



RETAIL TECHNOLOGY

Software Market Review & Analysis



Alkali Partners
Technology Investment Banking

TABLE OF CONTENTS

Market Coverage & Analysis	01-04
Most Active Acquirers	05
Segment Comparables	06
Market Comparables	07
Market Map	08
Transaction Multiples	9
Coverage Team	10
Appendix - Selected M&A Transactions	11-14

Top Priorities for Retail: Enhance Shopping Experiences and Automation

Market Analysis



AI-Powered Personalization: Retailers use AI to deliver tailored product recommendations and experiences, boosting conversion and customer satisfaction.



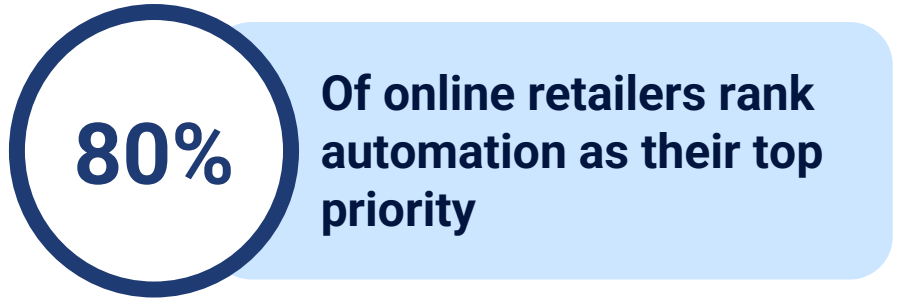
Integrated Commerce Infrastructure: Omnichannel demands are driving adoption of unified systems that connect inventory, payments, CRM, and marketing.



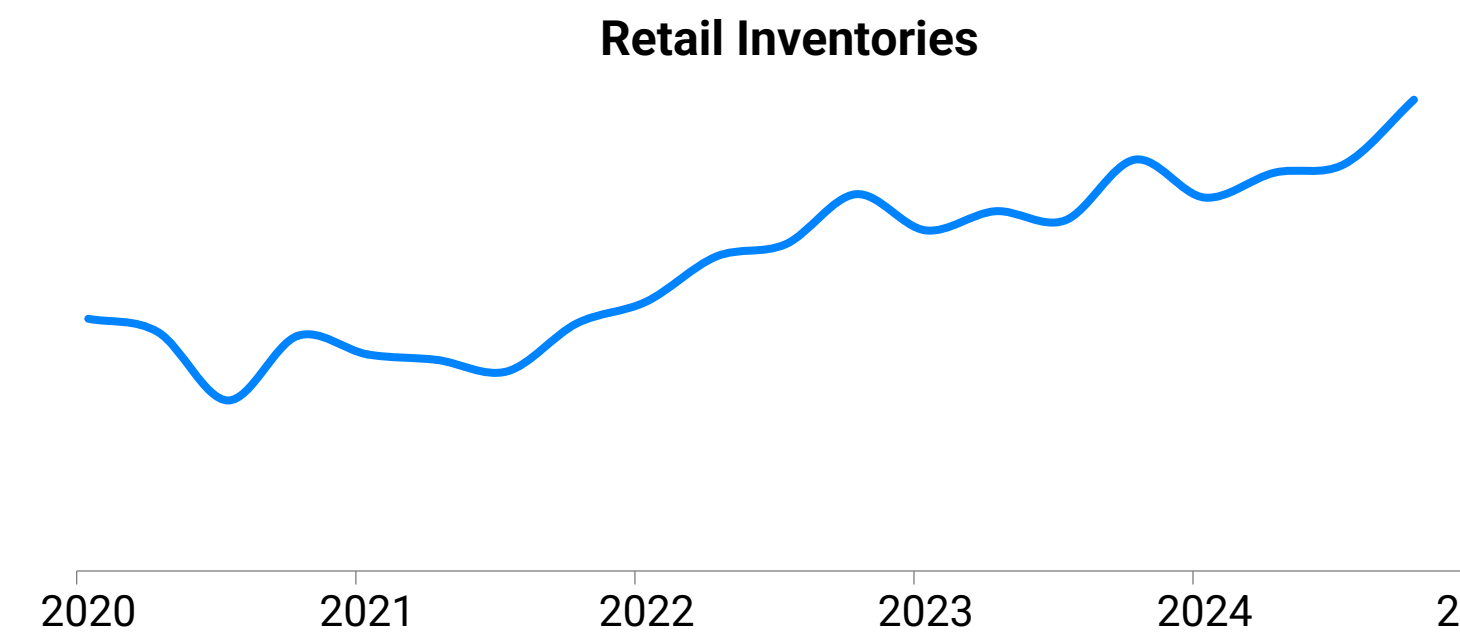
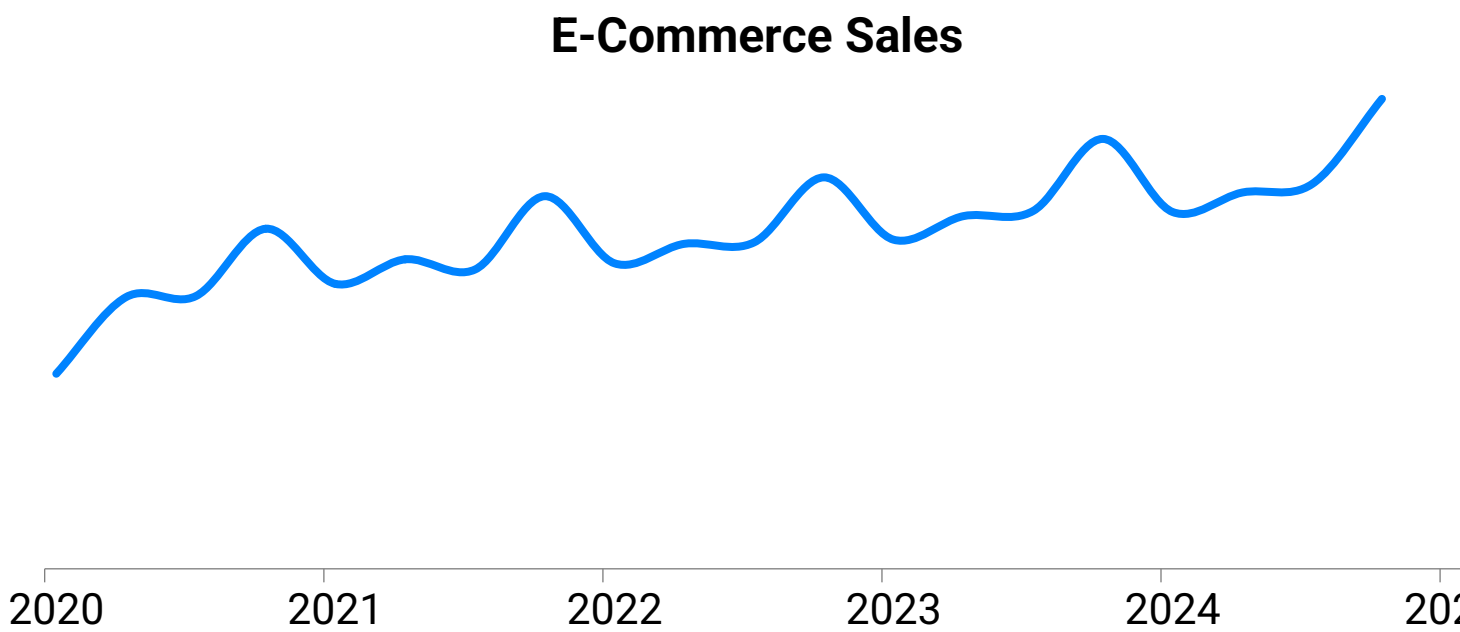
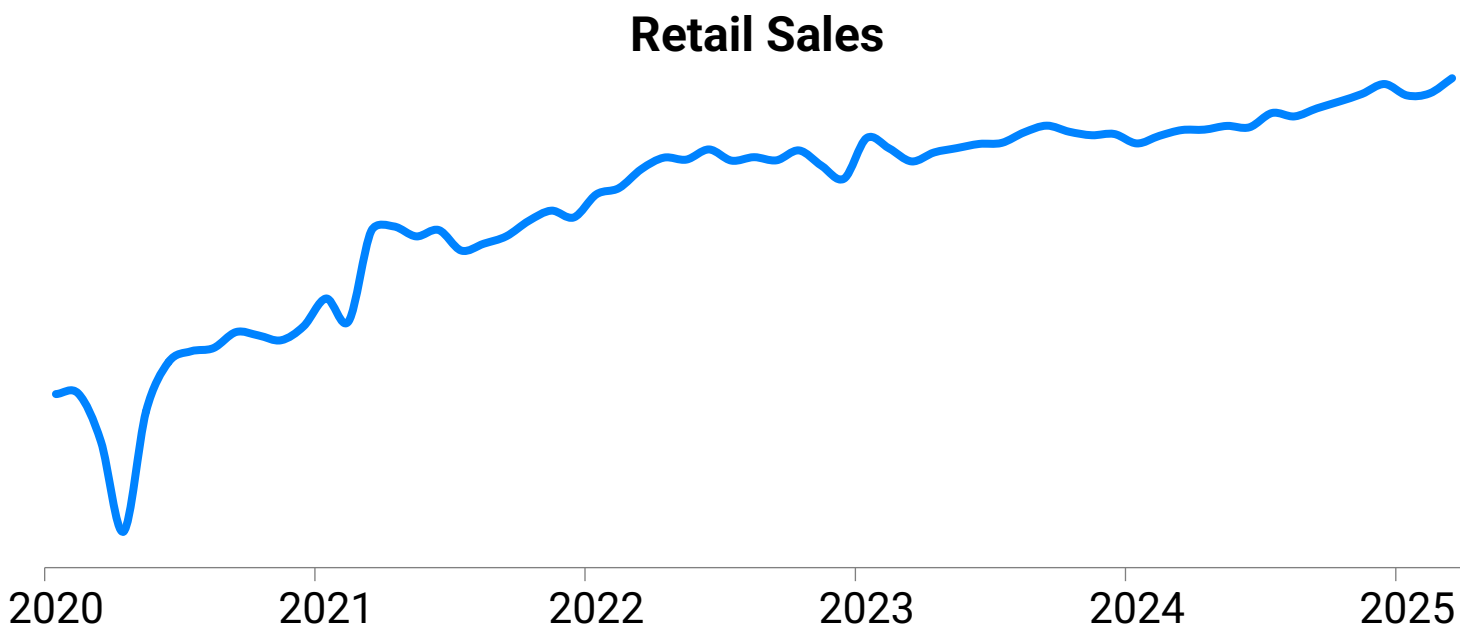
Data-Driven Experience Optimization: Real-time data from CRM, ERP, and web analytics is used to refine UX, pricing, and customer flows.



