstream, Vast Networks, Verizon, Wavecom, Zayo, and many others
- MBA, Columbia University; JD, Oregon Law; BA, Pomona College



Amy Johnson

MANAGING DIRECTOR,
TECHNOLOGY
INVESTMENT BANKING

- Over 30 years of investment banking and capital markets experience
- Senior banker at Swiss Bank Corp/SBC Warburg (now UBS) and Bank Street Group
- Has executed M&A and capital markets transactions globally for public and private communications companies, including 365 Data Centers, AboveNet, Alliance Corporation, Alpheus Communications, Colo ATL/American Tower, F3 Networks, and Hibernia Networks among others
- Deep domain expertise in fiber networks, data centers, subsea cable, and wireless infrastructure and services
- BBA Finance with honors, University of Notre Dame

SIGNIFICANT COMBINED SECTOR KNOWLEDGE & DEAL EXPERIENCE

\$45B+

DEAL VALUE COMPLETED

360+

DEALS COMPLETED

70+

YEARS OF EXPERIENCE

Notable Digital & Communications Transactions

has acquired

BUY-SIDE ADVISOR

has completed a Debt Financing with

FINANCIAL ADVISOR

has raised Equity and Debt Financing for its new dark fiber optic network buildout

FINANCIAL ADVISOR

Data Center

Build-to-suit data center financing for a confidential U.S. data center platform

\$930,200,000 Term Loan Facility
\$11,900,000 Letter of Credit Facility

CO-ARRANGER & JOINT FINANCIAL ADVISOR

Data Center

Confidential U.S. data center platform equity and debt financing

Undisclosed Equity Financing
\$500,000,000 Term Loan Facility

FINANCIAL ADVISOR

has been acquired by

SELL-SIDE ADVISOR

has received a significant growth investment from

SELL-SIDE ADVISOR

has been acquired by

SELL-SIDE ADVISOR

has been acquired by

a portfolio company of

SELL-SIDE ADVISOR

Cloud, Communications, & Digital Infrastructure

- Deep expertise in advising cloud infrastructure and communications companies on M&A as well as public and private debt and equity raises
- 90+ relevant transactions completed by our Communications Technology senior bankers throughout their careers
- Real-time dialogues with global network of industry buyers
- Dedicated private equity and private debt groups
- Senior bankers with investment banking and industry experience

Note: Figures represent Technology group performance since 2020 (as of December 31, 2025)



D.A. Davidson Is Well Connected Across All Major CommTech Conferences

CONFERENCE OVERVIEW



Datacloud USA x Metro Connect Fall 2025 brought together leaders from data centers, cloud platforms, fiber networks, and infrastructure investors to discuss how AI growth, connectivity needs, and power constraints are shaping the next wave of digital-infrastructure development.



Mountain Connect 2025 brought together broadband providers, community leaders, state officials, and infrastructure partners to discuss funding programs, rural deployment strategies, and emerging technologies supporting broadband expansion.

KEY CONFERENCE TAKEAWAYS

- **AI Demand Is Reshaping Infrastructure Plans:** Participants discussed rising AI workloads and how they are driving new capacity needs and pushing operators to rethink how and where they build.
 - **Connectivity Is Now A Core Driver Of Data-center Expansion:** The conference emphasized that metro fiber, long-haul routes, and strong interconnection options are becoming essential to site selection and market strategy.
 - **Power Availability Is The Biggest Constraint:** Panels consistently pointed to energy access, grid limitations, and delivery timelines as the primary bottlenecks affecting development and investment decisions.
-
- **Public Funding Remained Central:** Federal and state programs, particularly BEAD, continued to shape deployment plans and timelines.
 - **Community-Driven Deployment Was Emphasized:** Local leadership and technology-agnostic approaches were highlighted as critical to serving rural and hard-to-reach areas.
 - **Technology & Case Studies Guided Discussion:** Practical lessons from ongoing builds and updates on new fiber and wireless tools informed operators' deployment strategies.



D.A. Davidson Is Well Connected Across All Major CommTech Conferences, Cont'd

CONFERENCE OVERVIEW



D.A. Davidson's Technology Investment Banking Group recently attended the 2026 Metro Connect USA conference held at The Marriot Harbor Beach Resort in Fort Lauderdale, Florida. This event is one of the largest in the digital infrastructure space.

KEY CONFERENCE TAKEAWAYS

- **Considerations on Supporting Data Center Growth:** Key considerations included the risk of power reaching geographic locations where data centers are being built, specifically distribution and transmission. There are also additional roadblocks in construction, such as supply shortages and elongated delivery schedules for key industrial equipment.
- **Natural Gas for Data Centers:** On-premises natural gas generation could be an alternative to existing power transmission and small modular reactor generation - however, this strategy could raise issues for some of the larger operators as to how natural gas fits into their ESG requirements.
- **Fiber and Tower Growth:** Both end user connectivity and nationwide coverage rates are increasing on the retail side, and on the wholesale side, AI and data center connectivity are driving heightened needs for fiber. Higher interest rates and a decline in international tower deals have led to tower stocks dropping 21% in 2024, after having already dropped 20% in 2023.
- **Mid-Range Data Center Gap:** There is a gap in the market for data center availability in the 10 - 50 MW range, opening a lane for providers to step in. Clients such as universities and healthcare providers are driving the demand for this part of the market.
- **Bandwidth Quantity vs Quality:** Various speakers shared the view that the current internet speeds consumers are getting are more than fast enough - the focus should be on delivering connection to more people with more value and bundles, rather than a 10 Gbps connection.
- **Uncertainty Regarding BEAD Program:** Given the new FCC Chairman and new administration in Washington, industry participants are maintaining a "wait and see" approach regarding potential changes to the \$42.5 billion program intended to provide grants to states for the planning, deployment and adoption of fiber in underserved areas.
- **ISP Growth Strategy:** The importance of KPIs for ISPs continue to be highlighted - if one is growing much faster than another, it is likely time to reevaluate the go-to-market strategy. MVNO services are also starting to be viewed as a risk given the unnecessary complexity and associated acquisitions.
- **Securitization is Playing a Major Role in Financing for Fiber and Data Centers:** The resurgence of the broader asset-backed securities market is providing an outlet for fiber and data center debt capital raises, as issuers seek to diversify and expand their financing sources. New issuance of ABS backed by leases on data centers and fiber networks reached \$4 billion in the year-to-date ending February 2025, equivalent to one-third of total 2024 ABS issuance volume in the sector.



D.A. Davidson Is Well Connected Across All Major CommTech Conferences, Cont'd

CONFERENCE OVERVIEW



Wisपालooza 2025 gathered 2,500+ ISP operators and 200 exhibitors and provided Wireless Internet Service Providers (WISPs) the latest industry and technology updates, including new developments in hardware, software, and services.

KEY CONFERENCE TAKEAWAYS

- **Opportunities And Challenges With BEAD:** Discussions in many sessions focused on the opportunities and challenges encountered in leveraging Broadband Equity Access and Deployment (BEAD) program funds for network expansion, upgrades, and infrastructure development.
- **Hybrid Approach:** There is a need for a hybrid approach to broadband deployment, including both fiber and unlicensed fixed wireless access solutions.



Fiber Connect 2025 gathered industry leaders, enthusiasts, and visionaries focused on the transformative power of gigabit and fiber connectivity, offering new and unique opportunities for business and market development, technology demonstration and peer-group interaction.

- **Increasing Demand For Fiber:** Demand for fiber has continued to climb, driven by the rapid growth of data intensive applications, video streaming, generative AI, and IoT which all rely on fast, secure, reliable data transmission.
- **Fiber As A New Growth Area For WISPs:** WISPs are planning to either invest in their own fiber networks or share an open access network because they see fiber as an opportunity to grow and are worried about getting overbuilt by larger service providers that might use BEAD money to expand in their territories.
- **Growth Expected As A Result Of Funding:** BEAD funding, along with matching funds, is expected to contribute up to \$53 billion toward fiber projects, while other government programs are adding billions toward fiber deployments. To complete all this work, the U.S. is expected to need 28,000 additional construction tradespeople and about 30,000 additional skilled broadband technicians. SpaceX is also in talks with NTIA to deploy Starlink for BEAD.



D.A. Davidson Is Well Connected Across All Major CommTech Conferences, Cont'd

CONFERENCE OVERVIEW



D.A. Davidson's Technology Investment Banking Group recently attended TMT Finance USA 2025 held at The Metropolitan Club in New York. Speakers at the event focused on the latest financing and M&A trends, the transformative impact of AI, and the evolving ecosystems of data centers, fiber, towers, and connectivity.

KEY CONFERENCE TAKEAWAYS

- **M&A And Financing:** Digital infrastructure transactions have been somewhat insulated from the broader M&A trends over the past 18 months due to the sector's importance to the digital economy, recurring cash flows, and tangible assets. As the interest rate environment continues to improve, there will likely be an increase in the volume of transactions, valuations, and deal size. As the sector evolves, new deal structures will create opportunities for a diversified investor pool. Real estate and infrastructure equity funds dominate with low-cost capital, but private equity is filling critical gaps. In addition, on the debt side, infrastructure debt funds and other institutional debt investors, as well as traditional commercial banks and project finance/real estate lenders are expected to be especially active in providing construction financing. The industry is expecting to see more large cap deals such as the recently announced up to \$100 billion Global AI Infrastructure Investment Partnership (GAIIIP) between BlackRock, GIP, Microsoft, and MGX.
- **Fiber Consolidation:** There are hundreds of small fiber providers in the U.S. and more consolidation is expected. Fiber to the Home (FTTH) will remain a strong segment, with a continued focus on getting high speed broadband to rural and other areas impacted by the digital divide. More large cap deals are expected to occur in 2025. Panelists at the conference predict that many of the M&A deals will involve the mid-tier fiber providers buying the small operators and integrating them into a company with streamlined processes. Then, those mid-tier companies will approach the Tier 1s with an offer to sell.
- **Navigating The Data Center Energy Transition:** The rising demand for new data center capacity to meet growing artificial intelligence (AI) demand will require enormous amounts of new capital that will be conditioned upon access to reliable energy sources. Because of these constraints, power availability is beginning to outweigh tenant importance when seeking investment for developments. As a result, securing long-term power sources is a top priority. Navigating bottlenecks around power, exploring the need for sustainable approaches to power generation and consumption, and analyzing new sources of energy were all key topics discussed throughout the conference. Innovative strategies are emerging to deal with rising power constraints as seen with Constellation Energy and Microsoft's recently signed power purchase agreement to restart the Three Mile Island nuclear Unit 1 in Pennsylvania to power Microsoft data centers.
- **Artificial Intelligence:** Data centers will need to meet growing Generative AI demand, but there are limitations. There seems to be an insatiable appetite for new data center capacity to meet growing AI demand, with conference panelists suggesting that it could take upwards of \$5-\$6 trillion of new capital to build out the necessary infrastructure to fully realize Generative AI's potential. This excitement is tempered by the reality of power limitations, access to capital, and adequate fiber infrastructure.
- **Private Wireless Networks:** 5G is set to revolutionize private wireless networks and as technologies such as edge computing, AI, and IoT continue to evolve, the potential use cases for private wireless networks are expanding. With its ability to facilitate larger volumes of data, support more connected devices, and offer low latency, 5G opens up many possibilities for private wireless networks. Private 5G networks will be a hot topic for years, as their evolution spurs new opportunities and use cases.



D.A. Davidson Is Well Connected Across All Major CommTech Conferences, Cont'd

CONFERENCE OVERVIEW

CONNECT (X)

ConnectX is one of the premier 5G infrastructure conference that brings together the entire ecosystem to discuss the latest trends, within: network planning and deployment, spectrum and licensing, security and privacy, small cells and distributed antenna systems (DAS), and 5G neutral host networks.

KEY CONFERENCE TAKEAWAYS

- **Small Cells are Powering the Wireless Revolution:** As the demand for low-latency, high-speed, and reliable coverage continues to grow, small cells have emerged as a critical solution. These compact, low powered cell stations help extend coverage and capacity to areas where macrocell infrastructure may be less effective and are playing a vital role in enabling seamless connectivity and the broader 5G rollout.
- **The Critical Role of the Data Center:** Emphasis was placed upon the critical role of data centers in supporting the growing wireless ecosystem. Data centers provide the infrastructure needed for processing, storing, and distributing the expansive data generated by the wireless networks. As data consumption continues to rise exponentially (increasingly fueled by AI), the demand for robust, efficient, and secure data centers will rise as well.

MWC GSMA Las Vegas

Mobile World Congress Las Vegas is a premier 5G infrastructure focused events that brings together leaders in the industry to discuss the most cutting edge developments in network planning and deployment, spectrum and licensing, security and privacy, small cells and distributed antenna systems (DAS), and 5G neutral host networks.

- **FWA as a Proven Major 5G Use Case:** Notably, 5G Fixed Wireless (FWA) has seen increased traction across both carriers and investors, given FWA's high-speed capabilities, compelling economics, and accelerating number of connections, which present a significant market opportunity for growth.
- **Wireless Security As a Priority:** Given the rapidly growing available use cases for 5G and other wireless infrastructure, security product solutions remained top of mind. Wireless network security is critical because it helps protect data from unauthorized access.



Leading Middle Market Technology Investment Bank

 has obtained debt financing for the acquisition of the company by FINANCIAL ADVISOR	 has acquired BUY-SIDE ADVISOR	 has completed a PIPE offering of \$30,000,000 CO-LEAD PLACEMENT AGENT	 has received an investment from FINANCIAL ADVISOR	 has completed a Debt Financing with FINANCIAL ADVISOR	 has divested its AI Suite to SELL-SIDE ADVISOR	 have been acquired by SELL-SIDE ADVISOR	 a portfolio company of has been acquired by a portfolio company of SELL-SIDE ADVISOR	 a portfolio company of has been acquired by SELL-SIDE ADVISOR	 has been acquired by a portfolio company of SELL-SIDE ADVISOR
 has completed a business combination \$894,000,000 CAPITAL MARKETS ADVISOR	 has agreed to a partnership on the transition of Central 1's Digital Banking operations to CORPORATE ADVISORY	 has received a significant growth investment from SELL-SIDE ADVISOR	 has raised Equity and Debt Financing for its new dark fiber optic network buildout FINANCIAL ADVISOR	 has completed a secondary offering of common stock for its majority stockholders \$28,980,000 SOLE MANAGER	 a portfolio company of has acquired BUY-SIDE ADVISOR	 has been acquired by SELL-SIDE ADVISOR	 has completed a follow-on offering of common stock \$356,730,000 FINANCIAL ADVISOR	 has merged with FINANCIAL ADVISOR	Data Center Build-to-suit data center financing for a confidential U.S. data center platform \$930,200,000 Term Loan Facility \$11,900,000 Letter of Credit Facility CO-ARRANGER & JOINT FINANCIAL ADVISOR
 has received a significant growth investment from SELL-SIDE ADVISOR	 a portfolio company of has been acquired by SELL-SIDE ADVISOR	 a portfolio company of has been acquired by a portfolio company of SELL-SIDE ADVISOR	Data Center Confidential U.S. data center platform equity and debt financing Undisclosed Equity Financing \$550,000,000 Term Loan Facility FINANCIAL ADVISOR	 has completed an at-the-market offering of common stock \$150,000,000 FINANCIAL ADVISOR	 has completed a private offering of convertible notes due 2029 \$690,000,000 FINANCIAL ADVISOR	 has been acquired by a portfolio company of SELL-SIDE ADVISOR	 a portfolio company of has been acquired by SELL-SIDE ADVISOR	 a portfolio company of has received a strategic growth investment from SELL-SIDE ADVISOR	 a portfolio company of has been acquired by SELL-SIDE ADVISOR
 has received a growth investment from SELL-SIDE ADVISOR	 has received a debt investment from FINANCIAL ADVISOR	 has completed a secondary offering of common stock \$240,000,000 FINANCIAL ADVISOR	 has been acquired by a portfolio company of SELL-SIDE ADVISOR	 has been acquired by SELL-SIDE ADVISOR	 a portfolio company of has been acquired by a portfolio company of SELL-SIDE ADVISOR	 a company backed by has been acquired by SELL-SIDE ADVISOR	 has received growth capital from FINANCIAL ADVISOR	 has received a significant growth equity investment from PANORAMIC F/PRIME FINANCIAL ADVISOR	 has been acquired by SELL-SIDE ADVISOR
 has obtained an asset-backed financing from \$175,000,000 FINANCIAL ADVISOR	 a portfolio company of has been acquired by SELL-SIDE ADVISOR	 has been acquired by SELL-SIDE ADVISOR	 a subsidiary of has been acquired by SELL-SIDE ADVISOR	 a portfolio company of has been acquired by SELL-SIDE ADVISOR	 has received a significant investment from the private equity arm of Lloyds Banking Group FINANCIAL ADVISOR	 has been acquired by SELL-SIDE ADVISOR	 has received Series C investments from FINANCIAL ADVISOR	 has been acquired by FINANCIAL ADVISOR	 has been acquired by a portfolio company of SELL-SIDE ADVISOR

Includes transactions completed by current D.A. Davidson professionals prior to joining the firm

THE STRENGTH OF ADVICE



Leading Middle Market Technology Investment Bank, Cont'd

 has received a significant growth equity investment from FINANCIAL ADVISOR	 has been acquired by FINANCIAL ADVISOR	 a portfolio company of has acquired BUY-SIDE ADVISOR	 has been acquired by SELL-SIDE ADVISOR	 has received an investment from FINANCIAL ADVISOR	 has been acquired by FINANCIAL ADVISOR	 has been acquired by SELL-SIDE ADVISOR	 has been acquired by a portfolio company of SELL-SIDE ADVISOR	 has established a multi-currency asset-backed financing with FINANCIAL ADVISOR	 a portfolio company of has agreed to be acquired by SELL-SIDE ADVISOR
 has completed an initial public offering of common stock \$146,117,600 CO-MANAGER	 has been acquired by SELL-SIDE ADVISOR	 has agreed to be acquired by FINANCIAL ADVISOR	 has completed an initial public offering of common stock \$621,000,000 CO-MANAGER	 has agreed to be acquired by SELL-SIDE ADVISOR	 has completed an initial public offering of common stock \$127,875,000 CO-MANAGER	 a portfolio company of has been acquired by FINANCIAL ADVISOR	 has been acquired by FINANCIAL ADVISOR	 has been acquired by SELL-SIDE ADVISOR	 a company backed by has acquired FINANCIAL ADVISOR
 has acquired FINANCIAL ADVISOR	 has been acquired by a portfolio company of SELL-SIDE ADVISOR	 has been acquired by SELL-SIDE ADVISOR	 has been acquired by SELL-SIDE ADVISOR	 has acquired FINANCIAL ADVISOR	 has been acquired by a portfolio company of SELL-SIDE ADVISOR	 a portfolio company of has been acquired by SELL-SIDE ADVISOR	 has completed an initial public offering of common stock \$828,000,000 CO-MANAGER	 has been acquired by FINANCIAL ADVISOR	 has received an investment from in conjunction with its acquisitions of FINANCIAL ADVISOR
 has been acquired by SELL-SIDE ADVISOR	 has acquired FINANCIAL ADVISOR	 has acquired FINANCIAL ADVISOR	 has acquired a portfolio company of FINANCIAL ADVISOR	 a portfolio company of has received a minority equity investment from FINANCIAL ADVISOR	 has made significant equity investments into and FINANCIAL ADVISOR	 has received a significant equity investment from FINANCIAL ADVISOR	 has agreed to combine with Informa Financial Intelligence and FINANCIAL ADVISOR	 has completed an initial public offering of common stock \$1,538,566,008 CO-MANAGER	 has completed a follow-on offering of common stock \$258,750,000 CO-MANAGER
 has completed a follow-on offering of common stock \$300,000,000 CO-MANAGER	 has completed a follow-on offering of common stock \$351,900,000 CO-MANAGER	 has completed an initial public offering of common stock \$596,937,000 CO-MANAGER	 has received an investment from FINANCIAL ADVISOR	 has completed a follow-on offering of common stock \$245,000,000 CO-MANAGER	 has completed a follow-on offering of common stock \$86,250,000 CO-MANAGER	 has completed a follow-on offering of common stock \$233,392,500 CO-MANAGER	 has completed a public offering of senior convertible notes \$1,306,000,000 CO-MANAGER	 has completed a follow-on offering of common stock \$517,500,000 CO-MANAGER	 has completed a follow-on offering of common stock \$476,100,000 CO-MANAGER

Includes transactions completed by current D.A. Davidson professionals prior to joining the firm



Deep Experience In Digital Infrastructure and Communications Technologies

DOMAILLE ENGINEERING
has obtained debt financing for the acquisition of the company by

PALM PEAK CAPITAL

FINANCIAL ADVISOR

PALM PEAK CAPITAL
has acquired

DOMAILLE ENGINEERING

BUY-SIDE ADVISOR

blaize™
has completed a PIPE offering of

\$30,000,000

CO-LEAD PLACEMENT AGENT

VALHALLA INDUSTRIES
has completed a Debt Financing with

VECTRA BANK COLORADO

FINANCIAL ADVISOR

blaize™
has completed a business combination

\$894,000,000

CAPITAL MARKETS ADVISOR

Data Center
Build-to-suit data center financing for a confidential U.S. data center platform

\$930,200,000 Term Loan Facility
\$11,900,000 Letter of Credit Facility

CO-ARRANGER & JOINT FINANCIAL ADVISOR

F3 NETWORKS
has raised Equity and Debt Financing for its new dark fiber optic network buildout

FINANCIAL ADVISOR

Data Center
Confidential U.S. data center platform equity and debt financing

Undisclosed Equity Financing
\$550,000,000 Term Loan Facility

FINANCIAL ADVISOR

PROFICIUM
has received a significant growth investment from

MILL POINT CAPITAL

SELL-SIDE ADVISOR

Approved NETWORKS
has been acquired by

C1 CHAMPION ONE™
a portfolio company of

ALVAREZ & MARSAI CAPITAL

SELL-SIDE ADVISOR

cimetrix™
has been acquired by

PDF/SOLUTIONS™

SELL-SIDE ADVISOR

Amkor Technology™
has completed a secondary offering of common stock

\$240,000,000

ALLIANCE CORPORATION
THE POWER OF BEING CONNECTED.
a portfolio company of

Ironbridge

has been acquired by

LEE TWIN POINT EQUITY

SELL-SIDE ADVISOR

Voyantic
has been acquired by

IMPINJ™

SELL-SIDE ADVISOR

fastly.
has completed a follow-on offering of common stock

\$286,350,000

CO-MANAGER

MobiChord
a venture portfolio company of

servicenow.
has received an investment from

PERISCOPE CAPITAL

SELL-SIDE ADVISOR

towerstream™
has completed a follow-on offering of primary common stock

\$33,000,000

CO-MANAGER

fastly.
has completed an initial public offering of common stock

\$207,000,000

CO-MANAGER

AXIOM
has been acquired by management through a leveraged recapitalization

FINANCIAL ADVISOR

TELEKENEX
has been acquired by

SpireCapital

SELL-SIDE ADVISOR

ARIA
has been acquired by

Halo
a portfolio company of

inflexion

SELL-SIDE ADVISOR

Cable Exchange
has been acquired by

COMMSCOPE™

SELL-SIDE ADVISOR

LUMOS NETWORKS
has completed a follow-on offering of secondary common stock

\$57,778,780

CO-MANAGER

Fiber Network
has been acquired by

cogent COMMUNICATIONS

SELL-SIDE ADVISOR

Includes transactions completed by current D.A. Davidson professionals prior to joining the firm



Deep Experience In Digital Infrastructure and Communications Technologies, Cont'd

mobile SOLUTIONS
has been acquired by
PERISCOPE EQUITY
SELL-SIDE ADVISOR

WAVECOM SOLUTIONS
has been acquired by
Hawaiian Telcom
SELL-SIDE ADVISOR

OC iX
Orange County Internet Xchange
has been acquired by
TelePacific COMMUNICATIONS
SELL-SIDE ADVISOR

TOYOTA TSUSHO
has sold its interest in its affiliate
PACIFIC lightnet
See the light.
to
SK Telecom Holdings
a portfolio company of
Seidler Equity Partners
SELL-SIDE ADVISOR

NBA New Beginnings Acquisition Corp.
has acquired
Airspan
FINANCIAL ADVISOR

ME
CREDIT PARTNERS
has provided senior secured financing for
Rise Broadband
\$205,000,000
FINANCIAL ADVISOR

AboveNet
has raised a senior secured credit facility
\$90,000,000
FINANCIAL ADVISOR & PLACEMENT AGENT

verizon
has completed a Public offering of Senior Notes
\$2,000,000,000
CO-MANAGER

PARK PLACE TECHNOLOGIES
FINANCIAL ADVISOR

zayo GROUP
has completed a follow-on offering of common stock
\$597,597,500
CO-MANAGER

SmartAction
a portfolio company of
TVC CAPITAL **STALEY CAPITAL**
has been acquired by
capacity
SELL-SIDE ADVISOR

radisys
has completed a follow-on offering of primary common stock
\$22,287,000
CO-MANAGER

HIGHWINDS
has raised a senior secured credit facility
\$35,000,000
FINANCIAL ADVISOR & PLACEMENT AGENT

Verisk
has divested
cer
atmospheric and environmental research
to
JANUS RESEARCH GROUP, INC.
a portfolio company of
CM EQUITY PARTNERS

FENIX GROUP, INC.
CREATIVE INTELLIGENCE, APPLIED
has received an investment from
ENLIGHTENMENT CAPITAL

Limelight NETWORKS
has completed a follow-on offering of primary common stock
\$81,650,000
CO-MANAGER

RYZEX
has been acquired by
PEAK
PEAK Technologies
SELL-SIDE ADVISOR

GEOLINKS
has obtained a letter of credit commitment in support of CAF funding
FINANCIAL ADVISOR

MEGACABLE
has received an investment from
C-TEC
SELL-SIDE ADVISOR

FREEFLIGHT SYSTEMS
a subsidiary of
FirstCall Partners
has been acquired by
ACR
a portfolio company of
THE JORDAN COMPANY

MISSION MICROWAVE
has been acquired by
J.F. Lehman & Company

SMART/RG
has been acquired by
ADTRAN
SELL-SIDE ADVISOR

vast NETWORKS
has raised unitranche debt from
ATALAYA
PLACEMENT AGENT

HIBERNIA NETWORKS
has obtained a senior secured financing
\$52,500,000
FINANCIAL ADVISOR

Includes transactions completed by current D.A. Davidson professionals prior to joining the firm



Deep Experience In Digital Infrastructure and Communications Technologies, Cont'd

pocket COMMUNICATIONS

has obtained a senior secured financing

\$45,000,000

FINANCIAL ADVISOR

BRAXTON

has been acquired by

PARSONS

AMERGINT TECHNOLOGIES

has been acquired by

Blackstone **TBG**

S SYMPHONY

has acquired

Cloud9

a portfolio company of

BARCLAYS **J.P. Morgan** **CHE Group** **UBS**

FINANCIAL ADVISOR

METRO X MIT

has been acquired by

INDIANA FIBER WORKS

SELL-SIDE ADVISOR

Colo At

has been acquired by

AMERICAN TOWER

SELL-SIDE ADVISOR

SummitIG

has completed a unitranche credit facility in support of majority sale to

SDC CAPITAL PARTNERS

FINANCIAL ADVISOR

ALPHEUS COMMUNICATIONS

a portfolio company of

TGG THE CORE GROUP

has raised a senior secured credit facility in support of a dividend recapitalization

\$135,000,000

JOINT LEAD ARRANGER

365 DataCenters Technology Humanized™

has acquired

Host.net

FINANCIAL ADVISOR & DEBT PLACEMENT AGENT

CROSS RIVER FIBER

has obtained senior secured financing in connection with its sale to

Ridgemont EQUITY PARTNERS

FINANCIAL ADVISOR

365 DataCenters Technology Humanized™

has raised a senior secured credit facility

FINANCIAL ADVISOR & PLACEMENT AGENT

HIBERNIA NETWORKS

has been acquired by

gtt

SELL-SIDE ADVISOR

HIBERNIA NETWORKS

has raised a senior secured credit facility

\$165,000,000

FINANCIAL ADVISOR & SOLE ARRANGER

AboveNet

has raised a senior secured credit facility

\$250,000,000

FINANCIAL ADVISOR

CHC CONSULTING

has been acquired by

CONGRUEX a portfolio company of

Crestview

SELL-SIDE ADVISOR

ILX Lightwave Laser Diode Instrumentation & Test Systems

has been acquired by

Newport Experience | Solutions

SELL-SIDE ADVISOR

OMNEX TRUSTED WIRELESS

has been acquired by

PECO

SELL-SIDE ADVISOR

DRFORTRESS

has obtained a senior secured financing

FINANCIAL ADVISOR

OnFiber

has obtained a senior secured credit facility

\$25,000,000

FINANCIAL ADVISOR

ctl

has been acquired by

Columbia River Partners

SELL-SIDE ADVISOR

DIGITAL CROSSROAD a portfolio company of

STAR AMERICA INFRASTRUCTURE PARTNERS

has completed an equity financing

\$40,000,000

FINANCIAL ADVISOR

ARISTA

has completed an initial public offering of common stock

\$259,612,500

CO-MANAGER

GRACEBA DATA COMMUNICATIONS

has been acquired by

KNOLOGY

SELL-SIDE ADVISOR

Unitek COMMUNICATIONS

has completed a follow-on offering of primary common stock

\$93,390,193

CO-MANAGER

Includes transactions completed by current D.A. Davidson professionals prior to joining the firm



Case Study: Palm Peak Capital

PALM PEAK CAPITAL
has acquired
DOMAILLE ENGINEERING
BUY-SIDE ADVISOR

DOMAILLE ENGINEERING
has obtained debt financing for the acquisition of the company by
PALM PEAK CAPITAL
FINANCIAL ADVISOR

BACKGROUND

Domaille Engineering (“Domaille” or the “Company”) is a market leading provider of high precision fiber optic cable manufacturing equipment and related consumables and accessories, which enables major fiber optic companies to manufacture a variety of pre-terminated fiber optic cables.

