Intralinks Deal Flow Indicator

Our quarterly review of future trends in the global M&A market

Q3 2013

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Introduction

Welcome to the Q3 2013 Intralinks Deal Flow Indicator (DFI) report, brought to you in association with Remark, the Mergermarket Group's research and publications arm. The DFI tracks early-stage M&A (sell-side M&A mandates and deals reaching due diligence) across the world, providing a unique predictive indicator of global M&A activity levels.

Year-over-year (YoY) growth in global early-stage M&A activity, as tracked by the DFI, increased by 18% in Q3, continuing to build on the healthy levels of activity seen in the first half of the year. This was not only the largest YoY increase in the DFI since Q3 2012, but also the third successive quarter where YoY growth has increased relative to the previous quarter. Another heartening sign is that all four regions tracked by the DFI saw YoY growth, indicating a global resurgence in M&A activity. Quarter-over-quarter (QoQ) numbers showed the DFI declined by 4%, not an unexpected result following the record growth seen in Q2. Sectors that showed strong growth in early-stage activity in Q3 included the consumer, life sciences, and telecommunications, media and entertainment sectors. The past quarter also saw a number of announced large-cap deals aimed at consolidating market positions and facilitating growth into new regions.

The Intralinks DFI has been independently verified as an accurate predictor of future changes in the global volume of announced M&A transactions, with percentage changes in the DFI data typically being reflected in announced deal volumes approximately six months later. The Q3 DFI results continue to point to returning enthusiasm for M&A-led growth and provide support for an expected increase in the volume of announced M&A deals over the next six months. While a revival in M&A activity, following the decline prompted by the 2007/2008 global financial crisis, has been much anticipated and discussed by M&A participants and observers, the results of the DFI over the past few quarters appear to lend objective support to these hopes. It seems confidence has returned to the M&A market and businesses are increasingly turning to M&A to achieve long-term growth.

Intralinks Deal Flow Indicator – Q3 2013

Introduction (continued)

However, the M&A recovery is in its early stages and businesses are still faced with competing, if not contradictory, challenges. On the one hand, for acquirers it pays to make the effort to find the right acquisition and thus ensure that any deal delivers positive shareholder value. On the other hand, however, as the global economy continues to improve, competition will heat up for attractive takeover targets, which means that dealmakers must be vigilant for good opportunities and agile enough to respond quickly to stay ahead of the competition.

Intralinks has been a leading global provider of virtual data rooms for over 15 years and our involvement in the early stages of M&A deals allows us to keep a finger on the pulse of today's rapidly changing M&A market.

Matt Porzio, VP of strategy & product marketing, Intralinks

Overview

The Q3 2013 DFI showed a strong uptick in global early-stage M&A activity, rising 18% YoY – the largest YoY increase since Q2 2012 and the third successive quarter where YoY growth has increased relative to the previous quarter. This increase was global, with all regions tracked by the DFI posting YoY gains of at least 7%.

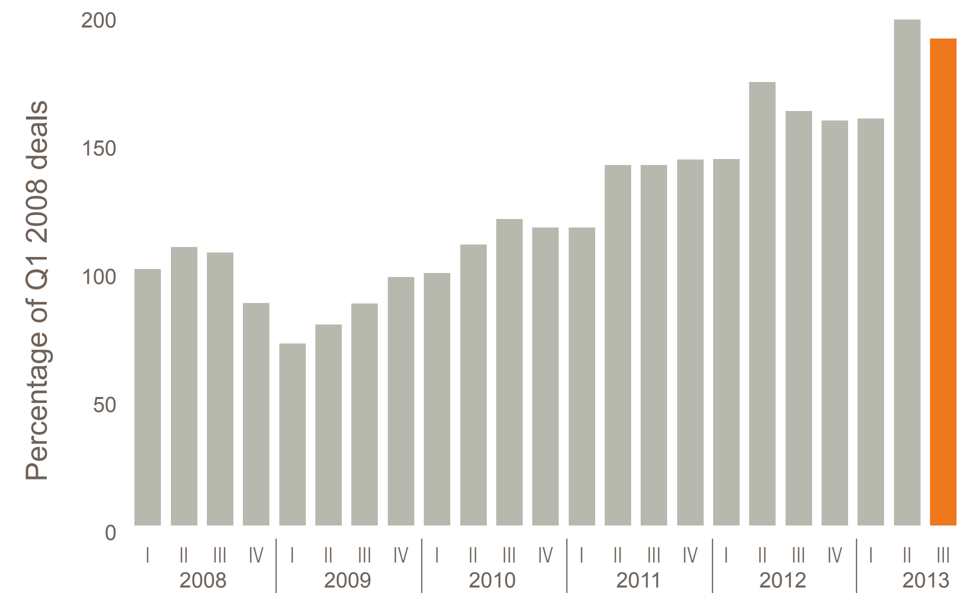
Since the start of the global financial crisis five years ago, periodic boosts in M&A activity, for example in 2010, ultimately failed to translate into a sustained recovery, as the global economy appeared to be held captive by a seemingly never ending series of crises that included the credit crunch, bank and financial institution failures, the bailouts of several European countries, concerns over sovereign debt and the potential unwinding of the eurozone.

So what could make this time different?

As we have noted in previous editions of the DFI, the missing piece has been investor and corporate confidence, a frustratingly intangible and unpredictable commodity. But animal spirits appear to be returning, which together with record low interest rates and the strong performance of global equity markets are helping to spur a renewed interest in risk-taking and investment.

The increase in confidence is reflected in the DFI results this quarter.
Matt Porzio explains: “We usually see a seasonal dip in M&A activity in the third quarter data, but 2013 is proving to be a year of sustained growth, and 2014 looks set for a strong start.”

Global DFI Index



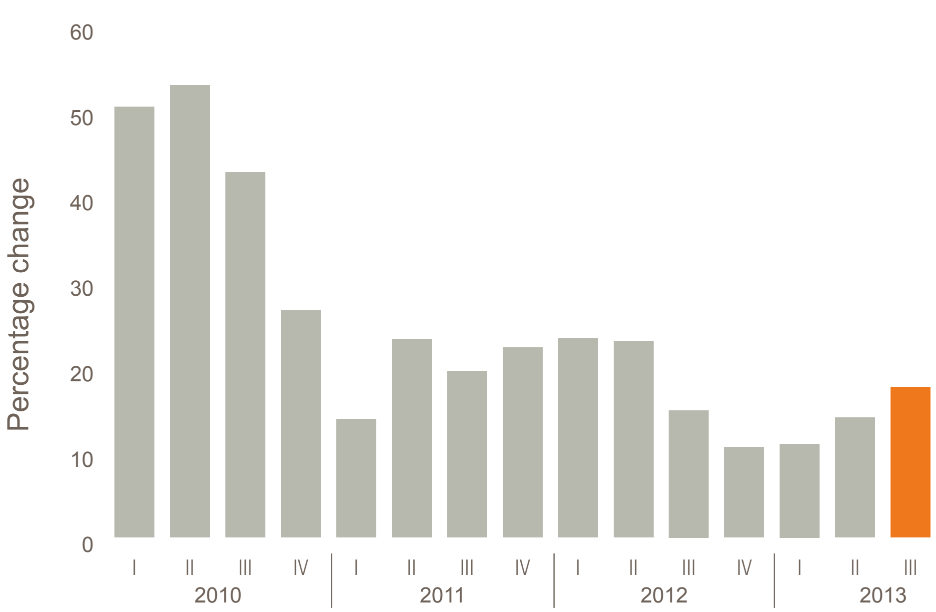
DFI UP **18%** YoY

Overview (continued)