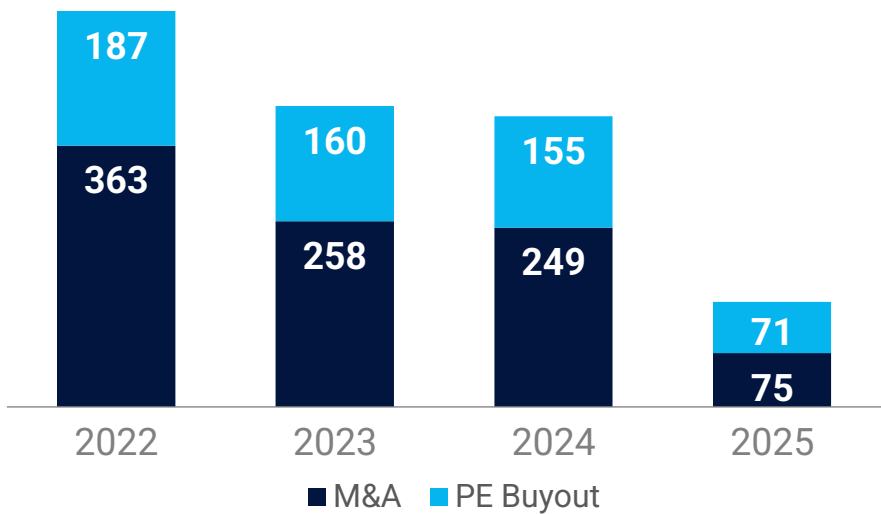
Automation in Fulfillment: AI-driven tools like order picking and predictive restocking enhance supply chain efficiency and reduce costs.



US Retail Performance Indicators (\$M)



Sector Wide YoY Deal Count



Most Active Financial Acquirers



Most Active Strategic Acquirers



Sources: Pitchbook, FRED, Alkali Research, Grand View Research, GMI Insights, United States Census Bureau

