

A man in a dark suit is seen from the back, looking towards a large digital display. The display shows various financial charts, including bar graphs and line graphs, with numerical data points. The background is a blurred cityscape at night.

# Marketline

## Deals:

Introduction, User Guide, and Example Use Cases

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# Introducing our Deals Database

3

The MarketLine Deals database is a comprehensive repository providing **real-time tracking of latest M&A activity**



Sector-specific M&A tracking



Latest competitor deal activity



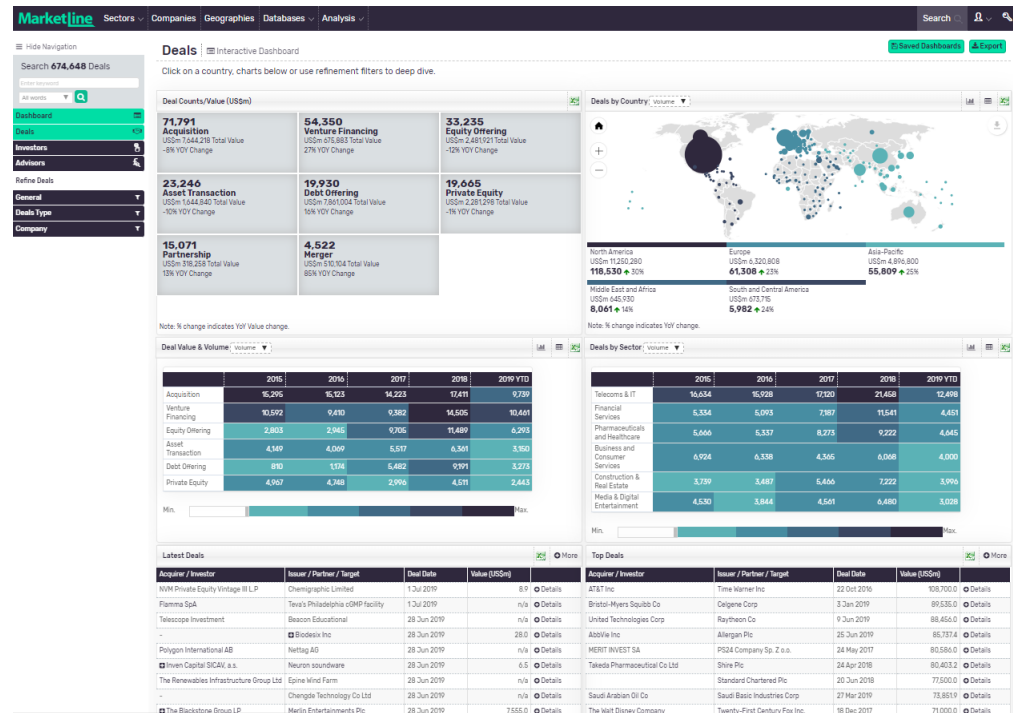
Deal value and volume trends



Analytics, league tables and detailed profiles of investor and advisors



Themes driving deal activity



**MarketLine's Deals database coverage extends to all financial deal types and sub-types across all major sectors**

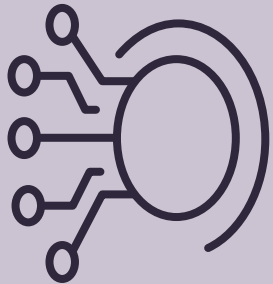
Includes acquisition, merger and assets



# Methodology – leveraging AI & machine learning for real-time tracking

We safeguard reliability and comprehensiveness by leveraging **AI/ML technologies** to track and scan thousands of sources on a **real-time basis**

## Key steps to safeguard comprehensiveness



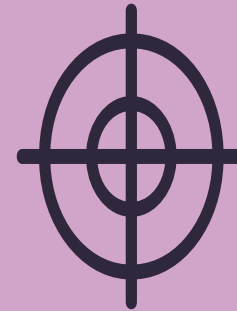
**Advance  
Crawlers/  
Automated  
Sourcing**

Web crawlers track close to **200K sources/websites** and pull relevant updates on a real-time basis



**Direct  
Submissions**

Direct submissions from advisors/ investors on a daily basis

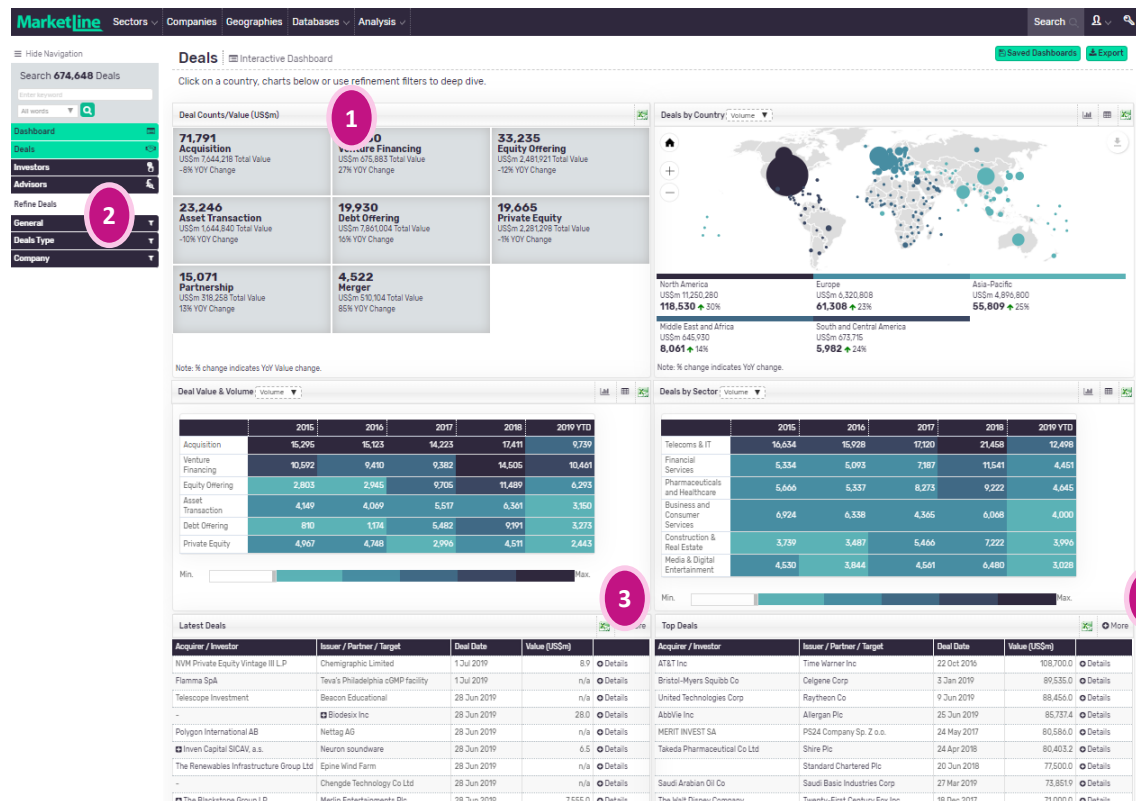


**External  
Benchmarking**

Deal-by-deal weekly benchmarking with external databases

Missing deals available in the public domain are added and relevant sources are added to regular tracking

MarketLine's Deals Database contains intelligence to help Academics, Strategy and Market/Competitive Intelligence teams monitor corporate deal activities.



- 1 Customisable and interactive dashboard enables users to quickly manipulate data. Choose to view deals by country, sector, theme.
- 2 Deep dive into specific deals, investors and advisors in order to identify potential business opportunities and de-risk investment. Clicking Dashboard or Deals enables easy switching between Dashboard and List views.
- 3 Clicking the More icon under Latest Deals or Top Deals will show the list of refined deals. Likewise clicking More under Top Venture Capital/Private Equity Investors or Top Financial/Legal Advisors brings up lists of relevant investors or advisors.

