

Constant Contact

A Leading Online Market Company

Tiburon Written Research
March 26, 2020



TIBURON STRATEGIC ADVISORS

Industry Leading Think Tank, Advisor, and Investor in
Wealth & Investment Management (and Related WealthTech) Firms

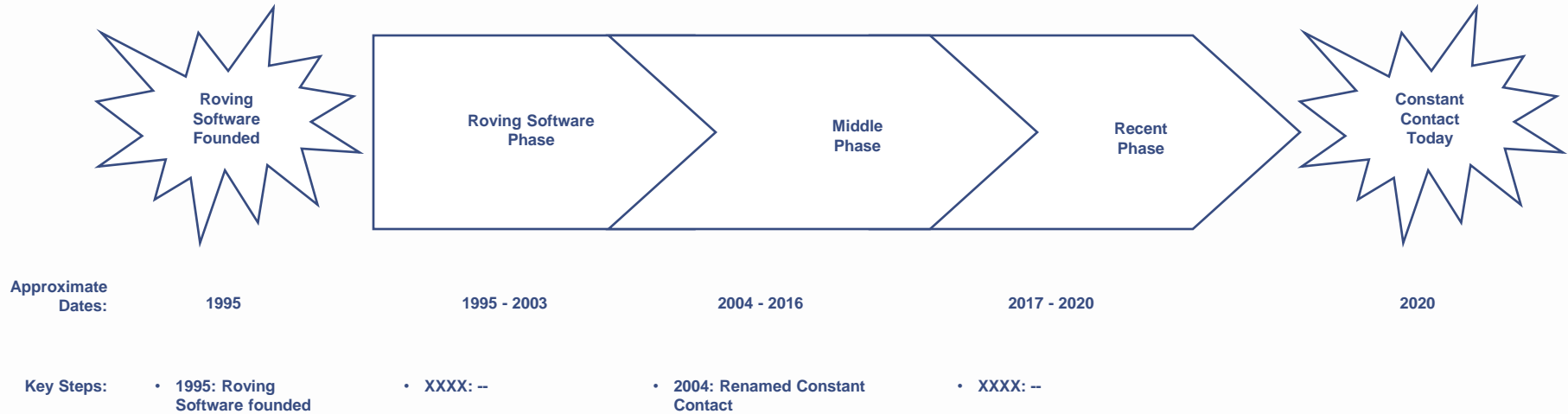


Comments

- **Founded in 1995**
 - **Founded as Roving Software**
 - **Founded by Randy Parker**
- **Based in Waltham, MA**
- **3 offices**
- **1,235 employees**
- **\$331.7 million revenues**
- **\$19.8 operating income**
- **\$14.3 million net profits**
- **Web site: www.constantcontact.com**

Constant Contact was Founded as Roving Software in 1995 and Has Subsequently Evolved through its Roving Software, Middle, & Recent Phases

Constant Contact History



Source: 4/15/19 Google Web Site; 4/15/19 Wikipedia Web Site; Tiburon Research & Analysis

Constant Contact was Founded by Randy Parker as Roving Software in 1995



Comments

- **Founded in 1995**
 - **Founded as Roving Software**
 - **Founded by Randy Parker**
- **Based in Waltham, MA**

Roving Software was Renamed Constant Contact in 2005




Comments
<ul style="list-style-type: none"><li data-bbox="666 392 743 406">• --

Source: 4/15/19 Wikipedia Web Site; Tiburon Research & Analysis


Constant Contact Has Won Many Awards, Including...

Constant Contact Awards


--	--	--	--	--
• --	• --	• --	• --	• --
				

Constant Contact Has Acquired Several Firms, Including...