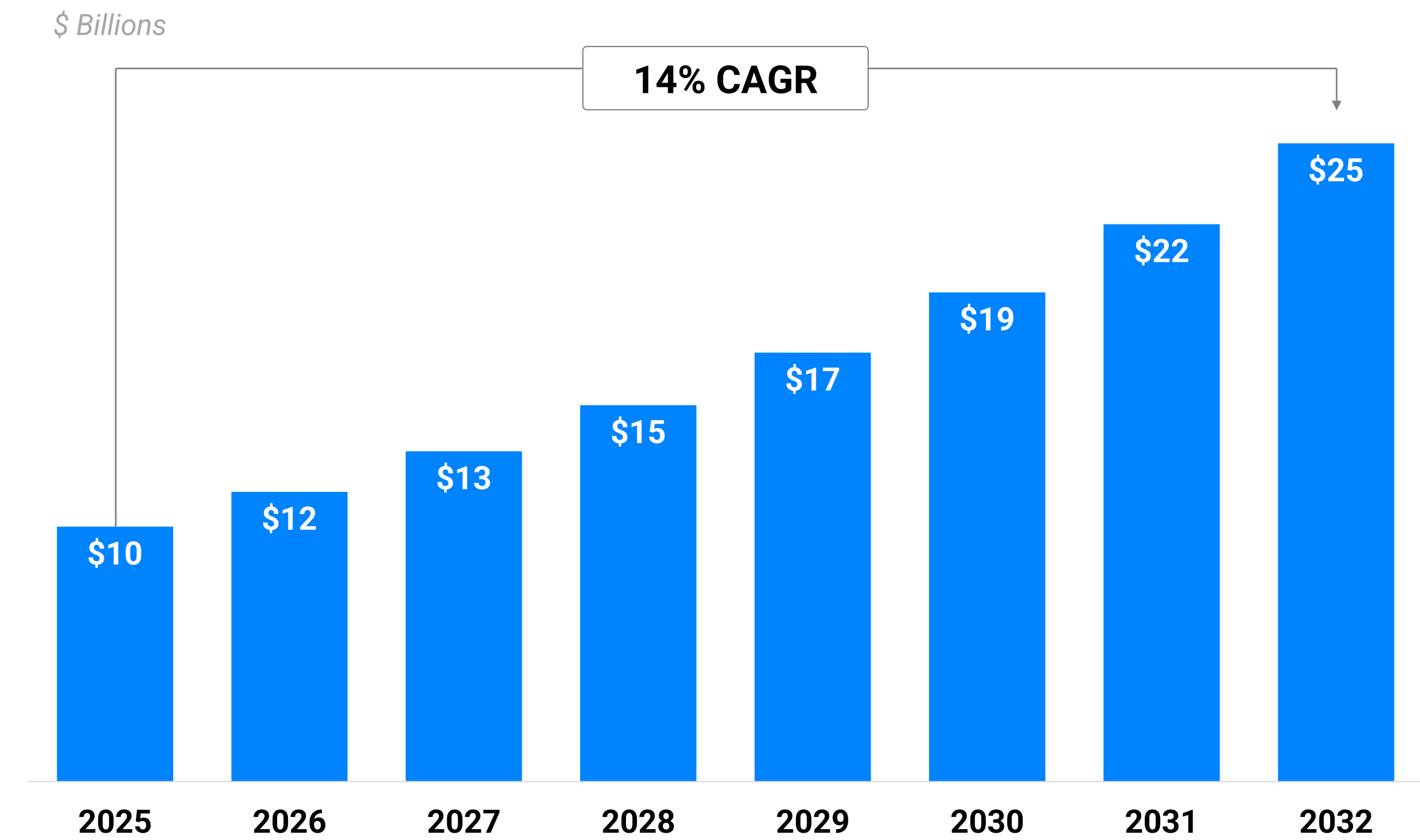
Blending Digital and Physical Retail

Market Analysis

Adapt Retail Technology to Evolving Consumer Behavior

As consumers navigate fluidly between digital and in-store channels, retailers are adopting technology that supports hybrid shopping journeys. Investments are increasingly focused on AI and machine learning to automate workflows, analyze customer behavior, deliver advanced insights, and streamline operations.

Global Omnichannel Retail Commerce Platform Market Size



Key Trends



Demand for Unified Shopping Experiences

Consumers expect a consistent experience whether they shop in-store, online, or via mobile. Brands must integrate digital and physical touchpoints to build loyalty and improve conversion rates.



Growth of Click-and-Collect Services

As shoppers seek convenience and immediacy, click-and-collect has become a standard expectation. Retailers are investing in systems that seamlessly coordinate inventory, fulfillment, and in-store pickup.

Growth Drivers



Expansion of Mobile Commerce

Mobile remains the fastest-growing commerce channel, driving investment in responsive sites, apps, and mobile-native checkout solutions that reduce friction and increase AOV.



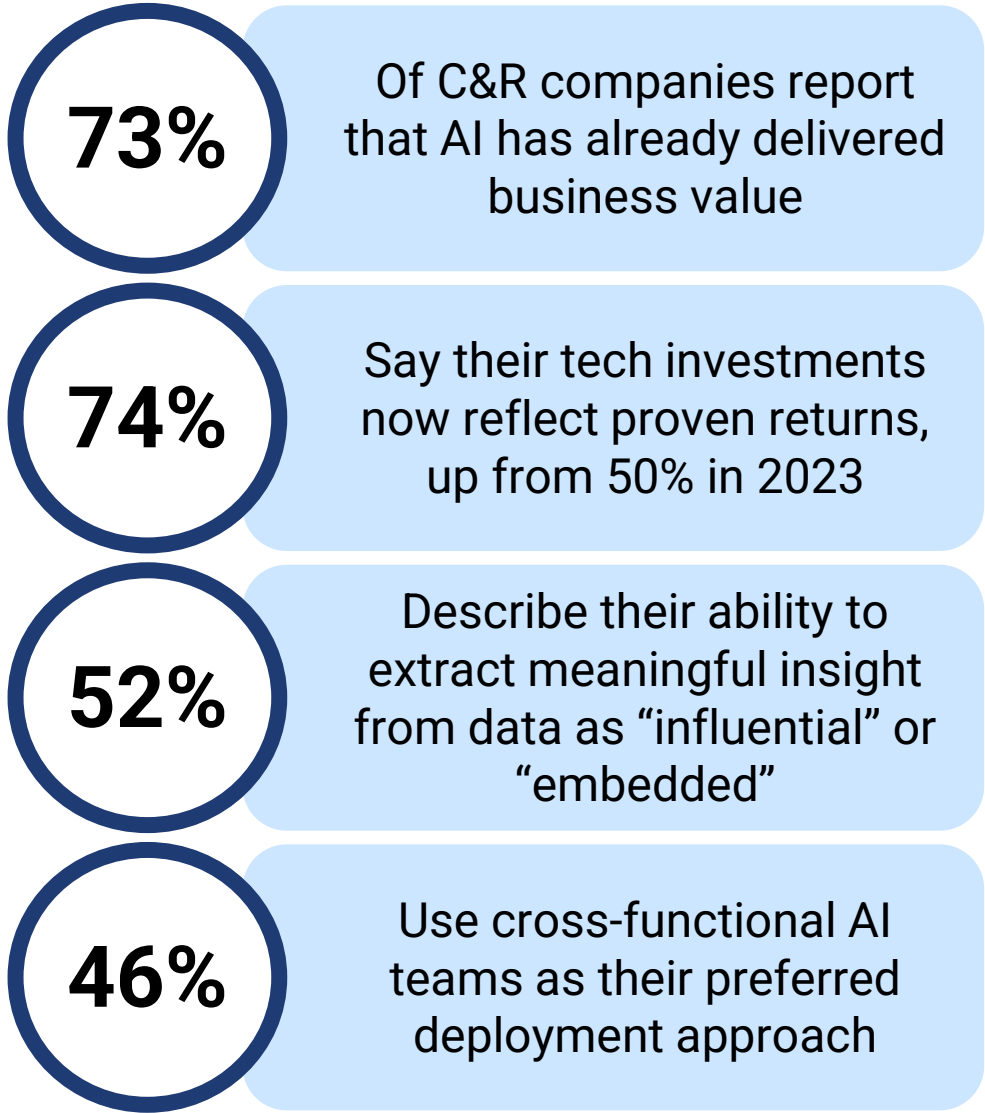
AI-Powered Personalization at Scale

Retailers are using AI to tailor the shopping experience—from product recommendations to promotions—based on real-time behavior across both online and offline channels.

