



## SDC PLATINUM: Mergers & Acquisitions (M&A)

---



THOMSON REUTERS

# LEARNING OUTCOMES

---

By the end of this module you will:

- Gain an understanding of the M&A deals component within the T1 Banker framework and SDC desktop products
- Know how to perform advanced searches using various search criteria
- Know how to display this in different reporting outputs: Transaction-by-Transaction report; League Tables; Volume Analysis
- Gain an understanding of the content of the module and when to refer certain client data issues to the relevant teams for further investigation
- Gain an understanding of front line technical processes with regards to such reported issues
- Practice answering some real-life client issues



# PROCEDURES

---

Customer support has four dimensions to its responsibility:

- 1) Product functionality issues; understanding what data the client is trying to obtain and how we can use the product, whether directly or indirectly, to retrieve this
- 2) Content – working with content teams in providing an understanding of the data for the client. To achieve this, it is expected that we increase our financial markets knowledge through various means (e.g. internal/external certification). But where appropriate, we may refer certain queries to content i.e. concerns over suspect data
- 3) Technical issues – involved in first line diagnostics and referring it once obtaining the necessary details: (screenshot of error message; ID and steps leading up to error)
- 4) Certain administrative tasks – checking product IDs with Entitlements and passing on Sales issues to account managers



## SDC Platinum: Introduction

---

A financial transactions database that covers **New Issues, Mergers & Acquisitions (M&A)**, syndicated loans, private equity, project finance, poison pills, among others

\*SDC: Securities Data Company

Reference:

[http://thomsonreuters.com/products\\_services/financial/financial\\_products/deal\\_making/investment\\_banking/sdc](http://thomsonreuters.com/products_services/financial/financial_products/deal_making/investment_banking/sdc)

## M&A OVERVIEW

---

### Mergers & Acquisitions (M&A) - Global Transactions since 1977 - M&A

The Deals company-specific Merger & Acquisition pages list detailed merger-and-acquisition transaction data and include announced date, effective date, target, target advisor, transaction statistics, target financials, acquiror, acquiror advisor, acquiror financials, status, rank value and deal synopsis.

- 400,000+ Global Transactions Since 1977 - Mergers & Acquisitions
- Tender Offers
- Spin Offs
- Stake Purchases
- Repurchases
- MBOs/LBOs
- Rumored and Seeking Buyer Transactions



## M&A PRE-BUILT REPORTS

---

**M&A Announced/Completed Deals:** provides you with a large table of Announced/Completed Deals that is refreshed on a daily basis.

**M&A League Tables:** based upon a single set of globally consistent criteria, submission guidelines, transaction classifications and eligibility rules, allowing you to accurately analyze transactions from around the world

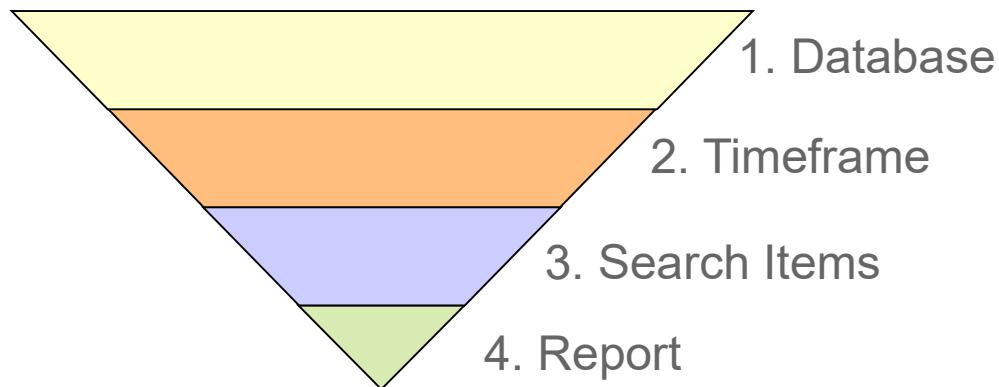
**Custom League Tables:** identify the leading deal financial and legal advisors in rank order. Updated in real time.

