



ONLINE & MOBILE INDUSTRY

Q3 2013 :: Mergers and Acquisitions Trend Report

Q3 2013 KEY HIGHLIGHTS

- Yahoo! Inc. remained the most active acquirer with 20 transactions year-to-date. Seven of these deals occurred in Q3 2013.
- The highest value transaction in Q3 2013 and the second largest year-to-date was Baidu.com, Inc.'s acquisition of 91 Wireless Websoft Limited, an app distribution platform, for \$1.8 billion.
- There were 190 financially sponsored transactions in the 1st 3 Quarters of 2013, with an aggregate value of \$10.3 billion, representing 12 percent of the total volume and 24 percent of the total value, respectively.

Q3 2013 KEY TRENDS

- Total transaction volume in Q3 2013 experienced an uptick over Q2 2013, from 541 to 549. This was the industry's peak for volume during the past seven quarters.
- Total transaction value in Q3 2013 declined by four percent over Q2 2013, from \$17.0 billion to \$16.3 billion.

MULTIPLES & VALUE TRENDS

- The median revenue multiple from 2012 through the 1st 3 Quarters of 2013 moved slightly, from 2.3x to 2.2x.
- The median EBITDA multiple from 2012 through the 1st 3 Quarters of 2013 increased by 20 percent, from 10.0x to 12.0x.

M&A Market Dynamics By Quarter

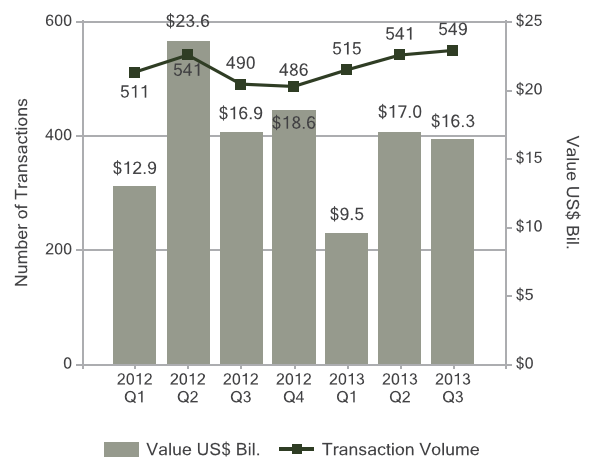


Figure 1. 2012-2013 value and volume comparison.

Median Enterprise Value Multiples

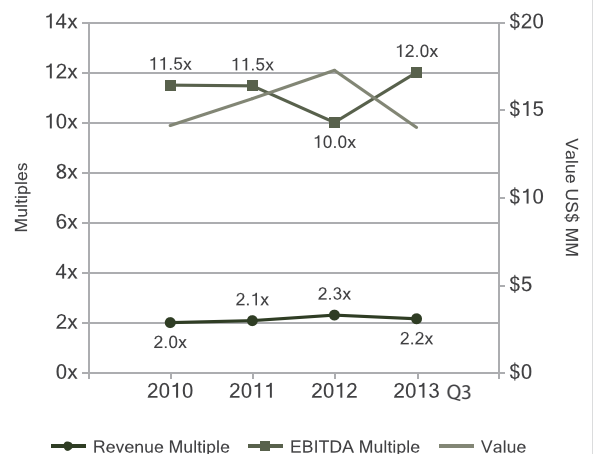


Figure 2. 2010-2013 median value, revenue, EBITDA comparison through Q3 2013.

Top Ten Notable Transactions - 1st 3 Quarters 2013

Deal Date	Target Name	Buyer	Value MM US\$
06/03/13	ExactTarget	Salesforce.com, Inc.	\$2,250
07/16/13	91 Wireless Websoft Limited	Baidu.com, Inc.	\$1,848
02/18/13	Cerved Group SpA	CVC Capital Partners	\$1,491
06/10/13	R. L. Polk & Co	IHS, Inc.	\$1,400
05/20/13	Tumblr, Inc.	Yahoo! Inc.	\$1,100
07/01/13	Intuit Financial Services	Thoma Bravo, LLC	\$1,025
06/11/13	waze Mobile	Google Inc.	\$966
09/30/13	The Active Network, Inc.	Vista Equity Partners	\$942
05/20/13	Websense, Inc.	Vista Equity Partners	\$942
09/26/13	Braintree Payment Solutions	eBay	\$800

2013 Aggregate Transaction Value \$42,582

Top 10 Aggregate Transaction Value \$12,763

Top 10 Aggregate Value as a Percentage of All Transactions 30 %

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.

TOP TEN DEALS THROUGH Q3 2013

The top ten deals by value have seen four new additions since our half year report, two of which were backed by private equity firms: Thoma Bravo, LLC's acquisition of Intuit Financial Services and Vista Equity Partners' acquisition of The Active Network, Inc.

These four transactions, with an aggregate value of \$4.6 billion, represented 11 percent of transaction value in the 1st 3 Quarters of 2013 and 28 percent of Q3 2013 transaction value.

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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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RECENT ONLINE & MOBILE TRANSACTIONS

bankersedgeSM
CORPORATE TRAINING TECHNOLOGIES, LLC
HAS BEEN ACQUIRED BY
 OnCourse Learning
A PORTFOLIO COMPANY OF
 Riverside

THE
INTELLECTUAL PROPERTY & SCIENCE
DIVISION OF
 THOMSON REUTERS
HAS ACQUIRED
BIOWORLD[®]

 HealthcareSource[®]
A PORTFOLIO COMPANY OF
INSIGHT VENTURE PARTNERS[®]
HAS ACQUIRED
 NetLearningSM
A BUSINESS OF
 CENGAGE LearningSM

G L M
A PORTFOLIO COMPANY OF
PROVIDENCE EQUITY
HAS ACQUIRED THE EVENTS BUSINESS
OF
internet[®]
RETAILER

Healthx
A PORTFOLIO COMPANY OF
LIBERTY PARTNERS
HAS BEEN ACQUIRED
IN A MAJORITY
RECAPITALIZATION BY
FrontierCapital

 **BLI**
BUYERS LAB
HAS BEEN ACQUIRED BY
SFW
Capital Partners

 **baseline**
A DIVISION OF
The New York Times Company
HAS BEEN ACQUIRED BY
Project Hollywood, LLC

 **class.com**
HAS BEEN ACQUIRED BY
 **Cambium**
LEARNING[®]
Group

PRIMUS
HAS MADE
AN INVESTMENT IN
 **G2** Web Services

V S S Veronis Suhler Stevenson
HAS ACQUIRED
Strata Decision Technology