Clicking “General” in the left hand pane brings up the below screen which enables users to generate highly refined lists of deals and insights. Further refinement options are available by clicking Deals Type or Company,

**General Refinements**

**Keywords**

Find

All these words

Type words here

Exclude these words

Type words here

Within

Headline/Synopsis

**Deal Status**

- ☐ Announced
- ☐ Completed
- ☐ Planned
- ☐ Rumor
- ☐ Dead Rumor
- ☐ Filing
- ☐ Pricing
- ☐ Withdrawn
- ☐ Terminated
- ☐ Postponed
- ☐ Rejected

**Deal Rationale**

- ☐ Increase Scale/Business Expansion
- ☐ Expand Offering/Add Products
- ☐ Integration (Forward/Backward)
- ☐ Access to Resources
- ☐ Geographic Expansion
- ☐ Business Diversification
- ☐ Operational Synergy
- ☐ Access to New Customer Segment
- ☐ Business Restructuring
- ☐ Capital Raising for Acquisitions
- ☐ Capital Raising for Debt Repayment
- ☐ Capital Raising for Working Capital
- ☐ Capital Raising for Business Expansion

**Technology Theme**

Search for technology themes

- ☐ Artificial Intelligence
- ☐ Blockchain
- ☐ Connected Devices & IoT
- ☐ Digital Businesses
- ☐ Other Emerging Technologies
- ☐ Payment Technologies
- ☐ Robotics & Drones
- ☐ Security Technologies

**Vertical Industry**

Search for industry

- ☐ Construction & Real Estate
- ☐ Consumer Goods
- ☐ Energy & Utilities
- ☐ Financial Services
- ☐ Metals & Mining
- ☐ Others
- ☐ Pharmaceuticals & Healthcare
- ☐ Retail, Wholesale & Foodservice

**Geography**

Search for geography

- ☐ Asia-Pacific
- ☐ Europe
- ☐ Middle East and Africa
- ☐ South and Central America
- ☐ North America

**Time Period**

1

Intuitive and a large number of search filters across different tabs

2

Options to search on general, deal-specific and company-specific parameters

**Search filters selected on dashboard taken to deal results page and vice-versa**



The Deals Listing page is accessed by clicking the Deals button in the left hand refinements, or the more icon under Latest Deals or Top Deals on the Dashboard.

The screenshot shows the Marketline Deals Listing page. The interface includes a top navigation bar with 'Marketline' and various filters like Sectors, Companies, Geographies, Databases, and Analysis. A search bar is also present. On the left, there's a 'Hide Navigation' button and a search bar showing '674,844 Deals'. Below this is a sidebar with 'Dashboard', 'Deals', 'Investors', and 'Advisors'. The main content area is titled 'Deals' and 'Deal Results'. It features a table of deal results with columns: Announced Date, Headline, Deal Type, Value (US\$m), Acquirer / Investor, and Issuer / Partner / Target. The table lists 15 deals, with the first one being 'Jack Henry & Associates Acquires DebtFolio'. Callouts 1-4 highlight specific features: 1 points to the 'Deals' button in the left sidebar; 2 points to the 'Related Investors', 'Related Advisors', and 'Related Companies' tabs; 3 points to the 'Export' button; and 4 points to the 'Headline' column header.

Announced Date	Headline	Deal Type	Value (US\$m)	Acquirer / Investor	Issuer / Partner / Target
01 Jul 2019	Jack Henry & Associates Acquires DebtFolio (...)	Acquisition	n/a	Jack Henry & Associates Inc	Geezeo
01 Jul 2019	Y-mAbs Therapeutics Enters into Agreement ...	Partnership	n/a		Y-mAbs Therapeutics Inc
01 Jul 2019	JSW Energy Terminates Acquisition of Raigarh ...	Asset Transaction	976.95	JSW Energy Ltd	
01 Jul 2019	H.I.G. Europe Acquires Majority Stake in Metalp...	Private Equity	n/a	H.I.G. Europe	Metalprint s.r.l.
01 Jul 2019	Cembra Money Bank Acquires 100% Stake in ...	Acquisition	283.45	Cembra Money Bank AG	Cashgate AG
01 Jul 2019	Lincoln Clean Energy Acquires Wind Project in ...	Asset Transaction	n/a	Lincoln Clean Energy LLC	
01 Jul 2019	OMV Forms Partnership with Verbund	Partnership	13.64		Verbund AG
01 Jul 2019	NVM Private Equity Vintage III Invests in Chemi...	Private Equity	8.88	NVM Private Equity Vintage III LP	Chemigraphic Limited
01 Jul 2019	C&B Equipment Acquires Douglas Pump Service	Acquisition	n/a	C&B Equipment, Inc.	DOUGLAS PUMP SERVICE, INC.
01 Jul 2019	Belongtail Ltd (BelongLife) Secures USD14 Mill...	Venture Financing	14.00	IQVIA Holdings Inc	Belongtail Ltd
01 Jul 2019	Ideal Tridon Holdings Acquires ZSI-Foster (ZSI-...	Acquisition	n/a	Ideal Tridon Holdings, Inc.	ZSI-Foster, INC.
01 Jul 2019	Content Square (Contentsquare) Acquires Clic...	Acquisition	n/a	ContentSquare	ClickTale Ltd
01 Jul 2019	Greenman-Pedersen Acquires MHF Design Co...	Acquisition	n/a	Greenman-Pedersen Inc	MHF Design Consultants Inc
01 Jul 2019	Kappa Bioscience Enters into Licensing Agree...	Licensing Agreement	n/a	Kappa Bioscience AS	OptiBiotix Health Pic

- 1 Click deal headlines to access all data on individual deals
- 2 Tabs allow easy access to Related Investors/Advisors/Companies
- 3 Export function enables extraction of data to Excel
- 4 Results can be filtered by relevant criteria



# User Guide – Results Analytics

Leverage powerful analytical tools to spot investment trends



1 Results Analytics presents large volumes of deals data into charts for trend spotting and analysis.

View all deal types by geography; industry; country; trend; rationale; size; round of financing (series A, B, C etc); exits; and exit ratios.

Deep dive into detailed investor profiles to identify potential investors or partners.

Marketline Sectors Companies Geographies Databases Analysis Search

Hide Navigation

Enter keyword  
All results

Dashboard Deals Investors Advisors

### Crowdcube

Crowdcube is a peer-to-peer equity finance firm.

#### Key Facts

Total Funding	US\$m 297.17
Stage Focus	Start Up(51.85%), Growth Capital/Expansion(22.22%), Seed(19.58%), Later Stage(6.35%)
Portfolio	376
Portfolio Sector Focus	Telecoms & IT(51.61%), Media & Digital Entertainment(16.52%), Consumer Goods(13.16%), Retail, Wholesale & Foodservice(9.16%), Business and Consumer Services(4.90%), Financial Services(4.65%)
Avg. Investment	US\$m 0.71
Median Value	US\$m 0.33
Geographic Focus	United Kingdom(90.91%), Spain(6.64%), United States of America(1.05%), Ireland(0.70%), Sweden(0.35%), Australia(0.35%)
Investments	416
Avg. No. of Deals	46.00 Annually
Avg. Value	US\$m 0.72
Headquarters	United Kingdom

Note: % change indicates YoY change.

Deals Contacts Investor Trends

#### Deals

1 - 50 of 416 Deals [Export](#) Page 1 of 9 | Next Page | Go to page 1 2 3 4 5 6 7 8 9 Results

Date	Headline	Type	Value (US\$m)	Acquirer / Investor	Issuer / Partner / Target
25 Jun 2019	Fretrade Raises USD\$18 Million in Venture Funding	Venture Financing	3.18	Crowdcube Capital Ltd	Fretrade Limited
28 May 2019	DAG Global Secures USD2.6 Million in Equity Crowd Funding	Venture Financing	2.67	Crowdcube Capital Ltd	DAG Global Limited
24 May 2019	Gozney Plans to Secure USD0.63 Million in Crowd Funding	Venture Financing	0.64	Crowdcube Capital Ltd	Gozney
21 May 2019	Money Dashboard Financial Services Secures USD2.77 Million in Crowd Funding	Venture Financing	2.78	Crowdcube	Money Dashboard Financial Services Ltd
30 Apr 2019	Blanco Nino to Secure USD0.38 Million in Crowd Funding	Venture Financing	0.39		Blanco Nino Ltd.

#### Related Deals

Winchester Distillery Secures USD0.63 Million in Crowdfunding  
Fretrade Raises USD\$18 Million in Venture Funding  
Ice Wave - Rife Network Raises USD0.39 Million in Venture Funding  
DAG Global Secures USD2.6 Million in Equity Crowd Funding  
Gozney Plans to Secure USD0.63 Million in Crowd Funding  
Money Dashboard Financial Services Secures USD2.77 Million in Crowd Funding  
Nanurens Secures USD0.45 Million in Funding

[View All](#)

#### Related News

MarketsFlow returns to Crowdcube now seeking £700,000 in Funding  
Verv Surpasses £1 million in funding Through latest Crowdcube Round  
Crowdcube acquires business reporting software Supdate  
Polysolar Investment goes Live

[View All](#)

1 Key facts about the investor detailing their total funding, portfolio size and focus, average investment, geographic focus etc.

