



# *SUMMARY OF INITIAL PUBLIC OFFERING*

June 2021

Specialized investment bankers at the intersection of finance and technology

# Intapp IPO – Executive Summary

Initial Public Offering Overview – June 2021



## Description



- Intapp is a provider of industry-specific, cloud-based software and services for the global professional and financial services industry
- The Company's solutions enable private capital, investment banking, legal, accounting, and consulting firms to realize the benefits of modern AI and cloud-based architectures for their critical business functions without compromising industry-specific functionality or regulatory compliance
- The Company serves 1,600 clients worldwide, including 96 of the Am Law 100 legal firms, 7 of the top 8 global accounting firms, and 900+ private capital and investment firms



## Use of Proceeds

Ticker: NYSE: INTA

- The Company intends to use \$246 million of the proceeds as well as up to \$32 million of cash on hand, to fully repay outstanding borrowings under the Credit Facility
- Particularly, the Company plans to use the additional proceeds (if any) to repay the outstanding borrowings under the Credit Facility in full
- The remaining amount will be used for general corporate purposes, including for acquisitions and other strategic transactions
- The management is likely to have broad discretion over the use of the additional net proceeds, if any, from this offering



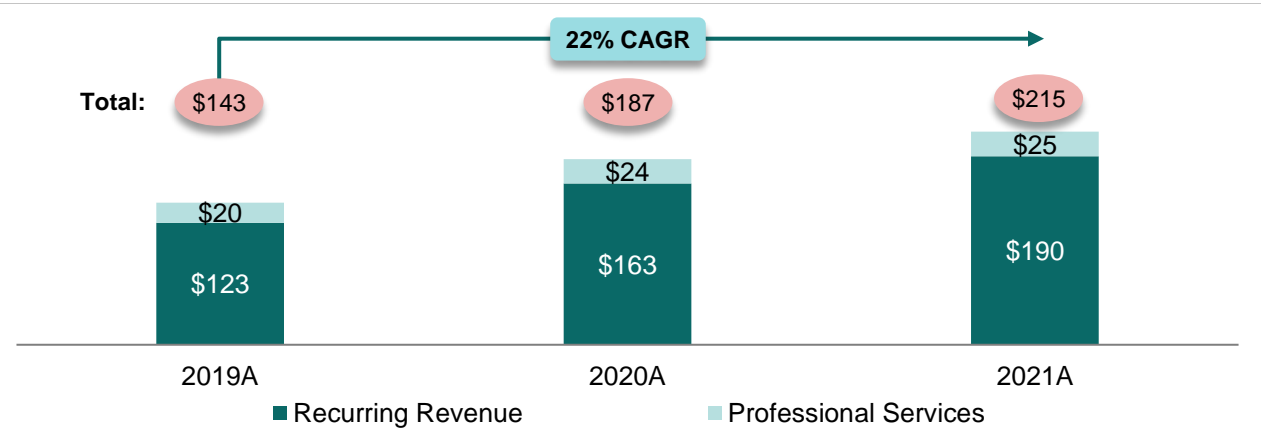
# Intapp IPO – Executive Summary

## Key Metrics

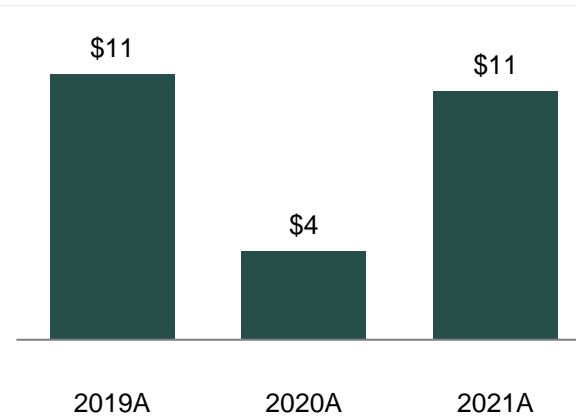
### Key Metrics

Shares Offered through the IPO	11 million
Issue Price	\$26.00
Total O/S <sup>(1)</sup> after the IPO	59 million
Market Value at Issue Price <sup>(2)</sup>	\$1.5 billion
EV at Issue Price <sup>(3)</sup>	\$1.9 billion
EV / Revenue <sup>(4)</sup>	9.3x
Trading Date	6/30/2021
Listing Price	\$25.25
Listing Discount	(\$0.75)