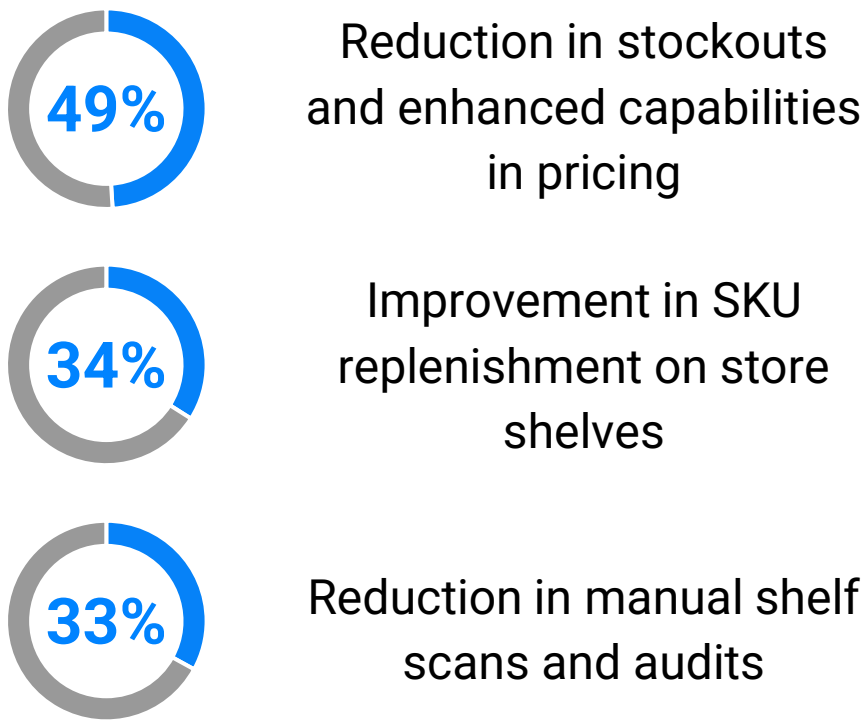
Accelerating AI Adoption in Retail

Market Analysis

AI Maturity Accelerates Across Retail



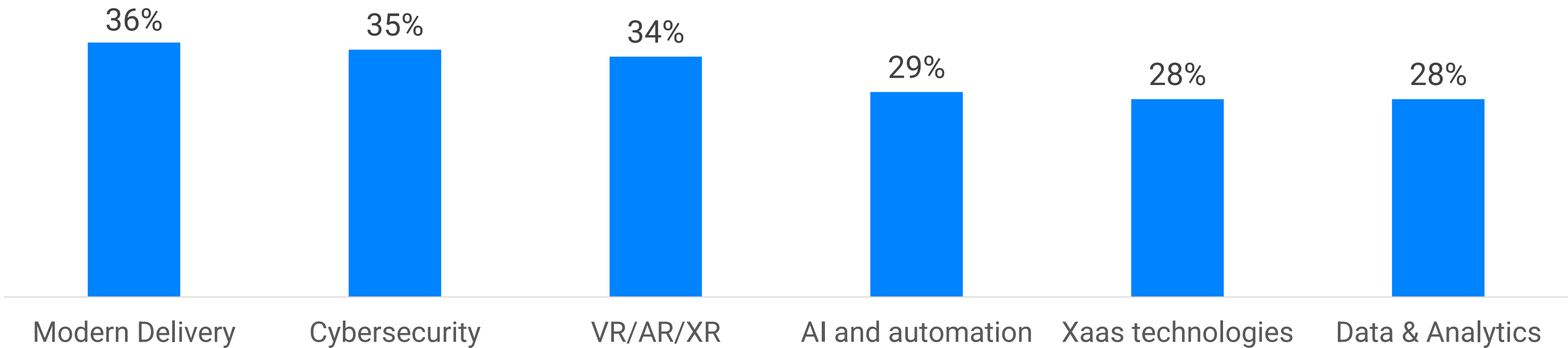
Proven Benefits from AI, ML, and IoT



How Consumer & Retail Companies Are Turning AI Investment into Business Value

Retail technology companies are accelerating AI adoption to enhance operational efficiency, personalize the customer experience, and improve profitability. A majority now report meaningful ROI from AI use cases, marking a shift toward strategic, scalable implementation.

Year-on-Year Increase in Retail Executives Reporting Profit Gains from Tech Investments by Area



Leading Trends in AI in Retail

Personalized Marketing: AI analyzes customer behavior and purchase history to deliver targeted promotions and tailored product recommendations.

Customer Service Automation: AI-powered chatbots and assistants respond to inquiries, resolve issues, and guide users through the buying journey in real time.

Demand Forecasting: Predictive models use historical and real-time data to anticipate sales trends and inventory needs across channels.

Store Layout Optimization: AI evaluates foot traffic and sales data to improve product placement and store flow, boosting in-store conversions.

Dynamic Pricing: AI algorithms adjust prices in response to demand signals, customer behavior, and competitor pricing to maximize revenue and competitiveness.

Virtual Try-Ons: AI and augmented reality allow shoppers to visualize how products like apparel or cosmetics look before purchasing, increasing confidence and reducing returns.

Sources: Pitchbook, FRED, Alkali Research, Grand View Research,, KPMG

Adapt to Changing Consumer and Retail Behavior

Market Analysis

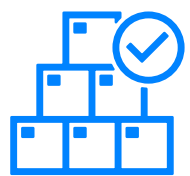
Drive Sales with Social Commerce

Retailers are shifting towards social commerce, driven by increased mobile shopping and social media usage



Retailers' Demand for Social Commerce

In 2025, over 70% of Gen Z consumers report discovering new products through TikTok and Instagram, prompting retailers to invest heavily in shoppable content.

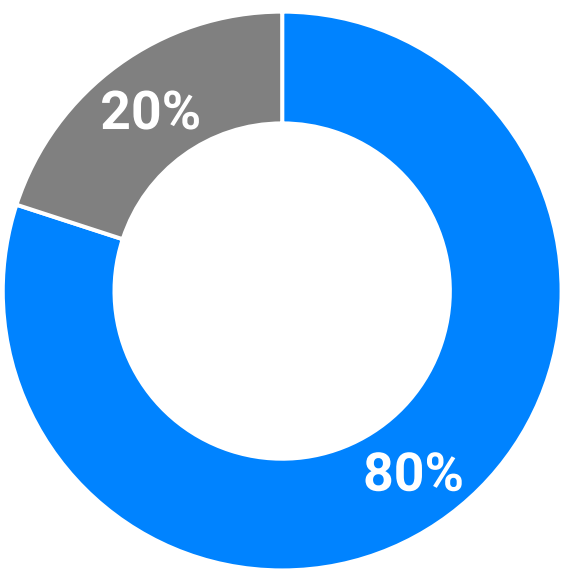


Integrate Social and Shopping Channels

To keep pace with changing consumer behavior, e-commerce platforms are embedding directly into social media, enabling seamless product discovery, engagement, and checkout within the same experience.

With most shopping still occurring in-store, retailers can increase shopper engagement using targeted dynamic in-store advertisements

Online Shopping



In-Store Shopping

Enhance Retail POS Strategies with Insights

- Retailers still struggle to access the detailed, store-level data needed to respond effectively to shifting consumer expectations.
- Brands are moving beyond basic POS metrics like sales and pricing to capture richer behavioral insights that drive smarter decisions.

