

**Contents**

Market Overview	1
Middle Market M&A Update	2-3
Middle Market IPO Activity	3
Private Placement and Venture Capital Activity	4
San Diego Transaction Activity	5-9

**About W Partners**

W Partners is a boutique investment banking advisory firm that provides financial advisory services to middle-market companies in the Western United States.

Our services include mergers, acquisitions, financings, capital raising, and strategic transaction advice to business owners and family offices.

## San Diego Middle Market M&A Update Fourth Quarter of 2018

In the fourth quarter of 2018, global M&A disclosed deal value dropped 16% year-over-year to \$1.1 trillion and was down 6% from 3Q18. Deal volume was down 8% year-over-year with announced deals totaling 25,852, a quarter-over-quarter rise of 4%. For the full year 2018, transaction value was up 11% over 2017 to \$5.4 trillion though deal volume dropped 1%, highlighting a trend toward larger deals. Despite turbulent stock markets, rising trade tensions between the U.S. and China, and Brexit uncertainty, 2018 showed strong global M&A activity. The U.S. led global activity in 2018 being targeted in 19,386 transactions for \$1.7 trillion in value and accounted for 12 of the 25 largest deals of the year including The Walt Disney Company's bid for Twenty-First Century Fox at over \$85 billion total transaction value, the largest deal for the year. China trailed in second place at 14,743 deals for a total deal value of \$758 billion in 2018. Despite geopolitical uncertainties, we expect the M&A market still has room to grow as deal-makers continue to focus on larger, more transformative transactions.

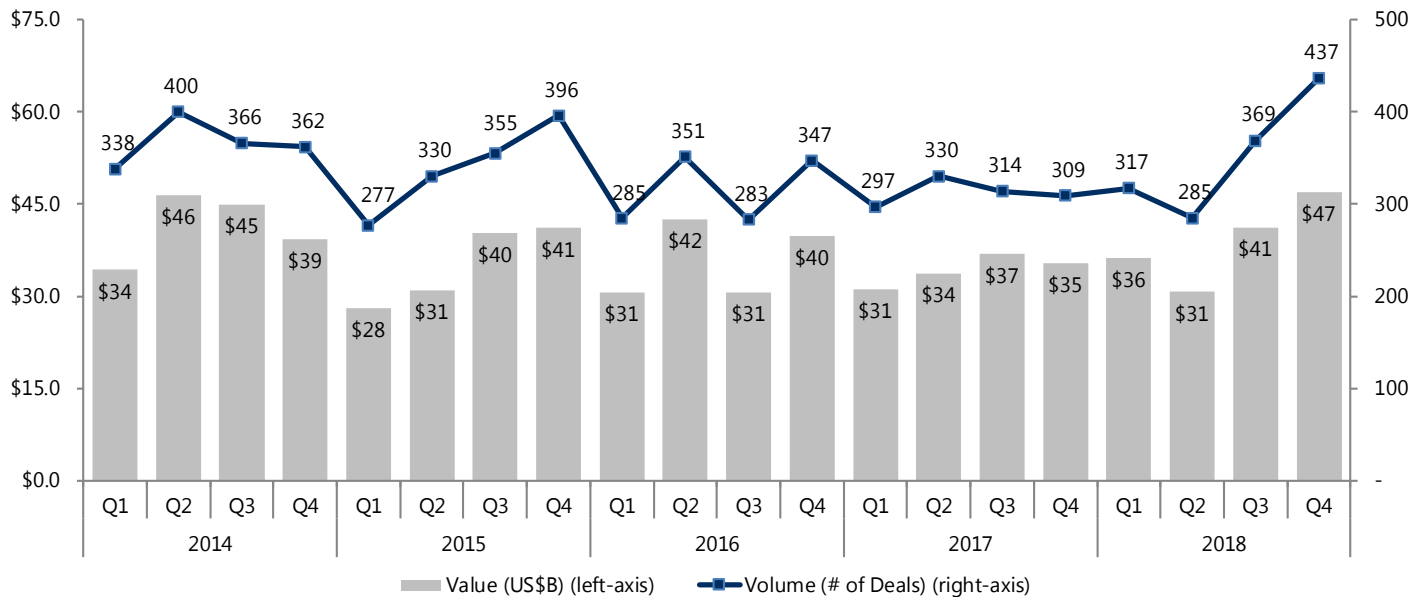
Global private equity buyout deal value was up, year-over-year, in 4Q18 by 28% reaching \$109 billion with a quarter-over-quarter rise of 10%. Deal volume for the quarter was up by 2% to 1,371 but slightly down from 3Q18 by 1%. North America experienced a significant jump in deal value, year-over-year, up 76% with Europe and Asia down 13% and 23% respectively. North American deal volumes showed a smaller 10% year-over-year rise for the quarter illustrating a jump in average deal size for the region in 4Q18. Though trade tensions loom between the U.S. and China, and Brexit uncertainties remain, record levels of dry powder continue to drive strong private equity activity. Fundraising in the private equity sector slowed in 4Q18 down 6% from 4Q17 at \$127 billion raised. The number of funds closed for the quarter was down as well at 374, a 31% drop year-over-year, indicating a rise in average fund size.

Global IPO activity for the fourth quarter was down 10% by value, year-over-year, with total proceeds of \$53.7 billion. IPO volume also experienced a year-over-year drop of 34% to 326 for the quarter. For the full year 2018, IPO proceeds were up 6% from 2017 while the number of IPOs dropped by 21% to 1,359. This sharp rise in average IPO size can largely be attributed to a number of unicorns and mega IPOs that were completed during the year. Asia-Pacific showed the strongest IPO activity for the year accounting for 49% of deal volume and 48% of proceeds. The Asia-Pacific region also showed a rise in average deal size with a 31% drop in IPO volume for the year while still achieving a 28% jump in proceeds over 2017. The America's share of the IPO market continued to improve in 2018 with a rise in both deal value and volume over 2017. The U.S. dominated this market accounting for 79% of IPO deal volume and 88% of proceeds.

