

Quickstart guide

M&A intelligence, data and research that gives you the edge



Getting started

Sign in at www.mergermarket.com/login

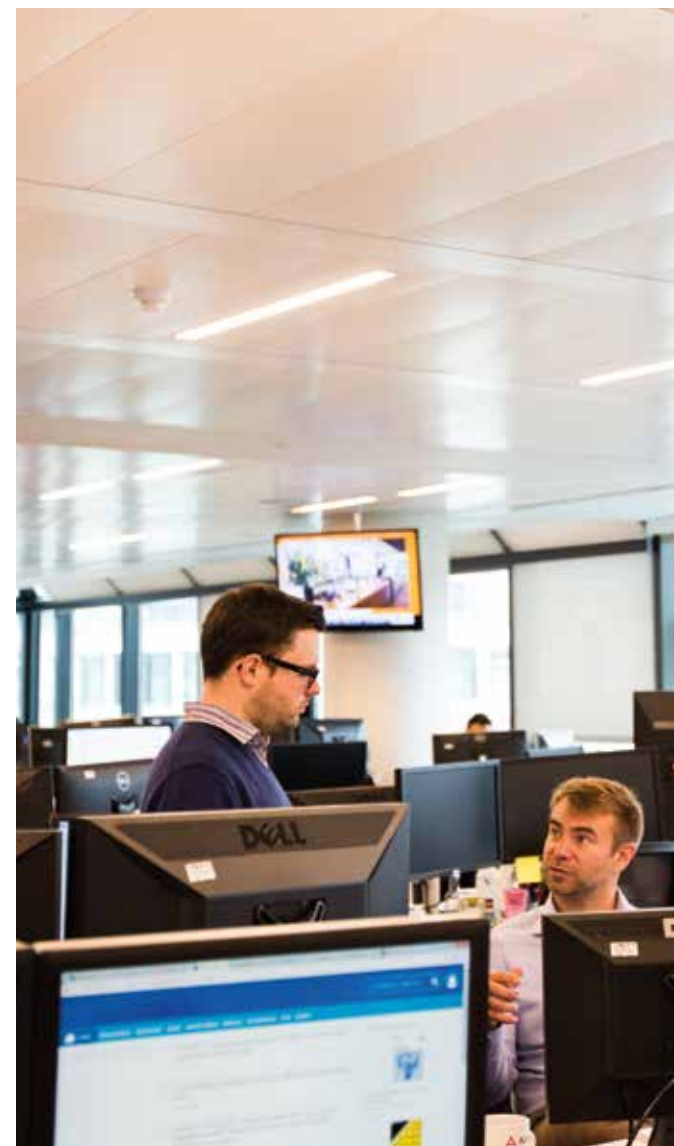
Please check **Remember me**

Setting up your personalised alerts

- Click on **Alerts** and then **New Alert** to set up emailed intelligence alerts
- Type keywords or phrases in **Free Text Search** to personalise your alerts.
Track specific companies by typing their names into the company search box
- Hold down the 'ctrl' key to select more than one option
- Scroll down the page to tailor your alerts according to industry sector, geography and intelligence type
- Choose the time of day and frequency with which you wish to receive your alerts

Mergermarket gives you a complete overview of M&A activity

Intelligence	Forward-looking information on potential M&A activity generated by the largest network of dedicated M&A journalists and analysts worldwide. Find opportunities, market overviews and track competitor/advisory activity.
Dealscope	Comprehensive snapshot of a company or an industry, combining forward-looking information with historical data. Identify if advisors have yet been assigned, build target/seller and bidder lists and view historical involvement.
Deals	Analyse public and private deals worldwide across all sectors using Mergermarket's database. View financials, exit multiples and advisors involved in the transactions.
League tables	Generate industry league tables to produce a picture of top-performing advisors by value or volume.
Profiles	Break down deals done by a specific advisory firm or an individual advisor. Profile a specific market/industry to identify the value and volume of historical deals.
PE Portfolio	Analyse Private Equity houses to explore their current portfolio, historical exits, potential investments, historical and existing advisor/investor relationships as well as rival bidders.
ECM	Gain insight to the ECM market for upcoming opportunities, ongoing deals, IPO pipeline and historical statistics.
Alerts	Tailor your email alerts.
Trend reports	Access to global and other regional trend reports, monthly newsletters, bespoke reports and infographics.



Intelligence search

Analyse the strategic intent of a company and search within industries and/or countries for potential M&A activity.



Dealscope search

Analyse the potential and past activity of a company and/or industry.



In addition to our proprietary intelligence gathered by our on-the-ground team of M&A journalists, Mergermarket aggregates content from more than 3,000 business and financial publications that report on M&A activity globally.

Criteria

- View individual companies using the Lookup functionality
- Refine your search: Hold down the 'ctrl' key to select more than one specific sector and/or geography
- Search by specific advisors and types of advisors
- Search by types of intelligence, like 'Companies for sale' or 'Companies looking to buy' or topics of interest

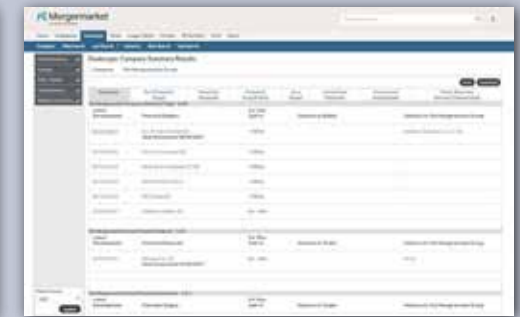
Use the **Company Search** function to view potential and past buy/sell activity, and understand the strategic intent of a specific corporate.

