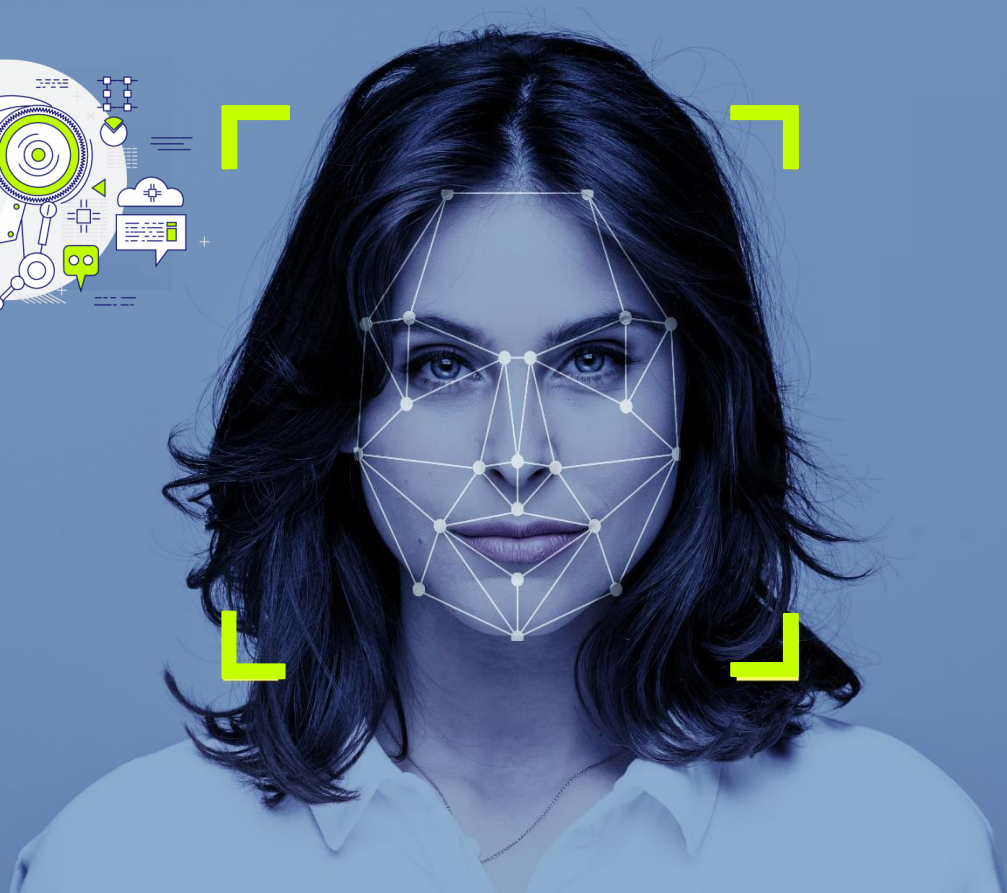


## ■ Facial Recognition Sector Update, June 2021



- 1 MARKET TRENDS**
- 2 BUSINESS ECOSYSTEM**
- 3 M&A TRANSACTIONS**
- 4 FUNDRAISING**
- 5 PUBLIC PEERS COMPARABLES**

## Key Trends in Global Facial Recognition Market

### Complementing the growth in Digital Banking and Finance

Digital banking increasingly feeds to the notion that the people need banking and not banks. Facial recognition technologies are addressing the requirements in on-location security and identity verification.



### EdTech industry adopts AI-based online proctoring

COVID is pushing the adoption of facial recognition in the education sector. Tailored supervised examination using facial recognition in proctoring is being used, when physical setups are not feasible.



### Deployment in healthcare for advanced analysis and screening

In healthcare, facial recognition is being instrumental not only for securing data but also preliminary screening as well as diagnostic analyses. Being contactless and non-invasive, the advantages are manifold.



### The emerging role of Smart City Initiative

Municipal authorities are finding diverse applications in administration (license plate registration checks, law and order, etc.). Many Asian countries with high population density are taking a phased deployment.



### Border Control

By end-2020, the US Customs and Border Protection used facial recognition on over xxx million travelers with xx% match rate. "Contactless Corridors" are planned in UK/rest of Europe for border screening/checks.



### Online and Offline Retail Deployment

Retail stores are deploying this for greater personalization, payment processing and a seamless experience. In online retail, it is instrumental in developing payment modes for faster and secure transactions.