Global venture capital investment activity showed a rise in deal value for 4Q18 reaching \$64 billion, a 20% bump from 4Q17. Deal volume, however, experienced a year-over-year drop of 12% highlighting a trend toward larger deal sizes in the venture capital market as well. Quarter-over-quarter results were down 9% by value and 16% by volume. North American deal volume in 4Q18 was down 4%, year-over-year, with Greater China down 25%, and Europe down only 1%.

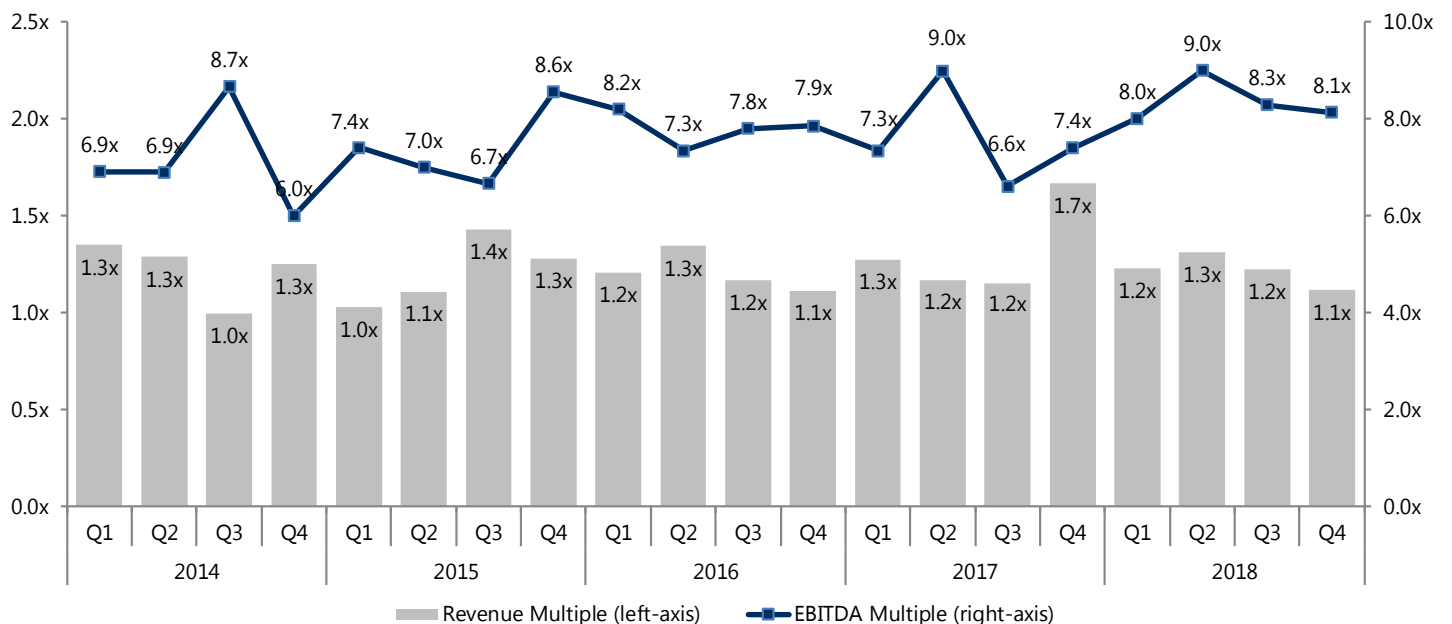
## M&A Activity – Middle Market

U.S. middle market deal value in the fourth quarter of 2018 was up 33% year-over-year, with a 41% increase in volume. LTM statistics remain up as well with value and volume both rising 13% this quarter. Average deal size, however, was down by 6% year-over-year. 4Q18 marks the highest quarterly value and volume statistics we have observed over that last five years. We expect activity to remain strong as deal-makers continue to compete for large, high-quality deals.



## Valuation Multiples – Middle Market M&A Transactions

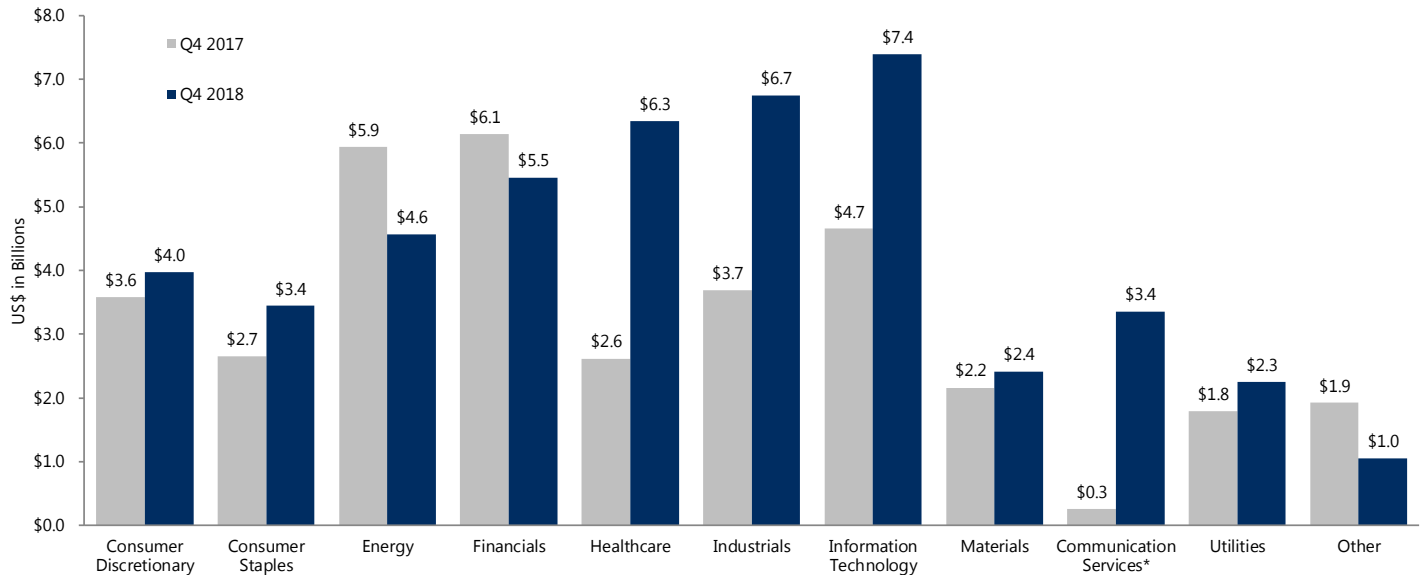
Disclosed middle market M&A revenue multiples in 4Q18 showed a year-over-year drop of 33% with LTM figures also down by 7%. EBITDA multiples, however, rose year-over-year by 10% for the quarter and for the LTM period. Though multiples have slid quarter-over-quarter since 2Q18, they appear to remain within a reasonable range, which we expect would improve once geopolitical and market factors stabilize.