Domaille was a divestiture from American Industrial Partners (AIP) / ADDMAN, which sought to carve-out Domaille in order to focus on its core business and end-markets.

D.A. DAVIDSON ROLE

D.A. Davidson was engaged by Palm Peak Capital (“Sponsor”) to advise on both the buy-side and the acquisition financing in connection with the Sponsor’s carve-out acquisition of Domaille from ADDMAN.

D.A. Davidson’s Technology Investment Banking team provided the Sponsor with valuation and bid strategy guidance as well as deep domain industry expertise including views on the Company’s major customers, end-markets, and competitive backdrop.

TRANSACTION CONCLUSION

D.A. Davidson’s Debt Advisory team ran an accelerated and competitive debt financing process, delivered a highly confident letter in less than 35 days, and successfully closed the transaction in less than 60 days.

Working alongside the Sponsor, D.A. Davidson negotiated an attractive and flexible unitranche credit facility that allows Domaille to operate as a stand-alone entity and execute on its go-forward strategy.

CLIENT DESCRIPTION

Fiber Optic Cable Manufacturing Equipment

DEAL TYPE

Buy-Side M&A Advisory
Debt / Acquisition Financing

SECTOR

CommTech / Digital Infrastructure



has raised equity and debt financing for its new dark fiber optic network buildout

FINANCIAL ADVISOR

BACKGROUND

F3 Networks ("F3" or "the Company") is constructing and will own dark fiber optic networks in strategic Western Canada markets (the "Network") which will consist of up to five years of builds made up of the premises passed in each calendar year from 2024 through 2028.

D.A. DAVIDSON ROLE

Davidson exclusively advised F3 on its Equity and Debt capital raise to allow the Company to finance a new dark fiber optic network buildout across Western Canada. D.A. Davidson worked with the Company's management, shareholders, and legal advisors to structure the financing, conduct a comprehensive Equity and Debt selection process, negotiate detailed financing terms, and close the transaction.

TRANSACTION CONCLUSION

Palistar Capital, a leading middle-market digital infrastructure fund, provided the majority Equity investment in F3. Two global banks served as Coordinating Lead Arrangers on the debt, underwriting and syndicating a significant project debt financing with further expansion capacity via an accordion feature.

CLIENT DESCRIPTION

Fiber Network Infrastructure

DEAL TYPE

Debt & Equity Financing

SECTOR

CommTech / Digital Infrastructure



Data Center

Confidential U.S. data center platform equity and debt financing

Undisclosed Equity Financing
\$550,000,000 Term Loan Facility

FINANCIAL ADVISOR

BACKGROUND

Confidential U.S. data center (“the Company”) is a cutting-edge platform that is developing a network of sustainable data centers and energy infrastructure. The Company provides a full suite of modular, reconfigurable components for major cloud companies by utilizing best-in-class technology including carbon neutral, zero water.

D.A. DAVIDSON ROLE

D.A. Davidson served as the exclusive financial advisor to a Confidential U.S. data center platform on its inaugural capital raise. D.A. Davidson worked with the Company’s management, shareholders, and legal advisors to negotiate terms, structure, and resolve critical issues to bring the complex transaction to closure.

TRANSACTION CONCLUSION

Davidson structured and arranged both the capital from the equity Sponsor as well as the three co-lead arrangers on the credit facility. This financing allows the Company to pursue its sustainable IT strategy with the construction of data centers across multiple U.S. geographies with a focus on AI and high-performance computing.

CLIENT DESCRIPTION

U.S. Data Center Platform

DEAL TYPE

Debt and Equity Financing
Foundational Capital

SECTOR

CommTech / Digital Infrastructure



Data Center

Build-to-suit data center financing for a confidential U.S. data center platform

\$930,200,000 Term Loan Facility
\$11,900,000 Letter of Credit Facility

CO-ARRANGER & JOINT
FINANCIAL ADVISOR

BACKGROUND

Confidential U.S. data center company (the "Company") is a cutting-edge platform that is developing a network of sustainable data centers and energy infrastructure. The Company provides a full suite of modular, reconfigurable components for major cloud companies by utilizing best-in-class technology including carbon neutral, zero water. The Company has a number of projects underway, including this build-to-suit project for a major cloud player.

D.A. DAVIDSON ROLE

D.A. Davidson served as a joint financial advisor, working with the Company's management, shareholders, and legal advisors to structure the financing, conduct a competitive bank selection process, negotiate detailed financing terms, and liaise with the Company and lead banks to achieve a successful syndication.

TRANSACTION CONCLUSION

Davidson jointly advised the Company on the debt financing for its first build-to-suit project in a top Tier 1 metro market. The fully-leased property will have a capacity of 100 MW.

CLIENT DESCRIPTION

U.S. Data Center Platform

DEAL TYPE

Debt Financing

SECTOR

CommTech / Digital Infrastructure



has received a significant growth investment from

MILL POINT CAPITAL

SELL-SIDE ADVISOR

CLIENT DESCRIPTION

Networking Solutions Provider

DEAL TYPE

Sell-Side M&A

SECTOR

Cloud Infrastructure & Communications Technology

BACKGROUND

Founded in 2003, Proficium is a leading provider of networking solutions for world-class enterprise users in AI and Machine Learning infrastructure, hyperscale data centers and other high-performance computing applications. The Company's leading edge interconnect solutions include fiber optic cables, optical transceivers, cable management products and value-added services. Proficium's depth of industry knowledge, speed to market and relentless focus on customer service allow the Company to address traditionally overlooked needs within the high-performance computing sector and produce innovative solutions for its blue-chip customer base worldwide.

D.A. DAVIDSON ROLE

D.A. Davidson acted as the exclusive financial advisor to Proficium. We worked with the Company's management, shareholders and legal advisors to negotiate terms, determine the best structure, manage an efficient due diligence review process, resolve a series of critical issues, forge compromise between the parties, and bring the complex transaction to closure.

TRANSACTION CONCLUSION

Because of this transaction, Proficium has the ability to leverage Mill Point's resources to capitalize on several tangible growth opportunities. In addition, the core management team will be bolstered with industry veterans from Mill Point's partner network to guide the Company through its next phase of growth.



The team at D.A. Davidson was instrumental to this process and we are thankful for the guidance they provided throughout. D.A. Davidson's deep industry knowledge in communications technology, extensive relationships in the sector and transaction expertise played a critical role in driving a terrific outcome for us.

- Dan Miranda, Founder & Chief Executive Officer of Proficium



Davidson's technology investment banking group truly understands the communications technology sector. They attend our trade shows, know our customers and our products, and were instrumental in getting an outcome for Proficium that far exceeded the founder's expectations.

- Dan Bowlin, Executive Advisor for Proficium



M&A Case Study: Voyantic Ltd.



Voyantic

has been acquired by



SELL-SIDE ADVISOR

BACKGROUND

Voyantic was founded in Finland in 2004 and is a respected global market leader in testing and measurement solutions for communications technology/IoT. The Company specializes in RAIN RFID which is a wireless technology that connects billions of everyday items to the Internet, enabling businesses and consumers to identify, locate, authenticate, and engage each item. Voyantic’s solutions are used by manufacturers, technology vendors, service bureaus and end users. The Company has more than 2,000 installed systems in more than 40 countries across the globe.

D.A. DAVIDSON MCF INTERNATIONAL ROLE

D.A. Davidson MCF International served as the exclusive advisor to Voyantic and helped facilitate the deal through its proven ability to successfully execute bilateral transactions. This deal highlights the success of the D.A. Davidson MCF International alliance and showcases the team’s deep communications technology/IoT expertise as well as its ability to execute cross-Atlantic transactions.

TRANSACTION CONCLUSION

Impinj is a leader in the IoT sector, manufacturing radio-frequency identification devices and software. Impinj extends the Internet’s reach from the cloud, through edge connectivity devices, all the way to physical items. Voyantic’s RAIN RFID solutions advance the Impinj platform’s leading position in RAIN RFID quality, reliability, and readability. Ultimately, the transaction creates more opportunities to grow and strengthens Impinj’s existing offering in the RAIN RFID end market.

CLIENT DESCRIPTION

Provider of RFID testing and measurement services for IoT devices

DEAL TYPE

Sell-Side M&A

SECTOR

Communications Equipment and Distribution

BACKGROUND

Alliance is Canada's largest value-added distributor of wireless communications technology and is one of the fastest growing distributors in the United States, providing mission-critical solutions to the leading wireless carriers across North America. The Company is one of only two scaled North American distributors with cable termination capabilities and supports the construction, maintenance and upgrades of cellular towers, indoor cellular service and broadband internet. Alliance distributes over 5,000 SKUs comprising virtually every product necessary for network builds, maintenance and upgrades, as well as terminates technologically advanced, custom cabling, for a broad range of end customers including carriers, internet service providers, contractors, building owners and other enterprises and government entities that utilize broadband infrastructure.

D.A. DAVIDSON ROLE

D.A. Davidson served as exclusive financial advisor to Alliance. Davidson worked closely with Alliance's management to position the Company as an industry leader and conducted a targeted process that generated significant competitive interest from both strategic and financial parties, resulting in a premium valuation for shareholders.


TRANSACTION CONCLUSION

The Company's unique wireless services platform and leadership position in both distribution and cable termination, diversified customer base across all major U.S. and Canadian wireless carriers, and broad and experienced management team with deep relations in the industry made Alliance an attractive platform investment for Lee Equity and Twin Point Capital. Plans are in place to further accelerate growth, both organically and through strategic acquisitions, and expand the Company's leadership position in its core services and new adjacent services.




We are incredibly thankful for the advice and expertise delivered by the D.A. Davidson technology investment banking team working on this transaction. Their industry knowledge in communications, transaction proficiency and ability to drive an efficient process delivered an outstanding outcome that has us confident about our next phase of growth.



- Ron Moss, President of Alliance Corporation

a portfolio company of



has been acquired by

SELL-SIDE ADVISOR

CLIENT DESCRIPTION

Distributor, solutions provider, and cable terminator for the wireless industry

DEAL TYPE

Sell-Side M&A

SECTOR

Communications Equipment and Distribution



M&A Case Study: Computer Technology Link (CTL)

BACKGROUND

Founded in 1989, CTL is a leading provider of Google Chrome devices and other communications technology solutions and services to the education and business markets. The Company offers a comprehensive line of high quality, customer-driven computing devices, including laptop, tablet and mobile devices, desktop solutions, high performance monitors, video conferencing solutions, and server and storage solutions.

D.A. DAVIDSON ROLE

D.A. Davidson served as exclusive financial advisor to CTL. The Company was owned by two shareholders consisting of CTL's founder and President. The founder was seeking liquidity for his stake in the company and, as a result, Davidson was hired to evaluate strategic options that would provide the best possible outcome for both the founder and the management team. The Davidson team leveraged its deep relationships with both strategic and financial parties and spent a significant amount of time working with the management team to best present the CTL story. As a result, Davidson was able to run an efficient process, guide the preferred buyer to a premium valuation, and structure a transaction that provided the desired liquidity for the Company's founder and a private equity partner for the management team.

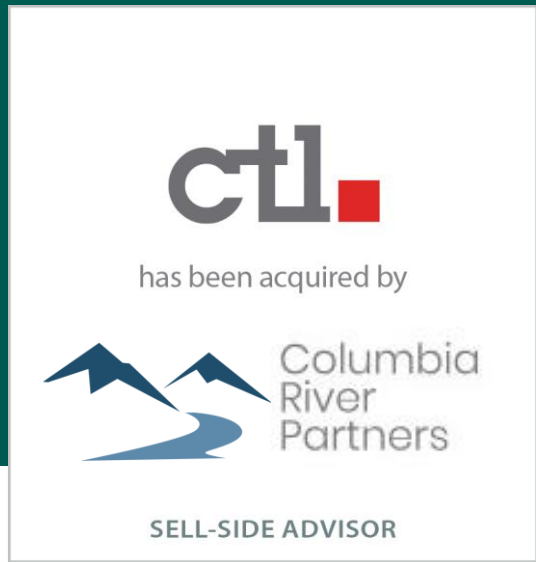
TRANSACTION CONCLUSION

The founder and President were concerned with finding the right party that was optimal for the long-term viability of the business, while still maximizing value. Columbia River Partners brings significant relevant sector expertise and the additional growth capital necessary to continue to accelerate and execute on CTL's strategic growth opportunities, both domestically and internationally.



D.A. Davidson's experience and transaction expertise were critical in allowing CTL's shareholders to realize an optimal outcome while also finding CTL a partner that provides the capital and expertise to help best position the company for continued growth.

- Erik Stromquist, President of CTL



CLIENT DESCRIPTION

Provider of communications hardware and systems

DEAL TYPE

Sell-Side M&A

SECTOR

Communications Equipment and EdTech

ARIA

has been acquired by



Halo

a portfolio company of

inflexion

SELL-SIDE ADVISOR

BACKGROUND

Aria Technologies is an industry leading designer, manufacturer, and provider of fiber optic connectivity solutions located in the San Francisco Bay Area. The Company specializes in fiber optic assemblies, patch panels and other fiber optic and copper-based network components as well as in-house custom engineering, design, and fabrication services. Aria Technologies' dedication to customer satisfaction has made the company a trusted partner to 270+ customers, including Fortune 500 companies and some of the world's most recognized and demanding cable TV, telecommunications, and data center providers.

D.A. DAVIDSON ROLE

D.A. Davidson served as exclusive financial advisor to Aria Technologies. Davidson worked closely with Aria Technologies' management team to conduct a targeted M&A process that provided the Company with competitive interest from financial and strategic acquirers, resulting in multiple pre-emptive bids and an accelerated close for the founders.

TRANSACTION CONCLUSION

The combination of Aria's design capabilities coupled with their pre-assembled and tested enterprise-class optical components strengthen Halo's product offering allowing them to meet the optical solution needs of any customer across the globe.

CLIENT DESCRIPTION

Designer and manufacturer of fiber optic connectivity solutions

DEAL TYPE

Sell-Side M&A

SECTOR

Communications Equipment and Distribution



The D.A. Davidson technology investment banking team was invaluable in the outcome of this transaction. The team's industry expertise and transaction execution capabilities enabled the shareholders to realize the optimal outcome while also best positioning Aria Technologies for future growth.

- Joe McGuinness, President of Aria Technologies





has been acquired by



SELL-SIDE ADVISOR

CLIENT DESCRIPTION

Provider of smart factory connectivity software solutions

DEAL TYPE

Sell-Side M&A

SECTOR

IIoT Software & Communications

BACKGROUND

Cimetrix is a leading global provider of equipment connectivity software solutions for smart manufacturing, Industrial IoT and Industry 4.0, with products and platforms that connect factory equipment to increase productivity, reduce costs, and improve quality. The company's software solutions are used by equipment manufacturers around the world, providing factory automation connectivity for multiple equipment types. Headquartered in Salt Lake City, Utah, Cimetrix has offices worldwide in China, Germany, Japan, Korea and Taiwan.

D.A. DAVIDSON ROLE

D.A. Davidson served as exclusive financial advisor to Cimetrix. Davidson worked closely with Cimetrix's management to conduct a targeted M&A process that provided the Company with competitive interest from multiple acquirers, resulting in a merger with PDF solutions, a leading provider of advanced analytics solutions and differentiated data for semiconductor and electronics manufacturing.

TRANSACTION CONCLUSION


The combination of Cimetrix connectivity products and platforms with PDF Solutions Exensio analytics platform, enables semiconductor and electronics manufacturers to extract more intelligence, not just data, from their factory floor, and as a result, build more reliable ICs and systems at lower manufacturing costs. As a combined entity the Company is able to deliver the highest level of tool and manufacturing intelligence from the factory floor to enable customers to realize the benefits of Industry 4.0.




The D.A. Davidson team was invaluable in this process, providing the transaction expertise and industry knowledge necessary to achieve an optimal outcome for Cimetrix and its shareholders. We are excited to move forward as the Cimetrix Connectivity Group within PDF Solutions to continue serving our customers by providing innovative connectivity and smart manufacturing software products, platforms, and solutions.

- Bob Reback, CEO of Cimetrix






has been acquired by



a portfolio company of



SELL-SIDE ADVISOR

BACKGROUND

Based in Lake Forest, California, and founded in 2009, Approved Networks is a leading provider of optical networking solutions for the smart data center. Approved Networks has created one of the most comprehensive and innovative testing facilities in the U.S. and boasts relationships with 3,000+ clients in 30+ countries, including Fortune 500 companies and many of the largest data centers, telecommunications companies, and enterprises across the globe. Approved’s stellar industry reputation for high-quality products and services augmented by its consistent innovation has allowed it to deliver first-to-market compatibility solutions in the most rigorous optical networking environments for over a decade.

D.A. DAVIDSON ROLE

D.A. Davidson served as exclusive financial advisor to Approved Networks. Davidson worked closely with Approved Network’s management to conduct a targeted M&A process that provided management with competitive interest from a select group of acquirers, resulting in a premium valuation for shareholders.

TRANSACTION CONCLUSION

The combination of Approved Networks and Champion ONE has created one of the most comprehensive designers, marketers, and providers of carrier grade optical transceivers and related mission critical components to telecommunications, cable, data center, and enterprise customers in North America and International markets.

CLIENT DESCRIPTION

Provider of networking equipment and cable solutions

DEAL TYPE

Sell-Side M&A

SECTOR

Communications Equipment and Distribution

“ We are incredibly thankful for the advice and expertise delivered by the D.A. Davidson technology investment banking team working on this transaction. Their buyer knowledge, transaction proficiency, and ability to drive an efficient process delivered an impressive outcome that has us excited about our next phase of growth. ”

- Kurt Dunteman, CEO of Approved Networks

Testimonials may not be representative of the experience of all clients. Testimonials are not a guarantee of future performance or success



M&A Case Study: Cable Exchange



has been acquired by



SELL-SIDE ADVISOR

BACKGROUND

Based in Santa Ana, California, Cable Exchange manufactures a variety of fiber optic and copper cables, trunks and related products used in high-capacity data centers and other business enterprise applications. The company, founded in 1986, specializes in quick-turn delivery of its infrastructure products to customers from its two U.S. manufacturing centers located in Santa Ana, CA, and Pineville, N.C.

D.A. DAVIDSON ROLE

D.A. Davidson served as exclusive financial advisor to Cable Exchange. Having scaled the business to a leadership position in its niche, the Company's founders hired D.A. Davidson to sell Cable Exchange to a buyer that would retain the existing team and be able to execute on its strategic growth initiatives. D.A. Davidson presented Cable Exchange as a technology leader, providing quick-turn capabilities that were unheard of in the industry but were quickly becoming the standard for hyper-converged data center customers. Having received significant interest from several strategic parties, Davidson ran a targeted process focused on several strategic and highly relevant financial parties.

TRANSACTION CONCLUSION

Despite concerns around cyclical and customer concentration, Davidson was able to solicit multiple bids and drive the preferred buyer to a premium valuation, all in less than 90 days from initial outreach to completion of the transaction. With the acquisition, CommScope is now able to add quick-turn capabilities to its high-growth data center business.



D.A. Davidson played a critical role in helping us realize this partnership with CommScope. The team's expertise and capabilities allowed us to efficiently come to an agreement while maintaining our focus on serving our customers.

- Dan Bowlin, CFO of Cable Exchange

CLIENT DESCRIPTION

Manufacturer of fiber optic and copper cables, trunks and related products for enterprise applications

DEAL TYPE

Sell-Side M&A

SECTOR

Communications Equipment and Networking

SECTION 02

Trends In Digital Infrastructure and Communications





Key Trends In The Digital Infrastructure and Communications Industry

ARTIFICIAL INTELLIGENCE (AI) ADVANCEMENTS ARE PROJECTED TO SIGNIFICANTLY DRIVE FUTURE DATA CENTER DEMAND

- The data center sector continues to benefit from the ongoing digitization of the global economy, fueled by the ever-rising demand for e-commerce, the explosive growth of edge computing, and other secular trends including Artificial Intelligence (AI). Key data center trends include:
 - **AI and Machine Learning:** The increasing use of AI applications is leading to higher demand for data processing power, often requiring specialized hardware like GPUs and necessitating advanced cooling solutions like liquid cooling to manage heat generation.
 - **Sustainability:** Data center operators are under pressure to reduce their carbon footprint by utilizing renewable energy sources, optimizing cooling systems, and exploring methods to recycle waste heat.
 - **Edge Computing:** Bringing data processing closer to where data is generated by deploying smaller data centers at the network edge to minimize latency for time-sensitive applications.
 - **Hyperscale Data Centers:** Large cloud providers are building massive data centers with high capacity to meet the demands of large-scale data processing needs.
 - **Liquid Cooling:** As computing densities increase, liquid cooling is becoming more prevalent to effectively dissipate heat generated by high-performance processors.

CLOUD SPENDING AND USAGE IS BOOMING

- Spending on compute and storage infrastructure products for cloud deployments, including dedicated and shared IT environments, increased 99.3% year-over-year in the fourth quarter of 2024 to \$67.0 billion. In 2025, cloud infrastructure spending is forecasted to have grown 33.3% to \$271.5 billion compared to 2024. ⁽⁷⁾
- Accelerated cloud adoption is dependent on a fast and reliable communications network, whether it is in the data center, fiber to the home, edge networking, 5G or elsewhere. ^(8,9)
- Worldwide end-user spending on public cloud services is forecasted to have totaled \$723.4 billion in 2025, up from \$595.7 billion in 2024. Additionally, 90% of organizations are expected to adopt a hybrid cloud approach through 2027, and the most urgent GenAI challenge necessary to address over the next year is expected to be data synchronization across the hybrid cloud environment. ⁽¹⁰⁾

GOV. STIMULUS IS DRIVING BROADBAND INFRASTRUCTURE DEVELOPMENT

- The U.S. IJIA includes a \$65B broadband investment (including \$42.5B BEAD administered by NTIA), while Canada's \$3.2B Universal Broadband Fund supports high-speed internet buildouts in rural/remote communities.
- The U.S. digital divide remains meaningful: the FCC estimates ~19.6M Americans lack access to fixed 100/20 Mbps broadband. ^(1,11)
- The U.S. government is investing tens of billions of dollars to help close the digital divide, including funding provided through the IJIA. ASCE estimates it would cost ~\$61B to achieve universal broadband availability in the U.S. by 2030. Major federal programs supporting deployment include BEAD (\$42.5B) and RDOF (\$20.4B) with the majority of this funding already allocated to the states.