2 Investor trends, including YOY investments, active geographies and industries, help users to identify the top investors for ventures or projects.

The same tools are available for Advisors by clicking on the “Advisors” tab in the left hand pane.

# User Guide – Deals Search: Target and Acquirer Geography (1/3)

Depending on the requirement user can stay on the “Dashboard” or move to the “Deals” tab for deals listing

**Marketline** Sectors ▾ Companies Geographies Databases ▾ Analysis ▾ Search 🔍 👤 🔍

Hide Navigation

**Deals** Deals Listing

Search **709,472** Deals

Deals Listing Related Investors Related Advisors Related Companies

Results

Customized Display Export Results Analytics View Deal Definition Page 1 of 14190 | Next Page | Go to page 1 50 Results

Announced Date ▾	Headline	Deal Type ▾	Value (US\$m) ▾	Acquirer / Investor ▾	Issuer / Partner / Target ▾
30 Oct 2019	Ausmex Mining to Raise USD2.74 Million in Private Placement o...	Equity Offering	2.74		Ausmex Mining Group Ltd
30 Oct 2019	Inke Acquires Jimu	Acquisition	85.00	Inke Inc	Jimu
30 Oct 2019	Fiat Chrysler Automobiles (FCA) May Merge with Groupe PSA	Merger	n/a		✚ Fiat Chrysler Automobiles NV
30 Oct 2019	Weightmans Acquires Business and Assets of Watson Burton	Asset Transaction	n/a	Weightmans LLP	
30 Oct 2019	ShareGrid Acquires BorrowFox	Acquisition	n/a	ShareGrid, Inc.	BorrowFox Ltd
30 Oct 2019	BBA Aviation Prices USD650 Million Offering of 4% Senior Unse...	Debt Offering	650.00		BBA Aviation plc

Dashboard Deals Investors Advisors

Refine Deals

General ▾ Deals Type ▾ Company ▾

https://advantage.marketline.com/Deals/Dealslisting

# User Guide – Deals Search: Target and Acquirer Geography (2/3)

The “Deal Geography” filter in the “General” tab refers to the target geography

The screenshot displays the Marketline Deals search interface. The top navigation bar includes the Marketline logo and tabs for Sectors, Companies, Geographies, Databases, and Analysis. A search bar on the right contains the text "Search" and a magnifying glass icon. Below the navigation bar, the "Deals" section is active, showing a "Deals Listing" tab. The left sidebar contains a "Search 709,472 Deals" section with a keyword input field and a search button. Below this is a "Refine Deals" section with tabs for General, Deals Type, and Company. The "General" tab is selected, and a pink callout bubble points to it with the text "General tab". The main content area is titled "General Refinements" and contains several filter sections: "Keywords" with a "Find" dropdown and input field, and an "Exclude these words" section; "Deal Status" with a list of checkboxes including Announced, Completed, Planned, Rumor, Dead Rumor, Filing, Pricing, Withdrawn, Terminated, Postponed, and Rejected; "Deal Rationale" with a list of checkboxes including Increase Scale/Business Expansion, Expand Offering/Add Products, Integration (Forward/Backward), Access to Resources, Geographic Expansion, Business Diversification, Operational Synergy, Access to New Customer Segment, Business Restructuring, Capital Raising for Acquisitions, and Capital Raising for Debt Repayment; "Industry" with a search input field and a list of checkboxes including Aerospace and Defense, Agriculture and Forestry, Automotive, Business and Consumer Services, Chemicals, and Construction & Real Estate; "Deals Geography" with a search input field and a list of checkboxes including Asia-Pacific, Europe, Middle East and Africa, South and Central America, and North America; and a "Deal Value (US\$m)" section with a "Select a range:" dropdown and a "Between" date range selector. A pink callout bubble points to the "Deals Geography" section with the text "User can choose the geography which refers to the target location".

Marketline

Sectors ▾ Companies Geographies Databases ▾ Analysis ▾ Search 🔍

Deals Deals Listing

Deals Listing Related Investors Related Advisors Related Companies

General Refinements

Keywords

Find

All these words ▾

Type words here

Exclude these words

Type words here

Within

Headline/Synopsis ▾

Deal Status

☐ Announced

☐ Completed

☐ Planned

☐ Rumor

☐ Dead Rumor

☐ Filing

☐ Pricing

☐ Withdrawn

☐ Terminated

☐ Postponed

☐ Rejected

Deal Rationale

☐ Increase Scale/Business Expansion

☐ Expand Offering/Add Products

☐ Integration (Forward/Backward)

☐ Access to Resources

☐ Geographic Expansion

☐ Business Diversification

☐ Operational Synergy

☐ Access to New Customer Segment

☐ Business Restructuring

☐ Capital Raising for Acquisitions

☐ Capital Raising for Debt Repayment

Industry

Search for industry

☐ Aerospace and Defense

☐ Agriculture and Forestry

☐ Automotive

☐ Business and Consumer Services

☐ Chemicals

☐ Construction & Real Estate

Deals Geography

Search for geography

☐ Asia-Pacific

☐ Europe

☐ Middle East and Africa

☐ South and Central America

☐ North America

Select a range: --select-- ▾

or

Between from and to

Deal Value (US\$m)

General tab

User can choose the geography which refers to the target location

<https://advantage.marketline.com/Deals/Dealslisting>

The “Participant Role” and “Company Headquarter” filters can be selected as per the requirement

The screenshot displays the Marketline Deals Listing interface. The top navigation bar includes 'Marketline', 'Sectors', 'Companies', 'Geographies', 'Databases', 'Analysis', 'Search', and a user profile icon. The left sidebar shows a search bar with '709,472 Deals' and a list of navigation items: Dashboard, Deals, Investors, Advisors, and a 'Refine Deals' section with General, Deals Type, and Company tabs. The main content area is titled 'Deals' and includes tabs for 'Deals Listing', 'Related Investors', 'Related Advisors', and 'Related Companies'. Below these are 'Company Refinements' for Company Attributes, Financials, and Valuation Metrics. The 'Company Attributes' section includes fields for Company Name, a checkbox for 'Include Subsidiaries', and sliders for Revenue (US\$m) and Employees. The 'Financials' section includes sliders for Operating Profit (US\$m), Net Income (US\$m), and Total Assets (US\$m). The 'Valuation Metrics' section includes checkboxes for Market Cap (US\$m), Enterprise Value (US\$m), Diluted EPS (US\$m), P/E Ratio, EV/EBITDA, and P/B Ratio. The 'Company Headquarter' section includes a search bar and checkboxes for Asia-Pacific, Europe, Middle East and Africa, South and Central America, and North America. The 'Participant Role' section includes a dropdown menu set to 'Any'. Annotations highlight the 'Company' tab, the 'Participant Role' dropdown, the 'Company Headquarter' section, and the 'Show Results' button.