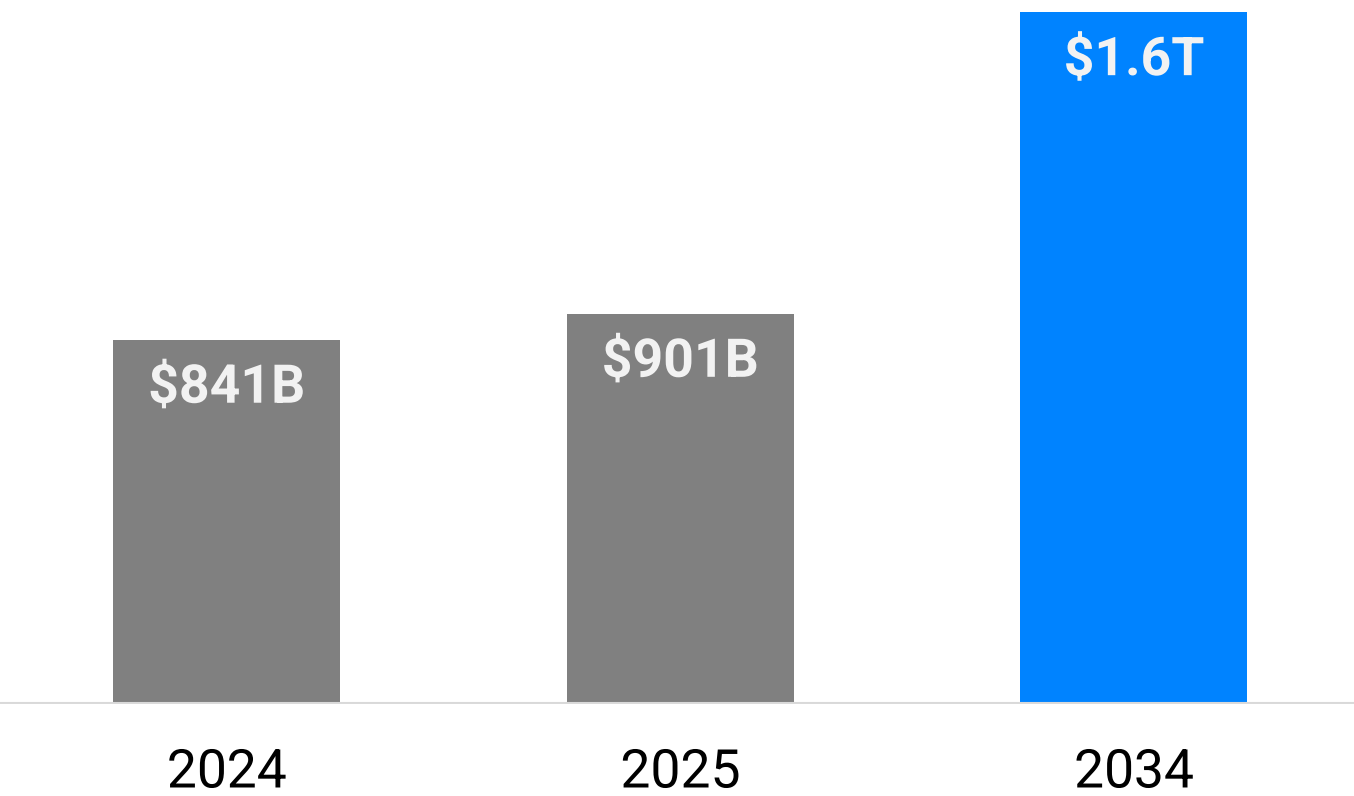
Limitations of Traditional Methods

- Limited voluntary data sharing leads to incomplete and fragmented market insights
- Traditional POS systems struggle to analyze niche or low-volume product categories
- Reporting constraints restrict visibility into emerging sales trends and regional patterns

Modern Approach

- Hybrid POS platforms aggregate richer data across independent retailers to support better decision-making
- Brands are adopting advanced analytics to uncover deeper consumer behavior and category-level trends
- Real-time data enables faster response to changing demand and promotional effectiveness

Utilize Reverse Logistics



Rising demand for reverse logistics solutions is fueled by the need for smarter software to manage the growing complexity and cost of product returns. Retailers are prioritizing tools that streamline operations, reduce losses, and improve customer satisfaction.














Retail Strategies for Smarter Returns

- Retailers are leveraging AI to automate returns processing and identify patterns that reduce return frequency.
- eCommerce leaders like Amazon are introducing penalty fees for merchants with high return rates to offset logistical strain and encourage better fulfillment practices.

Most Active Strategic Acquirers

Strategic Acquirers Double Down on Embedded Commerce and Payment Infrastructure

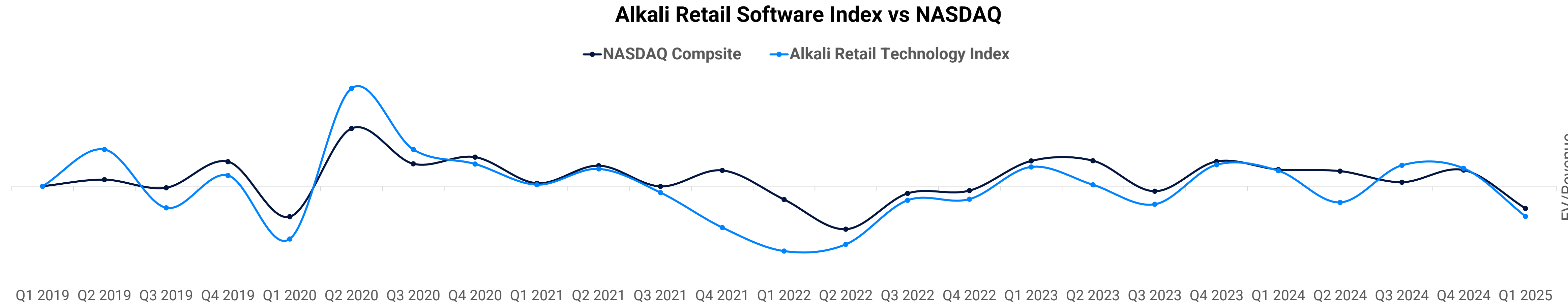
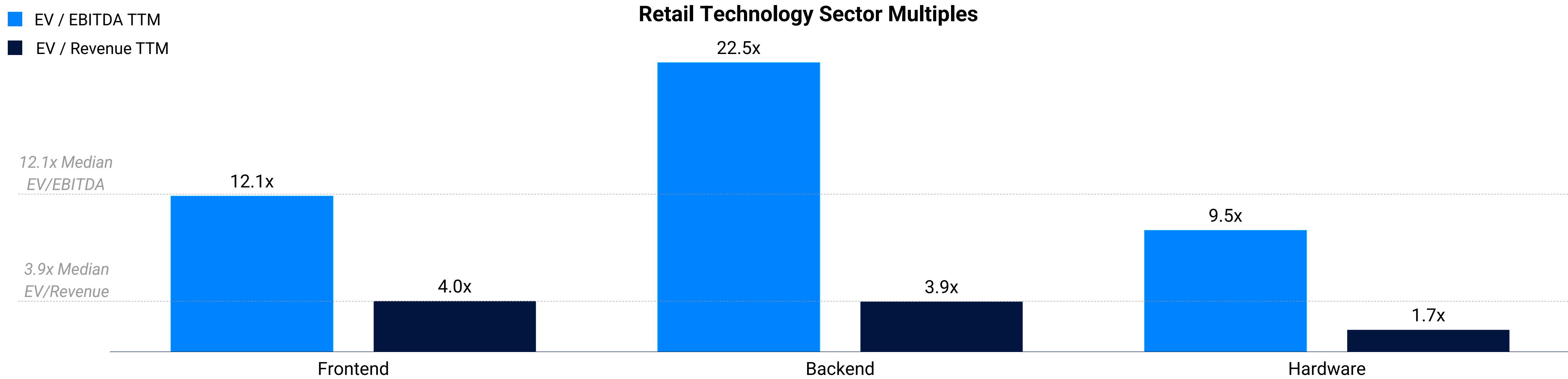
Recent acquisitions by leading players underscore a shift toward integrated checkout, omnichannel enablement, and back-end automation—key capabilities driving the next wave of innovation in retail technology.