Rising Global Data Volume Needs

The global datasphere is projected to reach approximately 393.8 Zettabytes (ZB) by 2028, representing a growth of roughly 9.8 times its size in 2018 - as enterprises and consumers become more dependent on it for business and personal applications



Fiber M&A

Fiber M&A has remained active, with wireless carriers and incumbents buying/partnering to scale fiber footprints; T-Mobile acquired Lumos (Apr 2025) and Metronet (~\$4.9B in Jul 2025), while Verizon agreed to acquire Frontier for \$20B (Jan 2026) and AT&T acquired Lumen's Mass Markets fiber business for \$5.75B (Feb 2026)



Data Center Tailwinds

The U.S. data center construction market was valued at \$84B in 2025 and is projected to reach \$154B by 2031 (10.7% CAGR)



IoT Device Explosion

The total number of cellular IoT connections is expected to reach 8 billion at the end of 2031 and is forecast to grow at a CAGR of ~10%

Sources: 1) BroadbandNow Research, 'BroadbandNow Estimates for all 50 States' (October 2022); 2) Gartner, 'Gartner Forecasts Worldwide Public Cloud End-User Spending to Grow 23% in 2021' (April 2021); 3) Barron's 'Telecom Companies Just Spent \$81 Billion on 5G Spectrum' (February 2021); 4) 5G Americas Media Release (December 2022); 5) Reuters 'Canada's spectrum auction raises record \$7.2 bln as firms gear for high-speed internet' (July 2021); 6) Reuters 'AT&T leads bidders in \$22.5 billion U.S. spectrum auction' (January 2022); 7) IDC (March 2025); 8) Markets and Markets, 'Artificial Intelligence (AI) Market worth \$309.6 billion by 2026' (May 2021); 9) Bond Capital, 'Our New World 2020' (April 2020); 10) Gartner (November 2024); 11) FCC



Data Volume and Global Connectivity Are Driving The Proliferation of Cloud Services

ACCELERATING CLOUD GROWTH & RATE OF ADOPTION...

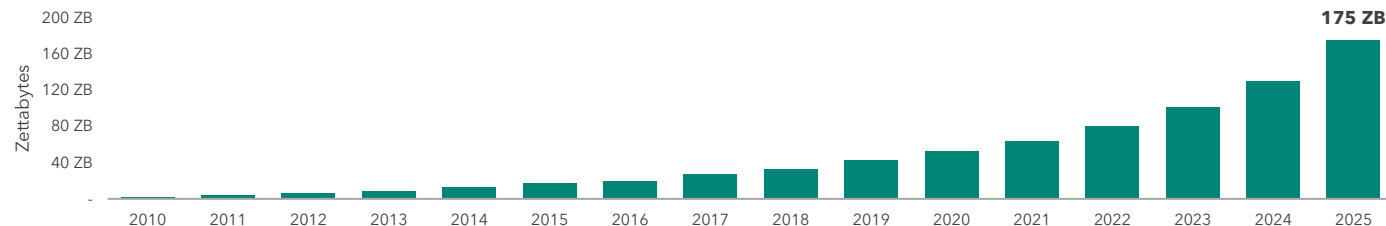
- Cloud services is one of the most dramatic emerging technologies of the past decade and remains the main driver of change in enterprise technology stacks, from SaaS to Infrastructure as a Service (IaaS), Platform as a Service (PaaS), Communications Platform as a Service (CPaaS), Unified Communications as a Service (UCaaS), Video Conferencing as a Service (VCaaS) and more, hosted in public and private datacenters. ⁽¹⁾
- The shift in the top PaaS services used by organizations, favoring data warehousing, relational Database as a Service (DBaaS) and Container as a Service (CaaS), is driven by growing interest in leveraging containers to speed deployment, scale operations, and increase cloud-run workload efficiency. ⁽²⁾

...SUPPORTED BY INCREASED INVESTMENT & INTERNET SPEED

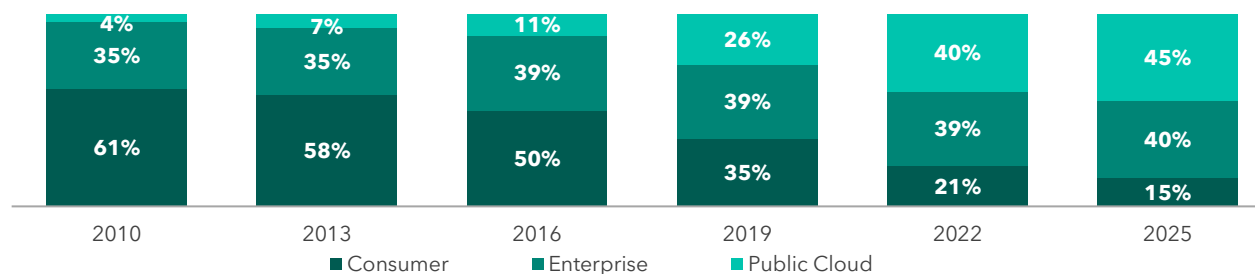
- Rising global internet usage has enabled growth and innovation in cloud-based platforms, including greater access to fast wireless and broadband communications infrastructure, emerging 5G technology, smartphone proliferation, video on demand, VoIP, and digital media.
- Major technology and cloud service providers have reacted by investing in hyperscale datacenters, used by organizations managing massive levels of data generated by VR, big data, social media, analytics and data gathered by IoT devices. The number of large data centers operated by hyperscale providers increased to 1,297 by the end of Q3 2025. ⁽³⁾
- The growing importance of cloud services and corresponding infrastructure is driven by an explosive expansion in data that companies want to manage, analyze and draw conclusions from. Worldwide end-user spending on public cloud services is forecast to be \$1T+ in 2026. ⁽⁴⁾⁽⁵⁾

CLOUD DOMINATES IN AN INCREASINGLY DATA-DRIVEN WORLD

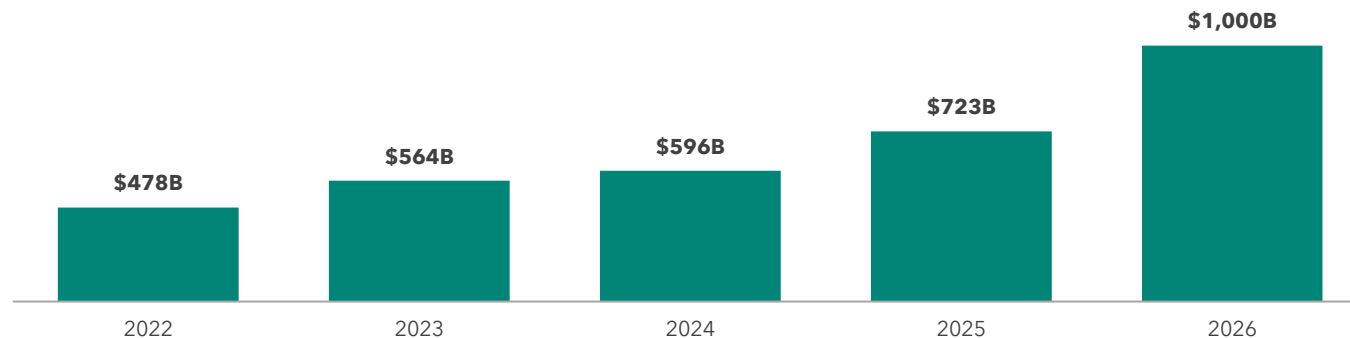
Global Datasphere: New Data Captured / Created / Replicated ^(6,7)



Data Stored by Manager ^(6,7)



Worldwide Public Cloud Service Revenue Forecast, per Gartner ⁽⁴⁾



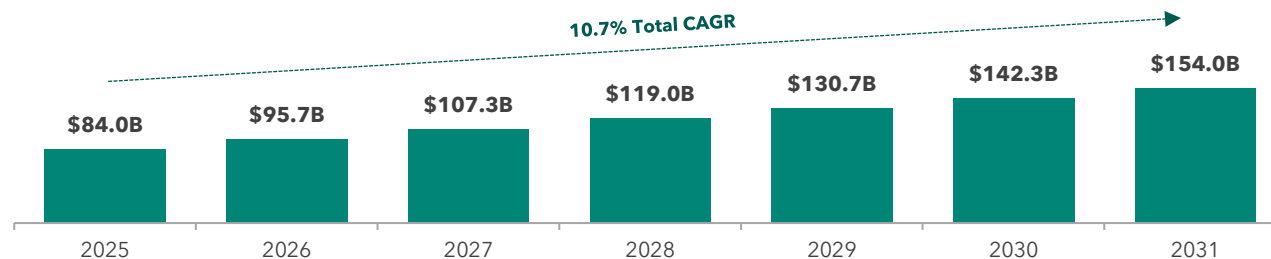
Sources: 1) Calero, 'Top 5 Emerging Trends Impacting Communications Technology for 2019' (December 2018); 2) Gartner, '2021 State of the Cloud Report' (March 2021); 3) Synergy Research Group (Sep 2025); 4) Gartner, 'Worldwide Public Cloud End-User Spending' (November 2024); 5) IDC, 'Statista Estimates, 'IT Infrastructure Spending Forecast by Type' (7/30/2021); 6) Bond Capital, Mary Meeker 'Internet Trends 2019' (5/11/2019); 7) IDC, 'Digitization of the World From Edge to Core White Paper' developed in collaboration with Seagate (November 2018), Note: Consumer refers to devices owned by end users; Note: 2018 = last full year before release of report. 2019-2025 are estimated from current trends



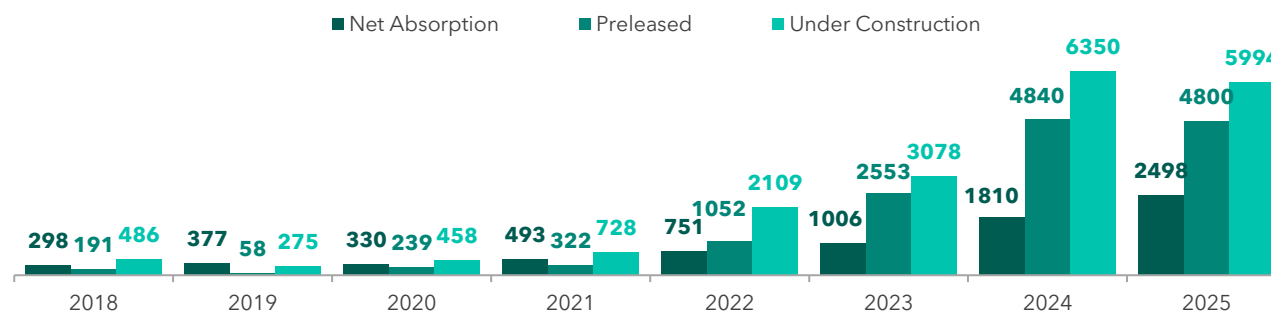
Key Trends In The Data Center

- The data center sector continues to benefit from the ongoing digitization of the global economy, fueled by the ever-rising demand for e-commerce, the explosive growth of edge computing, and other secular trends including Artificial Intelligence (AI).
- The U.S. data center construction market was valued at \$84B in 2025 and is projected to reach \$154B by 2031 (10.7% CAGR).⁽¹⁾
- Digital transformation will accelerate the need for processing power, storage and cloud services in colocation and hyperscale data centers to provide organizations with more flexibility. However, certain workloads will remain on-premises.⁽²⁾
- Primary market supply increased by 36% year-over-year to 9,432 megawatts (MW), surpassing the 34% increase in 2024, due to accelerated hyperscale demand. The total amount of new capacity under construction in primary markets declined for the first time since 2020. There were 5,994.4 MW under construction at the end of 2025, down from 6,350.1 MW in 2024. Many planned projects remain delayed due to ongoing permitting, zoning and power procurement hurdles, underscoring the complexities of scaling infrastructure.⁽²⁾
- The rise of artificial intelligence (AI) workloads is transforming the data center industry, driving unprecedented demand for power-intensive infrastructure. AI-related occupiers are increasingly influencing site selection, design and operational requirements, prioritizing markets with scalable power capacity and advanced connectivity solutions.⁽²⁾
- Hyperscale public cloud vendors have been on a growth binge for a decade and today represent roughly 70-80% of all leasing in any given quarter. This growth is expected to continue through 2027, with hyperscale cloud revenue projected to reach ~\$728B, representing a CAGR of 41% as enterprises and other organizations choose to move more of their workloads to the public cloud for scalability and ease of access.⁽³⁾

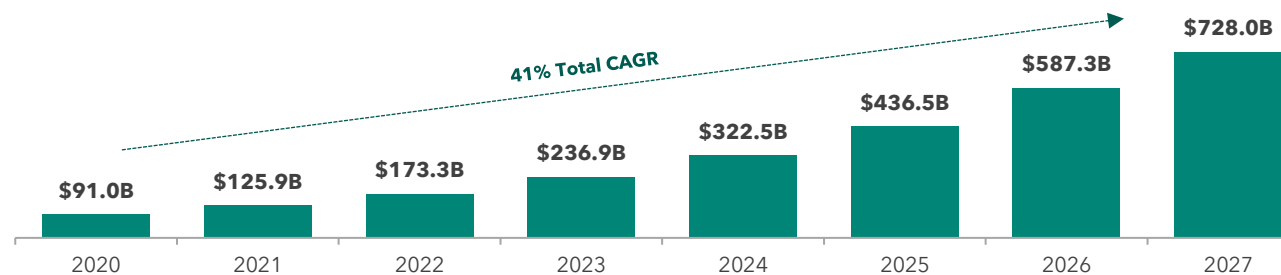
GROWING U.S. DATA CENTER CONSTRUCTION MARKET ⁽¹⁾



RECORD PRIMARY MARKETS NET ABSORPTION, PRELEASING, AND UNDER CONSTRUCTION (IN MEGAWATTS) ⁽²⁾



GLOBAL HYPERSCALE CLOUD REVENUE ⁽³⁾



Sources: 1) Research and Markets, U.S. Data Center Construction Market - Industry Outlook & Forecast 2026-2031; 2) CBRE, North American Data Center Trends Report; 3) Cushman & Wakefield, 2025 Global Data Center Market Comparison; Structure Research



Artificial Intelligence (AI) Is Booming - Placing Greater Demand On Data Center Providers

- **The Rapid Growth and Adoption of Artificial Intelligence:** Tech giants including Amazon, Google, Apple, Meta, Nvidia, and others are investing heavily into the development of AI. Amazon, Microsoft, and Google dominate when it comes to data center footprint. The three companies account for 59 percent of all hyperscale data center capacity and are followed in the ranking by Meta, Alibaba, Tencent, Apple, and ByteDance. The public cloud's 'big three' are likely to drive future growth, too. Currently, there are more than 500 facilities in the planning and construction phases, and AWS, Microsoft and Google have each committed to pouring tens of billions of dollars into capital expenditures, primarily targeting AI buildouts. ⁽¹⁾

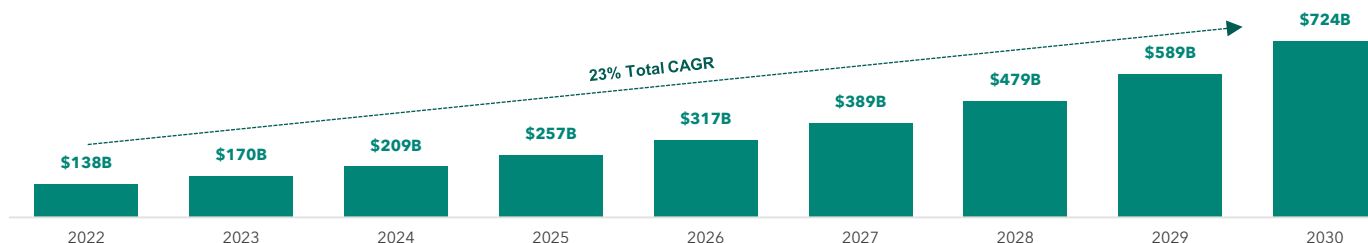
- **Role of Data Centers in Supporting Artificial Intelligence:** These new emerging AI applications rely on the availability of and capability to process in real-time vast amounts of data leading to a growing demand for data centers to store, process, and analyze this information. As more organizations and consumers adopt AI there continues to be a significant rise in data generation in the data center as AI workloads include applications based on machine learning and deep learning. ^(4,5)

- Data center infrastructure demand keeps increasing with the economy's continued digitization. Generative AI software market generated ~\$16B in 2024 and is estimated to reach ~\$85B by 2029, implying ~40% CAGR (2024-2029) This growth is being fueled by AI's further development across technology, healthcare, finance and other sectors. ⁽⁶⁾

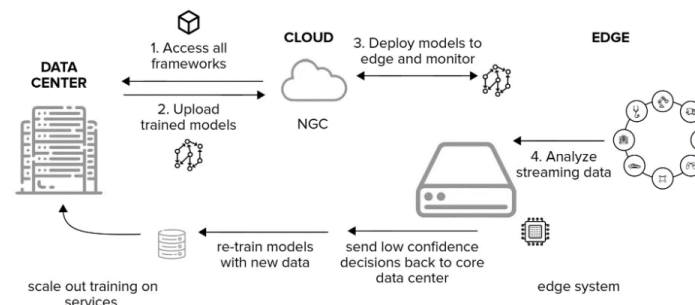
- **Artificial Intelligence is Reshaping the Data Center:** AI will be the primary factor driving capacity growth, with generative AI pushing operators to increase the scale of new data centers, driving up capacity growth. According to Synergy Research Group, the number of active hyperscale facilities around the world have doubled over the last five years, increasing to 1,297 by late 2025. Roughly 130 to 140 data centers are expected to be added per year moving forward. ⁽¹⁾

GROWING DEMAND FOR ARTIFICIAL INTELLIGENCE APPLICATIONS ⁽²⁾

Global Market For AI Software ⁽²⁾

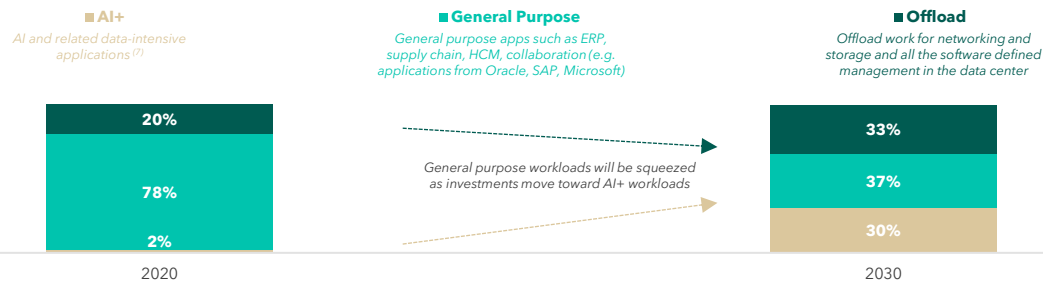


ILLUSTRATIVE LIFECYCLE OF AN EDGE AI APPLICATION ⁽³⁾



SHIFT OF FOCUS IN THE DATA CENTER ⁽⁵⁾

Data Center Server Infrastructure Spend By Workload Type



Sources: 1) DatacenterDynamics; 2) Precedence Research, Artificial Intelligence (AI) Software Market Forecast 2023-2032; 3) JLL, "Hyperscale and edge drive data center demand as the rise of AI takes center stage"; 4) Terasol Technologies, "What is Edge AI- The New Wave of AI?"; 5) Wikibon Research, 2021; 6) S&P Global

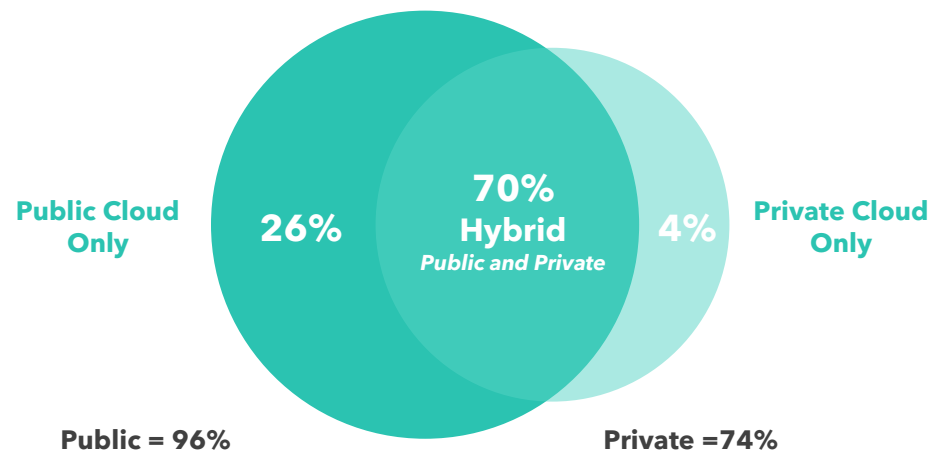


Enterprises Continue To Embrace Cloud Hybridization Strategies

- Hybrid-cloud models are implemented when enterprises utilize both public and private cloud infrastructure to host data and workloads. Hybrid strategies allow organizations to realize the power of public cloud computing along with the security and control of a private network.
- Most organizations are using hybrid cloud architecture to protect and control their data while still managing and analyzing it in a public cloud environment, alleviating some security concerns. The overall percentage of organizations with a hybrid cloud decreased from 72% in 2023, but organizations seem to have found their steady state, with 70% of respondents in 2024 embracing hybrid cloud strategies, using at least one public and one private cloud. ⁽¹⁾
- The most common multi-cloud enterprise approach is a mix of multiple public and private clouds, providing a superior option to address the rapidly evolving cloud usage needs.⁽¹⁾
- Hybrid cloud strategy goes hand in hand with other core trends in enterprise networking:
- Software Defined Networking:** Software-defined data center technologies are becoming more widespread and allow server virtualization and containerization into software form, enabling multiple users to install and manage their own services on the same physical server.
- Co-Location:** A colocation data center is a physical facility that offers space with the proper power, cooling and security to host businesses' computing hardware and servers. This allows businesses to centralize their IT operations and create an efficient architecture that can reduce costs.
- Edge Computing:** The global edge computing market is projected to reach \$378 billion by 2028, growing at a strong double-digit annual growth rate between 2024 and 2028. Edge computing is being driven by needs such as reducing latency, saving bandwidth, enhancing autonomy, and improving security and privacy. ⁽²⁾

MULTI-CLOUD IS THE PREFERRED STRATEGY AMONG ENTERPRISES ⁽¹⁾

Breakdown of Types Clouds Used for all Organizations, % of all Respondents



#1 ENTERPRISE CLOUD PRIORITY IS MANAGING SPEND ⁽¹⁾

Top Cloud Priority for Enterprises Surveyed

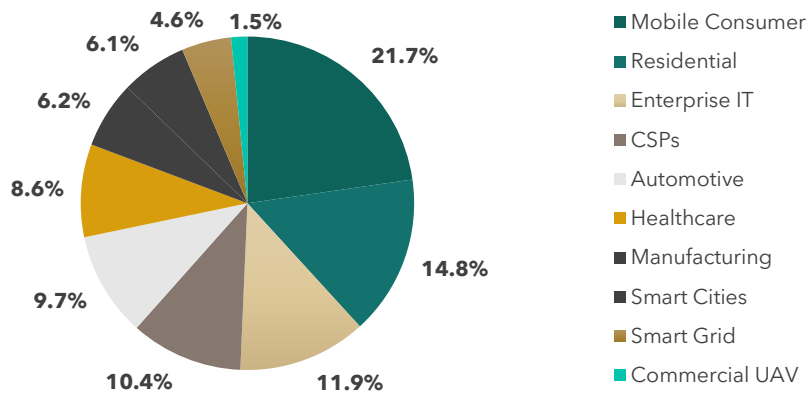


Sources: 1) Flexera, '2025 State of the Cloud Report'; 2) The Linux Foundation, '2024 State of the Edge Report'

Cloud Computing Is Moving To The Edge

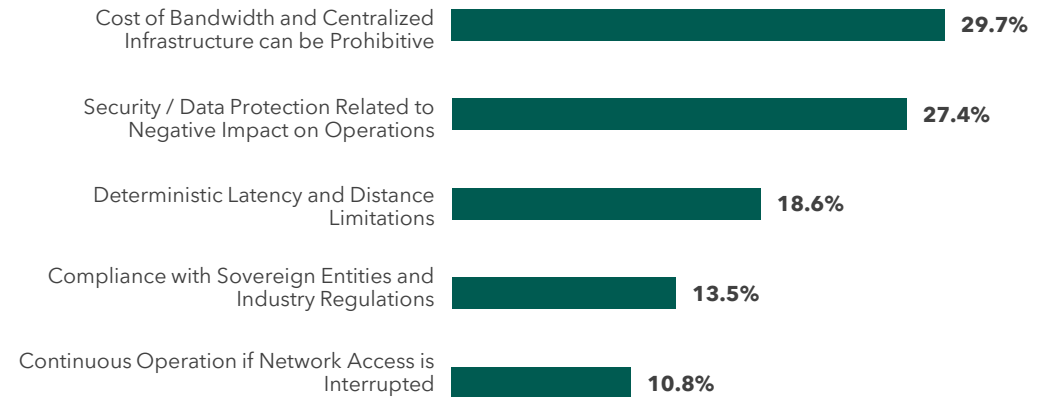
- Edge computing brings data and computations closer to the device, expanding the reach of core cloud networks and pushing key processing functions to the edge of the network, closer to where the data itself is gathered by endpoints such as PCs, phones, industrial sensors, connected cars, and wearables.
- The case for edge computing is rapidly increasing with 5G, AI/ML and IoT technologies converging to create the need for real-time computing at edge locations. Edge computing is faster, more scalable, and more reliable for critical IoT applications as opposed to traditional cloud computing which requires transferring data to a central server location that can be thousands of miles away.
- Edge computing enabling technologies are a major opportunity for emergent and existing IT stakeholders. IDC has identified over 150 use cases for edge computing, with the greatest investment dollars pouring into content delivery networks and virtual network functions. ⁽¹⁾
- Global edge computing spending reached ~\$265B in 2025 and is expected to grow to ~\$450B by 2029. This boom is primarily driven by the exponential growth in data creation, capture, copy, and consumption expected over the next several years as well as the demand for low-latency processing, data protection and computing capabilities at reduced cost. Among a plethora of other use cases, edge computing adoption will spark monumental improvements in global security by enabling edge-based threat detection, data minimizations, and decentralized infrastructure. ⁽²⁾

