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Maggio is a serial software entrepreneur with a passion for creating new product categories, implementing creative revenue models, optimizing operations, and delighting customers. Over his 30+ year career, he has built startup companies from scratch to IPO in the automated testing and security spaces, reinvigorated enterprise product portfolios in F500 companies, such as CA Technologies and FIS, and delivered cutting-edge products in mobile and location-aware markets. While at Reciprocity, Maggio has championed the companys pioneering approach to IT risk management, which ties an organizations risk directly to its business strategy. McGivney is currently serving as Executive Vice President of Product Management for Reciprocity, where he oversees the commercial strategy, product management, customer experience, and marketing operations of the company. Previously, he served as Executive Vice President of Product Management and Vice President of Product Management for Oracle Product Management. He was instrumental in the formation of the Windows Vista Business Unit at Oracle, was responsible for the product management of the Windows Vista Business Suite, and was part of the creation of the Windows Server Vista Business Suite. At Microsoft, McGivney led product management of Windows Home Server and Windows Home Server. Previously, he held the position of Vice President of Product Management for the Windows Business Division at Microsoft. In that role, he led the product management teams for Win2K, Visual Studio, Office Server, and Word and Office XP. Prior to Microsoft, McGivney was founder and CEO of a software startup company in the Entertainment and Corporate Software space. After selling his company in 2000, he joined Microsoft as a key member of the Windows and Office division.

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By examining market data for the separate geographies in which these companies operate, including Europe, Japan, and the U.S., we have observed that this trend of higher valuations for software companies relative to other investment fields is driven primarily by companies in the North American market. Our analysis also suggests that this trend will continue to

grow. In 2016, 24% of all VCbacked software companies were in the U.S., compared to just 13% in 2000. Europe, which was the second-largest market, represented 8% of the VC-backed software companies in 2016, compared to 25% in 2000. The tech IPOs we analyzed totaled \$9.7 billion, up from \$8.7 billion in 2015, a CAGR of 7.8%. The number of IPOs in the tech sector has risen more rapidly than the sector average since the financial

crisis. Five tech IPOs in each of 2008, 2009, and 2010 were worth \$40 billion in aggregate, but, by 2015, five were worth \$139 billion, an increase of approximately twofold. The recent tech IPOs have been driven in part by the outstanding performance of the IPOs we analyzed. In recent years, these tech IPOs have generated average returns of 23% (see Exhibit 1). However, we anticipate even stronger IPO performance going forward as

investors finally catch on to the opportunity in the software sector. In the table below, we summarize industry trends in IPO returns over the last decade and project performance going forward. We have not included in this analysis IPOs that are likely to be withdrawn, for example, a company that is in bankruptcy proceedings. The rapidly growing Internet of Things (IoT) industry is being increasingly commoditized.

As a result, we expect a lengthening of the IPOs timeline and more of a stabilization of returns. In 2016, two IoT IPOs were launched and one is expected to close. It is not yet clear if these companies will be acquired by the PE firms that led the industry. IoT IPOs that exited either through buyouts or IPO were found to have substantially lower post-IPO returns than non-loT companies. We estimate that the average post-IPO return

for IoT IPOs was 10% and for non-loT IPOs, 25% in 2016. Companies that IPO in the IoT sector, but fail to achieve sustainable exits, typically become acquired by other companies in the IoT sector. We expect the exit markets to be highly competitive, and expect PE firms to aggressively bid on the more lucrative exits from IoT IPOs. As the smartphone market becomes saturated, we also expect to see the initial stage of IoT IPOs move closer to

exit. In the end, we see little benefit from the initial capital inflow to the IoT industry and believe in the long term that the exits will be driven by manufacturers of low-priced IoT devices that generate high operating margins. 5ec8ef588b

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