Constant Contact Acquisitions

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• --	• --	• --	• --	• -- 

Constant Contact Acquisitions

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• --	• --	• --	• --	• -- 

Constant Contact is a Frequent Advertiser

Advertising

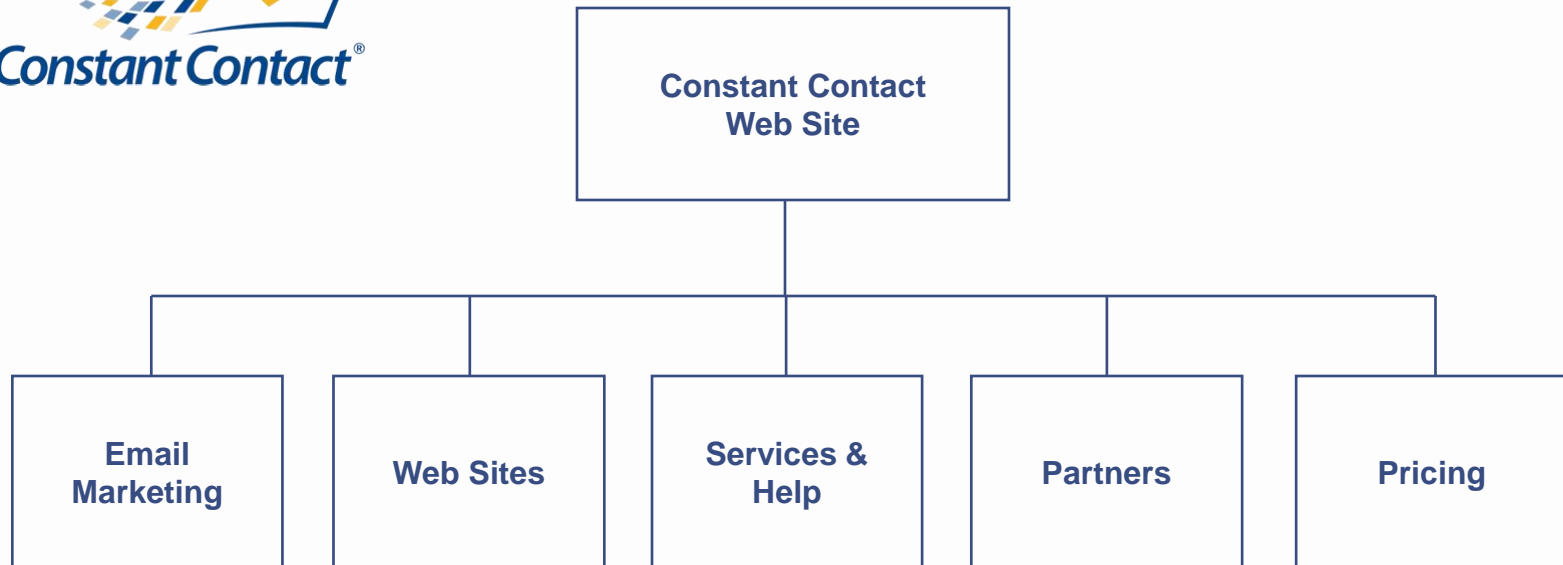
Comments

- --



Constant Contact Has a Web Site with Five Core Sections, Including Email Marketing, Web Sites, Services & Help, Partners, and Pricing