BY 2028, THE GLOBAL INFRASTRUCTURE EDGE WILL SUPPORT 10 KEY APPLICATIONS ⁽⁴⁾

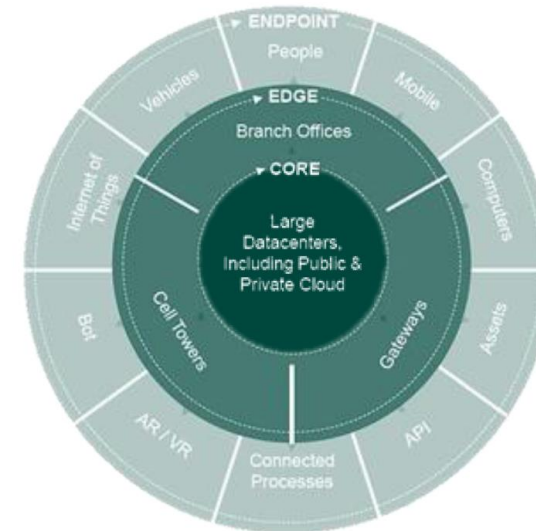


Sources: 1) IDC, Worldwide Edge Spending Guide (Jan 2022); 2) IDC, 'Edge Edge computing spend to hit \$450B by 2029 (Mar 2026); 3) Bond Capital, Mary Meeker 'Internet Trends 2019' (May 2019); 4) The Linux Foundation, 'State of the Edge 2024'

PRIMARY MOTIVATIONS DRIVING EDGE COMPUTING INVESTMENT ⁽⁴⁾



DATA PROPAGATION IS EXPANDING FROM ENDPOINTS TO CORE AND BACK ⁽³⁾

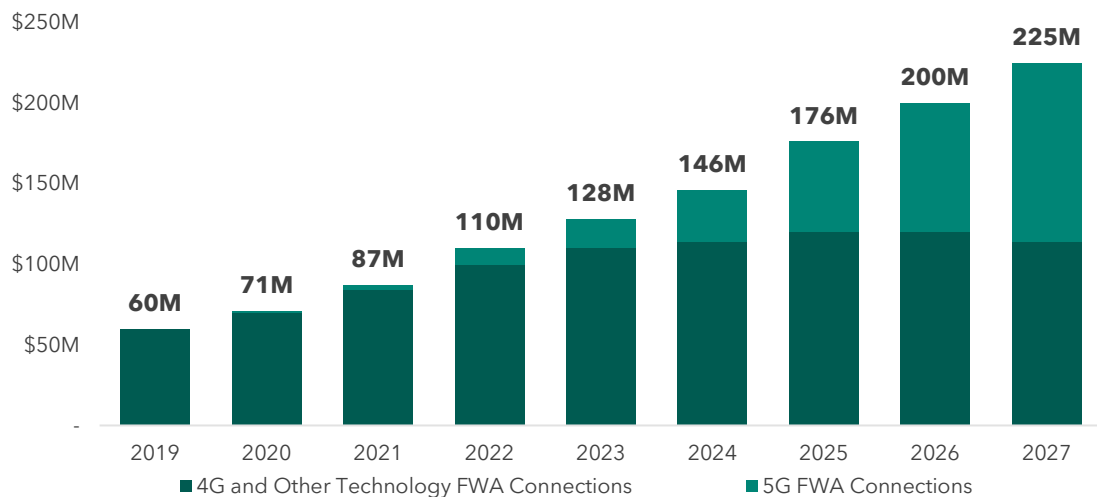




Fixed Wireless: Early Days of Mainstream Commercial Growth

- **Growth story supported by underlying economics:** 5G provides access to home and enterprise broadband through fixed wireless access (FWA). While FWA has been around for over a decade (3G, 4G), 5G FWA offers speeds up to 10x previous generations of fixed wireless and is competitive with DSL, cable, and fiber broadband providers.⁽¹⁾ With the diminished gap in performance, FWA offers compelling economics, given the relative ease of deploying infrastructure. In the words of Nokia President of Network Infrastructure, Federico Guillén, "...there is always going to be a remaining 10, 20, 30% of the population where it's impossible to lay fiber because economically it doesn't make sense .. In those cases, fixed wireless is a complement, a nice complement to fiber."⁽²⁾
- FWA is a particularly attractive option to provide broadband service to areas challenged by zoning restrictions and density issues (for example, multi-dwelling unit communities). FWA is also a viable broadband solution to serve communities with under-developed existing broadband, as well as a solution for enterprises.⁽²⁾ Interestingly, FWA solutions had higher NPS customer experience scores compared to fiber, cable, and DSL.⁽³⁾
- **Increasing market opportunity as carriers increasingly focus on 5G FWA as a growth lever:** 2022 gave the first substantial evidence of commercial acceleration as 5G FWA became a tangible growth opportunity for US carriers. T-Mobile set a goal of 7-8M FWA subscribers by the end of 2025 - representing 20-30% penetration of potential homes. Verizon, too, set an end of 2025 target of at least 1M FWA business customers. While carriers are likely to add FWA subscribers easily in the near-future - eventual capacity constraints could cap growth.⁽⁴⁾

5G FWA CONNECTIONS PROJECTED TO EXCEED 100M BY 2027 ⁽¹⁾



5G FWA SPEEDS CAPABLE OF RIVALING CONVENTIONAL BROADBAND ⁽¹⁾

	Technology	Download Speed Range (Average)
DSL	ADSL / ADSL2+	24 Mbps
	FTTC / VDSL2	200 Mbps
	G.Fast	100 Mbps - 1 Gbps
Fiber	FTTP/H	2.4-40 Gbps
Cable	DOCSIS 3.1	10 Gbps
Satellite	LEO Satellite Broadband	50-500 Mbps
FWA	LTE (4G)	Up to 100 Mbps
	5G	1-10 Gbps*

Sources: 1) GSMA Intelligence - 5G fixed wireless: a renewed playbook; 2) Fierce Wireless: Nokia Exec: FWA a 'nice complement' to fiber; 3) Recon Analytics Data, 4/29/22 through 6/24/22; 4) Fierce Wireless: T-Mobile expands 5G fixed wireless across three more states



Fiscal Stimulus Is Supporting The Development of Broadband Infrastructure

BRIDGING A DIGITAL DIVIDE

Meeting Needs of Underserved Communities

Prior to the COVID-19 pandemic, states and carriers began organizing to facilitate broadband access for underserved areas of the United States. Currently, more than 42 million Americans lack any broadband access. ^(1,2)

Communities without reliable high-speed internet service lack the same opportunities existing in neighborhoods with a more robust network. Oftentimes, wireless is the preferred method used to connect underserved communities.

The government is prepared to spend a significant amount of dollars in order to bridge this digital divide. In November 2021, a \$1.2 trillion infrastructure bill was signed (Infrastructure Investment and Jobs Act) that includes \$65 billion for broadband, expanding internet access to more Americans in efforts to close the digital divide.

RAPIDLY GROWING MARKET FOR PUBLIC SAFETY IN-BUILDING DAS

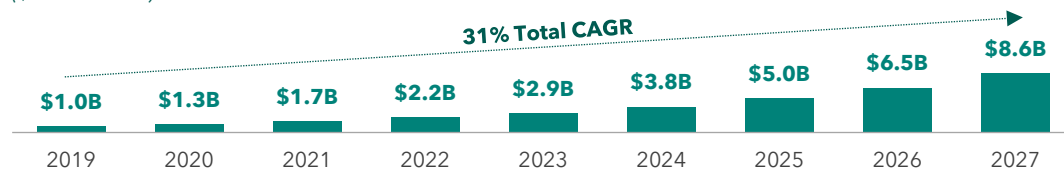
Public Safety Distributed Antenna Systems (DAS)

Virtually every city in the U.S. and Canada has enacted local ordinances and building codes making in-building coverage for first responders mandatory.

These government regulations to enable first responder communications are driving the demand for public safety DAS products and are often required prior to receiving an occupancy permit. As a result, the global market for public safety in-building DAS is expected to grow at 31% CAGR through 2027.

The public safety DAS market includes FirstNet, an entirely new network focused on first responders that began deployment in 2018 with AT&T. The network is federally mandated and its purpose is to create a nationwide blanket of coverage for first responders.

GLOBAL PUBLIC SAFETY IN-BUILDING WIRELESS DAS MARKET SIZE ⁽¹¹⁾ (\$USD billions)



Sources: 1) BroadbandNow Research, 'BroadbandNow Estimates for all 50 States' (October 2022); 2) Microsoft; 3) Federal Communications Commission (1/29/2021); (3/10/2022); (January 2023); 4) Fierce Telecom 'FCC unleashes \$1.04B in RDOF funding but big bidders still waiting' (12/17/2021); 5) National Conference of State Legislatures (1/1/2021); 6) Universal Service Administration Co. 'CAF Phase II'; 7) Broadband USA; 8) National Conference of State Legislatures (3/1/2021); 9) Next infrastructure bill aims to end 'digital divide' (3/16/2021); 10) CNET, 'Digital divide fix gets a boost as Biden signs \$1.2 trillion infrastructure bill' (10/14/2021); 11) Verified Market Research

TOTAL FEDERAL STIMULUS

Rural Digital Opportunity Fund (RDOF) ^(3,4)	<ul style="list-style-type: none"> \$20.4 billion 10-year fund established by the FCC in January 2020 to bring reliable and affordable high speed fixed broadband service to rural areas \$640 million in broadband funding by the FCC for nearly 300 carriers in 47 states serving over 2.6 million locations In the Phase I auction (Auction 904), 180 bidders won \$9.2 billion to provide broadband to 5.2 million locations.
Consolidated Appropriations Act, 2021 (CAA) ⁽⁵⁾	<ul style="list-style-type: none"> \$7.2 billion allocated for broadband projects to support broadband access for students, families and unemployed workers Broadband provisions focused on building out network infrastructure in underserved communities with significant "rip and replace" efforts
Connect America Fund (CAF) ⁽⁶⁾	<ul style="list-style-type: none"> As of November 17, 2022, total winning bids for Phase II Auction of the Connect America Fund had amounted to \$1.5 billion support network construction in the coming years ⁽³⁾ A majority of companies accepting CAF Phase II support have six years to plan and deploy broadband to consumers
Broadband Equity, Access and Deployment (BEAD) ⁽⁷⁾	<ul style="list-style-type: none"> Provides \$42.45 billion to expand high-speed internet access by funding planning, infrastructure deployment and adoption programs in all 50 states, Washington D.C., Puerto Rico, the U.S. Virgin Islands, Guam, American Samoa, and the Commonwealth of the Northern Mariana Islands. The BEAD program is expected to begin accelerate funding to projects in 2026 with continued deployment over the next few years.
Additional Federal Broadband Funding	<ul style="list-style-type: none"> \$1.9 trillion American Rescue Plan Act of 2021 establishes \$10 billion Capital Project Fund to deploy critical capital projects ⁽⁸⁾ CARES Act included \$150 billion to cover expansion of connectivity ⁽⁹⁾ \$1.2 trillion Infrastructure Investment and Jobs Act signed in November 2021 includes \$65 billion for broadband, expanding internet access to more Americans ⁽¹⁰⁾



Satellite Communications Market Is Benefitting From Multiple Tailwinds

UNTAPPED MARKETS

- Starlink, a satellite internet service developed by SpaceX and launched in 2015, provides global high-speed broadband internet coverage via a network of 7,000 (as of September 2024) low earth orbit (LEO) satellites. Starlink's service has increased the demand for satellite broadband, especially in remote or underserved regions. By providing low latency, high-speed internet access, Starlink encourages competition and drives innovation within the satellite industry - setting the benchmark for companies to improve service quality and infrastructure. Starlink's satellite networks are contributing to the growth of the global satellite industry, creating opportunities for collaboration and advancements in satellite technology.
- The Satellite market benefits from millions of users, many of which are B2B users that distrust larger mobile carriers such as Verizon, AT&T, and T-Mobile given suspected government involvement, and instead seek out mobile virtual network operators (MVNO) like Comcast and Charter as well as other satellite companies providing both voice and text capabilities to better address their needs.
- Additionally, users in the Satellite market often desire satellite phones for the long-term but oftentimes use the service sparingly, which results in highly lucrative, multi-year contracts and a sticky, loyal customer base for satellite providers.
- More recently, the MVNO market has seen an increased number of deals completed such as Boost Wireless, Mint Mobile, Premier Wireless, TracFone, Consumer Cellular, Cricket Wireless, and Metro. These companies have attracted significant interest from large, highly-relevant strategic buyers and financials sponsors which has driven greater M&A activity and valuations.

\$83B

Global satellite communications market size, which is expected to grow at a CAGR of 9.4% from 2023 to 2032, reaching \$183B by 2032

42K

Satellites planned by SpaceX to be in Starlink's satellite network, which have a lifespan of approximately five years

EXPANDING MARKET & INDUSTRY TAILWINDS

Shifts in Technology, Needs, & Expectations Driving Long-Term Industry Growth



Rising Demand for Global Connectivity

- Increasing reliance on remote communications in underserved regions is driving demand for satellite phones and internet solutions
- Businesses, travelers, and emergency responders need uninterrupted coverage beyond traditional cellular networks



Growth in Disaster Preparedness & Emergency Response

- Climate change is leading to more frequent natural disasters (hurricanes, wildfires, earthquakes), increasing the need for reliable emergency communications
- Governments, NGOs, and businesses are investing in satellite phones and emergency kits for disaster preparedness



Expansion of Remote Work & Digital Nomad Lifestyle

- More professionals and businesses are embracing remote work in off the grid locations, requiring satellite connectivity for seamless operations
- Industries like oil & gas, maritime, construction, and mining rely on satellite phones for field communications



Advancements in Satellite Technology

- Low Earth Orbit satellite networks, such as Starlink and Iridium Certus, are improving speed, reliability, and affordability of satellite communications
- Smaller, more efficient satellite phones and terminals make the technology more accessible for individuals and businesses



Maritime & Aviation Communications Growth

- Rising global trends and expansion of the shipping industry increase the need for reliable satellite communications at sea
- Private and commercial aviation is adopting satellite-based inflight connectivity for safety and operational efficiency

IMPLEMENTATION OF PRIVATE BROADBAND SYSTEMS IN THE U.S.

- Rather than relying on public networks, organizations have begun deploying private networks to provide wireless broadband connectivity while maintaining control of the system. This grants organizations access to the benefits of on-premise traffic, including improved speed, latency, security, and privacy.
- The global private LTE market was ~\$6.3B in 2024 and is forecast to reach ~\$17.56B by 2033 (~12% CAGR), supported by expanding shared/unlicensed spectrum availability and rising enterprise demand for industrial IoT connectivity and automation use cases. ⁽¹⁾
- Cellular in-building DAS systems are becoming a critical part of both carrier cellular networks and enterprise infrastructure, and the market is expected to grow from \$22.43B in 2025 to \$46.54B in 2031, a 12.9% CAGR ⁽²⁾
- DAS provides a high capacity network within locations that would typically overload a local network (stadiums, airports, colleges, music venues, etc.) or would normally not allow for usable signals to reach users (high-rise buildings, concrete-walled structures, etc.). Because so many new builds utilize materials that block RF signals, internal DAS systems will play an integral role in delivering uninterrupted coverage.

PRIVATE NETWORKS HELP COMPANIES GO GREEN

- Private wireless networks are helping companies conserve energy and reduce their carbon footprint by using cellular networks to monitor HVAC equipment, giving them more control over power consumption. Some companies report that their networks can produce a 25% decrease in energy consumption and 75% decrease in wastewater. ⁽³⁾
- Private 5G networks are increasingly being adopted by industries such as manufacturing, logistics, healthcare, and smart cities, as these networks offer enhanced security, ultra-low latency, and the ability to support massive IoT deployments. However, the deployment of private 5G networks also presents an opportunity to prioritize sustainability and environmental friendliness as they can offer better energy efficiency and support waste reduction.
- Sustainability and green networks are essential for the future of the telecommunications industry and private 5G networks have the potential to lead the way in this transformation, offering a blueprint for how technology can be harnessed to create a more sustainable world. ⁽⁵⁾

DISRUPTIVE POTENTIAL OF PRIVATE BROADBAND ACROSS A VARIETY OF SECTORS ⁽⁷⁾



Healthcare

The use cases for private networks in healthcare are endless. Expansive sites like hospitals can benefit from broader area coverage, increased speed and reliability, as well as improved security to protect sensitive patient information.



Agriculture

Farmers using real-time IoT devices delivered over private networking systems can expect to see remarkable increases in profitability. These benefits are derived primarily through the cost reductions and efficiency boosts associated with these IoT products.



Mining

The benefits of private broadband in mining operations are two-fold. First, mining relies on large amounts of data, which is more efficiently handled over a private network. Second, mining sites occupy large, often rural areas, which limits high-speed coverage using public broadband.



Transportation

Private networking limits interference in high-traffic areas like airports and train stations. Private networks also support the growing demand for high-speed data transfer necessary for advanced fleet monitoring and logistics.



Education

Schools turned to private networks to better serve rural students during the pandemic. While many schools have reinstated pre-pandemic norms, they will still benefit from the ease of deployment, reliability, and cost-effectiveness of private broadband.

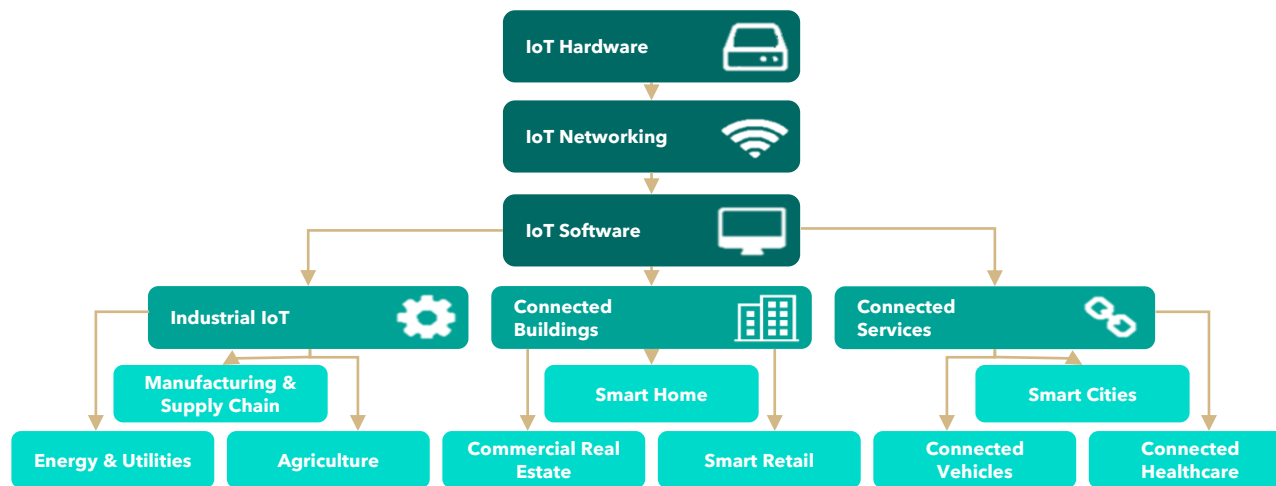
Sources: 1) Skyquest, 'Private LTE Market' (Dec 2025); 2) Mordor Intelligence, 'In-Building Wireless Market - Growth, Trends, Covid-19, Impact and Forecasts'; 3) Fierce Wireless, 'Private Networks Help Companies Go Green' (7/9/2021); 4) Harvard Law School Forum, 'ESG Global Study 2022' (June 2022); 5) 'Sustainability and Green Networks: Paving the Path to Environmentally Friendly Private 5G Networks' (March 2025); 7) Blinq Networks, 'How Private LTE and CBRS will Revolutionize These 5 Sectors in 2021 and Beyond' (December 2020)



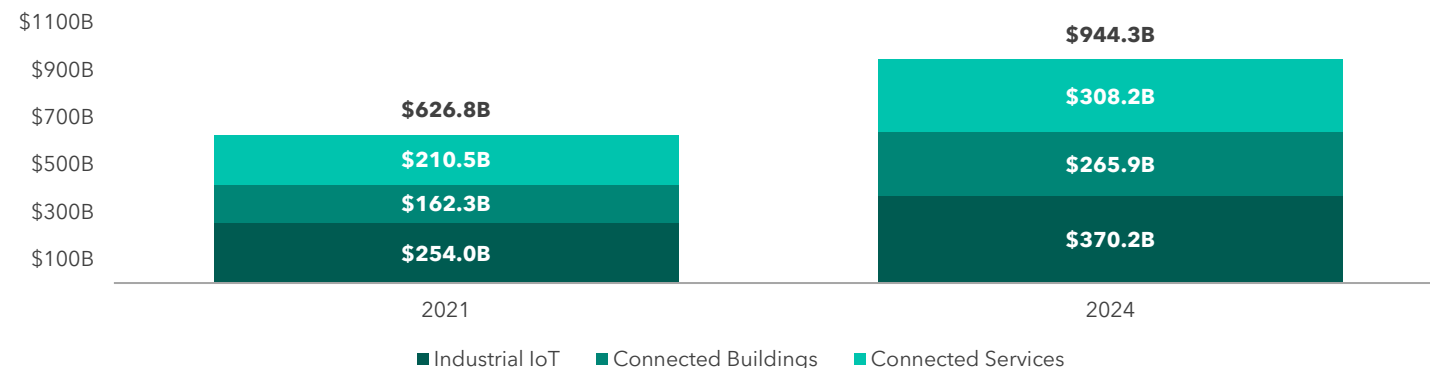
IoT Is Fueling Innovation Across The Data and Communications Landscape

- The Internet of Things (IoT) is a network of assets containing embedded technology to communicate, sense and interact with their internal states or external environment.
- IoT is a major enabling technology for radical digital change in many core industries; some examples include:
 - Machine connectivity and factory automation in manufacturing
 - Smart city connectivity (parking meters, traffic lights, etc.)
 - Physical security and surveillance in the smart home
 - Preventive patient monitoring in healthcare
- Actionable and real-time data being collected by interconnected IoT devices provides the potential to transform the above industries via increased analytical decision making.
- The global Internet of Things (IoT) market size was valued at \$596 billion in 2023. The market is projected to grow from \$714 billion in 2024 to \$4,062 billion by 2032, exhibiting a CAGR of 24.3% during the forecast period. ⁽¹⁾
- IoT is developing into a more mature market with attractive growth opportunities and several factors driving its growth:
 - The spread of mobile devices with advanced sensors has dramatically enhanced data collection and transmission efficiencies.
 - Powerful analytical tools including AI & ML are bolstering the value of IoT data through predictive inferencing.
 - Increasing speed of connectivity driven by expanding cloud infrastructure, edge computing and the continuous deployment (expanding reach) of 5G networks is making it easier to integrate IoT devices.

CURRENT STATE OF THE IOT VALUE CHAIN ⁽²⁾



IOT MARKET BY SEGMENT, 2021-2024, WORLDWIDE ⁽²⁾



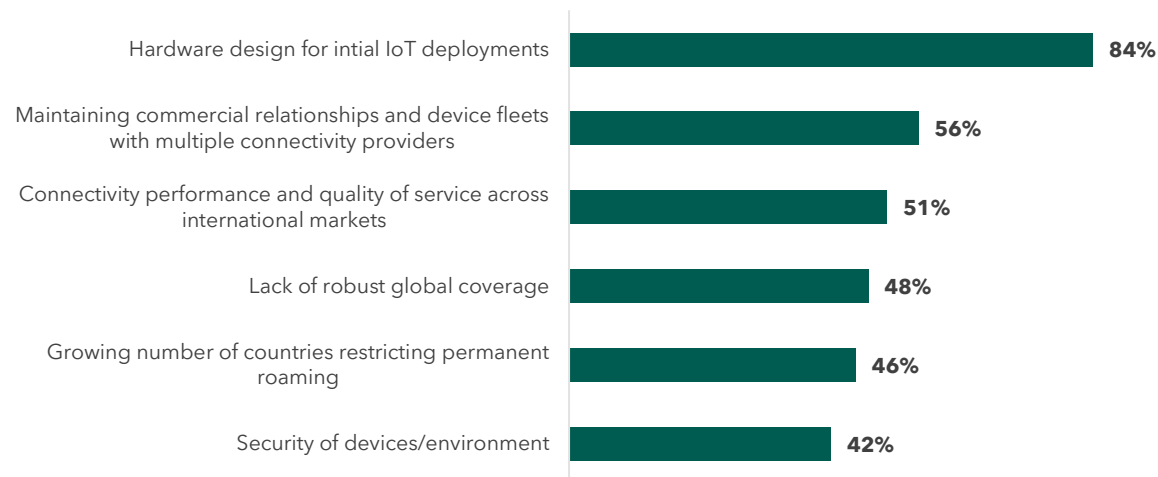
Sources: 1) Fortune Business Insights 'Internet of Things Market' (October 2024); 2) Pitchbook 'Emerging Tech Research: Internet of Things (IoT) H2 2020' (March 2020)



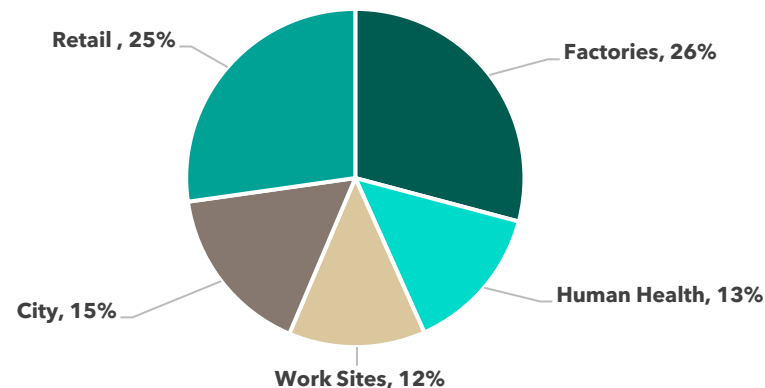
IoT Is Evolving Beyond Connectivity As Short-Term Headwinds Subside and Tech Leaps Forward

- **Slower-than-anticipated adoption:** Enterprise adoption of IoT has lagged behind expectation, as more than 97% of enterprises reported IoT projects to be <50% successful. Top challenges included hardware design (84%), managing commercial relationships with multiple service providers (56%), and poor connectivity across international markets (51%).⁽¹⁾ As a result - a majority of IoT project struggled to scale beyond pilot phase.
- **Advances in tech improving value proposition:** However, recent tech advances are bridging inherent scaling challenges:
 - **5G:** Rapid next-generation network deployment enables private networks, connectivity options (backbone of IoT) and performance.
 - **eSim & eUICC:** Improved security, removing barriers for multi-carrier and international mobility, and OTA provisioning for mobility.⁽²⁾
 - **Edge computing:** Critical infrastructure for service beyond connectivity, enabling layered software services and advanced analytics.
- **Short-term headwinds are starting to subside:**
 - **Supply chain constraints:** International wafer shortages are slowly easing, decreasing hardware-related deployment lags.
 - **Network sunsets:** 2G/3G carrier sunsets within the United States are terminating, alleviating the migration risk for IoT connectivity providers.⁽³⁾
- **Evolution beyond connectivity to vertical solutions and value-added services driving B2B adoption and ARPU growth:** Vendors are leveraging technology to ease deployment friction and improve value proposition through additive services.
 - **Vertical solutions:** Vertical-specific expertise among IoT connectivity providers is often the most important criteria for enterprises.⁽¹⁾ As the economic value for IoT is highly concentrated within select verticals, successful IoT vendors are developing vertical-specific solutions.
 - **IoT analytics:** Vertical solutions are empowered by greater analytics capabilities (which are enabled by the proliferation of edge compute); for example, remote blood-pressure monitoring and real-time MRI analysis within healthcare settings.
 - **Value-added services:** Expansion into value-added services beyond connectivity (including analytics, video, and vertical-specific applications) will drive higher ARPU after reductions from legacy network migrations.