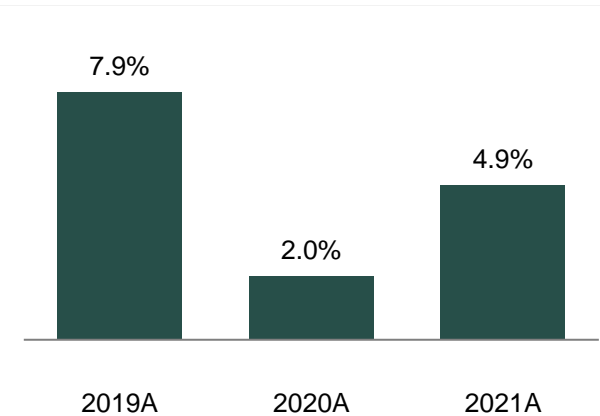
### Total Revenue (FYE June; \$mm)



### Adjusted EBITDA (\$mm)



### Adjusted EBITDA Margin (%)



# Intapp IPO – Executive Summary

## Company Overview

### Business Overview

- Intapp provides industry-specific cloud-based software solutions for the professional and financial services industry in the U.S., the UK, and internationally
- The Company's solutions include:
  - DealCloud, a deal and relationship management solution that manages financial services firms' market relationships, prospective clients and investments, current engagements and deal processes, and operations and compliance activities
  - OnePlace, a solution to manage various aspects of professional services firms' client and engagement lifecycle
- Intapp generates revenue primarily from software subscriptions, typically with one-year or multi-year contract terms and sells software on a subscription basis through a direct enterprise sales model
- The underlying trends in the professional and financial services industry present a compelling market opportunity for Intapp
- Intapp has been and continues to be considerably acquisitive
  - In Jun-21, the Company acquired Ireland-based Repstor to bring secure, frictionless collaboration, and Microsoft Teams management to professional and financial services firms
  - Over 2018-19, the Company paid \$190 million of cash consideration for acquisitions of DealCloud, gwabbit, and OnePlace

### Key Statistics



Serves **1,600 clients** across the world, including 96 of the Am Law 100 legal firms, 7 of the top 8 global accounting firms, and 900+ private capital and investment firms



Offers services **across five industries** including Private Capital, Investment Banking, Legal, Accounting, and Consulting



**\$10 billion of serviceable addressable market** of which **\$7+ billion** would be attributable to large firms with over 500 employees



Generated **\$201 million** of TTM Revenue and **89%** TTM Recurring Revenue<sup>(1)</sup>



Currently has **20+ clients** with contracts **greater than \$1 million of Annual Recurring Revenues (ARR)**



Intapp maintains a global presence with **7 offices** across the U.S., the UK, and Australia, with headquarters in Palo Alto