Constant Contact Web Site



Constant Contact is Not a Frequent Acquirer

Acquisitions

Comments

- --



Constant Contact Has a Charitable Giving Program

Charitable
Giving

Comments

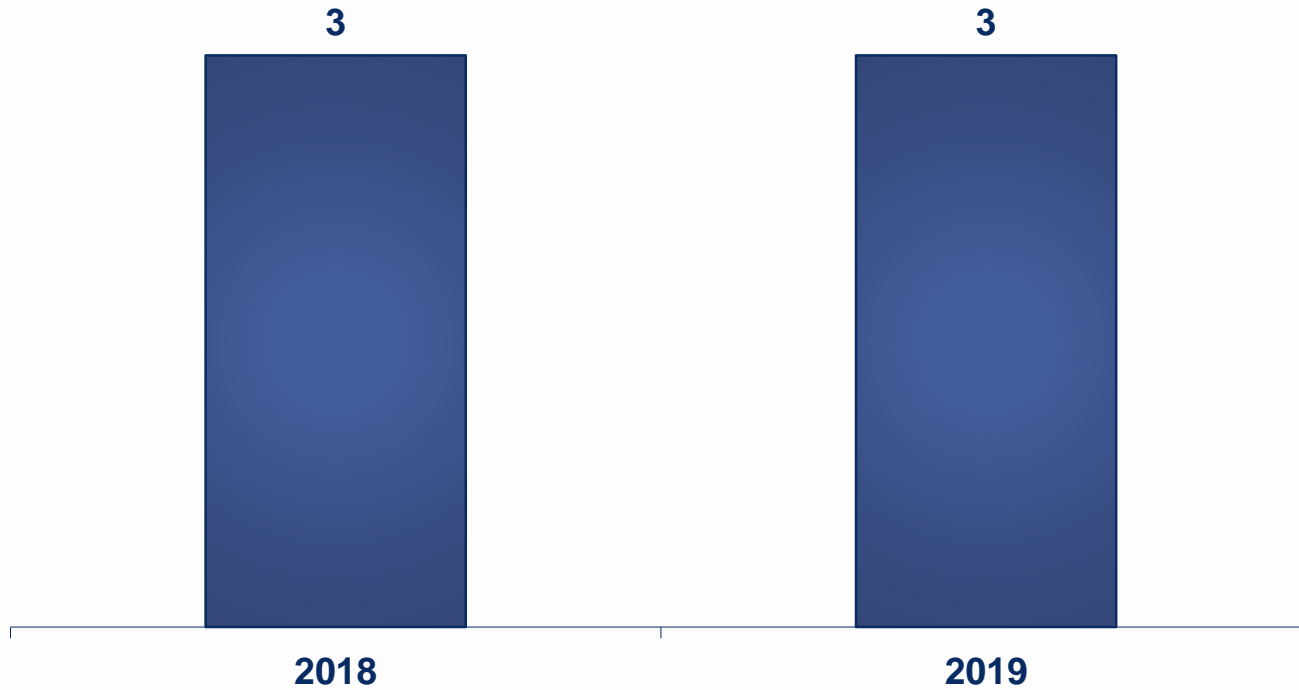
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Constant Contact Has Three Offices, Consistent Since 2018