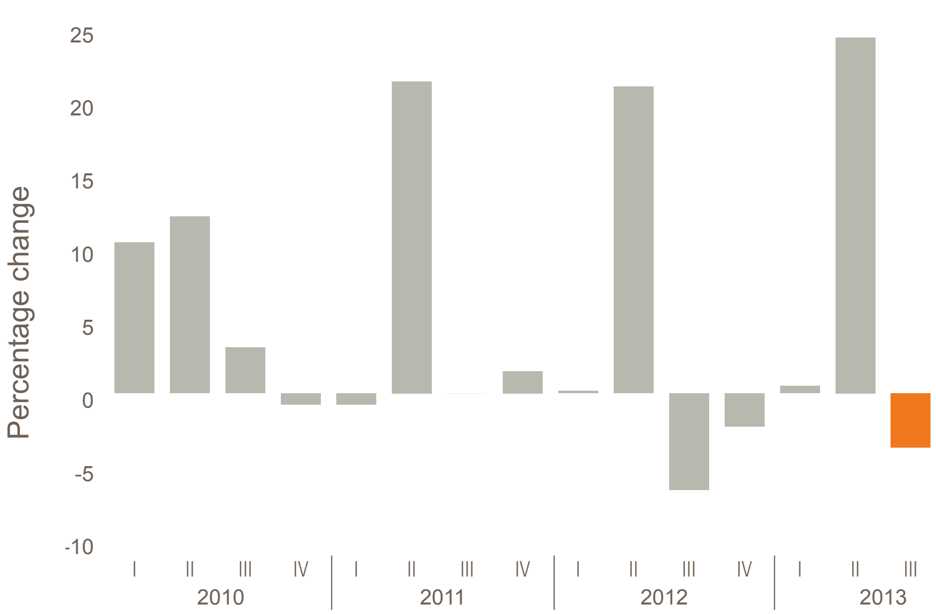
It seems that the upsurge in confidence is due to several factors. First, many firms – as observed over previous editions of the DFI – have increasingly healthy balance sheets. For instance, the 100 largest companies listed on the London Stock Exchange have increased their gross cash on balance sheet by over 30% since the global financial crisis began. Second, there are signs that the financing climate is improving. As has been the case for some time now, larger and more credit-worthy companies are able to take advantage of historically low interest rates, and, as a result, may be more likely to embark on debt-financed deals. Even companies with previously limited access to capital markets are finding it easier to take advantage of relatively cheap funding amid investors' hunt for yield. In fact, the value of acquisition-related high yield finance so far this year has reached its highest level in six years. For those firms solely reliant on bank lending, however, access to funding remains a struggle. Third, a global economic recovery looks to be underway, with the US leading the way among the advanced economies, and the eurozone also expected to resume modest growth after the contractions in output seen in 2012 and 2013. As the US is the largest single target market and Europe the largest global region in terms of M&A, this recovery bodes well for increased levels of deal activity.

This recent uplift in M&A activity may also partly be due to dealmakers attempting to take advantage of the current record low interest rate environment before the commencement of any tapering of its quantitative easing (QE) program by the US Federal Reserve. The start of QE tapering, which would see the Fed begin to wind down its $85bn-a-month bond buying habit which has been used to prop up the US economy, has been anticipated for several months. While these fears of tapering of QE are real, its timing remains uncertain and, in September, we saw a strong rally in US capital markets when the Federal Reserve decided to keep its current QE program

DFI percentage change, year-over-year



DFI percentage change, quarter-over-quarter



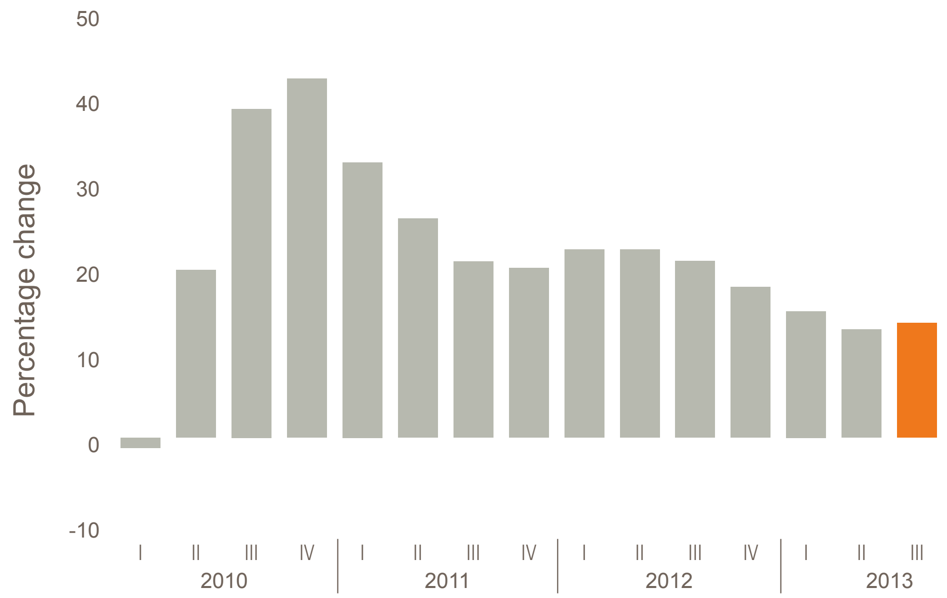
Overview (continued)

unchanged. Additionally, the recent political paralysis shown by the temporary US government shutdown in October may cause the Fed to continue QE for longer than previously thought in an attempt to counteract any negative impact that the on-going political stalemate around the US budget and debt ceiling may have on the economy. Janet Yellen's recent appointment as Fed Chair may offer more clarity on the issue in the near term.

The positive momentum we saw in Q3 was evidenced by the spate of blockbuster transactions announced during the quarter. Most notable has been Verizon Communications' announced purchase of the remaining 45% stake in Verizon Wireless from Vodafone. This acquisition will put to rest the joint venture between Verizon Communications and Vodafone that had been the subject of previous disagreements between its shareholders over dividend payouts and its valuation. The deal is valued at US$124.1bn, and, if it completes, will be the third-largest deal of all time and the biggest in the past decade. Such transformative plays may have a ripple effect in the market, encouraging other corporates to embark on similarly ambitious and industry-reshaping transactions.

Private equity has also begun to make a comeback – or, at least, is no longer on the decline. Although buyout activity remained somewhat stagnant, exit activity increased in Q3 2013 for the first time in several years. Secondary buyouts continued to feature among the biggest exits of the quarter. The sale of portfolio assets from one private equity firm to another has been an increasingly prevalent trend since the financial downturn: out of the 415 private equity exits in the past quarter, 30% involved a secondary buyout.

DFI trailing 12 month percentage change



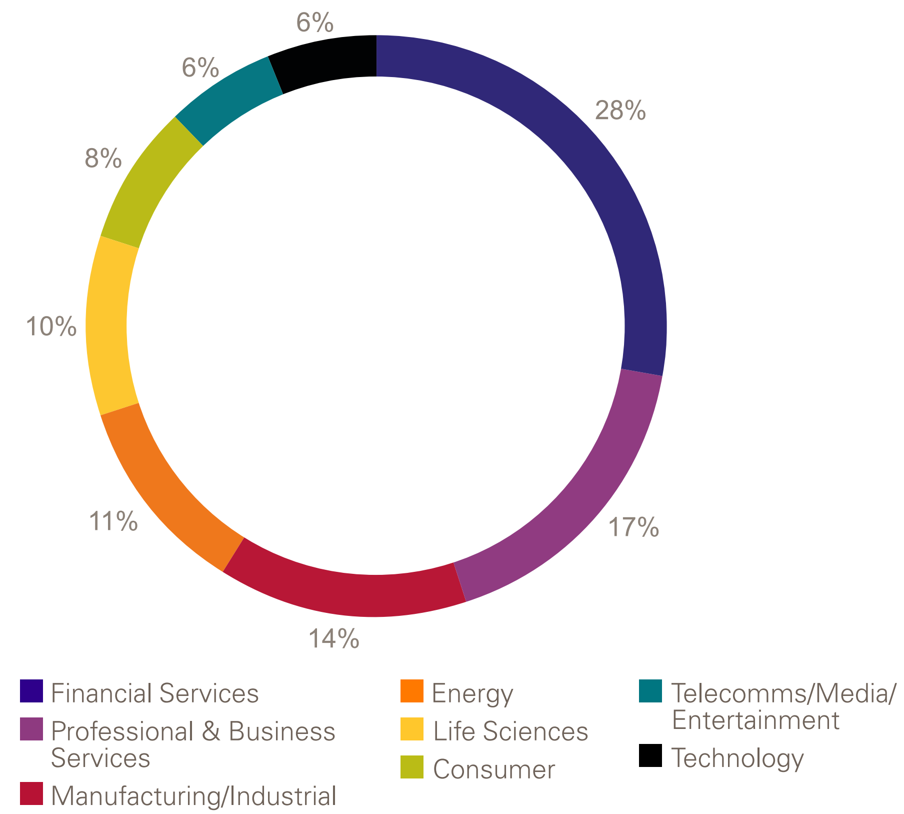
Overview (continued)

Interestingly, while secondary buyouts have historically been thought of as a last-ditch measure when there was no suitable strategic buyer or other exit option, such as an IPO, Q3 demonstrated that secondary buyouts could be a profitable means of realising an investment. For example, in the second biggest exit of the quarter, US-based private equity firm Hellman & Friedman announced plans to purchase Hub International, an American insurance brokerage, for US$4.4bn. The sale marks a sizeable return for Apax Partners and Morgan Stanley Principal Investments, which bought Hub International for US$1.7bn in 2006.

