

## Paul Weiss

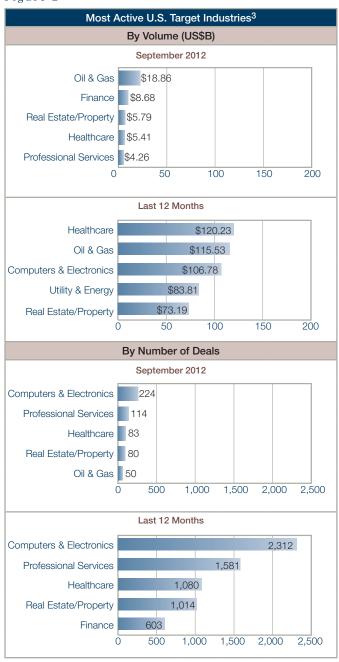
#### October 2012, Issue 7

## M&A Activity

#### Figure 1

| September 2012                        | Global | +/- From<br>Prior<br>Month | U.S.  | +/- From<br>Prior<br>Month                     |
|---------------------------------------|--------|----------------------------|---|--|
| Total                                 |        |                            |   |  |
| Volume (US\$B)                        | 141.59 | (43.30)                    | 57.98   | (23.74)  |
| No. of deals                          | 3,125  | (251)                      | 898   | (58)   |
| Avg. value of deals (US\$mil)         | 91.1   | (27.5)                     | 170.0   | (53.2)   |
| Avg. deal multiple <sup>1</sup>       | 11.2x  | 1.4                        | 9.4x  | 0.3  |
| Strategic Transactions                |        |                            |   |  |
| Volume (US\$B)                        | 123.63 | (10.00)                    | 48.99   | 2.36   |
| No. of deals                          | 2,866  | (175)                      | 782   | (40)   |
| Avg. value of deals (US\$mil)         | 85.3   | (8.8)                      | 161.2   | 15.9   |
| Avg. deal multiple <sup>1</sup>       | 11.5x  | 1.8                        | 9.4x  | 0.3  |
| Sponsor-Related Transactio            | ons    |                            |   |  |
| Volume (US\$B)                        | 17.96  | (33.30)                    | 8.99  | (26.09)  |
| No. of deals                          | 259    | (76)                       | 116   | (18)   |
| Avg. value of deals (US\$mil)         | 172.7  | (196.1)                    | 242.8   | (536.7)  |
| Avg. deal multiple <sup>1</sup>       | 8.9x   | (1.9)                      | 9.4x  | (0.1)  |
| Crossborder Transactions <sup>2</sup> |        |                            |   |  |
| Volume (US\$B)                        | 51.68  | 8.45                       | Inbound<br>11.87<br><sup>Outbound</sup><br>7.45 | Inbound<br>3.93<br>Outbound<br>(0.48)          |
| No. of deals                          | 717    | (72)                       | Inbound<br>114<br>Outbound<br>129               | Inbound<br>2<br>Outbound<br>(34)               |
| Avg. value of deals (US\$mil)         | 151.6  | 39.3                       | Inbound<br>237.3<br>Outbound<br>169.4           | Inbound<br>78.6<br><sup>Outbound</sup><br>47.3 |
| Avg. deal multiple <sup>1</sup>       | 12.5x  | 2.7                        | Inbound<br>13.4x<br>Outbound<br>11.4x           | Inbound<br>2.8<br>Outbound<br>1.3              |

Figures 1 and 2 were compiled using data from Dealogic, and are for the broader M&A market, including mergers of any value involving public and/or private entities. Figures 3 and 4 were compiled using data from FaclSet Mergers, and are limited to mergers involving public U.S. targets announced during the period indicated and valued at \$100 million or higher regardless of whether a definitive merger agreement was reached and filed or withdrawn. All data is as of October 10, 2012 unless otherwise specified. "Last 12 Months" data is for the period from October 2011 to September 2012 inclusive. Data obtained from Dealogic and FactSet Mergers has not been reviewed for accuracy by Paul, Weiss. Figure 2



1 Ratio of enterprise value to EBITDA, trailing 12 months. This statistic is calculated using a smaller subset of deals for which this data is available.

