
Deals Bonanza as Exits Reach Record Levels and PE-Backed Buyouts Hit Post-Lehman High

Preqin's quarterly deal-flow data shows 309 PE-backed exits valued at \$120.1bn occurred in Q2 2011, surpassing the previous record of \$81.5bn in exits in Q4 2010; 674 PE deals worth \$75.6bn were announced in Q2 2011, an increase of 33% from the value of deals in the previous quarter.

Global Statistics: Q2 2011

- 674 PE-backed buyouts valued at \$75.6bn were announced, surpassing the previous post-Lehman high of \$67.4bn from 689 deals in Q4 2010, and up a third from the \$56.5bn in deals completed in Q1 2011.
- Notable deals include the acquisition of a 70% stake in Frac Tech for \$3.5bn by RRJ Management, Temasek Holdings, Chesapeake Energy Corporation and the CPP Investment Board in April 2011, and the SEK21bn (\$3.3bn) acquisition of Securitas Direct by Hellman & Friedman and Bain Capital from EQT Partners in June 2011.
- This increase in deal flow is partially attributed to an increase in larger deals, with 21 deals valued at over \$1bn announced during the quarter, compared to 13 deals valued at over \$1bn in Q1 2011.
- Deal value is over seven times greater than during mid-2009, but is still a long way off the highs seen in the buyout boom era of 2005-2007, which peaked in Q2 2007 at \$269.6bn in deals.

Deals by Region: Q2 2011

- A post-Lehman high of \$39.2bn of North American deals were announced, a significant 63% increase from the \$24.1bn in deals announced in the previous quarter and surpassing the \$38.4bn-worth of North American deals completed in Q4 2010.
- European deal value increased by over a third compared to the previous quarter; \$30bn in buyouts were announced in the period, surpassing the previous post-financial crisis high of \$27.1bn of buyouts completed in Europe in Q3 2010.
- There has been a dip in deal flow in Asia and Rest of World; \$6.3bn in buyouts were completed, a drop from the post-financial crisis high of \$10.6bn in the region in Q1 2011. However, deal flow remains at similar levels to 2010, and is about 50% higher than the average of \$4.3bn per quarter registered in 2009.

Deals by Type: Q2 2011

- Leveraged buyouts accounted for 60% of aggregate deal value and just over 40% of the number of deals.
- Public to private and PIPE deals made up 7% of the number of deals but contributed 22% of the aggregate value of PE-backed deals globally.
- Deals valued at over \$1 billion represented 8% and 49% of the number and aggregate value of deals announced globally respectively.
- Mid-market deals accounted for 21% of the number of deals and 35% of the aggregate value of deals this quarter globally, while small-cap deals represented the bulk of deals announced this quarter with 71% of deals valued at less than \$250mn.
- Over a quarter of all buyout deals were completed in the industrials sector.
- 309 PE-backed exits valued at \$120.1bn occurred in the quarter, surpassing the previous record of \$81.5bn in exits in Q4 2010
- There were 96 secondary buyouts valued at \$24.4bn, more than double the \$11.5bn announced during the first quarter of 2011 and continuing the resurgence in secondary buyouts which began in 2010.

Please see the factsheet that follows for further information

Comment:

'There was a surge in global private equity deal and exit-flow in Q2 2011, and once again it reached record levels. There were 674 deals valued at \$75.6bn announced this quarter, an increase of 33% from the previous quarter, despite increased competition from cash-rich trade buyers competing for assets.

Interestingly, larger deals have returned this quarter; 21 deals valued at over \$1bn were announced during Q2 2011, including four deals valued at over \$2.5bn, an increase from the single deal valued at over \$2.5bn completed in Q1 2011. As buyout fund managers continue to sit on approximately \$380bn of dry powder, we expect to see a sustained upward trend in buyout deal flow, and the continued return of large-cap deals valued at over \$1bn.

In addition, exit flow hit all-time record levels of \$120.1bn globally in Q2 2011, with fund managers in recent quarters taking advantage of the return of trade buyers with high levels of cash at their disposal and relatively robust financial markets to begin to exit investments made during the buyout boom-era.

As exit and buyout levels remain at record levels, this should reflect itself in the fundraising market; with dry powder levels having fallen by over \$100bn in the past 18 months as PE firms invest the capital, and distributions from exits being returned to institutional investors, it is likely we will begin to see more fund managers seeking to raise funds in the coming months.'