### Contactless Access Management in Smart Buildings

Industries such as Gaming, Casinos as well as other high security venues have a significant role for facial recognition technologies.



### Emotion recognition and decoding

Online facial expression analysis and emotion decoding solutions enable firms to derive critical customer insights to shape decisions on product pitching and marketing campaigns.



### Automotive industry's demand for facial recognition

Technology progress is being led by both OEMs and startups for key areas such as driver safety, security authentication, etc.



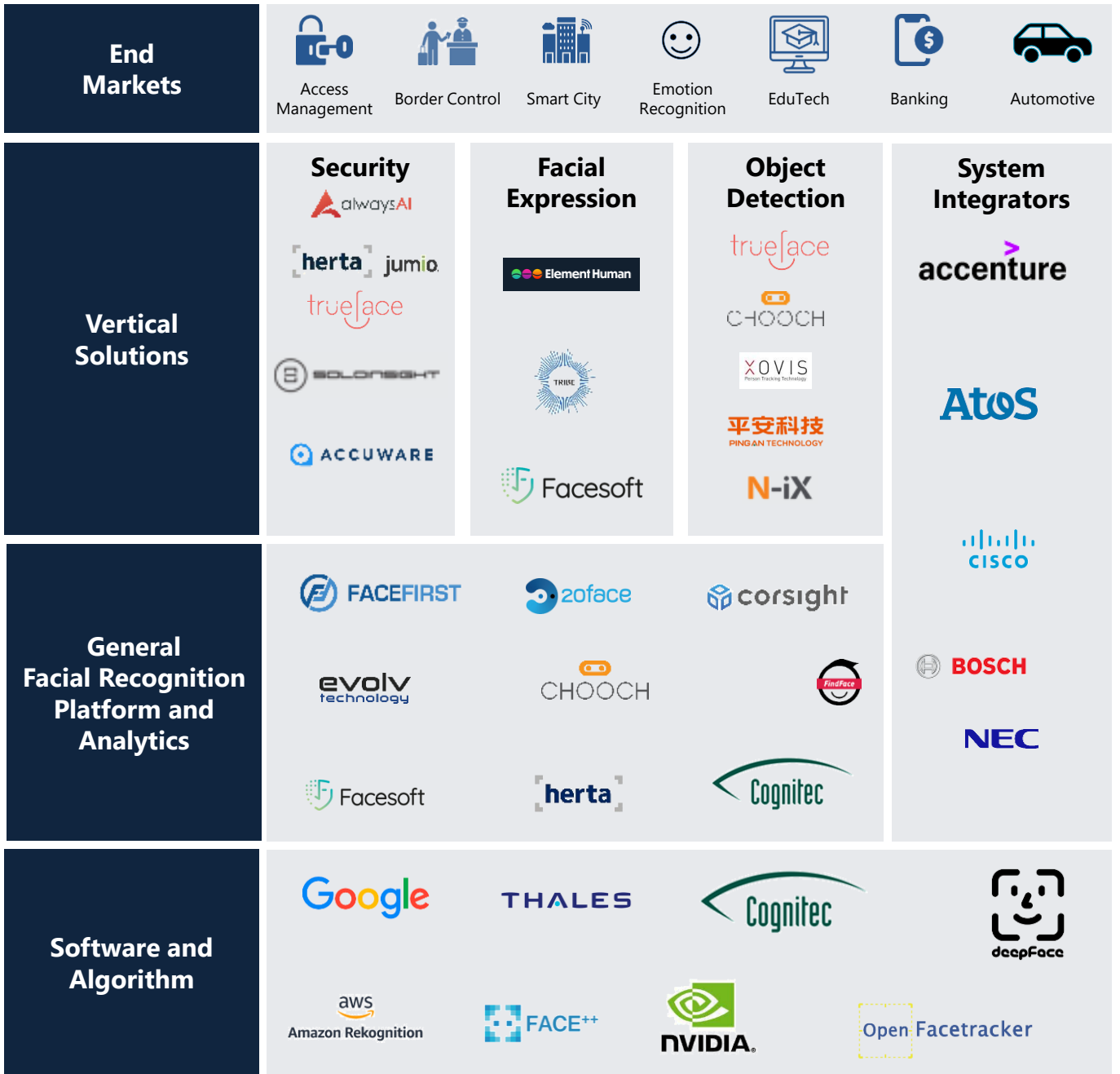
# Facial Recognition – Emerging Ecosystem

