

# **EQUITY VALUATION REPORT**

**Microsoft Corporation** 

Tuesday 21 December 2021

Strictly Private and Confidential



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# **COMPANY INFORMATION**

#### EQUITYX

#### **ASSUMPTIONS**

21	I Dec 2021 30 Sep 2021	30 Jun 2021	191 days	INDUSTRY CLASSIFICATION	UNIT	EFFECTIVE TAX RATE
VAL	UATION DATE THE LATEST QUARTER END	THE LATEST FISCAL YEAR END	UNTIL 30 Jun 2022		BILLIONS	
						LATEST 27.00%
		COUNTRY	CURRENCY	SECTOR	NET OPERATING LOSS	FY2022 <b>27.00%</b>
		United States	USD	INFORMATION TECHNOLOGY		FY2023 <b>27.00%</b>
	And And And And					FY2024 <b>27.00%</b>
						FY2025 <b>27.00%</b>
					▲ 3.6B	FY2026 <b>27.00%</b>
	SHARE PRICE	Latest (close price)		% WACC		5.5% - 6.5%
X	TRADING / TRANSACTION MULTIPLES	CAP		COST OF DEBT	Interest expense / Interest	bearing debt 2.9%
	EV/Sales		18.0x	COST OF EQUITY		
	EV/EBITDA	$\checkmark$	42.0x	<b>RISK FREE RATE</b>	10 years	1.46%
	EV/EBIT		48.0x		20 years	1.89%
	P/E		64.0x		30 years	1.86%
	P/B		22.0x	LEVERED <b>B</b>	2-year weekly	0.85
	DISCOUNTED CASH FLOW	RANGE			5-year monthly	0.87
		RANUE		EQUITY RISK PREMIUM		4.38%
	Perpetuity growth rate	1.5% - 2.5%				

Source: S&P Global Market Intelligence, IMF, World Bank and Professor Aswath Damodaran from New York University

### **COMPANY FUNDAMENTALS**

UNIT: USD BILLIONS

	30 Jun 2018	30 Jun 2019	30 Jun 2020	30 Sep 2020	31 Dec 2020	31 Mar 2021	30 Jun 2021	30 Sep 2021	31 Dec 2021	31 Mar 2022	30 Jun 2022
								LATEST			
INCOME STATEMENT											
Sales	110.4	125.8	143.0	37.2	80.2	121.9	168.1	45.3	-	-	-
EBIT	35.1	43.0	53.1	15.9	33.8	50.8	69.9	20.2	-	-	-
Interest expense	2.7	2.7	2.6	0.6	1.2	1.8	2.3	0.5	-	-	-
Netincome	16.6	39.2	44.3	13.9	29.4	44.8	61.3	20.5	-	-	-
BALANCE SHEET											
Cash and cash equivalents	133.7	133.8	136.5	137.9	132.0	125.0	130.3	130.6	-	-	-
Current assets	169.7	175.6	181.9	177.1	174.0	165.6	184.4	174.3	-	-	-
Fixed assets	89.2	111.0	119.4	123.9	130.2	143.3	149.4	161.1	-	-	-
Current liabilities	58.5	69.4	72.3	70.1	67.5	72.2	88.7	80.5	-	-	-
Fixed liabilities	117.6	114.8	110.7	107.6	106.4	102.2	103.1	102.9	-	-	-
Interest bearing debt	87.5	86.5	82.1	83.2	82.8	81.3	82.3	78.9	-	-	-
Shareholders' equity	82.7	102.3	118.3	123.4	130.2	134.5	142.0	152.0	-	-	-
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-	-	-
Total assets	258.8	286.6	301.3	301.0	304.1	308.9	333.8	335.4	-	-	-
CASH FLOW STATEMENT											
Depreciation & Amortisation	9.9	11.6	12.3	2.6	5.4	8.3	10.9	3.2	-	-	-
Capital expenditure	11.6	13.9	15.4	4.9	9.1	14.2	20.6	5.8	-	-	-

Note: Shares outstanding 7.5 billions (as of 21 December 2021)



# **EXECUTIVE SUMMARY**

## **ENTERPRISE VALUE**

#### Ownership - 100.0%

Market price Comparable compan	-			-							
INIT: USD BILLIONS	0.0	400.0	800.0	1,200.0	1,600.0	2,000.0	) 2,40	0.0 2,800.	.0 3,200.0	3,600.0	4,000.
52 week trading high / low				1,553	9.1			2,524.4	۱ I		
EV / EBITDA					2	,097.3	2,2	30.1			
EV / EBIT					2,0	27.0	2,17	1.8			
P / E					1,96	6.9	2	2,311.2			
Perpetuity growth rate				1,60	1.2			2,62	1.1		
Shareholders' equity 10	)0.3 <sup>-</sup>	100.3									

**Note:** Enterprise value = Equity value + (Interest bearing debt - Cash and cash equivalents) + Minority interest

## **EQUITY VALUE**

#### Ownership - 100.0%

Market price Comparable comp	anies analys	sis 🔍 Disco	ounted cash	flow analysis	s 🛛 🖲 Boo	k value					
UNIT: USD BILLIONS	0.0	400.0	800.0	1,200.0	1,600.0	2,000.0	2,400.0	2,800.0	3,200.0	3,600.0	4,000.0
52 week trading high / low				1,60	4.7			2,576.1			
EV / EBITDA						2,148.9	2,281.	7			
EV / EBIT					2	2,078.6	2,223.5				
P / E					2,0	)18.5	2,36	2.8			
Perpetuity growth rate				1,6	52.9			2,672.7			
Shareholders' equity	152.0	152.0									
					We	eighted ave	erage: 2.180	0.0			

Weighted average: 2,180.0 Note: Equity value = (Enterprise value - Interest bearing debt + Cash and cash equivalents - Minority interest) × (1 - Liquidity discount)

## **EQUITY VALUE / SHARE**

#### Ownership - 100.0%

Market price Comparable comp	oanies analysi	s 🔍 Disc	ounted cash	flow analysi	s 🛛 🖲 Book	value					
UNIT: USD	0.00	50.00	100.00	150.00	200.00	250.00	300.00	350.00	400.00	450.00	500.00
52 week trading high / low				2	.12.25			343.1	1		
EV / EBITDA						286.22	30	3.91			
							Π				
EV / EBIT						276.85	296.	.14			
P / E						268.85	3	314.71			
Perpetuity growth rate					220.15			35	5.99		
Shareholders' equity	20.24	20.24									
	·			·		Weighted a	average: 2	90.35			

**Weighted average: 290.35 Note:** Equity value / share = Equity value ÷ Shares outstanding. Share price (close) is USD 327.29 as of 21 December 2021.

