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is celebrating our 18th year  
in investment banking  
services for middle market  
technology companies.

Whatever the stage of  
your company's lifecycle,  
we have the expertise  
and resources to deliver  
superior results for you.  
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Core Capital Group is a partner firm in the International Network of M&A Partners (IMAP). With 55 partner offices located in 40 countries, IMAP partners closed 252 transactions in 2008 with a combined value of \$13 billion.



## Getting Deals Done!

Take a look at some of the transactions we and our IMAP Partners have completed so far this year:

- ◆ 313% growth in total value of completed transactions since 2000;
- ◆ 280% increase in average transaction size over the last 3 years;
- ◆ 252 completed transactions by IMAP in 2008 of which 75 were cross border deals.



### Who says transactions can't get done in this economy?


IMAP is closing deals in 2009. Here's a sample:

Buyer/Investor	Seller/Divestor	IMAP's Role
Inveni Life Sciences Fund I Ky (Finland)	MIACOM Diagnostics GmbH (Germany)	Advised the Seller
Cheques Dejeuner (France)	SOLWAY (France)	Advised the Seller
Frutarom (Israel)	Flavor Specialties (U.S.)	Advised the Seller
Companhia Brasileira de Bebidas (CBB) (Brazil)	Maguary (Kraft Foods subsidiary) (Brazil)	Advised the Buyer
Vexve Group Oy (Finland)	Amixo Oy (Finland)	Advised the Seller
K-Develop Oy (Finland)	Teräskonttori Oy (Finland)	Advised the Seller
Gemserv Limited (U.K.)	Red Island Consulting (U.K.)	Advised the Buyer
MBO Team (U.K.)	Projen plc (U.K.)	Advised the Seller
Intertek Group plc (LSE: ITRK) (U.K.)	APTECH Engineering Services, Inc. (U.S.)	Advised the Seller
Frutarom Industries Ltd. (Israel)	Oxford Chemicals Ltd. (U.K.)	Advised the Seller
EMKA Biotech (France)	EMKA Technologies (France)	Advised the Seller
ChinaGrowth South Acquisition Corp. (China)	Olympia Media Holdings Ltd. (China)	Advised the Buyer
ChinaGrowth North Acquisition Corp. (China)	UIB Group Ltd. (China)	Advised the Buyer
Fibernet Zrt (Hungary)	Dunaweb Kft (Hungary)	Advised the Seller

**WHAT THESE TRANSACTION CLOSINGS TELL US**

- ▶ Some banks are still delivering funding for conservatively geared "conventional" MBOs.
- ▶ Strategic buyers are actually acquiring smaller companies that fit their growth strategy, in particular regarding cross-border transactions.
- ▶ Good quality, growing niche businesses can still be sold at attractive valuations.

**Can M&A transactions get closed today?  
These IMAP-advised deals show they can.**



AS AN IMAP PARTNER, WE ARE PART OF A GLOBAL TEAM OF M&A ADVISORS THAT GETS THE DEAL DONE

IMAP provides strategic merger, acquisition, divestiture and related corporate finance services. With more than 70 offices in over 35 countries, we offer local expertise with unparalleled global connections. In 2008, IMAP advisors worked together to close more than 250 M&A transactions with an aggregate transaction value of \$13 billion.

IMAP is an organization of independent member firms and is not liable for the actions of its members. Members are individually governed by the rules and regulations of their jurisdictions and legal forms of organization.

# Gaming Technology Insight — Is Consolidation Key?

By Craig L. Graaff

In recent years, the music industry has seen major consolidation for several reasons including illegal piracy, falling profits, and narrow profit margins. By consolidating, larger companies can produce more titles at a lower cost which allows them to maintain higher profit margins and satisfy stockholders. This type of consolidation has changed the landscape of the music industry dramatically.

With the push for games to be distributed electronically and the gaming industry as a whole reaching maturation, is it destined for the same major consolidation. Let's examine some recent issues.

Smaller independent studios cite issues with the inability to compete with larger studios, larger studios cite issues with the inability to produce a pipeline of sustainable titles, and retailers cite issues with inconsistent market pricing. The gaming industry continues to grow despite the global recession and with the recent smash hit release of *Modern Warfare 2*, consumers continue to buy (judging from my teenage son's XBOX LIVE account's friends list, *Modern Warfare 2* is dominating as the game of choice). SEGA® has expressed their desire to expand into more adult themed games in an attempt to capture market share from franchise games like *Modern Warfare 2* and *FIFA 2010*.

