



TECH M&A MONTHLY

....starts in 2 minutes

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The Global Leader in Software M&A

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EXPERIENCE SOFTWARE MARKETS

Horizontal Applications Vertical Applications Consumer Applications Infrastructure Internet IT Services

THE GLOBAL LEADER IN SOFTWARE M&A

Corum's experience makes the difference. Hundreds of software M&A transactions spanning six continents during its 27-year history let Corum deliver a proven business process conducted by the top professional staff using the industry's deepest research and world's largest buyer database.

- **The Global Leader:** Selling more software companies than anyone else, from offices in eight countries.
- **The Specialist:** Only M&A. Only for sellers. Only for software companies.
- **The Highest Value** for your company: experience makes the difference.

WHAT'S MY COMPANY WORTH?

"We engaged Corum to obtain liquidity for some of our shareholders. With their assistance we were able to accomplish this objective and the preparation work helped us to eventually secure a significant investment from the venture capital community. We are happy with the outcome."

Charles Plant
Dynamics

SEE THE CORUM DIFFERENCE

Watch the world's most experienced software M&A professionals working to get maximum value for their clients' companies. >> Watch

SELLING UP SELLING OUT

Planning an exit strategy within the next five years? Prepare your company to get optimal value at the premier software M&A executive forum. >> Watch

TRANSACTIONS

ANSYS
A World of Possibilities in Analysis

ESTEREL
Software Development

EVENTS

15 August 2012
Silicon Valley - Selling Up, Selling Out
Offices of SHRI Denton

16 August 2012
Denver - Selling Up, Selling Out
Offices of Holland & Hart

23 August 2012

www.corumgroup.com

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Past Conferences & Reports

- Private Equity Panel
- Buyers Panel
- Google Acquisition Strategy
- Crowdfunding M&A Impact
- Special Reports: SaaS, Mobile, Gaming, Social, Cloud, Geospatial, Security
- Special Reports: Facebook Effect, Dell, Microsoft, HP, IBM...

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TECH M&A MONTHLY

....starts in 1 minute

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Merge Briefing

- 90 Minutes
- Industry Update
- Overview of the M&A Process
- Upcoming events in:



- | | |
|-------------|--------------|
| ▪ Denver | ▪ Helsinki |
| ▪ Halifax | ▪ Rotterdam |
| ▪ Memphis | ▪ Cleveland |
| ▪ Nashville | ▪ Cincinnati |
| ▪ Stockholm | ▪ Columbus |

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Selling Up, Selling Out

- Half-Day
- Tech M&A Bootcamp
- The most attended tech executive conference in history
- Upcoming events in:



- | | |
|-----------------|-----------------|
| ▪ Vancouver, BC | ▪ Orange County |
| ▪ Phoenix | ▪ Amsterdam |
| ▪ Toronto | ▪ Atlanta |
| ▪ London | ▪ Seattle |

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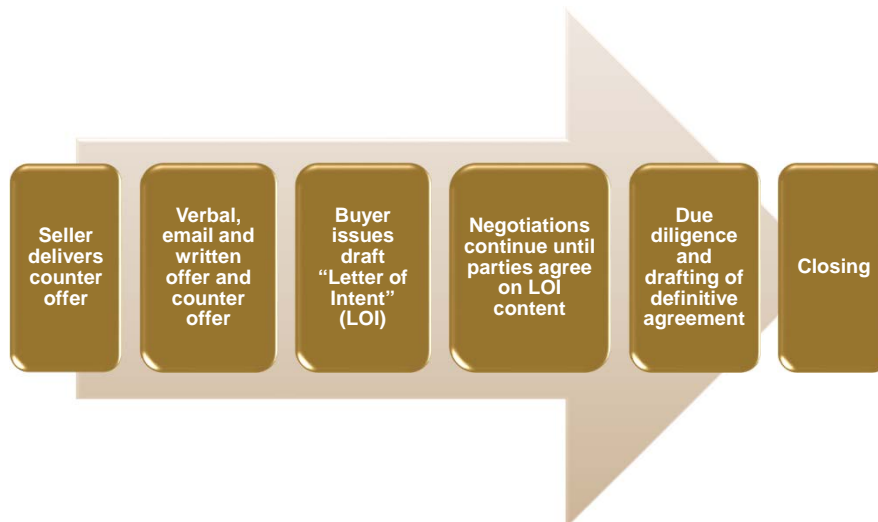
8 Stages for an Optimal Outcome

1



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Negotiation – Typical Flow



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AVOIDING THE DEAL DISASTERS

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Upcoming Conference Schedule

Selling Up Selling Out (SUSO) - Ready to go to market? During this half-day workshop, learn to prepare, position, research, value, negotiate, and execute due diligence for maximum price and structure. This is the most attended Tech M&A event ever – participants have done over \$1 trillion in transaction value.

Merge Briefing (MB) - The Merge Briefing is a 90-minute executive briefing providing a current M&A market update (trends, valuations, etc.), as well as a brief overview of the Tech M&A process: "8 Steps To An Optimal Outcome."

Jul 18: **Denver** – MB

Aug. 1: **Vancouver, BC** – SUSO

Sep. 4: **Memphis** – MB

Sep. 5: **Nashville** – MB

Sep. 17: **Stockholm** – MB

Sep. 18: **Helsinki** – MB

Sep. 19: **Rotterdam** – MB

Sep. 24: **Cleveland** – MB

Sep. 25: **Cincinnati** – MB

Sep. 26: **Columbus** – MB

Sep. 26: **Kitchener-Waterloo** – MB

Oct. 8: **London** – SUSO

Oct. 9: **Orange County** – SUSO

Oct. 10: **Los Angeles** – MB

Oct. 11: **San Diego** – MB

Oct. 15: **Prague** – MB

Oct. 16: **Warsaw** – MB

Oct. 24: **Amsterdam** – SUSO

www.CorumGroup.com/Events.aspx

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Logistics

- Ask questions for Q&A session
 - Use Q&A window on right side
 - Submit to queue at any time
 - Ask “all panelists” – see “ask” option above text-entry box
- This event is being recorded
 - Rebroadcast July 18, 12:30am PT, and 8:00am PT
 - See “Conferences and Events” at MergersAndAcquisitions.webex.com

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Global Tech M&A Monthly Mid Year Report

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Moderator



Bruce Milne
CEO
Corum Group Ltd.

A leader in the software industry, Bruce has founded or owned four software companies, including the largest vertical market software company, AML, an Inc. 500 firm rated by IDC as the fastest growing computer-related company in the world.

He has served on advisory boards for Microsoft, IBM, DEC, Comdex and Apple, and as board member/founding investor in some of the most innovative firms in their field, including Blue Coat, Bright Star and Sabaki. Past advisor to two governors and a senator, a board member of the Washington Technology Center, and founder of the WTIA, the nation's most active regional technology trade association.

He worked with the Canadian government to found SoftWorld, and he was recently chosen as one of the 200 most influential individuals in the IT community in Europe. He was also the only American juror for the recent Tornado 100 Awards given to Europe's top technology firms

A graduate with Distinction from Harvard Business School, Bruce has written three books on business models for success, including *Power Planning*. He is a frequent lecturer and author.