Acquirers	SHIFT 4		PAR™	
		1/21/2025 Payment Infrastructure		3/11/2025 Mobile Checkout
		12/12/2024 Card Payments		7/19/2024 Loyalty Platform
		11/8/2024 POS & Loyalty		3/8/2024 Workforce Management
Acquirers	 shopify		cr'sp	
		3/14/2025 AI Search		4/10/2025 Retail Analytics
		1/14/2025 Social Ordering		3/28/2025 Grocery Insights
		7/19/2024 Ecom Operations		3/7/2025 Demand Forecasting

Backend Platforms Command Highest Multiples; Hardware Trailing Behind

Segment Comparables

Backend platforms lead in valuation due to stronger margins and enterprise integration. Frontend software holds strong revenue multiples, while hardware lags due to lower margins and limited recurring revenue.



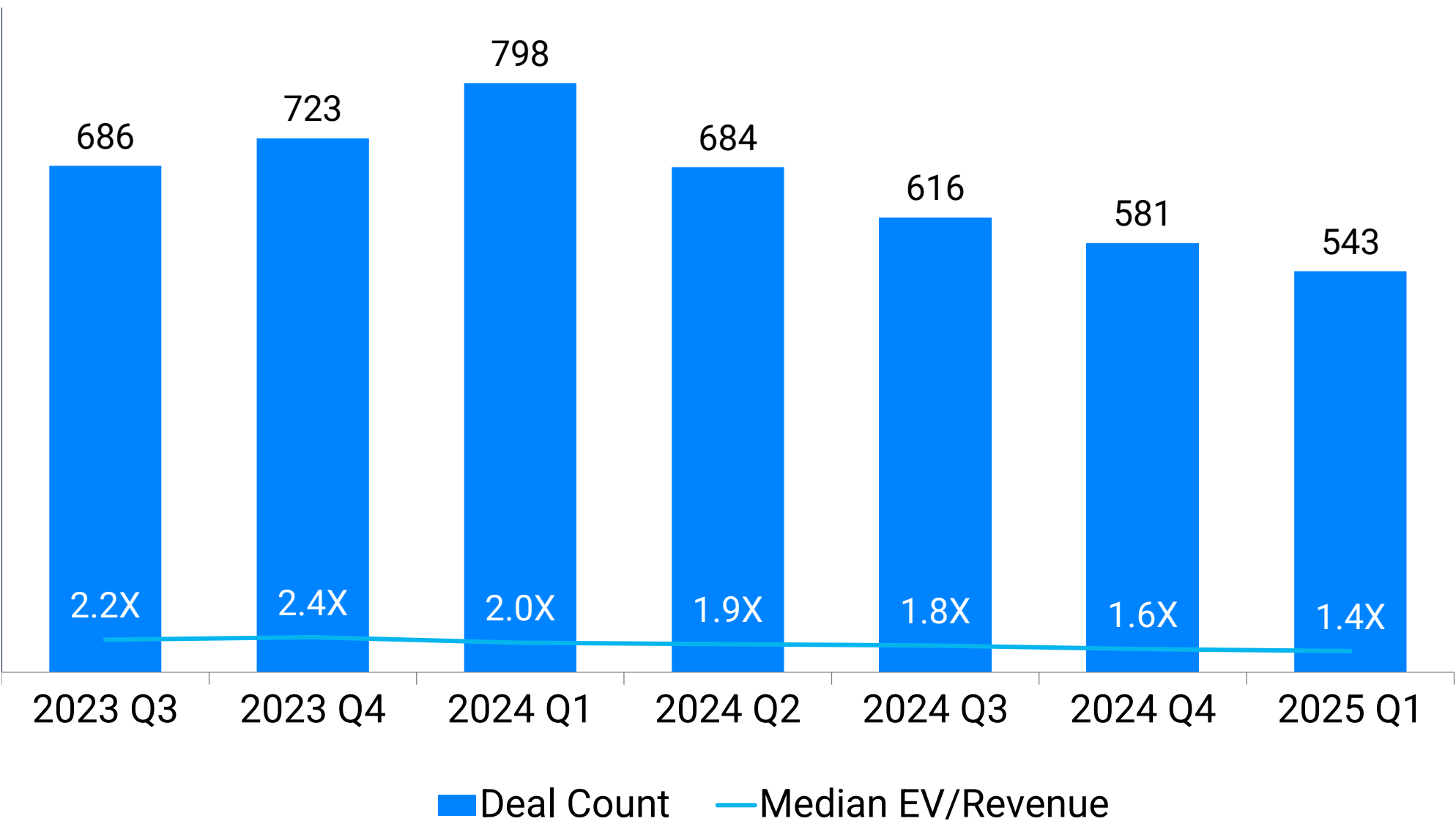
Sources: Pitchbook, CapIQ, Alkali Research

FY 2024 – H1 2025 Deal Volume Signal Backlog of Sellers are Returning to the Market

Deal Volume and Notable Transactions

The sector saw significant M&A activity in FY 2024 – H1 2025, with supply chain platforms emerging as the most frequent category, driven by major players like BlueYonder, Descartes, and Paystone.

Deal Count and Median EV/Revenue Multiple*



Retail technology M&A activity has seen meaningful fluctuations in valuation, but deal volume has remained resilient, averaging over 290 transactions annually from 2022 to 2024. In 2024, the sector recorded 291 deals at a median EV/Revenue multiple of 2.3x – a modest rebound from the 1.0x low in 2023. While deal count in 2025 has slowed to 103 year-to-date, sustained buyer appetite and early-stage activity suggest renewed momentum heading into Q2 and Q3.

