



Comlinkdata acquires Opensignal, further extending its leadership in Customer Analytics for the global communications industry

Combined business will serve over 140 clients in more than 60 countries

BOSTON MA, September 14, 2021 - Comlinkdata, the leader in Customer Analytics for the communications industry, today announced it has signed a definitive agreement to acquire Opensignal, a trusted global standard in mobile network experience analysis. The transaction creates a global powerhouse with broad solutions spanning from network to marketing analytics that will transform how players across the communications ecosystem build, manage, and sell their services in a world marked by 5G and Gigabit Internet. The transaction is expected to close by the end of September, 2021.

The acquisition builds on Comlinkdata's acquisition of Tutela in 2019, now bringing together the two leading players in mobile network experience measurement whose complementary solutions have been influential across the industry and serve clients in more than 60 countries. Berkshire Partners is the majority owner and Silversmith Capital Partners is a minority investor in the newly combined organization.

As 5G raises the competitive bar for providers in every segment of the communications industry, many organizations are aiming to compete and win in this rapidly evolving landscape. Customer Analytics creates new ways for organizations to apply competitive insights, informing the strategic decisions needed to improve and grow their businesses across mobile, broadband, and enterprise, as well as emerging sectors such as connected cars.

By adding Opensignal's complementary mobile experience measurement capabilities to Comlinkdata's existing portfolio of market analysis and network performance solutions, the company will be able to deliver unparalleled value to clients globally. Competitive and customer insights that link network experience and market activity will empower executives to focus strategic investments while optimizing customer experience and marketing ROI.

Dave Isenberg, CEO of Comlinkdata said:

"This acquisition is a major step forward in our efforts to create the must-have data and analytics platform that communications brands need to thrive and grow in an increasingly competitive market disrupted by 5G, fiber and gigabit Internet. The addition of Opensignal's acclaimed mobile network experience analytics and world-class team to the Comlinkdata portfolio will speed development of new solutions for customers in the mobile, broadband, and enterprise sectors."

Brendan Gill, CEO of Opensignal added:

"This marks a pivotal moment in the Opensignal journey. We have long believed that improving connectivity starts with access to independent, reliable information. By

combining forces with Comlinkdata and Tutela we will strengthen our position as a trusted, global standard for network experience insights and amplify our impact on the industry.”

Hunter Macdonald, CEO at Tutela added:

“We are thrilled to be working with Opensignal. Our shared mission is to improve the world’s mobile experience and with our combined strengths and global coverage, we are positioned to make an even bigger contribution to the broader connectivity industry worldwide.”

The new company will maintain central offices in Boston, Mass, USA; London, UK; and Victoria, Canada, as well as offices in Asia and globally.

About Comlinkdata

Comlinkdata, founded in 2010, is a leading provider of data and insights for the communications industry. Trusted by telecom brands around the world, the company’s mission is to drive the communications industry forward by generating unique customer-centric insights across both customer behavior and network experience, enabling clients to make data-driven decisions that improve their operational performance. For more information, visit comlinkdata.com, or LinkedIn.

About Opensignal

Opensignal is an independent global standard for understanding the true state of the world’s mobile networks based on measurements of real user experience. It applies scientific analysis to billions of on-device measurements to reveal the truth about the real experience users receive on mobile networks. It independently measures mobile user experience on every major network operator around the globe. Its reports are a globally recognized standard across the industry. The company was founded in 2010 with a head office in London, UK and offices in North and South America and Asia.

About Berkshire Partners

Berkshire Partners, a Boston-based firm, has 35 years of investment history. Berkshire Private Equity has made more than 135 private equity investments since its inception and has a strong history of partnering with management teams to grow the companies in which it invests. Stockbridge, the firm’s public equities business, was founded in 2007 and seeks to make public equity investments in high-quality companies with strong competitive positions and long-term growth prospects. The firm has deep expertise in the communications and business services & technology sectors, and also invests in consumer, healthcare, and industrials companies. Example communications and business services & technology investments include Accela, AHEAD, Asurion, Curriculum Associates, Teraco, and Vapor IO. For additional information, and to see a full list of the firm’s private equity investments, visit www.berkshirepartners.com.

About Silversmith Capital Partners

Founded in 2015, Silversmith Capital Partners is a Boston-based growth equity firm with \$2.0 billion of capital under management. Silversmith’s mission is to partner with and

support the best entrepreneurs in growing, profitable technology and healthcare companies. Representative investments include ActiveCampaign, Appfire, Centauri Health Solutions, DistroKid, Impact, Iodine Software, LifeStance Health, Panalgo, Unily, Upperline Health, Validity, and Webflow. The partners have served on the boards of numerous successful growth companies including ABILITY Network, Archer Technologies, Dealer.com, Liazon, Liberty Dialysis, MedHOK, Passport Health, SurveyMonkey, and Wrike. For more information about Silversmith, please visit www.silversmith.com.