# **ONLINE & MOBILE INDUSTRY**

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### 1st Half 2010 Key Highlights

- The largest transaction for 1st Half 2010 was Visa, Inc.'s pending acquisition of CyberSource Corporation for \$1.84 billion.
- Of the top 10 largest transactions by value, five occured within the E-Commerce segment.
- Strategic acquisitions represented 88 percent of the total volume and 85 percent of the total value for 1st Half 2010.

#### 1st Half 2010 Key Trends

 Total transaction volume increased by 31 percent from 383 in 2nd Half 2009 to 499 in 1st Half 2010.



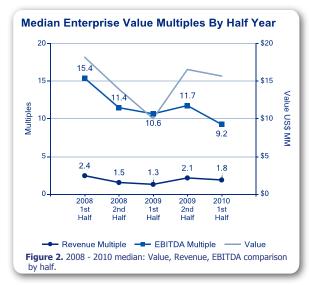
- Figure 1. 2008 2010 value and volume comparison by half.
- The segment with the largest increase in value was SaaS/ASP with a 79 percent increase from \$1.95 billion in 2nd Half 2009 to \$3.49 billion in 1st Half 2010.
- The segment with the largest increase in volume was E-Marketing & Search with a 47 percent increase from 83 transactions in 2nd Half 2009 to 122 transactions in 1st Half 2010.
- The segment with the largest decrease in value in 1st Half 2010 over 2nd Half 2009 was E-Content with a 60 percent decrease

from \$2.06 billion in 2nd Half 2009 to \$850 million in 1st Half 2010.

#### **M&A Market Overview**

Berkery Noyes tracked 1891 transactions between 2008 and 2010, of which 600 disclosed financial terms, and calculated the aggregate transaction value to be \$51.49 billion. on known transaction project values of the 1291 undisclosed transactions to be \$16.41 billion, totalling \$67.90 billion worth of transactions tracked over the past 30 months.

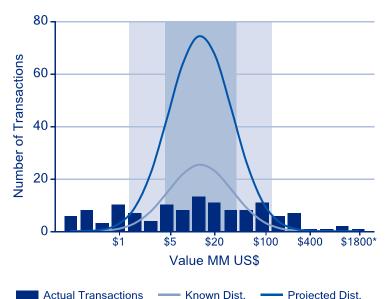
The largest transaction tracked by Berkery Noyes between 2008 and 2010 was Cisco Systems, Inc. who acquired Starent Networks for \$2.56 billion.



The most active buyer by volume in the past 30 months was Google, Inc., with 20 purchases, half of which occured within the last half-year period.

# TRANSACTION ANALYSIS | January 1 through June 30, 2010

## **Bell Curve - Histogram - 1st Half**



**Figure 3.** Shows distribution among Online & Mobile industry transactions based on publicly available information and Berkery Noyes estimates. Using a logarithmic scale, we determined that nearly two-thirds of companies purchased had enterprise values of \$0.6 million to \$90.0 million. Based on this data, we estimate the total transaction value of deals done from in the 1st Half of 2010 at \$16.93 billion.

#### **Distribution Table - 1st Half**

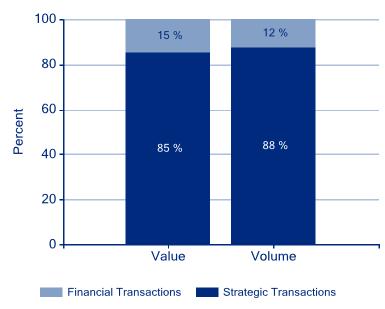
Value in MM US\$	Known Number	Projected Number	Total Number	%	Cumulative %
\$0.2	6	0	6	5 %	5 %
\$0.4	8	0	8	6 %	11 %
\$0.6	3	1	3	2 %	13 %
\$1.0	10	3	12	8 %	21 %
\$1.6	7	9	15	6 %	27 %
\$2.7	4	22	25	3 %	30 %
\$4.5	10	42	52	8 %	38 %
\$7.4	8	63	71	6 %	44 %
\$12.2	13	74	87	10 %	54 %
\$20.1	11	67	78	9 %	63 %
\$33.1	8	48	55	6 %	69 %
\$54.6	8	26	34	6 %	76 %
\$90.0	11	11	22	9 %	84 %
\$148.4	6	4	9	5 %	89 %
\$244.7	7	1	7	6 %	94 %
\$403.4	1	0	1	1 %	95 %
\$665.1	1	0	1	1 %	96 %
\$1,096.6	2	0	2	2 %	98 %
\$1,808.0	1	0	1	1 %	98 %
Total #	127	372	499		
Total \$ Value	\$12,121	\$4,813	\$16,934		
Middle 3rd	of Industry	Middle 2/3rd	ds of Industry	,	

**Figure 4.** Presents the data depicted in the bell curve-histogram.

**note:** The projected number column is rounded as result of the Gaussian projection and may produce insignificant errors in the total sum.