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Agenda

- Welcome
- Spotlight Reports:
 - SaaS, Big Data, Social, Mobile, Gaming
- Event Reports
- Research Report
 - Healthcare Field Report
- Q&A

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Spotlight Report – SaaS



Ward Carter
Chairman
Corum Group Ltd.

Corum's former President and now Chairman, Ward Carter's technology background includes a variety of management positions with the Burroughs Corporation (later Unisys). Then, as vice president of a Wall Street investment firm and as principal in a regional venture firm, he raised capital for ventures in computer hardware, software, and biotechnology. As an executive for a Seattle-based archival storage software company, he attracted venture capital and assisted with the eventual acquisition of the company by a larger competitor. As president of InfoMatrix, and later Discovery Sales + Marketing, Ward provided strategic consulting support to emerging software companies.

He joined Corum in 1997, has successfully managed numerous software company mergers and acquisitions worldwide, was appointed President in 2006 and Chairman in 2010. He graduated with Honors from Seattle University with a B.A. in Business.

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Spotlight Report – Social



Ed Ossie
Regional Director
Corum Group Ltd.

Ed has over 30 years of international experience serving high-growth technology companies and has spent the last 20 years in chief operating and chief executive roles. During this time, Ed has become known for his ability to design, build and execute multi-year growth strategies with a highly engaged team. The high performance teams operate in a trust-based company culture which in turn drives scale and strong customer relationships, producing profitable growth.

Ed served as President of Innovation Group PLC, and prior to that led the sale of MTW Corporation to Innovation Group as MTW CEO. Both companies are in the insurance software and business process services segments. Prior to that he was Division Manager and Vice President for the Texas Instruments Software Group, which grew from startup to 1300 people in 5 years.

Today he advises a number of high-growth technology teams on how they might win, shape and scale their operations to create viable high impact options for their future. Ed graduated with a Bachelor of Science degree from Missouri State University and attended select Executive Programs at Stanford Graduate School of Business, such as the Executive Program for Growing Companies and the 2011 Directors Consortium.

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Spotlight Report – Mobile



Jon Scott
Senior Vice President
Corum Group Ltd.

Jon joined Corum in 2010 out of their Seattle headquarters and is now based in Amsterdam. He has close to 30 years experience serving high technology companies with the last 20 mainly in chief operating and chief executive roles. During this time Jon has become known for his ability to successfully integrate strategies and tactics into well executed operating plans, building strong teams and achieving excellent results.

Jon has served as President and CEO of The PowerTech Group, a security and compliance software company sold to Help/Systems in 2008, and Microserv Technology Services, a nationwide tech services company which was acquired by Halifax Corporation in 2003. Earlier he served as President and COO of Traveling Software, a leading developer of communications software in Seattle. Prior to his operating roles Jon held vice president roles in sales, marketing and business development for technology companies.

Jon has taught in the software product management program at the University of Washington and holds a business administration degree from San Francisco State University.

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Spotlight Report – Gaming



Jim Perkins
Regional Director, Digital Media Specialist
Corum Group, Ltd.

Entertainment software entrepreneur Jim Perkins is directly responsible for publishing some of the industry's biggest franchises, including Unreal, Duke Nukem, Wolfenstein, Doom, Hunting Unlimited, and Driver. A well-known senior executive with a 22-year track record of publishing such bestselling hits, he founded and grew two highly successful software publishing companies (FormGen and ARUSH) from start-ups to multi-million dollar enterprises.

Jim also launched Radar Group, the first Transmedia Incubation Company to monetize entertainment franchises across all media, including film and television. His success and extensive experience in software production, marketing and public relations, packaging, online and retail distribution and software M&A, uniquely qualify him as an expert in building value and realizing wealth. Jim joined Corum Group, the world's leading software M&A firm, with a specific focus on educating and helping prospective sellers maximize the value of their digital media companies.

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Spotlight Report – Big Data



Rob Schram
Director
Corum Group Ltd.

Rob has over 30 years of executive and entrepreneurial experience in multiple technologies: Integrated circuit testing, industrial process automation and control, communications software, security software, and energy software and services.

Rob has founded and sold several companies and engaged in two IPOs. He was most recently CEO of Evergreen Fuel Technologies, Inc. in the energy sector. Rob is a broadly skilled strategic development professional with a proven reputation for targeting, negotiating and developing profitable ventures and a demonstrated ability to successfully analyze an organization's critical business requirements, identify deficiencies and opportunities, and develop innovative and cost-effective solutions for enhancing competitiveness, increasing revenues, and improving customer relationships.

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Corum Research Report



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Vice President,
Director of Research

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Senior Analyst
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 ambers@corumgroup.com

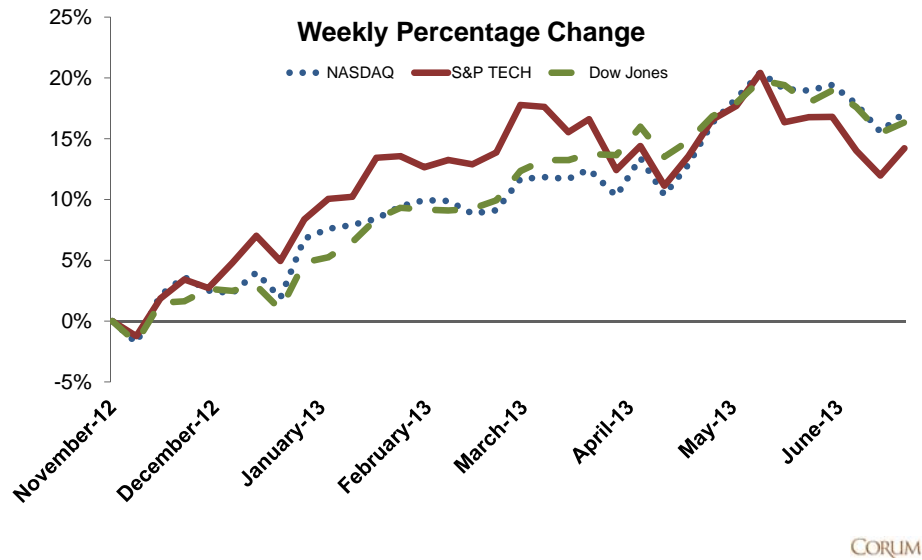


Jason Steblay
Research Analyst
Contact:

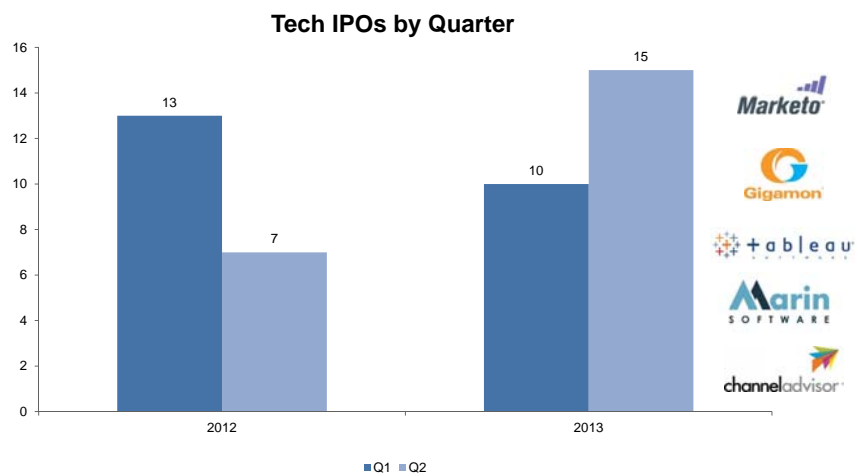
 jasons@corumgroup.com

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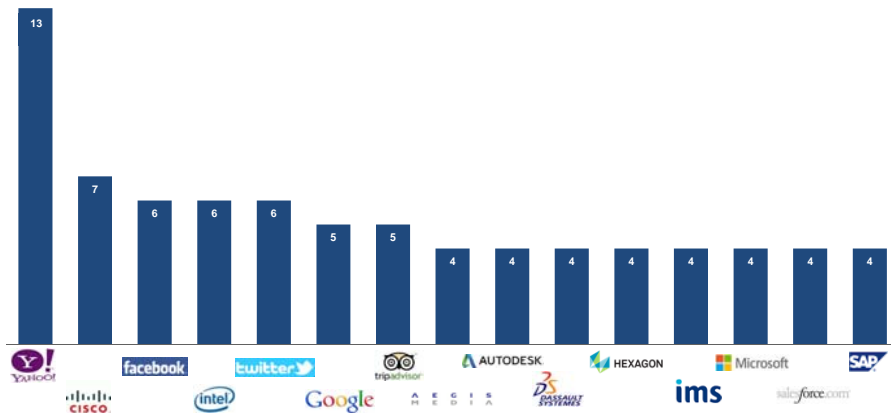
Public Markets



IPOs



Top Strategic Acquirers: 2013



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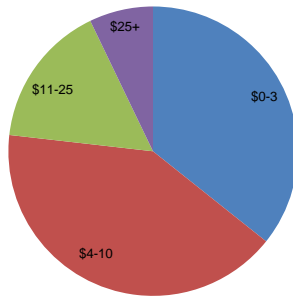
Buyer Leaderboard Rotation 2012 - 2013

Change			1H 2012	1H 2013
↑	!	Yahoo!	0	13
↑	!	TripAdvisor, Inc.	0	5
↑	300%	IMS Health, Inc.	1	4
↑	300%	Aegis Group plc	1	4
↑	300%	Autodesk, Inc.	1	4
↑	100%	Hexagon AB	2	4
↑	75%	Cisco Systems	4	7
↑	33%	Dassault Systèmes	3	4
—	0%	Twitter	6	6
—	0%	salesforce.com	4	4
—	0%	Microsoft Corporation	4	4
—	0%	SAP AG	4	4
↓	-14%	Intel Corporation	7	6
↓	-38%	Google, Inc.	8	5
↓	-50%	Facebook	12	6

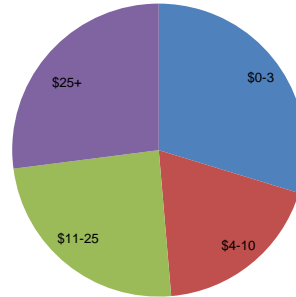
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Target Size for Top Acquirers, 2013

**Strategic
Revenue**



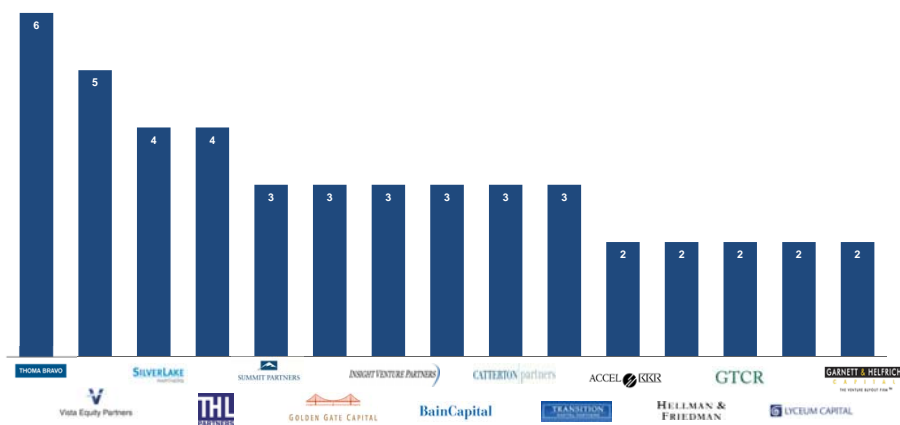
**Private Equity
Revenue**



*Revenue in Millions

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Top Private Equity Acquirers: 1H 2013



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	First Half – 2012	First Half – 2013
# of Transactions	1,835	1,540
# of Mega Deals	19	20
Largest Deal	\$5.0B	\$24.4B
Private Equity Deals	74	82
# VC backed Exits	344	340
% Cross Border Transactions	31%	31%
% of Startup Acquisitions*	14%	14%
Average Life of Target	14	14

* 0 to 3 years

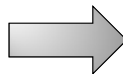
Buyer	Seller	Price
Silver Lake Partners/Michael Dell	Dell Inc.	\$24.4b
Bain Capital/Golden Gate/GIC/Insight Venture Partners	BMC Software	\$6.9b
Fidelity National Financial	Lender Processing Service	\$2.9b
Salesforce.com	ExactTarget	\$2.5b
Oracle Corporation	Acme Packet	\$2.1b

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Buyer	Seller	Price
Silver Lake Partners/Michael Dell	Dell Inc.	\$24.4b
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Salesforce.com	ExactTarget	\$2.5b
Oracle Corporation	Acme Packet	\$2.1b

DELL



SILVERLAKE

Target: Dell
Acquirer: Silver Lake Partners
Transaction Value: \$24.4 Billion

bmcsoftware



BainCapital

Target: BMC Software
Acquirer: Bain Capital
Transaction Value: \$6.9 Billion

* 0 to 3 years

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of

of M

Large

Private

VC

% Cross

% of

Aver

* 0 to 3 years

ExactTarget



Salesforce

Target: ExactTarget
Acquirer: Salesforce
Transaction Value: \$2.3 Billion

7.6x revenue multiple

Waze



Google

Target: Waze
Acquirer: Google
Transaction Value: \$1.1 Billion

1,000x revenue multiple

hybris



SAP

Target: HYBRIS
Acquirer: SAP
Transaction Value: \$1.1 Billion

8.8x revenue multiple

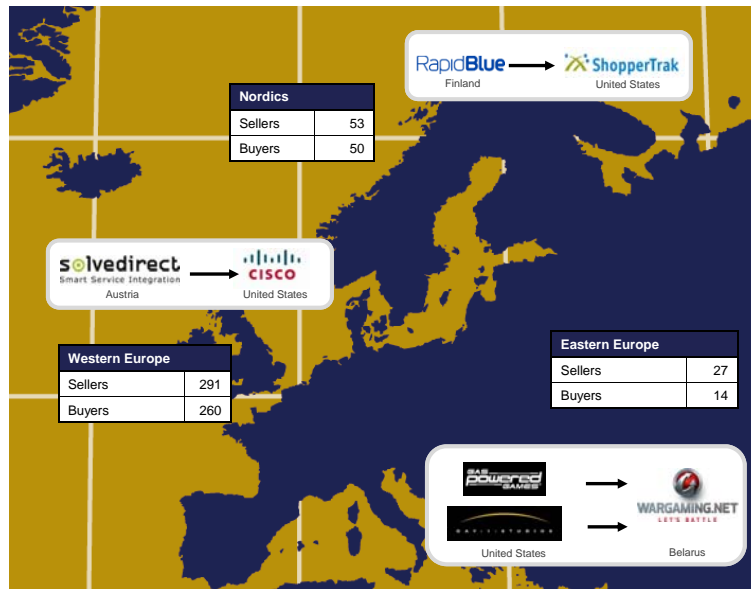
Buyer	Seller	Price
Silver Lake Partners/Michael Dell	Dell Inc.	\$24.4b
	software	\$6.3b
	order processing vice	\$2.9b
	Target	\$2.5b
	Home Packet	\$2.1b