**Wider Adoption & Use Cases** - Large and proliferating number of use cases related to facial recognition technology in the last decade

**Democratization** - The facial recognition eco-systems are getting democratize, thanks to convergence in technological trends such as AI/ML, open-source algorithms, edge computing, etc

**Verticalization** –

**Business Model Shift**-















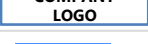















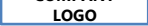


# M&A Environment

## Key Trends

- XX
- Technology infrastructure upgrade is underway by incumbents, especially those with AI/ML capability.
- XX

## Relevant M&A Transactions

Date	Target	Buyer	Target Description	Value (\$ million)
2-June-xx			XX	
1-June-xx			XX	xxx
Xx-xxx-xx		<b>PROCORE</b>	XX	
21-Apr-xx			XX	
Xx-April-21		skyfii 	XX	xxx
21-January-xx			XX	
29-Sep-xx	<b>BEAM</b>		XX	
Xx-xxx-xx			XX	xxx
3-Aug-xx			XX	
1-Jul-xx	<b>MEERKAT</b>		XX	
2-April-xx		<b>FUJITSU</b>	XX	
Xx-xxx-xx			XX	
19-May-xx			XX	xxx
13-Mar-xx			XX	xxx
7-Jan-xx			XX	
5-Nov-xx			XX	
25-April-xx			XX	xxx
17-xx-xx		EMK Capital	XX	

## Key Transactions to Highlight

**COMPANY LOGO**

**Acquired**

**COMPANY LOGO**

**About the transaction:**  
 In April 2021, the global IT services firm XX announced finalisation of an agreement to acquire the XX firm XX.

**Backdrop and rationale:**  
*"With this strategic move, Atos is reinforcing its leading position in Edge and Computer Vision and complementing its existing end-to-end offering in Edge AI/ML." XX, Senior Executive Vice President, Global Head of Big Data & Security at XX.*

**COMPANY LOGO**

**Acquired**

**COMPANY LOGO**

**About the transaction:**  
 In June 2021, XX a technology-based security and travel services provider, announced its acquisition of XX, a xx-based leader in computer vision.

**Backdrop and rationale:**  
*"We are excited to welcome XX to the XX family. Shaun and Nezare are pioneering thought leaders whose advances in computer vision have the potential to drive innovation in identity management, data labeling and biometrics," XX CEO XX*

# Business Ecosystem

COMPANY  
LOGO

CEO	xxxx
Headquarters	xxx, xxxxxx
Founded	xxxx
Investor	COMPANY LOGO
Capital raised	xx

One of the pioneers of the facial recognition market, xxx has been instrumental in shaping this industry.

The co-founders xxx and xxx were working on algorithms for the FaceVACS technology since 19xx. Xxx portfolio includes products for facial database search, video screening and analytics, border control, ICAO compliant photo capturing and facial image quality assessment

"xx",  
xxxxxxxxxxxx, xxxxx, xxxxx



COMPANY  
LOGO

CEO	xxxx xxxx
Headquarters	xxxx, xxxx
Founded	xxxx
Investor	COMPANY LOGO
Capital raised	€xx.xM

xxx is a venture-backed organization, specialising in AI-based facial recognition solutions. Key investors include xxxxx, xxxxx, xxxxx, xxxxx and Backstage Capital.

Xxxx' key product offering lies in its API platform that simplifies the developers' and business' integration of human identity into their software

"xx",  
xxxxxxxxxxxx, xxxxx, xxxxx



COMPANY  
LOGO

CEO	xxx xxxx
Headquarters	xxxx, xxxx
Founded	xxxx
Investor	COMPANY LOGO
Capital raised	€xx.xM

xxxx specializes in providing AI-based visual solutions. It caters to enterprises across the globe in creating physical security experiences for their customers and employees.

xxxx solutions are mainly built to function on different cameras or sensors, with any resolution. They provide authentication and onboarding software that harnesses the power of deep learning platform.

"xx  
xx  
xxxxxxxx", xxxxx, xxxxx, xxxxxxx



COMPANY  
LOGO

CEO	xxx xxx
Headquarters	xxxx, xxx
Founded	xxxx
Investor	COMPANY LOGO
Capital raised	€xx.xM

xxxx is a computer vision company that specializes in face recognition technology. Its computer vision software is specifically used by global security device manufacturers, solution providers, systems integrators, and financial services firms.

xxxx offers vision-centric solutions with modular, highly scalable toolsets coupled with AI platforms to cloud-ready solutions.

