

## HEALTHCARE/PHARMA INFORMATION AND TECHNOLOGY INDUSTRY

### Q3 2012 :: Mergers and Acquisitions Trend Report

#### Q3 2012 KEY HIGHLIGHTS

- The largest transaction through Q3 2012 was Roper Industries, Inc.'s acquisition of Sunquest Information Systems, Inc., a portfolio of Vista Equity Partners, for \$1.4 billion.
- The most active acquirer year-to-date was IMS Health Incorporated with five transactions, two of which occurred during Q3 2012: TTC LLC and PharmaDeals Ltd.

#### Q3 2012 KEY TRENDS

- Total transaction volume in Q3 2012 decreased by seven percent over Q2 2012, from 96 to 89.
- Total transaction value in Q3 2012 fell by seven percent over Q2 2012, from \$4.2 billion to \$3.9 billion.

#### MULTIPLES & VALUE TRENDS

- The median revenue multiple from 2011 through the 1st 3 Quarters of 2012 increased by 17 percent, from 1.8x to 2.1x.
- The median EBITDA multiple from 2011 through the 1st 3 Quarters of 2012 increased by six percent, from 9.9x to 10.5x.
- One Equity Partners' acquisition of M\*Modal represented a 2.3x revenue multiple and 9.6x EBITDA multiple.

#### M&A Market Dynamics By Quarter

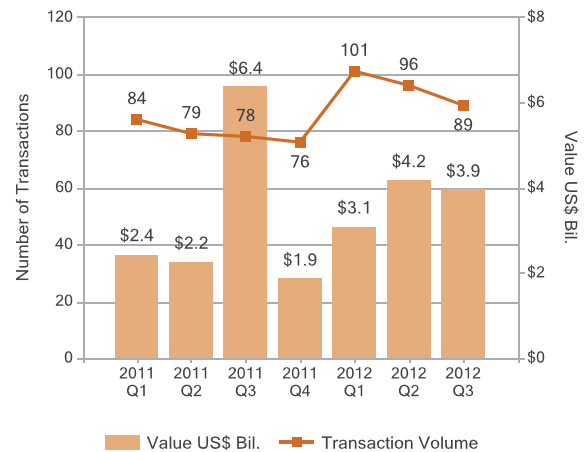


Figure 1. 2011-2012 value and volume comparison by quarter.

#### Median Enterprise Value Multiples

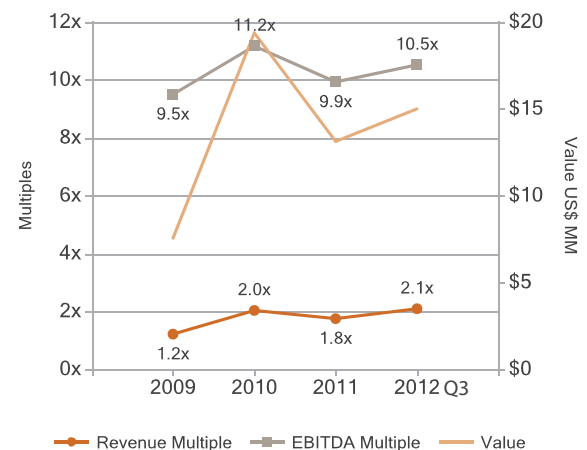


Figure 2. 2009-2012 median value, revenue, and EBITDA comparison through Q3 2012.

#### Top Ten Notable Transactions - 1st 3 Quarters 2012

Deal Date	Target Name	Buyer	Value MM US\$
07/30/12	Sunquest Information Systems, Inc.	Roper Industries, Inc.	\$1,390
04/23/12	Thomson Reuters' Healthcare Business	Veritas Capital Partners	\$1,250
07/03/12	M*Modal	One Equity Partners	\$1,055
05/16/12	Decision Resources Group	Piramal Healthcare Limited	\$635
07/18/12	maxIT Healthcare, LLC	SAIC	\$473
04/10/12	ERT	Genstar Capital LLC	\$370
06/25/12	FIS Healthcare Benefit Solutions Business from Fidelity National Information Services Inc.	Lightyear Capital LLC	\$335
03/23/12	MediConnect Global, Inc.	Verisk Analytics, Inc.	\$324
03/07/12	Transcend Services, Inc.	Nuance Communications, Inc.	\$302
02/28/12	eScreen, Inc	Alere Inc.	\$270

2012 Aggregate Transaction Value \$11,088

Top 10 Aggregate Transaction Value \$6,403

**Top 10 Aggregate Value as a Percentage of All Transactions 58 %**

Figure 3. Lists the top ten transactions for the 1st 3 Quarters of 2012 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 2012

The top ten deals by value have seen three new additions since our half year report: Roper Industries, Inc.'s acquisition of Sunquest Information Systems, Inc., One Equity Partners' acquisition of M\*Modal, and SAIC's acquisition of maxIT Healthcare, LLC.

These three transactions, with an aggregate value of \$2.9 billion, represented 26 percent of transaction value in the 1st 3 Quarters of 2012 and 74 percent of Q3 2012 transaction value.

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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. Please note that for evaluating aggregate transaction values, we cite the total consideration paid by the acquirer.

For current intelligence on Mergers and Acquisitions activity in the Information Industry please visit our online service at [www.mandasoft.com](http://www.mandasoft.com)

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## RECENT HEALTHCARE TRANSACTIONS



ELSEVIER  
HAS ACQUIRED



# F|P

FRANCISCO PARTNERS

HAS ACQUIRED

*Therapeutic Research Center*  
*Therapeutic Research Faculty*

# Healthx

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