# **COMPARABLE COMPANIES ANALYSIS**

### **TRADING MULTIPLES**

#### Summary

UNIT: USD BILLIONS

				EV/	Sales	EV / E	BITDA	EV /	EBIT	Р	/ E	P/B
				FY+1	FY+2	FY+1	FY+2	FY+1	FY+2	FY+1	FY+2	Latest
Company name	Country	Enterprise Value	Equity Value	Est.	Est.	Est.	Est.	Est.	Est.	Est.	Est.	Actual
Microsoft Corporation	United States	2,405.6	2,457.3	12.3x	10.8x	25.0x	21.9x	29.4x	25.6x	34.5x	31.5x	16.2x
Apple Inc.	United States	2,912.0	2,838.1	7.7x	7.2x	23.7x	22.8x	26.4x	25.4x	30.6x	29.3x	-
Alphabet Inc.	United States	1,790.7	1,904.6	7.0x	6.0x	19.9x	17.5x	23.1x	20.6x	26.1x	25.1x	7.8x
Meta Platforms, Inc.	United States	884.8	929.7	7.5x	6.3x	15.9x	15.0x	18.7x	18.2x	23.3x	22.9x	7.0x
Adobe Inc.	United States	264.1	265.3	14.7x	12.8x	29.7x	25.8x	32.7x	28.2x	51.9x	43.9x	17.9x
Average		1,462.9	1,484.4	9.2x	8.1x	22.3x	20.3x	25.2x	23.1x	33.0x	30.3x	10.9x
Median		1,337.8	1,417.2	7.6x	6.8x	21.8x	20.2x	24.8x	23.0x	28.3x	27.2x	7.8x
Мах		2,912.0	2,838.1	14.7x	12.8x	29.7x	25.8x	32.7x	28.2x	51.9x	43.9x	17.9x
Min		264.1	265.3	7.0x	6.0x	15.9x	15.0x	18.7x	18.2x	23.3x	22.9x	7.0x

Source: S&P Global Market Intelligence

Note: Multiples which are higher than caps defined in the assumption page are removed and displayed as "-" in the table.

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## **TRADING MULTIPLES**

#### Enterprise value / Sales

FY+1 and FY+2	0.0x	2.0x	4.0x	6.0x	8.0x	10.0x	12.0x	14.0x	16.0x	18.0x	20.0x
Microsoft Corporation						10.8x	12	.3x			
Apple Inc.				7.2x	7.7x						
Alphabet Inc.			6	9.0x	7.0x						
Meta Platforms, Inc.				6.3x	7.5×						
Adobe Inc.							12.8x		14.7x		
Source: S&P Global Market Intelligence				P	eer averac	1e <sup>.</sup> 8 7x					

Source: S&P Global Market Intelligence

Note: All multiples of Microsoft Corporation are not capped and included in the peer average.

Peer average: 8.7x

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## **TRADING MULTIPLES**

#### Enterprise value / EBITDA

FY+1 and FY+2	0.0x	4.0x	8.0x	12.0x	16.0x	20.0x	24.0x	28.0x	32.0x	36.0x	40.0x
Microsoft Corporation						21.9x	2	25.0x			
Apple Inc.						22.8×	< 23.7	′x			
Alphabet Inc.					17.5x	19.	9x				
Meta Platforms, Inc.				15.0>	( 15.9)	ĸ					
Adobe Inc.							25.8x		29.7x		
Source: S&P Global Market Intelligence					Doc	or ovoroc	16 <sup>.</sup> 21 3v				

Source: S&P Global Market Intelligence

Note: All multiples of Microsoft Corporation are not capped and included in the peer average.

Peer average: 21.3x

**EQUITYX**°

## **TRADING MULTIPLES**

#### Enterprise value / EBIT

FY+1 and FY+2	0.0x	4.0x	8.0x	12.0x	16.0x	20.0x	24.0x	28.0x	32.0x	36.0x	40.0x
Microsoft Corporation							25.6x		29.4x		
Apple Inc.							25.4x	26.4x			
Alphabet Inc.						20.6x	23.1x				
Meta Platforms, Inc.					18.2x	18.7x					
Adobe Inc.								.2x	:	32.7x	
Source: S&P Global Market Intelligence						Door	avorago: 2	1 2 2			

Source: S&P Global Market Intelligence

Note: All multiples of Microsoft Corporation are not capped and included in the peer average.

Peer average: 24.2x

EQUITYX

## **TRADING MULTIPLES**

#### P / E

FY+1 and FY+2	0.0x	7.0x	14.0x	21.0x	28.0x	35.0x	42.0x	49.0x	56.0x	63.0x	70.0x
Microsoft Corporation					31.5x	34.5	ōx				
Apple Inc.					29.3x	30.6x					
Alphabet Inc.				25.1x	26.1x						
Meta Platforms, Inc.				22.9x	23.3x						
Adobe Inc.							43.9x		51.9x		
Source: S&P Global Market Intelligence					Door over	2 0 0 1 CV					

Source: S&P Global Market Intelligence

Note: All multiples of Microsoft Corporation are not capped and included in the peer average.

Peer average: 31.6x

EQUITYX

## **TRADING MULTIPLES**

#### P/B

Latest	0.0x	3.0x	6.0x	9.0x	12.0x	15.0x	18.0x	21.0x	24.0x	27.0x	30.0x
Microsoft Corporation						16.2x	16.2x				
Apple Inc.	-										
Alphabet Inc.			7.8x	7.8x							
Meta Platforms, Inc.			7.0x 7	7.0x							
Adobe Inc.						17	.9x 17.9	x			

Source: S&P Global Market Intelligence Peer average: 10.9x Note: All multiples of Microsoft Corporation are not capped and included in the peer average.

## **SHARE PRICE PERFORMANCE**

EQUITYX

#### 3 months (13 weeks)



Note: The lines are based on close price adjusted by stock splits and are not displayed when close price is not available as of 21 September 2021. Comparable companies analysis | 13

## **SHARE PRICE PERFORMANCE**

22 DECEMBER 2020 - 21 DECEMBER 2021

#### 12 months (52 weeks)



Microsoft Corpora...

**EQUITYX**°

- Apple Inc.
- Alphabet Inc.
- Meta Platforms, In...
- Adobe Inc.
- Peer average

22 Dec 2020 22 Jan 2021 22 Feb 202122 Mar 2021 22 Apr 2021 22 May 2021 22 Jun 2021 22 Jul 2021 22 Aug 2021 22 Sep 2021 22 Oct 2021 22 Nov 2021 22 Dec 2021 Source: S&P Global Market Intelligence

Note: The lines are based on close price adjusted by stock splits and are not displayed when close price is not available as of 22 December 2020. Comparable companies analysis | 14

