# PRIVATE EQUITY IN INFORMATION

financially sponsored acquisitions in the information industry

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#### BERKERY NOYES

is the leading independent investment bank providing M&A transaction services, strategic research and industry intelligence to the technology and information industries.

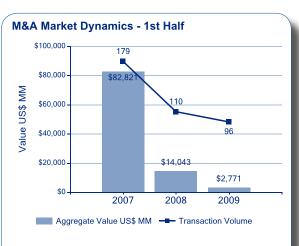
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One Liberty Plaza, 13th Floor New York, NY 10006

## 1st Half 2009 Key Highlights

- The largest announced transaction for the 1st Half of 2009 was Charter House Capital Partners' acquisition of Wood Mackenzie from Candover Partners Ltd. for \$914 million.
- The segments with the largest transaction volume for 1st Half of 2009 were Science & Technology and Lifestyle & Entertainment with 15 transactions.
- The most active buyers announced for the 1st Half of 2009, by way of volume of transactions either purchased direct or through partner or affiliated business,



**Figure 1.** 1st Half 2007 - 2009 value and volume comparison

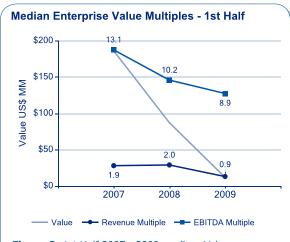
were Veronis Suhler Stevenson (HealthCommunities.com, Inc., Voyager Learning Company, Two Tradeshows from Technology Systems Corporation and Medical Education Partnership, Ltd.) and The Carlyle Group (MAXIMIS software from Unisys Corporation, 10East Corporation, Evare, LLC and Wellsphere) with 4 purchases each.

## 1st Half 2009 Key Trends

- Total transaction volume in the 1st Half of 2009 decreased by 13 percent over the 1st Half of 2008 from 110 in 2008 to 96 in 2009.
- Total transaction value in the 1st Half of 2009 decreased by 80 percent over the 1st Half of 2008, from \$14.04 billion in 2008 to \$2.77 billion in 2009.

## **M&A MARKET OVERVIEW**

The most active buyer, in terms of volume between 2007 and the 1st Half of 2009, was Veronis Suhler Stevenson with 25 transactions.



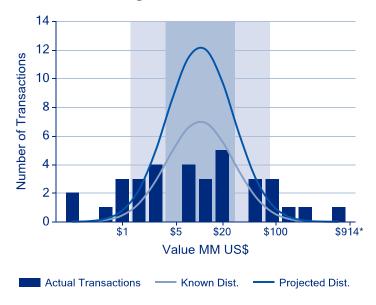
**Figure 2.** 1st Half 2007 - 2009 median: Value, Revenue, EBITDA comparison.

Between 2007 and the 1st Half of 2009 transactions receiving enterprise values greater than \$160 million garnered the higher median enterprise value multiple of 2.5 times revenue which is 57 percent greater than companies who received enterprise values of \$10 to \$20 million which captured a median enterprise value of 1.59 times revenue.

In terms of value, the most active market segment that Berkery Noyes tracked between 2007 and the 1st Half of 2009 was Lifestyle & Entertainment with an aggregate transaction value of \$73.21 billion. The least active segment was Construction & Real Estate with an aggregate transaction value of \$1.86 billion.

## TRANSACTION ANALYSIS | January 1 through June 30, 2009

## Bell Curve - Histogram - 1st Half



**Figure 3.** Shows distribution among private equity information transactions 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 \$0.6 million to \$54.6 million. Based on these data, we estimate the total transaction value of deals done from in the 1st Half of 2009 at \$2.8 billion.

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

Value in MM US\$	Known Number	Projected Number	Total Number	%	Cumulative %
\$0.2	2	0	2	6 %	6 %
\$0.4	0	0	0	0 %	6 %
\$0.6	1	0	1	3 %	9 %
\$1.0	3	1	3	9 %	17 %
\$1.6	3	2	5	9 %	26 %
\$2.7	4	5	8	11 %	37 %
\$4.5	0	9	8	0 %	37 %
\$7.4	4	12	15	11 %	49 %
\$12.2	3	12	15	9 %	57 %
\$20.1	5	10	14	14 %	71 %
\$33.1	0	6	6	0 %	71 %
\$54.6	3	3	6	9 %	80 %
\$90.0	3	1	4	9 %	89 %
\$148.4	1	0	1	3 %	91 %
\$244.7	1	0	1	3 %	94 %
\$403.4	0	0	0	0 %	94 %
\$665.1	1	0	1	3 %	97 %
Total #	35	61	96		
Total \$ Value	\$2,140	\$631	\$2,771		
Middle 3rd	of Industry	Middle 2/3r	ds of Industry	,	·

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

# TRANSACTION VOLUME QUARTERLY COMPARISON | Jan. 1 through June 30, 2007 - 2009

## **Transactions By Quarter**

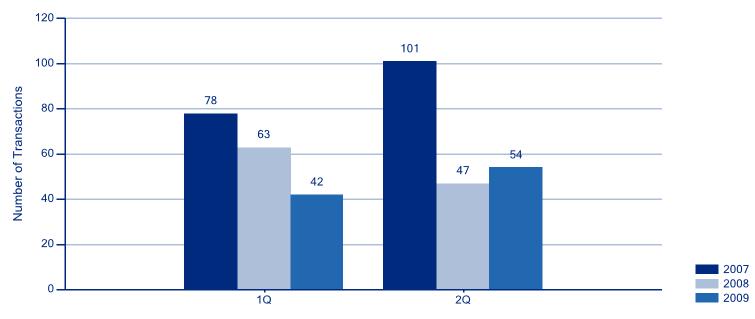


Figure 5. Presents quarterly transaction volume for 2007, 2008, and 2009.