In addition to strategic sales and secondary buyouts, there have been a number of high-profile IPOs and IPO filings in Q3, providing another exit option for private equity firms. Following strong investor demand for the successful IPOs of London estate agent Foxtons, owned by BC Partners, and the UK's postal operator, Royal Mail, private equity groups in Europe are accelerating plans to list their portfolio companies and return cash to their investors on deals done before the financial crisis. These include Merlin Entertainment, the UK-based theme park operator backed by Blackstone and CVC Capital Partners, and British wind power company Infinis, owned by Terra Firma, both of which announced their intentions to float in London.

Despite this optimistic news, there are still some signs of the tough economic climate surrounding many of the deals announced in Q3 2013. These include Microsoft's purchase of Nokia, with Microsoft announcing its plans to purchase the beleaguered Finnish mobile devices and services business for US$7.1bn. The acquisition will give Microsoft a ready-made arsenal of devices, patents and services, such as Nokia's mapping service, enabling it to diversify away from its traditional software business

DFI volume share – top eight industries



Overview (continued)

and increase its exposure to the fast growing mobile devices segment. However, there is a lot of scepticism regarding whether the deal will bring about its desired effect as Microsoft faces two fierce competitors in mobile devices – Apple and Samsung. Tellingly, there are already reports that app makers are reluctant to design apps for Windows Phone, because apps for Apple devices are likely to be more profitable, which could adversely affect the ability of Windows Phone to compete.

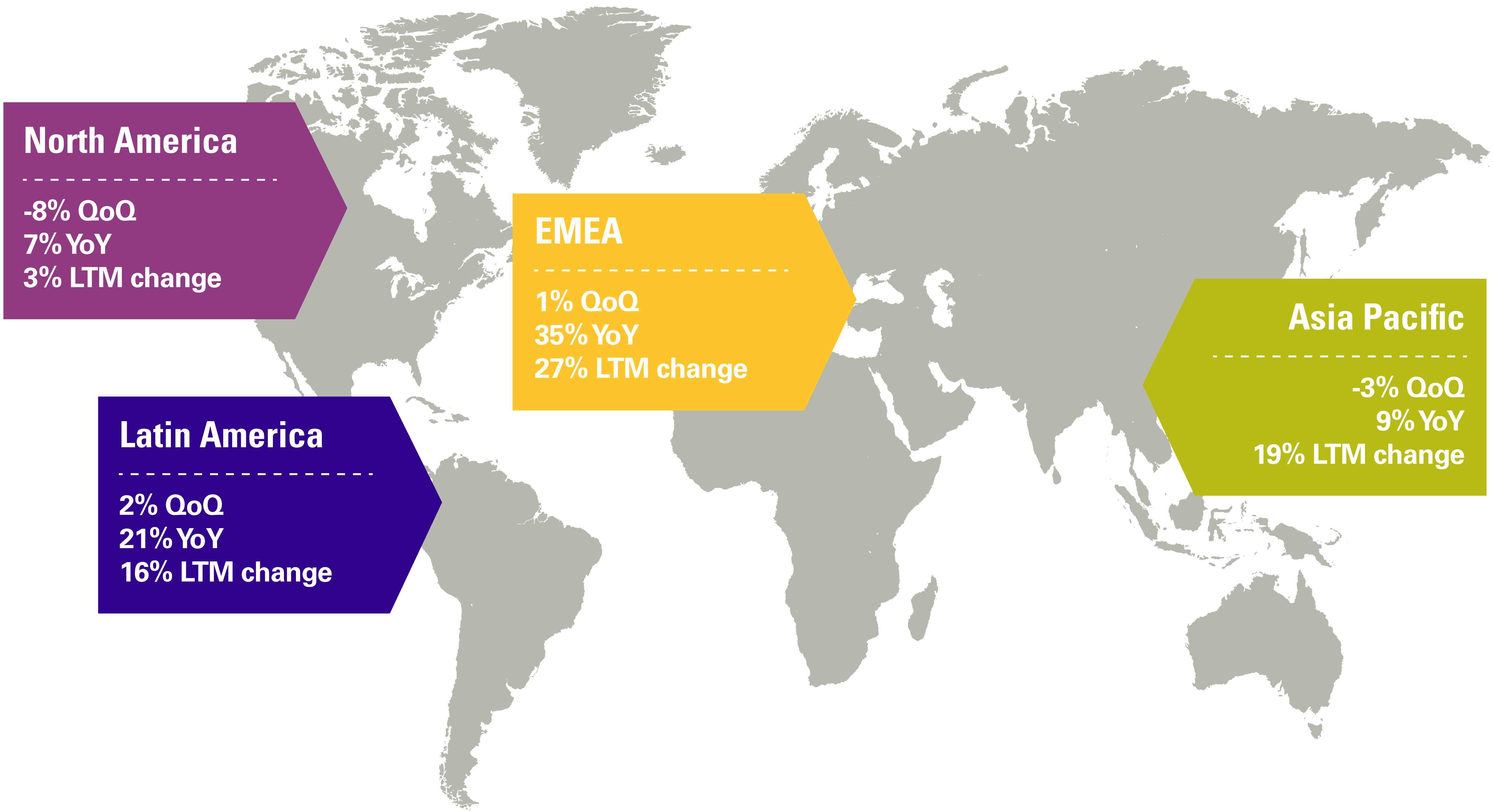
Overall, however, the outlook for M&A is an increasingly positive one. “We are seeing an acceleration in global deal activity so far this year, with many positive indicators such as larger average deal values and more big-ticket deals in key markets such as Germany,” notes Philip Whitchelo, Intralinks’ vice president of strategy and product marketing, EMEA and APAC. With no events such as the existential crises of the past few years to shake the confidence of investors, across a range of industries and geographies firms are turning to dealmaking in order to stay competitive and to take advantage of the improving economic climate.