#### Summary - Growth and Profitability

UNIT: USD

	Sales growth rate		ROE ROA		EPS	S EBITDA margin		EBIT margin		Net Income margin	
	FY+1	FY+2	Latest	Latest	Latest	FY+1	FY+2	FY+1	FY+2	FY+1	FY+2
Company Name	Estimated	Estimated	Actual	Actual	Actual	Estimated	Estimated	Estimated	Estimated	Estimated	Estimated
Microsoft Corporation	16.7%	13.7%	44.7%	22.1%	9.04	49.1%	49.3%	41.8%	42.1%	36.3%	35.0%
Apple Inc.	3.7%	6.0%	150.1%	31.0%	5.77	32.4%	31.8%	29.1%	28.6%	24.4%	24.1%
Alphabet Inc.	39.2%	17.2%	28.9%	20.9%	106.39	35.5%	34.3%	30.5%	29.1%	28.8%	25.4%
Meta Platforms, Inc.	36.9%	19.1%	30.2%	27.7%	14.49	47.2%	42.1%	40.2%	34.7%	33.9%	29.0%
AdobeInc.	13.9%	14.8%	32.6%	21.3%	10.13	49.5%	49.7%	44.9%	45.4%	28.4%	29.3%
Average	23.4%	14.3%	60.4%	25.2%	34.20	41.1%	39.4%	36.2%	34.4%	28.9%	27.0%
Median	25.4%	16.0%	31.4%	24.5%	12.31	41.3%	38.2%	35.3%	31.9%	28.6%	27.2%
Max	39.2%	19.1%	150.1%	31.0%	106.39	49.5%	49.7%	44.9%	45.4%	33.9%	29.3%
Min	3.7%	6.0%	28.9%	20.9%	5.77	32.4%	31.8%	29.1%	28.6%	24.4%	24.1%

Source: S&P Global Market Intelligence

Note: Negative values of all financial indicators except sales growth rates (if any) are removed and displayed as "-" in the table.



Note: Comparable companies as well as the target company whose sales growth rates and EBITDA margins are "-" are not displayed in the graph. Comparable companies analysis | 16

#### Financial performance - FY+2



Note: Comparable companies as well as the target company whose sales growth rates and EBITDA margins are "-" are not displayed in the graph. Comparable companies analysis | 17



**Source:** S&P Global Market Intelligence **Note:** ROE = Net income ÷ Shareholders' equity



**Source:** S&P Global Market Intelligence **Note:** ROA = EBIT ÷ Total assets

EPS - PEERAVERAGE | LATEST | UNIT: USD 180.00 \_\_\_\_\_ 160.00 \_\_\_\_\_ 140.00 \_\_\_\_\_ 120.00 \_\_\_\_\_ 106.39 100.00 \_\_\_\_\_ 80.00 \_\_\_\_\_ 60.00 \_\_\_\_\_ 40.00 — \_\_\_\_\_ 34.20 20.00 — 14.49 10.13 9.04 5.77 0.00 -Microsoft Corporation Apple Inc. Alphabet Inc. Meta Platforms, Inc. AdobeInc. Source: S&P Global Market Intelligence

Note: EPS = Net income ÷ Shares outstanding

#### EBIT margin

60.0% -

54.0%

— PEER AVERAGE | ■ FY+1 | ■ FY+2





Note: Net income margin = Net income ÷ Sales

#### Summary - Credibility

Company name	Current ratio Latest Actual	<b>D/E ratio</b> Latest Actual	<b>Net</b> D/E ratio Latest Actual	<b>Debt</b> / EBITDA Latest Actual	<b>Net Debt</b> / <b>EBITDA</b> Latest Actual	<b>BPS</b> Latest Actual	<b>CAR</b> Latest Actual
Microsoft Corporation	216.5%	51.9%	0.0%	0.9x	0.0x	20.24	45.3%
Apple Inc.	107.5%	216.4%	117.1%	1.1x	0.6x	3.85	18.0%
Alphabet Inc.	298.0%	11.5%	0.0%	0.3x	0.0x	368.45	70.4%
Meta Platforms, Inc.	423.4%	9.9%	0.0%	0.2x	0.0x	47.94	78.6%
Adobe Inc.	124.8%	31.6%	0.0%	0.8x	0.0x	31.10	54.3%
Average	238.4%	67.3%	29.3%	0.6x	0.2x	112.84	55.3%
Median	211.4%	21.5%	0.0%	0.6x	0.0x	39.52	62.4%
Мах	423.4%	216.4%	117.1%	1.1x	0.6x	368.45	78.6%
Min	107.5%	9.9%	0.0%	0.2x	0.0x	3.85	18.0%

Source: S&P Global Market Intelligence

Note: D/E ratio = Interest bearing debt / Shareholders' equity and Net D/E ratio = Net debt / Shareholders' equity.

UNIT: USD

#### Current ratio

				-	- PEER AVERAGE   LATEST	
600.0%						
540.0%						
480.0%						
420.0%				423.4%		
360.0%						
300.0%			298.0%			-
240.0%	216.5%					• 238.4%
180.0%						-
120.0%		107.5%	_	_	124.8%	
60.0%		- 11 -	_	_	_	
0.0%		Apple Inc	Alphohot Inc	Meta Distforme, Inc.	Adaba Inc	-
Source: S	Microsoft Corporation &P Global Market Intelligence	Apple Inc.	Alphabet Inc.	Meta Platforms, Inc.	Adobe Inc.	

Note: Current ratio = Current assets ÷ Current liabilities

D/E ratio - PEERAVERAGE | LATEST 300.0% \_\_\_\_\_ 270.0% \_\_\_\_\_ 240.0% \_\_\_\_\_ 216.4% 210.0% \_\_\_\_\_ 180.0% \_\_\_\_\_ 150.0% \_\_\_\_\_ 120.0% \_\_\_\_\_ 90.0% \_\_\_\_\_ \_\_\_\_\_ 67.3% 51.9% 60.0% — 31.6% 30.0% — 11.5% 9.9% 0.0% -Microsoft Corporation Apple Inc. Alphabet Inc. Meta Platforms, Inc. AdobeInc.

Source: S&P Global Market Intelligence

Note: D/E ratio = Interest bearing debt ÷ Shareholders' equity

Comparable companies analysis | 25

Net D/E ratio - PEERAVERAGE | LATEST 200.0% \_\_\_\_\_ 180.0% \_\_\_\_\_ 160.0% \_\_\_\_\_ 140.0% \_\_\_\_\_ 120.0% \_\_\_\_\_ 117.1% 100.0% \_\_\_\_\_ 80.0% \_\_\_\_\_ 60.0% \_\_\_\_\_ 40.0% \_\_\_\_\_ 29.3% 20.0% \_\_\_\_\_ 0.0% \_\_\_\_\_ 0.0% 0.0% 0.0% 0.0% Microsoft Corporation Alphabet Inc. Meta Platforms, Inc. Apple Inc. Adobe Inc.

**Source:** S&P Global Market Intelligence **Note:** Net D/E ratio = (Interest bearing debt - Cash and cash equivalents) ÷ Shareholders' equity

Comparable companies analysis | 26

Debt / EBITDA

2.0x —

1.8x —

1.0x -

0.8x

0.6x

0.4x

0.2x

0.0x

## **COMPETITIVE LANDSCAPE**

Alphabet Inc.

- PEERAVERAGE | LATEST 1.6x \_\_\_\_\_ 1.4x \_\_\_\_\_ 1.2x \_\_\_\_\_ 1.1X 0.9x 0.8x - 0.6x 0.3x 0.2x

Source: S&P Global Market Intelligence Note: Debt / EBITDA = Interest bearing debt ÷ EBITDA

Apple Inc.