HISTORIC CAPABILITY GAPS PREVENTING ENTERPRISE IOT ADOPTION ⁽¹⁾



ECONOMIC IMPACT OF IOT CONCENTRATED WITHIN KEY VERTICALS ⁽⁴⁾



Sources: 1) Computer Weekly.com, "Hardware and commercial flexibility issues slow down IoT adoption" (June 2022); 2) GSMA Intelligence - "eSim: State of the consumer market and the road ahead" (March 2021); 3) CTIA - "What to know about the sunsetting of 2G/3G Networks in Preparation for 5G"; 4) McKinsey & Company - The Internet of Things: Catching up to an accelerating opportunity (November 2021)

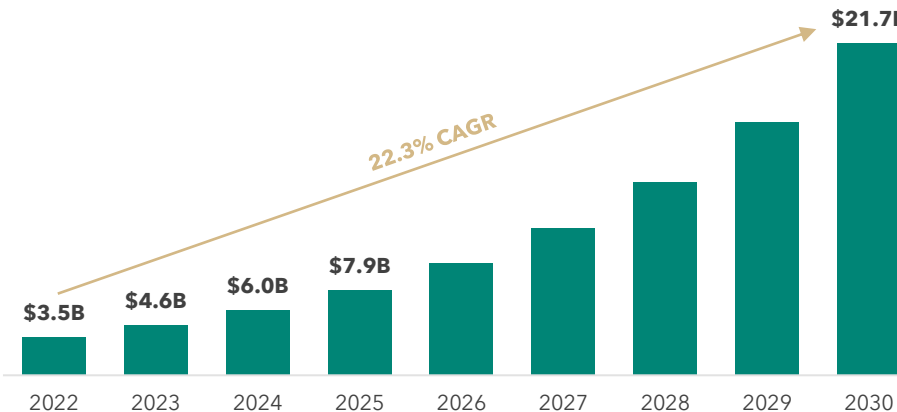


SD-WAN Is Bringing Principals Of The Cloud To Network Management

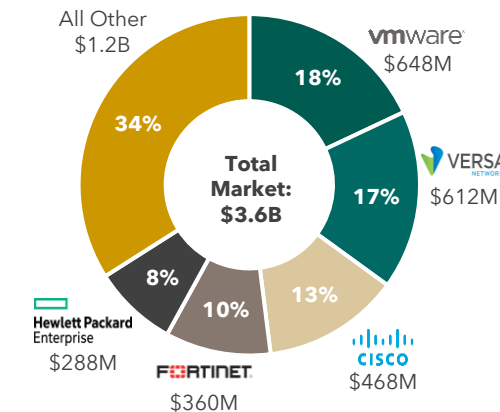
SD-WAN MARKET IS LARGE & RAPIDLY EXPANDING, AMPLE MARKET SHARE REMAINS (2, 4)

- SD-WAN (software-defined wide area network), is a software approach to managing wide area networks (WANs) to offer ease of deployment, central manageability, reduced costs, and improved connectivity to branch offices and the cloud. SD-WANs are programmatically configured and managed so they can effectively and affordably meet changing business needs.
- Enterprise adoption of SD-WAN technologies is rapidly accelerating to keep pace with the large shifts towards consumption of cloud-based applications "at the edge".
 - The growing demand for remote worker access as a result of COVID-19 has driven a move away from remote VPN and towards SD-WAN solutions.
 - SD-WAN was deployed at ~61% of WAN sites (among the 5,000 largest global enterprises) by year-end 2023 and is forecast to reach ~81% by 2026. (1)
 - The SD-WAN market is projected to expand from ~\$7.9B in 2025 to ~\$21.7B by 2030 (22.3% CAGR). (2)
 - By 2026, to deliver flexible, cost-effective scalable bandwidth, 45% of enterprise locations will have only internet WAN connectivity, compared with 15% in 2021. (3)
 - Many enterprise networking incumbents are attempting to gain a foothold or leadership position in the large and crowded SD-WAN market. As a result, there has been rapid vendor consolidation in the space with 20+ acquisitions in the past eight years by large strategic providers. While much of the market is still up for grabs, VMWare, Versa Networks, and Cisco have strong leadership within the worldwide SD-WAN market.

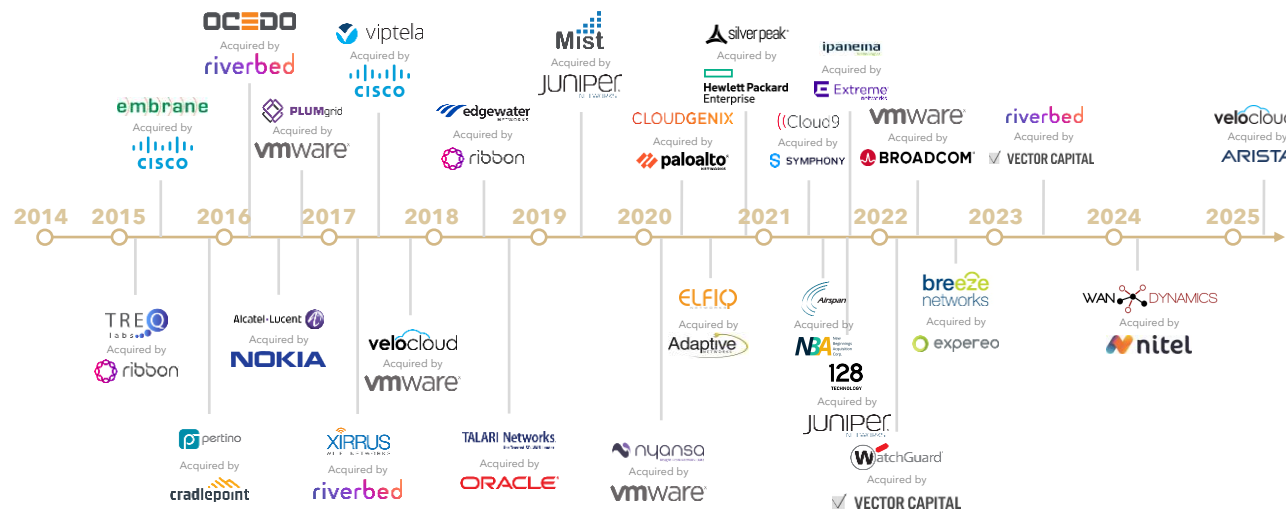
SD-WAN Market Size Forecast



Estimated SD-WAN Market Share



ENTERPRISE NETWORKING INCUMBENTS ARE BUYING SHARE IN THE SD-WAN MARKET



Sources: 1) SDX Central, 'SD-WAN by the numbers'; 2) Markets and Markets, 'SD-WAN Market (Jul 2025)'; 3) Gartner, "changes in WAN requirements, SD-WAN/SASE assumptions and magic quadrant for network services"; 4) 5G Americas, 'Exploding 5G Adoption Continues Around The World' (December 2022)

SECTION 03

Digital Infrastructure and Communications Valuation Environment



Communications Technology Market Landscape

Networking & Communications Equipment

Constituents: 28
Combined Market Cap: \$2,623B

Communications Technology Distributors

Constituents: 11
Combined Market Cap: \$75B

Diversified Communications

Constituents: 12
Combined Market Cap: \$773B

Networking Systems Software and Services

Constituents: 6
Combined Market Cap: \$290B

Satellite & Communication

Constituents: 6
Combined Market Cap: \$67B

Core Cloud Infrastructure Technology

Constituents: 8
Combined Market Cap: \$225B

Data Center and Wireless Infrastructure

Constituents: 6
Combined Market Cap: \$273B

Unified Communications

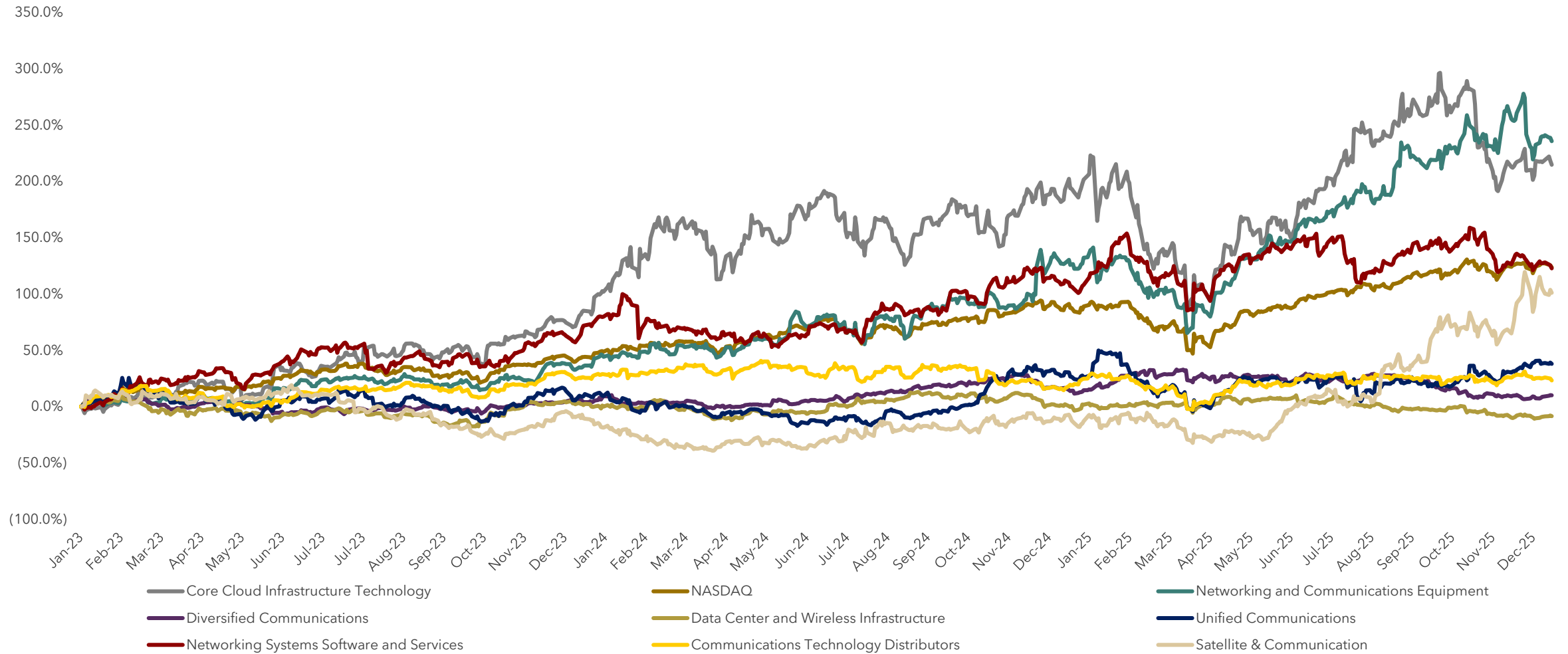
Constituents: 8
Combined Market Cap: \$54B

Source: S&P CapitalIQ as of close on 12/31/25



Digital Infrastructure and Communications Public Market Performance

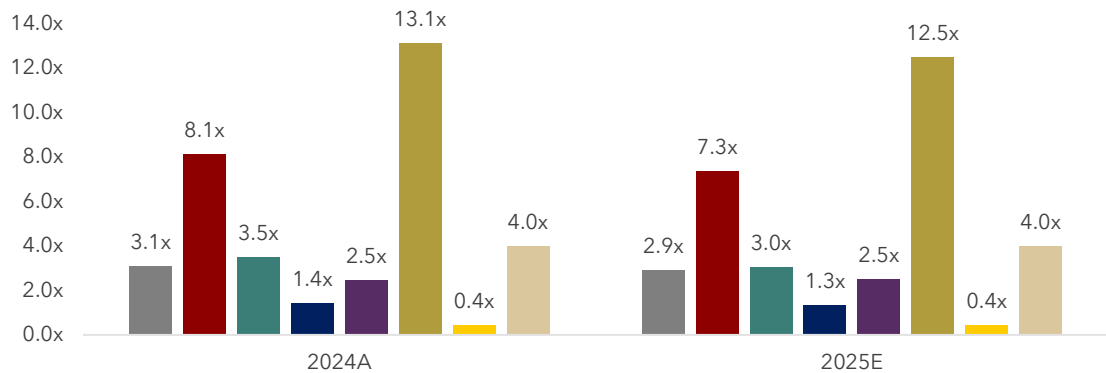
RELATIVE INDEX PERFORMANCE ⁽¹⁾



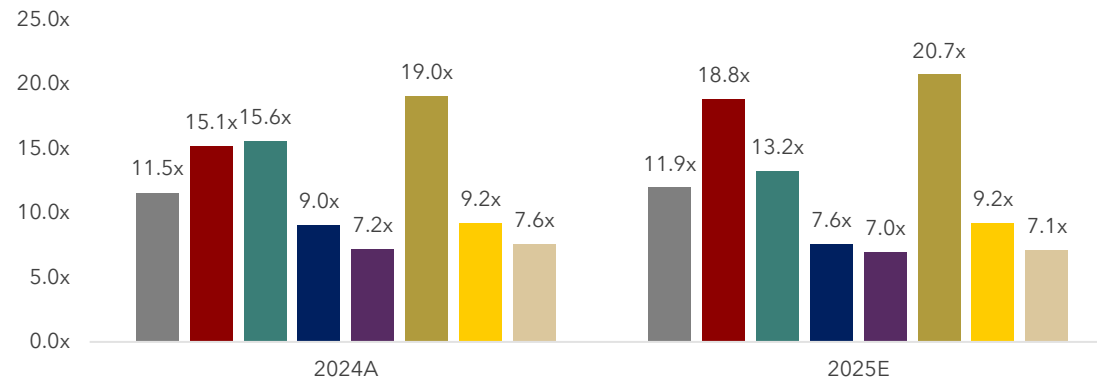
Source: S&P CapitalIQ as of close on 12/31/25
Market value weighted index for each sector as noted in public trading comparables detail

Relative Valuation and Trading Detail By Sector

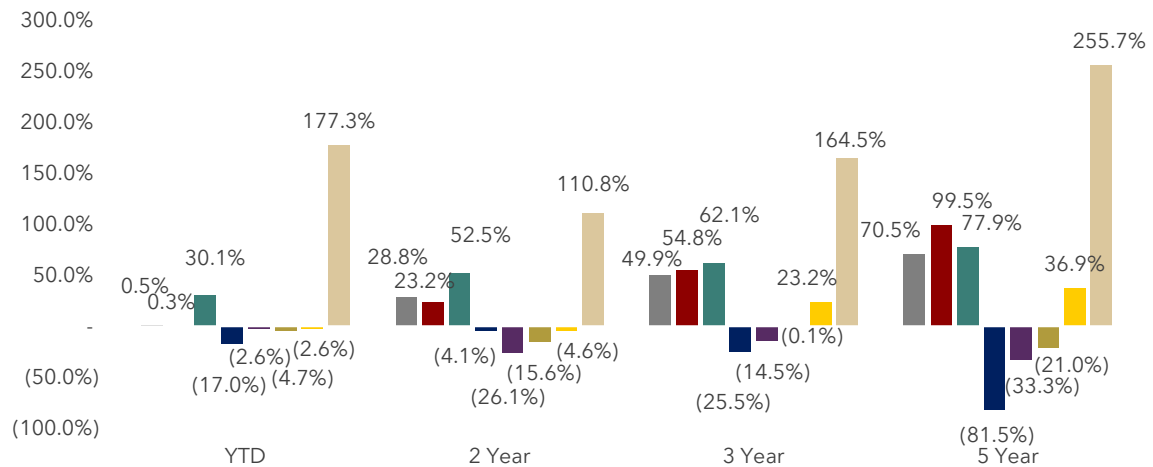
VALUATION MULTIPLES: EV / REVENUE⁽¹⁾



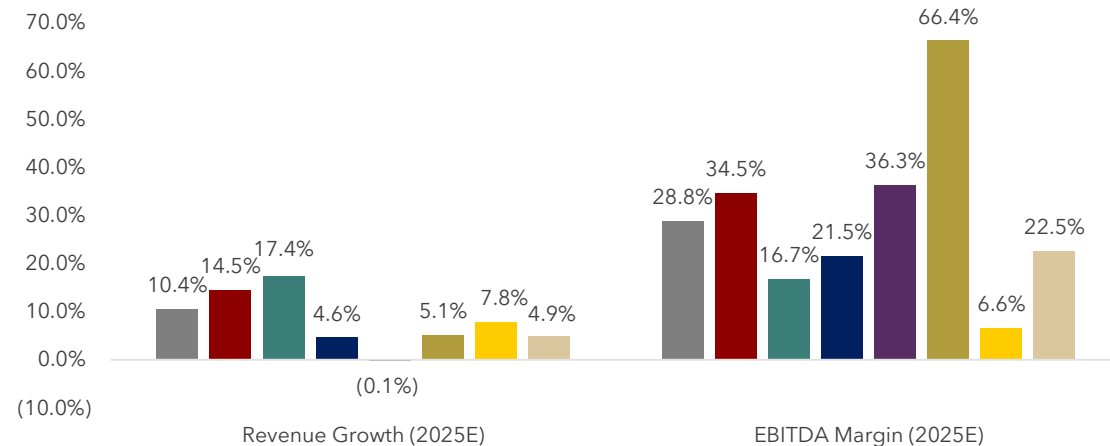
VALUATION MULTIPLES: EV / EBITDA⁽¹⁾



RELATIVE STOCK PRICE PERFORMANCE⁽¹⁾



GROWTH AND MARGIN CONSENSUS ESTIMATES⁽¹⁾



- Core Cloud Infrastructure Technology
- Network Systems Software and Services
- Networking & Communications Equipment
- Communications Technology Distributors
- Unified Communications
- Diversified Communications
- Data Centers and Wireless Infrastructure
- Satellite & Communication

Source: S&P CapitalIQ as of close on 12/31/25
Represents median for each sector



Public Company Trading Details

(USD in millions, except per share data)

