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# PRIVATE EQUITY IN INFORMATION

Financially Sponsored Transactions within the Information Industry

### 1st Half 2010 Key Highlights

- The largest transaction for First Half 2010 was Warburg Pincus and Silver Lake Partners' pending acquisition of Interactive Data Corporation, which is majority owned by Pearson plc, for \$3.25 billion.
- Lifestyle & Entertainment was the largest segment by transaction volume, with 25 transactions.
- The top 10 deals by transaction value accounted for 69 percent of the total aggregate value.

### 1st Half 2010 Key Trends

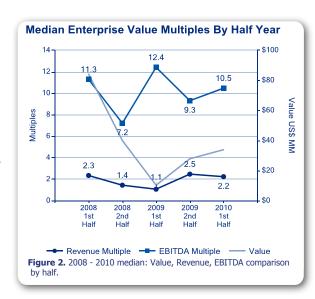
- Total transaction volume increased by 22 percent from 117 in Second Half 2009 to 143 in First Half 2010.
- Total transaction value decreased by 9 percent from \$14.82 billion in Second Half 2009 to \$13.54 billion in First Half 2010.
- Financial Services & Accounting saw the largest increase in total transaction value from \$313 million in Second Half 2009 to \$8.19 billion in First Half 2010.
- The top three acquisitions by value in 1st Half 2010 all orginated within the Financial Services & Accounting segment: the aforementioned acquisition of Interactive Data Corporation, TPG Capital's announced acquisition of Vertafore, Inc. for \$1.40 billion, and MSCI, Inc.'s announced acquisition of RiskMetrics Group, Inc. for \$1.39 billion.

#### **M&A Market Dynamics By Half Year** \$16 140 \$14 \$12 \$11 Number of Transactions \$12 120 Value 100 \$10 101 80 \$8 60 \$6 \$4 \$2 20 \$2 \$0 2008 1st 2009 2nd 1st 2nd Half Half Half Half Half Figure 1. 2008 - 2010 value and volume comparison by half.

# M&A Market Overview

Berkery Noyes tracked 585 financially sponsored transactions between 2008 and June 2010, of which 187 disclosed financial terms, and calculated the aggregate transaction value to be \$40.08 billion. Based on known transaction values, we project the value of the 398 undisclosed transactions to be \$11.09 billion, totalling \$51.18 billion worth of transactions tracked over the past 30 months.

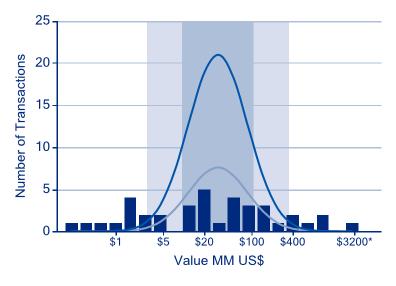
The largest announced transaction tracked by Berkery Noyes between 2008 and 2010 was TPG Capital and CCP Investment Board's acquisiton of IMS Health, Inc. for \$4.01 billion.



### TRANSACTION ANALYSIS | January 1 through June 30, 2010

### **Bell Curve - Histogram - 1st Half**

Actual Transactions



**Figure 3.** Shows distribution among Financially Sponsored transactions within the information industry based on publicly available information and Berkery Noyes estimates. Using a logarithmic scale, we determined that nearly two-thirds of companies purchased had enterprise values of \$1.0 million to 244.7 million. Based on this data, we estimate the total transaction value of deals done in the 1st Half of 2010 at \$13.5 billion.

Known Dist.

Projected Dist.

