





Fair Value Analysis of Mersive Technologies, Inc.

Valuation as of December 31, 2019

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We have not been engaged to identify prospective purchasers or to ascertain the actual prices at which and terms on which each of the portfolio companies could currently be sold. No opinion, counsel or interpretation is intended for use in matters that require legal, accounting, tax or other professional advice. It is assumed that such opinions, counsel or interpretations have been or will be obtained from the appropriate professional sources.

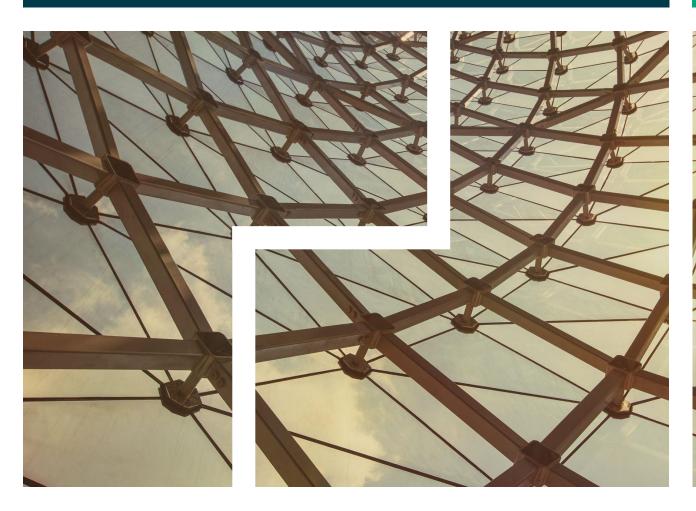


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# **Executive Summary**

Section 1





### **Executive Summary**

#### Terms of Engagement

■ Lincoln Partners Advisors LLC ("Lincoln") has been retained by OpenGate Capital ("OGC") as an independent financial advisor for the purpose of providing written valuations (each, a "Valuation") as of December 31, 2019 (the "Valuation Date") of certain control, affiliate and non-control/non-affiliate investments of preferred stock, common stock, membership interests and warrants (individually, the "Investment"; collectively, the "Investments"). The portfolio company in which OGC owns an Investment is herein referred to as the "Portfolio Company." The Valuation will be used by OGC to assist with its determination of the fair value of the Investment in accordance with the fair measurement principles of Accounting Standards Codification Topic 820, Fair Value Measurements and Disclosure (ASC 820), issued by the Financial Accounting Standards Board (FASB).

### Scope of Analysis

- In connection with Lincoln's activities on behalf of OGC and the performance of its services hereunder, we have, among other things:
- Reviewed credit agreements and amendments for debt when available;
- Reviewed audited and/or unaudited financial statements when available, as well as internal financial statements as provided by OGC, for the most current period prior to the close of the quarter;
- Reviewed certain business, financial and other information relating to the Portfolio Company, including financial budgets or forecasts prepared by management of the Portfolio Company;
- Reviewed investment report memoranda prepared on the Investment by OGC;
- Discussed with OGC the investment thesis and business, financial outlook and prospects of the Portfolio Company;
- Reviewed certain financial and other information for the Portfolio Company and compared that data and information with certain stock trading and corresponding data and information for companies with publicly traded securities that we deemed relevant; and
- Considered such other information, financial studies, analyses and investigations and financial, economic and market criteria that we deemed relevant.





# **Summary of Conclusions**

### **Summary Conclusions - Mersive**

			F	air Value	
	Weighting	Low		Mid	High
Enterprise Value Indications:					
Market Approach:					
Market Approach	25.0%	\$ 83,356	\$	88,635	\$ 93,915
Precedent Transactions Analysis	25.0%	84,146		88,354	92,561
Income Approach:					
Discounted Cash Flow Analysis	50.0%	87,285		93,307	99,513
Indicated Enterprise Value		\$ 85,518	\$	90,901	\$ 96,376
Add: Excess Cash (1)		\$ -	\$	-	\$ -
Less: Total Debt (2)		(3,500)		(3,500)	(3,500)
Indicated Total Equity Value		\$ 82,018	\$	87,401	\$ 92,876

	/31/2019	lmp	olied Fair Value		Fair Value as % Cost							
Security	Со	st Basis	Low	Mid	High	Low	Mid	High				
OGC Share of Class A Units	\$	36,750	TBD	TBD	TBD	TBD	TBD	TBD				
Others' Share of Class A Units		4,000	TBD	TBD	TBD	TBD	TBD	TBD				
Class B Units		n/a	TBD	TBD	TBD	TBD	TBD	TBD				
Class C Units		n/a	TBD	TBD	TBD	TBD	TBD	TBD				
Participation Plan		n/a	TBD	TBD	TBD	TBD	TBD	TBD				