**M&A Volume Trends:** reports aggregate deal totals by period, industry and geographical regions



# M&A ADVANCED SEARCH

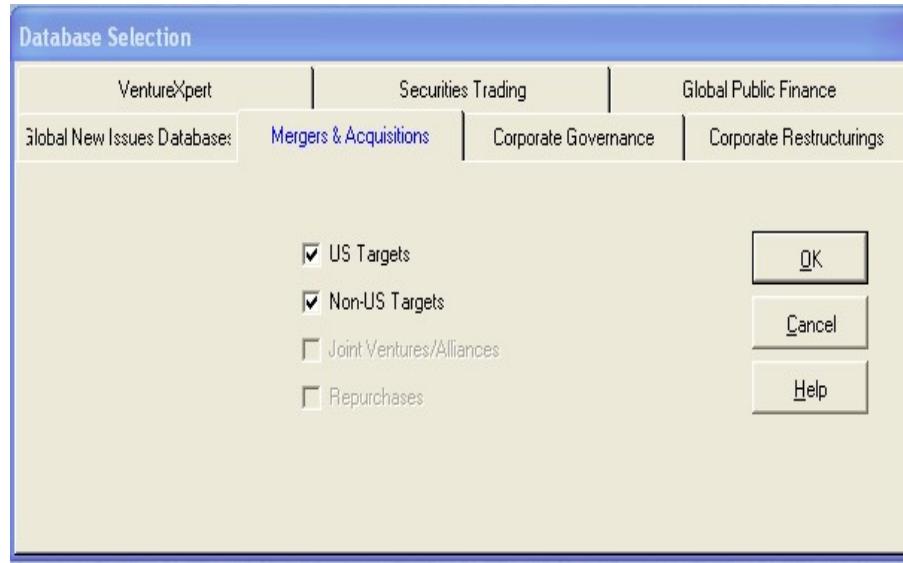
---



This is the primary deals screening tool allowing you to filter for deals according to your specific report criteria:

1. Database: Asset Class (M&A)
2. Timeframe: Deal was announced/completed
3. Search Items: Specific M&A deal criteria
4. Report: Deal Report, League Tables, Volume Analysis

