

Governance, Risk, and Compliance

Software Market Review & Analysis



Alkali Partners

Technology Investment Banking

TABLE OF CONTENTS

Market Coverage & Analysis	03
Segmented Comparables and Index Performance	04
Trading Multiples in GRC Software	05
Select Transaction Multiples	06
Transaction Timeline	07
Coverage Team	08

Market Coverage & Analysis: Key Drivers

Market Coverage & Analysis

M&A transaction volume for GRC Software in 2025 is lagging 2024 but on track to beat 2023 volume. Increasing regulations and pressure from investors are driving up investments in the industry.

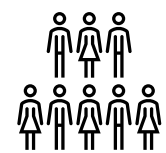
Notable Transactions

- Valsoft Corporation acquired Alessa, a compliance and fraud prevention company, on June 24, 2025.
- Regnology Group acquired a divestment from Wolters Kluwer Finance, a regulatory reporting and analytics unit, on July 21, 2025, for \$523M.
- Clearwater Analytics acquired Beacon, a risk management platform, on March 14, 2025, for \$560M.

Key Drivers



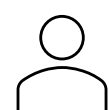
Increasing Regulation: Expanding regulations in U.S. and Europe drive demand for advanced compliance and monitoring solutions.



Investor Expectations: Rising ESG focus and push for transparency fuel adoption of standardized, real-time risk management.



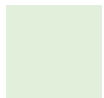
Evolving Risk Landscape: Globalized supply chains, cyber threats, and exploding data volumes heighten need for robust GRC tools.



Leadership Influence: CCOs are shaping strategy, embedding compliance culture, and safeguarding organizations' bottom lines.

Broad GRC Needs Among Businesses of All Sizes

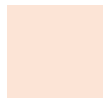
	Financial Services	Healthcare	Tech and Media	Industrials/Energy	Manufacturing/Transport	Other
Enterprise	Audit, Risk, Compliance, Cyber, TPRM, ESG	Audit, Risk, Compliance, Cyber, TPRM, ESG	Audit, Risk, Compliance, Cyber, TPRM, ESG	Audit, Risk, Compliance, Cyber, TPRM	Audit, Risk, Compliance, Cyber, TPRM	Audit, Risk, Compliance, Cyber, TPRM
Midmarket	Audit, Risk, Compliance, Cyber, TPRM, ESG	Audit, Risk, Compliance, Cyber, TPRM, ESG	Audit, Risk, Compliance, Cyber, TPRM	Audit, Risk, Compliance, Cyber, TPRM	Audit, Risk	Audit, Risk
SMB	Audit, Risk, Compliance, Cyber, TPRM	Audit, Risk, Compliance, Cyber, TPRM	Audit, Risk, Compliance, Cyber, TPRM	Audit, Risk, Compliance, Cyber, TPRM	Audit, Risk	Audit, Risk