### **Distribution Table - 1st Half**

Value in MM US\$	Known Number	Projected Number	Total Number	%	Cumulative %
\$0.2	1	0	1	3 %	3 %
\$0.4	1	0	1	3 %	5 %
\$0.6	1	0	1	3 %	8 %
\$1.0	1	0	1	3 %	11 %
\$1.6	4	0	4	11 %	21 %
\$2.7	2	1	3	5 %	26 %
\$4.5	2	3	5	5 %	32 %
\$7.4	0	7	7	0 %	32 %
\$12.2	3	13	16	8 %	39 %
\$20.1	5	19	23	13 %	53 %
\$33.1	1	21	21	3 %	55 %
\$54.6	4	18	22	11 %	66 %
\$90.0	3	12	15	8 %	74 %
\$148.4	3	6	9	8 %	82 %
\$244.7	1	3	3	3 %	84 %
\$403.4	2	1	2	5 %	89 %
\$665.1	1	0	1	3 %	92 %
\$1,096.6	2	0	2	5 %	97 %
\$1,808.0	0	0	0	0 %	97 %
\$2,981.0	1	0	1	3 %	100 %
Total #	38	105	143		
Total \$ Value	\$10,192	\$3,346	\$13,538		

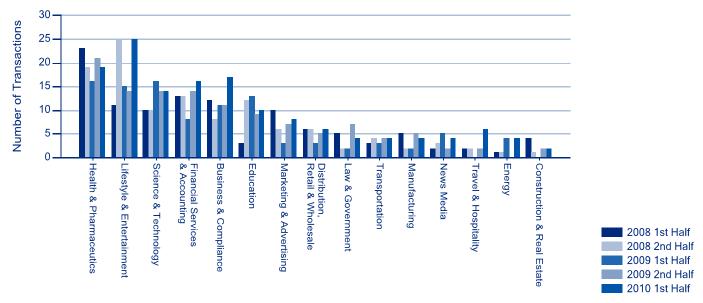
Middle 3rd of Industry Middle 2/3rds of Industry

**Figure 4.** Presents the data depicted in the bell curve histogram.

note: The projected number column is rounded as result of the Gaussian projection and may produce insignificant errors in the total sum.

### TRANSACTION VOLUME BY SEGMENT | 1st Half 2008 through June 30, 2010

### Transactions By Market Segment By Half Year



**Figure 5.** Presents the volume by target segments of Financially Sponsored transactions within the information industry for the 1st Half of 2008 through 2010.

<sup>\*</sup> Indicates largest transaction in the industry from Jan. 1 through June 30, 2010

### **PURCHASER ANALYSIS**

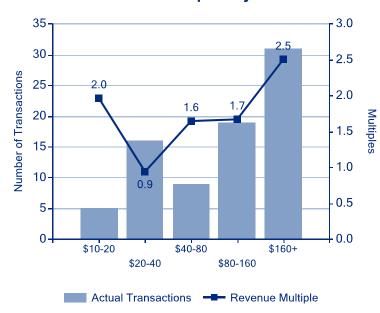
### **Top Ten Notable Transactions - 1st Half 2010**

Deal Date	Target Name	Buyer	Value MM US\$		
05/04/10	Interactive Data Corporation	Warburg Pincus, Silver Lake Partners	\$3,245		
06/10/10	Vertafore, Inc.	TPG Capital	\$1,400		
03/01/10	RiskMetrics Group, Inc.	MSCI Inc.	\$1,380		
02/12/10	SkillSoft PLC	Bain Capital, Berkshire Partners LLC, Advent International Corporation	\$1,065		
06/03/10	SonicWALL, Inc.	Thoma Bravo, LLC, Teachers Private Capital	\$637		
05/03/10	Sophos, Plc	Apax Partners	\$580		
05/19/10	Go Voyages	AXA Private Equity	\$370		
05/17/10	Double-Take Software	Vision Solutions Inc	\$229		
05/27/10	Logibec Groupe Informatique, Ltd.	OMERS Private Equity	\$225		
03/30/10	StepStone Solutions	HgCapital	\$149		
	\$13,538				
	\$9,279				
Top 1	Top 10 Aggregate Value as a Percentage of All Transactions 69				

**Figure 6.** Lists the top ten announced transactions in the 1st Half of 2010 and calculates their aggregate transaction value as a percentage of the total aggregate transaction value as shown on Figure 1 & 4.

note: Transactions data based on announcement date.

