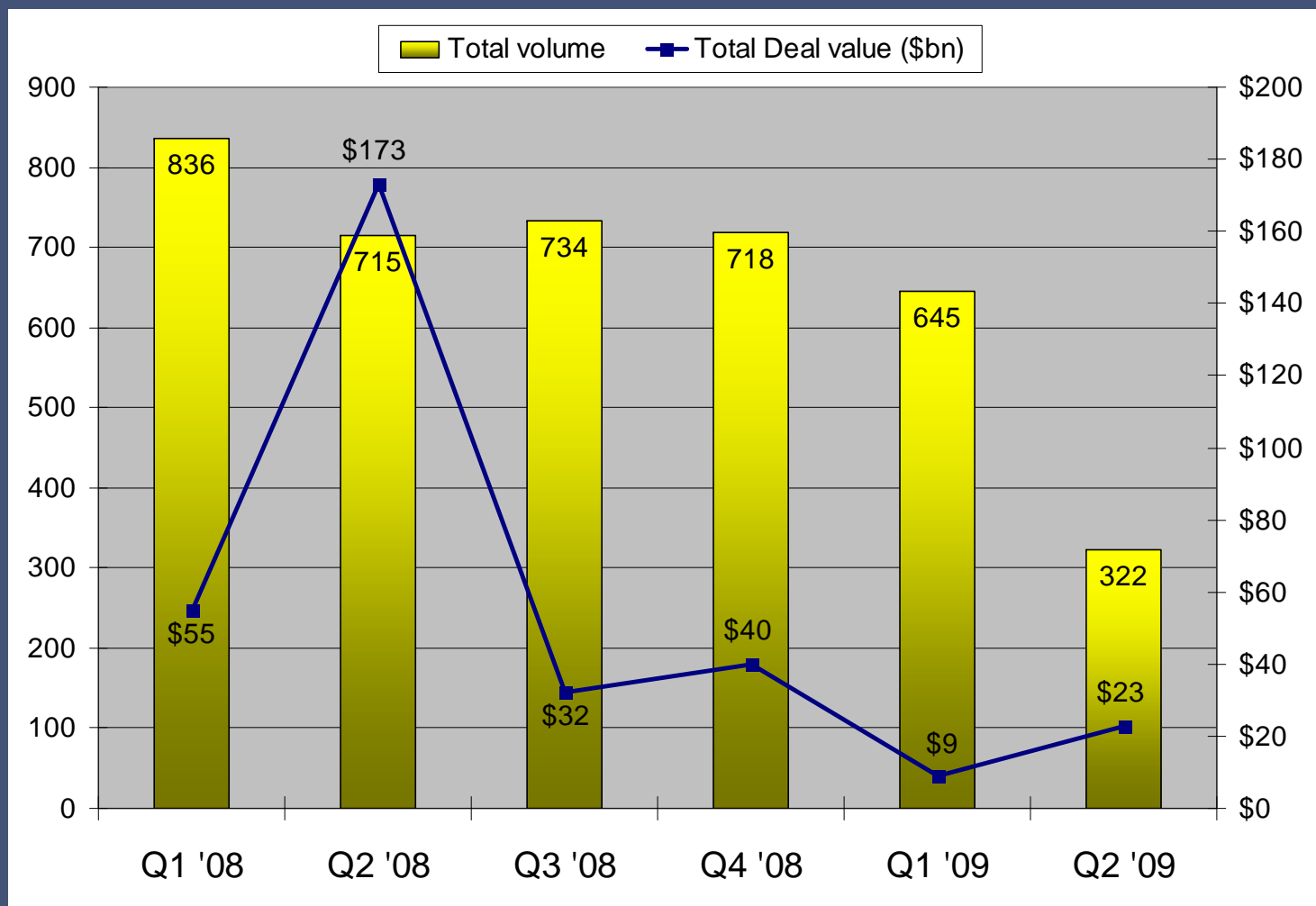