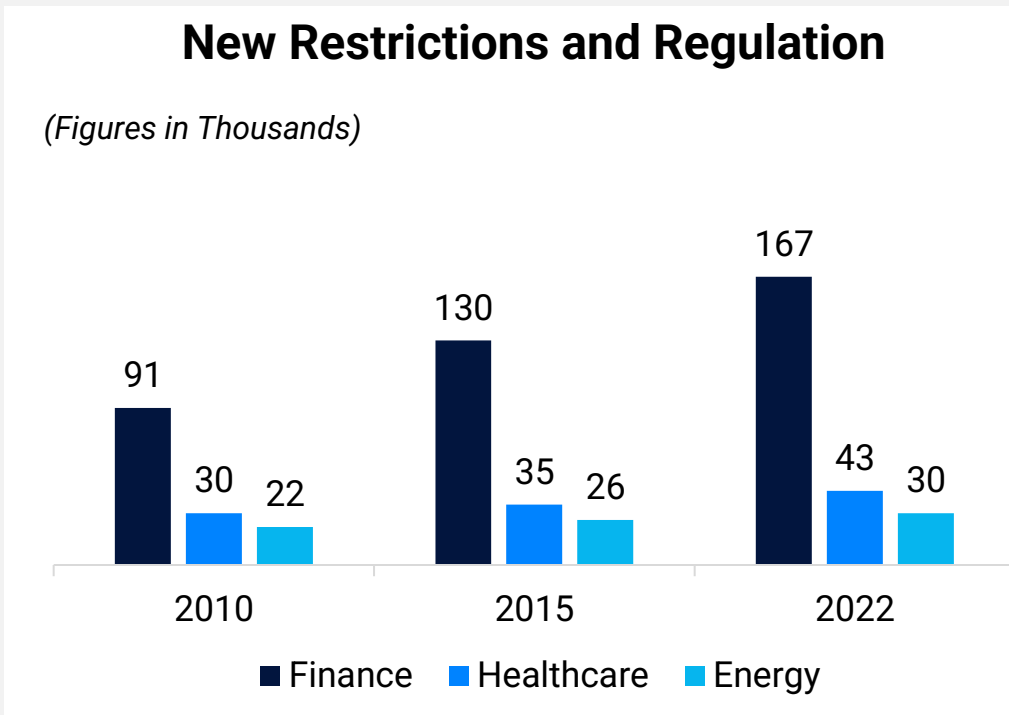
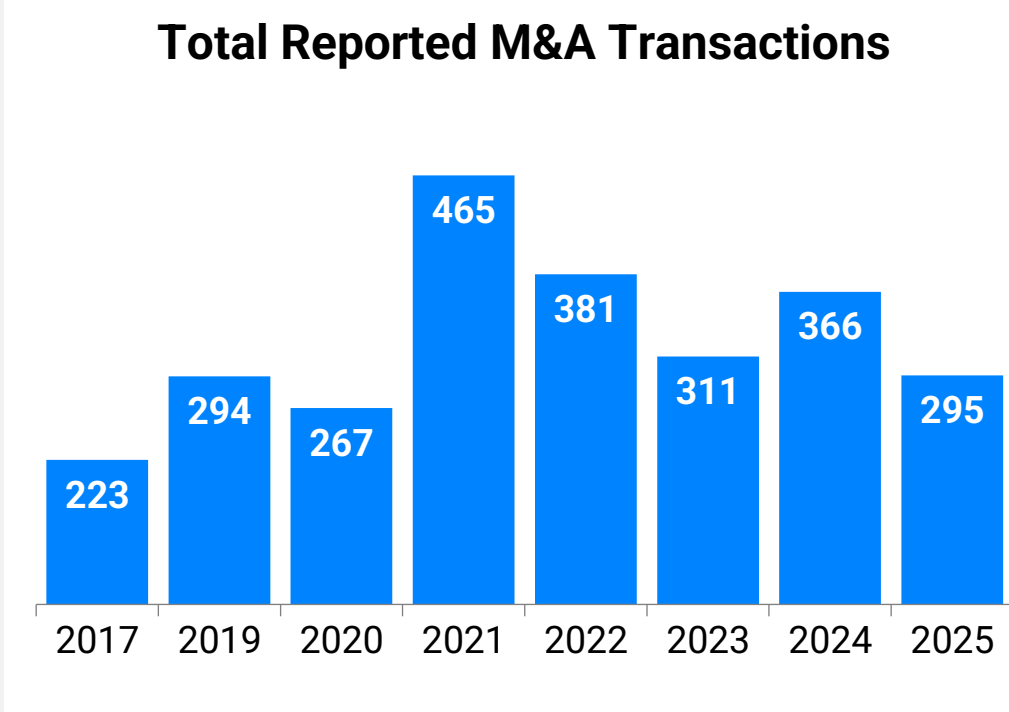