<sup>(2)</sup> Total debt calculated as Revolver Balance as of December 31, 2019

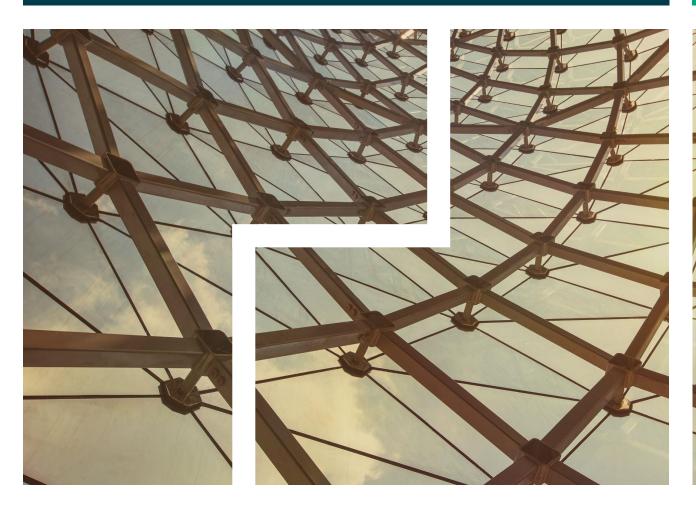




<sup>(1)</sup> Cash is assumed to be operational

# Mersive Technologies, Inc.

# Section 2





# Mersive Technologies, Inc. ("Mersive")

#### **Industry: Application Software**

#### Initial Investment: December 15, 2017

	Initial Investment		Pri	or Period			С	urr	ent Perio	d						
Valuation Date:	December 15, 2017	Se	epter	nber 30, 2	019	1	Dec	em	ber 31, 2	019			(	Change		
Fair Value Conclusion	Purchase Price	Low		Mid		<u>High</u>	Low		Mid		<u>High</u>	Low		Mid		<u>High</u>
Enterprise Value	\$ 44,250	\$ 65,281	\$	69,529	\$	73,853	\$ 85,518	\$	90,901	\$	96,376	\$ 20,236	\$	21,371	\$	22,523
Selected Public Companies Analysis Precedent Transactions Analysis Discounted Cash Flow Analysis		\$ 67,842 67,842 62,721	2 .	71,868 71,868 67,191	\$	75,894 75,894 71,811	\$ 83,356 84,146 87,285	\$	88,635 88,354 93,307	\$	93,915 92,561 99,513	\$ 15,514 16,305 24,564	\$	16,767 16,486 26,116	\$	18,021 16,667 27,702
Total Common Value	\$ 40,750	\$ 61,781	\$	66,029	\$	70,353	\$ 82,018	\$	87,401	\$	92,876	\$ 20,237	\$	21,372	\$	22,523
Financial Metrics	As of December 2017	As	of S	eptember 2	201	9	As o	f D	ecember 2	2019	9			Amount		<u>%</u>
LTM Revenue	\$ 14,600 <sup>(1)</sup>		\$	37,251	(3)			\$	42,073	(3)			\$	4,822		12.9%
LTM EBITDA	3,200 (1)			7,676	(3)				9,332	(3)				1,656		21.6%
% Margin	21.9%			20.6%					22.2%							
Forward Revenue	\$ 24,000 (2)		\$	43,271				\$	63,512				\$	20,241		46.8%
Forward EBITDA	3,400 (2)			8,044					13,011					4,967	,	61.8%
% Margin	14.2%			18.6%					20.5%							
Total Net Leverage	1.1x			0.5x					0.4x					-0.1x		
Net Debt	\$ 3,500		\$	3,500				\$	3,500				\$	-		
Implied Multiples	Purchase Multiples	Low		Mid		<u>High</u>	Low		Mid		<u>High</u>	Low		Mid		<u>High</u>
Implied LTM Revenue Multiple	3.0x	1.8x		1.9x		2.0x	2.0x		2.2x		2.3x	0.3x		0.3x		0.3x
Implied LTM EBITDA Multiple	13.8x	8.5x		9.1x		9.6x	9.2x		9.7x		10.3x	0.7x		0.7x		0.7x
Implied Forward Revenue Multiple	1.8x	1.5x		1.6x		1.7x	1.3x		1.4x		1.5x	(0.2x)		(0.2x)		(0.2x)
Implied Forward EBITDA Multiple	13.0x	8.1x		8.6x		9.2x	6.6x		7.0x		7.4x	(1.5x)		(1.7x)		(1.8x)

#### **Financial Metrics and Company Valuation**

### **Lincoln Valuation Assumptions**

#### **Fair Value Conclusion**

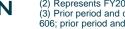
- LTM revenue increased 12.9% from the prior period
- LTM revenue and 2020E revenue used as Valuation Drivers in the current period; Lincoln valued Mersive based on revenue multiples given the industry it operates in and recurring nature of the revenue streams
- Mersive has continued to outperform underwriting expectations on both a revenue and EBITDA basis; given the nature of the company's operations, Lincoln included the change in deferred revenue as an adjustment to EBITDA to reflect the company's cash EBITDA

INTERNATIONAL

- Selected LTM revenue multiples increased slightly while NCY revenue multiples were revised down slightly in the selected public companies analysis reflecting the increased risk of achieving the revised projections
- Selected LTM revenue multiple in the precedent transaction analysis increased slightly from the prior period given the updated transaction set and Mersive's higher margins
- DCF revenue exit multiple of 1.1x reflects a slight decrease from prior period and comparable with the low end of the 2020E revenue multiple utilized in the selected public companies' analysis
- Estimated enterprise value increased 30.7% from the prior period due to continued growth in LTM revenue and an improved outlook on the business going forward
- Total common value is 32.4% above the prior period due to a higher estimated enterprise value since close, primarily driven by revenue growth (188.2% growth since close)

Note: All tables express USD in thousands unless otherwise noted

- (1) Represents FY2017E at the Initial Investment Date
- (2) Represents FY2018E at the Initial Investment Date and FY 2019E in the prior period
- (3) Prior period and current period results reflect the change in accounting policy relating to maintenance contracts and adoption of ASC 606; prior period and current period LTM EBITDA includes adjustment for change in deferred revenue





### **Business and Transaction Overview**

#### **Initial Transaction**

	/15/2017 Amount	Multiple of Revenue	Cumulative Multiple	% of Total Cap
Revolver (1)	\$ 3,500	0.2x	0.2x	7.9%
Total Debt	\$ 3,500	0.2x	0.2x	7.9%
Less: Cash	-	0.0x	0.2x	0.0%
Net Debt	\$ 3,500	0.2x	0.2x	7.9%
Common Equity	\$ 40,750	2.8x	3.0x	92.1%
Total Equity	\$ 40,750	2.8x	3.0x	92.1%
Total Capitalization	\$ 44,250	3.0x	3.0x	100.0%
FY 2017E Revenue FY 2017E EBITDA <sup>(2)</sup> Implied 2017E EBITDA Multiple	\$ 14,600 3,200 13.8x			

#### **Business and Transaction Overview**

- Mersive provides a wireless media streaming and collaboration software solution for corporate, education, and government markets. It offers Solstice, a software solution that enables multiple users to connect to a shared display using computers, tablets, and phones wirelessly. The company was founded in 2004 and is based in Denver, Colorado.
- On December 15, 2017, OpenGate Capital ("OGC") purchased Mersive for \$44.3 million, or 3.0x 2017E revenue. The transaction was financed with \$40.8 million of equity and a \$3.5 million Revolver draw.

