

### G2Mi track global TMT deals worth USD 465 billion

#### Deal Analysis

**G2Mi Research monitored 7,100 deals in the global TMT sector in 2013, of which 3,616 deals (where a value was disclosed) had a combined value of USD 465 billion<sup>1</sup>. The deals database covers M&A activity, private equity/venture capital investments, broadcasting rights deals<sup>2</sup> and major partnerships. The value of 'disclosed deals'<sup>3</sup> is somewhat skewed by the USD 130 billion Vodafone/Verizon Wireless transaction.**

In the M&A space, there were 52 TMT deals (where value was disclosed) with a value of USD 1 billion or more; the average deal size was USD 700 million. Whilst the largest deals were in areas such as telecom services, cable TV and software and services, the highest level of activity was amongst some of the tech leaders such as Google (involved in 67 deals<sup>4</sup>) and marketing services groups such as WPP (involved in 44 deals).

Private equity and venture capital investment remained very healthy in 2013 (31% increase in deal volumes in 2013); the average deal size was USD 11 million. Investment activity was led by the major US based venture funds (such as Sequoia Capital, Andreessen Horowitz and Kleiner Perkins Caufield & Byers). Key areas of activity included the payments' environment (82 deals of which 62 disclosed deals with a value of USD 416 million), cloud services (192 deals of which 172 disclosed deals with a value of USD 1.9 billion) and social media (65 deals of which 59 disclosed deals with a value of USD 490 million).

Sports broadcasting rights continue to see healthy growth in value, particularly among the most attractive sports. Key 2013 deals include: Rogers Communications' CAD 5.2 billion deal for 12 years rights of the Canadian National Hockey League; and in the UK, BT Sport's acquisition of 3 years of live broadcasting rights for UEFA Champions League and Europa League matches for GBP 897 million.

**Figure 1. No of deals by sector (2013)**

Sector	Investments	M&A	Rights
Alternative media	8	17	
Business media	23	80	
Consumer publishing	2	115	
Entertainment	23	76	9
Internet	2,274	1,127	3
Marketing services	29	246	
Media (General)	11	22	
Media facilities and solutions	13	55	
Professional media	34	99	
Sports media	2	22	332
Technology hardware	68	35	
Technology software & services	1,067	715	
Telecoms	70	252	
Television and radio	16	133	6
<b>Total</b>	<b>3,640</b>	<b>2,994</b>	<b>350</b>
2012 Figures	2,788	3,341	276
% change	+31%	-10%	+27%



**Harjinder Singh-Heer**  
 Managing Director  
 harjinder@heernet.com  
 +44 (0) 208 180 7223

**Senior deal analysts**  
 Saurabh Bisht  
 saurabh@heernet.com

Tania Simlai  
 Tania@heernet.com

Simple Rakheja  
 Simple@heernet.com

Deal data and all other G2Mi research are available at G2Mi.com.

Premium reports are also available to subscribers of

**Bloomberg** services

<sup>1</sup> USD values are calculated from local currency using an average exchange rate for 2013

<sup>2</sup> Rights data is primarily focused on sports broadcasting rights

<sup>3</sup> Disclosed deals are defined as those where the transaction value was made public

<sup>4</sup> This includes investments by Google ventures

Company Profiles
Company Analyzer
Sector Snapshots
Transactions Data
Premium Reports

**Basic Search**

Company / Investor name     All text

**Transaction type**

ALL EVENTS   
  M&A   
  Partnerships   
  Investments   
  Rights Deals

**Date range**

all dates

**Location**

-- Choose Region --     -- Choose Country --

**Advanced Search**

**Transaction Value**

--select--  (USD millions est.)

Exclude records where transaction value not available

**Sector group**

<input checked="" type="checkbox"/> ALL SECTORS	<input checked="" type="checkbox"/> Business Media
<input checked="" type="checkbox"/> Alternative Media	<input checked="" type="checkbox"/> Entertainment
<input checked="" type="checkbox"/> Consumer Publishing	<input checked="" type="checkbox"/> Marketing Services
<input checked="" type="checkbox"/> Internet	<input checked="" type="checkbox"/> Media Facilities And Solutions
<input checked="" type="checkbox"/> Media (General)	<input checked="" type="checkbox"/> Sports Media
<input checked="" type="checkbox"/> Professional Media	<input checked="" type="checkbox"/> Technology Software & Services
<input checked="" type="checkbox"/> Technology Hardware	<input checked="" type="checkbox"/> Television And Radio
<input checked="" type="checkbox"/> Telecoms	

**Investor/buyer details**

Name

Type  Financial     Trade     Other

Location -- Choose Region --     -- Choose Country --

**Target/Investee details**

Name

Location -- Choose Region --     -- Choose Country --

**Seller details**

Name

Type  Financial     Trade     Other

Location -- Choose Region --     -- Choose Country --

## The leading deals database covering the global TMT sector

G2Mi Research maintains a comprehensive database of deal activity across the global TMT sector. On a daily basis, our analyst team monitor mergers and acquisitions, private equity/venture capital investments, broadcasting rights deals and major partnerships. The database provides an essential tool for industry professionals, advisors and investors keen to analyse activity and trends among TMT companies, private equity/venture funds and rights holders. Subscribers can access, download and manipulate deal data in a range of formats through a secure website.