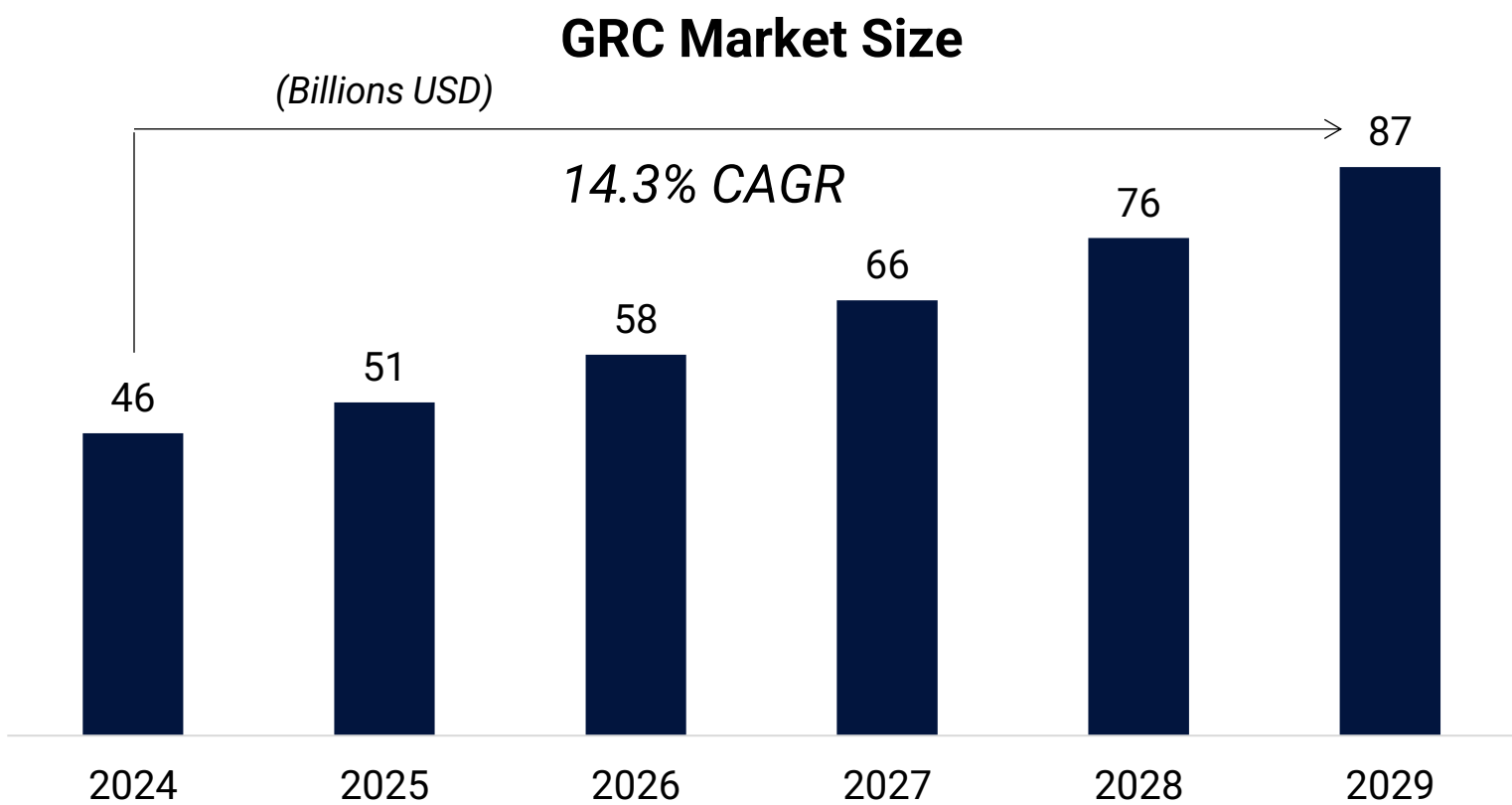
Broad GRC Requirements