Manuel Carvalho, Manager - Private Equity Deals

About Preqin:

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Note to Editors:

- Preqin is spelled without the letter 'U' after the 'Q'.

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Fig. 1: Number and Aggregate Value of Deals Globally: Q1 2006 - Q2 2011

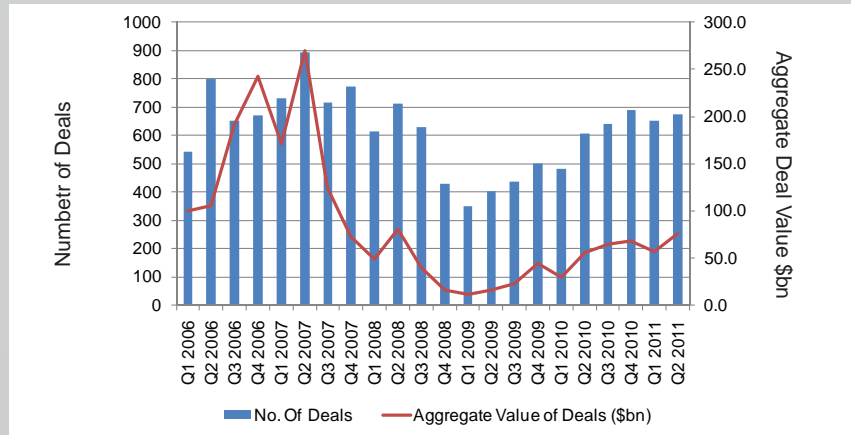


Fig. 2: Aggregate Deal Value by Region: Q1 2008 - Q2 2011

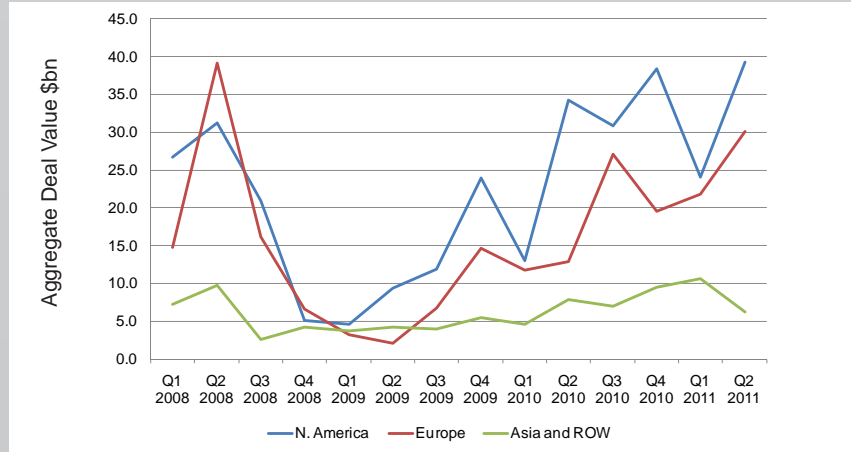
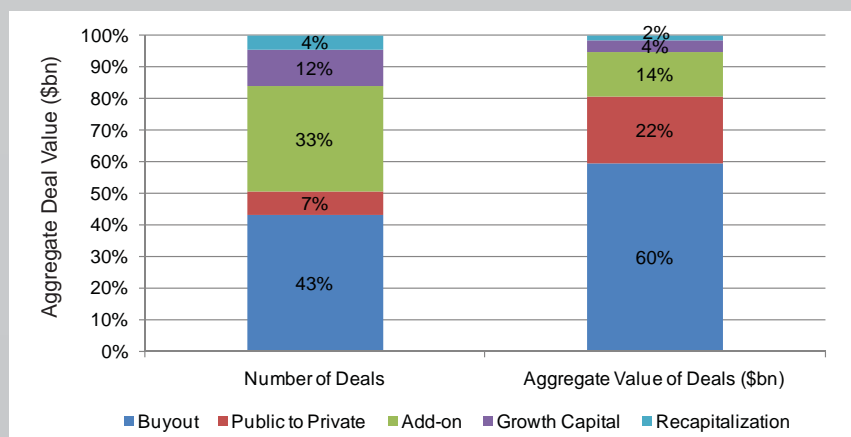