Note: Middle market defined as transactions between \$10 and \$500 million in the U.S., excluding transactions in real estate. EBITDA multiples disclosed in less than 10% of all transactions.  
Source: S&P Capital IQ.

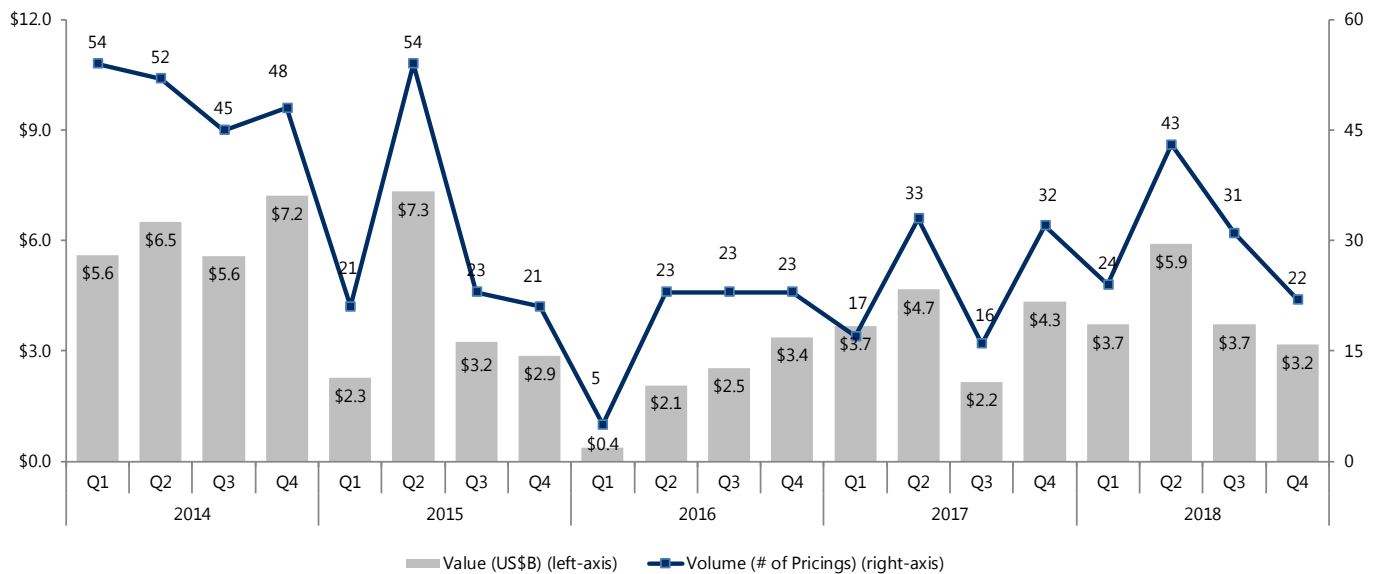
## M&A Activity by Sector – Middle Market

The fourth quarter of 2018 showed a year-over-year jump in middle market M&A deal value of 33%. Sectors experiencing notable year-over-year increases were Healthcare, Industrials, and Technology up by 142%, 83%, and 59% respectively by value and 104%, 71%, and 74% by volume. The sector experiencing the largest dip in activity was Energy which ended the quarter down 23% by value and 13% by volume, driven largely by falling oil prices throughout the quarter.



## IPO Activity – Middle Market

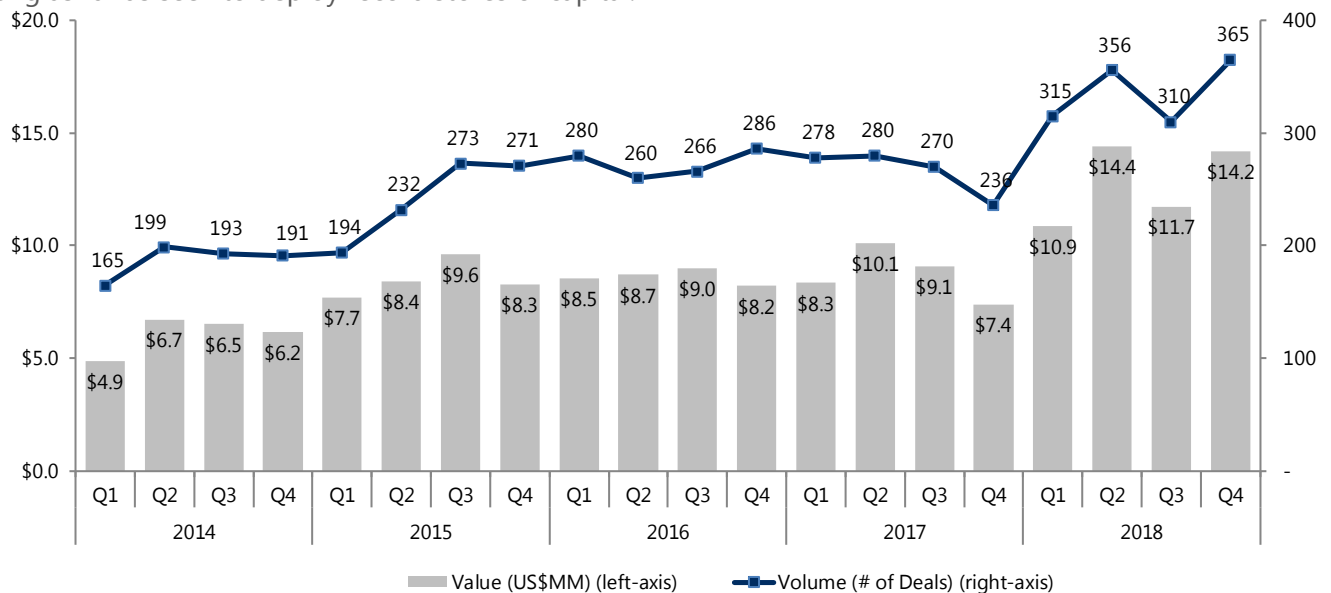
Middle market IPO activity in the fourth quarter of 2018 dropped year-over-year by both value and volume at 27% and 31% respectively, however, LTM figures remained up 11% by value and 22% by volume. Healthcare stocks made up the largest share of activity this quarter accounting for 64% of deal volume, while Information Technology and Consumer Discretionary each accounted for 14% of activity. Year-over-year the Healthcare sector showed the largest drop by sector down 70%, however, LTM figures remain up 10%. The largest middle market IPO for the quarter was SolarWinds Corporation, provider of IT infrastructure management software products, at \$375 million.