"..xx  
xx  
xxxxxxxxxxxxx", xxxxx, xxxxx, xxxxxxx





# Publicly Listed Peers

## Public Peers utilizing Facial Recognition Technology (Applications in biometrics, access control and video analytics)

Identifier	Company Name	EV (€m)	Stock price (€)	Market cap (€m)	Revenue (LTM, €m)	EBITDA (LTM, €m)	EV/Reveue (LTM)	EV/EBITDA (LTM)
xxxx	ABC	xxx	2.13	xxx	NA	7.7	xxx	xx.xx
xxxx	xx	381.86	xx.x	171.8	xx.xx	-xx.x	xxx	NA
xxxxx	xx	1.35	x.xx	1.3	NA	x.x	xx.x	74.1x
xxxx.TW	xx	xxxx.xx	208.50	xxxx.x	503.67	xx.x	xx	xxx
xxxx	xx	33,180.31	xxxx.x	29,282.1	xxxxx	xxxxx	5.2x	20.2x
xxxxxx.ST	xx	xxxxx.xx	257.00	xxxxx.x	8,552.85	xxxx.x	3.4x	xx.xx
xxxxx.T	xx Corp	14,476.38	xxxx.00	xxxxx.xx	23,587.14	xxxx.x	0.6x	xx
xxx	xx Inc	15,506.57	xx.xx	7,442.8	xxxx.xx	xxxx.x	xx	8.5x
xxxx	xx	xxxxx.x	xxx.0	xxxxx.xx	2,303.64	xxxx.x	4.9x	xx
xxxxx.O	xx	3,155.22	xxx	3,266.9	xxx.x	78.6	xxx	37.xx
xxxxx	xx	xxxx.xx	611.00	xxxx.xx	xxxxx.xx	305.5	xx	xx.x
xxxx.DE	xx	2,468.37	xxx.xx	2,551.3	xxx.xx	59.7	xx.x	xxx
xxxxxx	xx	xxx.xxx	33.12	xxx.xx	xxx.xx	5.2	xx	NA
xxx.O	xx Technologies	xxx.xx	32.86	502.8	xx.xx	12.6	xx.x	xx.x
xxxx	XYZ	178.25	x.xx	201.6	NA	-xx.x	xx.x	NA
<b>Median</b>							xx.x	xx.x
<b>Mean</b>							xxx	xx.x

### Forward Sales Growth vis-à-vis EV/Sales multiple



### Forward EBITDA Growth vis-à-vis EV/EBITDA multiple





# XXXX & XX.



XX  
XX  
XXXXXXXXXXXXXXXXXXXX

**When xx  
xx xx  
Most.**

XXXXXXXXXXXXXXXXXXXX  
XXXXXXXXXXXX

A dark blue triangle on the left side of a light gray background. Inside the triangle, the text 'When xx', 'xx xx', and 'Most.' is written in a bold, yellow font. To the right of the triangle is a circular placeholder for a profile picture, containing a dark gray silhouette of a person in a suit. To the right of the profile picture, there are two lines of text: 'XXXXXXXXXXXXXXXXXXXX' and 'XXXXXXXXXXXX'.

## TECHNOLOGY INVESTMENT BANKING TEAM. GET IN TOUCH.

**Dr. XXXXXXXXXXXXXXXX**  
XXXXX | XXXXXXXXXXXX  
[xxx@xxxxxxxx.com](mailto:xxx@xxxxxxxx.com)

XXXXXXXXXXXXXXXXXXXX  
XXXXXX | XXXXXXXXXXXX  
[xxx@xxxxxxxx.com](mailto:xxx@xxxxxxxx.com)

Two circular placeholders for profile pictures, each containing a dark gray silhouette of a person in a suit. To the right of the first placeholder is the text 'Dr. XXXXXXXXXXXXXXXX', 'XXXXX | XXXXXXXXXXXX', and '[xxx@xxxxxxxx.com](mailto:xxx@xxxxxxxx.com)'. To the right of the second placeholder is the text 'XXXXXXXXXXXXXXXXXXXX', 'XXXXXX | XXXXXXXXXXXX', and '[xxx@xxxxxxxx.com](mailto:xxx@xxxxxxxx.com)'.

### BERLIN



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### LONDON



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