**Company tab**

**Participant Role**  
Any

**Company Headquarter**  
Search for Headquarter

☐ Asia-Pacific  
☐ Europe  
☐ Middle East and Africa  
☐ South and Central America  
☐ North America

**Valuation Metrics**  
All

☒ Market Cap (US\$m)  
☒ Enterprise Value (US\$m)  
☒ Diluted EPS (US\$m)  
☒ P/E Ratio  
☒ EV/EBITDA  
☒ P/B Ratio

**Financials**  
Operating Profit (US\$m)  
1 100,000  
Net Income (US\$m)  
1 100,000  
Total Assets (US\$m)  
1 100,000

**Company Attributes**  
Company Name  
Type words here  
☐ Include Subsidiaries  
Revenue (US\$m)  
1 100,000  
Employees

**Show Results**

User can select the geography of the selected role

User can apply the acquire role here

After applying the results user can click on “Show Results”

<https://advantage.marketline.com/Deals/Dealslisting>

# Deals Use Case: Competitor Investment in Mexico

**Objective** A global alcoholic beverage company wants to look at its competitors investments in Mexico

**Search Process** Select alcoholic beverage industry under general search and select Mexico in geography. Select M&A in deal type; in result deal page, select investors

Deals Listing

Related Investors

Related Advisors

Related Companies

Refinements

Alcoholic Beverages


X

Mexico

X

Mergers & Acquisitions

X

 Investors related to deal results

1 - 12 of 13 investors

Customise Display

Export

Page 1 of 1

Go to page

1

50

Results

Company Name	Country	M&A vol	M&A (US\$m)	Total Deal Vol	Total Deal Value (US\$m)
Diageo Plc	United Kingdom	5	408.00	5	408.00
Constellation Brands Inc	United States of America	3	900.00	3	900.00
Bodega Las Copas S.L.	Spain	2	86.85	2	86.85
Amber Beverage Group Ltd	Latvia	1		1	
Anheuser-Busch InBev NV/SA	Belgium	1	20,100.00	1	20,100.00
Bepensa SA de CV	Mexico	1		1	
Brown-Forman Corp	United States of America	1		1	
Circle K Stores Inc	United States of America	1		1	
Colorado Spirits Importers, LLC	United States of America	1		1	
Combs Wine & Spirits	United States of America	1		1	

- User can export the results in excel for further analysis
- Customize display option allows users to add more column to the current table
- Total deal value and volume numbers are clickable and user can see individual deals contributing to these numbers by clicking on them

# Deals Use Case: Find Legal Advisor With Sector Experience

15

**Objective** A company is looking for a target in the foodservice industry in India and wants to engage an experienced legal advisor

**Search Process** Select foodservice as industry and select India in geography. On deal results page, click the advisors tab to get relevant advisors

Deals Listing

Related Investors

Related Advisors

Related Companies

Refinements

Foodservice

India

Advisors related to deal results

1 - 50 of 89 advisors

Customise Display

Export

Page 1 of 2 | Next Page | Go to page 1

50

Results

Company Name	Advisor type	Country	M&A vol	M&A (US\$m)	Capital Raising (US\$m)	Capital Raisings vol	Total Deal Vol	Total Deal Value (US\$m)
Kotak Mahindra Capital Company	Financial	India			511.20	7	7	511.20
ICICI Securities Ltd	Financial	India	1	32.08	94.21	4	5	126.29
AZB & Partners	Legal	India	2	850.00	150.00	1	4	1,000.00
Centrum Capital Limited	Financial	India			178.28	4	4	178.28
J Sagar Associates	Legal	India	4	52.78			4	52.78
Lodha Capital Markets	Financial	India	1		44.98	3	4	44.98
Yes Bank Ltd	Financial	India	1	17.73	230.39	3	4	248.13
Avendus Capital Private Limited	Financial	India	1	146.50	75.00	2	3	221.50
Dua Associates	Legal	India	1	800.00			3	800.00
Edelweiss Financial Services Ltd	Financial	India			355.50	3	3	355.50
JM Financial Institutional Securities Limited	Financial	India	1	107.81		2	3	107.81
Shardul Amarchand Mangaldas & Co	Legal	India	1	77.95	11.30	1	2	89.25
Amarchand & Mangaldas & Suresh A. Shroff & Co	Legal	India	1	70.94	31.84	1	2	102.78

- Clicking on total deal volume/value will take user to the list if deals advised by advisor, as per selected criteria
- Clicking on advisor name will take user to detailed advisor profile



# Deals Use Case: Identify Target Companies in Sectors / Countries

16

**Objective** A MarketLine user at a consumer company wants to see potential Foodservice acquisition target in Asia-Pacific

**Search Process** Under general search, select rumor and dead rumour. Under deal status; select desired industry and geography. Post selection, go to related companies tab on deals to see potential targets

Deals Listing

Related Investors

Related Advisors

Related Companies

Refinements

Foodservice

Asia-Pacific

Rumor

Dead Rumor

Target Companies related to deal results

1 - 50 of 121 companies

Export

Page 1 of 3 | Next Page | Go to page 1

Company Name	Last Deal Date	Last Deal Type	Last Deal Value (US\$m)	HQ Location	Last Investor
Casa2 Stays Private Limited	18-Oct-2018	Merger	n/a	India	
Ruptub Solutions Pvt Ltd	18-Oct-2018	Merger	n/a	India	
Food Vista India Pvt Ltd	08-Oct-2018	Private Equity	75.00	India	Kedaara Capital ...
Bundl Technologies Pvt Ltd	04-Sep-2018	Equity Offering	n/a	India	Tencent Holdings L...
Yum China Holdings Inc	28-Aug-2018	Private Equity	n/a	China	China Investme...
Ele.me	07-Aug-2018	Private Equity	5,000.00	China	Vision Fund;
AMRI Hospitals Ltd	02-Aug-2018	Acquisition	146.50	India	Manipal Health Ent...
Thalappakatti Hotels Private Limited	12-Jun-2018	Private Equity	n/a	India	Multiples Alternate ...
Zomato Media Private Limited	17-May-2018	Equity Offering	400.00	India	SoftBank Group Co...
Voila F9 Gourmet LLP	16-Feb-2018	Acquisition	n/a	India	
Yumlok	14-Jan-2018	Venture Financing	1.00	India	

- Assumption is that as these companies are already part of a rumoured deal, they are likely up for sale
- User can click on the name of a company to see its profile and deals it was involved in

# Deals Use Case: Chinese Companies with M&A Activity in Africa. <sup>14</sup>

## Objective

A mining company wants to look at Chinese companies' M&A activity trend in Africa

## Search Process

Select geography as Africa (in general filter); select participant role as acquirer and headquarter location as China in Company filter; click on result analytics and then M&A tab



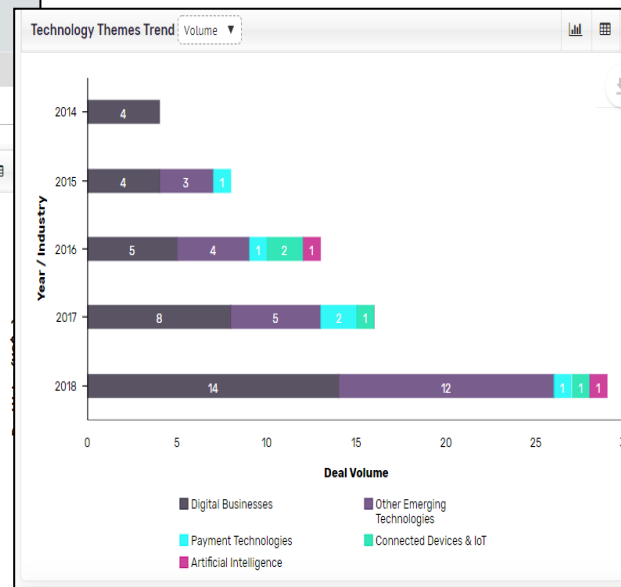
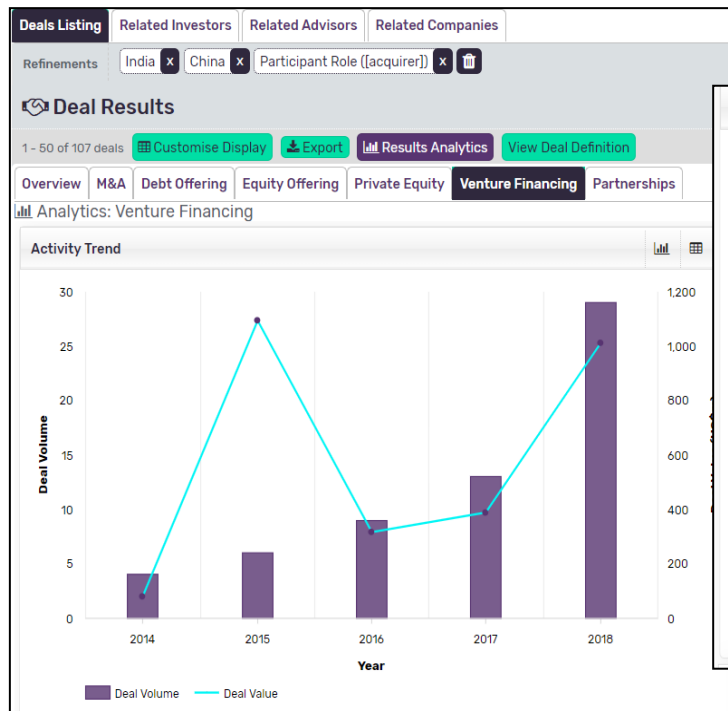
- Activity trend chart reflects overall value/volume of M&A activities by Chinese companies in African mining sector
- Additionally, user can see industry trend chart, reflecting key commodities driving Chinese M&A activity in the region
- Total activity and industry chart numbers might not match due to multiple commodities tagged to single deal