Notable 2024 – H1 2025 Transactions

<div>Stuzo</div> <div>PAR</div> <div>Mar 24</div> <div>\$190M</div> <div>Customer Loyalty Program</div>	<div>SQUARESPACE</div> <div>PERMIRA</div> <div>May 24</div> <div>\$6.9B</div> <div>eCommerce website development</div>	<div>supplypike</div> <div>Aug 24</div> <div>\$10M</div> <div>Tax-Free Shopping</div>	<div>one</div> <div>One Network Enterprises</div> <div>BlueYonder</div> <div>Aug 24</div> <div>\$839M</div> <div>Supply chain management platform</div>
<div>sellercloud</div> <div>DESCARTES</div> <div>Oct 24</div> <div>\$110M</div> <div>Commerce Software</div>	<div>sedapta group</div> <div>elisa</div> <div>Oct 24</div> <div>\$68M</div> <div>Supply Chain Management</div>	<div>Ackroo</div> <div>paystone</div> <div>Dec 24</div> <div>\$21M</div> <div>Retail payments software</div>	<div>Global Blue</div> <div>SHIFT 4</div> <div>Feb 25</div> <div>\$2.5B</div> <div>Retail Supply Chain</div>
<div>CARBON 6</div> <div>Aug 24</div> <div>\$210M</div> <div>E-Commerce Tools</div>	<div>3G</div> <div>DESCARTES</div> <div>Mar 25</div> <div>\$115M</div> <div>Logistics Software</div>	<div>LyveCom</div> <div>verb</div> <div>Apr 25</div> <div>\$9M</div> <div>Livestream Shopping Software</div>	<div>LYST</div> <div>zozo</div> <div>Apr 25</div> <div>\$154M</div> <div>Fashion Marketplace Platform</div>

Sources: Pitchbook, FRED, Alkali Research, Grand View Research, GMI Insights, Whop, Business Insider

Retail Technology

Market Map



Supply Chain Management

Inventory & Order Management

POS & Payments

Analytics

Digital Display

Location Analytics

Loss Prevention

Shelf Monitoring

Workforce Management

Loyalty & Rewards

Marketing & Engagement

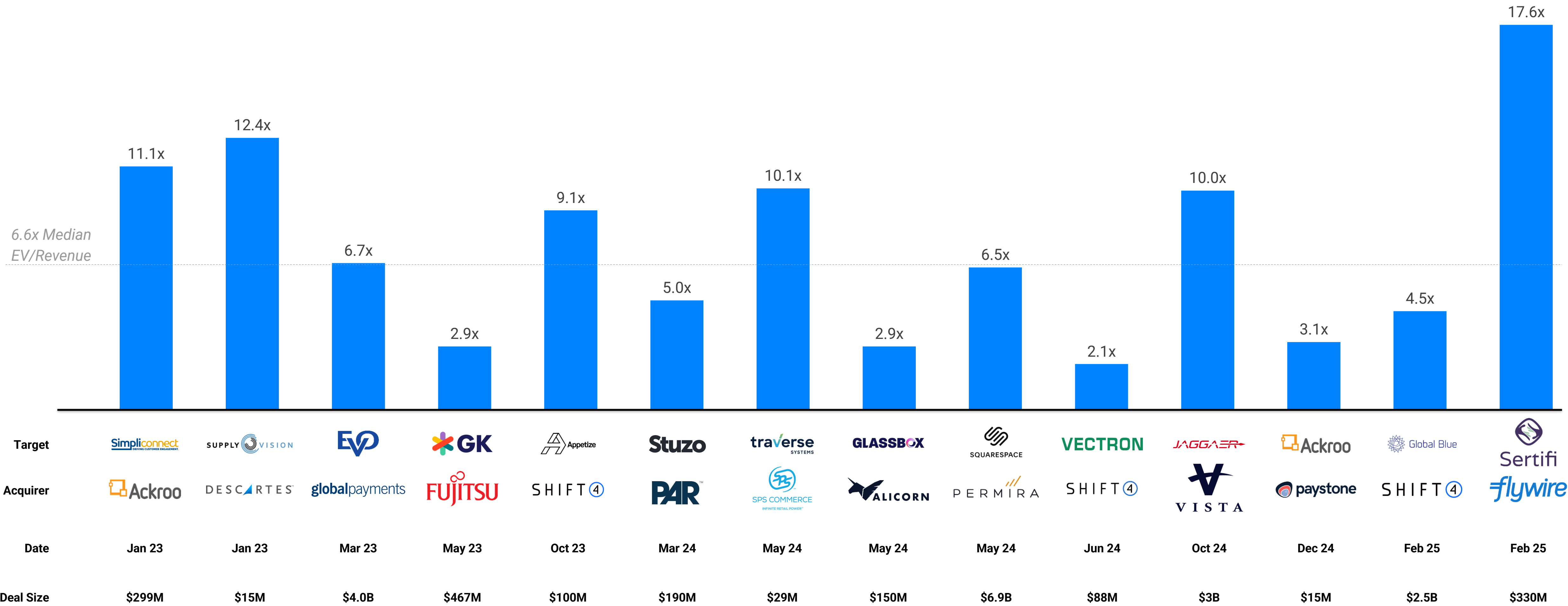
Sources: Pitchbook,, Alkali Research

Retail Technology

Transaction Multiples

Since 2023, the sector has maintained a strong median EV/Revenue transaction multiple of 6.6x. Note that this chart depicts just a small sub-set of total deal activity in the space, data on over 70% of M&A transactions goes unreported.

Selected Transactions EV/Revenue Multiple (2023-2025)



Sources: Pitchbook, CapIQ, Alkali Research

Retail Technology

Coverage Team



Shane Hubbell

Founder & Managing Director
shane@alkalipartners.com

- \$5B+ sell-side engagements over 15+ years
- Previously at Arbor Advisors and Goldman Sachs



Acquired By



June 2023



Acquired
By

Undisclosed Buyer

May 2023



Mun Hoe Sze Tho

Director
munhoe@alkalipartners.com

- 15+ years advising founder-led software deals
- Previously in corp dev and category management for a \$2B retailer



Acquired By



January 2022



Ashley Li

Associate
ashley@alkalipartners.com

- 3+ years of banking experience across SaaS and media
- Previously quantitative intern at Pacific Life Insurance Company.



Acquired By



December 2021



Acquired By



February 2021

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APPENDIX – SELECTED M&A TRANSACTIONS

Select Industry Transactions, 2024 - H1 2025

Date	Target	Acquirer	Subsector	Deal Value (US\$ Millions)
1-May-25	Pipit Global	Qenta	Cash Payments	For more info, please contact munhoe@alkalipartners.com or ashley@alkalipartners.com
1-May-25	Wynshop	Instacart (NAS: CART)	Grocery Ecommerce	
30-Apr-25	Saipos	iFood	Restaurant POS	
29-Apr-25	Bankly (Lagos)	C-One Ventures	Digital Wallet	
29-Apr-25	Kalto	Linkedstore Argentina	B2B Payments	
23-Apr-25	Swiipe	Aera Payment & Identification	Checkout UX	
22-Apr-25	Epoq Internet Services	Entirely	Retail Personalization	
16-Apr-25	DataHawk	Worldeye Technologies	Marketplace Analytics	
16-Apr-25	The Hotels Network	Lighthouse	Hotel Tech	
16-Apr-25	ValensPara Payment Institution	insha Ventures	Virtual POS	
15-Apr-25	Rehook	CleverTap	Live Shopping	
15-Apr-25	VibePay	Banked	Social Payments	
14-Apr-25	Reverse.supply	Trove	Resale Platform	
11-Apr-25	Lyvecom	VERB Technology (NAS: VERB)	Video Commerce	
8-Apr-25	Airhouse	Syncware	Ecommerce Logistics	
8-Apr-25	Altapay	AnaCap	Payment Gateway	