Microsoft Corporation

Comparable companies analysis | 27

Adobe Inc.

Meta Platforms, Inc.

#### Net Debt / EBITDA



Note: Net debt / EBITDA = (Interest bearing debt - Cash and cash equivalents) ÷ EBITDA



Note: BPS = Shareholders' equity ÷ Shares outstanding

Comparable companies analysis | 29

- PEERAVERAGE | LATEST

#### Capital adequacy ratio



Note: Capital adequacy ratio = Shareholders' equity ÷ Total assets

# **COMPARABLE TRANSACTION ANALYSIS**

## **TRANSACTION MULTIPLES**

UNIT: USD BILLIONS

					Sales	EBITDA	EV / Sales EV / EBITDA	
Announced	Acquirer	Target	Target country	EV	LTM Actual	LTM Actual	LTM Actual	LTM Actual
06 Dec 2021	Radiant Logistics, Inc.	Navegate, Inc.	United States	0.0	0.1	0.0	0.4x	5.9x
22 Nov 2021	Telefonaktiebolaget LM	Vonage Holdings Corp.	United States	6.3	1.3	0.1	4.9x	-
11 Nov 2021	Exaktera LLC	ProPhotonix Limited	United States	0.0	0.0	0.0	0.6x	7.1x
08 Nov 2021	Advent International C	McAfee Corp.	United States	20.0	1.8	0.7	11.0x	30.1x
08 Nov 2021	ATS Automation Tooli	SP Industries, Inc.	United States	0.4	0.2	0.0	2.5x	15.3x
08 Nov 2021	Open Text Corporation	Zix Corporation	United States	0.8	0.2	0.0	3.4x	17.4x
03 Nov 2021	Fluidra, S.A.	Taylor Technologies, Inc.	United States	0.1	0.0	0.0	3.0x	9.2x
02 Nov 2021	DuPont de Nemours, I	Rogers Corporation	United States	5.0	0.9	0.2	5.5x	23.4x
01 Nov 2021	Acacia Research Corpo	Comtech Telecommun	United States	1.1	0.6	0.1	1.9x	14.6x
11 Oct 2021	Emerson Electric Co.	Aspen Technology, Inc.	United States	11.0	0.7	0.4	15.1x	28.2x
04 Oct 2021	Converge Technology	LPA Software Solutions	United States	0.0	0.0	0.0	0.9x	7.2x
15 Sep 2021	Goldman Sachs Bank U	GreenSky, Inc.	United States	2.4	0.5	0.1	4.5x	22.4x

#### Source: S&P Global Market Intelligence

Note: Multiples which are higher than caps defined in the assumption page are removed and displayed as "-" in the table.
### **TRANSACTION MULTIPLES**

UNIT: USD BILLIONS

					Sales	EBITDA	EV / Sales EV	/ / EBITDA
Announced	Acquirer	Target	Target country	EV	LTM Actual	LTM Actual	LTM Actual	LTM Actual
10 Sep 2021	The Jordan Company,	Echo Global Logistics, I	United States	1.4	3.2	0.1	0.4x	15.8x
02 Sep 2021	discoverIE Group plc	Logic PD, Inc.	United States	0.1	0.0	0.0	2.9x	11.8x
30 Aug 2021	Synaptics Incorporated	DSP Group, Inc.	United States	0.4	0.1	0.0	3.5x	-
30 Aug 2021	Acacia Research Corpo	Spok Holdings, Inc.	United States	0.2	0.1	0.0	1.2x	7.3x
27 Aug 2021	Air Partner plc	Kenyon International E	United States	0.0	0.0	0.0	0.7x	4.7x
26 Aug 2021	Volex plc	Irvine Electronics Inc.	United States	0.0	0.0	0.0	0.6x	1.9x
24 Aug 2021	Nordson Corporation	NDC Technologies Inc.	United States	0.2	0.1	0.0	2.0x	12.0x
24 Aug 2021	Metrolina Capital	BK Technologies Corp	United States	0.0	0.0	0.0	1.0x	14.1x
Average				2.5	0.5	0.1	3.3x	13.8x
Median				0.3	0.1	0.0	2.2x	13.0x
Max				20.0	3.2	0.7	15.1x	30.1x
Min				0.0	0.0	0.0	0.4x	1.9x

**Source:** S&P Global Market Intelligence

Note: Multiples which are higher than caps defined in the assumption page are removed and displayed as "-" in the table.

# **TRANSACTION MULTIPLES**



22 Dec 2020 22 Jan 2021 22 Feb 202122 Mar 2021 22 Apr 2021 22 May 2021 22 Jun 2021 22 Jul 2021 22 Aug 2021 22 Sep 2021 22 Oct 2021 22 Nov 202122 Dec 2021

Source: S&P Global Market Intelligence

Note: Transactions whose multiples are higher than caps defined in the assumption page are not displayed in the graph.

EQUITYX°

# **TRANSACTION MULTIPLES**



22 Dec 2020 22 Jan 2021 22 Feb 202122 Mar 2021 22 Apr 2021 22 May 2021 22 Jun 2021 22 Jul 2021 22 Aug 2021 22 Sep 2021 22 Oct 2021 22 Nov 202122 Dec 2021

Source: S&P Global Market Intelligence

Note: Transactions whose multiples are higher than caps defined in the assumption page are not displayed in the graph.

# **DISCOUNTED CASH FLOW ANALYSIS**

### Summary

UNIT: USD BILLIONS

	30 Jun 2022	30 Jun 2023	30 Jun 2024	30 Jun 2025	30 Jun 2026		Terminal	
	Estimated	Estimated	Estimated	Estimated	Estimated	Estimated	Estimated	Estimated
Sales	196.1	223.0	256.9	296.0	340.9	346.0	347.7	349.5
Growth rate	16.7%	13.7%	15.2%	15.2%	15.2%	1.5%	2.0%	2.5%
EBITDA	96.2	110.0	126.7	145.9	168.1	170.6	171.5	172.3
EBITDA margin	49.1%	49.3%	49.3%	49.3%	49.3%	49.3%	49.3%	49.3%
(-) Depreciation & Amortisation	14.4	16.0	18.4	21.2	24.4	24.8	24.9	25.0
v.s. Sales	7.3%	7.2%	7.2%	7.2%	7.2%	7.2%	7.2%	7.2%
EBIT	81.9	94.0	108.3	124.7	143.7	145.8	146.6	147.3
EBIT margin	41.8%	42.1%	42.1%	42.1%	42.1%	42.1%	42.1%	42.1%
(-) Taxes	22.1	25.4	29.2	33.7	38.8	39.4	39.6	39.8
Effective tax rate	27.00%	27.00%	27.00%	27.00%	27.00%	27.00%	27.00%	27.00%
(+) Net operating losses	3.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0
v.s. Taxes	16.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
NOPAT	63.4	68.6	79.0	91.1	104.9	106.5	107.0	107.5
v.s. Sales	32.3%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%
(+) Depreciation & Amortisation	14.4	16.0	18.4	21.2	24.4	24.8	24.9	25.0
v.s. Sales	7.3%	7.2%	7.2%	7.2%	7.2%	7.2%	7.2%	7.2%
(-)Capex	24.1	27.4	31.5	36.3	41.8	42.5	42.7	42.9
v.s. Sales	12.3%	12.3%	12.3%	12.3%	12.3%	12.3%	12.3%	12.3%
(-) $\Delta$ Net working capital	-0.1	-0.1	-0.2	-0.2	-0.2	-0.2	-0.2	-0.2
v.s. Sales	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%
Unlevered free cash flow	53.8	57.4	66.1	76.1	87.7	89.0	89.4	89.9
Fractional years per period	0.52	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Discount factor	97.0%	91.5%	86.3%	81.4%	76.8%	76.8%	76.8%	76.8%
Discounted free cash flow	27.3	52.5	57.0	62.0	67.4	68.4	68.7	69.0