## STRATEGIC VS FINANCIAL COMPARISON

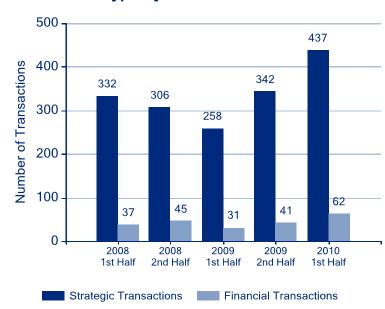
#### **M&A Dynamics By Transaction Type - 1st Half**



**Figure 5.** Out of the 499 transactions tracked by Berkery Noyes in the 1st Half of 2010 we found that financially sponsored transactions accounted for 12% of the volume or 62 transactions and 15% of the value or \$2.5 billion.

**note:** financially sponsored transactions include PE-backed strategic acquisitions.

#### **Transaction Type By Half Year**



**Figure 6.** Of the 499 total transactions recorded in the 1st Half of 2010, 437 were made by strategic acquirers and 62 by financial acquirers.

<sup>\*</sup> Indicates largest transaction in the industry from Jan. 1 through June 30, 2010

#### **PURCHASER ANALYSIS**

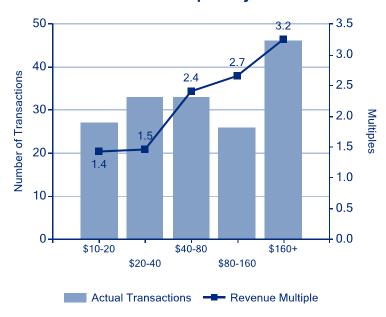
#### **Top Ten Notable Transactions - 1st Half 2010**

Deal Date	Target Name	Buyer	Value MM US\$		
04/21/10	CyberSource Corporation	Visa, Inc.	\$1,842		
04/28/10	Palm, Inc.	HP	\$1,401		
05/19/10	Authentication Services Business from VeriSign, Inc.	Symantec Corporation	\$1,280		
02/12/10	SkillSoft PLC	Bain Capital, Berkshire Partners LLC, Advent International Corporation	\$1,065		
06/09/10	Healthcare Solutions Holding	Cardinal Health, Inc.	\$517		
05/19/10	Go Voyages	AXA Private Equity	\$370		
06/03/10	iCrossing	The Hearst Corporation	\$325		
05/07/10	iPay Technologies, LLC	Jack Henry & Associates, Inc.	\$300		
02/15/10	esure Insurance, Ltd.	Management Buyout	\$291		
01/05/10	Quattro Wireless	Apple, Inc.	\$275		
	\$16,934				
	Top 10 Aggregate Transaction Value				
Top 1	O Aggregate Value as a Perc	entage of All Transactions	45 %		

# **Figure 7.** Lists the top ten announced transactions in the 1st Half of 2010 and calculates their aggregate transaction value as a percentage of the total aggregate transaction value as shown on Figure 1 & 4.

note: Transactions data based on announcement date.

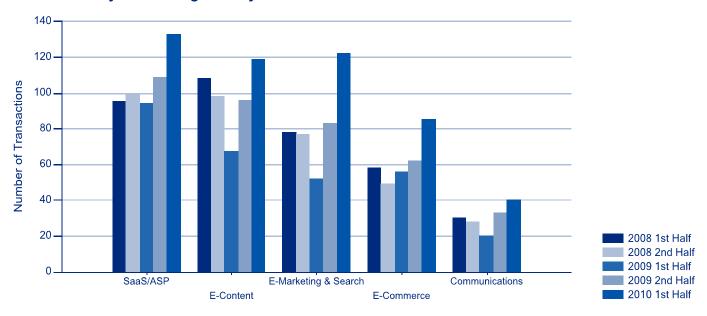
#### Median EV/Revenue Multiples By Size



**Figure 8.** Presents the median enterprise value/revenue multiples of transactions in the Online & Mobile industry based on publicly available data between January 2008 and June 2010.

# TRANSACTION VOLUME BY SEGMENT | January 1, 2008 through June 30, 2010

#### **Transactions By Market Segment By Half Year**



**Figure 9.** Presents the transaction volume by target segments within the Online & Mobile industry for January 1, 2008 through June 30, 2010.

#### **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. With no equity fund or brokerage business to manage, our partners and investment banking professionals are one hundred percent focused on M&A advisory services. 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.

# MANDAS FT 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.

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#### **Footnotes**

Market Segment	Description
Communications	e-mail, messaging, wireless, webconferencing, VOIP, SMS
E-Commerce	e-retail, online payments, employment/dating/ticketing/rental services etc.
E-Content	e-zines, user-generated content, social networking
E-Marketing & Search	search engines, webhosting, SEO, lead generation, customer loyalty, surveys, ad networks, interactive agencies, digital marketing services
SaaS/ASP	software as a service, online applications, online tools, application service provider

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