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European Deals

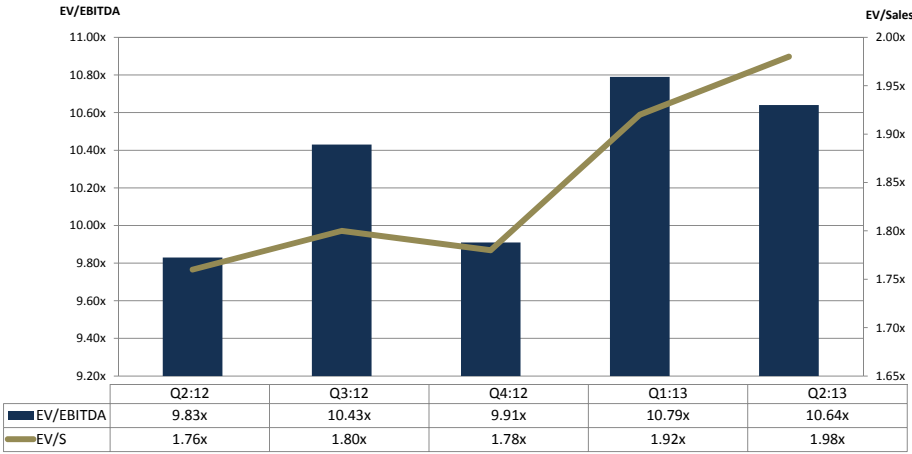


Asian Deals





Aggregate Six Markets

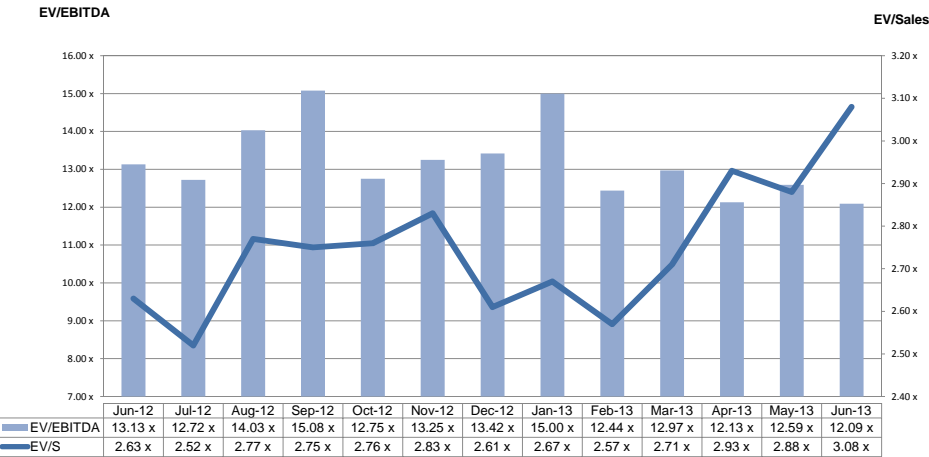


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Horizontal Application Software Market

Public Valuation Multiples



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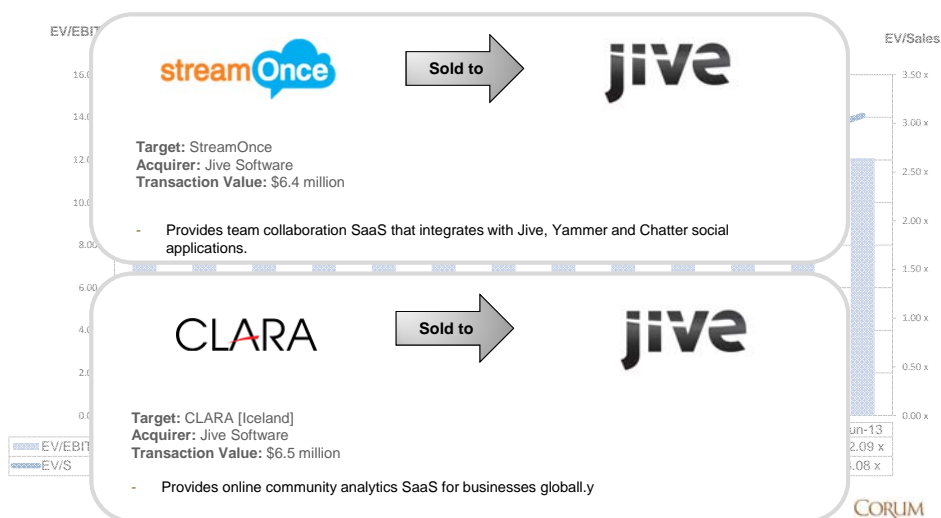
Horizontal Application Software Valuations

Subsector		Sales	Earnings	Examples		
Business Intelligence	↑	2.81x	16.02x	INFORMATICA	QlikTech™	MicroStrategy
Human Resources	↑	2.92x	65.46x	CALLIDUS	Ultimate SOFTWARE	saba™
SCM	↑	6.30x	16.47x	SPS Commerce	Manhattan Associates	
Communications	↑	1.52x	13.74x	amdocs	Constant Contact	NUANCE
ERP	↑	3.02x	8.97x	ORACLE	SAP	NETSUITE
CRM	↓	2.44x	16.72x	salesforce.com	LIVEPERSON	CONVERGYS
Content Mgmt.	↑	3.13x	10.60x		OPEN TEXT	
Horizontal Other	↓	3.72x	14.39x	Trimble	sciQuest	C-ncur™



Horizontal Application Software Market

Deal Spotlights





Horizontal Application Software Market

Deal Spotlight



Sold to



Sector: BI

Target: StreamBase Systems

Acquirer: TIBCO Software

Transaction Value: \$50 million in cash

- StreamBase enables companies to rapidly build, test, and deploy real-time applications for streaming big data.
- Extends event-processing abilities and provides opportunity to address a growing number of use cases for data in motion.

EV/EBITDA
EV/Revenue
EV/Sales

EV/Sales

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Horizontal Application Software Market

Deal Spotlight



Sold to



Sector: BI

Target: NComVA AB [Sweden]

Acquirer: QlikTech

Transaction Value: \$7.6 million in cash

- Swedish company specializing in advanced visualization technology.
- Expands offerings which includes: showing multivariate data through table lens, radar plot, scatter matrix, parallel coordinate, tree map and fish eye bars, - interactive time animation, color legends and advanced filtering mechanisms and mapping technology.