Source: S&P Global Market Intelligence, IMF and World Bank

Note: No limitation and restriction are applied to use of net operating losses (e.g. 80.0% of taxable income).



Source: S&P Global Market Intelligence, IMF and World Bank

Note: CAGR (30 Jun 2021 to 30 Jun 2023) = (223.0/168.1)^(1/2) - 1 = 15.2%. Sales in FY+1 and FY+2 are based on broker consensus.



Source: S&P Global Market Intelligence

Note: EBITDA in each future fiscal year = EBIT in each future fiscal year + Depreciation & Amortisation in each future fiscal year



Source: S&P Global Market Intelligence

Note: EBIT in FY+1 and FY+2 are based on broker consensus.



Source: S&P Global Market Intelligence

Note: Net incomes in FY+1 and FY+2 are based on broker consensus.

#### Fiscal Year 2022



Source: S&P Global Market Intelligence

Note: Discounts = Unlevered free cash flow × Fractional years per period × (1 - Discount factor)

UNIT: USD BILLIONS

### Fiscal Year 2023

300.0 — 270.0 \_\_\_\_\_ 240.0 210.0 \_\_\_\_\_ 180.0 — 150.0 — 120.0 --16.0 110.0 94.0 -25.4 -27.4 +16.0 90.0 +0.068.6 +0.157.4 -4.9 52 5 60.0 30.0 0.0 EBIT NOPAT  $\Delta$  Net working Unlevered free Discounts EBITDA Depreciation & Taxes Net operating Depreciation & Capex Discounted free losses Amortisation Amortisation capital cash flow cash flow

**Note:** Discounts = Unlevered free cash flow × Fractional years per period × (1 - Discount factor)

Source: S&P Global Market Intelligence

#### UNIT: USD BILLIONS





Source: S&P Global Market Intelligence

Note: Discounts = Unlevered free cash flow × Fractional years per period × (1 - Discount factor)



300.0	
270.0	
240.0	
210.0	
180.0	



**Source:** S&P Global Market Intelligence **Note:** Discounts = Unlevered free cash flow × Fractional years per period × (1 - Discount factor)

UNIT: USD BILLIONS

#### Fiscal Year 2026



**Source:** S&P Global Market Intelligence **Note:** Discounts = Unlevered free cash flow × Fractional years per period × (1 - Discount factor)





**Source:** S&P Global Market Intelligence **Note:** Discounts = Unlevered free cash flow × Fractional years per period × (1 - Discount factor)

# **SENSITIVITY ANALYSIS**

### Summary

#### ENTERPRISE VALUE

		Perpetuity growth rate								
		1.0%	1.5%	2.0%	2.5%	3.0%				
	5.0%	2,048.9	2,312.6	2,664.2	3,156.4	3,894.7				
	5.5%	1,814.4	2,016.1	2,275.4	2,621.1	3,105.1				
WACC	6.0%	1,626.9	1,785.5	1,983.9	2,238.9	2,578.9				
	6.5%	1,473.6	1,601.2	1,757.3	1,952.4	2,203.2				
	7.0%	1,345.9	1,450.5	1,576.1	1,729.6	1,921.5				

#### EQUITY VALUE

#### UNIT: USD BILLIONS

UNIT: USD BILLIONS

		Perpetuity growth rate								
		1.0%	1.5%	2.0%	2.5%	3.0%				
	5.0%	2,100.6	2,364.3	2,715.8	3,208.0	3,946.3				
WACC	5.5%	1,866.0	2,067.7	2,327.0	2,672.7	3,156.8				
	6.0%	1,678.5	1,837.2	2,035.5	2,290.5	2,630.6				
	6.5%	1,525.2	1,652.9	1,808.9	2,004.0	2,254.8				
	7.0%	1,397.5	1,502.2	1,627.8	1,781.3	1,973.2				

#### EQUITY VALUE / SHARE

UNIT: USD

		Perpetuity growth rate								
		1.0%	1.5%	2.0%	2.5%	3.0%				
	5.0%	279.8	314.9	361.7	427.3	525.6				
WACC	5.5%	248.5	275.4	309.9	356.0	420.5				
	6.0%	223.6	244.7	271.1	305.1	350.4				
	6.5%	203.1	220.2	240.9	266.9	300.3				
	7.0%	186.1	200.1	216.8	237.3	262.8				

#### Source: S&P Global Market Intelligence, IMF and World Bank

Note: Perpetuity growth rates are based on inflation targets and historical inflation rates in the target country.

#### ENTERPRISE VALUE

#### Exit EV / EBITDA multiple 19.0x 20.0x 21.0x 22.0x 23.0x 3,373.6 2.834.4 2.969.2 3.104.0 3.238.8 5.0% 3,303.9 5.5% 2.776.2 2,908.2 3,040.1 3,172.0 WACC 6.0% 2,719.5 2,848.7 2,977.8 3,106.9 3,236.0 2,790.7 3,043.5 3,169.9 2,664.3 2,917.1 6.5% 2,734.2 2,610.4 2,857.9 2,981.7 3,105.4 7.0%

#### EQUITY VALUE

#### UNIT: USD BILLIONS

		Exit EV / EBITDA multiple								
		19.0x	20.0x	21.0x	22.0x	23.0x				
	5.0%	2,886.1	3,020.9	3,155.6	3,290.4	3,425.2				
	5.5%	2,827.9	2,959.8	3,091.7	3,223.6	3,355.6				
WACC	6.0%	2,771.2	2,900.3	3,029.4	3,158.6	3,287.7				
	6.5%	2,715.9	2,842.3	2,968.7	3,095.1	3,221.5				
	7.0%	2,662.1	2,785.8	2,909.6	3,033.3	3,157.1				

#### **EQUITY VALUE / SHARE**

WACC

#### UNIT: USD

		Exit EV / EBITDA multiple										
	19.0x	20.0x	21.0x	22.0x	23.0x							
5.0%	384.4	402.4	420.3	438.3	456.2							
5.5%	376.7	394.2	411.8	429.4	446.9							
6.0%	369.1	386.3	403.5	420.7	437.9							
6.5%	361.7	378.6	395.4	412.2	429.1							
7.0%	354.6	371.0	387.5	404.0	420.5							



### Summary

GOVERNMENT BOND YIELDS 10 YEARS

GOVERNMENT BOND YIELDS 20 YEARS

GOVERNMENT BOND YIELDS 30 YEARS



**Source:** S&P Global Market Intelligence and Professor Aswath Damodaran from New York University **Note:** This histogram displays how many times each percentage is observed.