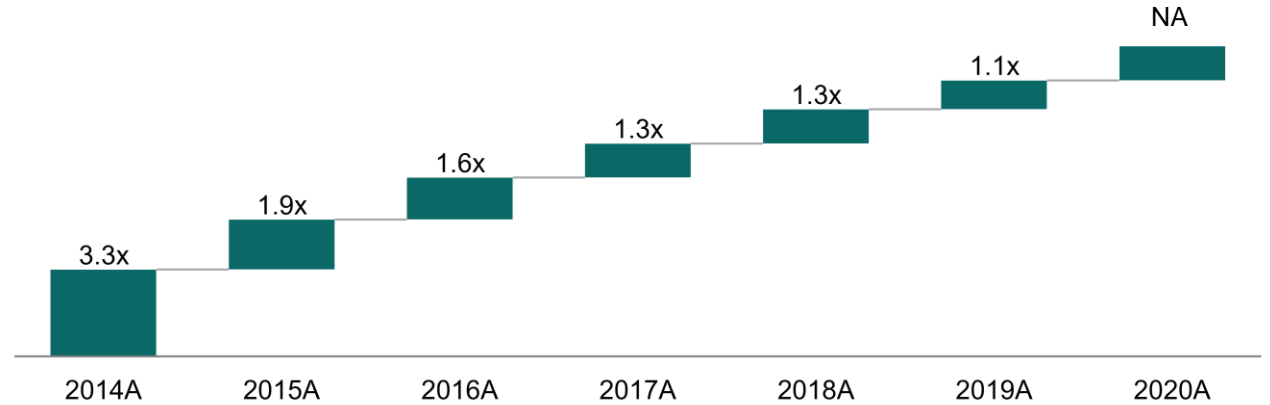
# Intapp IPO – Case Study

## Key Performance Metrics

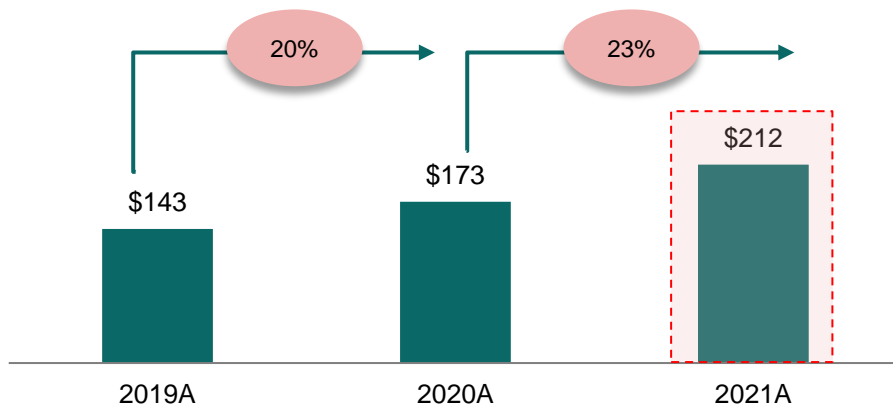
### Key Metrics (Net Revenue Retention)

- The chart illustrates Intapp’s ARR expansion for annual cohorts beginning in FY2014, including clients acquired through certain business acquisitions on a pro forma basis
- The Company measures their ability to grow and retain ARR from existing clients using a metric referred to as **net revenue retention**<sup>(1)</sup>
  - This metric accounts for changes in the recurring revenue base from capability increases or decreases, seat increases or decreases, price increases or decreases, and client attrition

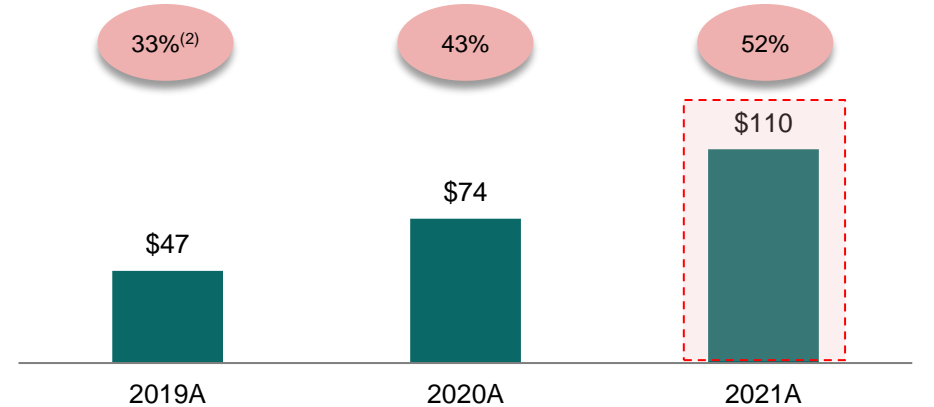
### ARR Expansion by Cohorts



### ARR (\$mm)



### Cloud ARR (\$mm)





# Intapp IPO – Executive Summary

## Management Team



**John Hall**  
*Chairman & Chief  
Executive Officer*

- John has been serving as a Director and the Chief Executive Officer of Intapp since 2007
- Prior to Intapp, he co-founded VA Linux Systems and served as Senior Vice President of Marketing, overseeing worldwide marketing strategy, in addition to several leadership roles and helped lead the company from its startup phase to its IPO
- Previously, he spearheaded the creation of SourceForge.net and served as General Manager of the VA subsidiary now known as the Open Source Technology Group



**Thad Jampol**  
*Co-Founder & Chief  
Product Officer*

- Thad co-founded Intapp and has been serving as the Chief Product Officer since 2000
- He holds a Bachelor's Degree in Computer Science from the University of California, Los Angeles






**Stephen Robertson**  
*Chief Financial Officer*

- Stephen has been serving as the Chief Financial Officer of Intapp since 2016
- Prior to joining Intapp, he served as the Chief Financial Officer of Axiom Law. Previously, Stephen served as the Chief Financial Officer at RMS, Colo.com, and InsWeb, a publicly traded online insurance marketplace
- Prior to this, Robertson spent 12 years in investment banking at Salomon Brothers, Alex. Brown & Sons, Smith Barney, and Lehman Brothers
- Stephen holds a Bachelor's Degree in History from Princeton University and an MBA Degree from the Stanford Graduate School of Business

# Intapp IPO – Executive Summary

## Transaction History

Date	Transaction Type	Amount (\$mm)	Key Investors	
7/1/2020	PE Growth/Expansion	\$29		<u>TEMASEK HOLDINGS</u>
10/1/2019	PE Growth/Expansion	\$12		<u>TEMASEK HOLDINGS</u>
8/13/2018	Debt - General	\$62		<u>GOLUB CAPITAL</u>
4/14/2017	PE Growth/Expansion	NA		<u>TEMASEK HOLDINGS</u>
9/30/2014	Debt – General	\$14		<u>GOLUB CAPITAL</u>
12/31/2013	Debt – General	\$6		<u>GOLUB CAPITAL</u>
11/27/2012	PE Growth/Expansion	NA		

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