Intralinks Deal Flow Indicator

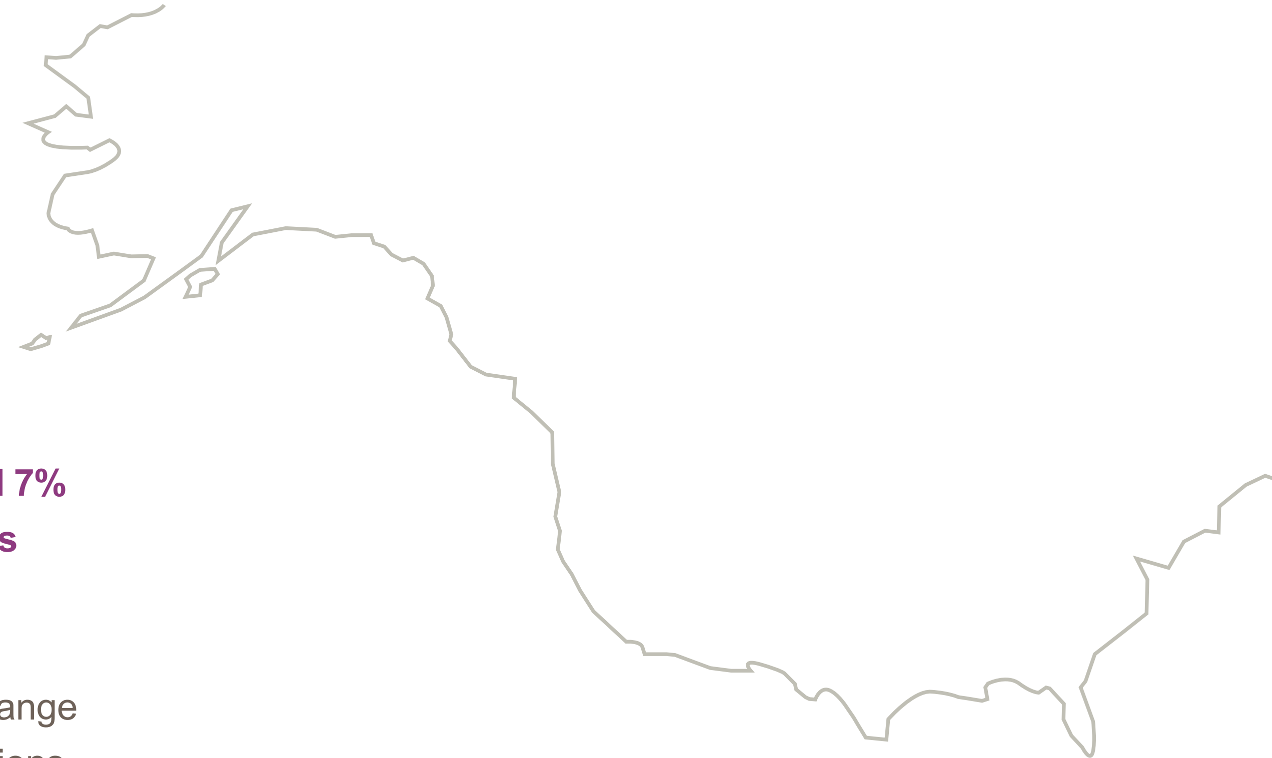
-4% QoQ

18% YoY

13% LAST 12 MONTH (LTM) CHANGE



Regional Snapshot: North America

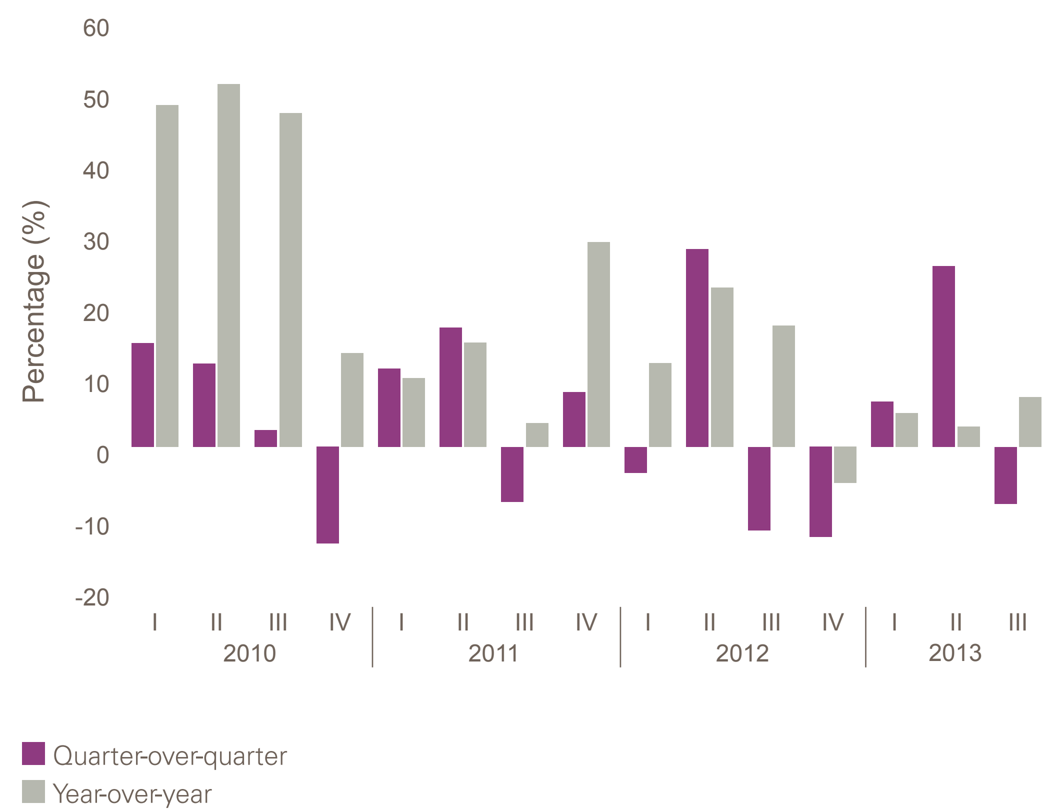


Early-stage M&A activity in North America, as tracked by the DFI, increased 7% YoY, suggesting that we will see a steady stream of announced transactions through the end of 2013 and the beginning of 2014.

While North America has seen blockbuster transactions announced across a range of sectors, by far the most headline-grabbing sector has been telecommunications, media and entertainment (TME). In Q3 2013, announced deals in the TME sector rose YoY by 50% in volume and 26 times in value to 25 deals worth US$129.5bn. North American TME companies were the targets of large-cap consolidation plays. In addition to Verizon Communications' purchase of the remaining 45% stake in Verizon Wireless and the megamerger of Publicis and Omnicom, the sector has seen other highlights as well. For instance, American Tower, the US's biggest mobile tower operator, recently purchased Global Tower, its main competitor, for US$4.8bn. The mobile tower space is experiencing a wave of consolidation as demand increases for better mobile signal.

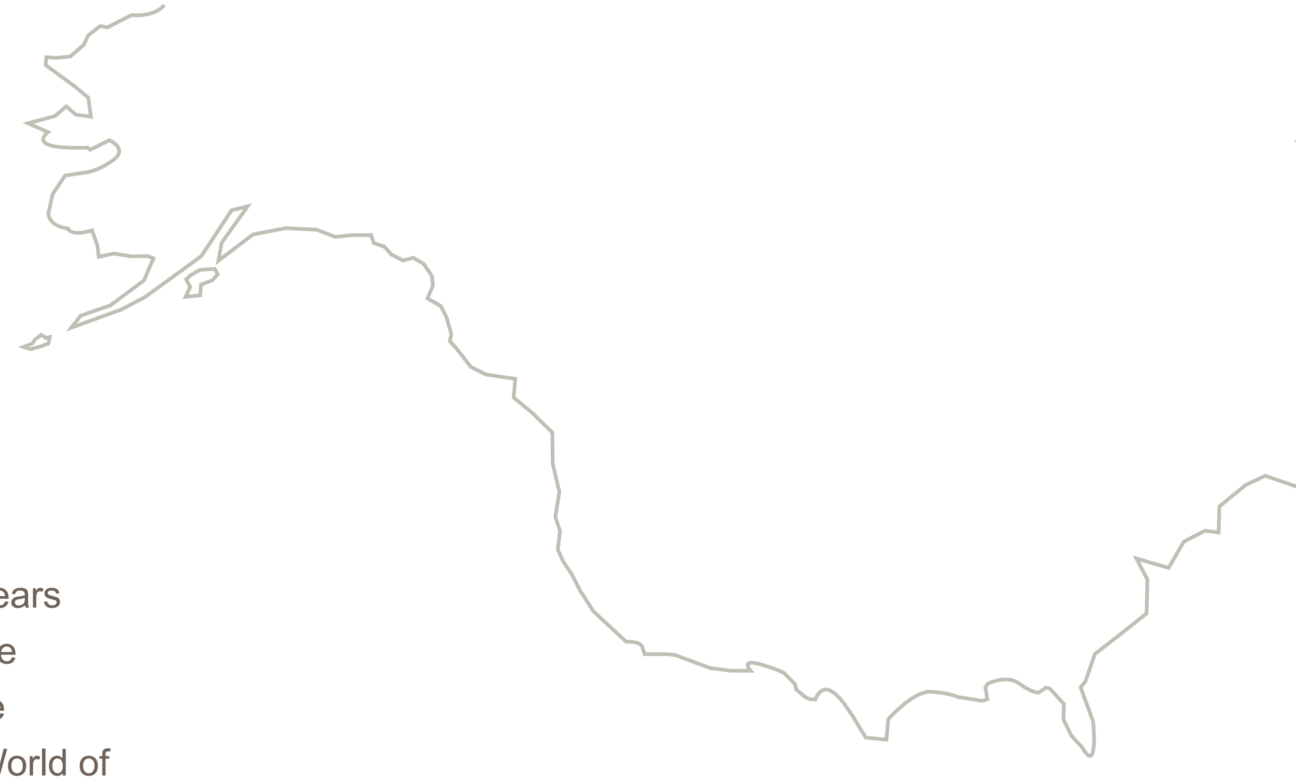
One feature of the increasingly positive M&A narrative in North America has been an increase in the number of deals involving international sellers. When comparing Q1 through Q3 2013 with the same period a year earlier, the number of announced transactions involving international sellers of US assets increased by 15% to 192 deals. This uptick may point to either the stronger position of US buyers relative to their international counterparts, or weakness in sellers' home economies (the largest number of international sellers come from Western Europe). In a deal exemplifying both drivers, French conglomerate Vivendi sold its stake in the world's second largest video game maker, US-based Activision Blizzard, for US$8.2bn. The deal

North America DFI percentage change



Regional Snapshot:

North America (continued)



comes as Vivendi, which was strictly a water utility company for the first 130 years of its existence, considers the sale of other non-core investments it made in the 1980s and 1990s. For its part, Activision Blizzard was Vivendi's most profitable media company and remains pre-eminent in its industry for games including World of Warcraft and Call of Duty.

