Mergers and Acquisitions Data
The Thomson One Banker - Deals database

After connecting to the database, you will arrive by default at the page for M&A. This interface is not a research interface, it allows you to view the last mergers and acquisitions
that have taken place.
You can navigate this section with the different tabs.

1. OVERVIEW
You arrive by default at the overview. This section gives you an idea of the mergers and acquisitions market as a whole. As you descend the page you will find:
- the last deals announced by target industry
- the last deals announced by target region
- the top 10 announced deals
- the top 10 completed deals

2. ANNOUNCED DEALS
This section is concerned with announced deals. Be careful, you will only find deals that have
been announced. This section is therefore not exhaustive; all completed deals are not announced beforehand.

3. COMPLETED DEALS
This section contains all the officially completed deals.

4. LEAGUE TABLES
This section gives you access to data concerning company groups, which is updated daily. For
example you will find: the last announced deals for the Japanese target, the last completed
deals involving a German company. This information is available for both announced and completed deals (two separate tables are presented).
These league tables are very useful, providing a global overview by region. For each group of
companies, you are able to view the data by clicking on the appropriate link:
- Year to Date: from the start of the present year until today
- Year to Last Full Quarter: from the start of the year until the last completed trimester.
You simply select one of these links to see the results. The companies belonging to the

selected group are ordered by Ranking Value. By clicking on the name of one of these companies, you are presented with a sheet containing the following details:
-the date the Deal was announced
-the date the Deal became effective
-the name of the target and the acquiror
-the ranking value
-the status of the Deal (completed, pending…)
-the target and acquiror advisors

5. VOLUME ANALYSIS
This section provides data by region (Worldwide, US, Europe, Asia, Japan) on the number of transactions carried out for announced and completed Deals. You can view the data for the year to date, the last 12 months or the last 3 years.

2. CARRYING OUT RESEARCH

The search option is an extension of the M&A section: it allows you to carry out research on one particular company, or to cross several criteria in order to personalize your search. The search option can be accessed by clicking on the heading "searching" from the menu on the left hand side of the screen. There are two methods of research: a quick search or an advanced search.

A. The Quick Search: "Quick searching"

This is the method of research to be used when you wish to carry out a standard search, i.e. if your research criteria are very general and limited (one or two criteria). It is possible to cross a date, with company information, and details of the Deal (type, status, etc.)
Example: You are looking for a Deal that was announced between the 1 September 2003 and the 30 November 2003, with telecommunications as the Target Industry.
1. Click on the table to select the desired dates. Select the month and the year from the rolling menu, then choose the day from the table. The date selected is then automatically added to your search. It is possible to carry out a search with either the Announced Date or the Completed Date.
2. Click on the (magnifying glass) to the right of the "Target Industry" text box to choose a sector. Once the dialogue box has appeared, enter "telecommunications" in the text box, and then click on "Find Matches". From the list that appears, select the sector or sectors that you are interested in. They are then added to the "Selected Item(s)" box at the bottom of the list.
Following this click on "Apply to Search" to add these sectors to your search.
N.B.: In this manner you are able to cross as many criteria as you like: each new

criteria will automatically be added to the others. The more criteria you add, the more refined your search will become. However, for a multicriteria search, it is advisable to use the advanced search option (**B)**.

3. Once you have entered your two criteria, your research screen will appear as follows: When you have entered all the criteria you wish, run the search by clicking on the tab "Executive Search".

4. A list of results will appear:
The list includes:
- the date announced (or completed if you searched by "date completed")
- the date it will be effective by (if the Deal has been completed)
- the Target Name and the name of the acquiror
- the Rank Value of the deal and its status
- the target and acquiror advisors

N.B.: the menu bar above the list allows you to change the order in which the companies are
listed.

5. If you click on the icon to the left of each line, you are presented with the details of the transaction:
It is possible to save this report in Excel by clicking on "Excel".