## Objective

A consulting company is looking at trend around Chinese Investor investing into Indian startups

## Search Process

Select India in geography under general filter; under company filter, select acquirer under participant role and China under headquarter; select venture financing under deal type



- Venture financing tab on result analytics page will offer trends around Chinese investors investments in Indian start-ups
- E.g. activity trend chart will offer a view on overall deal value and volume, whereas, technology theme trend chart will suggest the key technologies that Chinese companies are investing in (in India)

# Deals Use Case: Private Companies Acquiring Public Companies <sup>19</sup>

Objective	A Professional Services company wants to look at private companies acquiring public companies
Search Process	On deal type filter, select private in acquirer role and public in target role and M&A under deal type; see deals page

Refinements						Create Alert Save Search	
Mergers & Acquisitions x Target (Public) x Acquirer (Private) x							
Deal Results							
1 - 50 of 408 deals						Customise Display Export Results Analytics View Deal Definition	
Page 1 of 9   Next Page   Go to page 1 50 Results							
Date	Headline	Type	Value (US\$m)	Acquirer / Investor	Issuer / Partner / Target		
11/1/2018	Beijing Donia Resources Sells Common S...	Acquisition	0.62		Golden Share Resources Corp;		
10/17/2018	New Zealand Steel Acquires 15.8% Stake i...	Acquisition	30.17	New Zealand Steel Limited;	Steel & Tube Holdings Limited;		
10/10/2018	Cresco Labs to Acquire Randsburg Intern...	Acquisition	0.65	Cresco Labs, LLC	Randsburg International Gold Corporatio		
9/27/2018	Best Decade Holdings Acquires 100% Sta...	Acquisition	564.86	Best Decade Holdings Limited	Delong Holdings Limited;		
9/18/2018	Virtus Mining to Acquire Aldridge Minerals	Acquisition	39.82	Virtus Mining Ltd.	Aldridge Minerals Inc;		
9/18/2018	Vertigol Unlimited to Acquire 3% Stake in ...	Acquisition	14.25	Vertigol Unlimited Company	Mountain Province Diamonds Inc;		
9/17/2018	Imperial Metals Plans to Sell its Stake	Acquisition	n/a		Imperial Metals Corporation;		
9/12/2018	New Gold May Sell Itself	Acquisition	n/a		New Gold Inc;		
8/30/2018	Yueda Capital Acquires 51.34% Stake in Y...	Acquisition	55.41	Yueda Capital (HK) Limited	Yue Da Mining Holdings Limited;		
8/22/2018	Black Mountain Metals Withdraws to Acqu...	Acquisition	48.66	Black Mountain Metals LLC	Poseidon Nickel Ltd;		
7/30/2018	Ruby Hollow and 321888 to Acquire Stake...	Acquisition	4.50	Ruby Hollow LLC	Chief Consolidated Mining;		

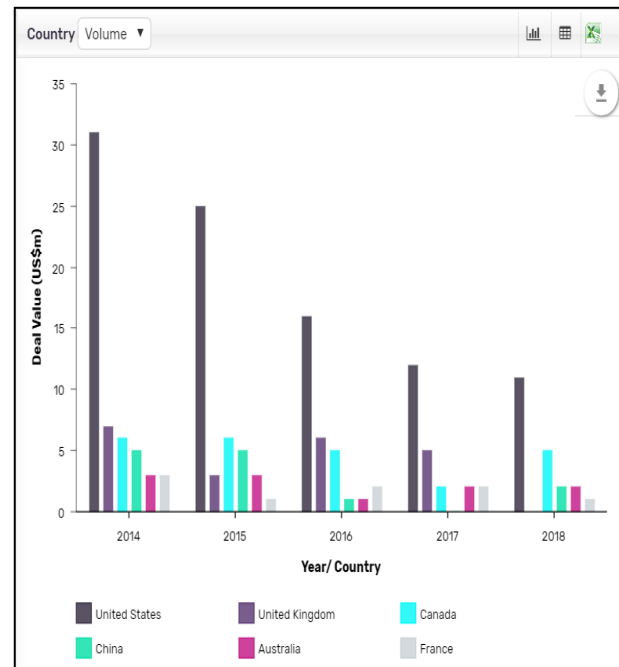
- Clicking on a deal headline will take user to the deal page, where more details on the selected deal is available
- User can also sort the result page by deal value

## Objective

Find trends around M&A where shares are used as consideration

## Search Process

Select share as mode of payments in deal type search; select M&A in deal type



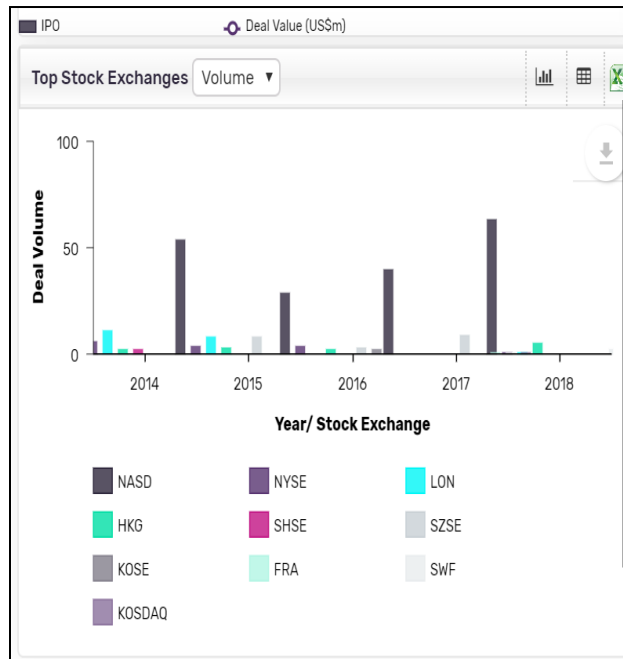
- After selecting desired parameters, user can see overall M&A value and volume trend in activity trend chart
- Also, in country chart, user can see further break-down of deal activity by country; E.g. we can clearly observe from the adjacent country chart that the US has higher M&A deals with “shares” being used as payment mode, as compared with other countries

## Objective

A researcher is looking into the most preferred stock exchanges

## Search Process

Select IPO in deal type; under result analytics, select equity offering tab and see bottom chart on "Top Stock Exchanges"



Deal Value (US\$m)

Top Stock Exchanges Volume

Year/ Stock Exchange	NASD	NYSE	LON	HKG	SHSE	SZSE	KOSE	FRA	SWF	KOSDAQ
2014	78	6	11	2	2	-	-	-	-	-
2015	54	4	8	3	-	8	-	-	-	-
2016	29	4	-	2	-	3	2	-	-	-
2017	40	-	-	-	-	9	-	1	1	1
2018	63	1	1	5	-	-	-	-	2	-

- User has both chart and table view available on UI, as reflected in the adjacent screenshots
- Users can also download data in excel and perform further analysis