# Database

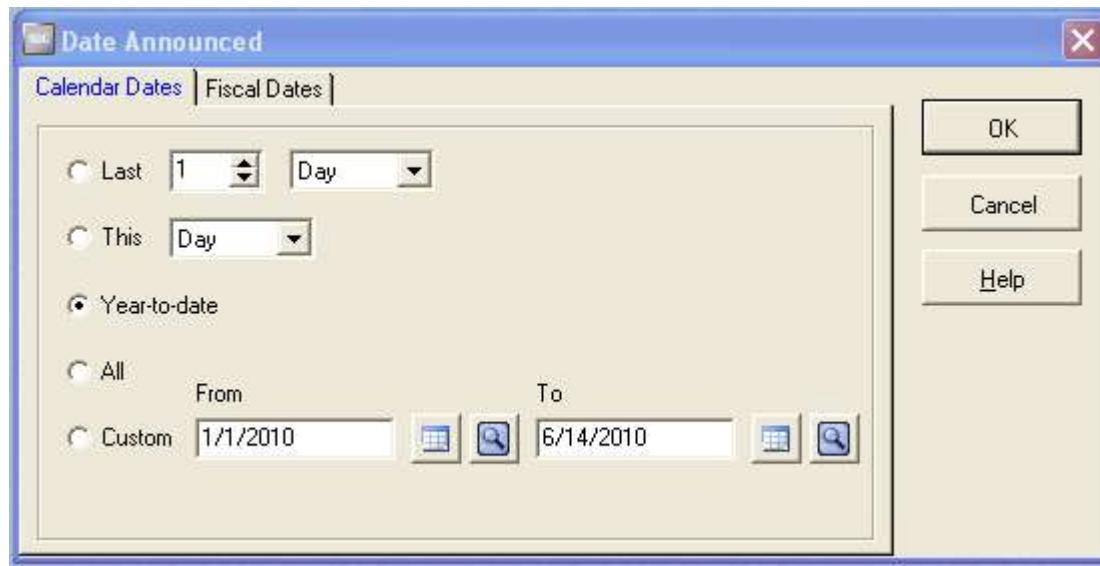


Choose **Mergers & Acquisitions** tab

Tick **[ ] US Targets** and **[ ] Non-US Targets** by default

Click **OK**

## Timeframe



Select the required or specified Announcement date

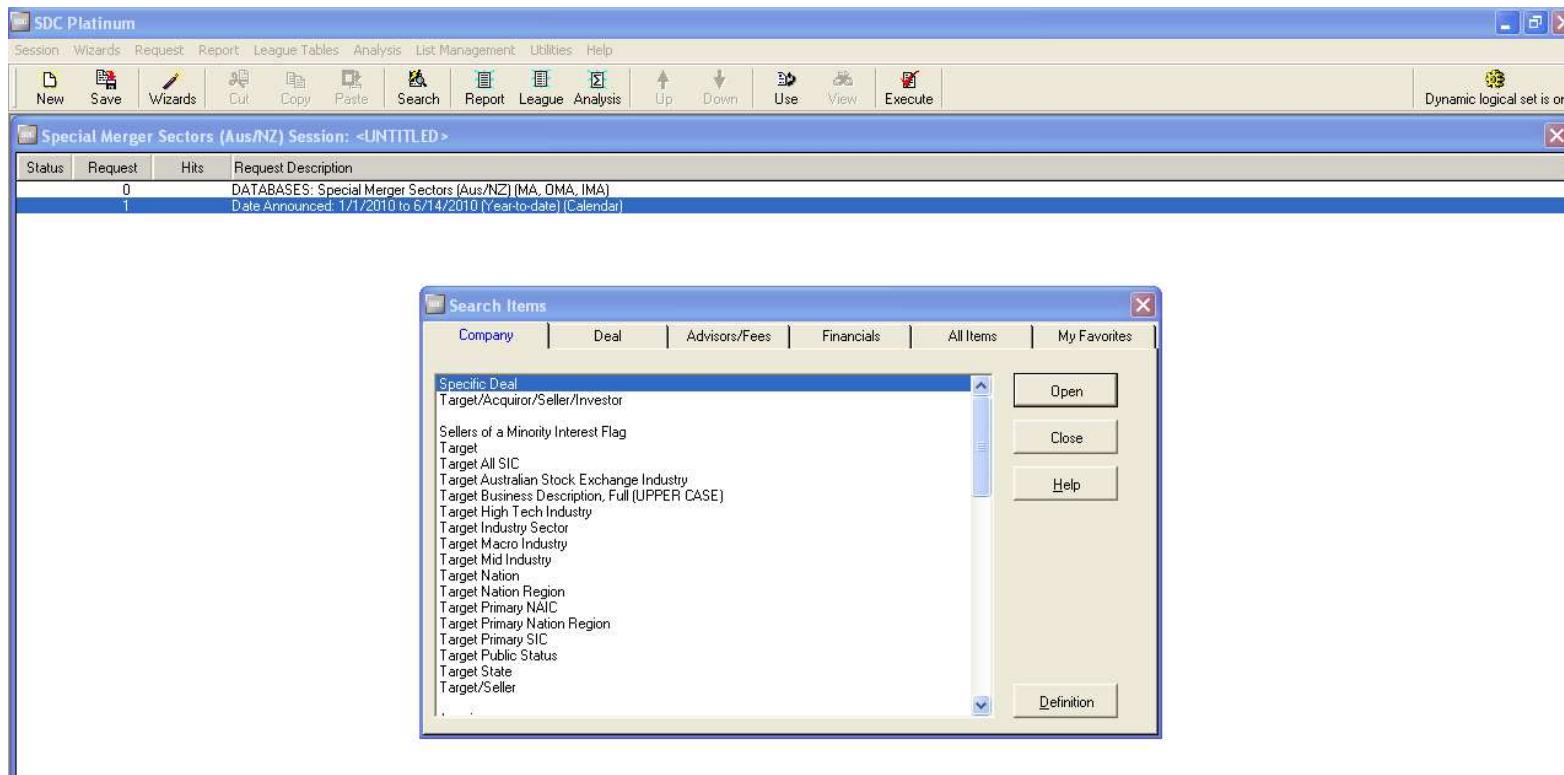
**\*\* Announcement date:** The date on which the deal was first disclosed to the public. It can be announced through the news or regulatory filings.



THOMSON REUTERS

# Search Items

SDC Platinum will appear this way:



# Search Items

---

Refine search criteria by selecting the specific fields in the **Search Items** box:

Overview of Search Items (refer to product for complete list)



## Reports

---

Reports can be generated through the following functions of the Menu bar:

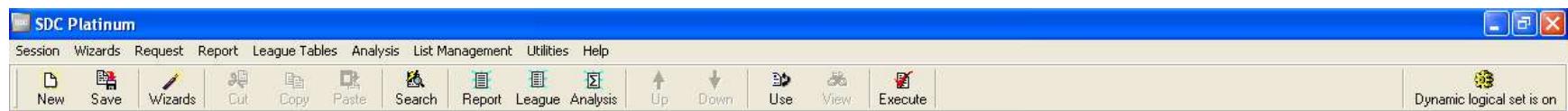


(Note: Refer to product for customization of reports)

Alternately, these icons can also be used for generating reports:



# Additional Functions



## Shortcuts:



Click “New” icon  
to create a new  
M&A search

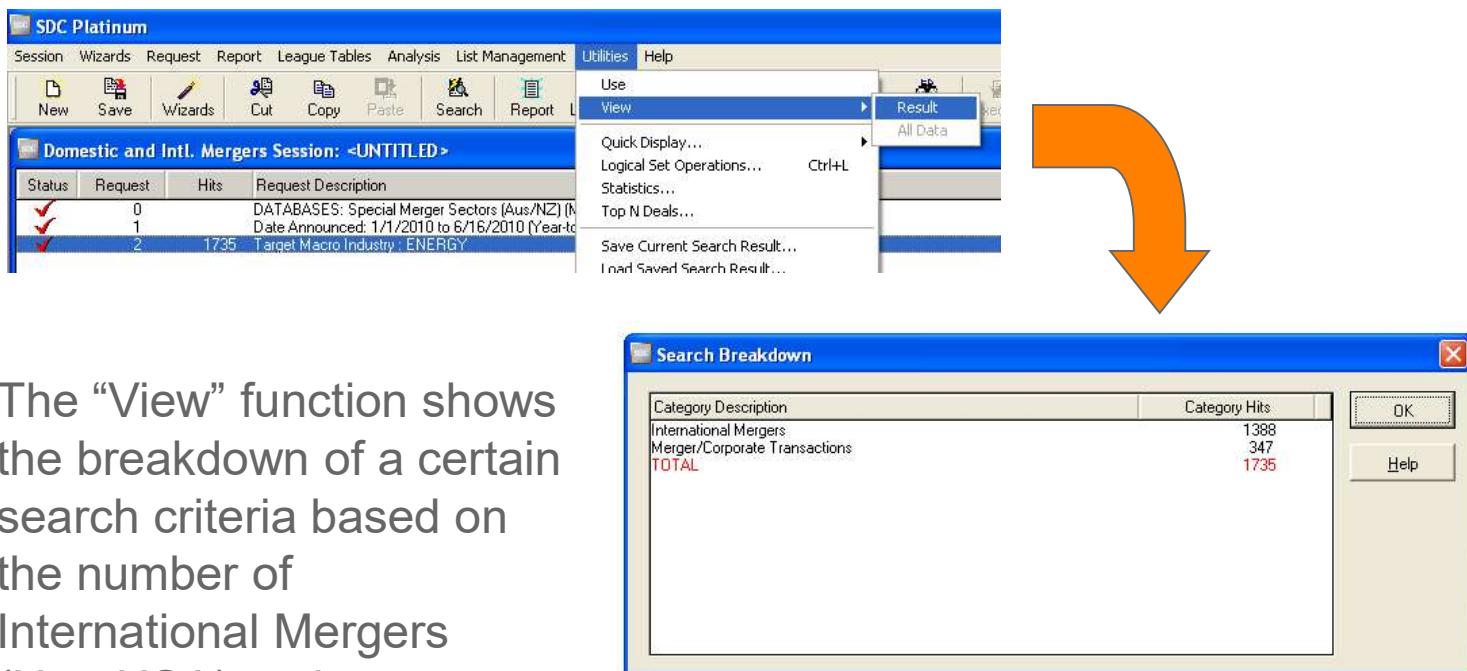
Click “Save” icon to  
save session details



THOMSON REUTERS

# Additional Functions

## (a) The “View” function: **Result**



The “View” function shows the breakdown of a certain search criteria based on the number of International Mergers (Non-USA) and Merger/Corporate Transaction (USA only)

SDC Platinum

Session Wizards Request Report League Tables Analysis List Management Utilities Help

New Save Wizards Cut Copy Paste Search Report

Domestic and Intl. Mergers Session: <UNTITLED>

Status	Request	Hits	Request Description
✓	0		DATABASES: Special Merger Sectors (Aus/NZ) (N
✓	1		Date Announced: 1/1/2010 to 6/16/2010 (Year-to
✓	2	1735	Target Macro Industry: ENERGY

Use

View > Result

Quick Display... Logical Set Operations... Statistics... Top N Deals... Save Current Search Result... Load Saved Search Result...

