

INFORMATION INDUSTRY

The Production and Provision of Content

Q3 Key Highlights

- The most active acquirer through Q3 2011 was Google Inc. with 20 acquisitions, 7 of which occurred in the third quarter: DailyDeal, Zagat, Zave Networks, The DealMap, Pittsburgh Pattern Recognition, Fridge, and Punchd Labs Inc.
- The largest transaction in Q3 2011 and through the third quarter was HP's acquisition of Autonomy Corporation plc for \$10.28 billion.

Q3 Key Trends

- Total transaction volume in Q3 2011 increased by 6 percent over Q2 2010, from 726 to 768 transactions.
- Total transaction value in Q3 2011 decreased by 21 percent over Q2 2011, from \$49.7 billion to \$39.4 billion.

M&A Market Dynamics By Quarter

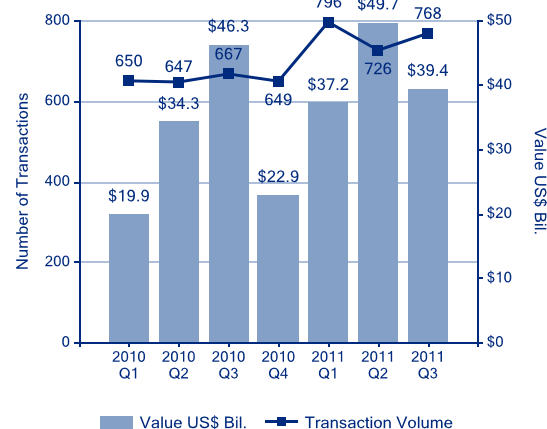


Figure 1. 2010 - 2011 value and volume comparison.

Median Enterprise Value Multiples By Quarter

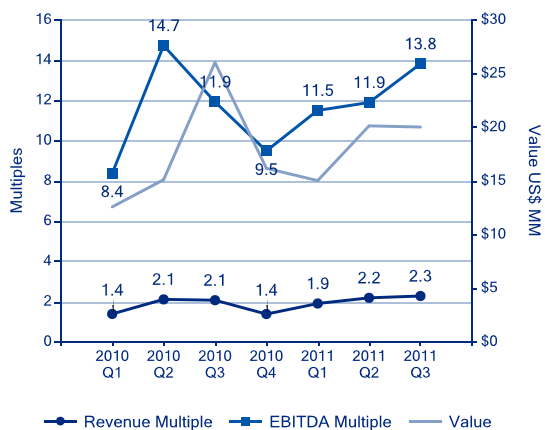


Figure 2. 2010 - 2011 median: Value, Revenue, EBITDA comparison.

Multiples & Value Trends

- Median EBITDA multiples improved from 11.9 in Q2 2011 to 13.8 in Q3 2011, a 16 percent increase.
- Median revenue multiples over the last quarter went from 2.2 to 2.3, a 4.5 percent increase.

Top Ten Deals through Q3 2011

- The top ten deals by value have changed since our half year report, with two acquisitions entering the list from Q3 2011: HP's acquisition of Autonomy Corporation plc and Kohlberg Kravis Roberts & Co. and Silver Lake Partners' acquisition of GoDaddy.com.
- These two acquisitions, with an aggregate value of \$12.5 billion, represent 9.9 percent of transaction value in the 1st 3 Quarters of 2011, and 32 percent of Q3 2011 transaction value.

Top Ten Notable Transactions - 1st 3 Quarters 2011

Deal Date	Target Name	Buyer	Value MM US\$
08/18/11	Autonomy Corporation plc	HP	\$10,284
05/10/11	Skype Technologies SA	Microsoft Corporation	\$9,082
06/30/11	Mobile, Networking and Semiconductor Patents from Nortel Networks Corporation	Microsoft Corporation, Sony Corporation, Apple, Inc., EMC Corporation, Research In Motion, Ericsson AB	\$4,500
02/21/11	Seven Media Group	West Australian Newspapers Limited	\$4,149
05/06/11	Warner Music Group	Access Industries	\$2,941
03/10/11	Citadel Broadcasting Company	Cumulus Media Inc.	\$2,443
07/01/11	GoDaddy.com	Kohlberg Kravis Roberts & Co., Silver Lake Partners	\$2,250
03/28/11	GSI Commerce Solutions	eBay	\$2,139
01/05/11	Acosta, Inc.	Thomas H. Lee Partners, L.P.	\$2,000
06/01/11	Telvent	Schneider Electric SA	\$1,917

2011 Aggregate Transaction Value	\$126,348
Top 10 Aggregate Transaction Value	\$41,706
Top 10 Aggregate Value as a Percentage of All Transactions	33 %

Figure 3. Lists the top ten announced transactions in the 1st nine months of 2011 and calculates their aggregate transaction value as a percentage of the total aggregate transaction value.

Note: Transactions data based on announcement date.

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. 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.

Some of our deals include:



class.com
HAS BEEN ACQUIRED BY



PRIMUS
HAS MADE
AN INVESTMENT IN



HAS ACQUIRED
SELECTED ASSETS OF



V S S Veronis Suhler Stevenson
HAS ACQUIRED



NATIONAL
GEOGRAPHIC
School Publishing
HAS BEEN ACQUIRED BY



CENGAGE
Learning™
A PORTFOLIO COMPANY OF
Apax
PARTNERS



EBSCO
PUBLISHING
HAS ACQUIRED



SANDOW MEDIA™
A PORTFOLIO COMPANY OF
V S S Veronis Suhler Stevenson
HAS ACQUIRED



Material Connexion
New York • Bangkok • Cologne • Daegu • Milan
AND
Culture & Commerce



NOLO
LAW for ALL
HAS BEEN ACQUIRED BY



ib Internet Brands®
A PORTFOLIO COMPANY OF
HELLMAN & FRIEDMAN



HMP COMMUNICATIONS
HAS ACQUIRED
Consultant and
Consultant for Pediatricians
FROM



United Business Media



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 Merger and Acquisition activity in the Information Industry please visit our online service at www.mandasoft.com

JOHN GUZZO | Managing Director, Finance Group

EVAN KLEIN | Managing Director, Media, Entertainment & Marketing Services

JONATHAN KRIEGER | Managing Director, Healthcare/Life Sciences Group

THOMAS O'CONNOR | Managing Director, Healthcare/Life Sciences Group

DICK O'DONNELL | Managing Director, Finance Group

PETER OGNIBENE | Managing Director, Finance Group

JEFFREY SMITH | Managing Director, Healthcare/Life Sciences Group

KATHLEEN THOMAS | Managing Director, Media & Marketing Services Group

CHRISTOPHER W. YOUNG | Managing Director, Finance Group

MARY JO ZANDY | Managing Director, Media, Software & Online

JOSEPH BERKERY | Chief Executive Officer

JOHN SHEA | Managing Partner

BERKERY NOYES

INVESTMENT BANKERS

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

©2011 Berkery Noyes