



HEALTHCARE/PHARMA INFORMATION AND TECHNOLOGY INDUSTRY

Q3 2013 :: Mergers and Acquisitions Trend Report

Q3 2013 KEY HIGHLIGHTS

- Vitera Healthcare Solutions' announced acquisition of Greenway Medical Technologies, Inc., a provider of software solutions and services to ambulatory healthcare providers, was the largest transaction in Q3 2013, with an enterprise value of \$632 million.
- Strategic acquirers accounted for 74 percent of deal volume, or 59 out of 80 transactions, in Q3 2013.

Q3 2013 KEY TRENDS

- Total transaction volume in Q3 2013 increased by seven percent over Q2 2013, from 75 to 80.
- Total transaction value in Q3 2013 fell by 68 percent over Q2 2013, from \$6.3 billion to \$2.0 billion. However, value was skewed in Q2 2013 by the acquisition of Springer Science & Business Media for \$4.4 billion. Overall value in the 1st 3 Quarters of 2013 declined 13 percent compared to the same timeframe in 2012.

MULTIPLES & VALUE TRENDS

- The median revenue multiple from 2012 through the 1st 3 Quarters of 2013 remained constant at 2.3x.
- The median EBITDA multiple from 2012 through the 1st 3 Quarters of 2013 moved slightly, from 9.9x to 9.1x.

Top Ten Notable Transactions - 1st 3 Quarters 2013

Deal Date	Target Name	Buyer	Value MM US\$
06/19/13	Springer Science & Business Media	BC Partners	\$4,423
04/17/13	Managed Health Care Associates, Inc.	Roper Industries, Inc.	\$1,000
09/23/13	Greenway Medical Technologies, Inc.	Vitera Healthcare Solutions	\$632
04/30/13	SPI Global Solutions	CVC Capital Partners	\$320
03/19/13	Contego Healthcare Limited	Filtrona plc	\$242
01/07/13	Epocrates, Inc.	athenahealth, Inc.	\$219
07/29/13	Medical Management Professionals	Zotec Partners	\$202
08/14/13	CardioCom	Medtronic, Inc.	\$200
03/05/13	dbMotion, Inc.	Allscripts	\$188
06/03/13	QuadraMed Corporation	N. Harris Computer Corporation	N/A

2013 Aggregate Transaction Value \$10,605

Top 9 Aggregate Transaction Value \$7,426

Top 9 Aggregate Value as a Percentage of All Transactions 70 %

Figure 3. Lists the top ten transactions for the 1st 3 Quarters of 2013 and calculates their aggregate transaction value as a percentage of the total aggregate transaction value. Note: Transaction data based on announced date.

M&A Market Dynamics By Quarter

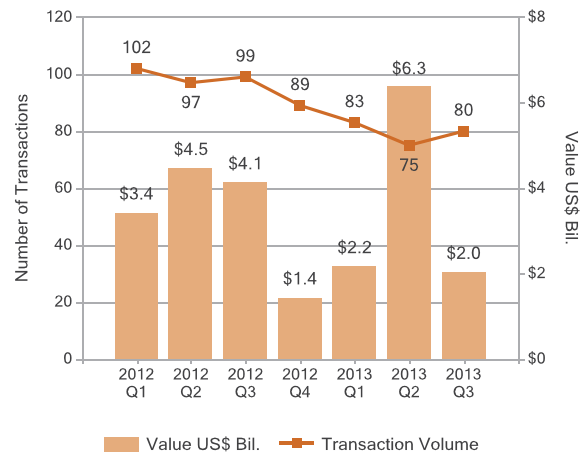


Figure 1. 2012-2013 value and volume comparison.

