



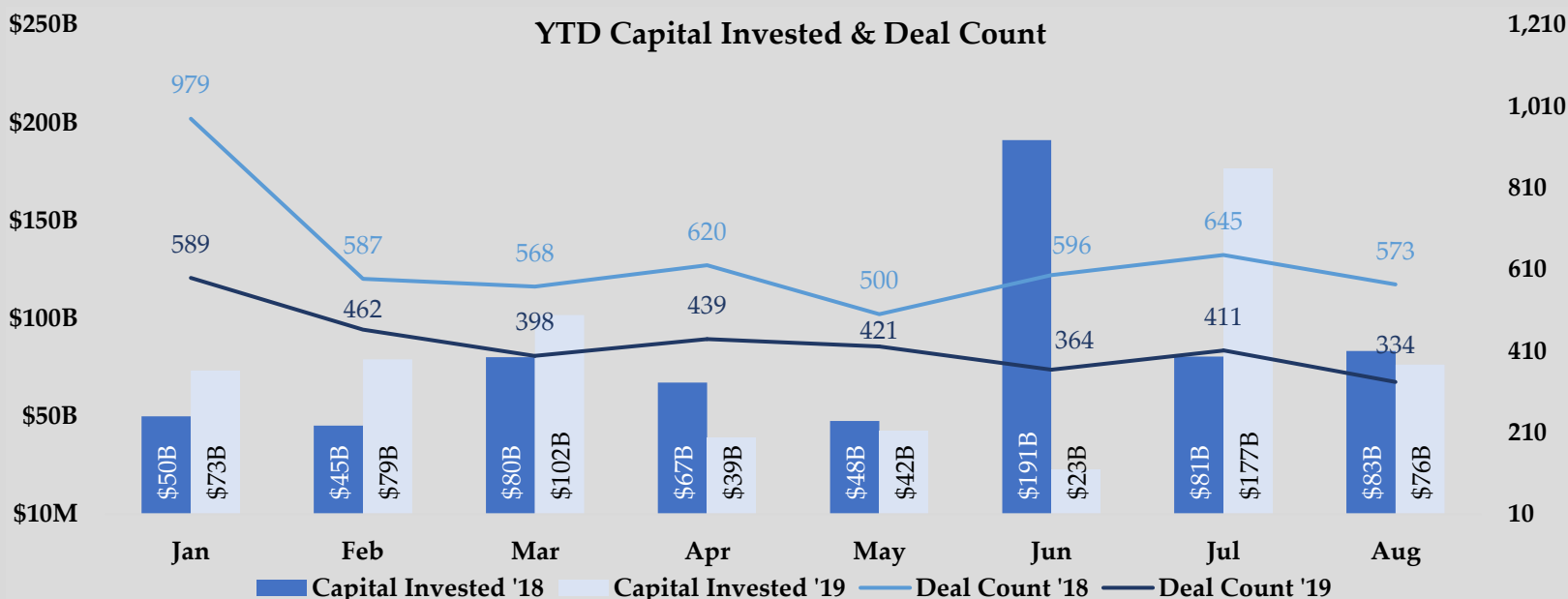
# M&A Update

2019 August

## Notable Trends in August 2019

Year to date, U.S. M&A deal activity has decreased on a year over year basis by 32.6%. The YTD completed deal count as of the end of August is 3,418 deals versus 5,068 deals in 2018. Capital invested is also slightly down decreasing 5.2%, going from \$644.9 billion YTD in 2018 to \$611.4 billion

YTD in 2019. Year to date, the median deal size has almost doubled, increasing from \$43.3 million in 2018 to \$83.2 million in 2019. Even though the amount of completed deals has decreased, the increase in median deal sizes has allowed total capital invested to remain relatively constant.