### **Underwriting Considerations**

- Mersive operates in a large and growing market as conference room screen sharing is a major pain point for corporate, education, and government customers. The conference room screen sharing market grew at a 41.0% CAGR from 2012 to 2017. Additionally, the industry is in its early stage as approximately 175,000 conference screen sharing software units were sold in 2016 in comparison to the 10.5 million addressable conference rooms in the United States and Europe alone.
- Mersive offers a differentiated product with the potential to grow in conjunction with the overall market and win market share. Mersive is one of the more attractive players in the industry given its historically high gross margins and recurring revenue base. The company's customer base consists of over 100 Fortune 500 companies, 17 of the top 25 higher education institutions, and 120 government organizations.
- The company is led by an experienced management team, as Rob Balgley, the CEO, has over 25 years of start-up experience. Additionally, the founder and CTO Christopher Jaynes has written over 100 technical articles and has 15 patents.
- Mersive's existing business, with additional capital invested in sales and marketing to capitalize on its market and product leadership, has the potential to grow to over \$100.0 million in revenues.





### Business and Transaction Overview (continued)

#### **Recent Developments**

- In Q4 2018, Mersive changed its accounting policy for maintenance contracts and completed an early adoption of ASC 606. Previously, revenue was recognized at the time of sale for maintenance contracts. As a result of the change, revenue is now recognized ratably over the maintenance period of one year. Additionally, as a result of the adoption of ASC 606, revenues in the historical periods shown on the following page have been restated.
- Mersive launched its software as a service ("SaaS") product in Q4 2018, which allows customers to track usage data of Solstice. Currently, the product is bundled with the sale of Solstice pods and is included at no added cost to the consumer. The company is evaluating how to price the product and projections do not include contributions from SaaS sales.





## Financial Overview

### Underwriting Forecast vs. Actual / Valuation Date Forecast

	Actual 12/31/2017		12	Actual 12/31/2018		Actual 12/31/2019		Revised 12/31/2020		Revised 12/31/2021		Revised 12/31/2022		evised /31/2023
Revenue														
Underwriting Projections	\$	14,600	\$	24,000	\$	32,500	\$	39,000	\$	44,800	\$	49,700		n/a
9/30/2019 Projections		14,927		26,706		43,271		49,158		54,074		59,481		62,455
Actual Results / Revised Forecast		14,927		26,706		42,073		63,512		79,105		92,139		104,579
Over (Under) Underwriting Projections	\$	327	\$	2,706	\$	9,573	\$	24,512	\$	34,305	\$	42,439		n/a
		2.2%		11.3%		29.5%		62.9%		76.6%		85.4%		n/a
Adjusted EBITDA														
Underwriting Projections	\$	3,200	\$	3,400	\$	6,900	\$	9,300	\$	11,000	\$	12,500	\$	12,500
9/30/2019 Projections		3,755		7,151		8,044		7,161		8,811		13,075		13,004
Actual Results / Revised Forecast		3,755		7,151		9,332		13,011		18,007		24,118		24,676
Over (Under) Underwriting Projections	\$	555	\$	3,751	\$	2,432	\$	3,711	\$	7,007	\$	11,618	\$	12,176
		17.4%		110.3%		35.2%		39.9%		63.7%		92.9%		97.4%

### **Summary Historical Operating Results**

		F	iscal	Year Ende	Projected Year Ending						
	12/	31/2017	12	/31/2018	12	/31/2019	12	/31/2020	12	/31/2021	
Revenue	\$	14,927	\$	26,706	\$	42,073	\$	63,512	\$	79,105	
% Growth		n/a		78.9%		57.5%		51.0%		24.6%	
EBITDA	\$	2,584	\$	2,846	\$	1,400	\$	3,728	\$	10,930	
% Margin		17.3%		10.7%		3.3%		5.9%		13.8%	
Adjustments (1)	\$	1,171	\$	4,304	\$	7,932	\$	9,283	\$	7,077	
Adjusted EBITDA	\$	3,755	\$	7,151	\$	9,332	\$	13,011	\$	18,007	





### Financial Overview (continued)

#### Commentary

- As a result of the company's change in accounting policy for maintenance contracts and adoption of ASC 606, operating results were restated for FY 2017 and beyond. Previously, Mersive recognized all revenue for maintenance contracts at the inception of the contract.
- Mersive has grown revenues at a 78.1% CAGR from 2016 to 2018, as the company has expanded its customer base significantly while also turning the corner to profitability in 2016. The strong customer network established has led to increased repeat orders from existing customers.
- On a GAAP basis, the company expects FY 2020 EBITDA to increase 166.2% from FY 2019. This increase is attributable to the continued positive operating trends experienced at the company as well as the margin expansion expected as the company continues to achieve scale.
- When considering the free cash flows of the company used in the DCF analysis, Lincoln adjusted working capital to include the change in short-term deferred revenue and separately added the change in long-term deferred revenue (as opposed to adjusting EBITDA) to arrive at unlevered free cash flows in order to appropriately calculate the company's projected taxes.





