

Overview

Clare Capital Tech Insights 32 - SaaS Chessboard - 20170407

This report explores the distribution of 204 listed SaaS companies based on their Last Twelve Months (LTM) revenue and company size. This information is presented in a format which is a cross between a chessboard and a periodic table, chessboard in terms of the 8x8 layout and a periodic table in the the information provided in each of the squares.

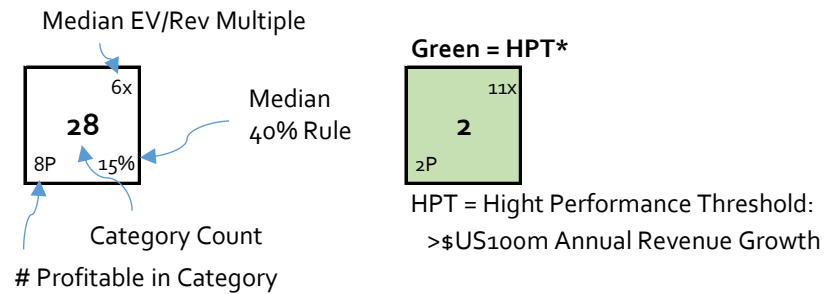
Listed SaaS Companies Chessboard [Size versus Revenue Growth]

		LTM Revenue Growth							
		<0%	0-10%	10-25%	25-50%	50-75%	75-100%	100-250%	>250%
Company size - LTM Revenue US\$m	0-10	3x <b>19</b> 6P (36%)	12x <b>3</b> - (14.6%)	6x <b>3</b> - (5.8%)	8x <b>6</b> 1P (30%)	7x <b>1</b> - 44%	6x <b>3</b> - (20.3%)	2x <b>5</b> - (14%)	21x <b>7</b> - 25.5%
	10-25	2x <b>5</b> 3P (26%)	1x <b>2</b> - (5%)	8x <b>2</b> 2P 27%	4x <b>3</b> 2P -	13x <b>1</b> 1P -	-	17x <b>1</b> - 62%	-
	25-50	1x <b>4</b> 3P (3%)	2x <b>4</b> 1P (22%)	2x <b>4</b> 3P 38%	5x <b>2</b> 2P 55%	-	-	9x <b>1</b> - 14.6%	-
	50-100	1x <b>6</b> 2P (16%)	3x <b>4</b> 3P 16%	2x <b>4</b> 3P 25%	5x <b>4</b> 2P 36%	1x <b>1</b> 1P -	-	2x <b>1</b> 1P 19.5%	-
	100-250	1x <b>6</b> 2P (25%)	2x <b>7</b> 4P 3%	2x <b>13</b> 5P 11%	8x <b>14</b> 4P 27%	7x <b>8</b> 1P -	6x <b>1</b> 1P 10.8%	-	-
	250-500	2x <b>3</b> 2P (1%)	3x <b>7</b> 5P 3%	6x <b>8</b> 7P 33%	8x <b>10</b> 4P 33%	8x <b>1</b> - 5.4%	15x <b>1</b> - 8.4%	-	-
	500-750	-	5x <b>1</b> 1P 4.2%	4x <b>4</b> 3P -	12x <b>2</b> 2P 4.7%	-	4x <b>1</b> - 3.6%	-	-
	750+	3x <b>2</b> 2P 1.3%	3x <b>2</b> 2P 2.7%	5x <b>4</b> 4P 4.0%	8x <b>7</b> 3P 3.3%	-	-	-	-

Key statistics - Listed SaaS Companies:

- 4.5% [89/198] are profitable
- 2.3% [46/198] have negative revenue growth
- 8% [15/198] have revenue growth >100%
- 18.7x highest EV/Rev for companies >\$US10m rev
- Total Mkt Cap = US\$295b
- Top Ten Mkt Cap = US\$139b [4.7%]
- CRM, WDAY, NOW, SPLK Mkt Cap = US\$99b [3.4%]
- CRM Mkt Cap = US\$60b [2.0%]

Tech Tiles Key:



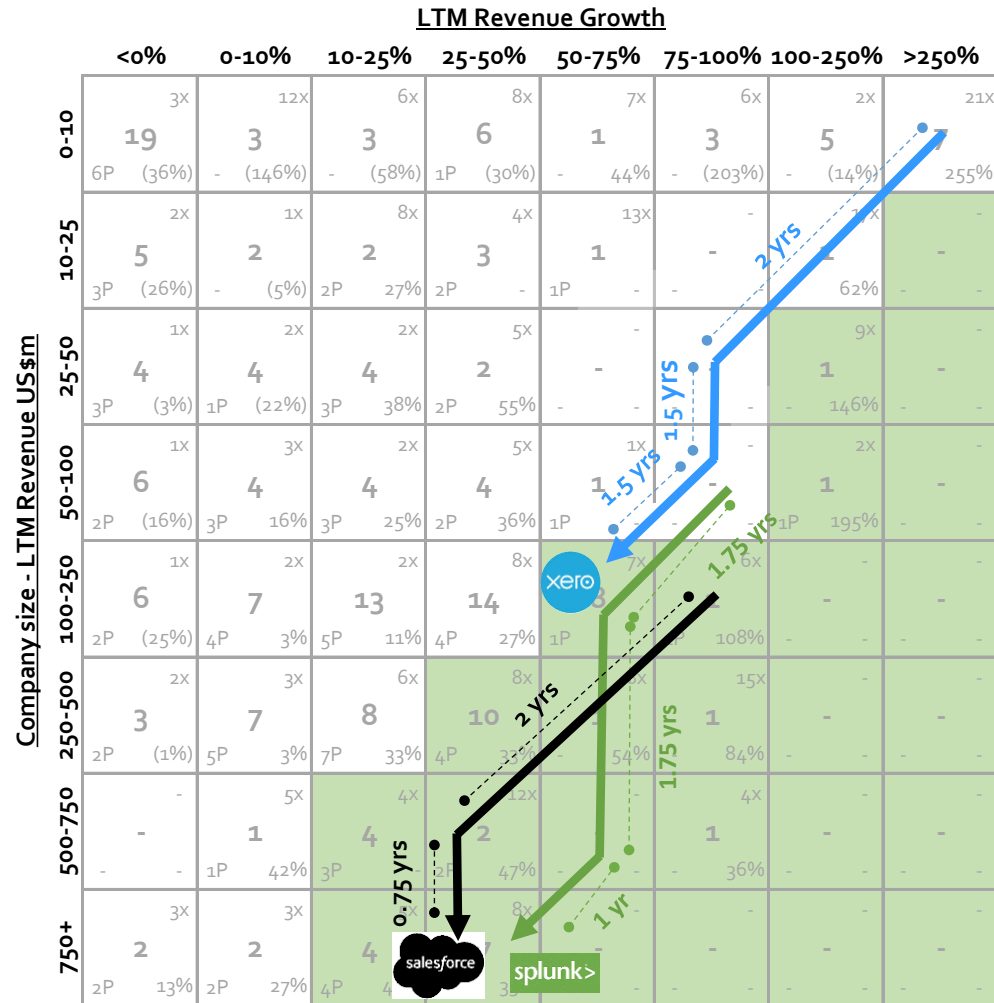
Tech Tiles Explanation:

Like the information included within the squares of a periodic table, an individual tech tile is a visual approach to representing a companies key performance information; Size [LTM Revenue], Growth [LTM Revenue Growth], EV/Revenue Multiple, Profitable/Not-Profitable, and 40% Rule Metric.

**Disclaimer**

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**Salesforce, Splunk & Xero's tracking across the Chessboard**



**Selected Company Tech Tiles**