Constant Contact Offices



2019 = 4/15/19

2018 = 4/15/19

Constant Contact's Offices Include Loveland, CO; New York, NY; and Waltham, MA

Constant Contact Offices

- **Loveland, CO**

- **New York, NY**

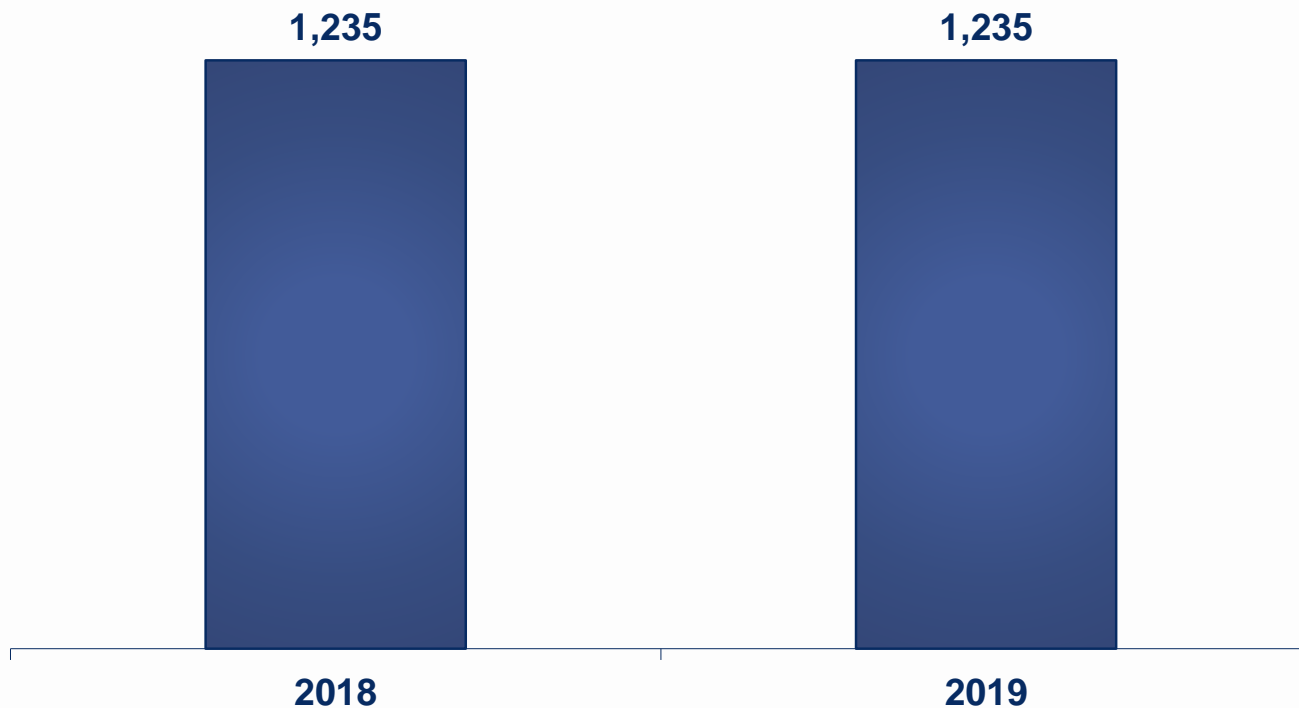
- **Waltham, MA**



Constant Contact Has 1,235 Employees, Consistent Since 2018



Constant Contact Employees



2019 = 4/15/19

2018 = 4/15/19

Constant Contact Has Clients

Needs data

Constant Contact Clients (Millions)



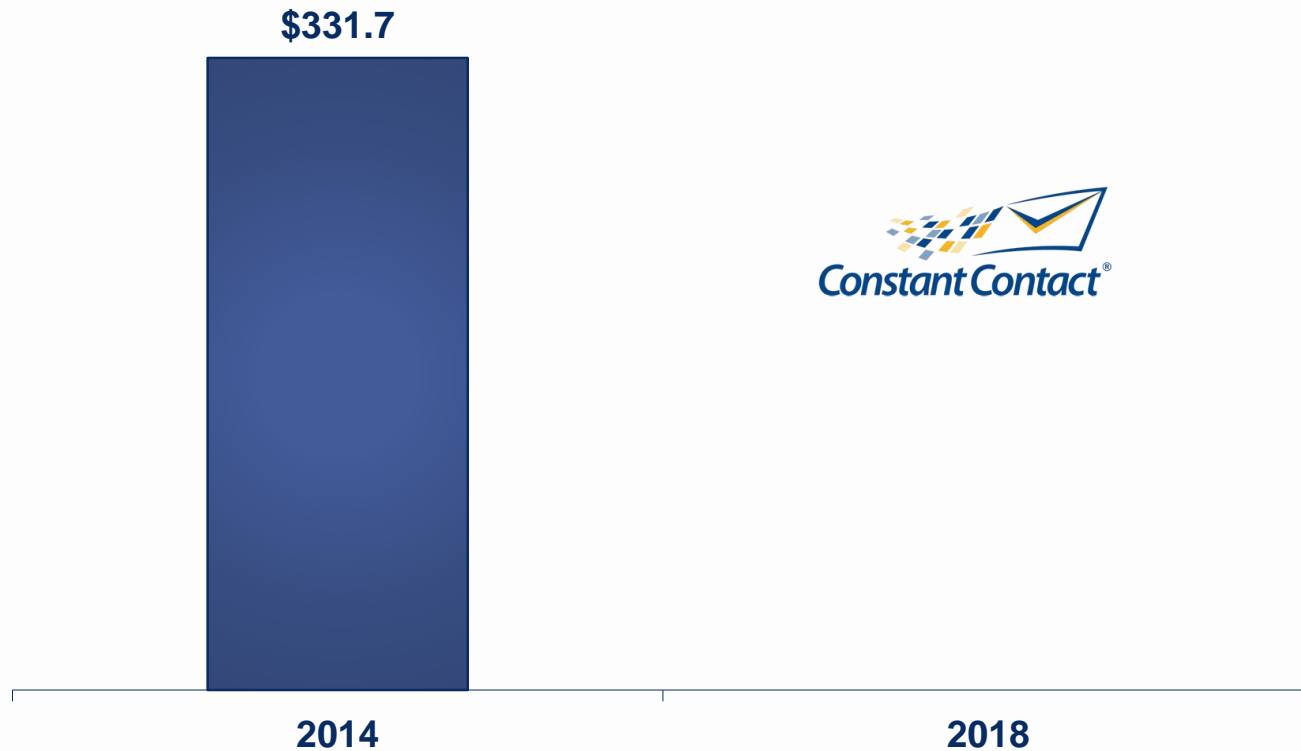
2017

2018

Constant Contact Generates \$331.7 Million Revenues

Needs update

Constant Contact Revenues (\$ Millions)