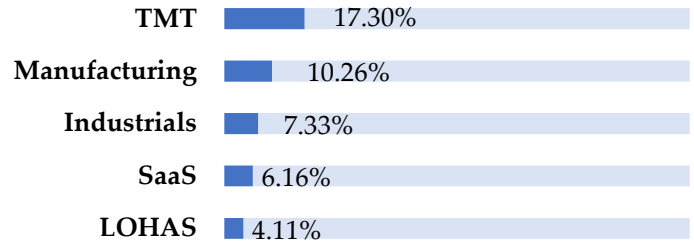
For the month of August, deal count and invested capital are respectively down 41.7% and 8.2% compared to 2018. Median deal size, on the other hand, is up 9.5%. 2019 saw the largest deal between the two years with Occidental Petroleum's \$38 billion acquisition of Anadarko Petroleum, which was 2.5x bigger than the largest deal in 2018 of Brookfield Asset Management's \$15.3 billion acquisition of General Growth Properties. 2018 had twice as many transactions completed over \$1 billion than 2019, 18 to 9.

The top 3 most active verticals in the month of August were Technology, Media and Telecommunications (TMT), Manufacturing, and Industrials for 17.3%, 10.3%, and 7.3% of all M&A deals completed, respectively.

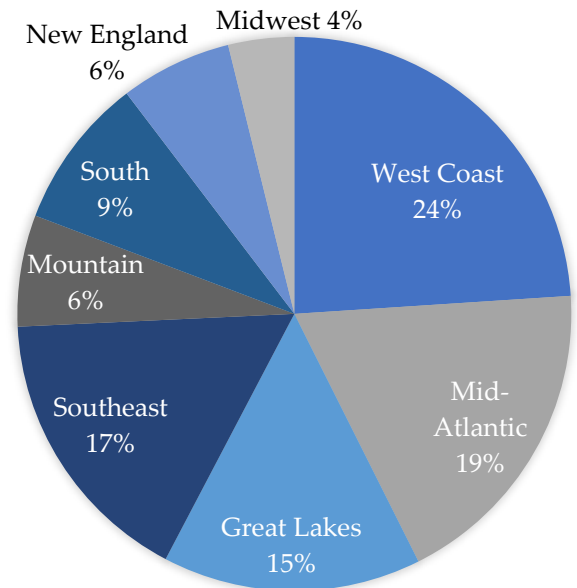
The West Coast, Mid-Atlantic, Southeast were the most active regions in the United States combining for 60.6% of all deals completed in the U.S. California, New York, and Texas and Florida (tie) led the way in activity, with 62, 31, and 24 completed

deals. These four states represented 41.7% of all M&A deals in the month of August.