Gove	ernment bon	d yields - 10 ye	ars		TARGET	COMPANY		COMPARABLE	E COMPANIES	
AVEF					D/E ratio	Net D/E ratio	D/E ratio		Net D/	E ratio
5.7	7% 5.	5% 6.5	% 5	.1%			Average	Median	Average	Median
					3.2%	0.0%	2.4%	1.6%	0.7%	0.0%
TARGET COMPANY	Levered ß	2-year weekly	Actual	0.85	5.1%	5.2%	5.1%	5.1%	5.2%	5.2%
TARGET (		5-year monthly	Actual	0.87	5.2%	5.3%	5.2%	5.2%	5.3%	5.3%
	Levered ß	2-year weekly	Average	0.94	5.5%	5.6%	5.5%	5.5%	5.5%	5.6%
COMPARABLE COMPANIES			Median	0.94	5.5%	5.6%	5.5%	5.5%	5.6%	5.6%
COMPARABL		5-year monthly	Average	1.16	6.4%	6.5%	6.4%	6.5%	6.5%	6.5%
			Median	1.14	6.3%	6.4%	6.3%	6.4%	6.4%	6.4%

**Source:** S&P Global Market Intelligence and Professor Aswath Damodaran from New York University **Note:** D/E ratio = Interest bearing debt / Market cap and Net D/E ratio = Net debt / Market cap.



Gov	ernment bond	l yields - 20 ye	ars		TARGET	COMPANY	COMPARABLE COMPANIES			
	RAGE MED				D/E ratio	Net D/E ratio	D/E ı	ratio	Net D/	E ratio
6.	1% 6.0	)% 7.0	1% 5	.5%			Average	Median	Average	Median
					3.2%	0.0%	2.4%	1.6%	0.7%	0.0%
TARGET COMPANY	Levered ß	2-year weekly	Actual	0.85	5.5%	5.6%	5.5%	5.5%	5.6%	5.6%
TARGET (		5-year monthly	Actual	0.87	5.6%	5.7%	5.6%	5.7%	5.7%	5.7%
	Levered ß	2-year weekly	Average	0.94	5.9%	6.0%	5.9%	5.9%	6.0%	6.0%
COMPARABLE COMPANIES			Median	0.94	5.9%	6.0%	5.9%	5.9%	6.0%	6.0%
COMPARABL		5-year monthly	Average	1.16	6.8%	7.0%	6.8%	6.9%	6.9%	7.0%
			Median	1.14	6.7%	6.9%	6.8%	6.8%	6.8%	6.9%

**Source:** S&P Global Market Intelligence and Professor Aswath Damodaran from New York University **Note:** D/E ratio = Interest bearing debt / Market cap and Net D/E ratio = Net debt / Market cap.



Gov	ernment bon	d yields - 30 ye	ars		TARGET	COMPANY	COMPARABLE COMPANIES			
					D/E ratio	Net D/E ratio	D/E	ratio	Net D/	E ratio
6.	1% 5.9	9% 6.9	5% 5	.5%			Average	Median	Average	Median
					3.2%	0.0%	2.4%	1.6%	0.7%	0.0%
TARGET COMPANY	Levered B	2-year weekly	Actual	0.85	5.5%	5.6%	5.5%	5.5%	5.6%	5.6%
TARGET (		5-year monthly	Actual	0.87	5.6%	5.7%	5.6%	5.6%	5.7%	5.7%
	Levered B	2-year weekly	Average	0.94	5.8%	6.0%	5.9%	5.9%	5.9%	6.0%
COMPARABLE COMPANIES			Median	0.94	5.9%	6.0%	5.9%	5.9%	6.0%	6.0%
COMPARABL		5-year monthly	Average	1.16	6.8%	6.9%	6.8%	6.8%	6.9%	6.9%
			Median	1.14	6.7%	6.8%	6.7%	6.8%	6.8%	6.8%

**Source:** S&P Global Market Intelligence and Professor Aswath Damodaran from New York University **Note:** D/E ratio = Interest bearing debt / Market cap and Net D/E ratio = Net debt / Market cap.

# **APPENDICES**

### Latest and averages

UNIT: USD

Company name	Latest	Average (5 business days)	<b>Average (1 month)</b> 22 Nov 2021 - 21 Dec 2021	<b>Average (3 months)</b> 22 Sep 2021 - 21 Dec 2021
Microsoft Corporation	327.29	326.11	331.66	319.08
Apple Inc.	172.99	173.09	168.49	154.36
Alphabet Inc.	2,869.45	2,870.76	2,890.96	2,862.69
Meta Platforms, Inc.	334.20	334.00	329.13	332.52
Adobe Inc.	557.52	572.07	634.19	628.64

**Source:** S&P Global Market Intelligence **Note:** Average (5 business days) = Average of the last 5 available share prices

### FISCAL YEAR ENDS AND QUARTER ENDS

### Definition

Company name	FY-3	FY-2	FY-1	FY+0	Latest	FY+1	FY+2
Microsoft Corporation	30 Jun 2018	30 Jun 2019	30 Jun 2020	30 Jun 2021	30 Sep 2021	30 Jun 2022	30 Jun 2023
Apple Inc.	29 Sep 2018	28 Sep 2019	26 Sep 2020	25 Sep 2021	25 Sep 2021	30 Sep 2022	30 Sep 2023
Alphabet Inc.	31 Dec 2017	31 Dec 2018	31 Dec 2019	31 Dec 2020	30 Sep 2021	31 Dec 2021	31 Dec 2022
Meta Platforms, Inc.	31 Dec 2017	31 Dec 2018	31 Dec 2019	31 Dec 2020	30 Sep 2021	31 Dec 2021	31 Dec 2022
Adobe Inc.	30 Nov 2018	29 Nov 2019	27 Nov 2020	3 Dec 2021	3 Dec 2021	30 Nov 2022	30 Nov 2023

**Source:** S&P Global Market Intelligence **Note:** FY+0 is the latest fiscal year end as of 21 December 2021.

#### Income statement 1/4

UNIT: USD BILLIONS

Company name	FY-3 Actual	FY-2 Actual	FY-1 Actual	FY+0 Actual	LTM Actual	FY+1 Estimated	<b>Sales</b> FY+2 Estimated
Microsoft Corporation	110.4	125.8	143.0	168.1	176.3	196.1	223.0
Apple Inc.	265.6	260.2	274.5	365.8	365.8	379.3	402.3
Alphabet Inc.	110.9	136.8	161.9	182.5	239.2	254.0	297.9
Meta Platforms, Inc.	40.7	55.8	70.7	86.0	112.3	117.6	140.1
Adobe Inc.	9.0	11.2	12.9	15.8	15.8	18.0	20.6
Average	106.5	116.0	130.0	162.5	183.3	192.3	215.2
Median	75.8	96.3	116.3	134.2	175.8	185.8	219.0
Max	265.6	260.2	274.5	365.8	365.8	379.3	402.3
Min	9.0	11.2	12.9	15.8	15.8	18.0	20.6

Source: S&P Global Market Intelligence

Note: Sales in FY+1 = Sales in FY+0 × CAGR (FY-2 to FY+0) and Sales in FY+2 = Sales in FY+1 × CAGR (FY-2 to FY+0) if broker consensuses are not available.

