



INFORMATION INDUSTRY :: *The Production and Provision of Content*

Q1 2014 :: Mergers and Acquisitions Trend Report

Transaction volume experienced a two percent uptick over the past three months, from 949 to 967. Deal value increased 44 percent, from \$47.3 billion to \$67.9 billion. The median revenue multiple remained constant at 2.2x, while the median EBITDA multiple increased from 9.6x to 11.0x.

The peak for value throughout the past five quarters occurred in Q3 2013. Nonetheless, value in Q1 2014 nearly quadrupled compared to Q1 2013. There were seven transactions with disclosed values that reached the \$1 billion threshold in Q1 2014, compared to only two in Q1 2013.

Regarding the industry's three broad-based horizontal markets, Online & Mobile saw a five percent increase in volume between Q4 2013 and Q1 2014. This included a 16 percent rise in the E-Marketing and Search segment, from 147 to 171 transactions.

In the Software horizontal, volume declined four percent. However, this represented a 14 percent increase compared to Q1 2013. The Niche Software segment, which is targeted to specific vertical markets, underwent a 10 percent rise in deal flow on a quarter-to-quarter basis, from 191 to 209 transactions.

As for the Media & Marketing horizontal, deal activity was relatively consistent with a three percent gain. The Entertainment Content segment increased 14 percent, from 42 to 48 transactions.

Financially sponsored deal volume, after remaining flat from Q3 2013 to Q4 2013, improved seven percent in Q1 2014. In terms of specific verticals, there were two private equity transactions in the Education market that had values above \$1 billion during the quarter. This consisted of Charterhouse Capital Partners' acquisition of SkillSoft for \$2.3 billion and Hellman & Friedman's acquisition of Renaissance Learning for \$1.1 billion.

M&A Market Dynamics By Quarter

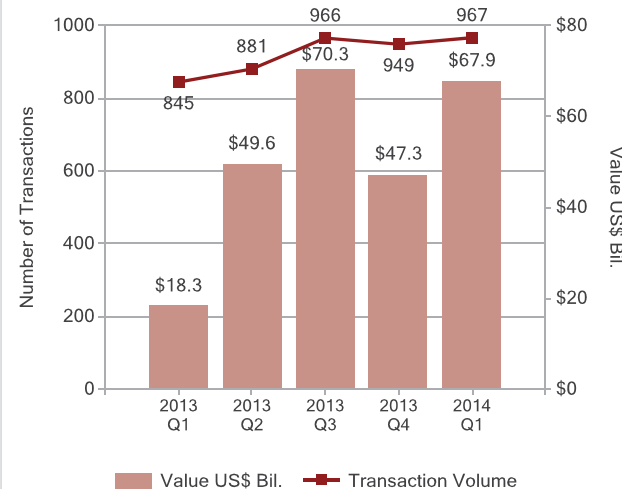


Figure 1. 2013-2014 value and volume comparison by quarter.

Top Ten Notable Transactions Q1 2014

Deal Date	Target Name	Buyer	Value MM US\$
02/19/14	WhatsApp	Facebook	\$16,000
03/21/14	LIN Media	Media General, Inc.	\$2,568
03/14/14	SkillSoft Limited	Charterhouse Capital Partners	\$2,300
01/21/14	Trader Media Group	Apax Partners	\$1,926
03/26/14	Oculus VR	Facebook	\$1,881
01/22/14	AirWatch, LLC	VMware, Inc.	\$1,181
03/13/14	Renaissance Learning, Inc.	Hellman & Friedman LLC	\$1,100
03/18/14	Travelclick, Inc.	Thoma Bravo, LLC	\$930
02/14/14	Viber	Rakuten Inc.	\$900
03/03/14	Catalina	Berkshire Partners LLC	N/A
2014 Aggregate Transaction Value			\$67,861
Top 9 Aggregate Transaction Value			\$28,785
Top 9 Aggregate Value as a Percentage of All Transactions			42 %

Figure 3. Lists the top ten transactions for Q1 2014 and calculates their value as a percentage of the aggregate transaction value as shown in Figure 1.