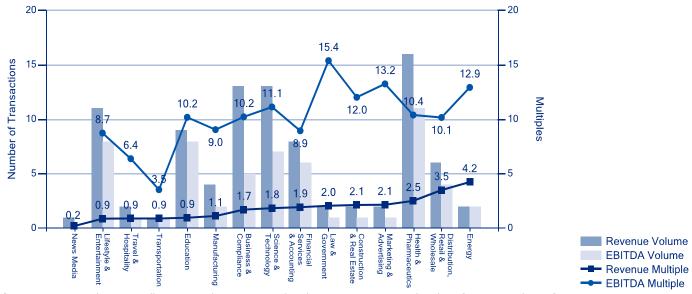
### Median EV/Revenue Multiples By Size



**Figure 7.** Presents the median enterprise value/revenue multiples of transactions in the Online & Mobile industry based on publicly available data between January 2008 and June 2010.

## TRANSACTION VOLUME & VALUE BY SEGMENT | 2008 through June 30, 2010

### Median EV/Revenue and EBITDA Multiples By Market Segment



**Figure 8.** Presents the Financially Sponsored transaction values by target segments within the information industry from 2008 to 2010. Revenue volume reflects the number of deals used to calculate the median EV/Revenue multiples in their respective segments. EBITDA volume reflects the number of deals used to calculate the median EV/EBITDA multiples in their respective segments.

**Note:** The actual deal volume of transactions in each segment is higher, the deal volume only counts transactions where the transaction multiple is publicly available. The higher the volume the more reliable the median multiple is. No transaction appears in more than one market segment.

(See Figure 9 for a description of what we classified within each of these segments)

### **About Berkery Noyes**

Founded in 1980, Berkery Noyes is the leading independent investment bank specializing in the information content and technology industries. The firm has initiated, managed and closed more than 475 merger and acquisition transactions for privately held and publicly traded companies in the business, technology, education, health, financial and legal information segments. Berkery Noyes is unique among investment banking firms in that we combine truly independent strategic research and industry intelligence with senior information technology banking expertise. With no equity fund or brokerage business to manage, our partners and investment banking professionals are one hundred percent focused on M&A advisory services. Berkery Noyes employs over 40 individuals with deep industry knowledge and experience who strive to exceed our clients' expectations by maximizing the full value of their information technology and content assets.

### MANDAS FT The DNA of M&A

All charts in this report are based on data gathered by Berkery Noyes research department. All time period statistics are based on the transaction announcement date.

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### **Footnotes**

### **Market Segments**

Market Segment	Description		
Business & Compliance	Business Management, Regulatory Compliance, Risk, Customer Support, Human Resource		
Construction & Real Estate	Construction, Real Estate Management, Sales and Rental		
Distribution, Retail & Wholesale	Distribution, Retailing, and Wholesaling		
Education	K-12, Higher Ed, Professional Training		
Energy	Electricity, Fossil Fuels, Alternative Energy, Clean Tech, Energy Utilities		
Financial Services & Accounting	Capital Markets, Investing, Commercial Banking, Mortgage, Insurance, Tax, Accounting		
Health & Pharmaceutics	Healthcare, Health Insurance, Pharmaceutics		
Law & Government	Federal, State, Local Government, Defense, Homeland Security, Law Enforcement, Politics, Law		
Lifestyle & Entertainment	Film, Music, Television, Video Games, Literature, Sports, Fashion, Home & Garden		
Manufacturing	Electronics, Computers, Automobiles, Aerospace, Plastics, etc		
Marketing & Advertising	Marketing, Advertising, Market Research, Demographics		
News Media	Television, Radio Broadcasting, General News Agencies & Newspapers		
Science & Technology	Engineering, Security, Communications, Internet Technology		
Transportation	Trucking, Shipping, Rail, Logistics, Navigation		
Travel & Hospitality	Travel, Hotel, Dining, Food and Beverages		

**Figure 9.** Represents what types of Financially Sponsored companies are included in Figure 8.

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