<sup>\*</sup> Indicates the largest transaction.

## **PURCHASER ANALYSIS**

### **Top Ten Notable Transactions - 1st Half 2009**

Deal Date	Target Name	nme Buyer	
06/19/09	Wood Mackenzie	Charterhouse Capital Partners	\$914
01/16/09	21 TV Stations from Pappas Telecasting Companies	Cerberus Capital Management, L.P., Fortress Investment Group LLC, Angelo, Gordon & Co.	\$260
01/12/09	Aladdin Knowledge Systems Ltd.	SafeNet Inc.	\$133
06/22/09	Voyager Learning Company	Cambium Learning	\$131
05/27/09	SumTotal Systems, Inc.	Vista Equity Partners	\$93
02/23/09	JupiterImages Corporation	Getty Images, Inc.	\$91
04/13/09	Entrust, Inc.	Thoma Bravo, LLC	\$89
06/12/09	SoftBrands, Inc.	Infor Global Solutions	\$81
04/29/09	I-many, Inc.	LLR Partners	\$58
02/13/09	Alarm.com, Inc.	ABS Capital Partners, L.P.	\$32
	\$2,771		
	\$1,882		
Top 1	68 %		

## Median EV/Revenue Multiples By Size

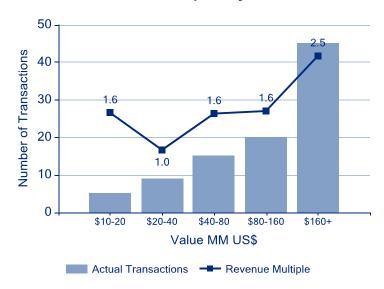


Figure 6. Lists the top ten announced transactions in the 1st Half of 2009 and calculates their aggregate transaction value as a percentage of the total aggregate actions involving private equity buyers in the information industry based on transaction value as shown on Figure 1 & 4.

Figure 7. Presents the median enterprise value/revenue multiples of transpublicly available data between January 2007 and June 2009.

## TRANSACTION VOLUME & VALUE BY SEGMENT | January 1, 2007 through June 30, 2009

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

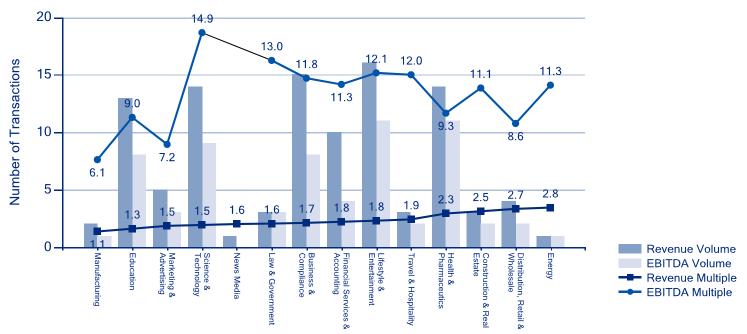


Figure 8. Presents the private equity transaction values by target segments within the information industry from 2007 to 2009. Revenue volume reflects the number for deals used to calculate the median EV/Revenue multiples in their respective segments. EBITDA volume reflects the number of deals used to calculate the median EV/EBITDA multiples in their respective segments.

#### **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 450 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 professionals with deep industry knowledge and experience who strive to exceed our clients' expectations by maximizing the full value of their information technology and

All charts in this report are based on data gathered by Berkery Noyes. All transaction statistics are based on announcement date. The most current information is available in our Weekly Deal Report which can be accessed via our website at www. berkerynoyes.com. Click on the "Publications" tab to sign up.

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## Contact us today for a confidential discussion of your strategic options.

**JOSEPH BERKERY** | Chief Executive Officer | Joseph.Berkery@berkerynoyes.com

JOHN SHEA | Chief Operating Officer | John.Shea@berkerynoyes.com

#### **FOOTNOTES**

Market Segments

#### **Market Segment** Description Business Management, Regulatory Compliance, Risk, Customer **Business & Compliance** Support, Human Resource Construction & Real Estate Construction, Real Estate Management, Sales and Rental Distribution, Retail & Distribution, Retailing, and Wholesaling Wholesale Education K-12, Higher Ed, Professional Training Electricity, Fossil Fuels, Alternative Energy, Clean Tech, Energy Financial Services & Capital Markets, Investing, Commercial Banking, Mortgage, Accounting Insurance, Tax, Accounting **Health & Pharmaceutics** Healthcare, Health Insurance, Pharmaceutics Federal, State, Local Government, Defense, Homeland Security,

Law & Government Federal, State, Local Government, Delense, Homeland Security, Law Enforcement, Politics, Law

Film, Music, Television, Video Games, Literature, Sports, Fashion, Home & Garden

Manufacturing Electronics, Computers, Automobiles, Aerospace, Plastics, etc...

Marketing & Advertising

News Media

Television, Radio Broadcasting, General News Agencies & Newspapers

Science & Technology

Transportation

Travel & Hospitality

Marketing, Advertising, Market Research, Demographics

Television, Radio Broadcasting, General News Agencies & Newspapers

Engineering, Security, Communications, Internet Technology

Trucking, Shipping, Rail, Logistics, Navigation

Travel, Hotel, Dining, Food and Beverages

 $\begin{tabular}{ll} \textbf{Figure 9.} & \textbf{Represents} & \textbf{what types of software/media/online companies are included in Figure 8.} \end{tabular}$ 

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berkerynoyes.com | One Liberty Plaza | New York, New York 10006 | 212.668.3022