

Deals in the Middle Market: WINNING STRATEGIES

THURSDAY, MARCH 28, 2013 – 2 PM EST



Deals in the Middle Market: **WINNING STRATEGIES**

THURSDAY, MARCH 28, 2013 – 2 PM EST

RR DONNELLEY
VENUE

The Deal

Webcast Guidelines

The audience is in listen-only mode.

Please e-mail questions via the Q&A panel box.

**Select audience questions will be answered during
the last five minutes of the program.**

WebEx customer support: 866-229-3239

Deals in the Middle Market: **WINNING STRATEGIES**

THURSDAY, MARCH 28, 2013 – 2 PM EST



MODERATOR



Matt Miller
Editor-at-Large
The Deal

Deals in the Middle Market: **WINNING STRATEGIES**

THURSDAY, MARCH 28, 2013 – 2 PM EST



Expert Panel



Tim Hartnett

PwC Partner, US Private Equity

Sector Leader

PwC LLP

Deals in the Middle Market: **WINNING STRATEGIES**

THURSDAY, MARCH 28, 2013 – 2 PM EST



Expert Panel



Richard Lawson

Managing Partner and Co-Founder
Huntsman Gay Global Capital

Deals in the Middle Market: **WINNING STRATEGIES**

THURSDAY, MARCH 28, 2013 – 2 PM EST



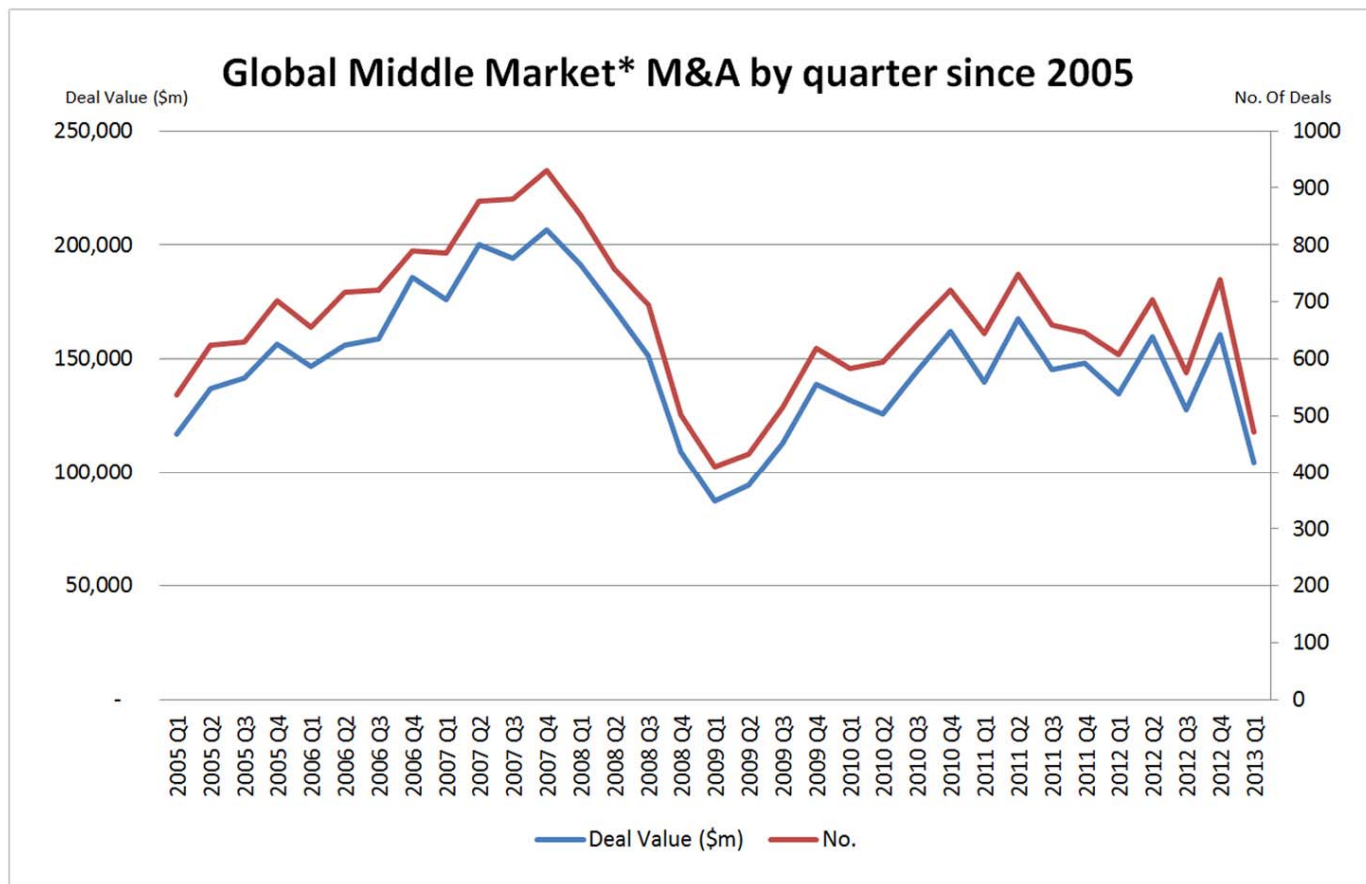
Expert Panel



Carl Thoma
Managing Partner
Thoma Bravo LLC

Deals in the Middle Market: WINNING STRATEGIES

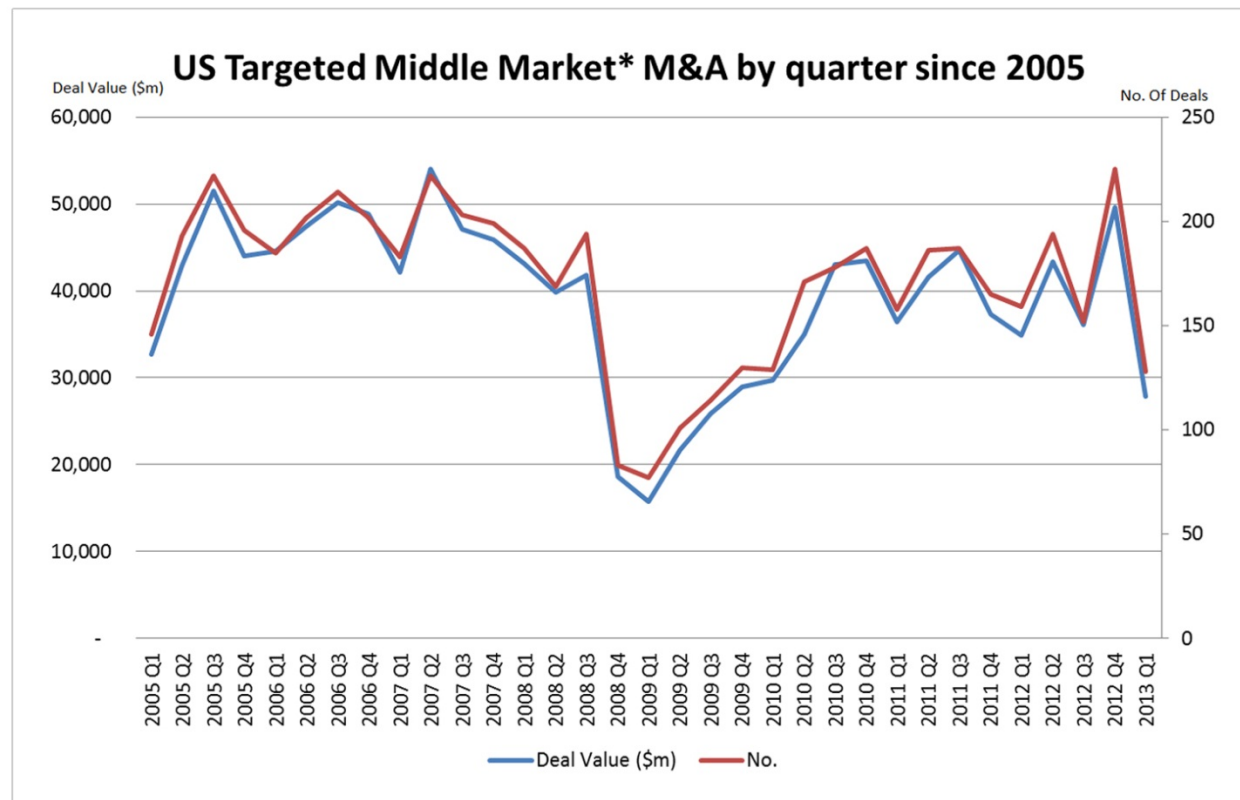
THURSDAY, MARCH 28, 2013 – 2 PM EST



Deal Value 100m-500m

Deals in the Middle Market: WINNING STRATEGIES

THURSDAY, MARCH 28, 2013 – 2 PM EST



Deal Value 100m-500m

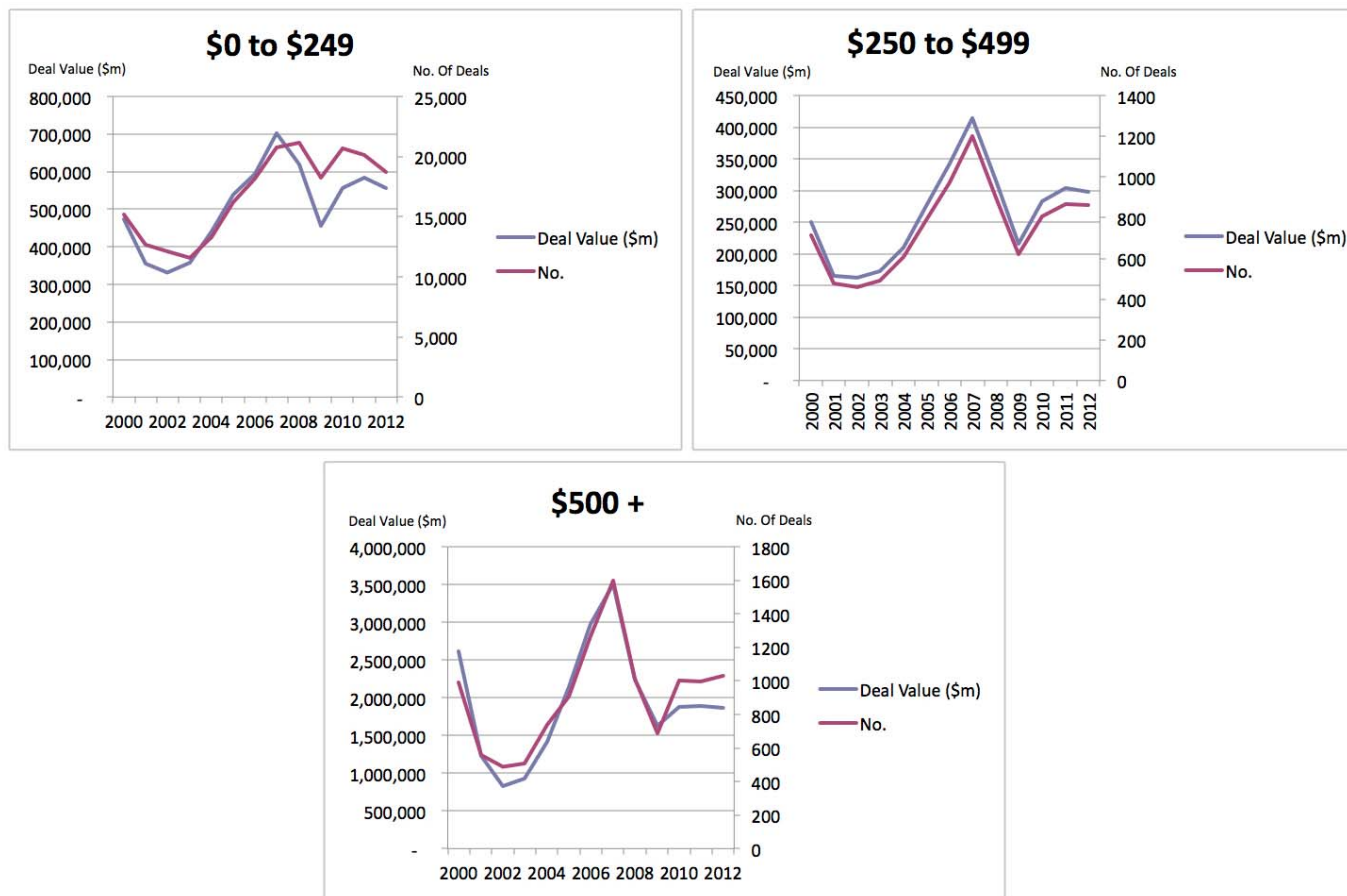
Source: Dealogic

Deals in the Middle Market: WINNING STRATEGIES

THURSDAY, MARCH 28, 2013 – 2 PM EST



Global M&A Deal Value Breakdown since 2000



Source: Dealogic

Deals in the Middle Market: WINNING STRATEGIES

THURSDAY, MARCH 28, 2013 – 2 PM EST



US Targeted M&A Deal Value Breakdown since 2000



Source: Dealogic

Deals in the Middle Market: WINNING STRATEGIES

THURSDAY, MARCH 28, 2013 – 2 PM EST



Global M&A Deal Value Breakdown since 2000						
Announce ment Date by Year	0 to 249		250 to 499		Over	
	Deal Value (\$m)	No.	Deal Value (\$m)	No.	Deal Value (\$m)	No.
2013	90,398	2,909	54,520	157	419,154	185
US Targeted M&A Deal Value Breakdown since 2000						
Announce ment Date by Year	0 to 249		250 to 499		Over	
	Deal Value (\$m)	No.	Deal Value (\$m)	No.	Deal Value (\$m)	No.
2013	24,097	622	12,829	37	231,636	65

Deals in the Middle Market: **WINNING STRATEGIES**

THURSDAY, MARCH 28, 2013 – 2 PM EST



AUDIENCE Q&A



Deals in the Middle Market: **WINNING STRATEGIES**

THURSDAY, MARCH 28, 2013 – 2 PM EST



Thank you for joining our webcast.

Deals in the Middle Market: WINNING STRATEGIES

THURSDAY, MARCH 28, 2013 – 2 PM EST