Result

All Data

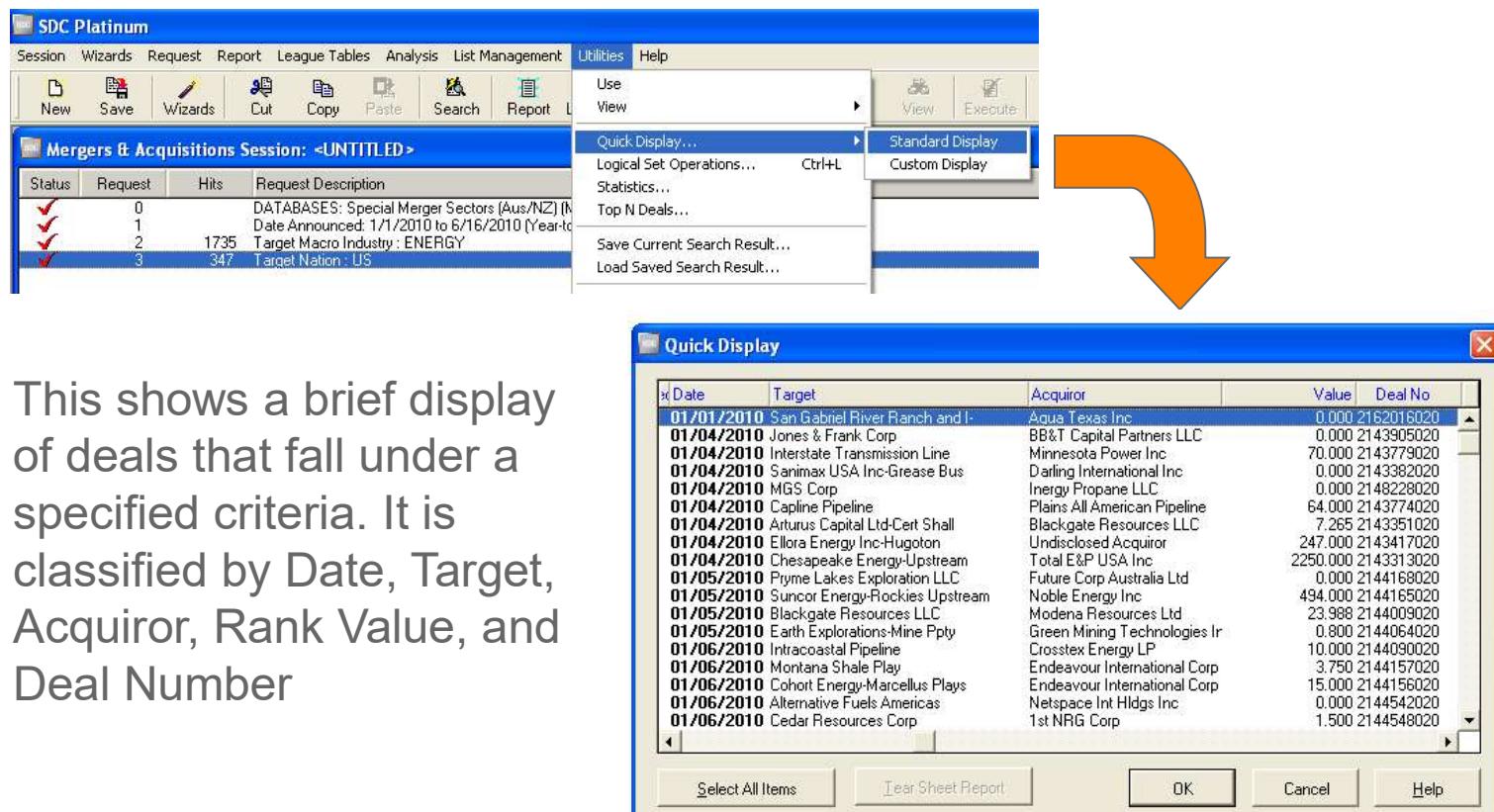
Search Breakdown

Category Description	Category Hits
International Mergers	1388
Merger/Corporate Transactions	347
<b>TOTAL</b>	<b>1735</b>

OK Help

# Additional Functions

## (b) The “Quick Display” function: Standard Display



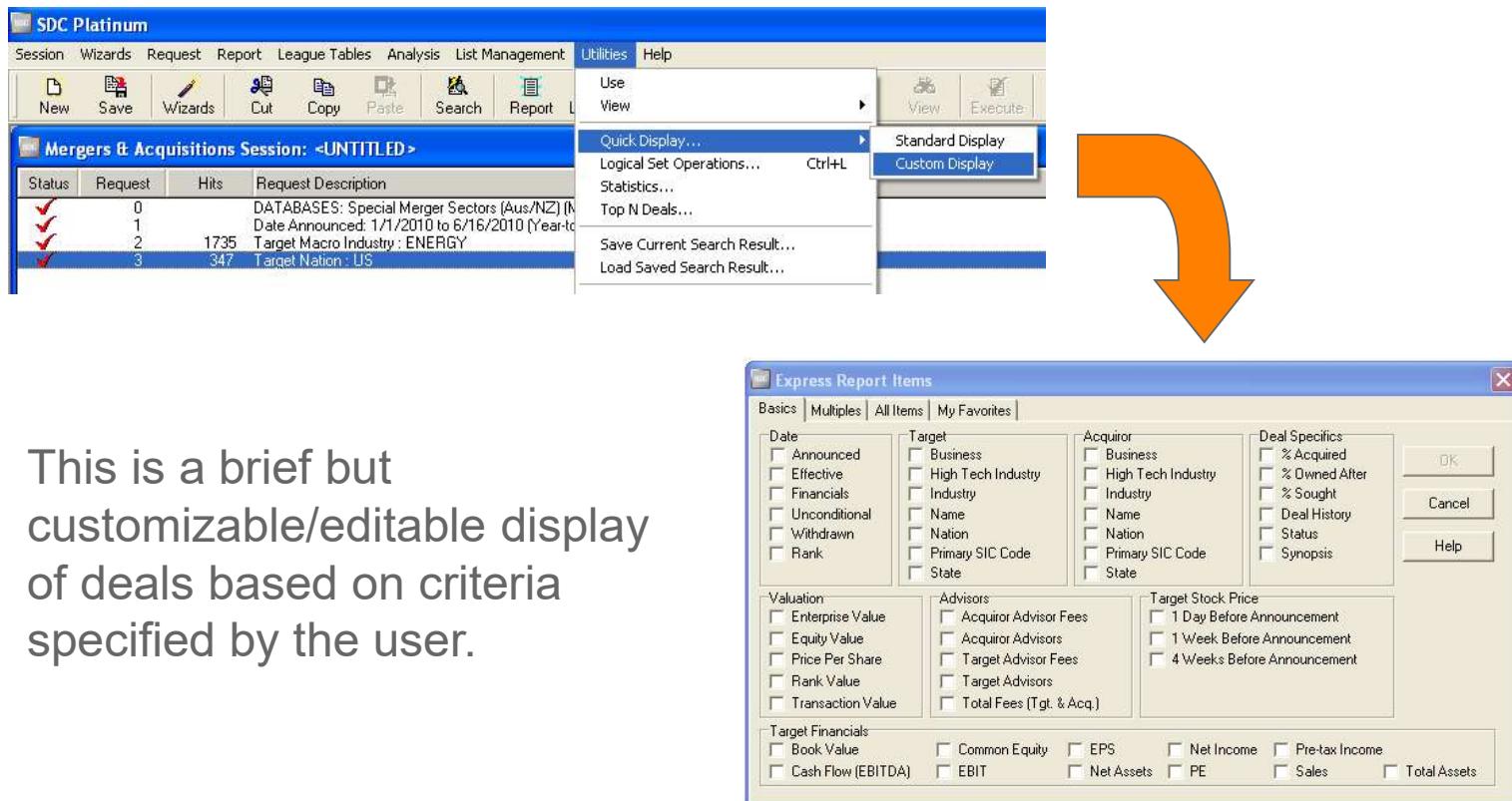
This shows a brief display of deals that fall under a specified criteria. It is classified by Date, Target, Acquiror, Rank Value, and Deal Number