Moderate GRC Requirements



Lower GRC Requirements



Industry Statistics

19,896
Companies

7,894
Deals

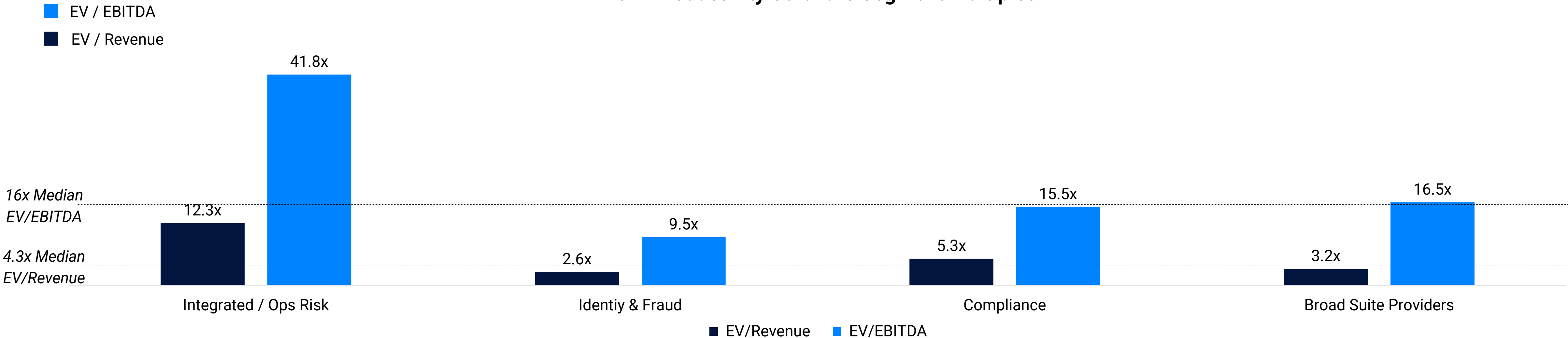
Sources: Pitchbook, FRED, Alkali Research, Grand View Research, Market Research Future, LEK

GRC Software Soars as Companies Embrace Regulations

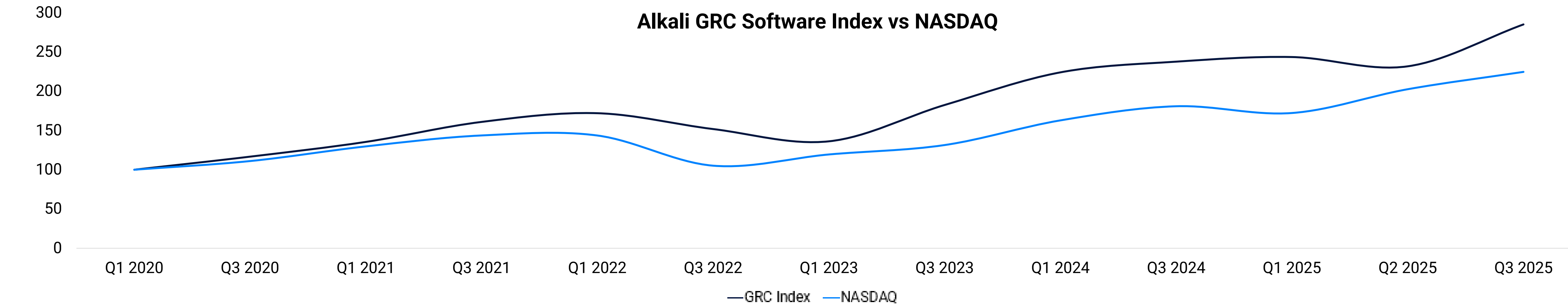
Integrated / Ops Risk Companies Trade at a Premium

The Alkali GRC index has steadily outpaced the NASDAQ since 2020 led by integrated operations risk solutions.