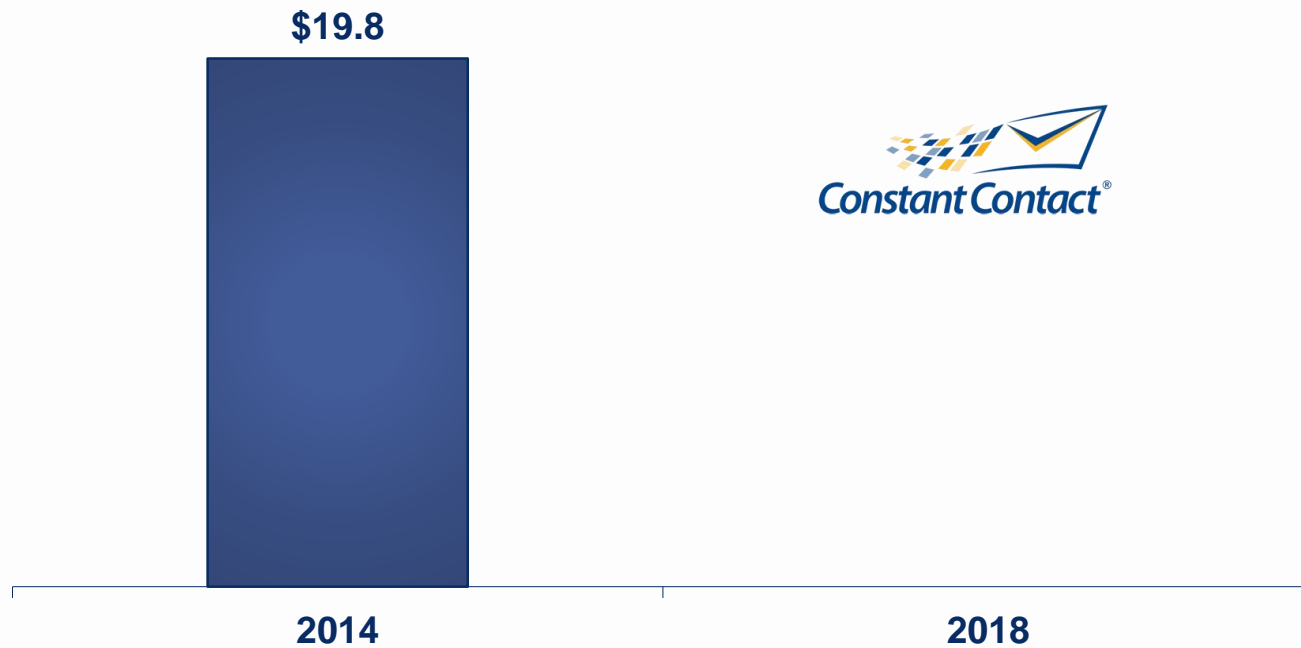


Source: 4/15/19 Wikipedia Web Site; Tiburon Research & Analysis

Constant Contact Generates \$19.8 Million Operating Income

Needs update

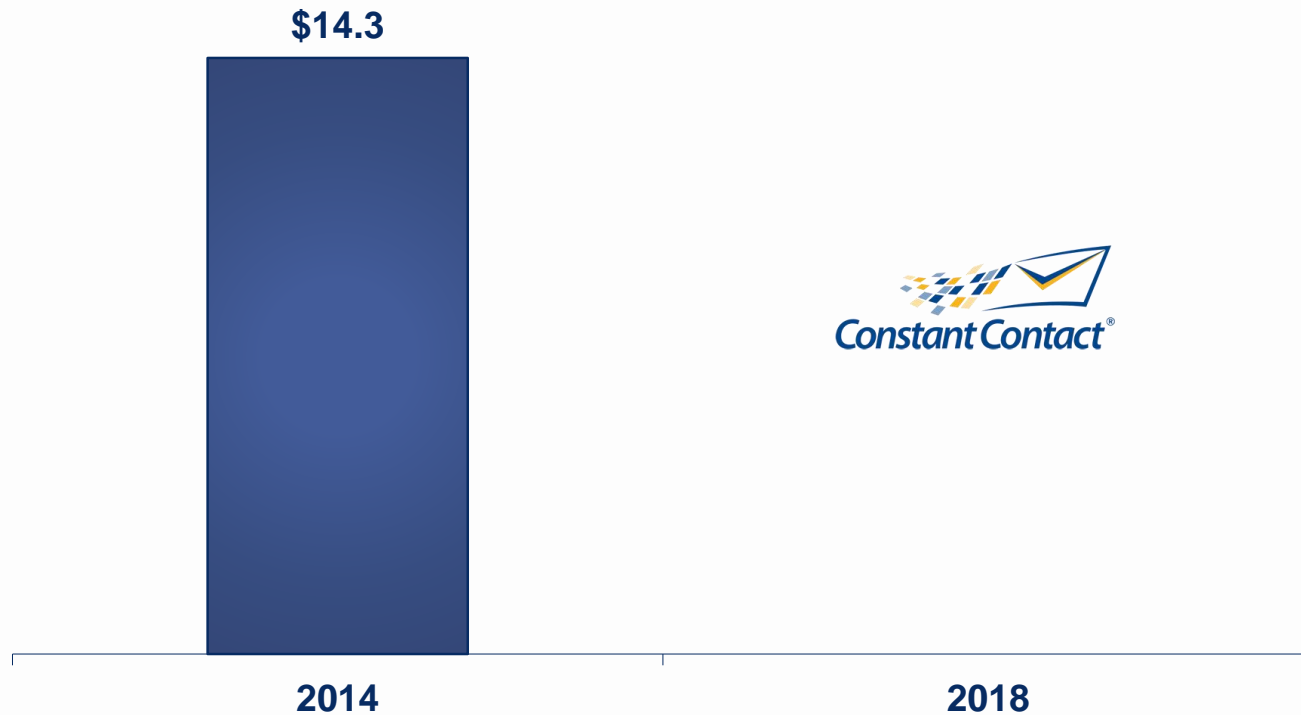