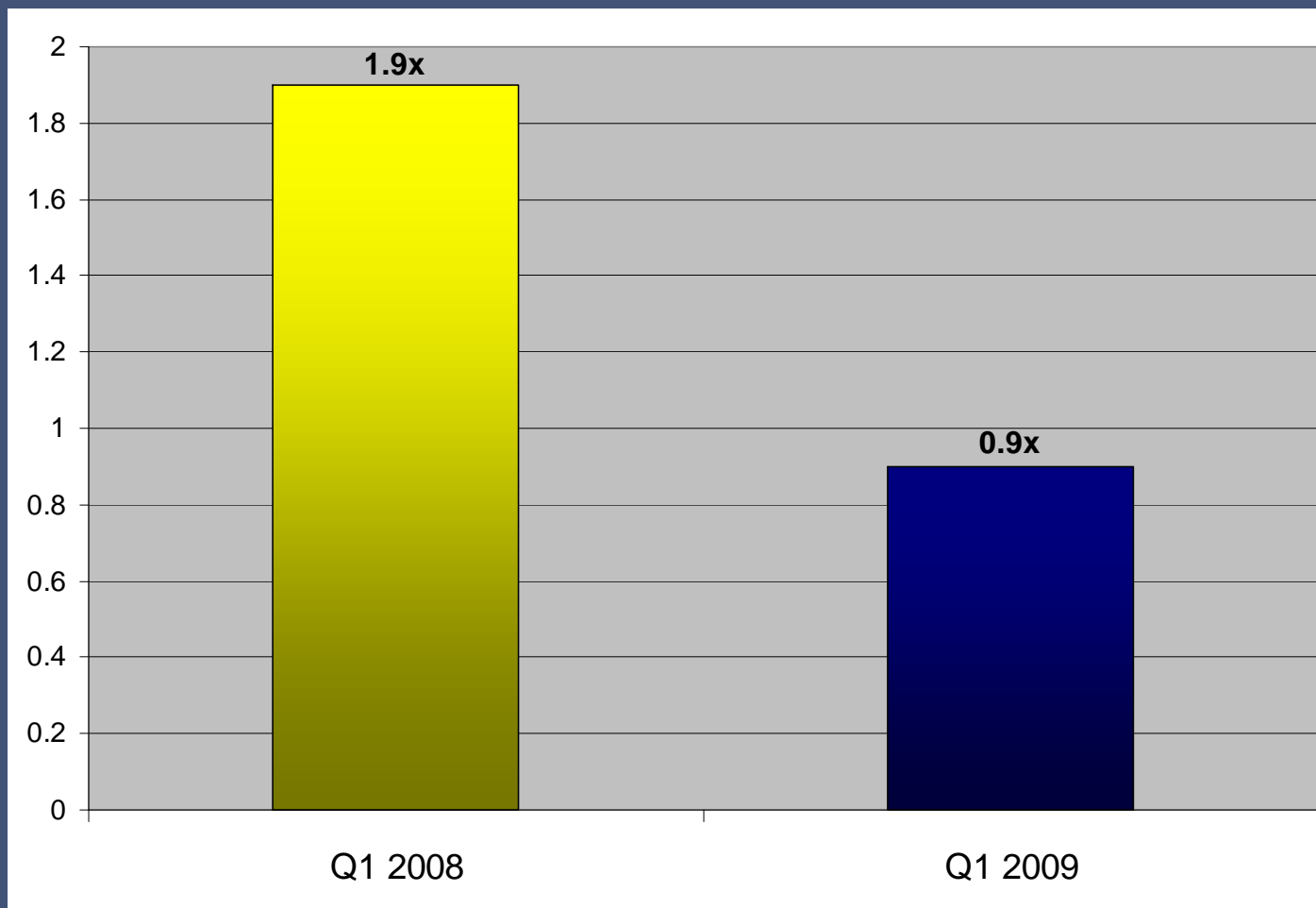