# Market Approach – Selected Public Companies Analysis

		Selected M	ultiples		Mersive inancial		Ente	rprise Value	
	Weighting	Low	High	5	Statistic	Low		Mid	High
Last Twelve Months:									
Enterprise Value / Revenue	50.0%	2.00x	2.20x	\$	42,073	\$ 84,146	\$	88,354	\$ 92,561
Next Calendar Year:									
Enterprise Value / Revenue	50.0%	1.30x	1.50x		63,512	82,566		88,917	95,268
Selected Public Companies Indicate	tion of Value					\$ 83,356	\$	88,635	\$ 93,915

### Commentary

- Lincoln concluded valuation multiple ranges of 2.00x to 2.20x LTM Revenue and 1.30x to 1.50x 2020E Revenue, an increase of 0.1x at the midpoint for the LTM multiples and an decrease of 0.20x at the midpoint for the FY 2020 multiples (down from FY 2019E multiples in prior quarter).
- In concluding on its valuation multiple range, Lincoln considered the following:
  - Lincoln selected public companies in the application software industry who serve comparable end markets and experience similar supply and demand economics as Mersive. The selected companies provide a general proxy for market movements and represent industry multiples as a whole. Lincoln valued Mersive using revenue multiples given many industry participants reported negative EBITDA and recurring revenue serves as a good proxy given the recurring nature of the subscription revenue model. Additionally, the use of a revenue multiple negates the impact of the change in accounting policy and its effect on GAAP versus cash EBITDA.
  - Lincoln established its LTM revenue valuation range with consideration to OGC's initial acquisition of Mersive for 3.0x in December 2017. Given the slight increase in LTM revenue multiples of the selected public companies, Lincoln increased the selected EV / LTM revenue multiple range 0.1x at the midpoing from the prior period. The midpoint of the concluded range reflects a 59.8% discount to the Adjusted Mean EV / LTM revenue multiple of the selected public companies. Mersive's smaller size and lower projected EBITDA growth offer support for the discount.
  - Lincoln established its forward valuation range with consideration to the increase in the EV / NCY revenue multiples of the selected public companies from close as well as management's reforecast of projections in the current period. The concluded EV / 2020E revenue multiple range for Mersive decreased slightly from the prior period given the increased risk of achieving the projected revenue growth in the current period and implies a discount of 72.1% to the FY 2020E Adjusted Mean revenue multiple of the selected public companies due to similar factors noted for the discount to the LTM revenue multiples of the selected public companies.

Note: Next Calendar Year statistics reflect FY 2020E metric (NCY+1)





# Market Approach – Selected Public Companies Analysis (continued)

	Stock	% of 52	Market		Enterprise	Net Debt /			LTM		3-Year (	AGR	NCY Projecte	ed Growth
Company Name	Price	Week High	Capitalizatio	n	Value	EBITDA	Revenue		EBITDA	EBITDA Margin	Revenue	EBITDA	Revenue	EBITDA
8x8, Inc.	\$ 18.30	68.6%	\$ 1,83	34 \$	1,946	nmf	\$ 390	) \$	(106)	(27.1%)	18.6%	nmf	22.4%	nmf
Barco NV	245.76	97.3%	3,06	55	2,771	nmf	1,168	3	147	12.6%	0.0%	41.5%	2.2%	30.5%
Brightcove Inc.	8.69	67.5%	33	37	331	2.7x	178	3	(2)	(1.3%)	6.6%	nmf	12.0%	nmf
Five9, Inc.	65.58	93.9%	4,00	)6	3,906	nmf	308	3	20	6.4%	26.0%	nmf	25.2%	223.7%
Logitech International S.A.	47.32	99.2%	7,90	)1	7,347	nmf	2,853	3	352	12.3%	10.8%	17.2%	4.7%	21.7%
LogMeIn, Inc.	85.74	88.5%	4,16	65	4,355	0.6x	1,248	3	319	25.5%	56.7%	110.7%	4.6%	16.5%
RingCentral, Inc.	168.67	94.8%	14,52	23	14,367	nmf	839	9	9	1.0%	32.7%	nmf	32.0%	1153.2%
Mean		87.1%	\$ 5,11	9 \$	5,003	1.6x	\$ 998	3 \$	105	4.2%	21.6%	56.5%	14.7%	289.1%
Adjusted Mean		88.6%	4,19	4	4,065		791		98	6.2%	19.0%	41.5%	13.8%	92.0%
Median		93.9%	4,00	06	3,906	1.6x	839	•	20	6.4%	18.6%	41.5%	12.0%	30.5%
Mersive Technologies, Inc.						0.4x	\$ 42	2 \$	9	22.2%	67.9%	57.6%	51.0%	39.4%

	E	V / LTM Revenue		E	V/LTM EBITDA		E	V / NCY Revenue		3-Year Average EV / LTM		
Company Name	12/15/2017	9/30/2019	12/31/2019	12/15/2017	9/30/2019	12/31/2019	12/15/2017	9/30/2019	12/31/2019	Revenue	EBITDA	
8x8, Inc.	4.3x	5.5x	5.0x	nmf	nmf	nmf	4.1x	4.9x	4.7x	5.2x	nmf	
Barco NV	0.9x	1.9x	2.4x	12.9x	nmf	18.9x	0.8x	nmf	2.3x	1.3x	13.7x	
Brightcove Inc.	1.4x	4.0x	1.9x	nmf	nmf	nmf	1.4x	3.8x	1.8x	1.7x	nmf	
Five9, Inc.	7.1x	2.3x	12.7x	nmf	nmf	nmf	6.8x	2.2x	12.1x	9.3x	nmf	
Logitech International S.A.	2.2x	2.2x	2.6x	20.0x	12.6x	20.9x	2.1x	3.8x	2.5x	2.3x	20.1x	
LogMeIn, Inc.	7.5x	5.4x	3.5x	30.3x	nmf	13.7x	5.9x	5.0x	3.5x	6.2x	31.6x	
RingCentral, Inc.	7.8x	13.2x	17.1x	nmf	8.1x	nmf	7.3x	2.1x	16.2x	10.4x	nmf	
Mean	4.4x	5.4x	6.4x	21.1x	15.5x	17.8x	4.1x	4.5x	6.2x	5.2x	21.8x	
Adjusted Mean	4.5x	5.0x	5.2x	20.0x	11.9x	18.9x	4.1x	4.1x	5.0x	4.9x	20.1x	
Median	4.3x	4.0x	3.5x	20.0x	11.9x	18.9x	4.1x	3.8x	3.5x	5.2x	20.1x	