EV/EBITDA
EV/Revenue
EV/Sales

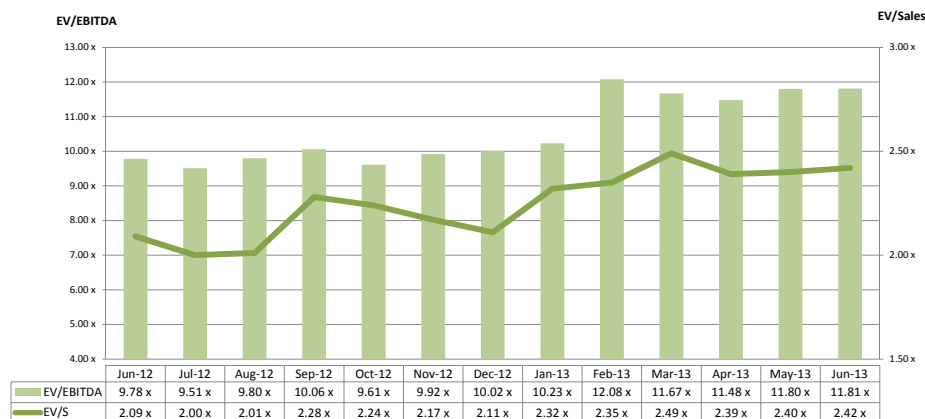
EV/Sales

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Vertical Application Software Market

Public Valuation Multiples



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Vertical Application Software Valuations

Subsector		Sales	Earnings	Examples		
A/E/C	↑	2.69x	12.85x	Autodesk	PTC™	DASSAULT SYSTÈMES
Government	↑	0.83x	6.65x	LOCKHEED MARTIN	L3 communications	HARRIS
Healthcare	↑	4.00x	24.02x	Cerner	MCKESSON Empowering Healthcare	Allscripts™
Financial Services	↑	3.52x	15.11x	ADV ENT Advent Software	ACI payment systems	fiserv.
Energy & Environment	↑	2.39x	9.17x	Itron	IHS	Schlumberger
Vertical Other	↑	1.91x	11.16x	Rockwell Automation	Sensata Technologies	

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Healthcare Report



Rob Schram
Director
Corum Group Ltd.



Rob has over 30 years of executive and entrepreneurial experience in multiple technologies: Integrated circuit testing, industrial process automation and control, communications software, security software, and energy software and services.

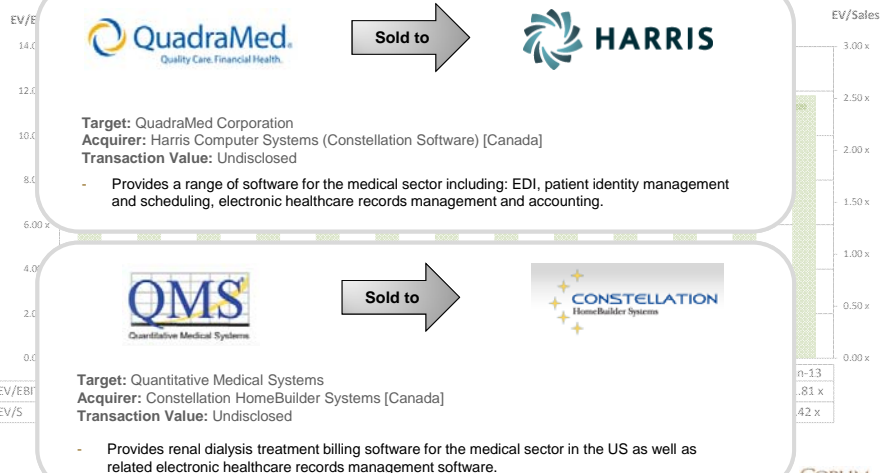
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Vertical Application Software Market

Deal Spotlights





Vertical Application Software Market

Deal Spotlight



Sold to



Target: PureWellness
Acquirer: Cerner Corp
Transaction Value: \$50 million

- A health and wellness company which develops solutions to enable population health, individual engagement and measurable lifestyle improvements.
- Further positions Cerner to help organizations manage the health and care of their populations.

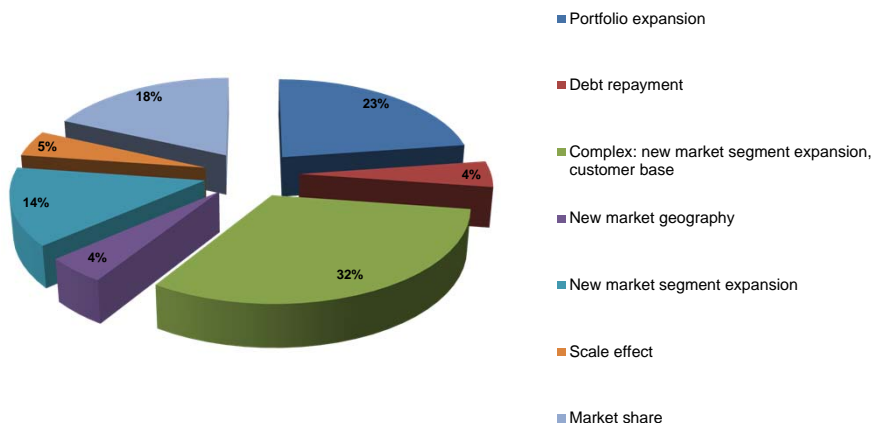
EV/Sales

3.00 x
2.50 x
2.00 x
1.50 x
1.00 x
0.50 x
0.00 x

EV
EV

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Healthcare Deal Drivers



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Vertical Application Software Market

Deal Spotlight: Financial

CapitalStream 

Sold to

Linedata 

Target: Capital Stream, Inc. (HCL Technologies)

Acquirer: Linedata Services [France]

Transaction Value: \$45 million

- Loans origination platform for commercial banks and equipment finance specialists.
- Will extend ability to provide end-to-end solutions to the credit and finance industry globally.
- Strengthens Linedata's position in North America.

EV/Sales

3.00 x
2.50 x
2.00 x
1.50 x
1.00 x
0.50 x
0.00 x

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Vertical Application Software Market

Deal Spotlight: Construction

planswift
The #1 Takeoff & Estimating Software

Sold to

Textura®
Construction Collaboration Solutions

Target: PanSwift LLC

Acquirer: Textura Corporation

Transaction Value: Undisclosed

- Provides construction project cost estimation software for the construction sector globally.
- The acquisition broadens Textura's current platform solutions of CPM™, Submittal Exchange™, GradeBeam®, PQM™, and Greengrade™.
- Offer new solutions for takeoff and estimating and new options for clients integrate their activities across the construction project life cycle.