For further information on G2Mi's services, please visit [G2Mi.com](http://G2Mi.com) or email [service@g2mi.com](mailto:service@g2mi.com).



## Summary of data

**Figure 2. Deal data (where value disclosed)**

	No of deals	Total value (USD million)	Average value per deal (USD million)
<b>2013 Figures</b>			
Investments	2,995	34,214	11
M&A	605	423,576	700
Rights	16	7,780	486
<b>Total</b>	<b>3,616</b>	<b>465,570</b>	<b>129</b>
<b>2012 Figures</b>			
Investments	2,021	26,340	13
M&A	804	232,271	288
Rights	22	31,296	1,422
<b>Total</b>	<b>2,847</b>	<b>289,907</b>	<b>102</b>

**Figure 3. Value of disclosed deals by sector**

USD million	Investments	M&A	Rights deals	Total
Alternative media	25	429		454
Business media	152	3,158		3,310
Consumer publishing		2,262		2,262
Entertainment	367	2,598	4	2,969
Internet	17,482	40,422		57,903
Marketing services	210	38,946		39,156
Media (General)	38	1,609		1,646
Media facilities and solutions	308	3,033		3,341
Professional media	168	7,118		7,286
Sports media		741	7,776	8,517
Technology hardware	1,991	28,179		30,171
Technology software & services	10,490	31,277		41,767
Telecoms	2,650	216,654		219,304
Television and radio	335	47,152		47,486
<b>Total</b>	<b>34,214</b>	<b>423,576</b>	<b>7,780</b>	<b>465,570</b>

**Figure 4. Value of disclosed deals by region of target/investee**

USD million	Investments	M&A	Rights deals	Total
Africa	97	6,865	329	7,292
Asia	5,501	13,615	62	19,177
Australasia	248	5,535	844	6,628
Europe	5,401	120,304	1,410	127,115
Latin America	299	4,737	16	5,052
Middle East	487	931		1,418
North America & Caribbean	22,181	271,588	5,120	298,889
<b>Total</b>	<b>34,214</b>	<b>423,576</b>	<b>7,780</b>	<b>465,570</b>

**Figure 5. Value of disclosed deals by region of acquiror/investor**

USD million	Investments	M&A	Rights deals	Total
Africa	5	1,671	29	1,705
Asia	2,332	22,164	62	24,557
Australasia	344	1,466	1,064	2,875
Europe	4,889	49,084	1,384	55,357
Latin America	243	2,705	16	2,964
Middle East	2,251	5,918	300	8,469
North America & Caribbean	24,151	340,568	4,925	369,643
<b>Total</b>	<b>34,214</b>	<b>423,576</b>	<b>7,780</b>	<b>465,570</b>

**Figure 6. M&A deals, Deal value by region of target/investee and sector**

USD million	Africa	Asia	Australasia	Europe	Latin America	Middle East	North America	Total
Alternative media				225	126		78	429
Business media		9		1,839			1,311	3,158
Consumer publishing	265	35	77	1,375			510	2,262
Entertainment		179	77	1,041			1,301	2,598
Internet		6,432	673	5,493	125	5	27,694	40,422
Marketing services		2		36,025	70		2,849	38,946
Media (General)	667	19		143			780	1,609
Media facilities and solutions		18		99			2,916	3,033
Professional media	31	216	188	4,934	1,249		500	7,118
Sports media				300	50		391	741
Tech hardware		306		338		345	27,191	28,179
Tech software & services	10	2,151	52	6,248	68	50	22,698	31,277
Telecoms	5,855	4,027	778	45,765	3,022	531	156,675	216,654
Television and radio	38	220	3,691	16,479	28		26,694	47,152
<b>Total</b>	<b>6,865</b>	<b>13,615</b>	<b>5,535</b>	<b>120,304</b>	<b>4,737</b>	<b>931</b>	<b>271,588</b>	<b>423,576</b>

Figure 7. No of deals by country<sup>5</sup>

No of deals by country of target

Country of target	No of deals
United States	2,169
United Kingdom	255
India	111
Canada	99
China	95
Israel	87
France	68
Germany	66
Russia	63
Spain	63
Australia	51
Japan	49
Singapore	47
Italy	44
Netherlands	30
Finland	27
Ireland	27
Brazil	26
Sweden	23
Denmark	16
Malaysia	15
Turkey	14
Switzerland	12
South Africa	10
South Korea	10