Company	Share Price	Capitalization		Share Price Performance				Price / Earnings		EV / Revenue		EV / EBITDA		Revenue		Revenue Growth		Gross Margin		EBITDA Margin	
		Equity Value	Enterprise Value	YTD	2 Year	3 Year	5 Year	2024A	2025E	2024A	2025E	2024A	2025E	2024A	2025E	2024A	2025E	2024A	2025E	2024A	2025E
Core Cloud Infrastructure Technology																					
A10 Networks, Inc. (ATEN)	\$17.69	\$1,269	\$1,127	(3.9%)	34.3%	6.4%	79.4%	26.1x	26.4x	4.3x	3.9x	16.4x	13.5x	\$262	\$291	4.0%	11.0%	81.1%	80.5%	26.3%	28.8%
Arista Networks, Inc. (ANET)	131.03	165,004	154,898	18.5%	122.5%	331.9%	621.5%	NM	NM	22.1x	17.2x	NM	NM	\$7,003	\$9,006	19.5%	28.6%	64.3%	64.3%	47.5%	48.4%
Extreme Networks, Inc. (EXTR)	16.65	2,226	2,260	(0.5%)	(5.6%)	(9.1%)	141.7%	NM	NM	2.2x	1.9x	NM	11.9x	\$1,016	\$1,220	(24.5%)	20.0%	NA	NA	5.3%	15.5%
FS, Inc. (FFIV)	255.26	14,828	13,745	1.5%	42.6%	77.9%	45.1%	25.1x	24.2x	4.8x	4.4x	13.1x	11.9x	\$2,890	\$3,144	3.0%	8.8%	NA	NA	36.4%	36.7%
NetApp, Inc. (NTAP)	107.09	21,210	20,929	(7.7%)	21.5%	78.3%	61.7%	19.3x	18.0x	3.2x	3.1x	10.0x	9.7x	\$6,508	\$6,709	5.3%	3.1%	NA	NA	32.0%	32.3%
NetScout Systems, Inc. (NTCT)	27.06	1,954	1,470	24.9%	23.3%	(16.8%)	(1.3%)	NM	22.4x	1.8x	1.7x	7.0x	6.7x	\$821	\$861	(1.6%)	4.9%	NA	NA	25.6%	25.7%
Radware Ltd. (RDWR)	24.09	1,046	799	6.9%	44.4%	22.0%	(13.2%)	NM	NA	2.9x	2.6x	24.0x	NA	\$275	\$302	5.2%	9.8%	81.8%	82.1%	12.1%	NA
Super Micro Computer, Inc. (SMCI)	29.27	17,473	18,428	(4.0%)	3.0%	256.5%	824.5%	11.8x	12.2x	0.9x	0.7x	9.6x	14.1x	\$20,820	\$28,057	125.0%	34.8%	NA	NA	9.2%	4.7%
Median				0.5%	28.8%	49.9%	70.5%	22.2x	22.4x	3.1x	2.9x	11.5x	11.9x	\$1,953	\$2,182	4.6%	10.4%	81.1%	80.5%	26.0%	28.8%
Networking Systems Software and Services																					
Akamai Technologies, Inc. (AKAM)	\$87.25	\$12,552	\$15,971	(8.8%)	(26.3%)	3.5%	(16.9%)	26.2x	23.8x	4.0x	3.8x	9.6x	8.8x	\$3,991	\$4,208	4.7%	5.4%	60.3%	59.6%	41.7%	42.9%
Check Point Software Technologies Ltd. (CHKP)	185.56	19,921	17,104	(0.6%)	21.4%	47.1%	39.6%	24.3x	22.8x	6.7x	6.3x	15.1x	14.6x	\$2,565	\$2,725	6.2%	6.3%	88.9%	88.2%	44.1%	42.8%
Cloudflare, Inc. (NET)	197.15	69,558	68,516	83.1%	136.8%	336.1%	159.4%	NM	NM	41.0x	31.6x	NM	NM	\$1,670	\$2,168	28.8%	29.8%	78.8%	76.0%	20.7%	22.2%
Fastly, Inc. (FSLY)	10.18	1,521	1,587	7.8%	(42.8%)	24.3%	(88.3%)	NM	NM	2.9x	2.5x	NM	24.1x	\$544	\$624	7.4%	14.8%	57.8%	60.2%	5.3%	10.6%
Fortinet, Inc. (FTNT)	79.41	59,053	57,018	(16.0%)	35.7%	62.4%	167.3%	34.8x	31.2x	9.6x	8.4x	27.2x	23.0x	\$5,556	\$6,800	12.3%	14.2%	80.8%	81.0%	35.2%	36.5%
Palo Alto Networks, Inc. (PANW)	184.20	128,387	124,606	1.2%	24.9%	164.0%	211.0%	NM	NM	14.5x	12.6x	NM	NM	\$8,570	\$9,894	13.9%	15.4%	NA	NA	30.8%	32.5%
Median				0.3%	23.2%	54.8%	99.5%	26.2x	23.8x	8.1x	7.3x	15.1x	18.8x	\$3,278	\$3,467	9.9%	14.5%	78.8%	76.0%	33.0%	34.5%
Networking & Communications Equipment																					
ADTRAN Holdings, Inc. (ADTN)	8.69	694	1,245	4.3%	18.4%	(53.8%)	(41.2%)	NM	NM	1.3x	1.1x	26.5x	9.3x	\$923	\$1,084	(19.7%)	17.5%	41.7%	42.2%	5.1%	12.3%
Amphenol Corporation (APH)	135.14	165,419	169,684	94.6%	172.7%	255.0%	313.4%	NM	33.7x	11.1x	7.3x	NM	24.8x	\$15,223	\$23,095	21.3%	51.7%	33.7%	37.3%	25.2%	29.7%
Aviat Networks, Inc. (AVNW)	21.38	274	319	18.1%	(34.5%)	(31.5%)	25.2%	NM	14.4x	0.7x	0.7x	16.1x	6.4x	\$434	\$447	22.9%	2.9%	NA	NA	4.6%	11.1%
Belden Inc. (BDC)	116.55	4,580	5,673	3.5%	50.9%	62.1%	178.2%	23.9x	18.9x	2.3x	2.1x	13.9x	12.4x	\$2,461	\$2,715	(2.0%)	10.3%	38.1%	38.8%	16.6%	16.9%
Broadcom Inc. (AVGO)	346.10	1,640,955	1,691,238	49.3%	210.1%	519.0%	690.5%	NM	NM	31.0x	24.8x	NM	NM	\$54,529	\$68,109	40.3%	24.9%	NA	NA	63.1%	67.4%
Calix, Inc. (CALX)	52.93	3,508	3,180	51.8%	21.1%	(22.7%)	77.9%	NM	NM	3.8x	3.2x	NM	24.8x	\$832	\$1,000	(20.0%)	20.3%	55.2%	57.2%	6.0%	12.8%
Ciena Corporation (CIEN)	233.87	32,942	33,203	175.8%	419.6%	358.7%	342.5%	NM	NM	8.2x	6.5x	NM	NM	\$4,050	\$5,093	(7.3%)	25.8%	NA	NA	10.7%	14.5%
Cisco Systems, Inc. (CSCO)	77.03	304,353	318,254	30.1%	52.5%	61.7%	72.1%	33.6x	27.6x	5.9x	5.4x	15.0x	14.0x	\$54,176	\$59,054	(5.3%)	9.0%	NA	NA	39.1%	38.4%
Clearfield, Inc. (CLFD)	29.15	403	306	(6.0%)	0.2%	(69.0%)	17.9%	NM	NM	2.5x	2.0x	NM	21.6x	\$121	\$155	(44.2%)	27.9%	NA	NA	(7.8%)	9.2%
Vistance Networks, Inc. (COMM)	0.00	4,017	11,986	NA	NA	NA	NA	0.0x	NA	8.7x	6.2x	13.9x	11.3x	\$1,383	\$1,932	(25.8%)	39.7%	38.1%	NA	62.5%	55.0%
Coming Incorporated (GLW)	87.56	75,070	83,076	84.3%	187.6%	174.1%	143.2%	NM	33.3x	6.3x	5.3x	21.8x	18.7x	\$13,118	\$15,629	4.2%	19.1%	38.2%	37.9%	29.1%	28.4%
Fujikura Ltd. (5803)	111.23	30,693	30,780	167.0%	1345.8%	1361.0%	2316.8%	NM	0.2x	5.3x	3.3x	NM	24.7x	\$5,799	\$7,165	3.1%	23.5%	NA	NA	15.1%	17.4%
Hewlett Packard Enterprise Company (HPE)	24.02	32,055	51,152	12.5%	41.5%	50.5%	102.7%	11.4x	NM	1.6x	1.4x	9.3x	8.7x	\$31,226	\$35,790	11.2%	14.6%	NA	NA	17.7%	16.5%
Hexatronic Group AB (publ) (HTRO)	2.50	514	752	(23.5%)	(8.0%)	(81.6%)	34.4%	16.3x	1.4x	1.1x	0.9x	7.6x	9.0x	\$685	\$816	(15.5%)	19.1%	42.0%	38.7%	14.5%	10.3%
Hubbell Incorporated (HUBB)	444.11	23,602	25,083	6.0%	35.0%	89.2%	183.3%	30.7x	24.2x	4.5x	4.5x	19.0x	17.8x	\$5,629	\$5,845	4.8%	3.8%	34.1%	35.8%	23.5%	24.2%
Huber+Suhner AG (HUBN)	182.61	3,370	3,147	123.3%	126.1%	95.7%	131.1%	NM	NM	3.2x	2.9x	23.6x	19.4x	\$986	\$1,090	(2.4%)	10.5%	35.7%	37.9%	13.5%	14.9%
Legrand SA (LR)	149.41	39,094	42,790	53.5%	43.6%	86.8%	67.3%	32.4x	28.0x	4.8x	3.8x	21.0x	16.3x	\$8,954	\$11,131	(3.8%)	24.3%	52.3%	51.5%	22.8%	23.6%
Lumentum Holdings Inc. (LITE)	368.59	26,138	28,296	339.1%	603.1%	606.5%	288.8%	NM	NM	20.0x	13.4x	NM	NM	\$1,414	\$2,105	(1.7%)	48.9%	NA	NA	11.4%	73.8%
Methoda Electronics, Inc. (MEI)	6.44	235	476	(43.7%)	(70.8%)	(85.0%)	(82.7%)	NM	NM	0.4x	0.5x	7.6x	11.8x	\$1,068	\$964	(6.2%)	(9.8%)	NA	NA	5.9%	4.2%
Motorola Solutions, Inc. (MSI)	383.32	63,844	72,903	(17.1%)	22.4%	48.7%	125.4%	NM	28.6x	6.7x	6.2x	21.4x	19.3x	\$10,817	\$11,682	8.4%	8.0%	51.3%	51.9%	31.5%	32.4%
NETGEAR, Inc. (NTGR)	24.53	697	417	(12.0%)	68.2%	35.5%	(39.6%)	NM	NM	0.6x	0.6x	NM	NM	\$674	\$700	(9.1%)	3.8%	29.4%	37.7%	31.5%	0.9%
Nokia Oyj (NOKIA)	6.54	36,597	34,825	47.8%	93.9%	41.5%	69.7%	27.1x	26.7x	1.8x	1.5x	10.4x	10.6x	\$19,899	\$23,352	(14.8%)	17.4%	46.0%	44.4%	16.9%	14.0%
Pyramian S.p.A. (PRY)	101.42	29,081	34,395	58.9%	122.9%	173.8%	185.1%	NM	22.7x	1.9x	1.5x	17.3x	12.2x	\$17,699	\$23,646	3.9%	33.7%	36.6%	36.5%	11.3%	12.0%
Ribbon Communications Inc. (RBBN)	2.98	509	842	(30.8%)	(0.7%)	3.2%	(56.1%)	NM	NM	1.0x	1.0x	7.6x	7.5x	\$834	\$845	0.9%	1.3%	55.2%	51.8%	13.4%	13.3%
Steritec Technologies Limited (532374)	1.15	563	722	(14.7%)	(32.8%)	(45.6%)	(53.7%)	NM	0.2x	1.2x	1.5x	11.8x	12.3x	\$588	\$486	(21.6%)	(17.5%)	NA	NA	10.4%	12.0%
Telefonaktiebolaget LM Ericsson (publ) (ERIC B)	9.83	32,761	31,973	21.0%	56.6%	68.2%	(17.3%)	NM	1.6x	1.4x	1.2x	10.5x	6.8x	\$22,397	\$25,678	(14.5%)	14.6%	44.5%	47.9%	13.6%	18.4%
TE Connectivity plc (TEL)	227.51	66,931	72,199	59.1%	61.9%	98.2%	87.9%	NM	21.4x	4.6x	4.0x	18.8x	16.2x	\$15,850	\$18,095	(1.1%)	14.2%	NA	NA	24.2%	24.7%
Viavi Solutions Inc. (VIAV)	17.82	3,977	4,278	76.4%	77.0%	69.6%	19.0%	NM	26.1x	4.2x	3.4x	29.2x	17.8x	\$1,007	\$1,244	(0.7%)	23.5%	NA	NA	14.5%	19.3%
Median				30.1%	52.5%	62.1%	77.9%	25.5x	23.5x	3.5x	3.0x	15.6x	13.2x	\$3,255	\$3,904	(2.2%)	17.4%	40.0%	38.8%	14.5%	16.7%

Source: S&P CapitalIQ as of 12/31/25
 "NA" means not available; "NM" means not meaningful



Public Company Trading Details, Cont'd

(USD in millions, except per share data)

Company	Share Price	Capitalization		Share Price Performance				Price / Earnings		EV / Revenue		EV / EBITDA		Revenue		Revenue Growth		Gross Margin		EBITDA Margin	
		Equity Value	Enterprise Value	YTD	2 Year	3 Year	5 Year	2024A	2025E	2024A	2025E	2024A	2025E	2024A	2025E	2024A	2025E	2024A	2025E	2024A	2025E
Unified Communications																					
8x8, Inc. (EGHT)	\$1.97	\$273	\$578	(26.2%)	(47.9%)	(54.4%)	(94.3%)	NM	NA	0.8x	0.8x	5.7x	6.6x	\$717	\$728	(2.2%)	1.4%	NA	NA	14.2%	12.0%
Bandwidth Inc. (BAND)	15.45	472	871	(9.2%)	6.8%	(32.7%)	(89.9%)	NM	NM	1.2x	1.2x	11.0x	9.6x	\$748	\$754	24.5%	0.7%	52.5%	54.8%	10.6%	12.1%
Five9, Inc. (FIVN)	20.05	1,568	1,690	(50.7%)	(74.5%)	(70.5%)	(88.5%)	NM	22.6x	1.6x	1.5x	9.0x	6.4x	\$1,042	\$1,149	14.4%	10.3%	61.2%	62.9%	18.1%	22.9%
Ooma, Inc. (OOMA)	11.73	320	314	(16.6%)	9.3%	(13.9%)	(18.5%)	NM	NM	1.2x	1.2x	14.3x	9.6x	\$257	\$271	8.5%	5.7%	61.6%	61.8%	8.6%	12.0%
RingCentral, Inc. (RNG)	28.88	2,473	3,825	(17.5%)	(14.9%)	(18.4%)	(92.4%)	NM	24.1x	1.6x	1.5x	4.8x	5.8x	\$2,400	\$2,515	9.0%	4.8%	77.5%	77.3%	24.7%	26.1%
Twilio Inc. (TWLO)	142.24	21,565	20,201	31.6%	87.5%	190.5%	(58.0%)	NM	NM	4.5x	4.0x	23.8x	19.7x	\$4,458	\$5,067	7.3%	13.7%	53.0%	50.4%	19.1%	20.2%
Ziff Davis, Inc. (ZD)	35.15	1,389	1,782	(35.3%)	(47.7%)	(55.6%)	(64.0%)	24.8x	10.1x	1.3x	1.2x	3.5x	3.5x	\$1,402	\$1,451	2.8%	3.5%	85.8%	85.9%	36.1%	34.9%
Zoom Communications, Inc. (ZM)	86.29	25,551	17,656	5.7%	20.0%	27.4%	(74.4%)	26.3x	17.8x	3.8x	3.6x	9.1x	8.5x	\$4,665	\$4,869	3.1%	4.4%	78.6%	79.3%	41.5%	42.8%
Median				(17.0%)	(4.1%)	(25.5%)	(81.5%)	25.5x	20.2x	1.4x	1.3x	9.0x	7.6x	\$1,222	\$1,300	7.9%	4.6%	61.6%	62.9%	18.6%	21.5%
Diversified Communications																					
Optimum Communications, Inc. (ATUS)	\$0.00	\$775	\$26,333	NA	NA	NA	NA	0.0x	NA	2.9x	3.1x	7.7x	7.9x	\$8,954	\$8,590	(3.1%)	(4.1%)	56.9%	66.6%	38.4%	38.7%
AT&T Inc. (T)	24.84	176,102	333,948	9.1%	48.0%	34.9%	(13.6%)	16.6x	11.1x	2.7x	2.7x	7.5x	7.2x	\$122,336	\$125,648	(0.1%)	2.7%	60.8%	59.9%	36.6%	36.8%
ATN International, Inc. (ATNI)	22.80	341	1,142	35.6%	(41.5%)	(49.7%)	(45%)	NM	NM	1.6x	1.6x	6.3x	6.1x	\$729	\$727	(4.3%)	(0.2%)	NA	NA	24.9%	25.8%
Cable One, Inc. (CABO)	112.85	636	3,754	(68.8%)	(79.7%)	(84.1%)	(94.9%)	NM	4.8x	2.4x	2.5x	4.4x	4.7x	\$1,580	\$1,501	(5.9%)	(4.9%)	73.7%	74.2%	54.2%	53.4%
Charter Communications, Inc. (CHTR)	208.75	27,014	128,328	(39.1%)	(46.3%)	(38.4%)	(68%)	5.9x	4.8x	2.3x	2.3x	5.7x	5.7x	\$55,085	\$54,774	0.9%	(0.6%)	59.7%	61.0%	40.7%	41.1%
Cogent Communications Holdings, Inc. (CCOI)	21.56	1,023	3,538	(72.0%)	(71.7%)	(62.2%)	(64.0%)	NM	NM	3.7x	3.9x	10.3x	12.1x	\$956	\$897	7.3%	(6.2%)	38.6%	45.0%	35.8%	32.7%
Comcast Corporation (CMCSA)	29.89	108,916	199,209	(20.4%)	(31.8%)	(14.5%)	(43%)	7.2x	8.3x	1.6x	1.8x	5.3x	5.3x	\$123,731	\$123,707	1.8%	(0.0%)	55.0%	63.5%	30.5%	30.2%
Lumen Technologies, Inc. (LUMN)	7.77	7,969	23,513	46.3%	324.6%	48.9%	(20.3%)	NM	NM	1.8x	1.9x	6.2x	7.1x	\$13,108	\$12,402	(10.0%)	(5.4%)	49.3%	46.5%	29.1%	26.7%
T-Mobile US, Inc. (TMUS)	203.04	227,102	345,122	(8.0%)	26.6%	45.0%	51%	20.9x	17.5x	4.2x	3.9x	10.9x	10.2x	\$81,400	\$88,309	3.6%	8.5%	63.7%	63.3%	39.0%	38.3%
TELUS Corporation (T)	13.19	20,463	42,208	(2.6%)	(26.1%)	(31.7%)	(33.3%)	28.4x	14.6x	3.0x	2.8x	8.3x	7.8x	\$13,997	\$14,839	(7.6%)	6.0%	41.4%	54.2%	36.2%	36.4%
Verizon Communications Inc. (VZ)	40.73	171,735	340,247	1.9%	8.0%	3.4%	(31%)	9.8x	8.6x	2.5x	2.4x	7.1x	6.8x	\$134,788	\$138,191	0.6%	2.5%	60.1%	59.3%	35.7%	36.2%
Vodafone Group Public Limited Company (VOD)	1.33	31,292	83,182	55.6%	52.4%	31.1%	(19.4%)	NM	16.1x	2.2x	1.8x	7.3x	6.2x	\$38,543	\$46,290	(21.3%)	20.1%	NA	NA	29.5%	28.8%
Median				(2.6%)	(26.1%)	(14.5%)	(33.3%)	9.8x	9.9x	2.5x	2.5x	7.2x	7.0x	\$26,270	\$30,564	(1.6%)	(0.1%)	58.3%	60.4%	36.0%	36.3%
Data Center and Wireless Infrastructure																					
American Tower Corporation (AMT)	175.57	82,193	132,066	(4.3%)	(18.7%)	(17.1%)	(22%)	NM	25.9x	13.0x	12.4x	19.0x	18.8x	\$10,127	\$10,645	1.1%	5.1%	72.1%	74.2%	68.5%	66.1%
Crown Castle Inc. (CCI)	88.87	38,701	68,219	(2.1%)	(22.8%)	(34.5%)	(44.2%)	NM	29.9x	15.3x	16.0x	16.3x	24.0x	\$4,460	\$4,264	(5.8%)	(4.4%)	72.2%	74.4%	93.7%	66.8%
DigitalBridge Group, Inc. (DBRG)	15.34	2,802	4,068	36.0%	(12.5%)	40.2%	(20%)	NM	NM	6.7x	43.3x	NM	NM	\$607	\$94	(26.1%)	(84.5%)	NA	NA	12.9%	141.9%
Digital Realty Trust, Inc. (DLR)	154.71	53,143	72,323	(12.8%)	15.0%	54.3%	10.9%	NM	NM	13.3x	11.9x	24.5x	21.8x	\$5,435	\$6,081	(0.2%)	11.9%	55.0%	54.6%	54.2%	54.5%
Equinix, Inc. (EQIX)	766.16	75,226	94,154	(18.7%)	(4.9%)	17.0%	7%	NM	NM	10.8x	10.2x	23.0x	20.7x	\$8,737	\$9,260	6.6%	6.0%	66.3%	67.7%	46.9%	49.2%
SBA Communications Corporation (SBAC)	193.43	20,609	35,284	(5.1%)	(23.8%)	(31.0%)	(31.4%)	27.8x	22.2x	13.2x	12.5x	18.6x	18.4x	\$2,680	\$2,815	(1.2%)	5.1%	78.2%	75.5%	70.7%	68.3%
Median				(4.7%)	(15.6%)	(0.1%)	(21.0%)	27.8x	25.9x	13.1x	12.5x	19.0x	20.7x	\$4,947	\$5,172	(0.7%)	5.1%	72.1%	74.2%	61.4%	66.4%
Communications Technology Distributors																					
Arrow Electronics, Inc. (ARW)	\$110.18	\$5,676	\$8,666	(2.6%)	(9.9%)	5.4%	13.2%	15.0x	12.0x	0.3x	0.3x	7.7x	8.3x	\$27,923	\$30,853	(15.7%)	10.5%	12.0%	11.2%	4.0%	3.4%
Avnet, Inc. (AVT)	48.08	3,910	6,934	(8.1%)	(4.6%)	15.6%	13.4x	9.3x	0.3x	0.3x	8.5x	10.1x	\$22,484	\$23,151	(12.2%)	3.0%	NA	NA	3.6%	3.0%	
CDW Corporation (CDW)	136.20	17,732	23,368	(21.7%)	(40.1%)	(23.7%)	3.3%	16.9x	15.1x	1.1x	1.0x	11.2x	11.3x	\$20,999	\$22,424	(1.8%)	6.8%	21.8%	21.7%	10.0%	9.3%
CCC Intelligent Solutions Holdings Inc. (CCC)	7.95	5,104	6,106	(32.2%)	(30.2%)	(8.6%)	(40.1%)	NM	NM	6.5x	5.8x	15.4x	14.3x	\$945	\$1,057	9.1%	11.9%	78.2%	75.9%	41.8%	40.5%
Datec Limited (DTC)	4.77	1,108	1,239	80.5%	115.6%	161.8%	185.0%	18.7x	11.8x	0.4x	0.3x	6.0x	4.7x	\$2,914	\$3,714	(46.7%)	27.5%	NA	NA	7.1%	7.0%
ePlus inc. (PLUS)	87.70	2,297	1,993	18.7%	9.8%	98.1%	99.4%	22.3x	20.9x	1.0x	0.8x	11.1x	10.5x	\$2,077	\$2,407	(4.0%)	15.9%	NA	NA	8.6%	7.9%
Insight Enterprises, Inc. (NSIT)	81.47	2,524	3,610	(46.4%)	(54.0%)	(18.7%)	7.1%	10.5x	8.5x	0.4x	0.4x	6.7x	6.8x	\$8,702	\$8,247	(5.2%)	(5.2%)	19.8%	20.9%	6.2%	6.4%
PC Connection, Inc. (CNXN)	57.76	1,458	1,061	(16.6%)	(14.1%)	23.2%	22.1%	17.5x	15.2x	0.4x	0.4x	8.0x	8.6x	\$2,802	\$2,873	(1.7%)	2.5%	18.6%	18.6%	4.7%	4.3%
Rexel S.A. (RXL)	39.44	11,536	16,701	54.9%	44.0%	100.1%	150.0%	33.7x	16.5x	0.8x	0.7x	10.8x	9.2x	\$19,966	\$22,795	(5.7%)	14.2%	24.9%	25.1%	7.8%	8.0%
TD SYNNEX Corporation (SNX)	150.23	12,234	16,036	28.1%	39.6%	58.6%	84.5%	18.3x	13.7x	0.3x	0.3x	9.2x	8.5x	\$58,452	\$62,508	1.6%	6.9%	6.8%	7.0%	3.0%	3.0%
WESCO International, Inc. (WCC)	244.64	11,901	17,837	35.2%	40.7%	95.4%	211.6%	18.5x	15.1x	0.8x	0.8x	11.8x	11.5x	\$21,819	\$23,511	(2.5%)	7.8%	21.7%	21.2%	7.0%	6.6%
Median				(2.6%)	(4.6%)	23.2%	36.9%	18.0x	14.4x	0.4x	0.4x	9.2x	9.2x	\$19,966	\$22,424	(4.0%)	7.8%	20.8%	21.1%	7.0%	6.6%
Satellite & Communication																					
AST SpaceMobile, Inc. (ASTS)	72.63	20,397	20,301	244.2%	1104.5%	1406.8%	435%	NM	NM	4595.1x	344.9x	NM	NM	\$4	\$59	NA	NA	92.0%	61.1%	(3207.9%)	(348.8%)
EchoStar Corporation (SATS)	108.70	31,292	58,757	374.7%	556.0%	551.7%	413.0%	NM	NM	3.7x	3.9x	NM	NM	\$15,826	\$15,005	(7.0%)	(5.2%)	26.2%	24.6%	10.1%	8.4%
Gilat Satellite Networks Ltd. (GILT)	12.94	946	857	110.4%	111.8%	123.1%	98%	29.7x	34.5x	2.8x	1.9x	19.9x	16.7x	\$305	\$452	14.8%	47.9%	36.1%	30.9%	14.1%	11.3%
Globalstar, Inc. (GSAT)	61.04	7,742	7,968	96.6%	109.8%	206.0%	1101.8%	NM	NM	31.8x	29.2x	NM	NM	\$250	\$273	11.9%	9.0%	67.4%	65.4%	54.4%	50.1%
Iridium Communications Inc. (IRDM)	17.38	1,820	3,542	(40.1%)	(57.8%)	(66.2%)	(56%)	18.3x	15.4x	4.3x	4.1x	7.6x	7.1x	\$831	\$872	5.1%	4.9%	64.2%	71.4%	56.4%	57.3%
Viasat, Inc. (VSAT)	34.46	4,661	10,559	304.9%	23.3%	8.9%	5.5%	NM	NM	2.3x	2.3x	7.0x	6.8x	\$4,523	\$4,616	19.0%	2.1%	NA	NA	33.4%	33.7%
Median				177.3%	110.8%	164.5%	255.7%	24.0x	25.0x	4.0x	4.0x	7.6x	7.1x	\$568	\$662	11.9%	4.9%	64.2%	61.1%	23.8%	22.5%

Source: S&P CapitalIQ as of 12/31/25
 "NA" means not available; "NM" means not meaningful



























SECTION 04

Recent Digital Infrastructure and Communications Transaction Activity





Notable 2025 / 2026 Digital Infrastructure and Communications Transactions

Date	Target	Acquirer	Sector	Target Description	Transaction Type	Implied EV (\$M)	EV/Revenue	EV/EBITDA
Feb 2026			Networking Systems Software and Services	Global IoT connectivity and managed services provider	M&A	\$726	2.5x	22.6x
Feb 2026			Diversified Communications	Builds and operates fiber-to-the-premises networks delivering fast, reliable broadband connectivity to underserved communities	Capital Raise	NA	NA	NA
Feb 2026			Networking Systems Software and Services	Provides managed IP network services—including managed WiFi, IoT device support, and voice—built on customized, engineered networks	M&A	NA	NA	NA
Feb 2026			Networking & Communications Equipment	Develops, owns, and operates battery energy storage and related resilient clean-energy systems	Capital Raise	NA	NA	NA
Feb 2026			Diversified Communications	Provider of fiber network services intended to deliver high-speed broadband connectivity	M&A	NA	NA	NA
Feb 2026			Networking Systems Software and Services	Provider of internet broadband services intended to address pent-up demand for high-performance, affordable broadband internet access	M&A	NA	NA	NA
Jan 2026			Diversified Communications	Provider of communications and connectivity services in rural areas intended to meet the community's needs and requirements	M&A	NA	NA	NA
Jan 2026			Diversified Communications	Thailand's leading integrated telecom-tech operator providing mobile, broadband, pay TV and digital services	M&A	\$15,528	2.6x	6.0x
Jan 2026			Diversified Communications	U.S. fiber-to-the-premises internet provider delivering symmetrical residential and business service	M&A	NA	NA	NA
Dec 2025			Diversified Communications	Municipal broadband provider in Sylvester, Georgia offering fiber internet, streaming TV, and voice services	M&A	NA	NA	NA
Dec 2025			Diversified Communications	Regional fiber ISP operating a multi-gig, all-fiber network across Oregon and Northern California	M&A	NA	NA	NA
Nov 2025			Diversified Communications	Northeast U.S. fiber construction and maintenance contractor building last-mile broadband infrastructure	M&A	NA	NA	NA
Nov 2025			Diversified Communications	Facilities-based fiber-to-the-premises ISP in Pennsylvania and New York	M&A	NA	NA	NA



Notable 2025 Digital Infrastructure and Communications Transactions, Cont'd

Date	Target	Acquirer	Sector	Target Description	Transaction Type	Implied EV (\$M)	EV/Revenue	EV/EBITDA
Nov 2025	Advantage Utilities	ITC	Diversified Communications	Northeast U.S. fiber construction and maintenance contractor building last-mile broadband infrastructure	M&A	NA	NA	NA
Nov 2025	TEC	delta-v	Diversified Communications	ISP delivering fiber broadband, phone, and TV services to customers across Mississippi, Alabama, and Tennessee	M&A	NA	NA	NA
Nov 2025	FASTBRIDGE FIBER	greenlight networks	Diversified Communications	Facilities-based fiber-to-the-premises ISP in Pennsylvania and New York	M&A	NA	NA	NA
Nov 2025	DIGITA	GI PARTNERS	Diversified Communications	Broadcast and wireless infrastructure operator in Finland owning TV/radio transmission networks, telecom towers, and data centers	M&A	NA	NA	NA
Nov 2025	PurgeRite	VERTIV	Networking & Communications Equipment	Provider of mechanical flushing, purging, and filtration services for liquid cooling systems in data centers and other mission-critical facilities	M&A	NA	NA	NA
Nov 2025	BOYD	EATON	Networking & Communications Equipment	Provider of advanced thermal management and engineered material technologies supporting communications infrastructure	M&A	\$9,500	NA	NA
Nov 2025	CHILLDYNE LIQUID COOLING SOLUTIONS	DAIKIN	Data Center and Wireless Infrastructure	Developer of a liquid cooling system for data centers designed to reduce energy consumption with cost-effective alternatives	M&A	NA	NA	NA
Oct 2025	manx telecom	CVC DIF	Diversified Communications	Provider of telecommunications and internet services intended for businesses, consumers and the public sector	M&A	\$670	NA	NA
Oct 2025	Conexio's Long-Haul Duct Assets	EXA I1 SQUARED	Networking & Communications Equipment	Provider of long-haul duct infrastructure and dark fiber services across Serbia	M&A	NA	NA	NA
Oct 2025	Aligned Adaptive Data Centers	Microsoft BlackRock NVIDIA	Data Center & Wireless Infrastructure	Provider of modular data center and mechanical cooling infrastructure systems for cloud, enterprise, and managed service providers	M&A	\$40,000	NA	NA
Oct 2025	STARRY	verizon	Diversified Communications	Provider of a fixed wireless internet service intended to deliver fast, reliable internet to residential and business customers	M&A	NA	NA	NA
Oct 2025	Fybercom FIBER SPEED INTERNET	NOVACAP	Diversified Communications	Provider of fiber and fixed wireless internet services to rural residential and commercial customers throughout Eastern Idaho	Capital Raise	NA	NA	NA
Oct 2025	Crusoe	MUBADALA VALOR EQUITY PARTNERS	Data Center and Wireless Infrastructure	Operator of AI-optimized cloud infrastructure intended to deliver computing for next-generation artificial intelligence workloads	Capital Raise	\$1,400	NA	NA
Sep 2025	Datavault ai	SCILEX HOLDING COMPANY	Networking Systems Software and Services	Provider of data technology and licensing solutions enabling monetization of blockchain and AI Web 3.0 assets	Capital Raise	NA	NA	NA
Sep 2025	nubis COMMUNICATIONS	ciena	Networking Systems Software and Services	Developer of cloud-native data infrastructure intended for enterprise-scale data management and analytics purposes	M&A	\$270	NA	NA
Sep 2025	TILSON	CLEARPLAN	Diversified Communications	National telecommunications services firm that designs, builds, and maintains fiber and wireless networks	M&A	NA	NA	NA