			Raw Valuation	n Multiples				Size and	Profitability Adjus	sted Valuation Mu	ıltiples	
	EV/L	тм	EV/N	ICY	3-Yr Average	EV/LTM	EV/L	.TM	EV/N	ICY	3-Yr Average	EV/LTM
Company Name	Revenue	EBITDA	Revenue	EBITDA	Revenue	EBITDA	Revenue	EBITDA	Revenue	EBITDA	Revenue	EBITDA
8x8, Inc.	5.0x	nmf	4.7x	nmf	5.2x	nmf	nmf	n/a	nmf	n/a	(0.9x)	n/a
Barco NV	2.4x	18.9x	2.3x	16.4x	1.3x	13.7x	0.9x	12.7x	0.9x	11.5x	0.5x	10.1x
Brightcove Inc.	1.9x	nmf	1.8x	37.0x	1.7x	nmf	nmf	n/a	nmf	27.0x	(6.4x)	n/a
Five9, Inc.	12.7x	nmf	12.1x	nmf	9.3x	nmf	nmf	n/a	nmf	n/a	6.3x	n/a
Logitech International S.A.	2.6x	20.9x	2.5x	18.1x	2.3x	20.1x	1.0x	12.4x	1.0x	11.4x	0.9x	12.2x
LogMeIn, Inc.	3.5x	13.7x	3.5x	10.6x	6.2x	31.6x	0.6x	9.2x	0.6x	7.7x	1.0x	15.0x
RingCentral, Inc.	17.1x	nmf	16.2x	nmf	10.4x	nmf	58.8x	n/a	56.4x	n/a	40.2x	n/a
Mean	6.4x	17.8x	6.2x	20.5x	5.2x	21.8x	15.3x	11.5x	14.7x	14.4x	5.9x	12.4x
Adjusted Mean	5.2x	18.9x	5.0x	17.2x	4.9x	20.1x	0.9x	12.4x	0.9x	11.5x	1.6x	12.2x
Median	3.5x	18.9x	3.5x	17.2x	5.2x	20.1x	0.9x	12.4x	0.9x	11.5x	0.9x	12.2x





# Market Approach – Selected Public Companies Analysis (continued)

Company Name	Ticker	Description
8x8, Inc.	NYSE:EGHT	8x8, Inc. provides enterprise cloud communications and customer engagement solutions for small and mid-size businesses, mid-market, and distributed enterprises worldwide.
Barco NV	ENXTBR:BAR	Barco NV develops visualization solutions for the entertainment, enterprise, and healthcare markets worldwide.
Brightcove Inc.	NasdaqGS:BCOV	Brightcove Inc. provides cloud-based services for video.
Five9, Inc.	NasdaqGM:FIVN	Five9, Inc., together with its subsidiaries, provides cloud software for contact centers in the United States and internationally.
Logitech International S.A.	SWX:LOGN	Logitech International S.A., through its subsidiaries, designs, manufactures, and markets products that allow people to connect through music, gaming, video, computing, and other digital platforms worldwide.
LogMeln, Inc.	NasdaqGS:LOGM	LogMeIn, Inc. provides a portfolio of cloud-based communication and collaboration, identity and access, and customer engagement and support solutions.
RingCentral, Inc.	NYSE:RNG	RingCentral, Inc. provides software-as-a-service solutions that enable businesses to communicate, collaborate, and connect primarily in North America.





## Market Approach – Precedent Transactions Analysis

		Selected Multiples			Mersive Financial	Enterprise Value							
	Weighting	Low High			Statistic		Low	Mid		High			
Last Twelve Months:													
Enterprise Value / Revenue	100.0%	2.00x	2.20x	\$	42,073	\$	84,146	\$	88,354	\$	92,561		
Precedent Transactions Analysis I	Indication of Value					\$	84,146	\$	88,354	\$	92,561		

#### Commentary

- Lincoln concluded a valuation multiple range of 2.00x to 2.20x LTM Revenue.
- In concluding the valuation multiple ranges, Lincoln considered the following:
  - Lincoln referenced the implied revenue multiple at the close of the December 2017 transaction of 3.0x and the identified transactions below in the application software industry that involve acquisition targets similar to Mersive:
    - Lincoln identified M&A transactions with publicly disclosed deal metrics. The identified transactions have a Mean LTM revenue multiple of 2.0x. Lincoln's concluded range is at a slight premium to the comparable transactions due to Mersive's higher EBITDA margins.
    - Further, Lincoln identified one relevant precedent transaction in which Lincoln acted as an advisor in the deal (specifics of the deal not
      disclosed for confidentiality purposes). The LTM revenue multiple implied by the transaction was 2.5x. No additional transactions in which
      Lincoln acted as an advisor in the deal were identified since the prior period.
    - Additionally, Lincoln viewed statistics from GF Data, which aggregates closed deal information for middle market companies, from the Software Publishers industry. GF Data presented an average LTM revenue multiple of 2.6x. No new GF Data transactions were identified since the prior period.
  - Per discussion with OGC, Lincoln removed a few less relevant transactions in the current period and increased the concluded multiple 0.1x at the midpoint, in line with the Mean multiple of the transaction on the low end of the range.