# Deals Use Case: Debt Offering Interest Rate Trends

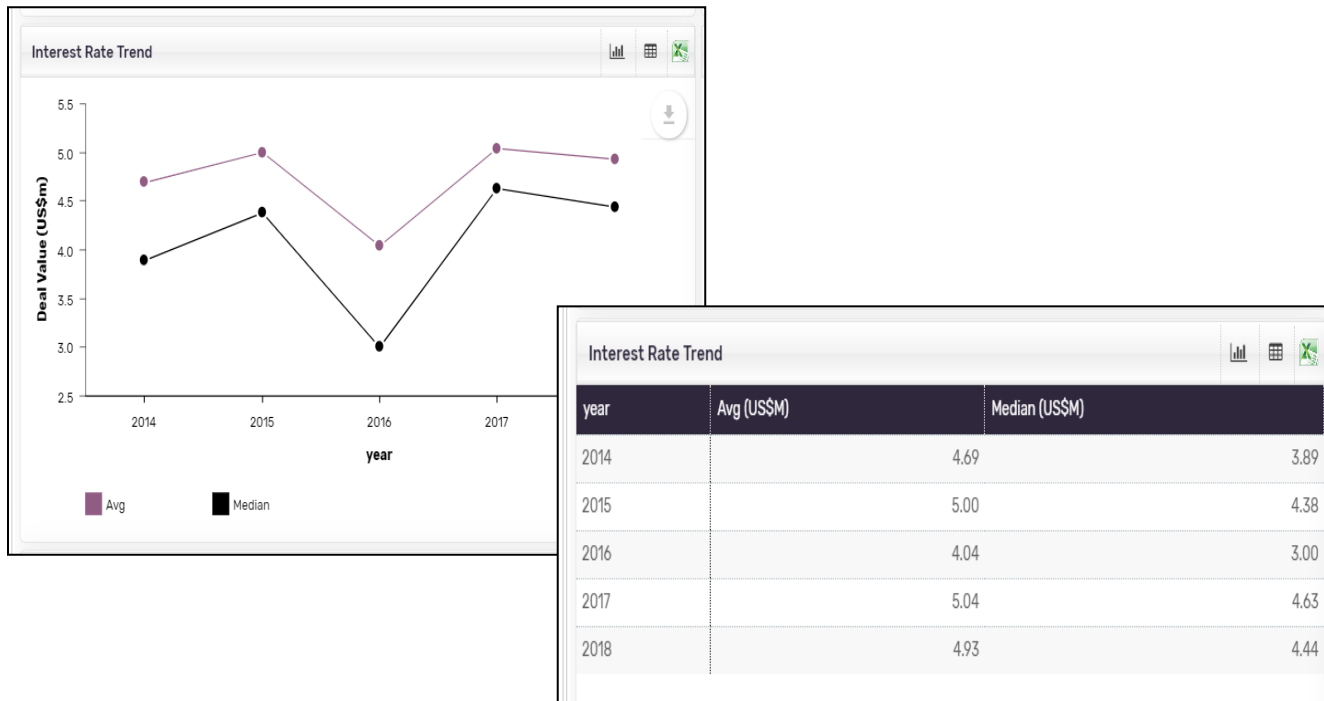
22

## Objective

Corporate finance client is looking at interest rates trend in debt markets

## Search Process

Select debt offering in deal type. on result analytics page, select debt offering tab; there is a chart on interest rate trend



- User has both chart and table view available on UI, as reflected in the adjacent screenshots
- User can further see the interest rates by country by selecting geography under general search



# Deals Use Case: Competitor Advisors

**Objective**      **An advisor is looking at competitor advisors in industry**

**Search Process**      Select geography advisor is interested in; select related advisor in deal result page

Deals Listing

Related Investors

Related Advisors

Related Companies

Refinements

North America

X

Advisors related to deal results

1 - 50 of 2065 advisors

Export

Page 1 of 42 | Next Page | Go to page 1

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Results

Company Name	Advisor type	Country	M&A vol	M&A (US\$m)	Capital Raising (US\$m)	Capital Raisings vol	Total Deal Vol	Total Deal Value (US\$m)
J.P. Morgan Securities LLC	Financial	United States of America	73	207,831.55	479,020.64	1515	1593	686,852.19
Citigroup Global Markets Inc	Financial	United States of America	16	26,739.40	423,331.53	1387	1405	450,070.93
Bank of America Wealth Management	Financial	United States of America	67	205,720.92	110,302.95	1052	1122	316,023.87
Kaufman, Hall & Associates, LLC	Financial	United States of America			18,358.06	1005	1006	18,358.06
The Goldman Sachs Group Inc	Financial	United States of America	113	758,097.20	361,076.18	792	911	1,119,173.38
Morgan Stanley	Financial	United States of America	67	284,825.17	211,030.84	707	787	495,856.01
Merrill Lynch, Pierce, Fenner & Smith Inc	Financial	United States of America	1	15,653.00	378,929.88	730	733	394,582.88
Piper Jaffray Companies	Financial	United States of America	28	7,195.72	38,460.78	702	730	45,656.50
Cowen and Company, LLC	Financial	United States of America	29	18,920.17	64,706.02	627	660	83,626.19
Cooley LLP	Legal	United States of America	80	73,723.40	44,488.47	543	633	118,211.87

- Clicking on advisor name will take user to detailed advisor profile
- The page provides details on geographic and sectorial breakdown of selected advisor activities, along with other relevant details

# Deals Use Case: Identify Attractive Segments

24

## Objective

An investor is looking at most attractive tech segment in India

## Search Process

Select India under geography. On result analytics page, look at the industry trend chart under overview



Industry Trend: Volume						
Year / Industry	Digital Businesses	Other Emerging Technologies	Payment Technologies	Artificial Intelligence	Connected Devices & IoT	Security Technologies
2014	351	187	39	13	22	
2015	850	315	81	34	25	
2016	758	375	46	50	38	
2017	480	284	50	48	39	
2018	404	405	36	47	31	

- Clicking on any stack takes user to a deal listing page, comprising all deals that contributed to the selected stack
- Table and excel download functionalities are similar to other charts

# Deals Use Case: Mega Pharma Deals

25

## Objective

User wants to see mega (>USD1bn) M&A deals in 2018 in Pharma

## Search Process

Select more than \$1bn in deal value and 2018 time period under general search, and select M&A under deal type and see deal results

Deals Listing						
Related Investors						
Related Advisors						
Related Companies						
Refinements						
1-Jan-2018 To 2-Nov-2018 x Deal Value (US\$m) (Min 952.03) x						
Create Alert Save Search						
Deal Results						
1 - 50 of 119 deals Customize Display Export Results Analytics						
Page 1 of 3   Next Page   Go to page 1 50 Results						
Date	Headline	Type	Value (US\$m)	Acquirer / Investor	Issuer / Partner / Target	
24 Apr 2018	Takeda Pharma to Acquire Shire	Acquisition	80,403.20	Takeda Pharmaceutical...	Shire Plc	
08 Mar 2018	Cigna Receives United States Department of Justice Approval to Acquire Express Scr...	Acquisition	67,000.00	Cigna Corp	Express Scripts Holding Co	
21 May 2018	Takeda Pharma to Raise up to USD20 Billion in Private Placement of Bonds	Debt Offering	20,000.00		Takeda Pharmaceutical C...	
03 Feb 2018	Nektar Therapeutics May Sell Itself	Acquisition	15,000.00		Nektar Therapeutics	
27 Mar 2018	GlaxoSmithKline Acquires Remaining 36.5% Stake in GlaxoSmithKline Consumer Heal...	Acquisition	13,000.00	GlaxoSmithKline Plc	GlaxoSmithkline Consum...	
22 Jan 2018	Sanofi Acquires Bioverativ for USD11.5 Billion in Tender Offer	Acquisition	11,500.00	Sanofi	Bioverativ Inc	
21 Jan 2018	Celgene Acquires Juno Therapeutics for USD9 Billion	Acquisition	9,000.00	Celgene Corp	Juno Therapeutics Inc	
09 Apr 2018	Novartis Acquires AveXis for USD8.7 Billion	Acquisition	8,700.00	Novartis AG	AveXis Inc	
07 Jan 2018	Celgene Acquires Impact Biomedicines for up to USD7 Billion	Acquisition	7,000.00	Celgene Corp	Impact Biomedicines Inc	
03 Jun 2018	Bayer Plans to Raise USD7 Billion in Rights Offering of Shares	Equity Offering	6,993.72		Bayer AG	
07 Mar 2018	Eisai Enters into Co-Development and Co-Commercialization Agreement with Merck	Partnership	5,755.00		Merck & Co Inc	
27 Aug 2018	Affirmed to Enter into Co-Development Agreement with Genentech	Partnership	5,096.00		Genentech Inc	
03 Apr 2018	Allergan May Divest its Women's Health Business	Private Equity	5,000.00			

- Clicking on deal headline will take user to the deal page, where more details on the selected deal is available
- Also, clicking on acquirer or target's name will take user to their profile page

# Deals Use Case: Legal Advisors in Japan

## Objective

User wants to identify legal advisors for a potential acquisition in Japan

## Search Process

Go to advisor tab; in general search, select M&A as deal type, legal advisor as advisor type and Japan under geography; click on show results