Constant Contact Operating Income (\$ Millions)



Constant Contact Earns \$14.3 Million

Needs update

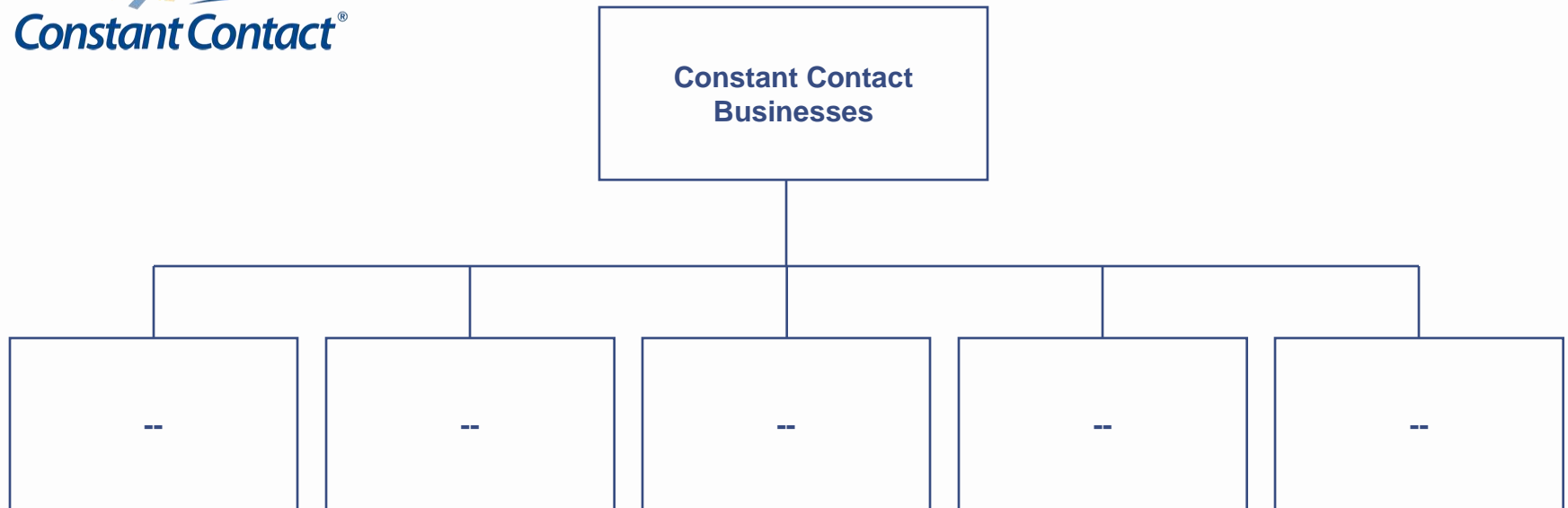
Constant Contact Net Profits (\$ Millions)