<sup>2</sup> Global crossborder transactions are those where the acquirer and the target have different nationalities. Nationality is based on where a company has either its headquarters or a majority of its operations. U.S. crossborder transactions are those transactions where the acquirer and the target have different nationalities and either the acquirer ("Outbound") or the target ("Inbound") has a U.S. nationality.
<sup>3</sup> Industries categories are determined and named by Dealogic.

# MA AT A GLANCE

M&A Activity (Continued)



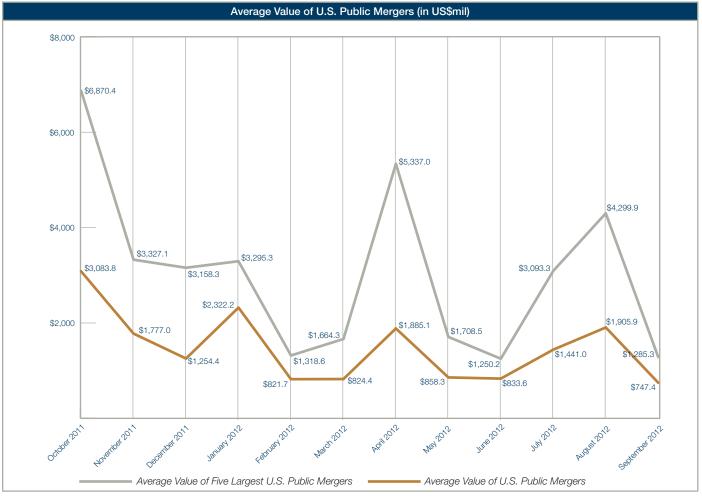


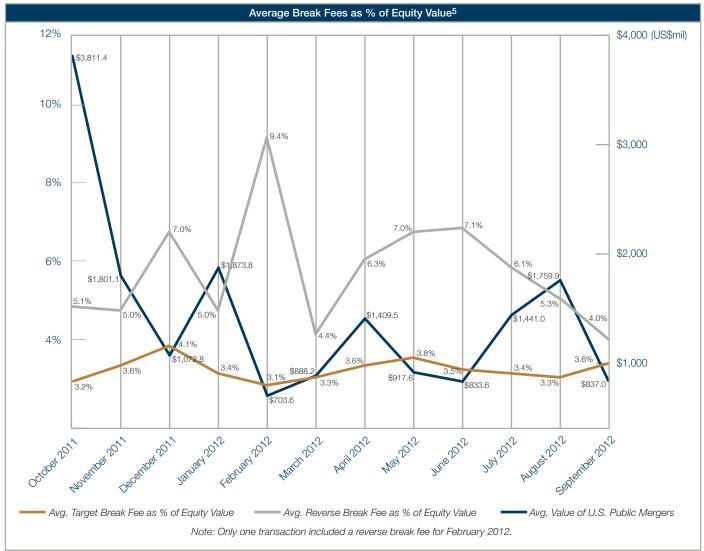
Figure 4

| Five Largest U.S. Public Me   | ergers |         |      |      |      |    |
|---|--------|---------|------|------|------|----|
| September 2012  |        |         |      |      |      |    |
| Equity Value (US\$B)  |        |         |      |      |      |    |
| Medicis Pharmaceutical Corporation ~ Valeant Pharmaceuticals International, Inc.<br>(September 3, 2012) | \$2.48 |         |      |      |      |    |
| American Realty Capital Trust, Inc. ~ Realty Income Corporation<br>(September 6, 2012)                  | \$1.93 |         |      |      |      |    |
| Citizens Republic Bancorp, Inc. ~ FirstMerit Corporation<br>(September 13, 2012)                        | \$0.95 |         |      |      |      |    |
| American Greetings Corporation ~ Management Led Buyout<br>(September 26, 2012)                          | \$0.55 |         |      |      |      |    |
| West Coast Bancorp ~ Columbia Banking System, Inc.<br>(September 26, 2012)                              | \$0.51 |         |      |      |      |    |
| \$0   | \$5    | \$10    | \$15 | \$20 | \$25 | \$ |
| Last 12 Months  |        |         |      |      |      |    |
| Equity Value (US\$B)  |        |         |      |      |      |    |
| El Paso Corporation ~ Kinder Morgan, Inc.<br>(October 16, 2011)   |        |         | \$1  | 9.96 |      |    |
| Avon Products, Inc. ~ Joh. A. Benckiser GmbH<br>(April 2, 2012) (Offer withdrawn May 14, 2012)          |        | \$10.67 |      |      |      |    |
| Pharmasset, Inc. ~ Gilead Sciences, Inc.<br>(November 21, 2011)   |        | \$10.38 |      |      |      |    |
| Best Buy Co., Inc. ~ Investment Group<br>(August 6, 2012)*  | \$7.0  | 6       |      |      |      |    |
|   |        |         |      |      |      |    |
| Illumina, Inc. ~ Roche Holding AG<br>(January 25, 2012) (Offer withdrawn April 20, 2012)                | \$6.19 |         |      |      |      |    |