Work Productivity Software Segment Multiples



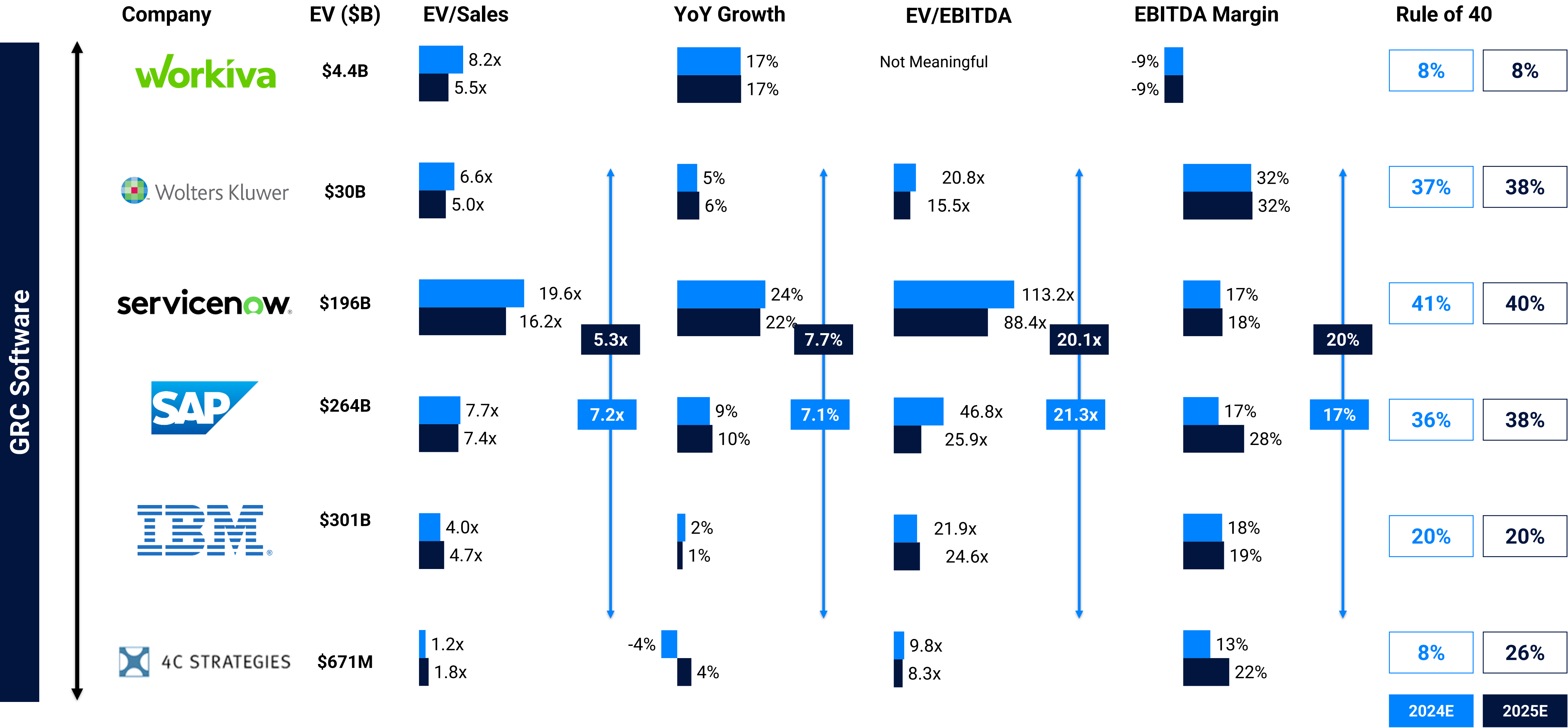
Alkali GRC Software Index vs NASDAQ



Sources: Pitchbook

Trading Multiples in GRC Software

GRC software providers trade at a median 5.3x revenue for 2025



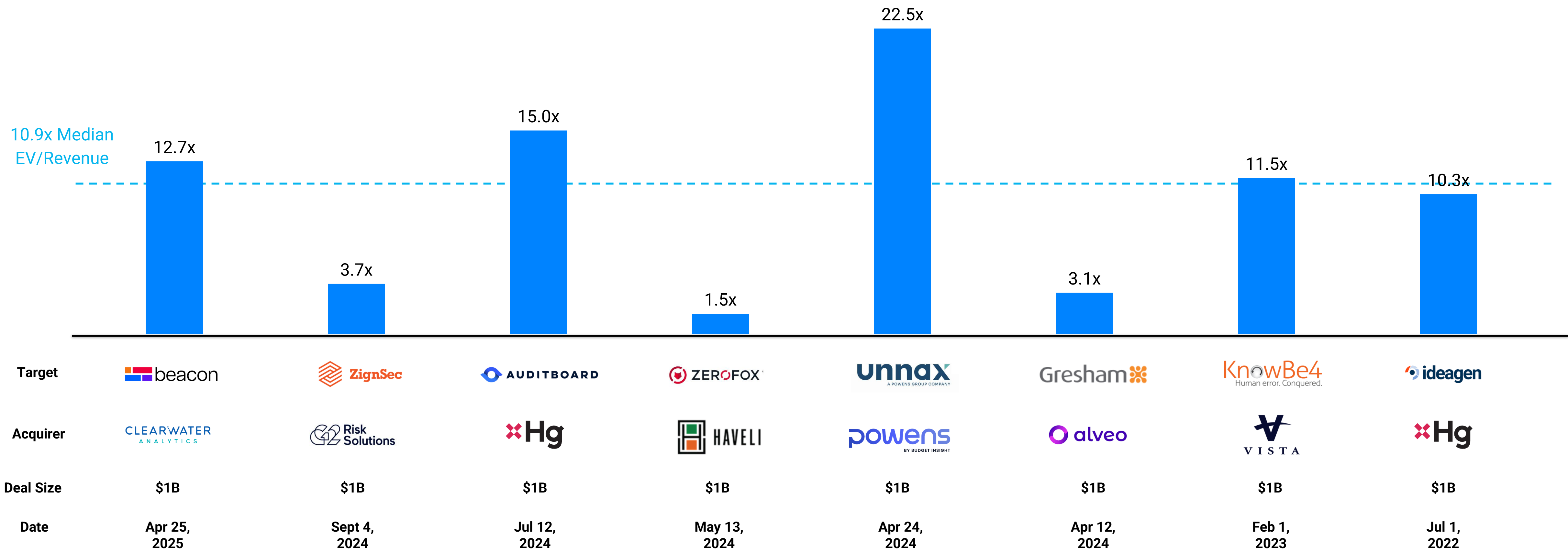
Sources: Factset

Recent GRC Software Transaction Multiples

2022 to 2025 Transaction Multiples

The median announced EV/Revenue for select GRC transactions is 10.9x. Powen’s acquisition of Unnax stands above the rest at 22.5x with Haveli’s acquisition of ZeroFox garnered just 1.5x. Hg stands out as an active acquirer in the GRC tech industry. In July 2025, Hg acquired cyber compliance solutions provider A-LIGN for an undisclosed multiple. Hg’s expertise and activity in the space makes it a likely acquirer of any GRC business.