M&A Valuation Trends

Brenon Daly
Senior Financial Analyst

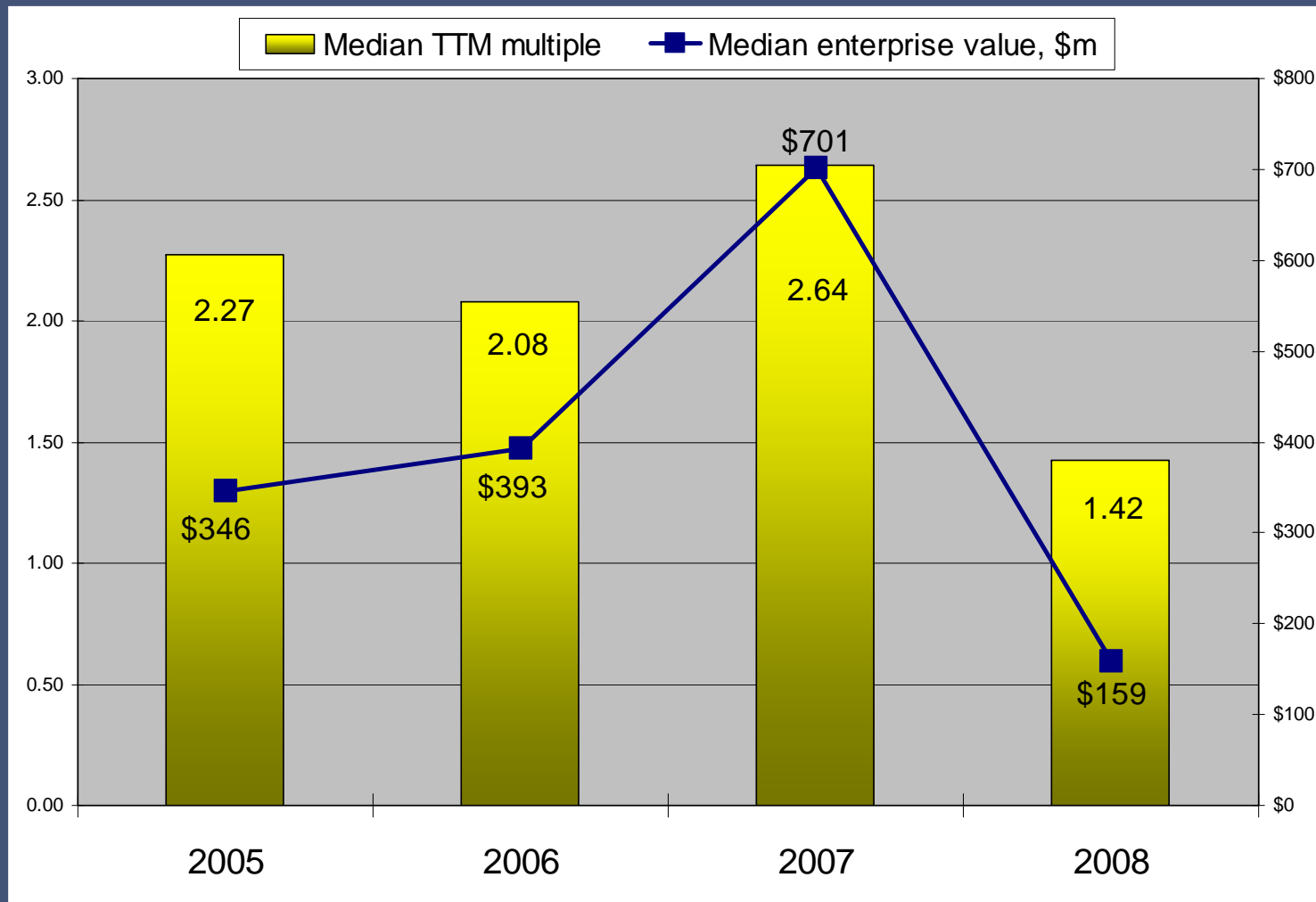
Tech M&A



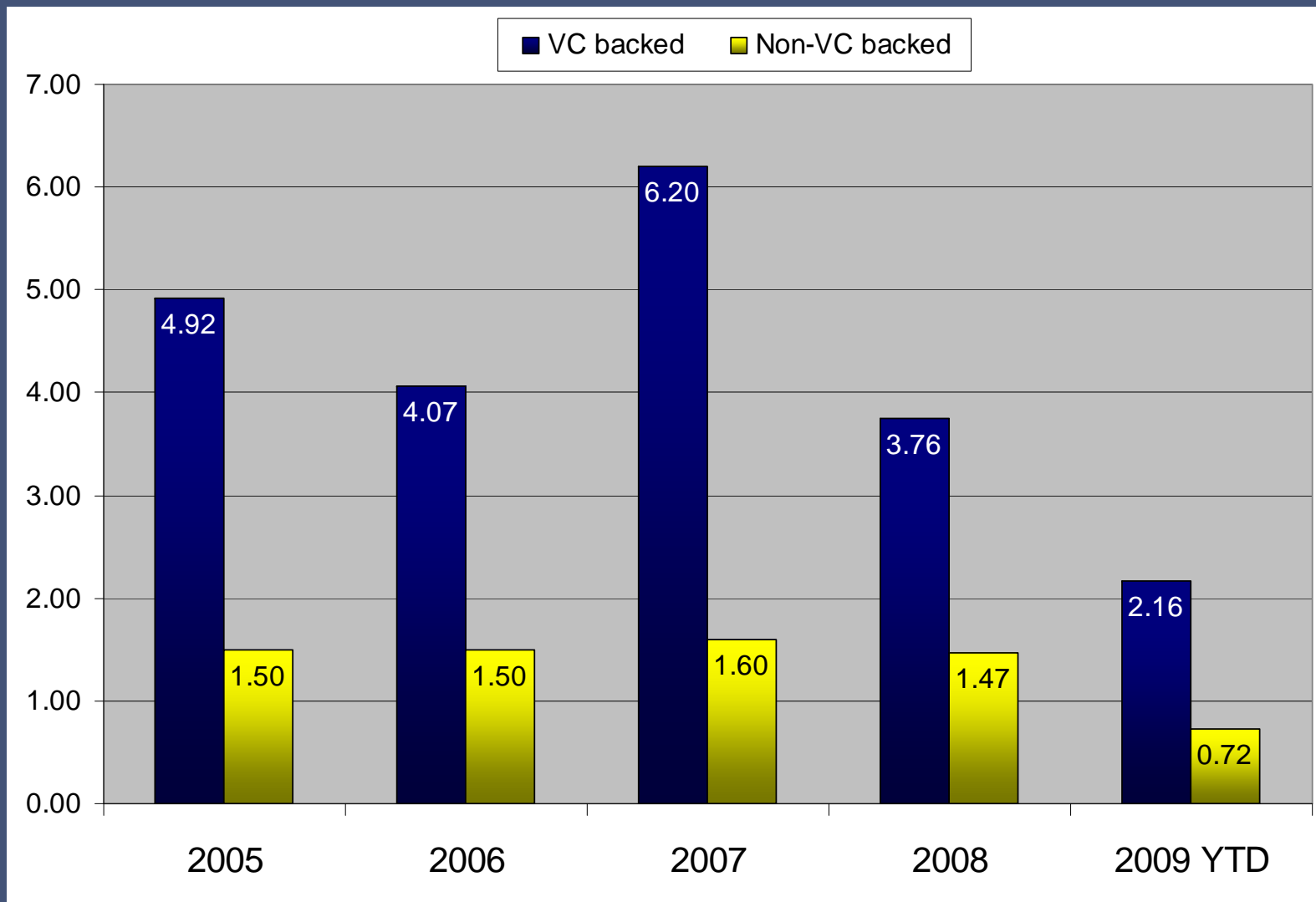
Median tech valuation



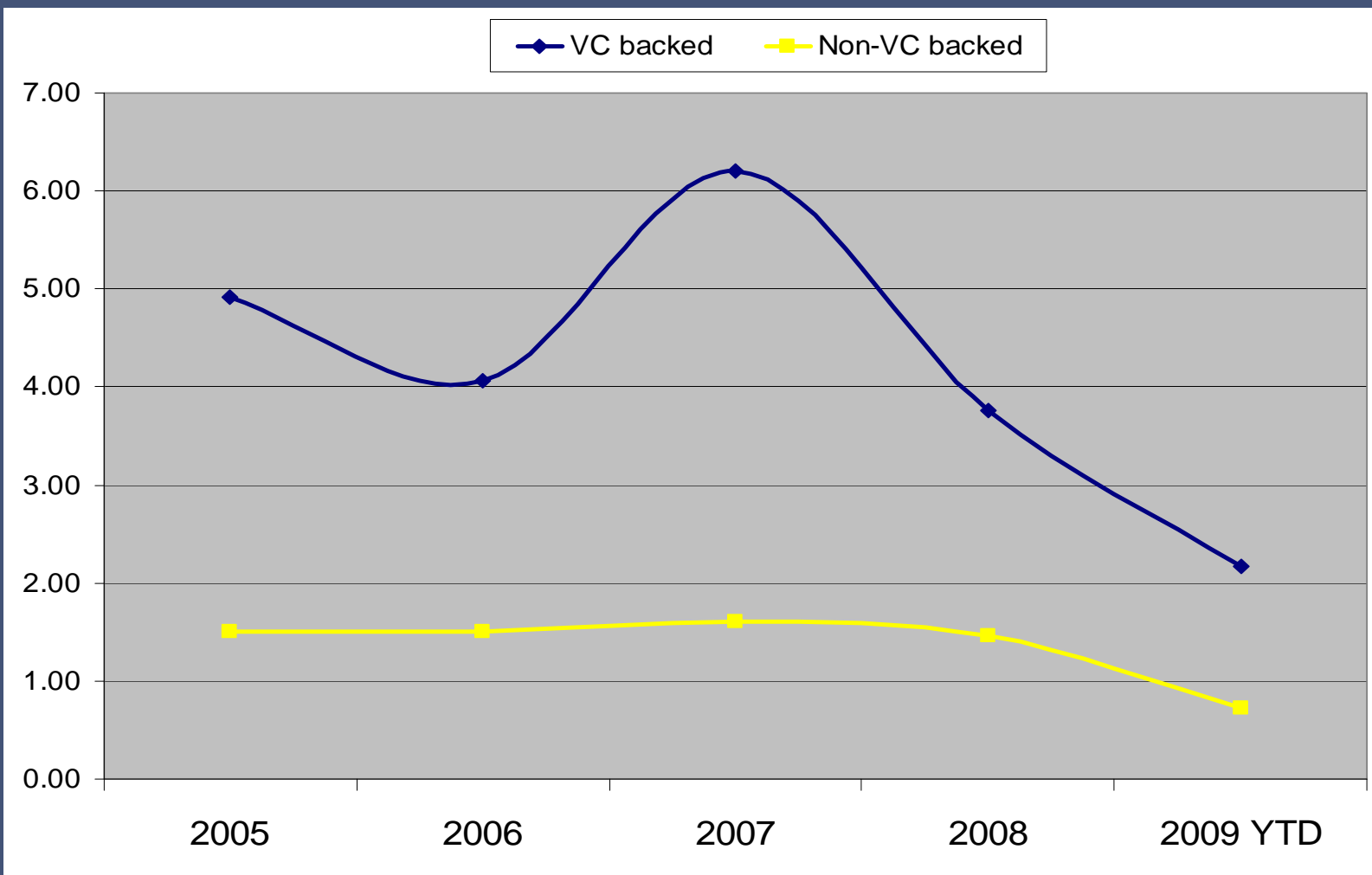
Public company M&A multiples