Source: S&P Capital IQ; PitchBook; Telecom Ramblings
Based on date announced or closed



Notable 2025 Digital Infrastructure and Communications Transactions, Cont'd

Date	Target	Acquirer	Sector	Target Description	Transaction Type	Implied EV (\$M)	EV/Revenue	EV/EBITDA
Sep 2025	gigabitfiber	BLUE OWL Capital Corporation	Networking & Communications Equipment	Provider of fiber construction services, helping clients ensure high-speed and cost-effective connectivity	M&A	NA	NA	NA
Sep 2025	VITALCORE <small>a THRIVE company</small>	THRIVE <small>Berkshire Partners COURT SQUARE Morgan Stanley</small>	Networking Systems Software and Services	Provider of integrated Information Technology (IT) and cybersecurity services designed for enterprise digital infrastructure support	M&A	NA	NA	NA
Sep 2025	ECHOSTAR <small>(AWS-4 / H-Block Licenses)</small>	SPACE X	Diversified Communications	Provider of telecommunications specializing in satellite, wireless and internet communication services	M&A	NA	NA	NA
Sep 2025	Telstra	IBASIS	Diversified Communications	Provider of telecommunication services that offers voice, mobile and messaging services enabling clients to communicate business needs	M&A	NA	NA	NA
Aug 2025	TILSON	ITG	Networking Systems Software and Services	Provider of network deployment and information system services intended for telecom, construction, utility and government clientele	M&A	\$22	NA	NA
Aug 2025	Innovative Systems	GTCR	Networking Systems Software and Services	Developer of a mission-critical enterprise software intended to serve the telecom, cable, municipality, power and utility markets	M&A	NA	NA	NA
Aug 2025	ECHOSTAR <small>(Spectrum Licenses)</small>	AT&T	Diversified Communications	Provider of telecommunications specializing in satellite, wireless and internet communication services	M&A	NA	NA	NA
Aug 2025	Kelvion	APOLLO	Networking & Communications Equipment	Provider of industrial heat exchange solutions for applications in data centers, power generation and other sectors	M&A	NA	NA	NA
Aug 2025	ENGINEERED PRODUCTS CO.	WINDJAMMER CAPITAL	Networking & Communications Equipment	Manufacturer and supplier of specialty builder of custom power cable solutions for data centers	M&A	NA	NA	NA
Aug 2025	WOW!	Crestview DIGITALBRIDGE	Networking & Communications Equipment	Cable operator and broadband service provider serving residential, business and wholesale customers across the United States	M&A	\$1,487	2.5x	6.9x
Aug 2025	COMMSCOPE	Amphenol	Networking & Communications Equipment	Provider of broadband infrastructure and cable distribution services intended for high-speed residential and commercial connectivity	M&A	\$10,500	2.9x	NA
Aug 2025	ComNet <small>COMMUNICATIONS</small>	HUDSON GLADE NEW STATE CAPITAL PARTNERS	Networking Systems Software and Services	Provider of enterprise-grade network infrastructure services designed to deliver scalable, quality connectivity and security nationwide	M&A	NA	NA	NA
Aug 2025	waylay	VERTIV	Networking Systems Software and Services	Developer of an automation platform designed to build rules at a scale that integrates into existing ecosystems of software applications	M&A	\$18	NA	NA
Aug 2025	MTCO	Metro <small>Communications Company, Inc.</small>	Diversified Communications	Provider of telecommunications and managed digital services intended for residential and commercial customers in Central Illinois	M&A	NA	NA	NA
Jul 2025	Loop internet	greenlight OAK HILL CAPITAL	Diversified Communications	Provider of fiber internet services intended for residential and business purposes	M&A	NA	NA	NA
Jul 2025	SOUTH REACH NETWORKS	BLUE OWL Capital Corporation	Data Center and Wireless Infrastructure	Long-haul and metro dark and managed fiber optic infrastructure provider in Florida	M&A	NA	NA	NA

Source: S&P Capital IQ; PitchBook; Telecom Ramblings
Based on date announced or closed



Notable 2025 Digital Infrastructure and Communications Transactions, Cont'd

Date	Target	Acquirer	Sector	Target Description	Transaction Type	Implied EV (\$M)	EV/Revenue	EV/EBITDA
Jul 2025	CORE SCIENTIFIC	CoreWeave	Data Center and Wireless Infrastructure	Engaged in designing, building and operating digital infrastructure for high-performance computing	M&A	\$7,094	17.3x	NA
Jul 2025	TACHUS	EZEZEE FIBER I SQUARED	Diversified Communications	Provider of fiber-optic internet services intended for homes and businesses in Texas	M&A	NA	NA	NA
Jul 2025	velocloud	ARISTA	Networking Systems Software and Services	Provider of cloud-based networking services created to improve performance over private, broadband Internet and LTE links	M&A	NA	NA	NA
Jul 2025	yondr	Allianz DIGITALBRIDGE	Data Center and Wireless Infrastructure	Operator of hyper-scale data centers intended to meet the growing businesses' data center capacity and technical real estate needs	M&A	NA	NA	NA
Jun 2025	BLACKBERRY AIF	EDMODE	Data Center and Wireless Infrastructure	Provider of digital infrastructure services intended to provide strategic investment solutions in commercial real estate, renewable energy projects, green data centers and venture capital firms	M&A	\$300	NA	NA
Jun 2025	10 data centers across North America	CENTERSQUARE Brookfield	Networking & Communications Equipment	Provider of data center hosting service intended for mid-to large-size enterprise and hyperscale customers across multiple segments	M&A	\$1,000	NA	NA
Jun 2025	Memfault	NORDIC SEMICONDUCTOR	Networking Systems Software and Services	Developer of a device reliability platform designed for firmware delivery, monitoring, and diagnostics to embedded systems	M&A	NA	NA	NA
Jun 2025	WIDEOPEN BLACKSBURG	ECP SHENTEL	Diversified Communications	Operator of fiber-optic internet services intends to provide high-speed connectivity to homes and businesses in Blacksburg, Virginia	M&A	NA	NA	NA
Jun 2025	Hotwire	Brookfield Infrastructure Partners	Diversified Communications	Provider of fiber optic telecommunications services intended for residential, commercial, hospitality, and campus environments	M&A	\$7,000	NA	NA
Jun 2025	MuonSpace	ACME	Satellite & Communication	Developer of a low Earth orbit satellite designed for intelligence missions	Capital Raise	NA	NA	NA
Jun 2025	BRIDGENET FIBER	ripple	Diversified Communications	Provider of fiber broadband service provider headquartered in Statesville, North Carolina	M&A	NA	NA	NA
Jun 2025	ALPHAWAVE SEMI	Qualcomm	Networking & Communications Equipment	Semiconductor developer specializing in high-speed wired connectivity and computing technologies that enable data to travel faster, more reliably, and use lower power	M&A	\$2,220	7.2x	NM
Jun 2025	crunchy data	snowflake	Networking Systems Software and Services	Developer of an enterprise data management platform designed to eliminate expensive proprietary database costs for both public and private sector customers	M&A	\$250	8.3x	NA
May 2025	red canary	zscaler	Networking Systems Software and Services	Developer of cloud-based detection systems designed to improve security and threat management	M&A	NA	NA	NA
May 2025	everstream FASTER FIBER. BETTER BUSINESS.	Bluebird MACQUARIE	Diversified Communications	Provider of optic fiber services intended to serve mid and large-size enterprises	M&A	\$285	NA	NA
May 2025	CONTERRA NETWORKS Fiber Driven. People Powered.	CARLYLE weyerFIBER	Diversified Communications	A fiber network asset located in Arizona, United States	M&A	NA	NA	NA

Source: S&P Capital IQ; PitchBook; Telecom Ramblings
Based on date announced or closed



Notable 2025 Digital Infrastructure and Communications Transactions, Cont'd

Date	Target	Acquirer	Sector	Target Description	Transaction Type	Implied EV (\$M)	EV/Revenue	EV/EBITDA
May 2025	LUMEN [®] (Consumer Fiber Operations)	AT&T	Diversified Communications	Provider of fiber cable network catering to the residents in Monroe, Louisiana	M&A	\$5,750	NA	NA
May 2025	ting	CARLYLE wyFiber	Diversified Communications	A fiber network asset located in Arizona, United States	M&A	NA	NA	NA
May 2025	COX	Charter	Diversified Communications	Operator of a multi-service broadband communication agency catering to residential and commercial customers	M&A	\$34,500	NA	NA
May 2025	wave	DIGITALBRIDGE fiberNow	Networking Systems Software and Services	Provider of managed IT, cloud, and communication services intended to support businesses with scalable, secure, and high-performance technology solutions	M&A	NA	NA	NA
May 2025	DZS	Z H O N E [®] Bandwidth Changes Everything™	Networking & Communications Equipment	Designs, develops, and manufactures communications network equipment for telecommunications operators and enterprises	M&A	NA	NA	NA
Apr 2025	DartPoints	NOVA INFRASTRUCTURE JIC	Data Center and Wireless Infrastructure	Operator of a network of data centers in Tier 2, 3, and 4 markets intended for manufacturing, finance, healthcare, legal, and higher education segments	M&A	\$250	NA	NA
Apr 2025	dish fiber	MACQUARIE MERO NETWORKS	Diversified Communications	Operator of managed Wi-Fi and live streaming TV solutions intended to improve the resident experience in multifamily communities	M&A	NA	NA	NA
Apr 2025	SYNTIO	PERWYN +Datonic	Networking Systems Software and Services	Provider of data engineering services intended to share knowledge and deliver solutions that enable companies to understand data better	M&A	NA	NA	NA
Apr 2025	METRO FIBER NETWORKS, INC.	CALSTRS FiberLight	Networking Systems Software and Services	Provider of fiber network services and dark fiber leasing intended for advanced clients	M&A	NA	NA	NA
Apr 2025	AirWay since 1992	TOWERBROOK TXO	Networking & Communications Equipment	Provider of telecom and broadband network equipment and services intended for global communication infrastructure	M&A	NA	NA	NA
Apr 2025	Blueprint DATA CENTERS	NORTHAMPTON CAPITAL PARTNERS	Data Center and Wireless Infrastructure	Developer of scalable, high-performance data centers	M&A	NA	NA	NA
Apr 2025	SIGMA WIRELESS	DAY WIRELESS SYSTEMS	Networking & Communications Equipment	Provider of mission-critical communications services intended to serve aviation, maritime, and defence sectors	Capital Raise	NA	NA	NA
Apr 2025	Denver Gas and Electric Building	Stonepeak AMERICAN TOWER	Networking Systems Software and Services	Provider of energy management services intended for optimizing power distribution and consumption	M&A	NA	NA	NA
Apr 2025	DRFORTRESS	fifteenfortyseven DIGITAL SYSTEMS GROUP	Networking Systems Software and Services	Provider of cloud computing and cloud storage services	M&A	NA	NA	NA
Apr 2025	Hakkoda	IBM	Networking Systems Software and Services	Provider of data engineering consultancy services intended to assist in data architecture and engineering, analytics, machine learning and app development	M&A	NA	NA	NA

Source: S&P Capital IQ; PitchBook; Telecom Ramblings
Based on date announced or closed



Notable 2025 Digital Infrastructure and Communications Transactions, Cont'd

Date	Target	Acquirer	Sector	Target Description	Transaction Type	Implied EV (\$M)	EV/Revenue	EV/EBITDA
Mar 2025	Socket FIBER	Oak Hill Capital Partners Pamlico Capital	Diversified Communications	Operator of internet, phone, and telecommunications service firm intended for connectivity and communication services	M&A	NA	NA	NA
Mar 2025	ideatek	Oak Hill Capital Partners Pamlico Capital	Diversified Communications	Provider of fiber-optic connectivity services intended to deliver fast, reliable internet service	M&A	NA	NA	NA
Mar 2025	(800 MHz Spectrum Portfolio)	GRAIN MANAGEMENT	Diversified Communications	A portfolio of 800 megahertz low-band spectrum located in the United States	M&A	NA	NA	NA
Mar 2025	Crown Castle (Small Cells Solutions Business)	IEQT	Data Center and Wireless Infrastructure	Builds and operates fiber-connected antennas nationwide to meet mobile densification needs for cellular carriers	M&A	\$4,250	NA	NA
Mar 2025	Crown Castle (Fiber Business)	zayo	Diversified Communications	Provides fiber solutions for clients across the United States	M&A	\$8,500	NA	NA
Mar 2025	Theatro	MOTOROLA SOLUTIONS	Networking Systems Software and Services	Develops software for communication and digital workflows	M&A	NA	NA	NA
Mar 2025	Meta Networks	ALIANZA	Networking Systems Software and Services	Creates cloud-native communications software for on-premises, private, public, and hybrid cloud environments	M&A	NA	NA	NA
Mar 2025	WANRack™	Lightpath	Data Center and Wireless Infrastructure	Operates as a network asset in the Phoenix metropolitan market, United States	M&A	NA	NA	NA
Feb 2025	RapidDeploy	MOTOROLA SOLUTIONS	Networking Systems Software and Services	Designs cloud-based computer-aided dispatch and analytics software to reduce emergency response times	M&A	NA	NA	NA
Feb 2025	CORNING	Airspan	Networking & Communications Equipment	Supplies distributed antenna systems and 4G/5G small cell radio access network products	M&A	NA	NA	NA
Feb 2025	ZUTACORE	Carrier Ventures	Networking & Communications Equipment	Develops liquid cooling technology to enhance data center performance and efficiency with minimal energy and space use	Capital Raise	NA	NA	NA
Feb 2025	SURF Internet	BainCapital	Diversified Communications	Offers fiber optic and fixed wireless broadband services to residential, business, educational, and municipal clients in Indiana, Illinois, and Michigan	M&A	NA	NA	NA
Feb 2025	UNITED FIBER	Lightpath	Diversified Communications	Provides secure and scalable fiber networking and broadband services to ensure efficient data communication	M&A	NA	NA	NA
Jan 2025	ADAC GROUP	EXA	Data Center and Wireless Infrastructure	Delivers telecommunication network services, including subsea cable dark fiber leasing and managed spectrum solutions	M&A	NA	NA	NA
Jan 2025	ARGO	APOLLO	Data Center and Wireless Infrastructure	Manages infrastructure assets like generation, utilities, electric transmission, and energy storage in North America	M&A	\$6,000	NA	NA
Jan 2025	dch	Blackstone	Data Center and Wireless Infrastructure	Supplies data storage and processing infrastructure with innovative technology for cloud and data-intensive environments	M&A	NA	NA	NA
Jan 2025	thinkbig	IQ FIBER	Data Center and Wireless Infrastructure	Provides high-speed internet network services with fiber optic connections for homes and offices at a fair price	M&A	NA	NA	NA
Jan 2025	FLEXENTIAL	GI PARTNERS	Networking Systems Software and Services	Offers hybrid IT infrastructure and data center services, including colocation and cloud solutions, through secure private networks	M&A	NA	NA	NA
Jan 2025	Qnect	AIRBORNE VENTURES CISCO	Networking & Communications Equipment	Developer of quantum-secure networking designed to enable real-world scalable quantum-secure networks	Capital Raise	NA	NA	NA
Jan 2025	MOUNTAIN BROADBAND	GTCR VISIONARY BROADBAND	Data Center and Wireless Infrastructure	Provider of internet services based in Golden, Colorado	M&A	NA	NA	NA

Source: S&P Capital IQ; PitchBook; Telecom Ramblings
Based on date announced or closed



Notable 2024 Digital Infrastructure and Communications Transactions

Date	Target	Acquirer	Sector	Target Description	Transaction Type	Implied EV (\$M)	EV/Revenue	EV/EBITDA
Dec 2024			Networking Systems Software and Services	Provides technology integration services, including network cabling, audiovisual, and security systems, to optimize commercial customers' coverage and capacity	M&A	NA	NA	NA
Dec 2024			Data Center and Wireless Infrastructure	Operates a carrier-grade fiber-optic network offering metro ethernet, dark fiber, and construction services for education, data center, and cloud sectors	M&A	NA	NA	NA
Dec 2024			Networking Systems Software and Services	Delivers internet connectivity and managed cybersecurity services to enhance application performance and network management for multi-site small and medium-sized enterprises	M&A	NA	NA	NA
Dec 2024			Data Center and Wireless Infrastructure	Designs, installs, and operates wireless infrastructure technology for healthcare, hospitality, entertainment, education, real estate, and manufacturing sectors	M&A	NA	NA	NA
Dec 2024		Undisclosed	Data Center and Wireless Infrastructure	Offers customizable, high-speed internet bandwidth packages for customers in Central Florida at affordable rates	Capital Raise	NA	NA	NA
Dec 2024			Networking Systems Software and Services	Provides managed internet, technical support, and server solutions to rural broadband and cable operators for cost-effective scalability	M&A	NA	NA	NA
Dec 2024			Satellite Network	Provides satellite connectivity and data solutions for aviation, government, and marine clients	M&A	\$375	.8x	NA
Nov 2024			Data Center and Wireless Infrastructure	Property in Freeport, PA sold to Chirisa Capital for development into a 100MW data center	M&A	\$6	NA	NA
Nov 2024			Data Center and Wireless Infrastructure	Owns 128 miles of fiber optic assets in Santa Fe, Rio Rancho, and Los Lunas, New Mexico	M&A	NA	NA	NA
Nov 2024	City of Ruston's fiber optic broadband network		Data Center and Wireless Infrastructure	Operates a fiber broadband network in Louisiana to provide communication services to customers	M&A	NA	NA	NA
Nov 2024			Networking Systems Software and Services	Provider of fiber optic internet services across Washington, Oregon, Idaho and Montana	M&A	\$3,620	NA	14.3x
Oct 2024			Networking Systems Software and Services	Provider of managed information technology (IT) services designed to offer uninterrupted access to customer data and applications	Capital Raise	NA	NA	NA
Oct 2024	Data Center Developer (JV)		Data Center and Wireless Infrastructure	Operator of data centers based in the United States	Joint Venture	NA	NA	NA
Oct 2024			Satellite Network	Builds satellite solutions for aerospace and defense in the U.S. and Europe	M&A	\$438	3.3x	NA
Oct 2024			Networking Systems Software and Services	Develops network inventory management software with features like cost management and reporting for the global connectivity industry	M&A	NA	NA	NA
Oct 2024			Data Center and Wireless Infrastructure	Manages a portfolio of fiber assets across Washington, Idaho, Wyoming, and Montana	M&A	NA	NA	NA

Source: S&P Capital IQ; PitchBook; Telecom Ramblings
Based on date announced or closed



Notable 2024 Digital Infrastructure and Communications Transactions, Cont'd

Date	Target	Acquirer	Sector	Target Description	Transaction Type	Implied EV (\$M)	EV/Revenue	EV/EBITDA
Sep 2024	Everstream Solutions (All-Fiber Network)	EQT SEGRA	Networking & Communications Equipment	A fiber network in the Saint Louis metropolitan area	M&A	NA	NA	NA
Sep 2024	Vertical Bridge (Wireless Communications Towers)	verizon	Networking & Communications Equipment	6339 wireless communications tower	M&A	NA	NA	NA
Sep 2024	PowerHouse Data Centers (104 Acres Land)	Chirisa Technology Parks PH	Data Center and Wireless Infrastructure	104 acres of land based in Chesterfield County, Virginia, United States	M&A	NA	NA	NA
Sep 2024	SCALA DATA CENTERS	COATUE IMCO	Data Center and Wireless Infrastructure	Operator of a hyper-scalable data center platform intended for the development of digital infrastructure (\$500M structured financing)	Capital Raise	NA	NA	NA
Sep 2024	AT Australia	waveconn OMERS	Networking & Communications Equipment	A portfolio of 170 network towers spread across Australia	M&A	NA	NA	NA
Sep 2024	APPLIED DIGITAL	NVIDIA	Networking & Communications Equipment	Designer, developer, and operator of next-generation digital infrastructure across North America	Capital Raise	NA	NA	NA
Sep 2024	EdgeCore	PARTNERS GROUP	Data Center and Wireless Infrastructure	Developer and operator of highly scalable, cloud-connected, wholesale data center campuses based in Broomfield, Colorado	Capital Raise	NA	NA	NA
Sep 2024	FRONTIER	verizon	Networking Systems Software and Services	Provider of a variety of services to residential and business customers over its fiber-optic and copper networks	M&A	\$18,803	3.3x	8.6x
Sep 2024	GCN	EXA SQUARED CAPITAL	Networking Systems Software and Services	Provider of telecommunication services based in Sofia, Bulgaria	M&A	NA	NA	NA
Sep 2024	AIRTRUNK	Blackstone CPP Investments	Data Center and Wireless Infrastructure	Operator of technology data centers intended for large enterprises, cloud and content providers and other businesses	M&A	\$16,039	NA	NA
Sep 2024	Global Access Point Union Station	fifteenfortyseven HARRISON STREET	Data Center and Wireless Infrastructure	A data center located in South Bend, Indiana	M&A	NA	NA	NA
Sep 2024	Riviera Utilities	point GTCR	Networking & Communications Equipment	Operator of a residential cable and internet business based in Foley, Alabama	M&A	NA	NA	NA
Aug 2024	Serena Energia (Portfolio of Wind Farms in Brazil)	SCALA DATA CENTERS DIGITAL BRIDGE	Networking & Communications Equipment	Portfolio of wind farms located in the state of Bahia, in the Northeast region of Brazil	M&A	NA	NA	NA
Aug 2024	iconectiv	KOCH FACILITY EQUIPMENT	Networking Systems Software and Services	Developer of cloud-based information as a service network and operations management and numbering solutions	M&A	\$1,000	NA	NA
Aug 2024	NextStream (Miami I in Florida, Sweetwater)	RadiusDC	Data Center and Wireless Infrastructure	Data center space based in Florida, Sweetwater	M&A	NA	NA	NA
Aug 2024	impact telecom	LABS	Networking Systems Software and Services	Provider of telecommunications services created to deliver flexible and effective services to carriers, businesses and homes	M&A	NA	NA	NA
Jul 2024	CleanArc DATA CENTERS	SNOWHAWK	Data Center and Wireless Infrastructure	Provider of data center turnkey program management services focused on clean energy transition	M&A	NA	NA	NA
Jul 2024	4RF	Aviat	Networking & Communications Equipment	Designs and manufactures radio communications equipment, including point-to-multipoint and microwave links, for critical infrastructure applications	M&A	\$18	NA	NA
Jul 2024	PROVIDENCE EQUITY PARTNERS	PROVIDENCE EQUITY PARTNERS	Networking Systems Software and Services	Provides telecommunications services, including insurance, financial, cyber protection, and entertainment solutions, for clients in Spain	M&A	NA	NA	NA
Jun 2024	KLOVERLEAF	NGP	Data Center and Wireless Infrastructure	Develops clean-powered, ready-to-build sites with grid interconnection and low-carbon energy for large electric loads and sustainable economic growth	M&A	NA	NA	NA

Source: S&P Capital IQ; PitchBook; Telecom Ramblings
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Notable 2024 Digital Infrastructure and Communications Transactions, Cont'd

Date	Target	Acquirer	Sector	Target Description	Transaction Type	Implied EV (\$M)	EV/Revenue	EV/EBITDA
Jul 2024		KKR	Networking Systems Software and Services	Provider of fiber optic telecommunication services intended to serve homes, businesses and communities across 17 states	M&A	\$4,900	NA	NA
Jul 2024	CommScope (OWN and DASB)		Networking Systems Software and Services	Operator of mobile networks businesses based in Claremont, North Carolina	M&A	\$2,100	NA	NA
Jun 2024			Data Center and Wireless Infrastructure	Vertically integrated Bitcoin mining company that owns and operates energy infrastructure and high-density data centers	M&A	\$154	7.4x	5.5x
Jun 2024			Networking Systems Software and Services	Developer of an agentless security platform designed to help enterprises see and secure their managed and unmanaged API	M&A	\$450	12.9x	NA
Jun 2024			Networking Systems Software and Services	Provider of fiber-to-the-premises (FTTP) broadband services committed to connecting homes and businesses	M&A	NA	NA	NA
Jun 2024			Networking Systems Software and Services	Provider of information technology system integration services intended for hyper-scale technology companies	M&A	NA	NA	NA
Jun 2024			Data Center and Wireless Infrastructure	Developer of 32 operational & developing hyperscale data center campuses across five continents raised \$9.2B in equity	Capital Raise	NA	NA	NA
Jun 2024			Data Center and Wireless Infrastructure	Manufacturer of low-voltage power switchgear solutions catering to industries such as data centers, etc.	M&A	NA	NA	NA
Jun 2024			Networking Systems Software and Services	Manufacturer of busway systems intended to serve various industries in Australia and overseas	M&A	NA	NA	NA
Jun 2024			Networking Systems Software and Services	Operator of wireless towers intended to serve the commercial mobile market, as well as many federal, state, and local agencies	M&A	NA	NA	NA
Jun 2024			Networking Systems Software and Services	Provider of fiber networking and broadband services intended to provide secure and scalable fiber networks	M&A	NA	NA	NA
Jun 2024			Networking Systems Software and Services	Provider of application support and hosting services based in Madison, Wisconsin	M&A	NA	NA	NA
Jun 2024	Connect Des Moines		Data Center and Wireless Infrastructure	Two data centers located in in Des Moines, Iowa	M&A	NA	NA	NA
Jun 2024			Networking Systems Software and Services	Provider of telecommunication services	M&A	\$10	NA	NA
May 2024			Networking & Communications Equipment	Provider of engineering services intended for commercial, financial, institutional, medical and government clients	M&A	NA	NA	NA
May 2024			Networking Systems Software and Services	Distributor of wireless communications infrastructure and mobile products intended for local public safety to nationwide cellular	M&A	NA	NA	NA
May 2024			Networking Systems Software and Services	Provider of tandem switching services to telecommunications providers	M&A	NA	NA	NA
Apr 2024			Networking Systems Software and Services	Provider of fiber-based service intended for carrier, enterprise and data center customers	M&A	NA	NA	NA
Apr 2024			Networking Systems Software and Services	Provider of fiber internet services intended to empower Michigan's communities	M&A	NA	NA	NA