Fig. 3: Number and Aggregate Value of Deals by Type: Q2 2011



A post-Lehman high of 674 PE buyout deals were announced globally in Q2 2011, with an aggregate value of \$75.6bn. Global deal flow was at its highest level since Q2 2008, when 713 deals valued at \$80bn were completed. Deal flow for Q2 2011 is 33% up on the previous quarter, which witnessed \$56.5bn in buyouts, and 37% higher than the \$55bn in deals announced during the same quarter in 2010. This increase in deal flow is partially attributed to an increase in larger deals, with 21 deals valued at over \$1bn announced during

Q2 2011, an increase from the previous quarter, when 13 deals valued at over \$1bn were completed. In addition, there has been an increase in deal volume, with an average of 664 deals per quarter in 2011, up from an average of 603 buyouts announced per quarter in 2010. With buyout fund managers currently sitting on approximately \$390bn in dry powder, it is expected that buyout deal flow will continue at these levels during the second half of 2011, and most likely surpassing this post-Lehman high. Notable deals in Q2 2011 include the

Fig. 4: Number and Aggregate Value of Deals by Value Band - Q2 2011

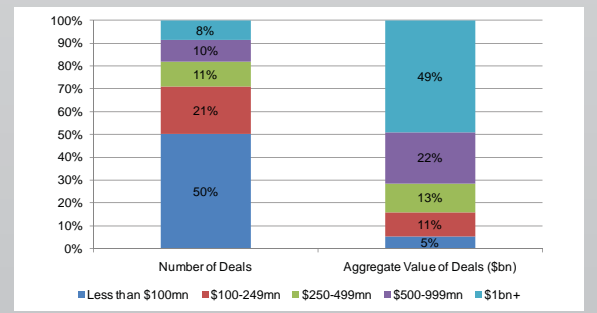


Fig. 5: Number and Aggregate Value of Deals by Industry - Q2 2011

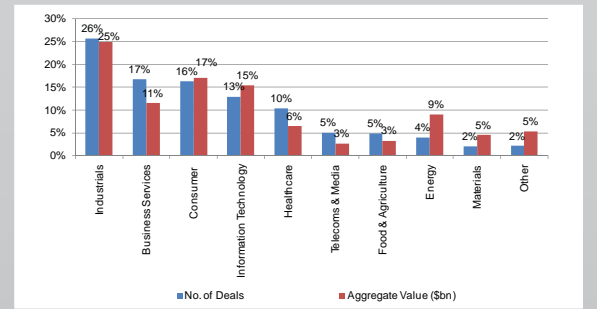
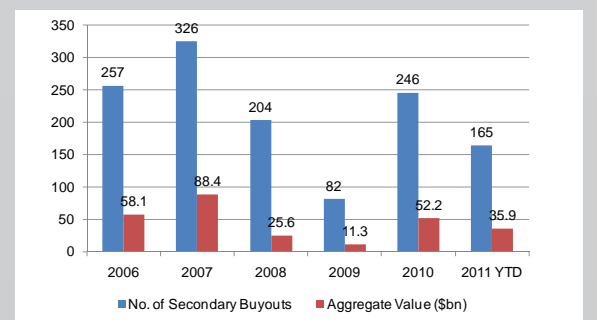


Fig. 6: Number and Aggregate Value of Global Secondary Buyouts: 2006 - 2011



acquisition of 70% stake in Frac Tech for \$3.5bn by RRJ Management, Temasek Holdings, Chesapeake Energy Corporation and the CPP Investment Board in April 2011, and the SEK21bn (\$3.3bn) acquisition of Securitas Direct by Hellman & Friedman and Bain Capital from EQT Partners in June 2011.

In Q2 2011, the total global value of buyout deals increased to \$75.6bn, from \$56.5bn in Q1 2011. Of this, the biggest increase was seen in North America, where, after a dip in activity in the first quarter, aggregate deal value rebounded to \$39.2bn in Q2 2011, its highest level in the post-Lehman era. There was also a significant increase in aggregate deal value in Europe, with a Q2 total of \$30bn, compared to \$21.9bn in Q1. By contrast, Asia and Rest of World saw a fall in buyout activity. In Q1, a post-crisis high of \$10.6bn was invested in this region, but the second quarter saw aggregate deal value fall to \$6.3bn, its lowest level in over a year. However, deal flow in the region remains at similar levels to those seen in 2010, and remains at about 50% higher than the average of \$4.3bn per quarter registered in 2009.