**Advisor Results**

Refinements: Japan x Mergers & Acquisitions x Advisor Type (Legal Advisor) x

1 - 30 of 46 advisors [Export](#) Page 1 of 1 | Go to page 1 [50](#) Results

Company Name	Advisor Type	Country	M&A vol	M&A (US\$m)	Capital Raising Vol	Capital Raising (US\$m)	Deal & Alliances Vol	Deal & Alliances (US\$m)	Benchmark
Shearman & Sterling LLP	Legal	United States of America	2	395.29			2	395.29	
Covington & Burling LLP	Legal	United States of America	2	1,030.00			2	1,030.00	
Cravath, Swaine & Moore LLP	Legal	United States of America	2	6,000.00			2	6,000.00	
Debevoise & Plimpton LLP	Legal	United States of America	2	404.42			2	404.42	
Goodwin Procter LLP	Legal	United States of America	2	882.00			2	882.00	
Mori Hamada & Matsumoto	Legal								
Nishimura & Asahi	Legal								
Slaughter and May	Legal								
Sullivan & Cromwell LLP	Legal								
Accura Advokataktieselskab	Legal								
Allen & Overy LLP	Legal								
Ashurst LLP	Legal								
Bredin Prat & Associates	Legal								

**Benchmark Results** [Export](#)

Metric	Mori Hamada & Matsumoto	Cravath, Swaine & Moore LLP
Headquarters	Japan	United States of America
Website	<a href="http://www.mhmjapan.com">www.mhmjapan.com</a>	<a href="http://www.cravath.com">www.cravath.com</a>
Founded		2002
Deal Type Focus	Acquisition(50%), Asset Transaction(25%), Debt Offering(25%)	Acquisition(58%), Debt Offering(20%), Asset Transaction(7%), Equity Offering(7%), Private Equity(5%), Merger(1%)
Industry Focus	Metabolic Disorders(18.18%), Central Nervous System(13.64%), Gastrointestinal(13.64%), Immunology(13.64%), Dermatology(9.09%), Oncology(9.09%), Respiratory(9.09%), Cardiovascular(4.55%), Genetic Disorders(4.55%), Genito Urinary System and Sex Hormones(4.55%)	Central Nervous System(16.67%), Infectious Disease(12.07%), Immunology(11.49%), Oncology(11.49%), Dermatology(10.34%), Cardiovascular(9.20%), Ophthalmology(8.05%), Respiratory(8.05%), Metabolic Disorders(6.32%), Musculoskeletal Disorders(6.32%)
Sub-Type Focus	100% Acquisition(66.67%), Public Offering(33.33%)	100% Acquisition(51.47%), Public Offering(17.65%), Majority Acquisition(10.29%), Institutional Buy-Out(4.41%), Private Placement(4.41%), Secondary Offering(4.41%), Minority Acquisition(2.94%), Going Private(1.47%), IPO(1.47%), Rights Offering(1.47%)
Total Investment Value (US\$m)	\$ 81,403.36	\$ 387,265.2
Average Investment Value (US\$m)	\$ 20,350.84	\$ 5,233.31

- By clicking on advisor tab on dashboard, user can directly define criteria and find relevant advisor names, without going to deal listing page
- User can select multiple advisors and benchmark them on deal type, industry focus, etc.

## Objective

**A North America-based travel services start-up is looking to identify potential VC investors**

## Search Process

Go to investor tab; in general search, select travel services in industry, North America in Geography, Venture Finance in investor type, and start-up in stage of investment

Investor Results									
Refinements: Travel Services x North America x Investor Type (Venture Finance) x Stage of Investment (Startup) x									
1 - 50 of 55 investors <a href="#">Export</a> Page 1 of 2   Next Page   Go to page 1 50 Results									
Company Name	Investor Type	Country	Investment Vol	Investment Activity (US\$m)	Exits Vol	Exits (US\$m)	Deal & Alliances Vol	Deal & Alliances (US\$m)	Benchmark
Peterson Ventures	Venture Capital	United States of America	4	15.50			4	15.50	
Atlas Venture Inc	Venture Capital	United States of America	3	10.50			3	10.50	
Link Ventures, LLLP	Venture Capital	United States of America	3	10.50			3	10.50	
Real Ventures Limited	Venture Capital								
Thayer Ventures	Venture Capital								
Trinity Ventures	Venture Capital								
Y Combinator Management LLC	Venture Capital								
500 Startups Management Company LLC	Venture Capital								
ATX Seed Ventures LLC	Venture Capital								
Accel	Venture Capital								
Advantage Capital Partners	Venture Capital								
Alta Ventures Mexico	Venture Capital								
Altair Capital Management LLC	Venture Capital								

Benchmark Results <a href="#">Export</a>		
Metric	Atlas Venture Inc	Peterson Ventures
Headquarters	United States of America	United States of America
Website	www.atlasventure.com	www.petersonventures.com
Founded		1980
Geographic Focus	United States of America(100.00%), United Kingdom, Canada	United States of America(100.00%)
Stage focus	Seed(40.91%), Growth Capital/Expansion(22.73%), Start Up(22.73%), Later Stage(13.64%),	Start Up(57.14%), Growth Capital/Expansion(28.57%), Seed(14.29%),
Round focus	Series E+(45.45%), Series A(36.36%), Series C(9.09%), Series B(4.55%), Series D(4.55%),	Series A(71.43%), Series B(14.29%), Series E+(14.29%),
Portfolio Sector Focus	Retail, Wholesale & Foodservice(45.45%), Tourism, Leisure & Hospitality(40.91%), Consumer Goods(13.64%),	Retail, Wholesale & Foodservice(40.0%), Tourism, Leisure & Hospitality(40.0%), Consumer Goods(20.0%),
AUM		-
Total Investment Value (US\$m)		431.86 34.50
Average Investment Value (US\$m)		19.63 4.93

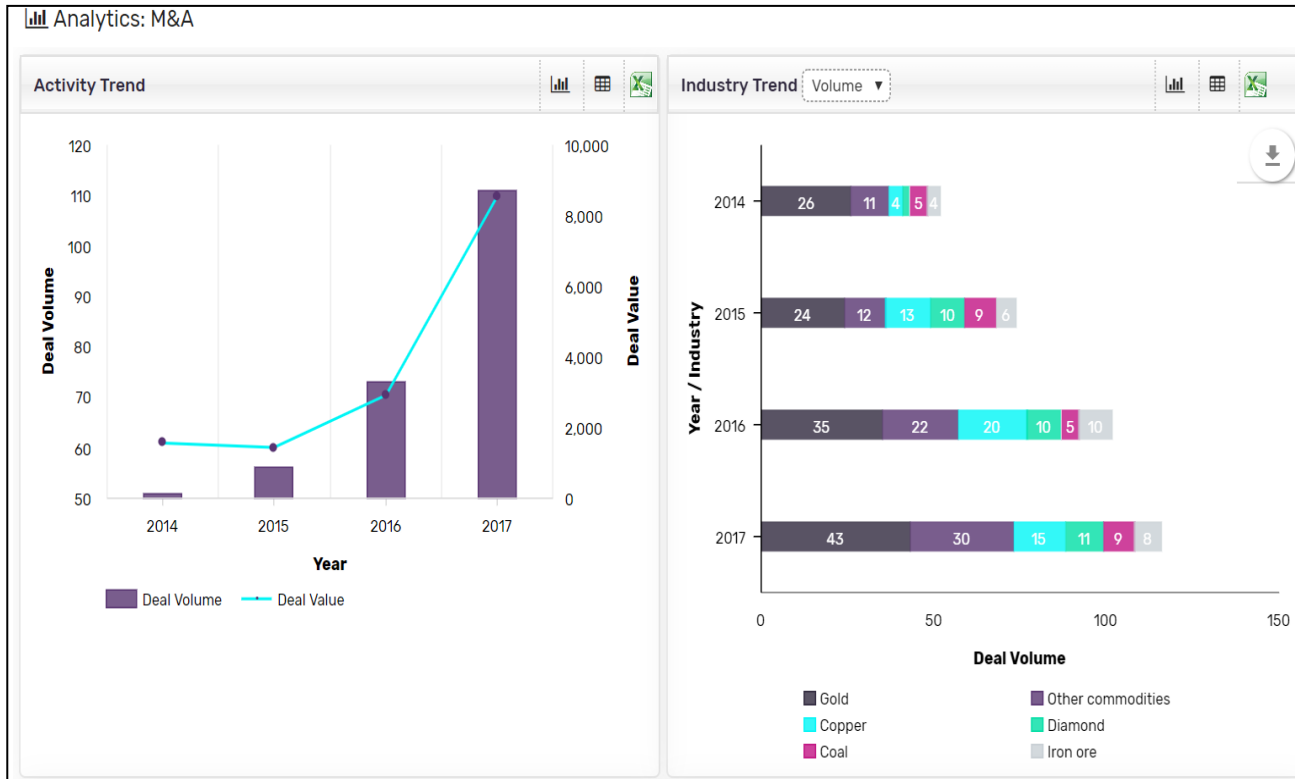
- By clicking on investor tab on dashboard, user can directly define criteria and find relevant investor names, without going to deal listing page
- User can select multiple investors and benchmark them on deal type, industry focus, etc.