EV/Sales

3.00 x
2.50 x
2.00 x
1.50 x
1.00 x
0.50 x
0.00 x

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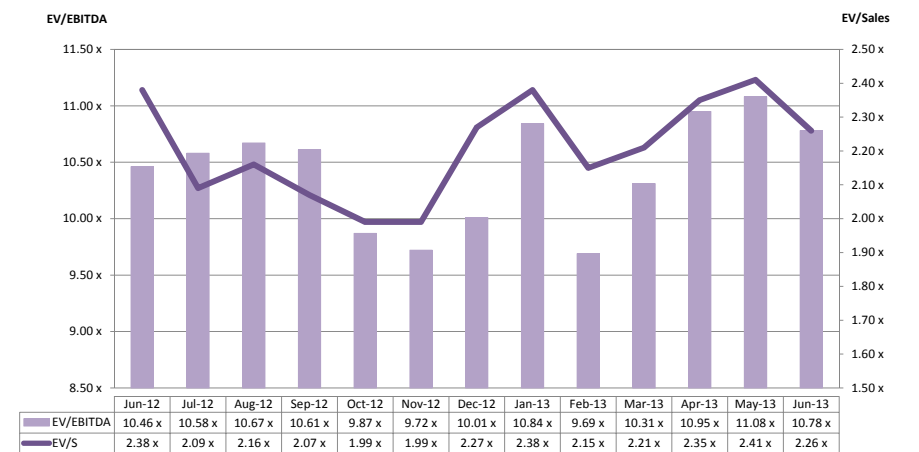
Vertical Application Software Market

Deal Spotlights: Education



Infrastructure Software Market

Public Valuation Multiples





Infrastructure Software Valuations

Subsector		Sales	Earnings	Examples
Infrastructure Communications	↓	1.74x	14.13x	BROADSOFT, NOKIA, eGain
Network Management	↓	2.41x	9.97x	NETSCOUT, solarwinds, CISCO
Storage	—	1.05x	7.01x	EMC ² , commvault, QLOGIC
Development Tools	↑	2.30x	14.29x	Compware, intel, PROGRESS SOFTWARE
Security	↑	4.24x	11.13x	symantec, Check Point, VeriSign
Virtualization	↓	3.43x	20.58x	CITRIX, LogMeIn, vmware
Legacy/SOA	↑	3.25x	17.38x	BLUEPHOENIX, Jacek, TIBCO
Systems Mgmt.	↑	2.46x	8.85x	bmcsoftware, IBM, ca



Infrastructure Software Market

Deal Spotlights



Target	Value	Location	Description
solvedirect Smart Service Integration	\$21 million	Austria	Provides IT service management integration SaaS for enterprises. Software enables IT outsourcers and managed service providers to collaborate and automate processes with corporate customers.
Ubiquisys intelligent small cells	\$310 million	United Kingdom	Provides 3G, LTE and WiFi base stations and related management software for wireless telecom service providers globally
joulex	\$107 million	Georgia	Provides network device energy management and monitoring software for use in data centers and offices for businesses globally
COMPOSITE — SOFTWARE —	\$180 million	California	Provides a range of data virtualization, integration and analytics software and services for businesses. Also provides related technology consulting services
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Infrastructure Software Market

Deal Spotlights: Network Management

EV/EB

11.0

11.0

10.0

10.00

9.5

9.0

8.5

EV/EB

EV/EB

EV/S

 **N-able**

Sold to



EV/Sales

3.00 x

2.50 x

2.00 x

1.50 x

1.00 x

0.50 x

0.00 x

Target: N-able Technologies [Canada]
Acquirer: SolarWinds
Transaction Value: \$120 million in cash

- The largest of SolarWinds dozen acquisitions with a 5.0x revenue multiple.

 **alfabet**

Sold to



Target: alfabet [Germany]
Acquirer: Software AG [Germany]
Transaction Value: \$65 million

- Will strengthen the company's Enterprise Architecture Management and IT Portfolio Management product portfolio.

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Infrastructure Software Market

Deal Spotlights: Security

EV/EB

11.0

11.0

10.0

10.00

9.5

9.0

8.5

EV/EB

EV/EB

EV/S

**LEVEL
PLATFORMS**
See All. Manage All. Service All.

Sold to



EV/Sales

3.00 x

2.50 x

2.00 x

1.50 x

1.00 x

0.50 x

0.00 x

Target: LPI Level Platforms Inc. [Canada]
Acquirer: AVG Technologies [Holland]
Transaction Value: Undisclosed

- Remote IT infrastructure monitoring and management software will complement its CloudCare product.

websense
ESSENTIAL INFORMATION PROTECTION™

Sold to



Target: Websense Inc.
Acquirer: Vista Equity Partners
Transaction Value: \$903 million

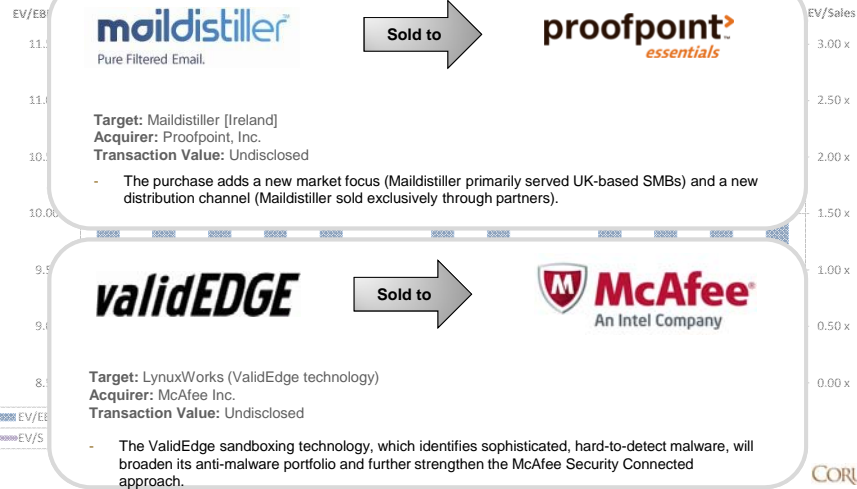
- After 13 years as a public company, Websense is set to go private in a \$1bn buyout by PE firm Vista Equity Partners.

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Infrastructure Software Market

Deal Spotlights: Security

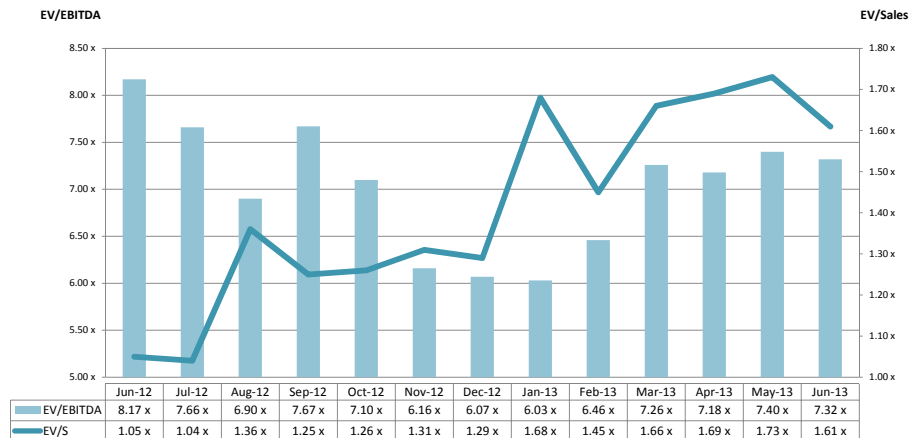


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Consumer Application Software Market







Public Valuation Multiples



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Consumer Application Software Valuations

Subsector		Sales	Earnings	Examples	
Digital Content	↑	1.40x	12.96x	 Adobe	 
Video Games	↑	1.61x	6.98x	 NetEase WWW.163.COM	 
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Consumer Application Software Market









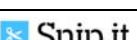
Deal Spotlights

Date	Target	Description
July 3	 xobni®	Provides Outlook-based email search, organization and navigation software. Applications aggregate and synchronize email, threads and contacts.
July 2	 Qwiki	Provides a smart phone application that enables iOS device users to create video montages and movies from pictures, video and sound clips.
July 1	 Bioscience	Designs and develops sports-related mobile apps, including integrating different fantasy sports leagues into a single device, for use by consumers on Android and iOS mobile devices.
June 13	 rondee it's your call	Provides free managed conference calling services for businesses.
June 12	 GhostBird Software	Provides mobile photo editing applications for iOS device users globally. Also provides an iOS zombie simulation videogame called The Raging Dead.
May 23	 PlayerScale	Provides social and mobile videogame development software as a service for videogame developers.
May 20	 tumblr	Provides online blogging software and related blog hosting services and content for consumers globally.