VC vs. Non-VC valuations

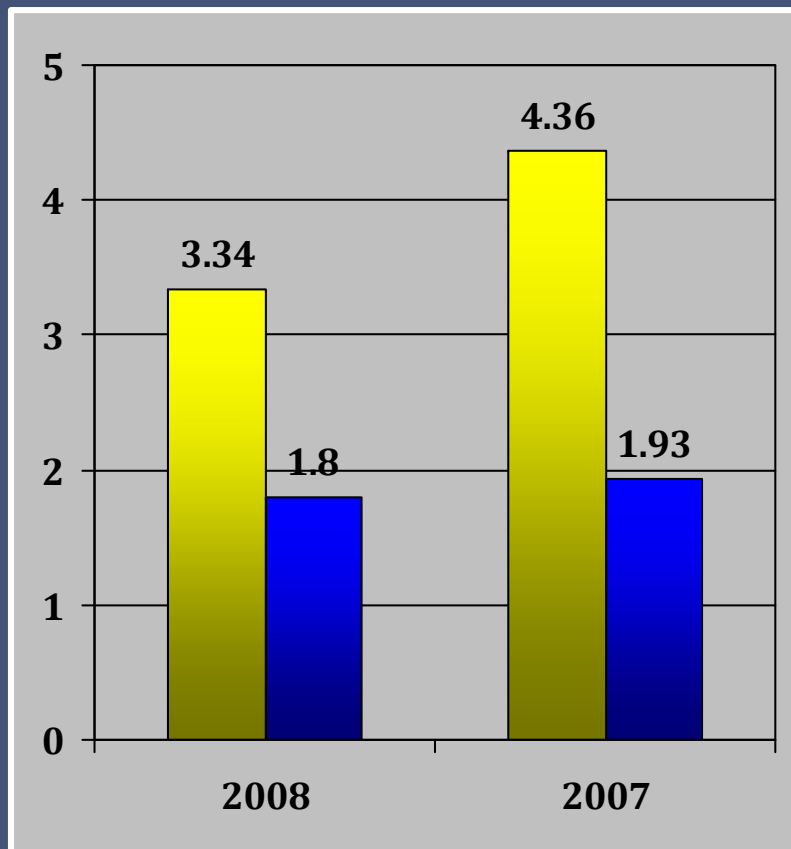


Valuation trend

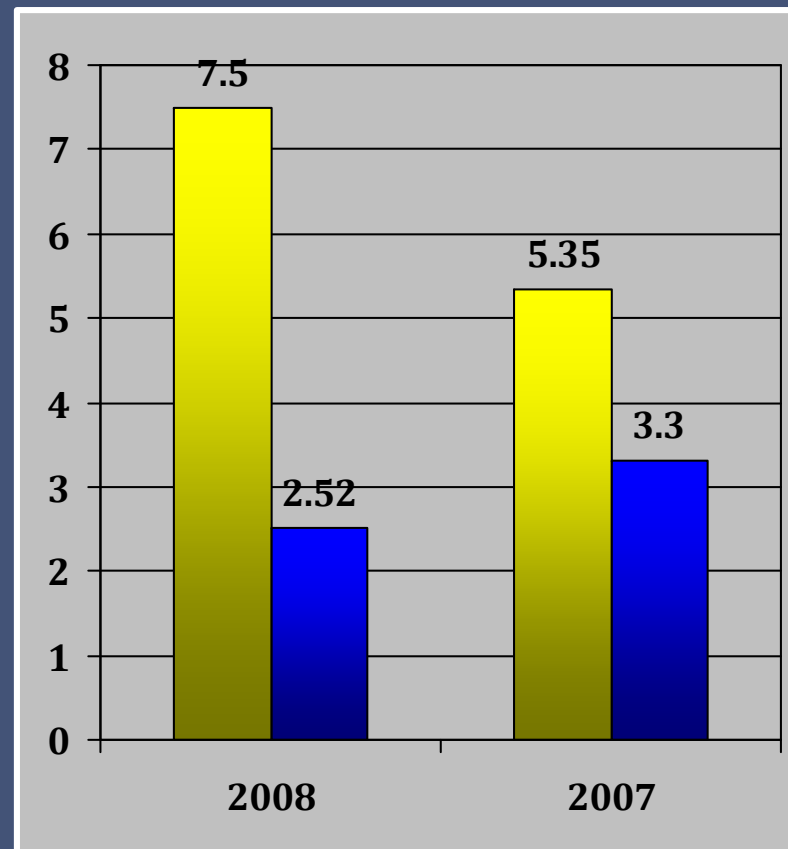


VC premium

Software



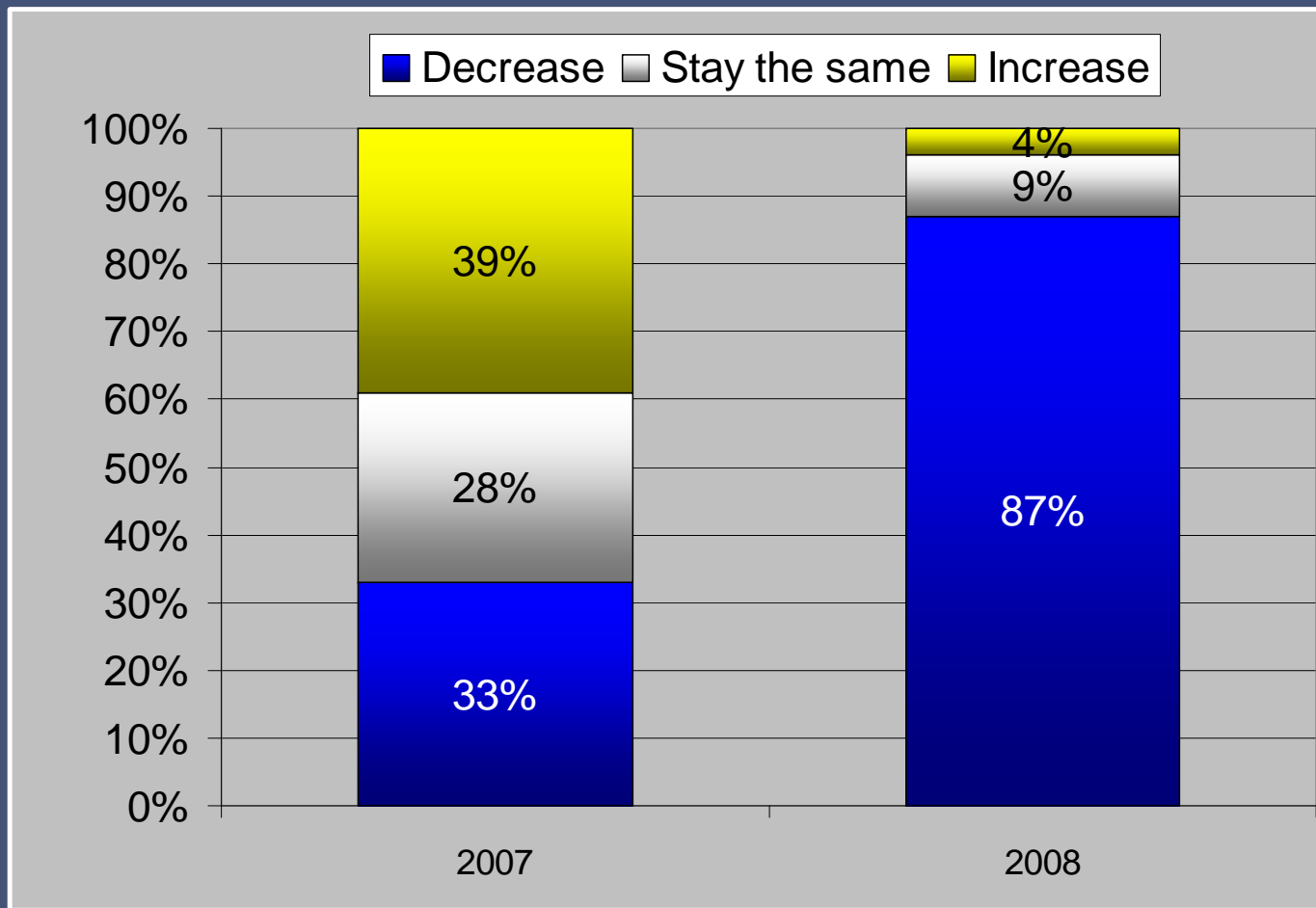
Media & Internet



■ VC-backed ■ Non VC-backed

Strategic acquirers' outlook

Expected change in private company valuations in 2009



Source: The 451 Group Tech Corpdev Outlook Survey, December 2008

The 451 Group

- ▶ **Independent technology industry analyst company**
- ▶ **Focused on “The business of enterprise IT innovation”**
- ▶ **900+ customers across ...**
 - Vendors, Investors, service-providers, end users
- ▶ **New York (HQ), Boston, London, San Francisco**
- ▶ **80+ total employees with 40+ analysts**
- ▶ **Tier 1 Research service focused on Internet infrastructure and datacenter services**
- ▶ **451 M&A KnowledgeBase**
 - Proprietary insight on key private transactions
 - More than 600 tech sectors
 - Analysis from the 451 Group