Date	Target	Acquiror	Value	Deal No
01/01/2010	San Gabriel River Ranch and I-	Aqua Texas Inc	0.000	2162016020
01/04/2010	Jones & Frank Corp	BB&T Capital Partners LLC	0.000	2143905020
01/04/2010	Interstate Transmission Line	Minnesota Power Inc	70.000	2143779020
01/04/2010	Sanimax USA Inc-Grease Bus	Darling International Inc	0.000	2143382020
01/04/2010	MGS Corp	Inergy Propane LLC	0.000	2148228020
01/04/2010	Capline Pipeline	Plains All American Pipeline	64.000	2143774020
01/04/2010	Airturus Capital Ltd-Cert Shall	Blackgate Resources LLC	7.265	2143351020
01/04/2010	Elora Energy Inc-Hugoton	Undisclosed Acquiror	247.000	2143417020
01/04/2010	Chesapeake Energy-Upstream	Total E&P USA Inc	2250.000	2143313020
01/05/2010	Pryme Lakes Exploration LLC	Future Corp Australia Ltd	0.000	2144168020
01/05/2010	Sunoco Energy-Rockies Upstream	Noble Energy Inc	494.000	2144165020
01/05/2010	Blackgate Resources LLC	Modena Resources Ltd	23.988	2144009020
01/05/2010	Earth Explorations-Mine Pty	Green Mining Technologies Ir	0.800	2144064020
01/06/2010	Intracoastal Pipeline	Crostex Energy LP	10.000	2144090020
01/06/2010	Montana Shale Play	Endeavour International Corp	3.750	2144157020
01/06/2010	Cohort Energy-Marcellus Plays	Endeavour International Corp	15.000	2144156020
01/06/2010	Alternative Fuels Americas	Netspace Int Hldgs Inc	0.000	2144542020
01/06/2010	Cedar Resources Corp	1st NRG Corp	1.500	2144548020