# Market Approach – Precedent Transactions Analysis (continued)

Closed				Enterprise	Enterprise V	Enterprise Value / LTM			
Date	Target	Acquirer	Target Description	Value	Sales	EBITDA	Margin		
May-19	Vidyo, Inc.	Enghouse Systems Limited	Vidyo, Inc. designs, develops, and delivers high definition video conferencing software for universal visual communication.	\$ 40	0.7x	n/a	n/a		
Jan-19	ConvergeOne Holdings, Inc.	CVC Capital Partners Limited; CVC Capital Partners VII, LP	ConvergeOne Holdings, Inc. provides collaboration and technology solutions for large and medium enterprises in the United States.	1,640	1.2x	14.7x	8.0%		
Nov-18	IntraLinks Holdings, Inc.	SS&C Technologies Holdings, Inc.	IntraLinks Holdings, Inc. provides software-as-a-service (SaaS) solutions for secure enterprise content collaboration within and among organizations in the United States and internationally.	1,428	4.4x	10.8x	40.6%		
Jun-17	Jive Software, Inc.	Wave Systems Corp.	Jive Software, Inc. provides communication and collaboration solutions to businesses, government agencies, and other enterprises.	344	1.7x	69.1x	2.4%		
Dec-16	Interactive Intelligence Group, Inc.	Genesys Telecommunications Laboratories, Inc.	Interactive Intelligence Group, Inc. provides software and cloud services for customer engagement, communications, and collaboration worldwide.	1,399	3.3x	n/a	n/a		
Sep-16	Polycom, Inc.	Siris Capital Group, LLC	Polycom, Inc. provides collaboration solutions for voice, video, and content sharing.	1,232	1.0x	9.2x	11.2%		
Mean				\$ 1,014	2.0x	25.9x	15.6%		
Adjusted I	Mean			1,101	1.8x	12.7x	9.6%		
Median				1,315	1.4x	12.7x	9.6%		
Dec-17	Mersive	OGC		\$ 44	3.0x	13.8x	21.9%		

#### GF Data Transactions as of the Valuation Date

EV Range	Av	erage EV	Revenues	LTM Revenue Growth	EBITDA Margin	EV / Revenue	EV / EBITDA	Transactions	EV / EBITDA Std. Dev.
Software Publishers									
\$10 - \$25	\$	15.4 \$	10.7	18%	28%	1.8x	7.0x	17	3.0x
\$25 - \$50		35.7	12.0	28%	39%	3.3x	8.8x	17	2.2x
\$50 - \$100		59.7	40.9	29%	30%	2.4x	7.6x	5	1.8x
\$100 - \$250		152.4	51.6	6%	31%	3.2x	10.8x	6	3.2x
Total	\$	46.2 \$	20.0	25%	33%	2.6x	8.3x	45	2.8x





# Income Method – Discounted Cash Flow Analysis

Terminal Multiple		1.00x						1.10x					1.20x					
Discount Rate	2	1.50%	:	21.00%		20.50%	. :	21.50%		21.00%		20.50%		21.50%		21.00%	:	20.50%
		Low								Mid								High
Present Value of Discrete Cash Flows	\$	39,293	\$	39,638	\$	39,988	\$	39,293	\$	39,638	\$	39,988	\$	39,293	\$	39,638	\$	39,988
Present Value of Terminal Cash Flow		47,992		48,790		49,605		52,791		53,669		54,565		57,590		58,548		59,526
Total Enterprise Value	\$	87,285	\$	88,428	\$	89,592	\$	92,084	\$	93,307	\$	94,553	\$	96,883	\$	98,186	\$	99,513
Enterprise Value / LTM Revenue		2.1x		2.1x		2.1x		2.2x		2.2x		2.2x		2.3x		2.3x		2.4x
Enterprise Value / 2020E Revenue		1.4x		1.4x		1.4x		1.4x		1.5x		1.5x		1.5x		1.5x		1.6x
Terminal Value as a % of Total Value		55.0%		55.2%		55.4%		57.3%		57.5%		57.7%		59.4%		59.6%		59.8%
Implied Value at Exit	\$	104,579	\$	104,579	\$	104,579	\$	115,037	\$	115,037	\$	115,037	\$	125,495	\$	125,495	\$	125,495
Implied Perpetual Growth Rate		1.3%		0.9%		0.5%		2.9%		2.5%		2.1%		4.2%		3.8%		3.4%

#### **Commentary**

- Lincoln sensitized the selected discount rate of 21.0% by +/- 50 bps and the exit multiple of 1.10x by +/- 0.10x. The concluded exit multiple is comparable to the low end of the selected NCY revenue multiple range concluded in the selected public companies analysis.
- The discounted cash flow analysis results in an enterprise value range of \$87.3 million to \$99.5 million. This range of enterprise values implies multiples of 2.1x to 2.4x LTM Revenue and 1.4x to 1.6x 2020E Revenue.





# Income Method - Discounted Cash Flow Analysis (continued)

				Projected Y	ear l	Ending			Projected
	12	/31/2020	0 12/31/2021		12	2/31/2022	12	2/31/2023	CAGR <sup>(1)</sup>
Revenue % Growth	\$	63,512 n/a	\$	79,105 24.6%	\$	92,139 <sub>16.5%</sub>	\$	104,579 13.5%	25.6%
EBITDA % Growth % Margin \$ Change from Prior	\$	3,728 (60.1%) 5.9%	·	10,930 193.2% 13.8% 7,202		18,038 65.0% 19.6% 7,108		20,544 13.9% 19.6% 2,506	21.8%
Operating Income % Margin	\$	(725) (1.1%)	\$	6,455 8.2%	\$	13,662 14.8%	\$	16,155 15.4%	33.2%
Less: Taxes @ 25.0% Tax-effected EBIT (NOPLAT) Plus: Depreciation & Amortization Gross Cash Flow	\$	(725) 4,453 3,728	\$	(1,614) 4,841 4,475 9,316	\$	(3,415) 10,246 4,376 14,622	\$	(4,039) 12,117 4,388 16,505	
Less: Increase in Working Capital Plus: Increase in Long Term Deferred Revenue (2) Less: Capital Expenditures Unlevered Free Cash Flow Unlevered Free Cash Flow Growth Rate	\$	(4,498) 9,283 (573) 7,940 n/a		(622) 7,077 (750) 15,022 312.1%		(2,850) 6,081 (1,000) 16,853 12.2%		1,408 4,133 (1,250) 20,795 23.4%	
Partial Period Factor Discount Period Discount Factor Present Value of Unlevered Cash Flows	0%	1.00 0.50 0.9091 7,218	\$	1.00 1.50 0.7511 11,283	\$	1.00 2.50 0.6209 10,465	\$	1.00 3.50 0.5132 10,672	

Present Value of Discrete Period Cash Flows	\$ 39,638
Present Value of Terminal Value	53,669
Indicated Enterprise Value	\$ 93,307