Consumer Application Software Market

Deal Spotlights

Date	Target	Description
May 10	 Loki	Develops a location-aware mobile video game called Geomon for iOS device users globally.
May 9	 GoPollGo	Provides a mobile and online survey application that enables brands and businesses to create real-time polls and receive responses from consumers.
May 9	 MileWise	Online flight & hotel reservation search & comparison service that enables consumers to determine whether to use cash, points or frequent-flyer miles.
May 1	 astrid	Provides a mobile task list creation and reminder application for iOS and Android device users.
March 25	 Summy	Summy provides a smart phone application that enables iOS device users to receive custom news summaries.
March 20	 Lybe	Provides a smart phone application that enables iOS users to receive recommendations on books, movies and restaurants.
March 11	 Dreampass	Dreampass provides an online coupon service that enables groups of consumers in Asia to obtain discounts on movie tickets.
Feb. 12	 PropelD	Provides a smart phone application that enables consumers to search for new restaurants and businesses nearby based on recommendations from places they have previously visited.
Jan. 22	 Snip.it	Provides an online service that enables consumers to save, organize and rate Web content.



Consumer Application Software Market

Deal Spotlight



Sold to



Target: Spindle Labs
Acquirer: Twitter
Transaction Value: Undisclosed

- Provides a smartphone application that alerts consumers to nearby restaurants, shopping, events and entertainment using local social media.
- Third acquisition of a Boston area startup for Twitter which previously acquired Crashlytics in January and Bluefin Labs in February.

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Consumer Application Software Market

Deal Spotlight



SPRYLOGICS
Seeing Beyond the Obvious

Target: Poynt Corporation [Canada]
Acquirer: Spylogics International [Canada]
Transaction Value: Undisclosed

- Provides a GPS-enabled mobile search application that enables iPhone, BlackBerry, Windows Phone and Android device users to locate nearby businesses, restaurants, movies and events.
- Poynt IP assets include a number of early stage patents granted in their key business areas.

CORUM



Consumer Application Software Market

Deal Spotlight



Google™

Target: Waze Ltd. [Israel]
Acquirer: Google
Transaction Value: \$1.1 billion

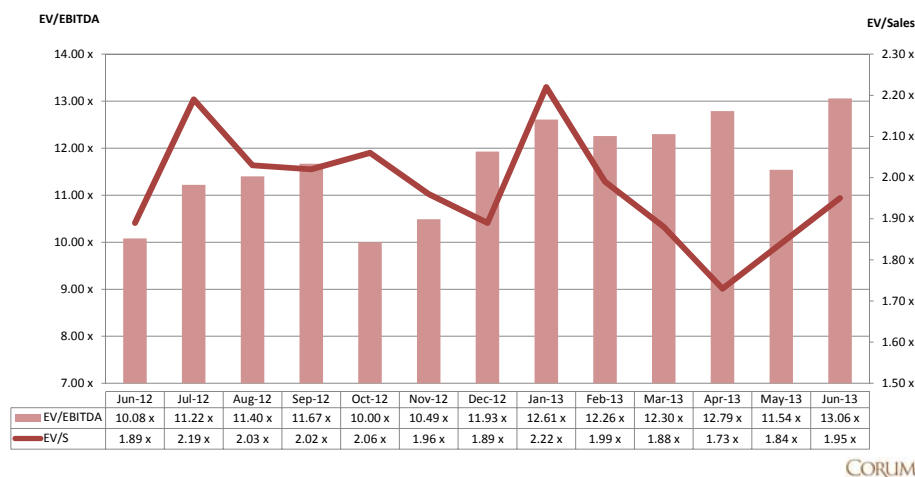
- Waze provides a GPS-based mobile application that enables Android and iOS device users to receive traffic and road hazard updates from other users.
- Bidding included Apple, Facebook and Google with a range of values reported from \$500 million to \$1.3 billion.
- Waze will enhance Google Maps with some of the traffic update features provided.

CORUM



Internet Market

Public Valuation Multiples



Internet Market Valuations





Subsector		Sales	Earnings	Examples		
Internet Infrastructure	↓	1.97x	10.89x	inuvo	Akamai	JUNIPER NETWORKS
Internet Pure Play	↑	1.95x	14.24x	amazon.com	Google	priceline Name Your Own Price



Internet Market

Deal Spotlights: Travel

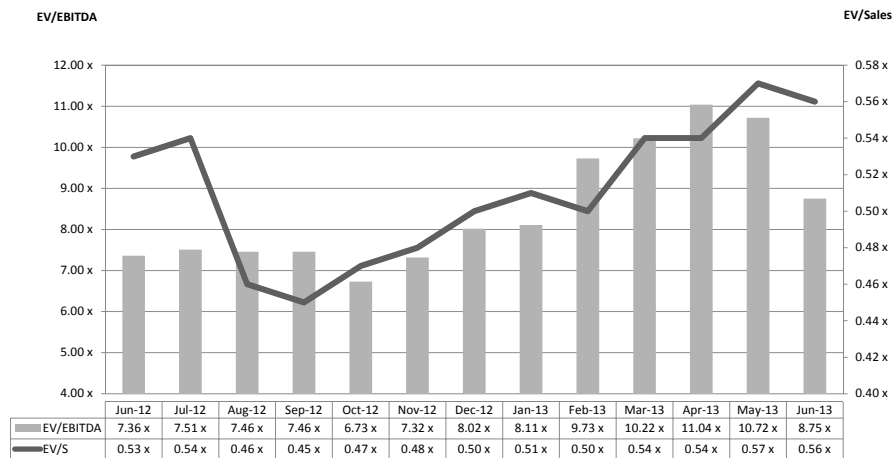


Date	Target	Description
March 3	 TINY POST	Provides a mobile application that enables users to insert text into photos and then upload said photos to social media websites.
April 9	JETSETTER	Provides a membership-based online service that enables users to obtain discounts on hotel and resort reservations and travel packages.
May 2	 cruisewise	Technology and talent assets of CruiseWise, which provides an online travel reservations service that enables consumers in the US to book cruise trips globally.
May 7	 Niumba	Provides a searchable vacation housing rental classified ads website for consumers globally.
June 6		Provides a smart phone application that enables iOS and Android device users to coordinate day-of-travel activities and access a detailed map of airports, including airport amenities.