#### Income statement 2/4

UNIT: USD BILLIONS

		EV 1	57.0		FY+1	EBITDA
Company name	FY-2 Actual	FY-1 Actual	FY+0 Actual	LTM Actual	Estimated	FY+2 Estimated
Microsoft Corporation	54.6	65.4	80.8	85.7	96.2	110.0
Apple Inc.	76.5	77.3	120.2	120.2	122.8	127.7
Alphabet Inc.	41.6	48.1	54.9	85.2	90.1	102.1
Meta Platforms, Inc.	29.2	34.7	39.5	54.8	55.5	59.0
Adobe Inc.	3.9	4.8	5.8	5.8	8.9	10.2
Average	37.8	41.3	55.1	66.5	69.3	74.8
Median	35.4	41.4	47.2	70.0	72.8	80.5
Max	76.5	77.3	120.2	120.2	122.8	127.7
Min	3.9	4.8	5.8	5.8	8.9	10.2

**Source:** S&P Global Market Intelligence **Note:** EBITDA in each fiscal year = EBIT in each fiscal year + Depreciation & Amortisation in each fiscal year.

### Income statement 3/4

UNIT: USD BILLIONS

						EBIT	Intere	est expense
	FY-2	FY-1	FY+0	LTM	FY+1	FY+2	FY+0	LTM
Company name	Actual	Actual	Actual	Actual	Estimated	Estimated	Actual	Actual
Microsoft Corporation	43.0	53.1	69.9	74.3	81.9	94.0	2.3	2.3
Apple Inc.	63.9	66.3	108.9	108.9	110.3	114.9	2.6	2.6
Alphabet Inc.	32.6	36.5	41.2	72.5	77.4	86.8	0.1	0.3
Meta Platforms, Inc.	24.9	29.0	32.7	46.9	47.3	48.6	0.0	0.0
Adobe Inc.	3.3	4.2	5.8	5.8	8.1	9.4	0.1	0.1
Average	31.2	34.0	47.2	58.5	60.8	64.9	0.7	0.8
Median	28.8	32.7	36.9	59.7	62.4	67.7	0.1	0.2
Мах	63.9	66.3	108.9	108.9	110.3	114.9	2.6	2.6
Min	3.3	4.2	5.8	5.8	8.1	9.4	0.0	0.0

Source: S&P Global Market Intelligence

Note: EBIT in each future fiscal year = Sales in each future fiscal year × EBIT margin in FY+0 if broker consensuses are not available.

### Income statement 4/4

						Netincome	Shares o	utstanding
Company name	FY-2 Actual	FY-1 Actual	FY+0 Actual	LTM Actual	FY+1 Estimated	FY+2 Estimated	FY+0 Actual	Latest Actual
Microsoft Corporation	39.2	44.3	61.3	67.9	71.2	78.0	7.5	7.5
Apple Inc.	55.3	57.4	94.7	94.7	92.7	97.0	16.5	16.4
Alphabet Inc.	30.7	34.3	40.3	70.6	73.1	75.8	0.7	0.7
Meta Platforms, Inc.	22.1	18.5	29.1	40.3	39.9	40.6	2.8	2.8
Adobe Inc.	3.0	5.3	4.8	4.8	5.1	6.0	0.5	0.5
Average	27.8	28.9	42.2	52.6	52.7	54.9	5.1	5.1
Median	26.4	26.4	34.7	55.5	56.5	58.2	1.8	1.7
Max	55.3	57.4	94.7	94.7	92.7	97.0	16.5	16.4
Min	3.0	5.3	4.8	4.8	5.1	6.0	0.5	0.5

Source: S&P Global Market Intelligence

Note: Net income in each future fiscal year = Sales in each future fiscal year × Net income margin in FY+0 if broker consensuses are not available.

### Balance sheet 1/4

	Intere	est bearing debt	М	inority interest	Cash and cas	sh equivalents
	FY+0	Latest	FY+0	Latest	FY+0	Latest
Company name	Actual	Actual	Actual	Actual	Actual	Actual
Microsoft Corporation	82.3	78.9	0.0	0.0	130.3	130.6
Apple Inc.	136.5	136.5	0.0	0.0	62.6	62.6
Alphabet Inc.	27.9	28.1	0.0	0.0	136.7	142.0
Meta Platforms, Inc.	11.2	13.2	0.0	0.0	62.0	58.1
Adobe Inc.	4.7	4.7	0.0	0.0	5.8	5.8
Average	45.1	45.6	0.0	0.0	66.8	67.1
Median	19.5	20.7	0.0	0.0	62.3	60.4
Мах	136.5	136.5	0.0	0.0	136.7	142.0
Min	4.7	4.7	0.0	0.0	5.8	5.8

#### Balance sheet 2/4

					Current assets
	FY-3	FY-2	FY-1	FY+0	Latest
Company name	Actual	Actual	Actual	Actual	Actua
Microsoft Corporation	169.7	175.6	181.9	184.4	174.3
Apple Inc.	131.3	162.8	143.7	134.8	134.8
Alphabet Inc.	124.3	135.7	152.6	174.3	184.1
Meta Platforms, Inc.	48.6	50.5	66.2	75.7	75.4
Adobe Inc.	4.9	6.5	8.1	8.7	8.7
Average	77.3	88.9	92.7	98.4	100.8
Median	86.4	93.1	105.0	105.3	105.1
Мах	131.3	162.8	152.6	174.3	184.1
Min	4.9	6.5	8.1	8.7	8.7

#### Balance sheet 3/4

				Curr	entliabilities	Shareho	lders' equity
	FY-3	FY-2	FY-1	FY+0	Latest	FY+0	Latest
Company name	Actual	Actual	Actual	Actual	Actual	Actual	Actual
Microsoft Corporation	58.5	69.4	72.3	88.7	80.5	142.0	152.0
Apple Inc.	115.9	105.7	105.4	125.5	125.5	63.1	63.1
Alphabet Inc.	24.2	34.6	45.2	56.8	61.8	222.5	244.6
Meta Platforms, Inc.	3.8	7.0	15.1	15.0	17.8	128.3	133.4
Adobe Inc.	4.3	8.2	5.5	6.9	6.9	14.8	14.8
Average	37.0	38.9	42.8	51.1	53.0	107.2	114.0
Median	14.2	21.4	30.1	35.9	39.8	95.7	98.2
Max	115.9	105.7	105.4	125.5	125.5	222.5	244.6
Min	3.8	7.0	5.5	6.9	6.9	14.8	14.8