Terminal Revenue	\$ 104,579
Terminal Multiple	1.10x
Value at Exit	\$ 115,037
Discount Factor	0.4665
Present Value of Terminal Value	\$ 53,669





<sup>(1)</sup> Projected CAGR from FY 2018 to FY 2023

# Income Method - Discounted Cash Flow Analysis (continued)

Company Name	Total Debt	Preferred Equity		Market Capitalization	Total Capital	Debt to Equity	Debt to Total Capital (Wd)	Effective Income Tax Rate	2-Yr Weekly Levered Beta	2-Yr Weekly Unlevered Beta (Bu) (1)
8x8, Inc.	\$ 303	\$	- \$	,	\$ 2,137	16.5%	14.2%	25.0%	1.14	1.02
Barco NV	72		-	3,065	3,137	2.3%	2.3%	17.1%	0.51	0.50
Brightcove Inc.	16		-	337	354	4.9%	4.6%	25.0%	0.32	0.31
Five9, Inc.	222		-	4,006	4,227	5.5%	5.2%	25.0%	0.87	0.83
Logitech International S.A.	36		-	7,901	7,937	0.5%	0.5%	18.0%	1.25	1.24
LogMeIn, Inc.	309		-	4,165	4,475	7.4%	6.9%	25.0%	0.81	0.77
RingCentral, Inc.	426		-	14,523	14,949	2.9%	2.9%	25.0%	1.29	1.26
Mean	\$ 115	\$	- \$	5,119	\$ 5,317	5.7%	5.2%	22.9%	0.88	0.85
Adjusted Mean	96			4,194	4,383	4.6%	4.4%	23.6%	0.91	0.87
Median	26		-	4,006	4,227	4.9%	4.6%	25.0%	0.87	0.83
Selected as Most Comparable to Mersive						5.3%	5.0%	25.0%		1.00

Cost of Equity	Prior Period	Current Period	Notes
Risk-Free Rate (Rf)	1.9%	2.3%	Long-term (20-year) U.S. government debt yield
Plus Equity Premiums:			
Equity Risk Premium (ERP)	6.1%	6.1%	2019 Valuation Handbook: Long-horizon expected equity risk premium (supply-side)
Relevered Equity Beta (BI)	1.03	1.04	Levered betas above per CapIQ; $BI = Bu \times [1 + (Wd / We) \times (1 - T)]$
Industry Adjusted Equity Risk Premium	6.3%	6.4%	BI x ERP
Size Premium (SP)	5.2%	5.2%	2019 Valuation Handbook: CRSP Decile 10
Company Specific Risk Premium (CSRP)	3.0%	8.0%	Increased risk in achieving the revised budget in the current period
Cost of Equity (COE)	16.5%	21.9%	$COE = Rf + (BI \times ERP) + SP + CSRP$
Cost of Debt			
Pre-Tax Cost of Debt	3.3%	3.5%	Based on Lincoln's observed cost of debt capital rates for similar sized companies
Estimated Tax Rate	25.0%	25.0%	
After-Tax Cost of Debt (COD)	2.5%	2.6%	COD = Pre-Tax Cost of Debt x (1-T)
Weighted Average Cost Of Capital			
Debt % of Capital (Wd)	10.0%	5.0%	
Cost of Debt (COD)	2.5%	2.6%	
Weighted Cost of Debt	0.2%	0.1%	Wd x COD
Equity % of Capital (We)	90.0%	95.0%	
Cost of Equity (COE)	16.5%	21.9%	
Weighted Cost of Equity	14.8%	20.8%	We x COE
Weighted Average Cost of Capital (Rounded)	15.0%	21.0%	





# **Equity Valuation Summary**

Enterprise Value Waterfall											
		Low		Mid		High					
FYE 2019 Revenue	\$	42,073	\$	42,073	\$	42,073					
Implied Revenue Multiple		2.0x		2.2x		2.3x					
Concluded Enterprise Value	\$	85,518	\$	90,901	\$	96,376					
Plus: Cash (1)		-		-							
Available for Paydown	\$	85,518	\$	90,901	\$	96,376					
Less: Revolver (2)		(3,500)		(3,500)		(3,500)					
Implied Equity Value	\$	82,018	\$	87,401	\$	92,876					

### **Commentary**

- Based on the analysis conducted herein, Lincoln concluded an enterprise value range of \$85.5 million to \$96.4 million.
- As shown above, Lincoln determined the fair value as of the Valuation Date of the total common equity of \$82.0 million to \$92.9 million.



<sup>(2)</sup> Revolver balance as of December 31, 2019





# Summary of Valuation Methodologies

Appendix A



## Valuation Methodology and Key Assumptions

#### Overview

• Lincoln utilizes several methodologies to estimate the fair value of the Investments. Lincoln's fair value estimates are generally expressed as a range and are considered by the Client in its determination of a single estimate of fair value for each individual security.

#### **Definition of Fair Value**

- The valuations presented herein reflect the ASC-820-20 definition of "fair value" defined as "the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date."
- The valuation method for each Portfolio Company varies depending upon industry and company specific considerations. We generally perform a fundamental analysis to establish a risk profile for each company in addition to the application of one or more of the following: (i) market method; (ii) income method; and (iii) enterprise valuation waterfall method.

#### **Fundamental Analysis**

• A fundamental analysis of each Portfolio Company considers such factors as major developments affecting the business, financial outlook, industry dynamics, overall risk profile and other qualitative factors impacting valuation. These considerations are discussed throughout the Report.



## Valuation Methodology and Key Assumptions

#### Market Method

- The market method values the enterprise value of each Portfolio Company based on the observable prices of similar companies. We consider comparable public companies and precedent M&A transactions for both public and private companies, if available. Lincoln also draws on its institutional knowledge of private middle-market M&A valuations.
- The Market Method involves the determination of representative levels of earnings or other operating metrics, such as operating income (EBIT) and earnings, before interest, taxes, depreciation and amortization (EBITDA). Normalizing adjustments may be made based upon the facts and circumstances such as add-backs to EBITDA for non-recurring items. Lincoln selects an appropriate range of market multiples based on analysis of comparable public companies and/or M&A transactions as of the measurement date. We then apply the selected market multiples to the Portfolio Company to determine its enterprise value.
- Because many of the Portfolio Companies are often smaller than larger, publicly-traded companies, the private company M&A metrics may be used.