An **Industry Search** will give you a buyer, seller and target list in any given sector and/or geography as well as all announced deals for a given period.

Intelligence results



Dealscope results



- **Proprietary Intelligence** – Exclusive Mergermarket content to drive origination and deal flow
- **Report** – Download articles into formatted Excel spreadsheets or email them to colleagues

- **Summary Bar** – Click on the potential and past activity tabs to see your search results
- **Report** – Download a list of companies as potential bidders, sellers or targets into formatted Excel spreadsheets or email them to colleagues

Deals search

Analyse historical transactions by company, or within an industry sector or geography.



League tables search

Generate rankings of advisors on a house or an individual level according to preferred criteria.



The database covers all European deals greater than EUR 5m since 1998, and all global deals greater than USD 5m since 2001, where the stake acquired is greater than or equal to 30% of the entire share capital. The default search start date is 01 January 2005.

Criteria

- While searching for deals by a particular company, choose the relevant section according to the company's role in the deal as a Target/Seller or Bidder
- Asia deals - tick "Asia-Pacific minority stake deals (10%-30%)" to get more results
- Use the Free text search at the bottom of the web page to search for deals containing specific key words

Criteria

- A **House** search will result with names of firms, whereas an **Individual** search will give names of people
- See top advisors within specific sectors or geographies (note that League Tables cannot be run on a sub-sector level)
- Search Private Equity House League Tables to identify the most acquisitive PE firms in a region or sector

Deals results



League tables results



- **Deal Details** - Link through to all deal information sourced by Mergermarket
- **View Average Exit Multiples** - From the first results summary
- **Report** - Select Formatted Deal report templates or Select Personalised Report to easily download multiples and deal details into an unformatted Excel spreadsheet

- **Sort By** - Rank results by deal value or volume
- **No. of Deals** - Click on the number of deals to view and download deal details

Profiles search

Break down the M&A history of an individual advisor or advisory house. Profile a geography or industry sector for key trends & analysis.



- **House** Analyse the sectors and geographies in which an advisory firm is doing deals. Look up a competitor to see their M&A activity by sector or geography.
- **Individual** Download deal history & create a mini resumé on a particular advisor
- **Industry** Get a macro look at M&A trends across geographies and industries. View the most active sectors or identify sector trends

Private equity portfolio

Analyse and profile private equity portfolios. Identify potential exits and investments.



- **Criteria**
- **House** Look up top 1,000+ private equity firms and see their profile activity by sector, geography of investment and key relationships with advisors
- **Portfolio** Search the database of currently held portfolio companies by: time held, sectors, geographies, advisors and value range
- **Exit** Examine and compare historical exits by exit type to determine most profitable tactics and active acquirers. Refine your search by industry and geography

Profiles results



- Sort By - Rank results by deal value or volume.
- No. of Deals - Click on the deal number to view and download the deal details.

Private equity portfolio results



- PE House results - View Current Portfolio, Exits, Potential Investments, Fund profile, Relationships, Rivals. Rank with 'Sort by' criteria such as company, value, date etc. Download deals in formatted or personalised reports
- Portfolio results - List PE Portfolio companies with details of acquisition date, stake and deal value
- Exits results - List of PE Exits with underlying deal details under 'Total sell value'. Create formatted or personalised reports

ECM

The Mergermarket service also covers aspects of ECM across the European, North American and Asia-Pacific markets.

Our team of financial reporters and analysts generate unbiased and value-added proprietary intelligence by speaking directly to our large network of contacts within senior management, industry experts, investment bankers, lawyers, and regulators.

The service is deliverable in real-time via email alerts.

ECM analytics

A database of live and scheduled ECM deals and IPO pipeline. Contains details of issuers, shareholders, sectors, deals status and instrument types.

- IPO pipeline including shadow pipeline
- Rights issuance covering live, shadow and completed deals
- Lock-up expiry by IPO Holders, Secondaries Holders and Issuers
- IPO calendar

ECM intelligence

- Identify upcoming ECM opportunities with breaking news on IPOs, rights issues, secondary offerings, equity-linked offerings and block trades
- View forward-looking intelligence and analysis on upcoming ECM deals
- As well as proprietary intelligence from our team of global journalists, we also aggregate from over 3,000 global and local media sources

IPO database

The IPO Database provides information on IPO deals in all the major stock exchanges across the world.

- Use the IPO Pipeline to identify exit strategies for companies planning listings within 12 months
- Use IPO League Tables to create customised league tables for underwriters, lawyers and other advisors
- Search information on IPO deals since 2008 in the IPO Database (by stock exchange, Industry, Geography, Offering Size and Use of proceeds)
- Find out company financial information and industry exit multiples
- Analyse a list of withdrawn/postponed IPOs and filter by bookrunners, country, sector etc



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