Video link
Leveraged Finance Roundtable 2013 – Jamie Knox

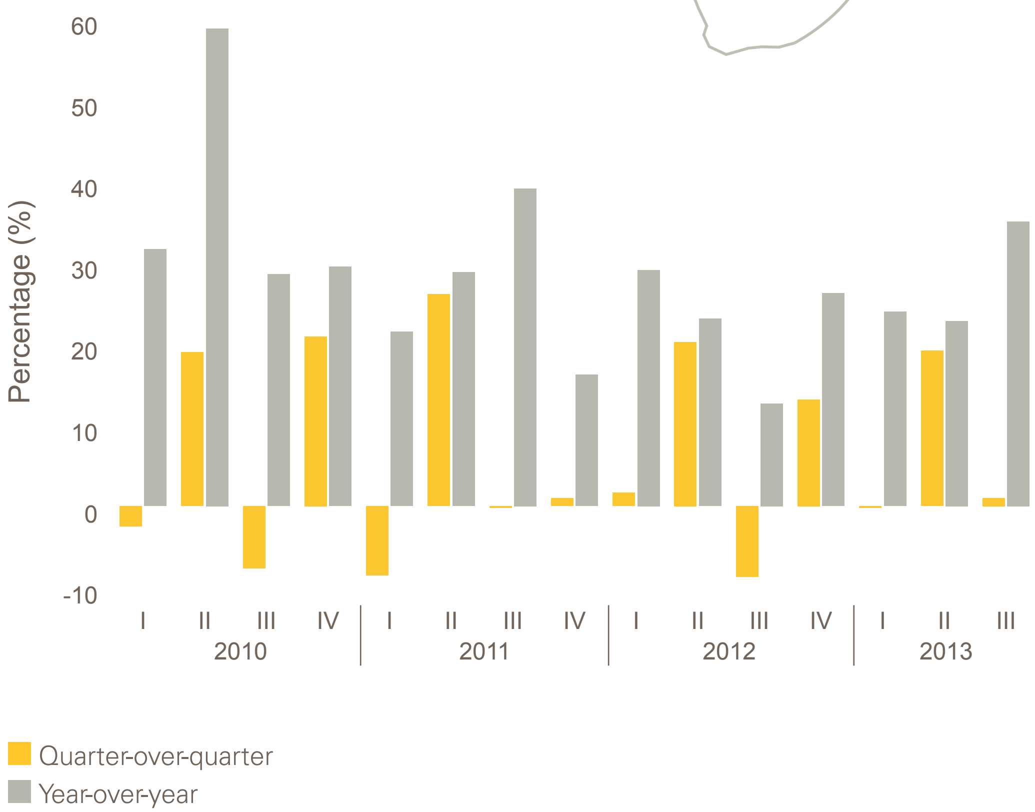
Regional Snapshot: **EMEA**

The number of early-stage deals in EMEA tracked by the DFI increased by a heartening 35% YoY in Q3 2013. This is the biggest YoY increase since Q3 2011 and supports expectations for a very healthy level of announced M&A deals in EMEA over the next six months.

Cross-border activity helped buoy European announced M&A in Q3 2013. For example, three out of the five biggest deals in the quarter had overseas buyers. Several blockbuster transactions illustrate how foreign buyers view access to Europe as key to their long-term success, which is an indication of dealmakers' increased confidence in Europe. In one notable example, Perrigo, the biggest supplier of over-the-counter medications in the US, announced plans to purchase Elan, a biopharmaceutical company headquartered in Ireland, for US$6.5bn. The deal will give Perrigo access to royalties from Elan's blockbuster multiple sclerosis drug Tysabri® and will also provide a platform for Perrigo's international expansion.

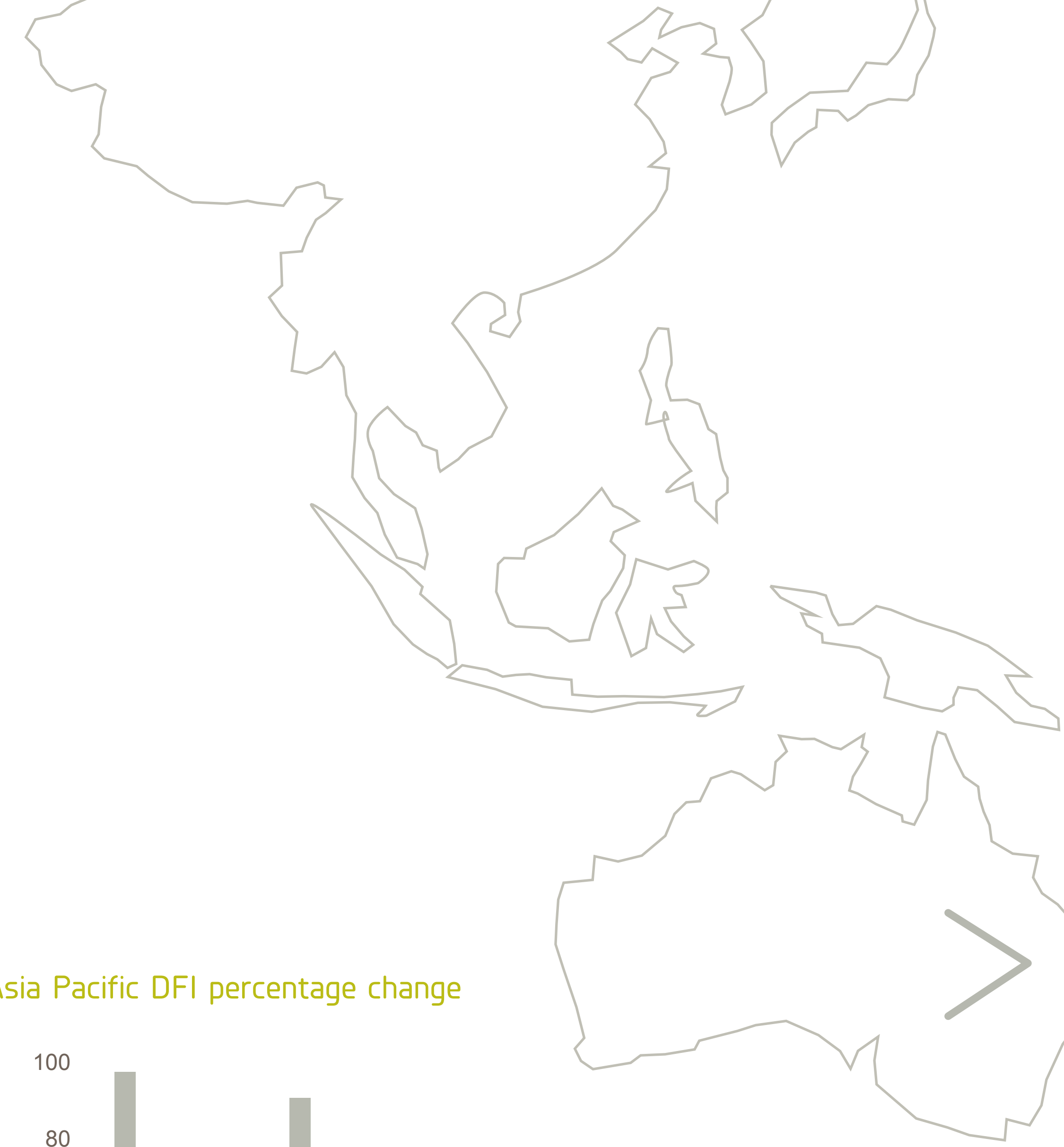
Germany continues to be a particularly notable target market: deals with German targets comprised 13% of the volume and 21% of the value of announced M&A deals across Europe in Q3 2013. Even as the macroeconomic picture improves, Germany remains a bastion of stability in Europe. Not only do international acquirers want to invest in the healthy firms and steady returns that Germany has to offer, but German businesses are also in a position to consolidate within their home market. For instance, residential landlord Deutsche Wohnen agreed to buy rival GSW Immobilien in a US$5.2bn deal. The combined company will number among Europe's biggest real estate firms and will better position Deutsche Wohnen to take advantage of the booming property markets in cities such as Berlin.