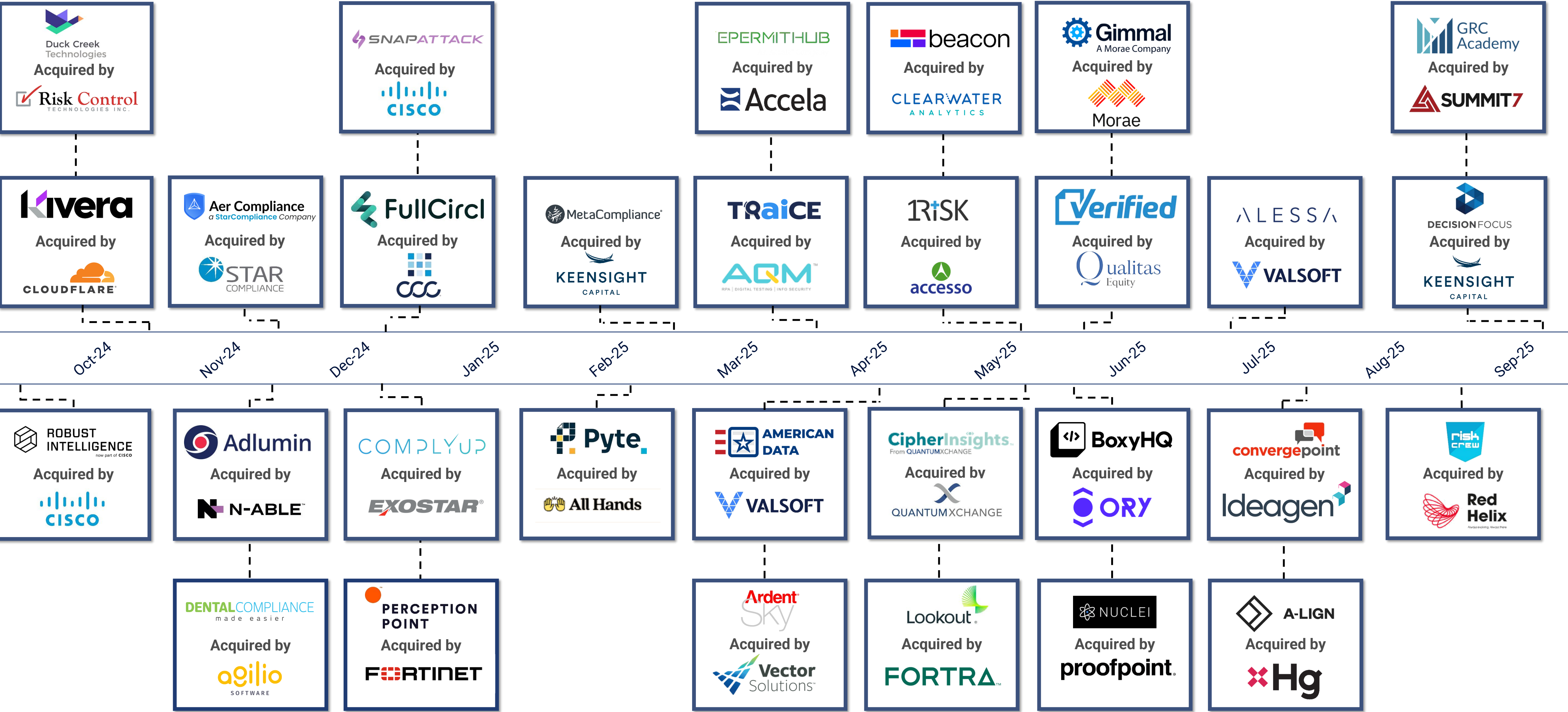
Selected Transactions with Disclosed EV/Revenue



Sources: Pitchbook

Robust GRC M&A Activity in Last 12 Months

Market Coverage & Analysis

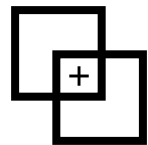


Sources: Pitchbook, GlobeNewswire

Governance, Risk, and Compliance Software

Coverage Team

Overview



Mergers & Acquisitions

Advise sellers of privately held tech companies through M&A transactions



Growth Equity Investments

Advise founders seeking capital for growth or risk diversification



Recapitalizations & Buyouts

Advise sellers of privately held tech companies to financial sponsors



Operational & Strategic Advisory

Advise boards seeking to restructure, reorganize, or prepare for liquidity events

Domain expertise: Over 100 deals closed in enterprises software and technology in the last decade.

Sector specific coverage: Weekly tracking of GRC Software M&A, buyers, and market trends.

Experience: Multiple deals across GRC Software and adjacent verticals.



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Select Software Transactions



— Acquired By —





— Acquired By —





— Acquired By —





— Acquired By —





— Acquired By —





— Acquired By —





— Acquired By —





— Acquired By —





— Acquired By —





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