

Aquaa Partners



Techquisition Deals Of The Month

(Non-Tech Incumbents Acquiring Tech Companies)



November 2022

Techquisition Deals – November 2022 (1/3)

Date	Acquirer	Acquirer Industry	Target Company	Target Industry	Target Description	Rationale	Deal Type	Stake	Deal Value (\$m)
30-Nov-22	Marks & Spencer	Retail	Thread	Clothing	Operator of an online personal styling platform designed to help find suitable clothes	<ul style="list-style-type: none"> Over the last three years, M&S has invested substantially in developing its digital and data capabilities to offer an omnichannel service to its customers The acquisition provides the opportunity to integrate cutting-edge, proprietary tech into the M&S.com platform to accelerate personalisation and deliver a unique customer experience 	M&A	100.0%	n.a.
28-Nov-22	Fanhua	Insurance	Zhongrong Smart Finance	FinTech	Platform designed to realise the interconnection between insurance companies and professional intermediaries and digitalisation of the of insurance business	<ul style="list-style-type: none"> The acquisition of Zhongrong is expected to greatly enhance the compliance and quality management capabilities of Fanhua's platform and rapidly increase its market influence It also marks an important step forward in accelerating the expansion of their platform's foothold, contributing to the sustainable, high-quality growth of the life insurance agency channel in China 	M&A	57.7%	n.a.
25-Nov-22	Aditya Birla Fashion and Retail	Retail	Bewakoof	E-Commerce	Operator of an online fashion e-commerce platform intended to provide fashion products catering to both men and women	<ul style="list-style-type: none"> The move was in line with the group's strategy to launch and back new-age digital ventures With Bewakoof and other D2C brands in the portfolio, TMRW expects to leverage the leading digital-first brands of tomorrow to disrupt and fuel e-commerce growth in India 	M&A	73.0% to 80.0%	24.3
25-Nov-22	Motor Oil Hellas	Oil & Gas	Thalis Environmental Services	CleanTech	Provider of environmental services intended to solve complex long-term challenges	<ul style="list-style-type: none"> The acquisition follows a series of moves by Motor Oil Hellas in the area of circular economy and renewable alternative fuels, which is a key pillar of its strategy. The deal is in line with the company's long-term goals of achieving a secure energy supply and accelerating the energy transition 	M&A	100.0%	n.a.

Source(s): Aquaa Partners, PitchBook
 Note(s): Non-tech incumbents acquiring technology companies

Techquisition Deals – November 2022 (2/3)

Date	Acquirer	Acquirer Industry	Target Company	Target Industry	Target Description	Rationale	Deal Type	Stake	Deal Value (\$m)
21-Nov-22	Sumitomo Corporation	Industrials	ClearBlade	Cybersecurity	Developer of a digital computing platform designed to rapidly engineer and run secure applications in real time	<ul style="list-style-type: none"> The investment will help the company expand its operations internationally and provide SCOA and affiliated companies' access to ClearBlade's world-class software and will help bring their unique technology into several new markets 	Later Stage VC	n.a.	n.a.
17-Nov-22	Stellantis	Transportation	AlMotive	MobilityTech	Developer of automated driving technology designed to offer comfortable rides across diverse climates and cultures	<ul style="list-style-type: none"> This acquisition enhances Stellantis' artificial intelligence and autonomous driving core technology, expands its global talent pool, and boosts the mid-term development of the all-new STLA AutoDrive platform 	M&A	100.0%	n.a.
17-Nov-22	Marel	Food Processing	Soft Robotics	Robotics and Drones	Developer of robotic end-of-arm tools designed to bring automation to high SKU processing, packaging, and supply chain applications	<ul style="list-style-type: none"> The deal aligns with Marel's broad product portfolio that enables automation solutions for the food industry. Marel intends to integrate Soft Robotics' technology in selected solutions for its core markets The strategic partnership will initially focus on automating the infeed of machines or styling products for final packaging with numerous opportunities to further expand in the future 	Later Stage VC	28.9%	26.0
16-Nov-22	Kubota	AgTech	Clarifruit	Agtech	Developer of AI-powered SaaS platform designed to measure quality, freshness, and durability for the Fresh Produce industry	<ul style="list-style-type: none"> With this investment, Kubota has taken steps to accelerate its innovation philosophy, to create new business opportunities, products, and services for the farming industry The company intends to expand its community-focused business operations to deliver integrated and collaborative solutions, technological advancements, and unique customer value across all its segments 	Later Stage VC	28.6%	12.0

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Techquisition Deals – November 2022 (3/3)

Date	Acquirer	Acquirer Industry	Target Company	Target Industry	Target Description	Rationale	Deal Type	Stake	Deal Value (\$m)
09-Nov-22	Mattel	Manufacturing	Caribu	Communication Software	Developer of a video-calling application designed to paint and read bedtime stories in real time	<ul style="list-style-type: none"> Caribu's extensive library of interactive books, games, and educational and artistic activities will continue to be available expanding Mattel's offerings Mattel plans to incorporate Caribu into its Mattel Future Lab, an initiative launched earlier this year aiming to pioneer the future of play Mattel Future Lab recently launched several other initiatives that involve a play in the digital space 	M&A	100.0%	n.a.
09-Nov-22	Porsche Automobile Holding	Automotive	Xanadu	CloudTech	Operator of a quantum photonic platform intended to build computers that are useful and available to people everywhere	<ul style="list-style-type: none"> With the company's stake in Xanadu, Porsche SE is investing in a key technology that has enormous market potential for batteries or highly complex logistics processes which can be optimised with quantum computers 	Later Stage VC	10.0%	100.0
02-Nov-22	Brink's	Industrials	Courtyard	FinTech	Provider of digital asset conversion services intended to securely tokenize physical assets into non-fungible tokens	<ul style="list-style-type: none"> Investing in Courtyard represents a digital extension of Brink's secure storage and transportation capabilities, as it continues to explore new trends and technology. By securing the physical items represented by NFTs on the blockchain, the company creates a bridge between offline and digital marketplaces, giving collectors reassurance that their high-value items are secure 	Seed Round	n.a.	7.0
01-Nov-22	Munters	Manufacturing	InoBram	Software	Manufacturer of controllers and complimentary accessories intended for farmers and food producers	<ul style="list-style-type: none"> The acquisition supports Munters' strategy to grow its digital solutions for the food and agricultural industry and connects the entire food production value chain 	M&A	60.0%	n.a.

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