Leveraged buyouts accounted for approximately 60% of all PE-backed buyout deals for Q2 2011. The number and value have remained steady when compared to the previous quarter, but there has been an increase of 10% when compared to the same time last year. Add-ons represented 33% of all deals announced during the quarter but only 14% of total deal flow value. When compared with figures for the same time last year, there has been a 44% and 64%

Fig. 7: Number and Aggregate Value of PE-Backed Exits:

Q1 2006 - Q2 2011

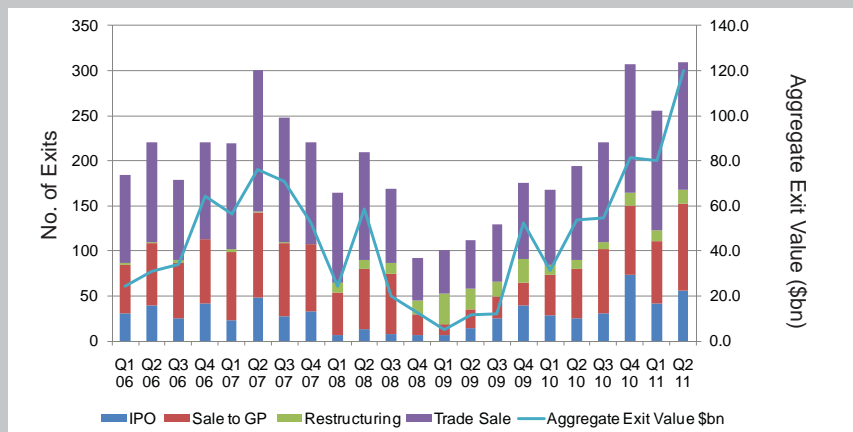


Fig. 8: 10 Largest Buyout Deals Globally 2011

Name	Date	Type	Deal Size (mn)	Currency	Buyers	Sellers	Industry	Location
Frac Tech Holdings	Apr-11	Buyout	3,500.00 USD	USD	Chesapeake Energy Corporation, CPP Investment Board, RRJ Management, Temasek Holdings	-	Oil & Gas	US
Securitas Direct	Jun-11	Buyout	21,000.00 SEK	SEK	Bain Capital, Hellman & Friedman	EQT Partners	Technology	Sweden
Spie	May-11	Buyout	2,100.00 EUR	EUR	AXA Private Equity, Caisse de depot et placement du Quebec, Clayton Dubilier & Rice	PAI Partners	Industrial	France
BJ's Wholesale Club, Inc.	Jun-11	Public To Private	2,800.00 USD	USD	CVC Capital Partners, Leonard Green & Partners	-	Retail	US
Capsugel	Apr-11	Buyout	2,375.00 USD	USD	Kohlberg Kravis Roberts	Pfizer	Pharmaceuticals	US
Husky Injection Molding Systems	May-11	Buyout	2,100.00 USD	USD	Berkshire Partners, OMERS Private Equity	Onex Corporation	Industrial	Canada
Lawson Software	Apr-11	Add-on	2,000.00 USD	USD	Golden Gate Capital, Infor Global Solutions	-	IT	US
SRA International Inc.	Apr-11	Public To Private	1,998.00 USD	USD	Providence Equity Partners	-	Business Services	US
Gruppo Coin	May-11	Public To Private	1,300.00 EUR	EUR	BC Partners	PAI Partners	Retail	Italy
RAC	Jun-11	Buyout	1,000.00 GBP	GBP	Carlyle Group	Aviva plc	Industrial	UK

*denotes partial exit

increase in number and value respectively of add-on deals. Growth capital represented only 12% and 4% of the number and aggregate value of deals announced for this quarter respectively. The number and value of investments in growth capital transactions has dropped in number by 56% and in value by over 130% when reviewed against the first quarter of 2011.

The second quarter of 2011 saw a resurgence in the number and aggregate value of deals worth over \$1bn, contributing 8% and 49% of total number and value, respectively. This represents a significant increase over first quarter figures, when deals valued at over \$1bn accounted for 6% of the number of buyout deals globally and 40% of the aggregate value. With this surge in large-cap deals, mid-market buyout deals witnessed a slight fall from the previous quarter in the proportion of value, with mid-market deals representing 35% of deals in Q2, down from 41% in Q1 2011. Small-cap deals, valued at less than \$250mn, also accounted for 71% of all deals, representing 16% of the value of deals.