B. The Advanced Search

This method of research is recommended when you wish to cross more than two criteria, in
particular financial criteria.
Once you have selected "Advanced Searching", specify that you wish to consult the "Mergers
and Acquisitions" database by ticking the box, and then confirm by clicking on "continue".
You are then presented with a new interface.
It works as follows: each line corresponds to a research criteria. You will notice that by default, two criteria are already registered:
- Line 1: the requested database (that was just selected on the previous screen)
- Line 2: the date, which by default is set to the last month. You can change this date by clicking on the link "Announced Date", and then changing the period in the same way as for the Quick Search.

At the end of each line are a set of abbreviations:
- Arrows to scroll up or down to the different criteria
- 'R' to run the search for each criteria
- 'X' to clear a criteria

The next step is to add your different research criteria. For this, use the menu bar at the top of
the screen:
Example: you are searching for deals
- that were announced between the 1 January 2002 and the 31 December 2002

- with France Telecom SA as the target industry
- with a “Friendly” deal attitude

You wish the results to be presented in a standard report (the criteria are displayed in the same
way as in the Quick Search).

1. Modify the announced date by clicking on the link, then choose your dates. Confirm this by
clicking on “Apply to Search”:
2. Choose the target. To do this, click on the link “Company Info”, and then select “Target”.
In the dialogue box enter the name of the company, and then click on “Find Matches”. From
the list choose “France Telecom SA”, and then click on “Apply to Search”.
3. Select the Deal Attitude. To do this, select the tab “ Deal Info”, then “Deal Attitude”. In the
dialogue box select “Friendly” from the list, and then click on “Apply to Search”.
4. You have now chosen all your criteria. These criteria are now on your screen. Click on
“Executive Search” to calculate the number of transactions that meet with all your criteria.

9 Deals correspond to your search. At the end of each line, you can see the number of
deals that correspond to each criteria. This tells you that one deal out of the ten that took place
with the target France Telecom was not friendly.

5. All that remains is to choose the format of your report. At the very bottom of the screen,
you can open an existing report by clicking on “Open Existing”. In the dialogue box, open the
file “General Shared Folder”, and then open “Standard Reports” and select “standard Report”.
Next click on “Open”.

The chosen format will be added to your search, it constitutes a new criteria. First of all give it
a name, and then click “OK”. Your new criteria will appear in the list. Click on “Executive
Search” to process your report. You will obtain a list of results, made up of the 9 deals in
response to your request.

The list provides you with:

- the date announced (or completed if you carried out a search with “date completed”)
- the date the deal is effective (if the deal is completed)
- the name of the target company and the acquiror
- the Rank Value of the deal and its status
- the Target and Acquiror advisors

N.B.: the menu bar above the list allows you to change the order in which the companies are
listed.

By clicking on the icon to the left of each line, you can obtain the details of the transaction:
You can save the report in Excel by clicking on “Excel”.

C. CREATING YOUR OWN REPORT FORMAT

Once you have carried out an advanced search, you can format your report to view your results as you like.

1. In order to do this, refer back to step 5 of the advanced search and click on “Create New” instead of “Open existing”.
2. In the dialogue box that appears choose your criteria. These criteria will appear as the headings of each column on your list of results.

Example : you want the following headings:

- the date effective
- the target name
- target primary SIC code description
- the value of the transaction

Select each criteria with a double click. Once you have selected all the criteria you want, save the format by clicking on “save”.

3. Following this, you need to open the “Personal Files” and create a new file by clicking on the icon at the top right.

Once you have the dialogue box, enter the file name, and then confirm this by clicking on “OK”. Your new file will appear in the list of files. It is in this new file that you will save your report format:

Then save your format by clicking “Save”. Apply this format to your search by clicking on “Apply to Search”, and then give it a name.

4. Your format is added to your search criteria. All that remains is to click on “Execute Search” to apply this new format and see your list of results.

4. Your list of results will appear on the screen. You will notice that it includes all the criteria that you previously selected.

… Enjoy your research!