Source: 4/15/19 Wikipedia Web Site; Tiburon Research & Analysis

Constant Contact Has a Number of Businesses, Including...

Constant Contact Businesses



Constant Contact's First Businesses is ____



Comments

- --

Constant Contact's Second Businesses is ____

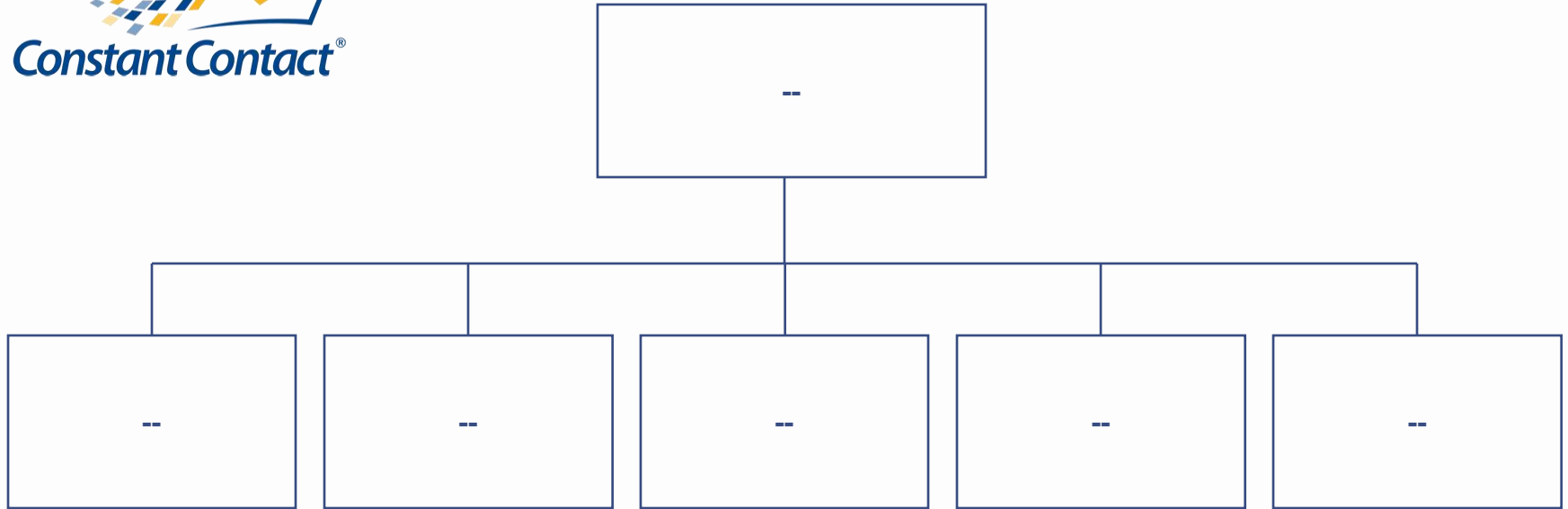


Comments

- --


Constant Contact is Led by its CEO...

Constant Contact Organizational Chart



Constant Contact Has a Board of Directors Led by its Chairman...