Note: Middle market defined as transactions between \$10 and \$500 million in the U.S., excluding transactions in real estate.  
\* Reclassified sector including new sub-sectors from 4Q18.  
Source: S&P Capital IQ.

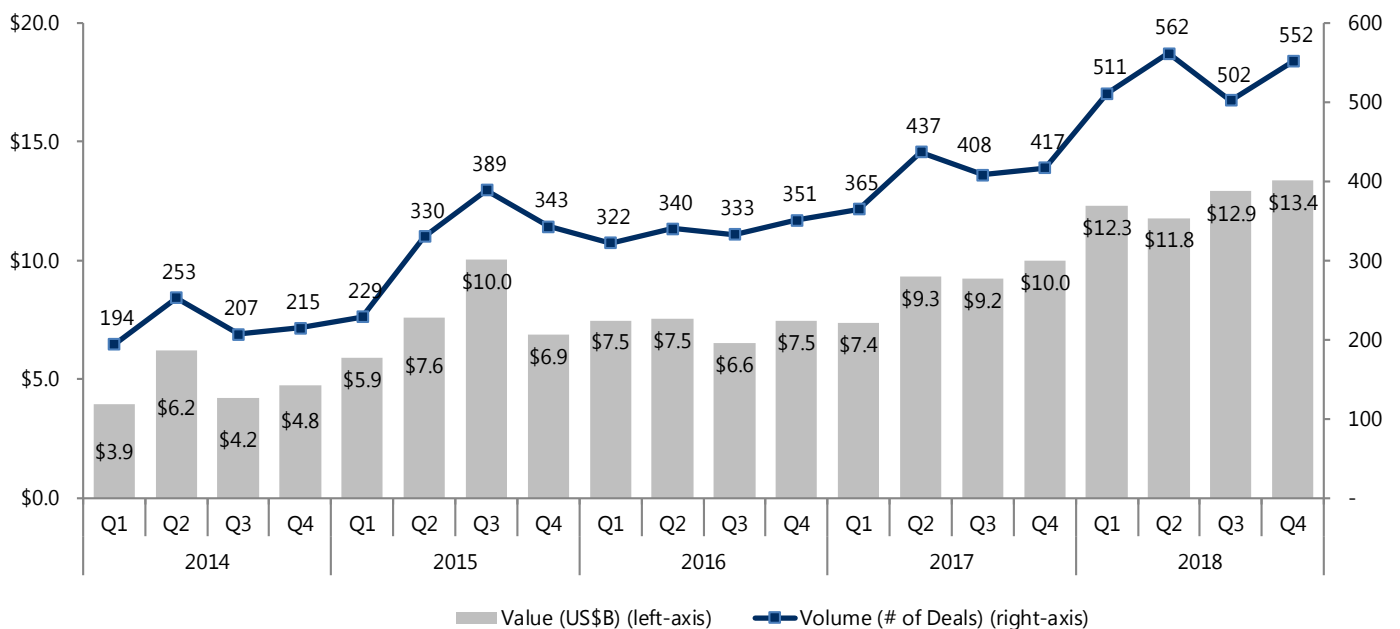
## Private Placement Activity – Middle Market

Middle market private placement activity rose considerably, year-over-year, in 4Q18 reaching \$14.2 billion in value, a 92% jump, with 365 transactions, a 55% increase in volume. LTM statistics are also up year-over-year with value increasing 47% and volume 27%. The average deal size also climbed year-over-year by 24%. The Technology and Healthcare sectors continued to attract the majority of private placement funds accounting for 39% and 24% of total volume respectively. Both sectors also saw a strong rise in deal volume for the quarter with Technology up 42% and Healthcare up 87% year-over-year. We expect private placement activity to remain strong as funds seek to deploy record stores of capital.



## Venture Capital Investment Activity – Middle Market

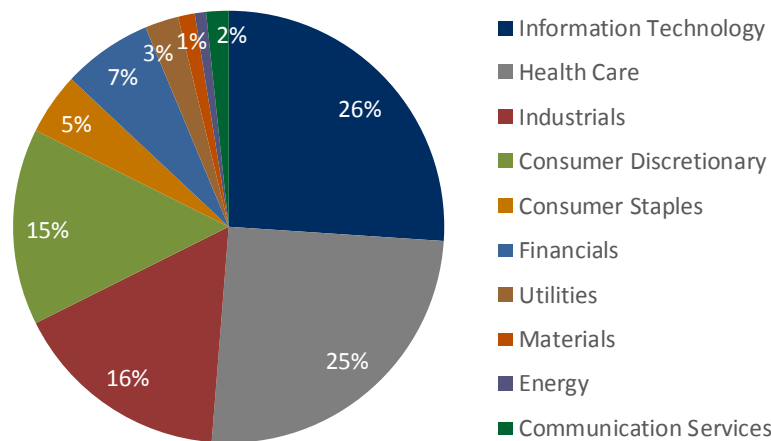
Venture capital activity in the fourth quarter was up year-over-year to \$13.4 billion, a 34% increase with deal volume up 32% at 552 transactions. The Technology and Healthcare sectors continued to draw the most funding accounting for 32% and 18% of transaction volume respectively. Year-over-year Technology volume was down 2% for the quarter while Healthcare was up 26%. The largest middle market deal of the quarter was a \$225 million round for Achieve, Inc., provider of real estate brokering services.