EMEA DFI percentage change



Video link
Telekom Austria on sector consolidation in CEE telecoms market

Regional Snapshot: Asia Pacific

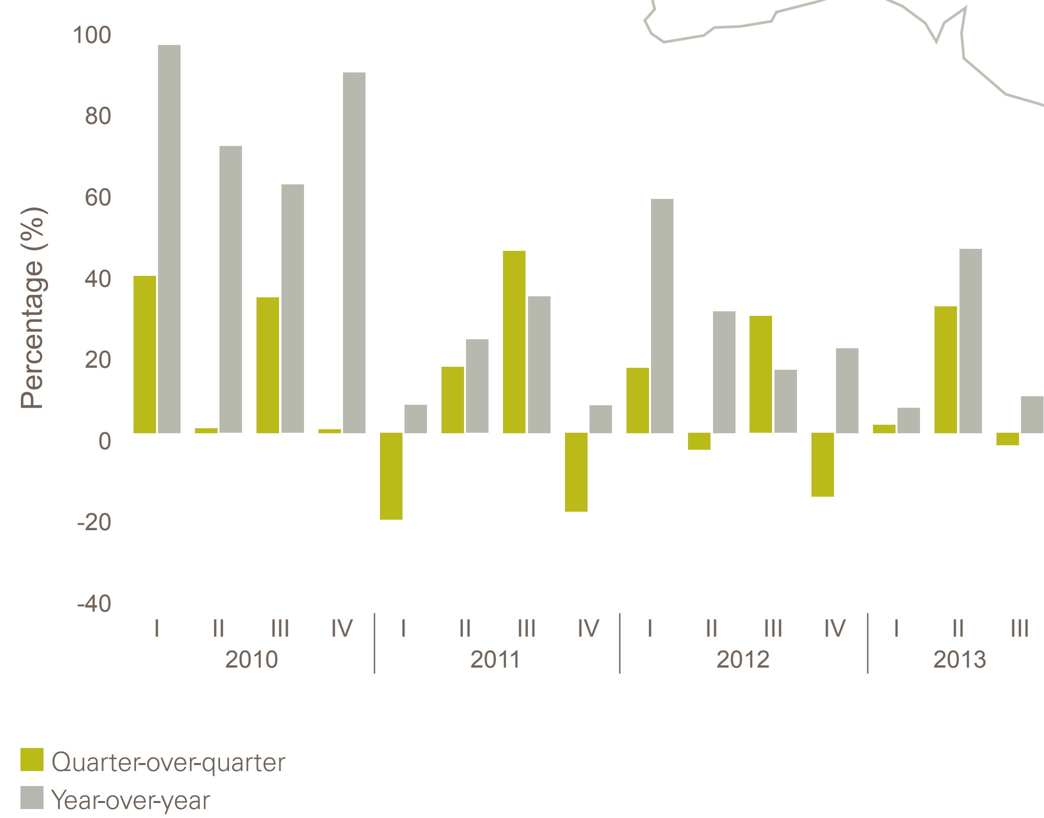


Asia-Pacific posted a 9% YoY increase in the number of early-stage M&A deals in Q3 2013, according to the Q3 DFI results. This continues the trend of consistent YoY increases since Q1 2010.

In Q3, Asia-Pacific saw several transformative acquisitions in the technology sector, particularly in the semiconductors sector. For instance, US-based chip-maker Applied Materials announced its planned US$8.7bn acquisition of Japanese competitor Tokyo Electron. The deal, which is a rare example of a cross-border takeover of a large Japanese target, is also the second-largest foreign purchase of a Japanese company. Once the deal is completed, the combined entity is expected to have strong market positions in a range of chip-making equipment, including a more than 40% share of the market for etchers, a key type of equipment for making advanced memory chips. The deal will bring together the biggest and third-biggest producers in a highly cyclical, competitive and fast-consolidating market. Given the rarity of cross-border deals into Japan and the modest takeover premium that Applied Materials is paying, other foreign acquirers may be motivated to look at the Japanese market for acquisition opportunities, especially in the light of the expansionary economic policies that Japan's Prime Minister, Shinzō Abe, is pursuing.

Dealmakers are also paying increasing attention to Thailand. The country has seen a handful of high-value deals in the past quarter, particularly in the financial services sector. In two separate transactions, Japanese bank Mitsubishi UFJ purchased a majority holding in the Bank of Ayudhya, with a 75% stake from GE Capital valued at US$5.7bn, and a 20% stake purchased via private placement valued at US$1.8bn.

Asia Pacific DFI percentage change



Regional Snapshot: Asia Pacific (continued)

Together, these deals represent the biggest foreign takeover of a Thai bank to date. The deal will allow Mitsubishi UFJ to expand its foothold in the consumer banking sector in Southeast Asia, which is expected to grow significantly on the back of increasing prosperity and a rising middle class. As Southeast Asia is set to become a free trade bloc, cross-border activity into the region is likely to continue.

Video link
CEO of H&K International talks to Mergermarket about expansion

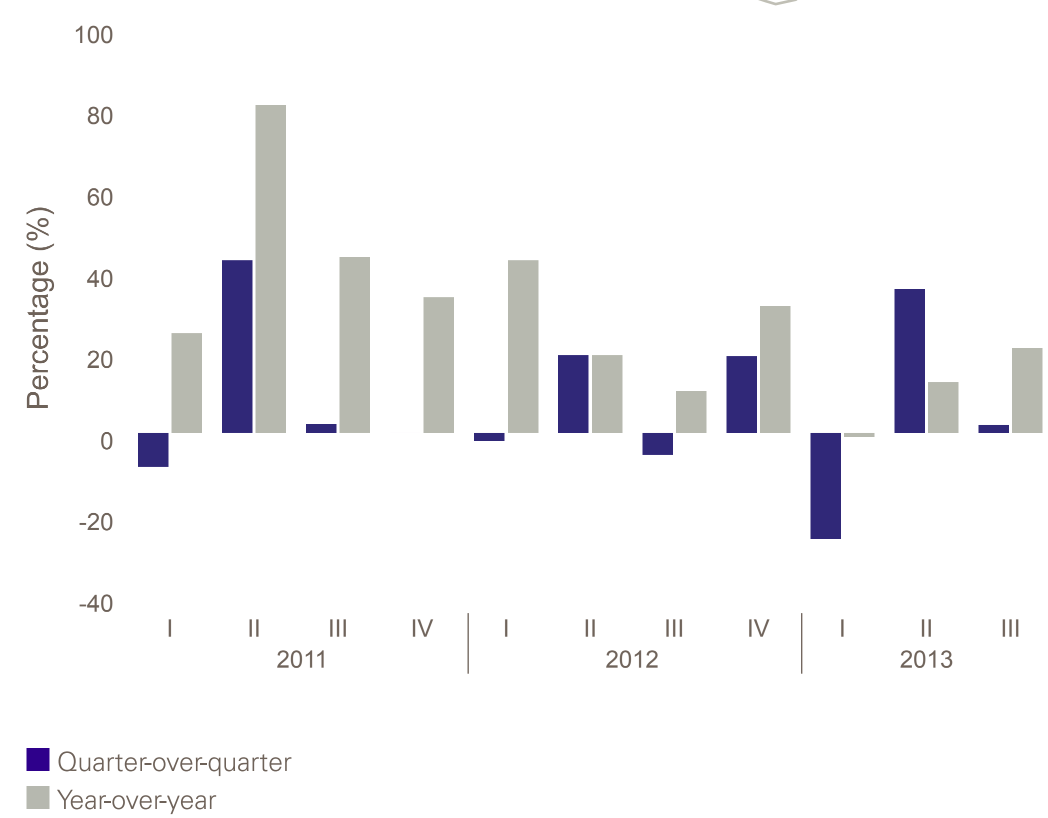
Regional Snapshot:
Latin America

Early-stage M&A activity in Latin America rose 21% YoY in the third quarter of 2013, according to the DFI.

Unsurprisingly, Brazil dominated announced Latin American M&A activity in the quarter. Interest from overseas bidders has remained strong, particularly in light of lower valuations throughout the region. In a US$1.9bn deal, Coca-Cola FEMSA, the largest publicly traded Coca-Cola bottling company in the world, made public plans to acquire Brazil-based Spaipa, the second largest privately owned bottler in the Brazilian Coca-Cola system. The transaction comes as weak demand has recently put a drag on Spaipa's revenue. Despite this, Coca-Cola FEMSA anticipates that the transaction will increase its volume in Brazil by 40%. The combined company also expects to achieve synergies, especially regarding a streamlined logistics network and administrative framework.

In addition, Latin American businesses are international acquirers in their own rights. For instance, Chile's CFR Pharmaceuticals, one of the largest pharmaceutical companies in Latin America, intends to buy South Africa-based Adcock Ingram, a healthcare and pharmaceutical company. CFR plans to create a joined-up pharmaceutical firm that is a leader across emerging markets in Latin America, Asia and Africa.