No of deals by country of acquiror/investor

Country of buyer	No of deals
United States	2,277
United Kingdom	236
China	99
Canada	91
France	73
Germany	73
India	72
Japan	68
Spain	65
Russia	61
Israel	58
Singapore	50
Australia	48
Italy	41
Ireland	24
Sweden	21
Brazil	19
Netherlands	18
Denmark	16
Finland	16
South Korea	15
Switzerland	15
Norway	11
South Africa	11
Mexico	10

<sup>5</sup> This includes M&A deals and private equity/venture capital investments only

Figure 8. Selected deals announced in 2013<sup>6</sup>

## M&A

Deal (value: USD million)	
Verizon acquires remaining 45% stake in US based mobile telecom operator Verizon Wireless from Vodafone for USD 130 billion	130,000
US based marketing communications firm Omnicom Group merges with French marketing services group Publicis Groupe SA	35,500
Michael Dell and Silver Lake agree acquisition of US technology company Dell Inc. for USD 24.8 billion	24,800
US based telecommunication and cable TV service provider Liberty Global Inc acquires UK based quad-play service provider Virgin Media Inc	23,300
Comcast acquires remaining 49 % stake in US based media and entertainment company NBCUniversal Media LLC from General Electronic	16,700
UK based telecommunication company Vodafone Group Plc acquires German cable TV and telecom service provider Kabel Deutschland Holding AG	10,000
Technology company Microsoft acquires Nokia's handsets and devices business and licences patents for EUR 5.44 billion	7,065
Singapore based semiconductor chips developer Avago Technologies acquires US based semiconductor and software developer LSI Corp	6,600
US gaming software firm Activision Blizzard completes USD 5.83 billion share buy back from Vivendi	5,830
French energy management company Schneider Electric SA acquires UK based industrial software and equipment company Invensys Plc	5,075

## Investments

Deal (value: USD million)	
Qatar Foundation Endowment Fund invests USD 1.26 billion in Indian telecom services provider Bharti Airtel Ltd	1,260
UK based online crowd funding platform operator Seedrs raises GBP 750,000 in equity crowd funding from a group of investors	1,119
Canadian mobile handsets manufacturer BlackBerry Ltd raises USD 1 billion in debt financing from Fairfax Financial Holdings led consortium	1,000
UK based e-mail inbox management solutions company, Fantoo Ltd. raises GBP 450,000 in funding from group of investors	776
Chinese e-commerce services provider 360buy Jingdong Mall raises USD 700 million from Kingdom Holding Company led group of consortium	700
Online B2B solar power financing marketplace operator Clean Power Finance raises USD 37 million from Google Ventures led group of investors	370
Social micro-blogging firm Twitter acquires US based mobile ad exchange operator MoPub Inc for USD 350 million	350
US based private cab reservation mobile app developer Uber technologies Inc raises USD 258 million from Google Ventures and TPG Capital	258
Japanese theme park operator Universal Studios Japan raises USD 250 million from Hong Kong based private equity firm PAG Asia	250
Malaysia based online retailing services firm Lazada raises USD 250 million in investment from a group of investors	250
UK based music streaming services firm Spotify Ltd. raises USD 250 million from Technology Crossover Ventures led group of investors	250

<sup>6</sup> Only deals where the value was disclosed are included

## Broadcasting rights

Deal (value: USD million)	
Canada based Rogers Communications Inc acquired 12 years broadcasting rights of the National Hockey League for CAD 5.23 billion	4,845
BT Sport acquires 3 years broadcasting rights for UEFA Champions League and UEFA Europa League for GBP 897 million	1,339
Nine Entertainment and Ten Network Holdings pay AUD 550 million for 5 years of broadcasting rights of Cricket Australia	561
Qatar based Al Jazeera Sport acquires 3 years of broadcasting rights of English Premier League from MP & Silva for USD 300 million	300
Australian sports TV networks Foxtel, Fox Sports and TEN Networks acquires 6 years of multi-platform rights for V8 Supercars for AUD 241 million	246
Australian sports TV network Fox Sports acquires 3 years of broadcasting rights for UEFA Champions League and UEFA Europa League for USD 195 million	195
US based Hispanic television network Univision acquires 5 years of broadcasting rights to Chivas de Guadalajara FC matches for USD 80 million	80
Thailand's TrueVision retains 3 years of broadcasting rights for Thai Premier League for USD 57 million.	57
Polsat acquires 4 years broadcasting right of Poland soccer team for a total fee of EUR 35 million.	45
Australian TV broadcaster Seven Network acquires 2 years of broadcasting rights of V8 Supercars series for a total fee of AUD 36 million	37

### **For further information on this report**

Harjinder Singh-Heer  
Director  
harjinder@heernet.com  
+44 (0) 208 180 7223

### **About Us**

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## ABOUT THE AUTHOR

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