Note: Transaction data based on **announced date**. If the price is listed as N/A, Berkery Noyes did not calculate that value into the aggregate.

Coverage Overview

The Information report features acquisitions in the horizontal Media & Marketing, Software, and Online & Mobile Industries.

It covers vertical markets including, but not limited to, the following segments: Business & Compliance; Construction & Real Estate; Distribution, Retail & Wholesale; Education; Energy; Financial Services & Accounting; Health & Pharmaceuticals; Law & Government; Lifestyle & Entertainment; Manufacturing; Marketing & Advertising; News Media; Science & Technology; Transportation; and Travel & Hospitality.

Median Enterprise Value Multiples By Quarter

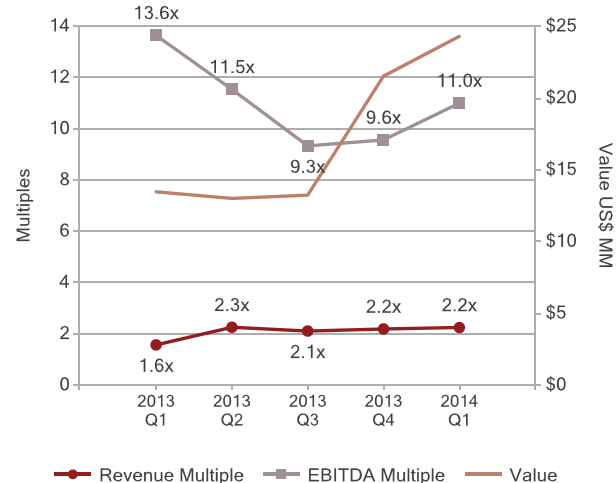


Figure 2. 2013-2014 median value, revenue, EBITDA comparison by quarter.

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

JOHN GUZZO

FinTech Group

EVAN KLEIN

Media, Entertainment & Marketing Services

JONATHAN KRIEGER

Healthcare Group

THOMAS O'CONNOR

Healthcare Group

DICK O'DONNELL

Finance Group

PETER OGNIBENE

FinTech Group

JEFFREY SMITH

Healthcare 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

©2014 Berkery Noyes

RECENT INFORMATION INDUSTRY TRANSACTIONS

 **The Roberts Group**
Market Data Expertise that FITS™

HAS RECEIVED A STRATEGIC INVESTMENT FROM



Management Team and Employees
IN A PARTNERSHIP WITH

 **BOATHOUSE
CAPITAL**
HAS ACQUIRED

 **MIS
TRAINING
INSTITUTE**

A DIVISION OF

 **Euromoney
Institutional
Investor PLC**

 **the mandell school**

HAS BEEN ACQUIRED BY



Forbes®

HAS FORMED AN ALLIANCE WITH



informa
healthcare

HAS ACQUIRED

 **Elsevier
Business Intelligence**
Essential Insight for the Healthcare Industry

A BUSINESS OF

ELSEVIER

 **BLR**® Simplify Compliance
Drive Success

HAS ACQUIRED

HC Pro

A PORTFOLIO COMPANY OF



bankersedge™
CORPORATE TRAINING TECHNOLOGIES, LLC

HAS BEEN ACQUIRED BY

 **OnCourse Learning**

A PORTFOLIO COMPANY OF



 **Wilmington**

HAS ACQUIRED

COMPLIANCE WEEK
THE LEADING INFORMATION SERVICE ON CORPORATE GOVERNANCE, RISK AND COMPLIANCE

A BRAND OF



THE
INTELLECTUAL PROPERTY & SCIENCE

DIVISION OF

 **THOMSON REUTERS**

HAS ACQUIRED

BIOWORLD®

 **Source Technologies**®

A PORTFOLIO COMPANY OF

 **LIBERTY PARTNERS**

HAS BEEN ACQUIRED BY

StoneCalibre

One Liberty Plaza | New York, New York 10006

berkerynoyes.com | 212.668.3022