## San Diego M&A Activity by Sector

The San Diego region had an active fourth quarter in 2018 with 68 M&A transactions consisting of both buy and sell-side transactions, a 51% increase over the prior year period. Consistent with prior periods, Healthcare and Technology sectors led transaction activity with approximately 29% and 25% of deal volume respectively. The largest disclosed transaction of the quarter was Colfax Corporation's acquisition of DJO Global, Inc., which develops, manufactures, and distributes orthopedic devices, for \$3.2 billion.

### San Diego Transaction Mix (Last Twelve Months)



### San Diego M&A Transaction Details for Q4 2018

Announced Date	Target	Acquiror	Target Industry	Target Business Description	Size (\$mm)	TEV <sup>1</sup> /Revenue	TEV <sup>1</sup> /EBITDA
<b>Communication Services</b>							
12/14/2018	SupplementHunt.com Of Ontario, Inc	<b>Innovus Pharmaceuticals, Inc.</b>	Advertising	E-commerce storefront	0	0.2x	0.0x
12/11/2018	Fourandsix Technologies, Inc.	<b>Truepic, Inc.</b>	Interactive Media and Services	Fake image identification platform	-	-	-
12/10/2018	<b>Phase Ten Strategic Corporation</b>	The Freeman Company, LLC	Advertising	Trade show marketing	-	-	-
10/17/2018	<b>Integrated Marketing Systems, Inc.</b>	Dodge Data & Analytics, Inc.	Publishing	Project information publication	-	-	-
<b>Consumer Discretionary</b>							
12/10/2018	H-Tec Education Business Division of H-Tec Systems	<b>ECotality Stores, Inc.</b>	Education Services	Hydrogen and fuel cell educational material	-	-	-
11/29/2018	JACK WOLFSKIN Ausrüstung für Draussen GmbH & Co. KGaA	<b>Callaway Golf Company</b>	Apparel, Accessories and Luxury Goods	Outdoor apparel and equipment	473	1.3x	11.9x
11/28/2018	<b>Tikes Bikes</b>	<b>WeeBikeShop Inc</b>	Internet and Direct Marketing Retail	Online bike seller	-	-	-
11/13/2018	Value Prime Solutions Inc.	<b>ValueSelling Associates, Inc.</b>	Education Services	Sales and marketing training	-	-	-
11/9/2018	<b>Ability Center, Inc.</b>	The Braun Corporation	Automotive Retail	Accessible vehicles and mobility products	-	-	-
10/29/2018	Schutz Brothers, Inc.	<b>Professional's Choice Sports Medicine Products, Inc.</b>	Leisure Products	Horse equipment	-	-	-
10/17/2018	<b>Mills Communications, Inc.</b>	<b>Protel Communications, Inc.</b>	Distributors	Business phone distribution	-	-	-
10/15/2018	Substantially All of the Assets of Noon Mediterranean, Inc.	<b>Fili Enterprises, Inc.</b>	Restaurants	Restaurant chain	1	-	-

1. Total enterprise value.

Note: Reflects all disclosed M&A transactions excluding real estate where the acquiror, target or seller headquarters are in the greater San Diego area. The San Diego-based company is denoted in bold. \* indicates that the seller was one of a group of sellers.

Sources: S&P Capital IQ and W Partners research and estimates.