Source: S&P Capital IQ; PitchBook; Telecom Ramblings
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Notable 2024 Digital Infrastructure and Communications Transactions, Cont'd

Date	Target	Acquirer	Sector	Target Description	Transaction Type	Implied EV (\$M)	EV/Revenue	EV/EBITDA
Apr 2024	ISOVALENT	CISCO	Networking Systems Software and Services	Developer of open-source cloud-native networking platform designed to assist enterprises	M&A	\$650	NA	NA
Apr 2024	7 data centers from EXA Infrastructure	nlighten	Data Center and Wireless Infrastructure	Seven data centers in the United Kingdom	M&A	NA	NA	NA
Apr 2024	Winthrop Technologies	Blackstone	Data Center and Wireless Infrastructure	Operator of a data center construction company	M&A	\$868	NA	NA
Apr 2024	connectria	LIGHTEDGE	Networking Systems Software and Services	Provider of cloud hosting and cloud-managed services intended to serve enterprises	M&A	NA	NA	NA
Apr 2024	HIVELOCITY	colohouse	Data Center and Wireless Infrastructure	Provider of dedicated servers, colocation and cloud hosting services	M&A	NA	NA	NA
Apr 2024	SWDP	NUCOR	Data Center and Wireless Infrastructure	Manufacturer of data center infrastructure structures intended for technology, cloud services, and colocation industries	M&A	\$115	NA	NA
Mar 2024	Ospirent	KEYSIGHT	Networking Systems Software and Services	Provider of communications technologies including networks, data centers, mobile communications, and the Internet of Things	Take-Private	\$1,364	2.9x	33.4x
Mar 2024	WAN DYNAMICS	nitel	Networking Systems Software and Services	Developer of software-defined and cloud-based network infrastructure consultancy services	M&A	NA	NA	NA
Mar 2024	Lit	CityFibre	Networking Systems Software and Services	Provider of fiber-to-the-home internet service intended for users across the United Kingdom	M&A	\$102	NA	NA
Mar 2024	APOGEE	boldyn NETWORKS	Diversified Communications	Provider of networks, data, and video services intended for on-campus residents and colleges	M&A	NA	NA	NA
Mar 2024	2 data center developments in Dallas, Texas	Mitsubishi Corporation DIGITAL REALTY	Data Center and Wireless Infrastructure	Two data center developments based in Dallas, Texas	M&A	NA	NA	NA
Feb 2024	BlueStream fiber	6 SIXTH STREET	Networking Systems Software and Services	Provider of cable television and internet broadband services intended for residential and commercial customers	Capital Raise	NA	NA	NA
Feb 2024	coolwave communications	Gamma	Networking Systems Software and Services	Developer of voice and messaging software	M&A	\$7	NA	NA
Feb 2024	NRBN	COGECO	Diversified Communications	Provider of telecommunication services catering to schools, libraries, homes and businesses across the Niagara Region	M&A	NA	NA	NA
Feb 2024	ECHELON DATA CENTRES	SARASWATI PARTNER GROUP	Data Center and Wireless Infrastructure	Operator and developer of data center infrastructure raised \$2.7B in equity	Capital Raise	NA	NA	NA
Feb 2024	[deft]	SUMMIT	Data Center and Wireless Infrastructure	Provider of data center infrastructure services intended to learn and collaborate to develop tailored technology	M&A	NA	NA	NA
Jan 2024	wire 3	OAK HILL CAPITAL	Networking Systems Software and Services	Provider of internet services intended to deliver fast and high bandwidth data services	M&A	\$250	NA	NA
Jan 2024	Stream Data Centers (3.6MW Data Center in Minneapolis)	LIGHTEDGE	Data Center and Wireless Infrastructure	A 3.6 megawatt facility located in Minneapolis, Minnesota	M&A	NA	NA	NA
Jan 2024	JUNIPER NETWORKS	Hewlett Packard Enterprise	Networking & Communications Equipment	Provider of designing, developing, and selling products and services for high-performance networks	Take-Private	\$12,793	2.3x	22.4x

Source: S&P Capital IQ; PitchBook; Telecom Ramblings
Based on date announced or closed

SECTION 05

About D.A. Davidson



About D.A. Davidson

D.A. Davidson provides investment banking, wealth management, nationally-recognized research, and advisory services - with an 88-year track record of excellence.

D.A. Davidson is headquartered in the United States, with a growing footprint across 30 states and Canada.

Our Differentiated Approach

We focus on building relationships with companies we believe in, relationships in which the value greatly exceeds the total of the transactions we've completed on our clients' behalf.

As a 100% employee-owned company, we don't need to rush clients to meet quarterly goals. Our vision is for the long-term.

National Leadership Across Three Lines Of Business

EQUITY CAPITAL MARKETS

Executing transactions and conducting research across verticals

Solutions backed by industry expertise and experience across including consumer, diversified industrials, financial institutions, and technology verticals

- Investment Banking
- Institutional Research
- Sales & Trading

WEALTH MANAGEMENT

Providing trusted advice through life's key moments

Straightforward advice and personalized strategies and solutions to help plan for, and work towards, clients' financial objectives

- Wealth & estate planning
- Retirement planning
- Investment and Portfolio Management

FIXED INCOME CAPITAL MARKETS

A leader in fixed income financing and distribution

Nationally-recognized leader in raising capital through fixed income banking, distribution, and repository strategy

- Public Finance - underwriting, debt financing, placement agent, and consultation
- Sales & Trading - bond market investing and strategies

Our Results

\$778M

NET REVENUE

\$88.6B

ASSETS UNDER ADMINISTRATION

\$398M

SHAREHOLDERS' EQUITY

100%

EMPLOYEE OWNERSHIP

1,600+

EMPLOYEES

115

OFFICE LOCATIONS

Note: Results reflect 12 months ended September 30, 2025



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Our Services

M&A ADVISORY

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Tailored public financing solutions including IPOs, ATMs, PIPEs, and Preferred Securities Offerings – distributed through hundreds of institutional relationships and a broad network to bring your story to investors

PRIVATE PLACEMENTS

Curated private offerings to carefully selected and vetted parties, including institutional investors

CORPORATE ADVISORY

Services for companies and executives looking for experience, product knowledge, and guidance

Our Industries



Monavate. BAANX have been acquired by W3C CORP STRATEGIC ADVISOR	W3C CORP Monavate. BAANX acquisition financing to fund the purchase of both Monavate and Baanx from EXODUS FINANCIAL ADVISOR	W3C CORP Monavate. BAANX has agreed to be acquired by EXODUS SELL-SIDE ADVISOR	blaize has completed a PIPE offering of \$30,000,000 CO-LEAD PLACEMENT AGENT	DOMAILLE ENGINEERING has obtained debt financing for the acquisition of the company by PALM PEAK CAPITAL FINANCIAL ADVISOR	PALM PEAK CAPITAL has acquired DOMAILLE ENGINEERING BUY-SIDE ADVISOR	Altaline has acquired NLC Group BUY-SIDE ADVISOR	herodevs has received an investment from PSG FINANCIAL ADVISOR	earnup has divested its AI Suite to BIECIU SELL-SIDE ADVISOR	Amivent Rhoads have been acquired by EAM SELL-SIDE ADVISOR
Delta Data a portfolio company of Terminus has been acquired by BetoNXT CLEARLAKE MOTIVE PARTNERS SELL-SIDE ADVISOR	NINJATRADER a portfolio company of LONG RIDGE has been acquired by mkraken SELL-SIDE ADVISOR	cQuant has been acquired by Zema Global a portfolio company of FTV CAPITAL SELL-SIDE ADVISOR	central 1 has agreed to a partnership on the transition of Central 1's Digital Banking operations to intellect CORPORATE ADVISOR	blaize has completed a business combination \$894,000,000 CAPITAL MARKETS ADVISOR	F3NETWORKS has raised equity and debt financing for its new data fiber optic network buildout FINANCIAL ADVISOR	GUIDEWIRE has completed a private offering of convertible notes due 2029 \$690,000,000 DOLL MANAGER	cpi has completed a secondary offering of common stock for its majority stockholders PARALLEL \$28,080,000 DOLL MANAGER	NeoXam a portfolio company of EURAZEO has acquired EZOPS BUY-SIDE ADVISOR	Zema Global a portfolio company of FTV CAPITAL has acquired MCROWNSTAR BUY-SIDE ADVISOR
NIGHTSHIFT has been acquired by snowflake SELL-SIDE ADVISOR	ZETA has completed a follow-on offering of common stock \$356,730,000 FINANCIAL ADVISOR	CLEARGAGE has merged with PatientPay FINANCIAL ADVISOR	Data Center Confidential U.S. data center platform equity and debt financing Unsecured Equity Financing \$500,000,000 Term Loan Facility FINANCIAL ADVISOR	ZEMA has received a significant growth investment from FTV CAPITAL SELL-SIDE ADVISOR	SunbeltFound has completed an all-stock offer of common stock \$150,000,000 SELL-SIDE ADVISOR	PROFICIUM has been acquired by M&A FIRST CAPITAL SELL-SIDE ADVISOR	TPIC has been acquired by abrigo SELL-SIDE ADVISOR	AMETROS a portfolio company of LONG RIDGE has been acquired by WebsterBank SELL-SIDE ADVISOR	SEARCHLIGHT CYBER a portfolio company of Astra has received a strategic growth investment from Charlesbank SELL-SIDE ADVISOR
SATUIT TECHNOLOGIES a portfolio company of WAVECREST has been acquired by DURA SOFTWARE SELL-SIDE ADVISOR	COMC has received a growth investment from ebay SELL-SIDE ADVISOR	Amker Technology has completed a secondary offering of common stock \$240,000,000 SELL-SIDE ADVISOR	vizlib has been acquired by insightssoftware SELL-SIDE ADVISOR	LiquidPlanner a portfolio company of TVC has been acquired by Tempo SELL-SIDE ADVISOR	oneSource has been acquired by MAINSTAY SELL-SIDE ADVISOR	Amenity a company backed by AMEREN SOBY STARS has been acquired by SYMPHONY SELL-SIDE ADVISOR	etradingsoftware has received a significant investment from LDC the private equity part of Lloyds Banking Group FINANCIAL ADVISOR	iPLYTICS has been acquired by RELX SELL-SIDE ADVISOR	WALL STREET HORIZON has been acquired by TMX SELL-SIDE ADVISOR

Delivering Superior Outcomes For Our Clients

125+ TRANSACTIONS

\$22B+ DEAL VALUE

50+ M&A TRANSACTIONS

60+ DEBT & EQUITY FINANCINGS

Note: Figures represent Technology group performance since 2020 (as of December 31, 2025)



Advisory Platform Supported By Robust Transaction Capabilities

1. Public Markets

Tailored public markets equity financing and market connectivity

Senior-level expertise and attention providing clients flexibility through a range of solutions and hundreds of institutional relationships

- Initial Public Offerings (IPOs)
- At-the-Market Offerings (ATM)
- Preferred Securities Offerings
- Convertible Securities Offerings
- Private Investment in Public Equities (PIPEs)
- Unit Investment Trusts (UITs)

2. Financial Sponsor Coverage

Adding value at every stage of the investment

Our team works with hundreds of funds across the globe, bringing an unwavering focus to helping middle market private equity firms and family offices generate returns for their investors

3. Debt Advisory

Unique solutions across the capital spectrum

Our debt capital markets specialists work with companies and financial sponsors to optimize the capital stack by structuring and placing senior and junior debt utilizing our network of over 300 lending relationships

4. International Footprint

Transatlantic M&A platform and global deal experience

D.A. Davidson partners with MCF International to leverage the power of our network of decision makers and investors across the US and Europe - and have completed 250+ transactions across 27+ continents

Key Contacts



Josh Nolan
Managing Director



Zach Rosen
Managing Director



Amy Johnson
Managing Director



Stefan Mattern
Managing Partner, MCF
Corporate Finance



D.A. Davidson Has Robust Resources Dedicated To Financial Sponsor Coverage

D.A. Davidson provides in-depth coverage of private equity firms that invest across the Technology ecosystem

Team Overview

Value Creation: D.A. Davidson works to deliver high-quality middle-market deal flow and impeccable execution

Robust Coverage: In-depth coverage of the financial sponsor community, from mega funds to family offices

Access: Proven relationships with decision makers unlocks client access to capital across the spectrum from equity to debt and from control to growth and minority

Trusted Partnership: A reliable, long-term partner to private equity, consistently selling deals to and for financial sponsors

Sell-Side Advisory

 has been acquired by SELL-SIDE ADVISOR	 has been acquired by SELL-SIDE ADVISOR	 has been acquired by SELL-SIDE ADVISOR	 has been acquired by SELL-SIDE ADVISOR	 a portfolio company of has been acquired by SELL-SIDE ADVISOR	 a portfolio company of has been acquired by SELL-SIDE ADVISOR
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Buy-Side Advisory

 BUY-SIDE ADVISOR	 BUY-SIDE ADVISOR	 BUY-SIDE ADVISOR	 BUY-SIDE ADVISOR	 BUY-SIDE ADVISOR	 BUY-SIDE ADVISOR
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Select Relationships



ZACH ROSEN
MANAGING DIRECTOR,
HEAD OF FINANCIAL SPONSORS



TIM LUDWICK
MANAGING DIRECTOR,
FINANCIAL SPONSORS



MATTHEW EICHENBLATT
DIRECTOR,
FINANCIAL SPONSORS



Deep Relationships with Communications Technology and Digital Infrastructure Private Equity Funds

In-depth coverage of the private equity community, from institutional funds to family offices Strong relationships with decision makers at these firms give our clients access to capital across the spectrum from equity to debt and from control to growth and minority A consistent, long term partner to private equity, selling companies to and for these firms



PALM PEAK CAPITAL
has acquired
DOMAILLE ENGINEERING
BUY-SIDE ADVISOR

has received a significant growth investment from
MILL POINT CAPITAL
SELL-SIDE ADVISOR

F3 NETWORKS
has raised Equity and Debt Financing for its new dark fiber optic network buildout
FINANCIAL ADVISOR

Data Center
Confidential U.S. data center platform equity and debt financing
Undisclosed Equity Financing \$550,000,000 Term Loan Facility
FINANCIAL ADVISOR

ALLIANCE CORPORATION
a portfolio company of Ironbridge
has been acquired by
LEE EQUITY **TWIN POINT CAPITAL**
SELL-SIDE ADVISOR

has been acquired by
cta
Columbia River Partners
SELL-SIDE ADVISOR

ARIA
has been acquired by
Halo
a portfolio company of
inflexion
SELL-SIDE ADVISOR

has been acquired by
C1 CHAMPION ONE
a portfolio company of
ALVAREZ & MARSA CAPITAL
SELL-SIDE ADVISOR

has been acquired by
TELEKENEX
SpireCapital
SELL-SIDE ADVISOR



Wide-Reaching Debt Advisory Capabilities In Tune With Current Debt Markets

Our debt team offers debt credit market intelligence, bespoke credit financing solutions, market reach, private equity peer intelligence, industry depth and market visibility

Team Overview

Access: The Debt Advisory team maintains contacts across asset management organizations to provide solutions to our clients regardless of the situation

Optimal Outcomes: D.A. Davidson leverages deep industry expertise to optimize a Company's positioning and employs credit knowledge to address key risks and mitigating factors in the financing memorandum

Optionality: The combination of market knowledge and credit positioning allows for a multitude of financing options to meet clients' needs

Robust Coverage: Debt Advisory works with public companies, sponsor-backed companies, founder and family-owned businesses and their investors



AMY JOHNSON
MANAGING DIRECTOR,
HEAD OF DEBT ADVISORY



STEVEN FLEISHER
MANAGING DIRECTOR,
DEBT ADVISORY



KEN KANTOWITZ
DIRECTOR,
DEBT ADVISORY

SELECT RELATIONSHIPS



Select Transactions

<p>W3C CORP Monavate. BAANX acquisition financing to fund the purchases of both Monavate and Baanx from</p> <p>EXODUS FINANCIAL ADVISOR</p>	<p>DOMAILLE ENGINEERING has obtained debt financing for the acquisition of the company by</p> <p>PALM PEAK CAPITAL FINANCIAL ADVISOR</p>	<p>VALHALLA INDUSTRIES has completed a Debt Financing with</p> <p>VECTRA BANK FINANCIAL ADVISOR</p>	<p>Data Center Build-to-suit data center financing for a confidential U.S. data center platform</p> <p>\$930,200,000 Term Loan Facility \$11,900,000 Letter of Credit Facility</p> <p>CO-ARRANGER & JOINT FINANCIAL ADVISOR</p>	<p>F3 NETWORKS has raised Equity and Debt Financing for its new dark fiber optic network buildout</p> <p>FINANCIAL ADVISOR</p>	<p>bcp has completed a management buyout for 100% equity ownership</p> <p>FINANCIAL ADVISOR</p>	<p>Data Center Confidential U.S. data center platform equity and debt financing</p> <p>Undisclosed Equity Financing \$550,000,000 Term Loan Facility</p> <p>FINANCIAL ADVISOR</p>	<p>Pharmachem INNOVATIONS has obtained an asset-backed credit facility for the acquisition of the Company by</p> <p>TURN SPIRE CAPITAL PARTNERS FINANCIAL ADVISOR</p>	<p>PWCC has obtained an asset-backed financing from</p> <p>WhiteHawk Wingspire \$175,000,000</p> <p>FINANCIAL ADVISOR</p>	<p>REPAY Realtime Electronic Payments has completed a public offering of convertible notes due 2029</p> <p>\$260,000,000</p>
<p>KARMAN SPACE & DEFENSE a portfolio company of TRIVE CAPITAL has obtained a first lien credit facility</p> <p>\$220,000,000</p> <p>FINANCIAL ADVISOR</p>	<p>Nelson Global has obtained a first lien term loan and DDTL</p> <p>\$310,000,000</p> <p>FINANCIAL ADVISOR</p>	<p>365 DataCenters Technology Humanized™ has raised a senior secured credit facility</p> <p>FINANCIAL ADVISOR & PLACEMENT AGENT</p>	<p>SummitIG has completed a unitranche credit facility in support of majority sale to</p> <p>SDC CAPITAL PARTNERS FINANCIAL ADVISOR</p>	<p>AboveNet has raised a senior secured credit facility</p> <p>\$250,000,000</p> <p>FINANCIAL ADVISOR</p>	<p>ALPHEUS COMMUNICATIONS a portfolio company of TGG has raised a senior secured credit facility in support of a dividend recapitalization</p> <p>\$135,000,000</p> <p>JOINT LEAD ARRANGER</p>	<p>GENERAL STEEL DRUM has received an equity and debt investment from</p> <p>MAINST CAPITAL CORPORATION PLACEMENT AGENT</p>	<p>QuickFee. has completed a multi-currency asset-backed financing</p> <p>\$70,000,000 with Northleaf Capital Partners FINANCIAL ADVISOR</p>	<p>HIBERNIA has raised a senior secured credit facility</p> <p>\$165,000,000</p> <p>FINANCIAL ADVISOR & SOLE ARRANGER</p>	<p>IronRod HEALTH has obtained mezzanine debt from</p> <p>HCAP PARTNERS FINANCIAL ADVISOR</p>

Includes transactions completed by current D.A. Davidson professionals prior to joining the firm

Industry-Leading Public Research Capabilities



PETE HECKMANN, CFA
 MANAGING DIRECTOR
 SENIOR RESEARCH ANALYST
 FINTECH, VERTICAL SOFTWARE & SAAS



TOM WHITE
 MANAGING DIRECTOR
 SENIOR RESEARCH ANALYST
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MATT SUMMERVILLE
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 SENIOR RESEARCH ANALYST
 FINTECH, INDUSTRIAL TECHNOLOGY

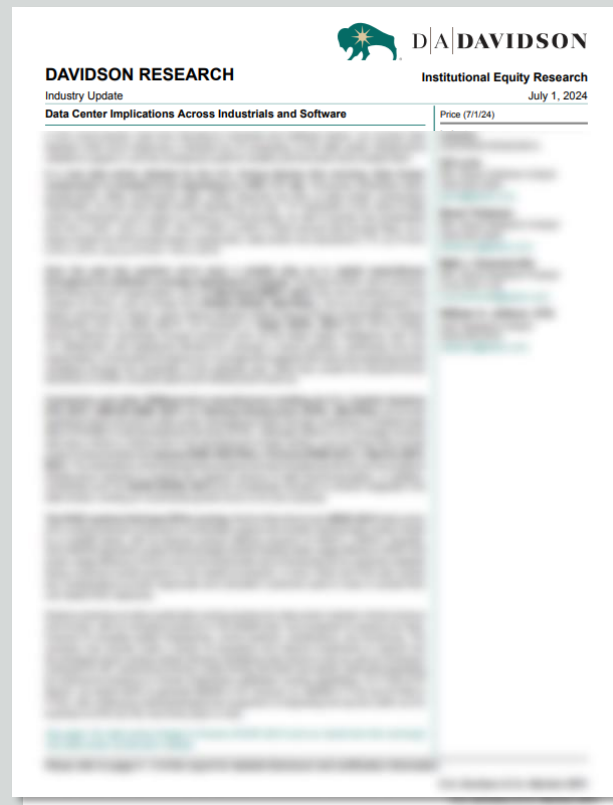


GIL LURIA
 MANAGING DIRECTOR
 HEAD OF TECHNOLOGY RESEARCH
 FINTECH, VERTICAL SOFTWARE & SAAS

SELECT COVERAGE



Recently Published Research



Data Center Implications Across Industrials and Software



The Great Data Center Buildout



Leading Investment Bank With Digital Infrastructure and Communications Expertise

Highly knowledgeable team with significant transaction experience and strong industry relationships



BRAD GEVURTZ

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Brad Gevurtz is a Managing Director in the Investment Banking group, focused on the technology sector. He has been with D.A. Davidson since 2005 and during his time with the firm has served as the Head of Investment Banking and as a member of the Board of Directors and the Public Equity Commitment Committee. Prior to D.A. Davidson, Mr. Gevurtz worked for over 20 years on Wall Street as a senior banker at JPMorgan Chase, KeyBanc Capital Markets and Broadview Int'l (now Jefferies). He has significant experience in M&A, private placements and public offerings, and has advised some of the largest companies in the world on technology transactions. Mr. Gevurtz started his career at AT&T and has executed M&A and capital raising transactions worldwide for public and private communications companies such as AFL, Allen Telecom, Alltel, AT&T, Fastly, Limelight, Lumos, Radisys, Telus, Towerstream, Vast Networks, Verizon, Wavcom, and Zayo. He is a current board member and President of his regional ACG, an investor in numerous private equity and venture capital funds, a former board member of Thinking Machines Corporation (parallel processing software company), and a former member of the valuation committee of OVP Venture Partners. Mr. Gevurtz has spoken at industry conferences and has been quoted in numerous publications about corporate finance and M&A issues. He holds a B.A. with Distinction in Economics from Pomona College, a J.D. from the University of Oregon School of Law, and an MBA with Honors in Finance and Accounting from Columbia University where he was elected President of the top academic honor society.



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Amy Johnson is a Managing Director focused on the Communications and Digital Infrastructure ecosystem for the Technology Investment Banking group and also leads Davidson's Debt Advisory practice. Previously, Ms. Johnson was a managing director and head of debt advisory at The Bank Street Group LLC where she executed investment banking and capital markets transactions for private and public companies spanning fiber networks, data centers, subsea cable, mobile wireless and wireless infrastructure. Previously, Ms. Johnson was an Executive Director at Swiss Bank Corporation/SBC Warburg (now UBS) where she was responsible for the U.S. asset-backed finance and securitization business, executing nearly \$10 billion in debt capital markets transactions for a variety of blue-chip companies. Ms. Johnson graduated with honors from the University of Notre Dame with a B.B.A. in Finance. Upon graduation, she joined Chase Manhattan Bank in New York and completed their formal credit training program before serving in the bank's New York middle market lending division.



D.A. Davidson Knows Communications Technology



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INVESTMENT BANKING

A Leading Middle-Market Technology Bank With Global Capabilities and Expertise



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D|A|DAVIDSON

D.A. Davidson Companies is an employee-owned financial services firm offering a range of financial services and advice to individuals, corporations, institutions and municipalities nationwide. Founded in 1935 with corporate headquarters in Great Falls, Montana, and regional headquarters in Denver, Los Angeles, New York, Omaha and Seattle, the company has approximately 1,620 employees and offices in 30 states and Canada.

D.A. Davidson & Co.'s Investment Banking division is a leading full-service investment bank that offers comprehensive financial advisory and capital markets expertise. The group has extensive experience serving middle market clients worldwide across four industry verticals: consumer, diversified industrials, financial institutions, and technology.

Please visit our [website](#) for additional information.



Together with its European partner, MCF Corporate Finance, D.A. Davidson originates and executes transatlantic M&A transactions under the common brand of D.A. Davidson MCF International.

Please visit the D.A. Davidson MCF International [website](#) for additional information.

MCF Corporate Finance office locations are Frankfurt, Hamburg, Helsinki, London, and Stockholm. Visit the MCF [website](#) for additional information.