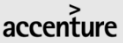




IT Services Market

Public Valuation Multiples





IT Services Valuations

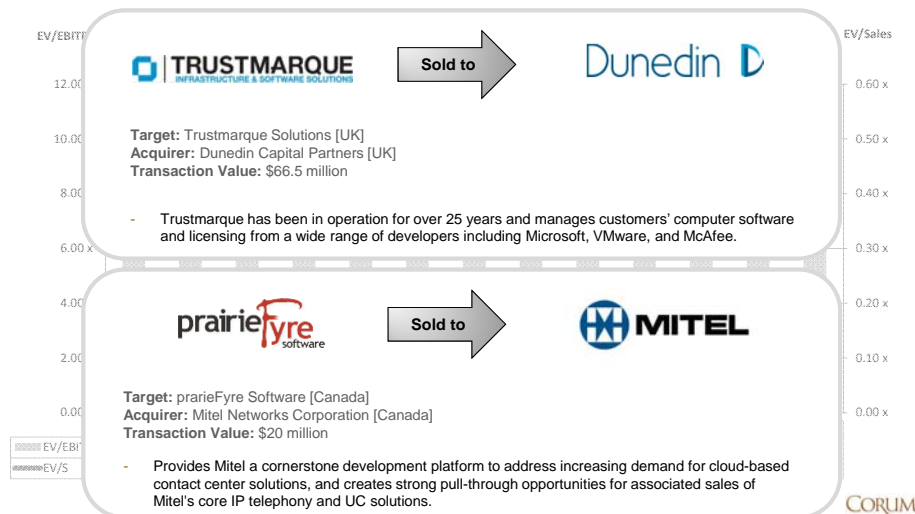
Subsector		Sales	Earnings	Examples		
North America & Europe	↑	0.56x	8.75x			
Asia	↓	1.85x	9.39x			

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IT Services Market

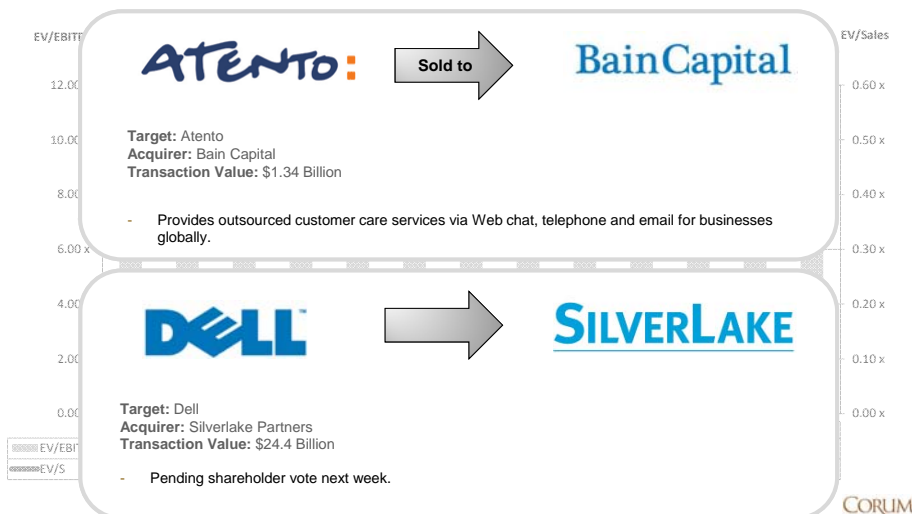
Deal Spotlights





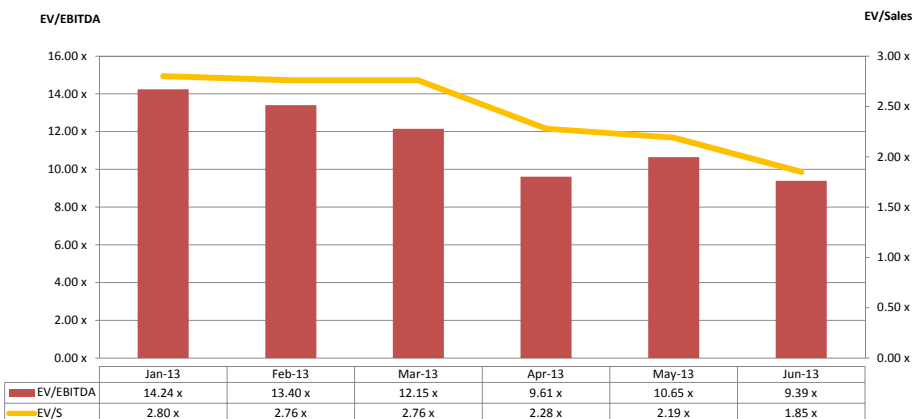
IT Services Market

Deal Spotlights



Asian IT Services Market

Public Valuation Multiples





Asian IT Services Market

EV/EBITDA

16.00 x
14.00 x
12.00 x
10.00 x
8.00 x
6.00 x
4.00 x
2.00 x
0.00 x

EV/EBITDA
EV/S

pactera

Sold to

The Blackstone Group®

Target: Pactera [China]
Acquirer: The Blackstone Group [USA]
Transaction Value: \$662 million

EV/Sales

3.00 x
2.50 x
2.00 x
1.50 x
1.00 x
0.50 x
0.00 x

iSOFTSTONE



**华夏基金
China AMC**

Target: iSoftStone [China] (Proposed)
Acquirer: China Asset Management [China]
Transaction Value: \$332 million

Asialink

Sold to

**CITIC CAPITAL
中信资本** **TEMASEK
HOLDINGS**

Target: Asialink-Linkage, Inc. [China]
Acquirer: CITIC Capital Holdings/Temasek Holdings [China]
Transaction Value: \$890 million

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Corum Research Report



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Q&A

- We welcome your questions!
 - Use Q&A window on right side
 - Submit to queue at any time
 - Ask “all panelists” – see “ask” option above text-entry box

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Upcoming Conference Schedule

Selling Up Selling Out (SUSO) - Ready to go to market? During this half-day workshop, learn to prepare, position, research, value, negotiate, and execute due diligence for maximum price and structure. This is the most attended Tech M&A event ever – participants have done over \$1 trillion in transaction value.

Merge Briefing (MB) - The Merge Briefing is a 90-minute executive briefing providing a current M&A market update (trends, valuations, etc.), as well as a brief overview of the Tech M&A process: “8 Steps To An Optimal Outcome.”

Jul 18: Denver – MB	Sep. 26: Columbus – MB
Aug. 1: Vancouver, BC – SUSO	Sep. 26: Kitchener-Waterloo – MB
Sep. 4: Memphis – MB	Oct. 8: London – SUSO
Sep. 5: Nashville – MB	Oct. 9: Orange County – SUSO
Sep. 17: Stockholm – MB	Oct. 10: Los Angeles – MB
Sep. 18: Helsinki – MB	Oct. 11: San Diego – MB
Sep. 19: Rotterdam – MB	Oct. 15: Prague – MB
Sep. 24: Cleveland – MB	Oct. 16: Warsaw – MB
Sep. 25: Cincinnati – MB	Oct. 24: Amsterdam – SUSO

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After the Deal – Celebration



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