## San Diego M&A Transactions (Cont'd)

Announced Date	Target	Acquiror	Target Industry	Target Business Description	Size (\$mm)	TEV <sup>1</sup> /Revenue	TEV <sup>1</sup> /EBITDA
<b>Consumer Discretionary (cont.)</b>							
10/4/2018	<b>South Cone, Inc.</b>	The Relay Shoe Company, LLC	Footwear	Sports footwear and apparel	-	-	-
10/3/2018	<b>The Pauma Valley Country Club</b>	NA	Leisure Facilities	Golfing club operator	-	-	-
<b>Energy</b>							
10/29/2018	<b>The SoCo Group, Inc.</b>	Southern Counties Oil Company	Oil and Gas Storage and Transportation	Petroleum products	-	-	-
<b>Financials</b>							
12/3/2018	DealStruck, Inc.	NA	Specialized Finance	Online lending marketplace	-	-	-
11/15/2018	<b>San Marcos Retail Branch of Silvergate Bank</b>	HomeStreet Bank, Inc.	Diversified Banks	Banking services	-	-	-
10/31/2018	Certain Assets of Bbmc Mortgage, Llc	<b>Synergy One Lending, Inc.</b>	Thriffs and Mortgage Finance	Mortgage services	-	-	-
10/9/2018	MBT Financial Corp. (Seller: Castle Creek Capital)	First Merchants Corporation	Regional Banks	Bank holding company	294	-	-
10/2/2018	Quick Bridge Funding, LLC	<b>National Funding, Inc.</b>	Specialized Finance	Working capital loans	-	-	-
10/2/2018	<b>Gurtin Municipal Bond Management</b>	Pacific Investment Management Company LLC	Asset Management and Custody Banks	Investment manager	-	-	-
<b>Healthcare</b>							
12/21/2018	<b>NEWYOU, LLC</b>	The Radiant Creations Group, Inc. (nka:New You Inc.)	Pharmaceuticals	Phytocannabinoid products	-	-	-
12/21/2018	<b>Accumen</b>	Arsenal Capital Partners	Health Care Services	Hospital laboratory services	-	-	-
12/19/2018	<b>Tear Film Innovations Inc.</b>	Alcon, Inc.	Health Care Equipment	Eye treatments	-	-	-
12/13/2018	Assets of Mediclean Inc	<b>Emerald Textiles, LLC</b>	0	Medical laundry services	-	-	-
12/7/2018	Pal-Med, Inc.	<b>Solara Medical Supplies, Inc.</b>	Health Care Distributors	Diabetic testing supplies	-	-	-
12/3/2018	Reciprocal Labs Corporation	<b>ResMed Inc.</b>	Health Care Technology	Respiratory health management platform	225	-	-
12/3/2018	<b>Aegis Therapeutics, LLC</b>	<b>Neurelis, Inc.</b>	Life Sciences Tools and Services	Drug delivery and formulation	-	-	-
11/27/2018	<b>Jecure Therapeutics, Inc.</b>	Genentech, Inc.	Biotechnology	Small molecule NASH therapeutics	-	-	-
11/19/2018	<b>DJO Global Inc.</b>	Colfax Corporation	Health Care Equipment	Orthopedic devices	3,178	2.7x	16.8x
11/19/2018	Worldwide Rights to Four Topical Products of Boston Topicals, LLC	<b>Innovus Pharmaceuticals, Inc.</b>	0	Branded topical products	0	-	-
11/17/2018	<b>Paisley Laboratories, LLC</b>	Direct Biologics, LLC	Biotechnology	Skin enhancement products	-	-	-
11/15/2018	Kinderpharm LLC	<b>Syneract, Inc.</b>	Life Sciences Tools and Services	Pediatric CRO	-	-	-
11/14/2018	Cannabis Grow Land, LLC	<b>420 Property Management, Inc.</b>	0	Cannabis products	-	-	-
11/1/2018	Pacific Biosciences of California, Inc.	<b>illumina, Inc.</b>	Life Sciences Tools and Services	Genetic sequencing systems	1,281	13.9x	NM
10/15/2018	Qualivis LLC	<b>Aya Healthcare, Inc.</b>	Health Care Services	Healthcare staffing services	-	-	-
10/30/2018	<b>Inception 4, Inc. (nka:Orion Ophthalmology LLC)</b>	Ophthotech Corporation (nka:IVERIC bio, Inc.)	Biotechnology	Biotechnology business	117	-	-
10/23/2018	<b>Genoptix, Inc.</b>	NeoGenomics Laboratories, Inc.	Health Care Services	Oncology diagnostic services	139	-	-
9/21/2018	Adhaere Pharmaceuticals, Inc.	<b>Gossamer Bio, Inc.</b>	Pharmaceuticals	Small molecule cancer therapeutics	70	-	-
10/2/2018	Worldwide Rights to NEXAGON (Seller: Ocnexus Therapeutics, Inc.)	Eyevence Pharmaceuticals LLC	Pharmaceuticals	Topical wound gel	-	-	-
10/1/2018	Correct Care Solutions, LLC	<b>Correctional Medical Group Companies, Inc.</b>	Health Care Services	Medical and behavioral health services	-	-	-
<b>Industrials</b>							
12/20/2018	<b>Engel Holdings, Inc.</b>	Brand Industrial Services, Inc.	Construction and Engineering	Construction services	-	-	-
12/17/2018	<b>Artisan Design Group, Inc.</b>	The Sterling Group, L.P.	Construction and Engineering	Flooring products	-	-	-
12/10/2018	Mellersh & Harding Building Consultancy LLP	<b>Cumming Construction Management, Inc.</b>	Construction and Engineering	Project management services	-	-	-
11/21/2018	<b>The Kleinfelder Group, Inc.</b>	Wind Point Partners	Construction and Engineering	Engineering, architecture, and scientific solutions	-	-	-

1. Total enterprise value.

Note: Reflects all disclosed M&A transactions excluding real estate where the acquiror, target or seller headquarters are in the greater San Diego area. The San Diego-based company is denoted in bold. \* indicates that the seller was one of a group of sellers.

Sources: S&P Capital IQ and W Partners research and estimates.

## San Diego M&A Transactions (Cont'd)

Announced Date	Target	Acquiror	Target Industry	Target Business Description	Size (\$mm)	TEV <sup>1</sup> /Revenue	TEV <sup>1</sup> /EBITDA
<b>Industrials (cont.)</b>							
11/20/2018	<b>SCST, Inc.</b>	Atlas Technical Consultants, LLC	Construction and Engineering	Geotechnical engineering and related services	-	-	-
10/10/2018	iu GlobeLink, LLC	<b>Interpreters Unlimited, Inc.</b>	Diversified Support Services	Linguistic services	-	-	-
10/3/2018	<b>Advanced Honeycomb Technologies Corporation</b>	Kordsa, Incorporated	Aerospace and Defense	Manufactures honeycomb aerospace core	3	-	-
<b>Information Technology</b>							
12/21/2018	<b>Zektor Incorporated</b>	Pulse-Eight Limited	Communications Equipment	Audio/video matrix products	-	-	-
12/20/2018	Alliance Financial Network Inc.	<b>AppTech Corp.</b>	Application Software	Financial and banking services	-	-	-
12/19/2018	Maxwell Technologies SA (Seller: <b>Maxwell Technologies, Inc.</b> )	Renaissance KMU Schweizerische Anlagestiftung	Electronic Components	High-voltage capacitors	70	-	-
12/18/2018	<b>Luxtera, Inc.</b>	Cisco Systems, Inc.	Semiconductors	Optical modules	660	-	-
12/5/2018	<b>Verimatrix, Inc.</b>	Inside Secure S.A.	Systems Software	Revenue security platform	156	2.0x	10.8x
10/31/2018	FASTPace Software	<b>So Cal Soft-Pak Inc.</b>	Application Software	Order and processing technology	-	-	-
11/1/2018	<b>CRMOne LLC</b>	Trujay Group, LLC	Internet Services and Infrastructure	Data migration and integration software	-	-	-
10/31/2018	<b>Mitek Systems, Inc.</b>	ASG Technologies Group, Inc.	Application Software	Image capture and identification software	503	7.6x	97.6x
10/31/2018	Comnet Telecom Supply Inc. (Seller: <b>RF Industries, Ltd.</b> )	RAP Acquisition Inc.	Technology Distributors	Office equipment/furniture distributor	4	-	-
10/24/2018	Trafficware Group Inc.	<b>Cubic Transportation Systems, Inc.</b>	Application Software	Transportation analysis software	236	-	-
10/23/2018	Akamai Identity Services	<b>Verimatrix, Inc.</b>	Internet Services and Infrastructure	Intelligent edge platform	-	-	-
10/23/2018	<b>Substantially All Assets of VirBELA, LLC</b>	eXp World Holdings, Inc.	Application Software	Virtual reality software	12	-	-
10/18/2018	<b>Dog Breath Software, Inc.</b>	Sonendo, Inc.	Application Software	Endodontist practice management software	-	-	-
12/31/2017	<b>Protel Communications, Inc.</b>	NA	Technology Distributors	Telephone and voice processing equipment	-	-	-
10/12/2018	<b>XiTRON Technologies, Inc.</b>	<b>VitreK Corporation</b>	Electronic Equipment and Instruments	Power test and measurement products	1	-	-
10/11/2018	<b>Sunray Technology Ventures, Inc.</b>	Hotspot International, S. De R. L. De C.V.	Internet Services and Infrastructure	Hospitality internet service	-	-	-
10/1/2018	<b>Everyone Counts, Inc.</b>	Votem Corp.	Application Software	Electronic voting solutions	-	-	-
<b>Materials</b>							
12/10/2018	Assets of Pacific Plastics Injection Molding, Inc. (Seller: <b>Pacific Plastics Injection Molding, Inc.</b> )	Diversified Plastics, Inc.	Diversified Metals and Mining	Plastic injection molding	-	-	-
<b>Utilities</b>							
7/24/2018	<b>226.05 Megawatt Patriot Wind Farm of Clearway Renew LLC</b>	Wells Fargo & Company, Investment Arm; Avangrid Renewables LLC	Renewable Electricity	Wind farm	-	-	-
10/22/2018	<b>157 Megawatts Brickyard Hill Wind Project of EDF Renewable Energy, Inc.</b>	Union Electric Company	Renewable Electricity	Wind farm	-	-	-