Sources: Pitchbook, Future Market Insights, MarketsandMarkets, EnterpriseAppsToday, GlobeNewswire

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APPENDIX – SELECTED M&A TRANSACTIONS

Select Industry Transactions, 2024 - H1 2025

Date	Target	Acquirer	Subsector	Deal Value (US\$ Millions)
8-Apr-25	N11	Dogus Holding	Online Marketplace	For more info, please contact munhoe@alkalipartners.com or ashley@alkalipartners.com
2-Apr-25	Open Daily Technologies	Digital Brands Group (PINX: DBGI)	Virtual Shopping	
31-Mar-25	Vopero	Cencosud (SGO: CENCOSUD)	Fashion Resale	
26-Mar-25	Opsi	GoTab	Kitchen Management	
26-Mar-25	Playback	–	Video Commerce	
24-Mar-25	Cartlow	Basatne	Re-commerce Platform	
19-Mar-25	CCV Group	Fiserv (NYS: FI)	Payment Solutions	
18-Mar-25	Goat.ai	Newry Global Media	AI Store Builder	
14-Mar-25	Vantage Discovery	Shopify (TSE: SHOP)	AI Search	
11-Mar-25	Onedot	Exuberance Capital	Data Intelligence	
6-Mar-25	PayTabs Egypt	PayTabs	Digital Payments	
5-Mar-25	Easybooking	Zucchetti	Hotel Booking	
28-Feb-25	UPPay	Nayax (TAE: NYAX)	Vending Payments	
26-Feb-25	Contentserv	Centric Software	Marketing Automation	
25-Feb-25	H-Hotels	HRG Hotels Wien Management	Hotel Services	
25-Feb-25	HelixPay	Mosaic	Subscription Payments	

Sources: Pitchbook, Future Market Insights, MarketsandMarkets, EnterpriseAppsToday, GlobeNewswire

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APPENDIX – SELECTED M&A TRANSACTIONS

Select Industry Transactions, 2024 - H1 2025

Date	Target	Acquirer	Subsector	Deal Value (US\$ Millions)
19-Feb-25	Kuppi	Yooga	Sales Management	For more info, please contact munhoe@alkalipartners.com or ashley@alkalipartners.com
18-Feb-25	Sparkd	Chi Longevity	Brain Fitness	
14-Feb-25	Alumio	Lexar Partners	iPaaS Integration	
14-Feb-25	AnyReach	AnyMind Group (TKS: 5027)	E-Gifting	
13-Feb-25	GroupBy	Rezolve Ai (NAS: RZLV)	Commerce Search	
13-Feb-25	Smartrr	Relay	Subscription Checkout	
11-Feb-25	Joper	KiranaPro	Grocery Delivery	
7-Feb-25	Carbon6	SPS Commerce (NAS: SPSC)	Amazon Seller Tools	
7-Feb-25	Doorstep Jamaica	Mscale	Food Delivery	
6-Feb-25	Caramel	eBay (NAS: EBAY)	Auto Checkout	
5-Feb-25	Crafty	Axel Mark (TKS: 3624)	Trading Cards	
4-Feb-25	JOIN	Relive	Cycling Training	
4-Feb-25	Uscreen	PSG	Video Monetization	
31-Jan-25	Compass Education	EQT Private Capital Asia	School Management	
27-Jan-25	OrderPort	Performant Capital	Winery POS	
23-Jan-25	Cuvée Collective	Preferabli	Wine Booking	

Sources: Pitchbook, Future Market Insights, MarketsandMarkets, EnterpriseAppsToday, GlobeNewswire

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APPENDIX – SELECTED M&A TRANSACTIONS

Select Industry Transactions, 2024 - H1 2025

Date	Target	Acquirer	Subsector	Deal Value (US\$ Millions)
22-Jan-25	Arrow	Pomelo Pay	Online Checkout	For more info, please contact munhoe@alkalipartners.com or ashley@alkalipartners.com
21-Jan-25	Liquido	Shift4 Payments (NYS: FOUR)	LatAm Payments	
20-Jan-25	Parra Marketplace	Eastern Point Trust	Hospitality Ordering	
15-Jan-25	clickworker	LXT	Ecom Data Services	
15-Jan-25	RocketPrint Software	Bristol Pay	Web-to-Print	
14-Jan-25	HIVERY	Vision Group	Category Management	
14-Jan-25	Ritual	Shopify (TSE: SHOP)	Social Food Ordering	
13-Jan-25	Newtail	VTEX (NYS: VTEX)	Omnichannel Platform	
7-Jan-25	Clarity Hospitality Software	Mews Systems	Hotel Management	
7-Jan-25	Grubhub	Wonder Group	Food Delivery	
1-Jan-25	A Hotel Life	Curacity	Hotel Discovery	
1-Jan-25	Alchemative	Devsinc	Ecom Development	
1-Jan-25	Netformic USA	Netformic	B2B Ecommerce	
1-Jan-25	Nexi Payments (MIL: NEXI)	Worldline (PAR: WLN)	Payment Infrastructure	
31-Dec-24	Advanced Shipping Manager	SaaS.group	Shipping Tools	
23-Dec-24	Invia Group	Wirtualna Polska Holding (WAR: WPL)	Travel Booking	

Sources: Pitchbook, Future Market Insights, MarketsandMarkets, EnterpriseAppsToday, GlobeNewswire

Retail Technology

APPENDIX – SELECTED M&A TRANSACTIONS

Select Industry Transactions, 2024 - H1 2025

Date	Target	Acquirer	Subsector	Deal Value (US\$ Millions)
19-Dec-24	Skipper	Safara	Hotel Booking	For more info, please contact munhoe@alkalipartners.com or ashley@alkalipartners.com
19-Dec-24	Yebo Fresh	Smollan Group	Online Grocery	
18-Dec-24	Draup	TRIBUTE BRAND	Digital Fashion	
18-Dec-24	Life House	Lark Hotels	Hotel Software	
17-Dec-24	CashControl Kassensysteme	GRÜN Software Group	Restaurant POS	
17-Dec-24	Drip	Malga	Installment Payments	
13-Dec-24	DgPays	MasterCard (NYS: MA)	Fintech Platform	
19-Dec-24	Skipper	Safara	Hotel Booking	
13-Dec-24	Ackroo	Paystone	POS	
12-Dec-24	Card Industry Professionals	Shift4	Enterprise Payment	
05-Dec-24	Humankind	Tulip	Messaging Platform	
05-Dec-24	Humankind	Tulip	Messaging Platform	
03-Dec-24	Tabesto	Deliverect	Digital food ordering	
22-Nov-24	Leadoo	SALESmanago	Chatbot	
19-Nov-24	4R Systems	Omegro	analytics platform	
14-Nov-24	Servy	Graymatter	Hospitality management	

Sources: Pitchbook, Future Market Insights, MarketsandMarkets, EnterpriseAppsToday, GlobeNewswire



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