#### Balance sheet 4/4

				Net wo	orking capital		Total assets
	FY-3	FY-2	FY-1	FY+0	Latest	FY+0	Latest
Company name	Actual	Actual	Actual	Actual	Actual	Actual	Actual
Microsoft Corporation	111.2	106.1	109.6	95.7	93.8	333.8	335.4
Apple Inc.	15.4	57.1	38.3	9.4	9.4	351.0	351.0
Alphabet Inc.	100.1	101.1	107.4	117.5	122.3	319.6	347.4
Meta Platforms, Inc.	44.8	43.5	51.2	60.7	57.6	159.3	169.6
AdobeInc.	0.6	-1.7	2.6	1.7	1.7	27.2	27.2
Average	40.2	50.0	49.9	47.3	47.8	214.3	223.8
Median	30.1	50.3	44.7	35.0	33.5	239.5	258.5
Мах	100.1	101.1	107.4	117.5	122.3	351.0	351.0
Min	0.6	-1.7	2.6	1.7	1.7	27.2	27.2

### Cash flow statement

		[	Depreciation & A	mortisation			Capital e	expenditure
	FY-2	FY-1	FY+0	LTM	FY-2	FY-1	FY+0	LTM
Company name	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual
Microsoft Corporation	11.6	12.3	10.9	11.5	13.9	15.4	20.6	21.5
Apple Inc.	12.5	11.1	11.3	11.3	10.5	7.3	11.1	11.1
Alphabet Inc.	9.0	11.7	13.7	12.7	25.1	23.5	22.3	23.7
Meta Platforms, Inc.	4.3	5.7	6.9	7.8	13.9	15.1	15.1	17.8
Adobe Inc.	0.6	0.6	0.0	0.0	0.4	0.4	0.0	0.0
Average	6.6	7.3	8.0	8.0	12.5	11.6	12.1	13.2
Median	6.7	8.4	9.1	9.6	12.2	11.2	13.1	14.4
Мах	12.5	11.7	13.7	12.7	25.1	23.5	22.3	23.7
Min	0.6	0.6	0.0	0.0	0.4	0.4	0.0	0.0

### **ADDITIONAL NOTES**

P.2	Assumptions
	- 191 days until 30 June 2022 = 30 June 2022 (FYE+1) - 21 December 2021 (valuation date)
	- Cost of debt = Interest expense (latest) / Interest bearing debt (latest) = 2.3 / 78.9 = 2.9%
P.4	Enterprise value (100.0%)
	- Weighted average = 0.00% × {(1,553.1 + 2,524.4) ÷ 2} + 25.00% × {(2,097.3 + 2,230.1) ÷ 2} + 25.00% × {(2,027.0 + 2,171.8) ÷ 2} + 25.00% × {(1,966.9 + 2,311.2) ÷ 2} + 25.00% ×
	$\{(1,601.2 + 2,621.1) \div 2\} + 0.00\% \times \{(100.3 + 100.3) \div 2\} = 2,128.3$
P.5	Equity value (100.0%)
	- Weighted average = 0.00% × {(1,604.7 + 2,576.1) ÷ 2} + 25.00% × {(2,148.9 + 2,281.7) ÷ 2} + 25.00% × {(2,078.6 + 2,223.5) ÷ 2} + 25.00% × {(2,018.5 + 2,362.8) ÷ 2} + 25.00% ×
	{(1,652.9 + 2,672.7) ÷ 2} + 0.00% × {(152.0 + 152.0) ÷ 2} = 2,180.0
P.6	Equity value / share (100.0%)
	-Weighted average = 0.00% × {(212.25 + 343.11) ÷ 2} + 25.00% × {(286.22 + 303.91) ÷ 2} + 25.00% × {(276.85 + 296.14) ÷ 2} + 25.00% × {(268.85 + 314.71) ÷ 2} + 25.00% × {(220.15 + 20.14) • 20.14) ; 25.00% × {(220.15 + 20.14) • 20.14) ; 25.00\% ×
	355.99) ÷ 2} + 0.00% × {(20.24 + 20.24) ÷ 2} = 290.35
P.7	Trading multiples
	- Negative multiples (if any) are removed and displayed as "-" in the table.
	- All multiples of Microsoft Corporation are not capped and included in average, median, max and min in the table.
P.13	Share price performance - 3 months (13 weeks)
	- Companies which were not listed on stock exchanges as of 21 September 2021 are not displayed in the graph.
P.14	Share price performance - 12 months (52 weeks)
	- Companies which were not listed on stock exchanges as of 22 December 2020 are not displayed in the graph.
P.15	Competitive landscape (Growth and Profitability)
	- All financial indicators of Microsoft Corporation are not included in average, median, max and min in the table.
P.23	Competitive landscape (Credibility)
	- Negative values of all financial indicators (if any) are removed and displayed as "-" in the table.
	- All financial indicators of Microsoft Corporation are not included in average, median, max and min in the table.
P.31 - 32	Transaction multiples
	- Foreign exchange rates as of close dates if available (otherwise, as of offer dates) are used to convert enterprise value (EV), sales and EBITDA in the table.
P.35	Financial forecast
	- Fractional years per period in FY+1 = 191 days / 365 days = 0.52
	- Depreciation & Amortisation in each future fiscal year = Sales in each future fiscal year × (Depreciation & Amortisation in FY+0 / Sales in FY+0)
	- Capex in each future fiscal year = Sales in each future fiscal year × (Capex in FY+0 / Sales in FY+0)
	- 🛆 Net working capital in each future fiscal year = Sales in each future fiscal year × (🛆 Net working capital in FY+0 / Sales in FY+0)
P.46	Sensitivity analysis
	- Exit EV / EBITDA multiples are based on peer average and median of EV / EBITDA multiples (i.e. 20.2x - 22.3x).

# **FINANCIAL ABBREVIATIONS**

FY	Fiscal Year
LTM	Last Twelve Months
EV	Enterprise Value
EqV	Equity Value
EBITDA	Earnings Before Interest, Taxes, Depreciation & Amortisation
EBIT	Earnings Before Interest & Taxes
P/E	Price Earnings Ratio
P/B	Price Book-value Ratio
ROE	Return On Equity
ROA	Return On Assets
EPS	Earnings Per Share
BPS	Book-value Per Share
CAR	Capital Adequacy Ratio
D/E	Debt to Equity Ratio
DCF	Discounted Cash Flow
PGR	Perpetuity Growth Rate
CAGR	Compound Annual Growth Rate
NOPAT	Net Operating Profit After Taxes
CAPEX	Capital Expenditure
WACC	Weighted Average Cost of Capital

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