## Trend

Africa mining sector witnessed increased deal activity between 2013 and 2017

## Search Process

Select time period as 2013 and 2017 and geography as Africa

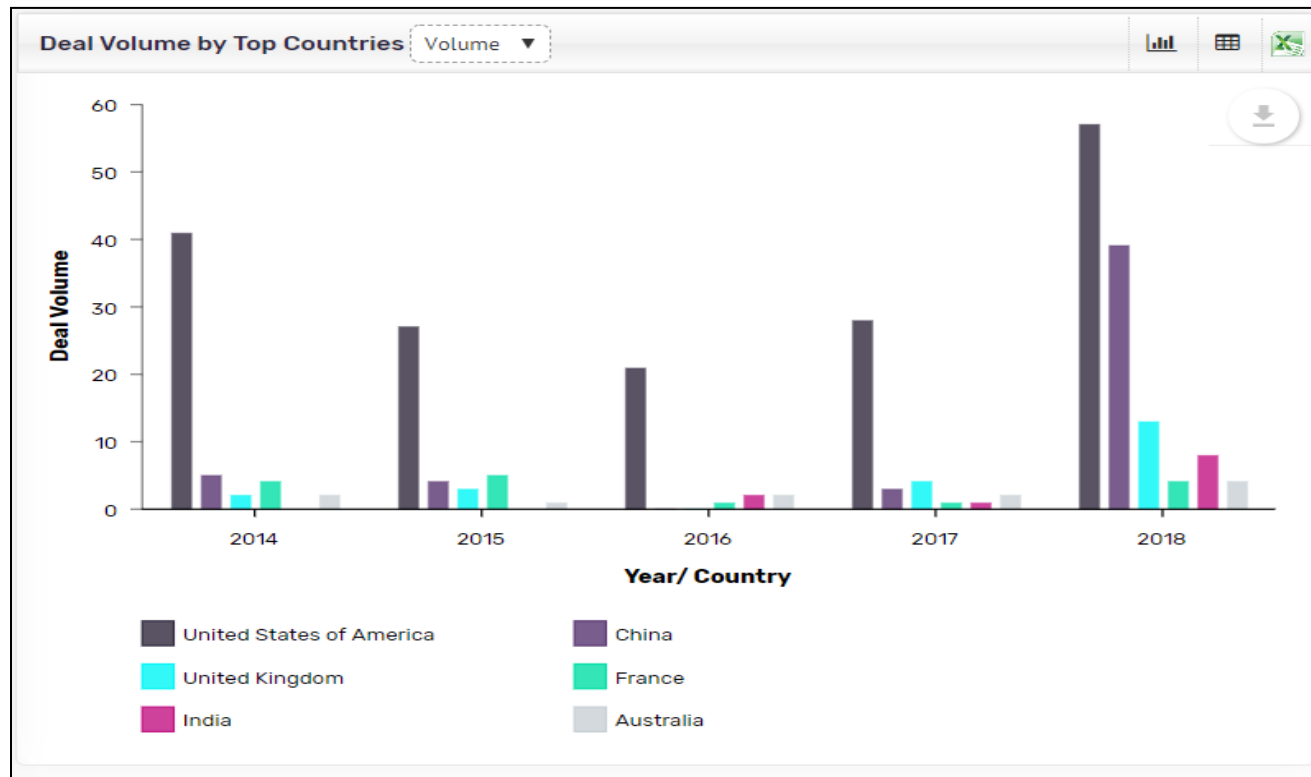


- User can clearly see growing M&A activity in Africa Mining sector
- Industry trend chart suggests the key commodities attracting M&A activities in the region

# Deals Use Case: Find US-based VC Companies Undertaking IPOs 29

**Trend**                      **2018 has witnessed record number of US-based VC companies going for IPO**

**Search Process**                      Select deal type as IPO; on deal results page, go to analytics and see deal volume by top countries chart



- Post applying filters as suggested in the above table, the deal volume by top countries chart will reflect IPO volume/value for VC-funded companies by country by year. One can clearly spot that 2018 has been exceptional year for US-based VC-backed companies going for IPO



# Deals Use Case: Identify Deal Sizes for US-based Venture Financing

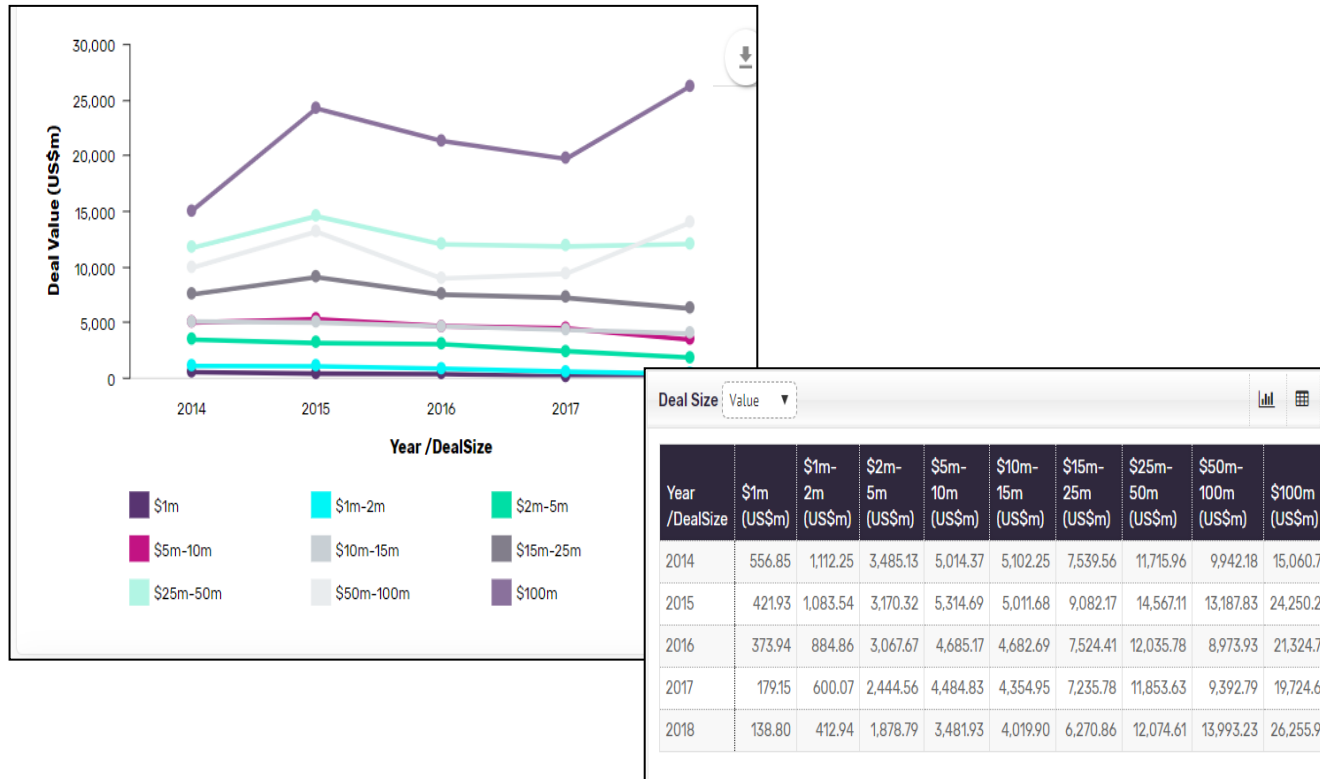
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## Trend

**Majority of VC capital in US flowing into \$50M+ deals**

## Search Process

Select US as geography; and on result analytics page, click on Venture Financing; see the deal size chart with value selection in flip option at top



- As can be witnessed in the adjacent chart and table, the total value of US\$50 million plus deals has surpassed all other deals joined together in 2018