In Q2 2011, as with the previous quarter, the industrial sector accounted for the highest proportion of buyout deals in both number and value. While the number of deals in this sector remained at 26%, the aggregate value rose considerably from 18% to 25%. The second most common area for buyout deals this quarter was business services, which saw a slight increase in the number of deals, from 15% to 17%, and aggregate value of buyout activity in this sector also increased, from 9% to 12% from Q1 2011 to Q2 2011. Other notable sectors include the consumer & retail sector, which accounted for 17% of deals in Q2 2011, and IT sector which accounted for 15% of the value of deals in the quarter. The most notable contrast between Q1 and Q2 2011 can be seen as the fall in value of deals in the telecoms & media industry, which represented 17% of the total value of buyouts in Q1 2011, but just 3% in Q2 2011.

In Q2 2011, 309 exits valued at \$120.1bn were announced, representing a record quarter for PE-backed exits, surpassing the previous record of \$81.5bn from 307 exits in Q4 2010. This indicates a 47% increase in the value of exits from Q4 2010, and a significant 50% increase in exit value from the previous quarter, when \$80.1bn in exits were recorded in Q1 2011. With market conditions currently relatively robust - in comparison to during the immediate post-financial crisis era of 2009 - and with buyout houses now beginning to exit investments made during the buyout boom era of 2005-2007, it is expected that this surge in exit activity will continue in the coming months.

During 2010, secondary buyouts witnessed a resurgence, and this has continued in 2011, with 165 secondary buyouts valued at \$35.9bn announced during the year. In Q2 2011, we have seen 96 secondary buyouts valued at \$24.4bn, more than double the \$11.5bn in secondary buyouts announced during the first quarter of 2011. As the year progresses it is expected that the levels of these transactions will continue at a similar frequency to that witnessed in recent quarters, with secondary buyout levels in 2011 likely to surpass the levels set during 2010. Notable secondary buyouts announced in Q2 2011 include the SEK 21bn (\$3.3bn) acquisition of Securitas Direct by Hellman & Friedman and Bain Capital from EQT Partners in June 2011, and AXA Private Equity, Clayton Dubilier & Rice and Caisse de depot et placement du Quebec's announced acquisition of Spie for €2.1bn from PAI Partners.

Fig. 9: Notable PE-Backed Exits Globally Q2 2011

Firm	Investment Date	Investors (Entry)	Deal Size	Currency	Exit Type	Exit Date	Acquiror (Exit)	Exit Value	Currency	Primary Industry	Location
Nycomed	Mar-05	Nordic Capital			Trade Sale	May-11	Takeda Pharmaceutical Company Limited	9,600	EUR	Pharmaceuticals	Switzerland
Glencore International AG*	Dec-09	BlackRock, First Reserve Corporation, Government of Singapore Investment Corporation (GIC)	1,000	USD	IPO	May-11	-	6,800	GBP	Industrial	Switzerland
Skype Technologies	Sep-09	Andreessen Horowitz, CPP Investment Board, Index Ventures, Silver Lake	1,900	USD	Trade Sale	May-11	Microsoft	8,560	USD	Technology	Luxembourg
Graham Packaging	Feb-98	Blackstone Group	2,308	USD	Trade Sale	Jun-11	Reynolds Packaging Group	4,500	USD	Manufacturing	US
Diversey, Inc.	Nov-09	Clayton Dubilier & Rice	477	USD	Trade Sale	Jun-11	Sealed Air	4,300	USD	Consumer Products	US
Phadia	Nov-06	Cinven	1,285	EUR	Trade Sale	May-11	Thermo Fisher Scientific Inc.	3,500	USD	Healthcare	Sweden
Securitas Direct	Nov-07	EQT Partners	10,100	SEK	Sale to GP	Jun-11	Bain Capital, Hellman & Friedman	21,000	SEK	Technology	Sweden
Warner Music Group	Nov-03	Bain Capital, Providence Equity Partners, Thomas H Lee Partners	2,600	USD	Trade Sale	May-11	Access Industries	3,300	USD	Entertainment	US
Spie	Jul-06	PAI Partners	1,040	EUR	Sale to GP	May-11	AXA Private Equity, Caisse de depot et placement du Quebec, Clayton Dubilier & Rice	2,100	EUR	Industrial	France
Landis+Gyr	Apr-10	Credit Suisse Customized Fund Investment Group			Trade Sale	May-11	Toshiba Corp.	186,300	JPY	Energy	Switzerland



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