Constant Contact Board of Directors

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• --	• --	• --	• --	• -- 

Constant Contact is Privately Owned



Comments

- --

Constant Contact Has Assets

Needs data

Constant Contact Assets (\$ Millions)



2017

2018

Constant Contact Has Liabilities

Needs data

Constant Contact Liabilities (\$ Millions)



2017

2018

Constant Contact Has Shareholders' Equity

Needs data

Constant Contact Shareholders Equity (\$ Millions)



2017

2018

Constant Contact Earns ... Per Share

Needs data

Constant Contact Earnings Per Share



2017

2018

Constant Contact Declares ... Dividends Per Share

Needs data

Constant Contact Dividends Per Share



2017

2018

Constant Contact Has a ... Dividend Yield

Needs data

Constant Contact Dividend Yield



2017

2018

Constant Contact's Stock Price is ...

Needs data

Constant Contact Stock Price



2017

2018

Constant Contact Has ... Shares Outstanding

Needs data

Constant Contact Shares Outstanding



2017

2018

Constant Contact's Market Capitalization is ...

Needs data

Constant Contact Market Capitalization (\$ Millions)

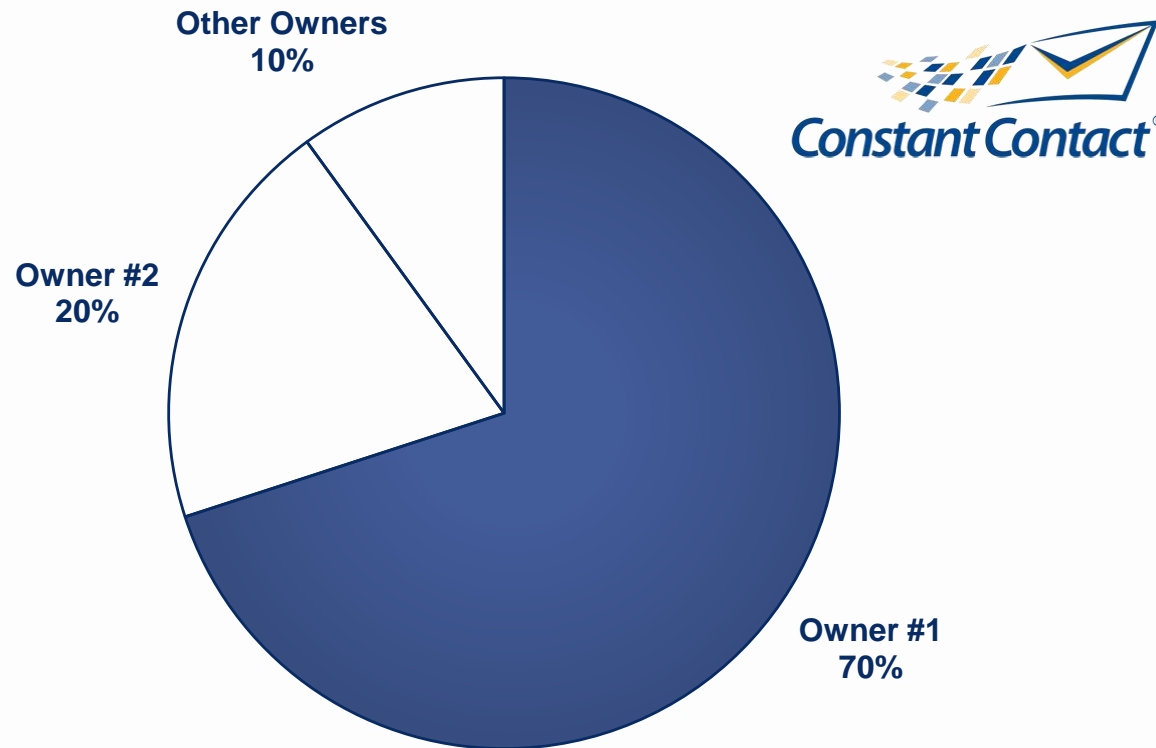


2017

2018

Needs real data

Constant Contact Ownership By Owner



Constant Contact's Stock Volume is....

Needs data

Constant Contact Stock Volume



2017

2018



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