#### **Income Method**

- The discounted cash flow method (DCF) estimates the present value of the projected cash flows to be generated by the subject company. In the DCF approach, a discount rate is applied to the projected future cash flows to arrive at its present value. The discount rate is intended to reflect all risks of ownership and the associated risks of realizing the stream of projected cash flows.
- Generally, multi-year forecasts for the Portfolio Companies are not available and, as such, the Income Method is used infrequently as a primary method to determine enterprise value. Lincoln may, however, corroborate the reasonableness of its determined multiples derived under the Market Method using the Income Method, based on various estimates and assumptions.
- Lincoln may also utilize a leverage buy-out (LBO) analysis to determine the enterprise value based on a third-party investor's required rate of return
  over a typical hold period.



# Certifications

Appendix B



### Certifications

### Background of Patricia J. Luscombe, CFA

Patricia is currently a Managing Director and Co-Head of the Valuations & Opinions Group at Lincoln. Ms. Luscombe joined Lincoln in August 2007. She has more than 20 years experience in financial advisory and valuation services. She has delivered a broad range of corporate finance advice that resulted in the successful completion of corporate transactions and valuation and fairness opinions. Ms. Luscombe has advised portfolio companies of private equity firms and provided them with fairness opinions for transactions, including divestitures and recapitalizations, intra-fund transfer, and fair value accounting. Ms. Luscombe has also advised Boards of Directors of public companies and rendered fairness opinions in mergers and acquisitions and going private transactions. In addition, she has worked with the valuation of many closely held businesses for corporate transactions including acquisitions and divestitures, leveraged buyouts and restructuring/recapitalizations, ESOPs, and related party transactions, for general tax, accounting, litigation and regulatory purposes.

Previously, she spent 16 years at Duff & Phelps Corporation as a Managing Director in the firm's valuation and financial advisory business. Ms. Luscombe was a founding member and Managing Director at Duff & Phelps in a management led buyout which occurred in 1995. Prior to joining Duff & Phelps, Ms. Luscombe was an associate at Smith Barney, a division of Citigroup Global Markets, Inc. where she managed a variety of financial transactions, including mergers and acquisitions, leveraged buyouts and equity and debt financings.

Ms. Luscombe is a member of the Chicago Chapter of the Association for Corporate Growth, the Chartered Financial Analyst Society of Chicago and a former president of the Chicago Finance Exchange.

Ms. Luscombe holds a Bachelor of Arts degree in economics from Stanford University, a Master's Degree in economics from the University of Chicago and a Master of Business Administration degree from the University of Chicago, Booth School of Business.

#### Certification

I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct;
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal, impartial, unbiased professional analyses, opinions, and conclusions;
- I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest with respect to the parties involved;
- I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment;
- My compensation is not contingent on an action or event resulting from the analyses, opinions, or conclusions in, or the use of, this report.

Patricia J. Luscombe. CFA



## Certifications (continued)

### Background of Michael R. Fisch, CPA

Michael is a Managing Director of Lincoln's Valuations & Opinions Group where he manages or participates in valuation assignments and markets the firm's services.

Prior to Lincoln International, Michael worked in the M&A department at RBC Capital Markets and spent five years at Ernst & Young LLP, primarily in the Transaction Services Group, providing due diligence and tax structuring services to private equity groups, and restructuring and bankruptcy advice to a variety of corporate clients.

Michael received a Masters of Business Administration degree with concentrations in Finance and Strategic Management from the University of Chicago, Booth School of Business, a Master of Business Taxation degree from the University of Southern California and Bachelor's Degree in Business Administration from California Polytechnic State University. Michael is also a Certified Public Accountant.

#### Certification

I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct:
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal, impartial, unbiased professional analyses, opinions, and conclusions;
- I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest with respect to the parties involved;
- I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment;
- My compensation is not contingent on an action or event resulting from the analyses, opinions, or conclusions in, or the use of, this report.



Michael R. Jisch





## Certifications (continued)

### Background of Larry Levine, CPA/ABV, ASA

Larry is a Managing Director of Lincoln's Valuations & Opinions Group where he manages or participates in valuation assignments and markets the firm's services. Prior to joining Lincoln International, Larry was a Partner in McGladrey LLP's Financial Advisory Services Group – Valuations and Corporate Finance Department.

Larry received a Masters of Business Administration degree with concentrations in Finance and Strategic Planning from the Wharton Graduate School of Business, University of Pennsylvania and a Bachelor's Degree in Accounting and Economics from the University of Albany. Larry is an accredited appraiser from both the American Society of Appraisers and American Institute of Certified Public Accountants, a Certified Public Accountant, on the National Roster of Commercial Arbitrators from the American Arbitration Association, including serving on their Alternative and Complex Investments Committee Advisory Group on Alternative and Complex Investments, and a Certified Licensing Professional from the Licensing Executives Society. He currently serves on committees for the American Society of Appraisers and International Valuation Standards Council.

He has been published or quoted in the following periodicals: Journal of Applied Finance, CNBC, The Washington Post, The New York Times, The Wall Street Journal, Bloomberg, The Deal, Fiduciary and Investment Risk Management Association magazine, Accountancy Age, Journal of Alternative Investments, Mergers & Acquisitions magazine, Valuation Strategies, CFO magazine and CFO.com. He has published three peer reviewed papers on the attributes of securities trading on the over-the-counter bulletin board stock market as well as a paper quantifying illiquidity discounts for stock options.

#### Certification

I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct;
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal, impartial, unbiased professional analyses, opinions, and conclusions;
- I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest with respect to the parties involved;
- I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment;
- My compensation is not contingent on an action or event resulting from the analyses, opinions, or conclusions in, or the use of, this report.

\_arry Levine