1. Total enterprise value.

Note: Reflects all disclosed M&A transactions excluding real estate where the acquiror, target or seller headquarters are in the greater San Diego area. The San Diego-based company is denoted in bold. \* indicates that the seller was one of a group of sellers.

Sources: S&P Capital IQ and W Partners research and estimates.



## San Diego Private Placement and Venture Capital Activity

San Diego-based companies raised over \$1.0 billion in private capital during the fourth quarter of 2018. The Healthcare and Technology sectors both showed strong demand for private capital with the bulk of deal volume split between the two sectors. Healthcare companies raised \$683 million for approximately 66% of deal value while Technology companies raised \$164 million, approximately 16% of value. The largest reported deal for the quarter was Mirum Pharmaceuticals, Inc.'s Series A round for \$120 million. Mirum Pharmaceuticals is clinical-stage therapeutics company developing drugs for treating cholestatic liver diseases.

### San Diego-based Companies that Raised Capital

Announced Date	Issuer	Round	Investors(s)	Issuer Industry	Issuer Business Description	Amount Raised (\$mm)
<b>Communication Services</b>						
11/09/18	<b>Luna DNA Inc.</b>	Venture	Arch Venture Partners, L.P.; Bain Capital Ventures; F-Prime Capital Partners; Illumina Ventures; Osage University Partners	Interactive Media and Services	Genomic and medical research database	\$5
10/11/18	<b>Zebit, Inc.</b>	Debt		0 Interactive Media and Services	Online lending services	\$75
<b>Health Care</b>						
12/28/18	<b>GenomeDx Biosciences, Inc.</b>	Debt	NA	Biotechnology	Genomic information	\$3
12/18/18	<b>Aristea Therapeutics, Inc.</b>	Series A	Novo Holdings A/S	Life Sciences Tools and Services	Inflammatory disease therapeutics	\$15
12/12/18	<b>Medsphere Systems Corporation</b>	Growth	Morgan Stanley Private Equity; Morgan Stanley Expansion Capital; East West Bank, Investment Arm	Health Care Technology	Healthcare IT solutions	\$32
11/28/18	<b>ViaCyte, Inc.</b>	Series D	Sanderling Ventures; TPG Capital, L.P.; RA Capital Management, LLC; Bain Capital Private Equity, LP; Bain Capital Life Sciences Fund	Biotechnology	Regenerative medicine	\$80
11/27/18	<b>Vetica Labs, Inc.</b>	Venture		0 Biotechnology	Biotechnology business	\$4
11/08/18	<b>Sorrento Therapeutics, Inc.</b>	Debt		0 Biotechnology	Oncology therapies	\$100
11/08/18	<b>Neurelis, Inc.</b>	Growth		0 Pharmaceuticals	Neuroscience-based pharmaceuticals	\$41
11/06/18	<b>Alphatec Holdings, Inc.</b>	Debt		0 Health Care Equipment	Spine disorder surgical products	\$35
11/05/18	<b>Mirum Pharmaceuticals, Inc.</b>	Series A	Pappas Ventures; Frazier Healthcare Partners; New Enterprise Associates; RiverVest Venture Partners, LLC; Novo Holdings A/S; Deerfield Management Company, L.P.; Rock Springs Capital	Pharmaceuticals	Drugs for treating cholestatic liver diseases	\$120
11/05/18	<b>Burl Concepts, Inc.</b>	Venture		0 Health Care Equipment	Battery-powered ultrasound devices	\$3
11/02/18	<b>Glycoregimmune, Inc.</b>	Growth		0 Biotechnology	Liver disease therapeutics	\$6
11/01/18	<b>Empirico Inc.</b>	Venture		0 Biotechnology	Biotechnology business	\$13
10/31/18	<b>OG DNA Genetics, Inc.</b>	Venture	MJAR Holdings, LLC (nka:MJardin Group, Inc.)	NA	Biotechnology business	\$35
10/30/18	<b>Erasca, Inc.</b>	Series A	Arch Venture Partners, L.P.; Andreessen Horowitz LLC; City Hill Ventures, LLC; Cormorant Asset Management, LLC; Reneo Capital Management LP	Pharmaceuticals	Oncology drug development	\$64
10/26/18	<b>Enclave Lake Murray, LLC</b>	Venture		0 NA	Residential real estate	\$14
10/23/18	<b>Decoy Biosystems, Inc.</b>	Seed	TY BIO Investment, Inc.; Mountain Pacific Venture Fund LP; Mountain Pacific Venture Partners	Biotechnology	Cancer immunology	\$6

Note: Reflects disclosed private placement and venture capital transactions greater than \$3.0 million where the issuer is headquartered in the greater San Diego area. San Diego-based companies and funds are denoted in bold. \* indicates that the seller was one of a group of sellers. Sources: S&P Capital IQ and W Partners research.