<sup>4</sup> Members of Investment Group have not been reported by Merger Metrics.

## M&A Terms

Figure 5



#### Figure 6

| Average Break Fees as % of Equity Value <sup>5</sup> |     |     |  |
|--|-----|-----|--|
| September 2012 Last 12 Mont                          |     |     |  |
| Target Break Fee                                     | 3.6 | 3.5 |  |
| Reverse Break Fee                                    | 4.0 | 5.8 |  |

Figure 7

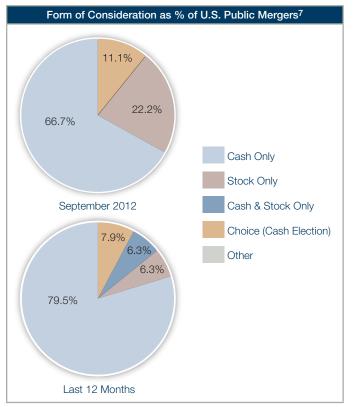
| U.S. Public Merger Go-Shop Provisions  |                   |                   |  |
|--|-------------------|-------------------|--|
|  | September<br>2012 | Last 12<br>Months |  |
| % of Mergers with Go-Shops   | 0.0               | 13.4              |  |
| % of Mergers Involving Financial Buyers with Go-Shops                                    | 0.0               | 34.5              |  |
| % of Mergers Involving Strategic<br>Buyers with Go-Shops                                 | 0.0               | 7.1               |  |
| Avg. Go-Shop Window (in Days) for All<br>Mergers with Go-Shops <sup>6</sup>              | N/A               | 35.6              |  |
| Avg. Go-Shop Window (in Days) for<br>Mergers Involving Financial Buyers with<br>Go-Shops | N/A               | 38.1              |  |
| Avg. Go-Shop Window (in Days) for<br>Mergers Involving Strategic Buyers with<br>Go-Shops | N/A               | 32.1              |  |

Figures 5-11 were compiled using data from FactSet Mergers, and are limited to select mergers involving public U.S. targets announced during the period indicated, valued at \$100 million or higher and for which a definitive merger agreement was reached and filed (unless otherwise indicated). Data obtained from FactSet Mergers has not been reviewed for accuracy by Paul, Weiss.

<sup>5</sup> Based on the highest target break fees and reverse break fees payable in a particular deal.
 <sup>6</sup> No transactions in September 2012 had a go-shop provision.

#### M&A Terms (Continued)

#### Figure 8



#### Figure 9

| % of Partial and All Stock Deals<br>that Have a Fixed Exchange Ratio |     |  |
|--|-----|--|
| September 2012   | 100 |  |
| Last 12 Months   | 100 |  |

#### Figure 10

| Tender Offers as % of U.S. Public Mergers |      |  |  |
|---|------|--|--|
| September 2012                            | 33.3 |  |  |
| Last 12 Months                            | 30.7 |  |  |

#### Figure 11

| Hostile/Unsolicited Offers as % of U.S. Public Mergers <sup>8</sup> |      |  |  |
|---|------|--|--|
| September 2012  | 10.0 |  |  |
| Last 12 Months  | 14.3 |  |  |

<sup>7</sup> Due to rounding, percentages may not add up to 100%.

8 This data includes both announced transactions for which a definitive merger agreement was reached and filed and those for which a definitive merger agreement was never reached and filed (including withdrawn transactions).

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## Paul Weiss

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