# Additional Functions

## (c) The “Quick Display” function: **Custom Display**



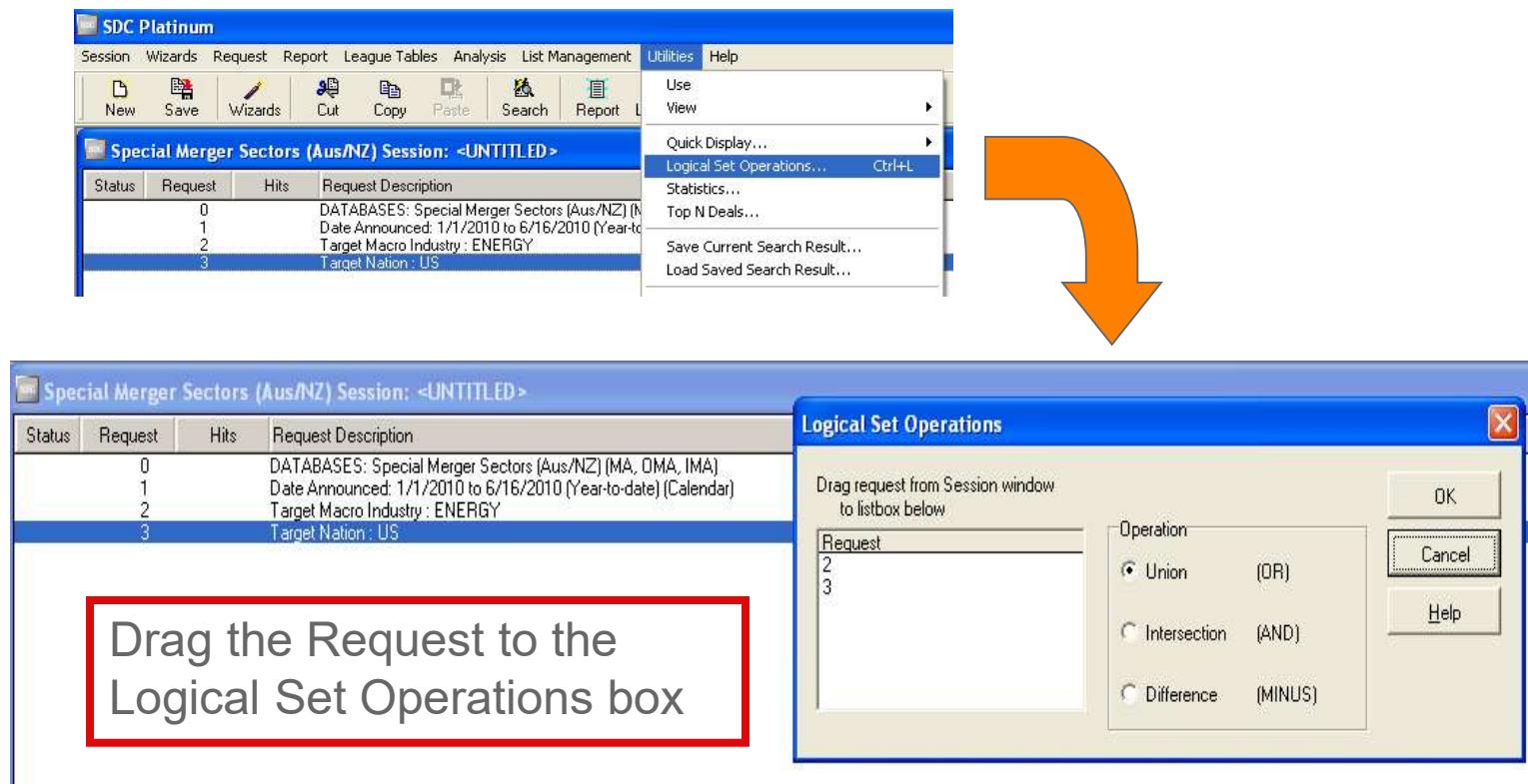
The screenshot shows the SDC Platinum interface. The menu bar is visible with 'Utilities' selected. A sub-menu 'View' is open, showing 'Quick Display...', 'Standard Display', and 'Custom Display'. 'Custom Display' is highlighted with a blue selection bar. A large orange arrow points from this selection bar down to a 'Custom Display' dialog box. The dialog box is titled 'Express Report Items' and contains several tabs: 'Basics', 'Multiples', 'All Items', and 'My Favorites'. The 'Basics' tab is selected. It contains sections for 'Date' (Announced, Effective, Financials, Unconditional, Withdrawn, Rank), 'Target' (Business, High Tech Industry, Industry, Name, Nation, Primary SIC Code, State), 'Acquirer' (Business, High Tech Industry, Industry, Name, Nation, Primary SIC Code, State), 'Deal Specifics' (% Acquired, % Owned After, % Sought, Deal History, Status, Synopsis), 'Valuation' (Enterprise Value, Equity Value, Price Per Share, Rank Value, Transaction Value), 'Advisors' (Acquirer Advisor Fees, Acquirer Advisors, Target Advisor Fees, Target Advisors, Total Fees (Tgt. & Acq.)), 'Target Stock Price' (1 Day Before Announcement, 1 Week Before Announcement, 4 Weeks Before Announcement), 'Target Financials' (Book Value, Common Equity, EPS, Net Income, Pre-tax Income, Cash Flow (EBITDA), EBIT, Net Assets, PE, Sales, Total Assets), and 'Other' (Net Assets, PE, Sales, Total Assets).

This is a brief but customizable/editable display of deals based on criteria specified by the user.