Median Enterprise Value Multiples

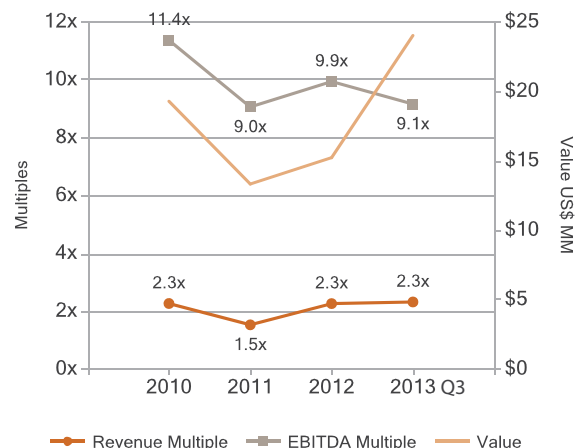


Figure 2. 2010-2013 median value, revenue, EBITDA comparison through Q3 2013.

TOP TEN DEALS THROUGH Q3 2013

The top ten deals by value have seen three new additions since our half year report, including two in which the ultimate parent was a strategic acquirer: Zotec Partners' acquisition of Medical Management Professionals and Medtronic, Inc.'s acquisition of CardioCom.

These three transactions, with an aggregate value of \$1.0 billion, represented nine percent of transaction value in the 1st 3 Quarters of 2013 and 50 percent of Q3 2013 transaction value.

BERKERY NOYES

INVESTMENT BANKERS

Founded in 1980, Berkery Noyes is a leading independent investment bank serving the information, software, marketing, 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 healthcare, financial services, education, and entertainment markets.

Berkery Noyes is unique among investment banking firms in that we combine independent strategic research and actionable intelligence with senior banking expertise.

Berkery Noyes Securities LLC assists middle market companies with raising growth capital in the debt and equity markets.

CONTACT US TODAY FOR A CONFIDENTIAL DISCUSSION OF YOUR STRATEGIC OPTIONS

212-668-3022

MANAGING DIRECTORS

JONATHAN KRIEGER

Healthcare Group

THOMAS O'CONNOR

Healthcare Group

JEFFREY SMITH

Healthcare Group

JOHN GUZZO

FinTech Group

EVAN KLEIN

Media, Entertainment & Marketing Services

DICK O'DONNELL

Finance Group

PETER OGNIBENE

FinTech Group

KATHLEEN THOMAS

Media & Marketing Services Group

PETER YOON

Education Group

MARY JO ZANDY

Media, Education, Software & Online

PARTNERS

JOSEPH BERKERY

Chief Executive Officer

JOHN SHEA

Managing Partner

MANDASOFT

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.

For current intelligence on Mergers and Acquisitions activity in the Information Industry please visit our online service at www.mandasoft.com

RECENT HEALTHCARE TRANSACTIONS

LCP

LONE PEAK CAPITAL

HAS ACQUIRED

AHC Media

THE INTELLECTUAL PROPERTY & SCIENCE

DIVISION OF



THOMSON REUTERS

HAS ACQUIRED

BIOWORLD®

HealthcareSource
A PORTFOLIO COMPANY OF
INSIGHT VENTURE PARTNERS
HAS ACQUIRED
NetLearning™
A BUSINESS OF
CENGAGE Learning™



ELSEVIER

HAS ACQUIRED

EXITCare®
Patient Education Solutions

F|P
FRANCISCO PARTNERS

HAS ACQUIRED

Therapeutic Research Center
Therapeutic Research Faculty

Healthx

A PORTFOLIO COMPANY OF

LIBERTY PARTNERS

HAS BEEN ACQUIRED
IN A MAJORITY
RECAPITALIZATION BY

FrontierCapital

V S S Veronis Suhler Stevenson

HAS ACQUIRED

Strata Decision
Technology

MedPage Holdings, Inc.

medpage
TODAY®

HAS BEEN ACQUIRED BY

everyday
HEALTH

IMAGE SOLUTIONS, INC.

ISI

HAS BEEN ACQUIRED BY

CSC

RELSYS



HAS BEEN ACQUIRED BY

ORACLE®

One Liberty Plaza | New York, New York 10006

berkerynoyes.com | 212.668.3022