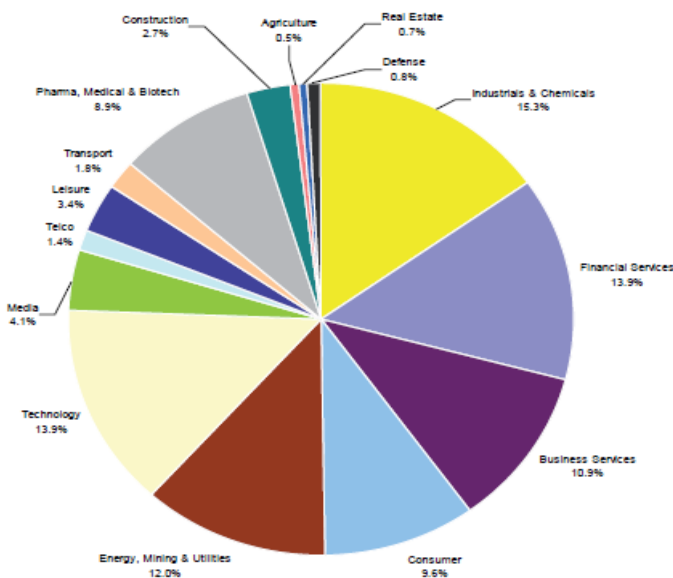
These signals all point to a maturing industry that will require consolidation to satisfy stockholder equity, higher profit margins, and the ability to satisfy consumer demands.

A well-executed strategic merger or acquisition can be a significant advantage, not only for larger studios, but for smaller independent studios as well.

Craig L. Graaff is Core Capital Group's Chicago Branch Manager and leads the Gaming Technology practice.

## M&A Statistics/Trends YTD Oct '09

North American M&A Sector Breakdown by Volume



Source: mergermarket.com Global Deals by Volume Q1-Q3 2009

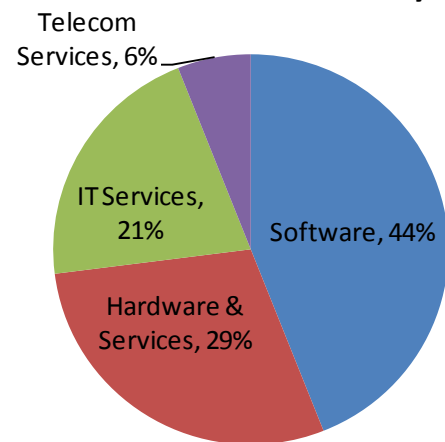
## Recent Transactions

Through August of 2009, the number of merger and acquisition announcements targeting US information and communication companies totaled 993, compared to 1,069 for the same period in 2008.

During the month of August, there were 5 transactions over US\$100 million, with an aggregate value of US\$1,093 million. The largest transaction in August was VMware's acquisition of SpringSource, Inc. for US\$420 million.

The second largest transaction was the US\$216 million agreement by NYSE Technologies Limited to acquire NYFIX, Inc. US buyers accounted for 87% of the announced transactions. Countries with two or more announced transactions include Canada (5), the United Kingdom (2) and Switzerland (2).

IT M&A Sector Activity



**EMC Corporation acquired FastScale Technology, Inc.** EMC Corporation acquired FastScale Technology, Inc., a company which provides software virtualization and provisioning solutions for enterprise-class Web farms and data centers, from ATA Ventures, Leapfrog Ventures, and Hunt Ventures, L.P.

**World Wide Technology, Inc. acquired Server Centric Consulting.** World Wide Technology, Inc. acquired Server Centric Consulting, a company which provides information technology solutions.

**Fluke Networks Inc. acquired AirMagnet Inc.** Fluke Networks Inc., a developer of network management software, acquired AirMagnet Inc., a Sunnyvale-based developer of wireless security software.

**TIBCO Software Inc. acquired DataSynapse Inc.** TIBCO Software Inc., a developer of enterprise software, focusing on products that enable businesses to link internal operations, business partners, and customer channels, acquired DataSynapse Inc., a New York-based developer of Internet-based application virtualization software.

**Camber Corp. acquired i2S Inc., a Columbia-based provider of information technology services.** Camber Corp, a provider of information technology, education, training, acquisition management, and engineering services to federal government agencies, acquired i2S Inc., a Columbia-based provider of IT services.