## San Diego PP and VC Activity (Cont'd)

Announced Date	Issuer	Round	Investors(s)	Issuer Industry	Issuer Business Description	Amount Raised (\$mm)
<b>Health Care (cont)</b>						
10/18/18	<b>TP Therapeutics, Inc. (nka:Turning Point Therapeutics, Inc.)</b>	Growth	S.R. One, Limited; OrbiMed Advisors, L.L.C.; Nextech Invest Ltd.; Lilly Asia Ventures; venBio LLC; Foresite Capital Management, LLC; HBM Healthcare Investments (Cayman) Ltd.; Cormorant Asset Management, LLC	Biotechnology	Small molecule oncology therapies	\$80
10/02/18	<b>Qpex Biopharma, Inc.</b>	Series A	Adams Street Partners, LLC; New Enterprise Associates; Hatteras Venture Partners; LYZZ Capital	Biotechnology	Biotechnology business	\$33
<b>Industrials</b>						
12/20/18	<b>Shield AI Inc</b>	Venture	NA	Aerospace and Defense	Artificial intelligence robotics	\$10
11/05/18	<b>Lighthouse Strategies, LLC</b>	Series A	Tidal Royalty Corp.	Industrial Conglomerates	Conglomerate	\$5
<b>Information Technology</b>						
12/26/18	<b>Locai, Inc.</b>	Series B	PeakSpan Capital, LLC	Application Software	Mobile application for pet care	\$12
12/20/18	<b>Measurabl, Inc.</b>	Series B	S&P Global Inc.; Divco West Real Estate Services, LLC; Camber Creek; Impact Engine; Constellation Technology Ventures; Sway Ventures; Salesforce Ventures; Concrete Venture Capital; Building Ventures	Application Software	Cloud-based software	\$18
12/20/18	<b>Qelzal Corporation</b>	Seed	Motus Ventures	Electronic Equipment and Instruments	Artificial intelligence recognition system	\$3
12/18/18	<b>Seismic Software, Inc.</b>	Series E	General Atlantic Service Company, L.P.; JMI Management, Inc.; Lightspeed Venture Partners; T. Rowe Price	Application Software	Sales enablement and content management software	\$100
11/15/18	<b>Airspace Technologies, Inc.</b>	Series B	Scale Venture Partners; QUALCOMM Ventures; Cross Culture Ventures; Defy Partners; Schematic Ventures	Application Software	Logistics industry software	\$20
11/13/18	<b>Overland Storage Inc.</b>	Debt		0 Technology Hardware, Storage and Peripherals	Data management/protection solutions	\$5
11/07/18	<b>Trovata, Inc.</b>	Seed	JPMorgan Chase & Co.; FINTOP Capital	Application Software	Financial data gathering and normalization	\$6
<b>Materials</b>						
10/03/18	<b>Genomatica, Inc.</b>	Growth	Viking Global Investors LP; Ginkgo Bioworks, Inc.; Casdin Capital, LLC	Commodity Chemicals	Chemical production from feedstocks	\$90

Please contact the W Partners team for additional information regarding M&A transactions, private placements, venture capital investments or public market valuations in your particular industry or sector:

**Todd Wilson**  
 Managing Director  
 Phone: 858.333.8445  
 twilson@wpartners.com

**Carl Miller**  
 Managing Director  
 Phone: 858.333.8449  
 cmiller@wpartners.com

San Diego Office  
 11455 El Camino Real  
 Suite 450  
 San Diego, CA 92130  
 Phone: 858.333.8445

Salt Lake City Office  
 136 E. South Temple  
 Suite 2440  
 Salt Lake City, UT 84111  
 Phone: 801.890.4175

www.wpartners.com

## Selected Transactions by W Partners



Has sold an equity interest to



Financial Advisory



Private Placement of Equity Securities




Financial Advisory




Private Placement of Equity Securities

Financial Advisory



48 Franchises Acquired by




Financial Advisory




The Washington Companies


Strategic Advisory




Was Acquired by



Financial Advisory



Joint-Venture Agreement with



Financial Advisory




\$100 Million Private Placement



Financial Advisory



Was Acquired by



Financial Advisory

*The information contained herein is for informational purposes only, and W Partners Group LLC ("W Partners" or "we") is not soliciting any action based upon it. This material should not be read as advice or recommendations. It has not been prepared taking into account any person's particular objectives or needs. Any person should consider whether the information is appropriate to their needs or seek advice before making a decision based on this information. The material is based upon information that we consider reliable, but we do not represent that it is accurate or complete, and it should not be relied upon as such. Opinions expressed are our current opinions as of the date appearing on this material only. No part of this material may be copied, photocopied or duplicated in any form by any means or redistributed without W Partners' prior written consent.*

*W Partners does not render tax, accounting or legal advice.*

*Securities-related services, including M&A advisory for transactions involving stock or debt and private capital raising, are offered through Crewe Capital, LLC, a broker-dealer, member FINRA / SIPC ("Crewe Capital"). W Partners and Crewe Capital are not affiliated entities. Principals of W Partners are also investment banking professionals and perform such services as registered representatives of Crewe Capital. All investments have risks and past performance is not indicative of future results.*

*The information provided on this communication is not intended for distribution to, or use by, any person or entity in any jurisdiction or country where such distribution or use would be contrary to law or regulation or which would subject W Partners or Crewe Capital to any registration requirement within such jurisdiction or country.*