Latin America DFI percentage change



Regional Snapshot: Latin America (continued)

In terms of individual sectors, the consumer sector throughout Latin America is exhibiting notable activity. Much of this is driven by either domestic or intra-regional consolidation. In one example, Grupo Nutresa, Colombia's largest food producer, announced its intentions to buy Tresmontes Lucchetti, which makes pastas, soups and snacks. Although the majority of Tresmontes Lucchetti's sales are in Chile, where it is headquartered, the company also has a foothold in Central America. The deal gives Grupo Nutresa entry into Chile, and access to new products such as cold instant beverages.

Video link
Deal overview: Multiasistencia – Tempo Assist

USA Spotlight

There is increasing enthusiasm about M&A in the United States, the world's largest target market. Although announced deal volumes decreased YoY by 5% to 881 deals in Q3 2013, the value of announced M&A deals rose YoY by 42% to US$314.4bn over the same period.

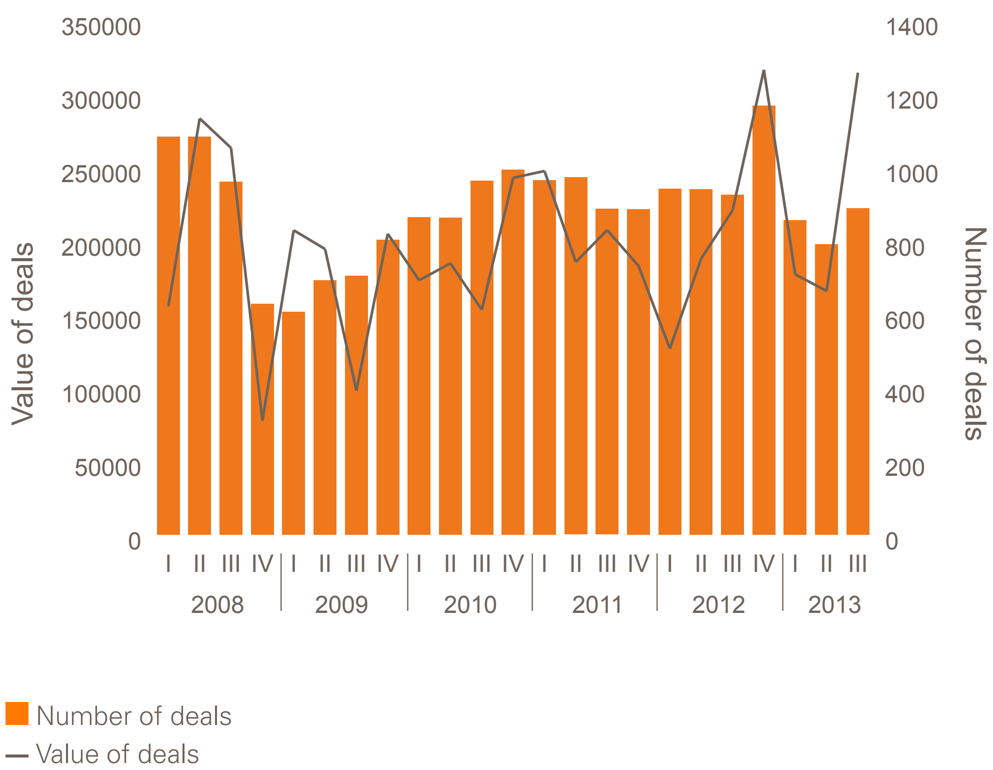
Philip Whitchelo
VP of strategy & product marketing

Large-cap activity across several sectors has been responsible for this sizeable uplift in aggregate deal value. This has been especially true in the US TME sector, as it has been in TME globally. Although Verizon Communications' planned purchase of the remaining 45% stake in Verizon Wireless from the UK's Vodafone was by far the biggest news of the quarter, there were other notable, transformative deals occurring. For instance, the US$19.4bn megamerger of France's Publicis with US-based Omnicom created the biggest global advertising firm. Publicis and Omnicom were looking to better equip themselves to cope with the changes digitalization has wrought on the advertising industry and also expect that combining forces will create economies of scale with suppliers. This deal may yet bring about further consolidation activity among advertising companies looking to retain a competitive edge.

Aside from this sector, consumer M&A activity has heated up, especially in retail. The biggest consumer deals of the quarter, Neiman Marcus's US$6bn sale to Canada Pension Plan Investment Board, and Ares Management and Saks Incorporated's US$2.7bn sale to the Hudson's Bay Company, involved the acquisitions of two stalwarts of the luxury retail sector. Both retailers were hit heavily by falling demand during the recession, but have successfully rebounded.

Another driver of consumer M&A activity in the US is an abundance of private equity deals, both in terms of exits and buyouts. The sector generally, and retail in particular, is appealing to private equity as operations are typically smaller and more fragmented, presenting private

US-based announced M&A, Q1 2008 - Q3 2013



USA Spotlight (continued)

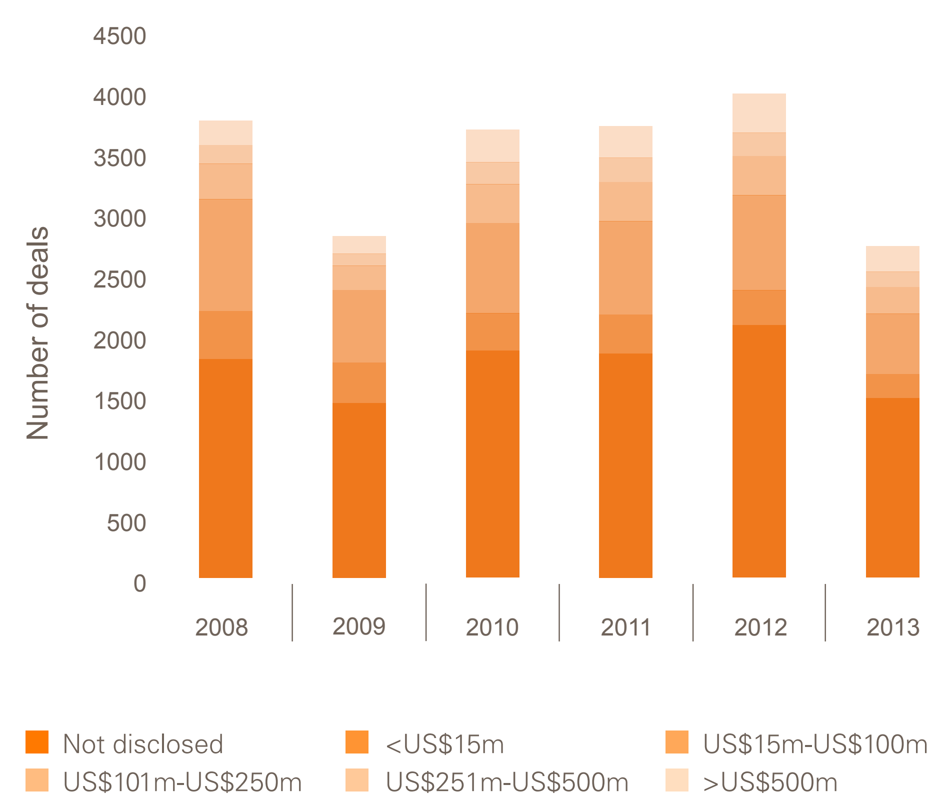
equity firms with more opportunities to help businesses expand. One recent example is the planned sale of the Yankee Candle Company, a retailer and producer of scented candles and air fresheners, to US-based consumer products company Jarden for US$1.8bn. The seller, PE firm Madison Dearborn, had purchased Yankee Candle in 2007. For its part, Jarden typically buys niche consumer product businesses that it can help expand.

The appointment of Janet Yellen as Chair of the Federal Reserve looks to have been a stabilising force. Her policies are widely expected to continue those of Ben Bernanke with regards to monetary stimulus of the economy, so there should not be any major disruptions in capital markets as a result of the regime change.

Even amidst the brief government shutdown in early October, capital markets proved to be stable, evidencing the widely held belief that the US would not default on its debts, and that a deal – whether temporary or more longstanding – could be reached. Indeed, hours before the default deadline, the US Congress passed a bill extending the debt ceiling until early February and re-opening the government until mid-January. While the decision to avert a default results in only a temporary reprieve from the impasse over the US budget deficit, both political sides will need to find a longer-term solution. There are hopes that the US will stop, in President Barack Obama's words, "governing by crisis" and that the squabbles between the Executive and Legislative branches will not result in potentially disastrous consequences for the economy.

Taking a longer view, the latest World Economic Outlook from the International Monetary Fund forecasts that the US economy will grow by 1.6% in 2013, increasing to 2.6% in 2014 and 3.4% in 2015. A return to stronger economic growth should help healthy trends in M&A activity continue over the next few years.