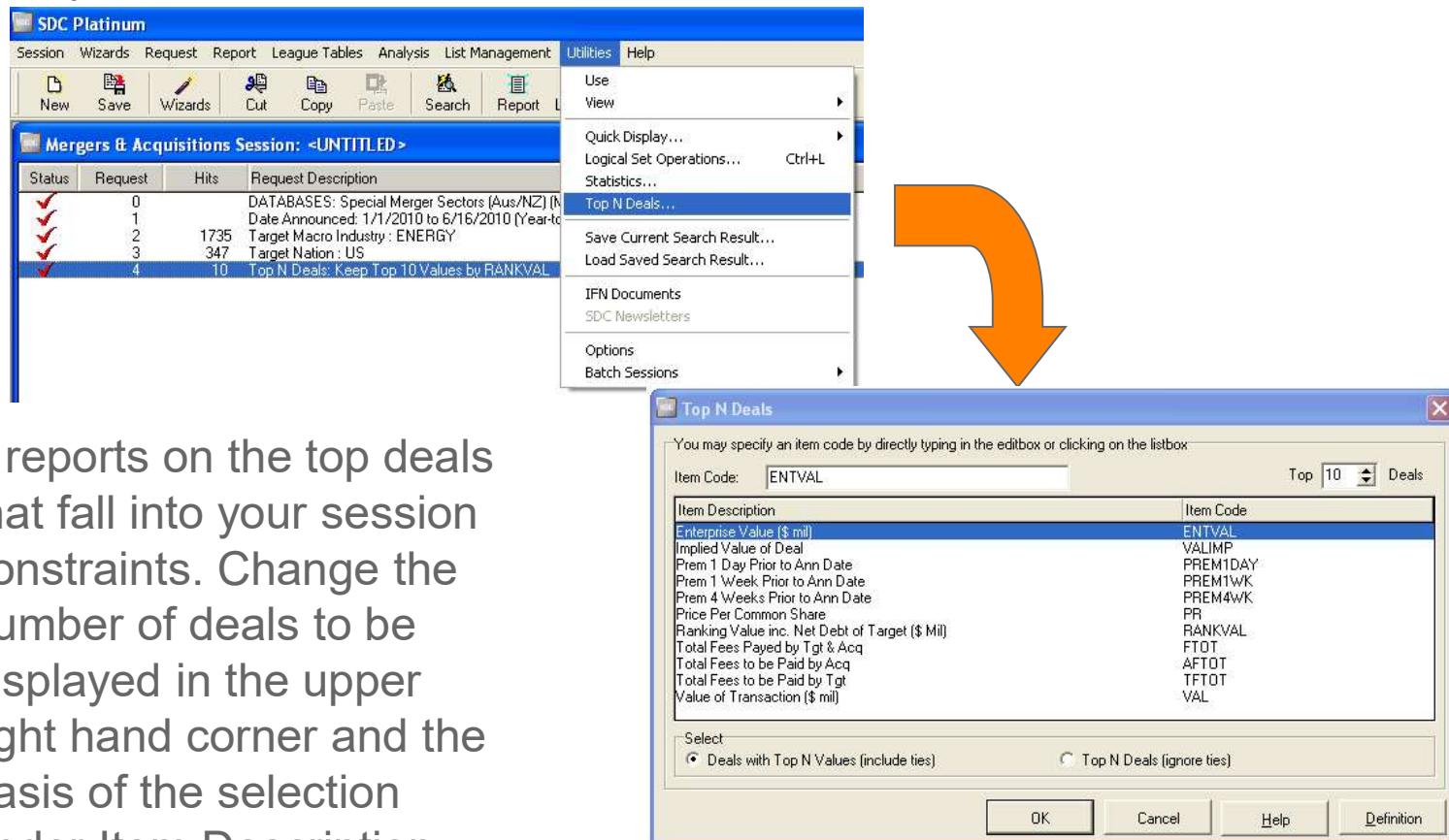
# Additional Functions

## (d) Logical Set Operations



# Additional Functions

## (e) Top N Deals



SDC Platinum

Session Wizards Request Report League Tables Analysis List Management Utilities Help

New Save Wizards Cut Copy Paste Search Report

Mergers & Acquisitions Session: <UNTITLED>

Status	Request	Hits	Request Description
✓	0		DATABASES: Special Merger Sectors (Aus/NZ) (N)
✓	1		Date Announced: 1/1/2010 to 6/16/2010 (Year-to-Date)
✓	2	1735	Target Macro Industry: ENERGY
✓	3	347	Target Nation: US
✓	4	10	Top N Deals: Keep Top 10 Values by RANKVAL

Utilities

- Use
- View
- Quick Display...
- Logical Set Operations... Ctrl+L
- Statistics...
- Top N Deals...**
- Save Current Search Result...
- Load Saved Search Result...
- IFN Documents
- SDC Newsletters
- Options
- Batch Sessions

Top N Deals

You may specify an item code by directly typing in the editbox or clicking on the listbox

Item Code:  Top 10 Deals

Item Description	Item Code
Enterprise Value (\$ mil)	ENTVAL
Implied Value of Deal	VALIMP
Prem 1 Day Prior to Ann Date	PREM1DAY
Prem 1 Week Prior to Ann Date	PREM1WK
Prem 4 Weeks Prior to Ann Date	PREM4WK
Price Per Common Share	PR
Ranking Value inc. Net Debt of Target (\$ Mil)	RANKVAL
Total Fees Payed by Tgt & Acq	FTOT
Total Fees to be Paid by Acq	AFTOT
Total Fees to be Paid by Tgt	TTTOT
Value of Transaction (\$ mil)	VAL

Select

Deals with Top N Values (include ties)

Top N Deals (ignore ties)

OK Cancel Help Definition

It reports on the top deals that fall into your session constraints. Change the number of deals to be displayed in the upper right hand corner and the basis of the selection under Item Description.



## Notes / Q&A

---

Thank you and have a nice day! ☺



THOMSON REUTERS