US-based announced M&A, split by deal size



Guest Comment

Joshua Rosenbaum and Joshua Pearl, authors of *Investment Banking: Valuation, Leveraged Buyouts, and M&A*, dissect the current valuation climate, its impact on M&A, and the outlook for dealmaking in the near term.

In the past few years, we have seen a noticeable change in approaches to doing deals, both from bankers and corporates. There is greater emphasis on the due diligence phase, stemming from the impact of the financial crisis. There has been a return to fundamentals. This is a period of going back to basics, where even the most senior bankers need to review assumptions and existing best-practices.

Joshua Pearl

Joshua Rosenbaum

As always, the art and science of market projections and company valuations can yield somewhat different results based on model parameters. If you get five people into a room, you are going to get five different interpretations. This has become increasingly the case, sometimes to the point of subjectivity. Although seller companies' management may find consensus within itself, projections and valuations can differ dramatically from the view of a potential buyer. The reasons for this vary, but may boil down to factors such as different risk perceptions of what is happening with Syria, or what happened during the US government shut-down.

This gap in expectations around pricing has been a major contributing factor to the muted M&A climate we have seen in recent years. For these reasons, it is all the more crucial to keep tabs on how the macro environment and company-specific dynamics change as you work your way through the projection period.

Mismatched valuations may begin to narrow as the M&A climate improves. Firms seem healthier and more eager to embark on transactions. This is due to a range of factors, including strong growth in the equity markets over the past few years, which have posted double-digit returns. Volatility indices are also key in tracking market stability. By financial crisis standards, they have

Guest Comment (continued)

come down significantly, especially compared to late 2008 and 2009. This is one of the reasons there is currently so much IPO activity.

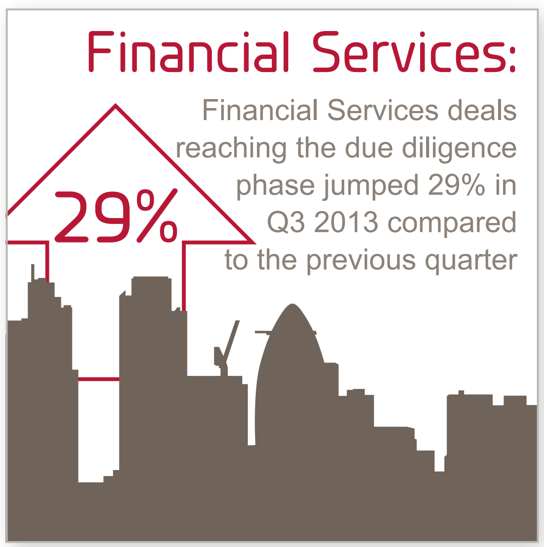
In terms of financing, interest rates are relatively low, so there are opportunities to buy companies that can yield attractive returns on investment. Aside from this past summer, when there was a bit of a hiccup, investment and non-investment grade bonds have performed extremely well. This has spelled good news for large companies and private equity firms, with deals seeing leverage levels echoing the boom years of 2005 and 2006. For private equity, this has been paired with ample amounts of available dry powder.

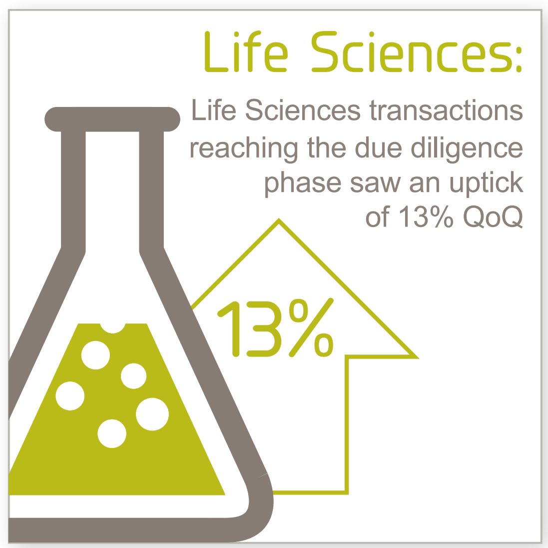
As a result, we are seeing consolidation, especially in sectors that are a bit more fragmented and perhaps look a bit sleepier. There are real advantages of having larger organisations in terms of everything from technology to distribution channels. Industries such as cable are becoming particularly attuned to that and increasingly able to act on this sense.

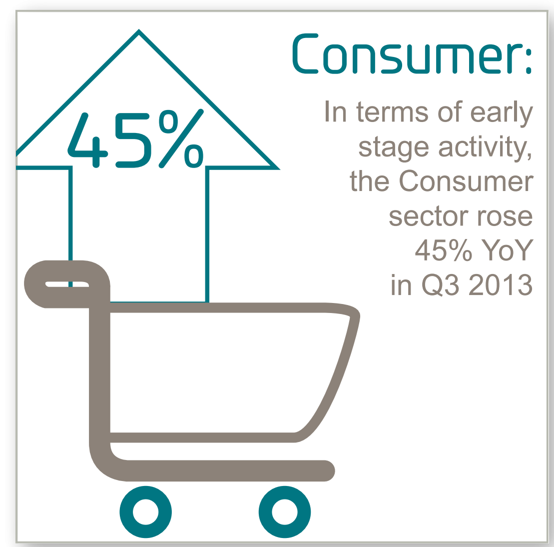
Distressed sales are becoming a smaller piece of the puzzle as compared to a few years ago, with companies that survived the downturn generally in good shape. That said, as Europe continues to be hobbled by the residual effects of the eurozone crisis, there are discount opportunities for international buyers.

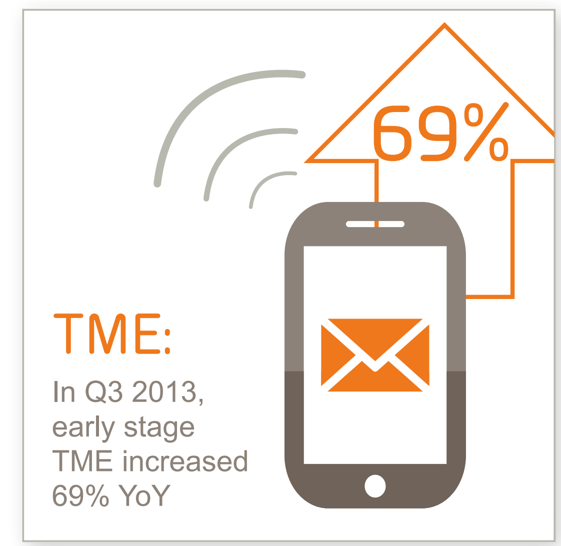
Over the next 12 months, we expect the M&A climate to generally trend upward. But major economies like the US still struggle with issues such as job creation, which, until dealt with, could continue to weigh down the economy and thus M&A activity overall.

Industry Indicators









About the Intralinks Deal Flow Indicator

The Intralinks Deal Flow Indicator provides Intralinks' perspective on the level of early-stage M&A activity taking place during any given period of time. The statistics contained in this report represent the volume of virtual data rooms opened, or proposed to be opened, through Intralinks or other providers for the purpose of conducting due diligence on proposed transactions including asset sales, divestitures, private placements, financings, capital raises, joint ventures and partnerships. These statistics are not adjusted for changes in Intralinks' share of the virtual data room market or changes in market demand for virtual data room services. These statistics may not correlate to the volume of completed transactions reported by market data providers and should not be construed to represent the volume of transactions ultimately consummated during any period of time. Indications of future completed deal activity derived from the DFI are based on assumed rates of deals going from diligence stage to completion. In addition, the statistics provided by such market data providers may be compiled with a different set of transaction types than those set forth above.

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About Intralinks

The Intralinks (NYSE: IL) enterprise-wide solution empowers global companies to share content and collaborate with business partners without losing control over information. Through the Intralinks platform, companies, partners, and third parties can share and work together on even the most sensitive documents – while maintaining compliance with policies that mitigate corporate and regulatory risk. Intralinks, the undisputed market leader for deal management and virtual data room solutions, enables organizations to organize, manage, share, and track information while accelerating the deal process and improving efficiency, access, and professionalism during key phases of the transaction.

In 1997, Intralinks pioneered the use of software-as-a-service based solutions for collaboration between businesses, starting with the debt capital markets and M&A communities. In the process, Intralinks transformed the way companies work. Intralinks' platform hosts the largest global community of dealmakers and is the most commonly used platform in the M&A market.

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