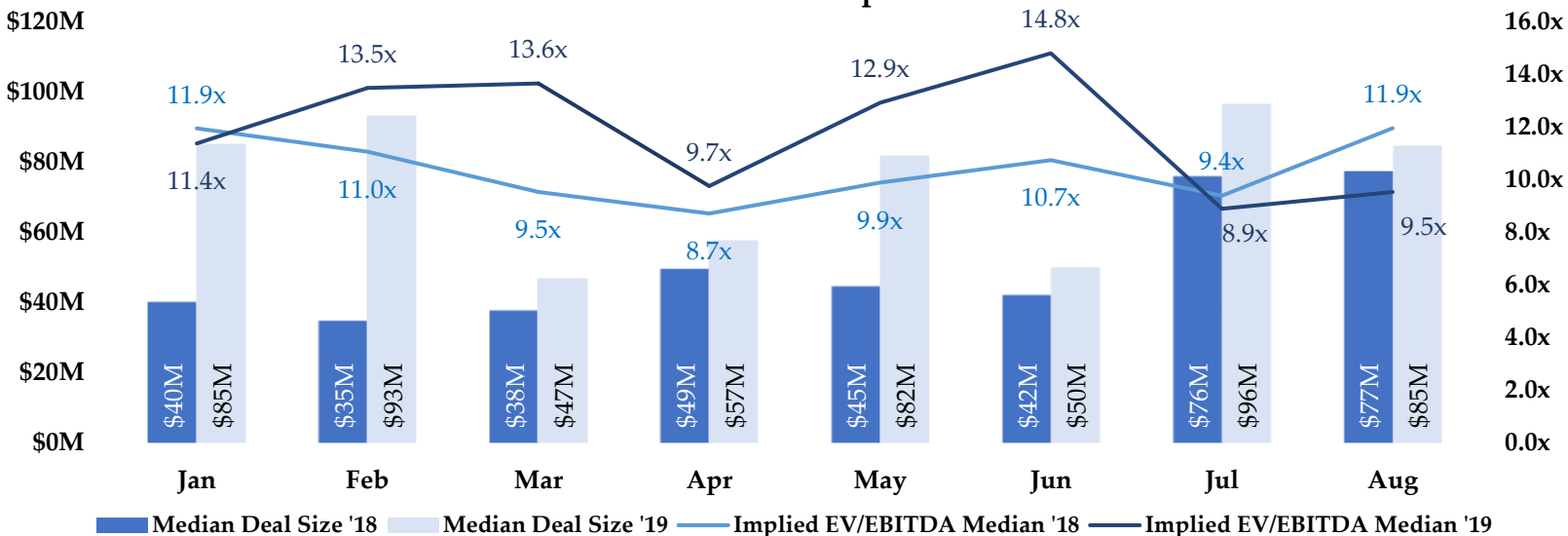
### Top 5 Associated Verticals



### Deal Count Percentage By US Regions



### YTD Median Deal Size & Implied EV/EBITDA



## Selected U.S. Transactions

Deal Date	Buyer/Investors	Target/Issuer	Company State	Primary Industry	Deal Size (M)
8/8/2019	Occidental Petroleum	Anadarko Petroleum	Texas	Energy Production	38,000.00
8/1/2019	Salesforce	Tableau Software	Washington	Application Software	15,700.00
8/1/2019	TCF Capital Funding	Chemical Bank	Michigan	Regional Banks	3,500.00
8/28/2019	Amazon.com, New York Yankees	Yankees Entertainment and Sports Network	New York	Broadcasting, Radio and Television	3,470.00
8/21/2019	UGI	AmeriGas Partners	Pennsylvania	Other Energy Services	2,440.00
8/30/2019	HealthEquity	WageWorks	California	Other Capital Markets/Institutions	2,000.00
8/26/2019	Agilent Technologies	BioTek Instruments	Vermont	Diagnostic Equipment	1,165.00
8/1/2019	Advanced Drainage Systems	Infiltrator Water Technologies	Connecticut	Other Commercial Products	1,080.00
8/12/2019	CIT Group	Mutual of Omaha Bank	Nebraska	Regional Banks	1,000.00
8/30/2019	Insight Enterprises	PCM	California	IT Consulting and Outsourcing	581.00
8/8/2019	Tegna	Dispatch Broadcast Group	Ohio	Broadcasting, Radio and Television	535.00
8/13/2019	Jazz Pharmaceuticals	Cavion	Virginia	Pharmaceuticals	312.50
8/13/2019	Atricure	SentreHEART	California	Surgical Devices	300.00
8/7/2019	NRG Energy	Stream Energy (retail energy business)	Texas	Electric Utilities	300.00
8/21/2019	Etsy	Reverb	Illinois	Internet Retail	275.00
8/9/2019	Extreme Networks	Aerohive Networks	California	Wireless Communications Equipment	272.00
8/13/2019	Heaven Hill Distilleries	Constellation Brands (Black Velvet Canadian Whisky)	New York	Beverages	266.00
8/8/2019	Xtep International	E-Land Footwear USA	California	Holding Companies	260.00
8/1/2019	Perspecta	Knight Point Systems	Virginia	IT Consulting and Outsourcing	250.00
8/1/2019	Glacier Bancorp	Heritage Bank of Nevada	Nevada	Regional Banks	240.70
8/1/2019	Serco	Alion Science & Technology (Naval Systems Business Unit)	Virginia	Aerospace and Defense	225.00
8/26/2019	Heartland Express	Millis Transfer	Wisconsin	Logistics	150.00
8/23/2019	Highgate Hotels, OYO Rooms	Hooters Casino Hotel	Nevada	Casinos and Gaming	135.00
8/16/2019	LG Household & Health Care	New Avon	New York	Personal Products	125.00
8/9/2019	Sonoco	Corenso Holdings America	Wisconsin	Paper Containers and Packaging	110.00

## Transactions Highlights

### **Anadarko Petroleum (Texas)**

The company was acquired by Occidental Petroleum (NYS: OXY) for \$38 billion on August 8, 2019. Occidental avoided its own shareholder vote on the deal after it secured a \$10 billion financing agreement with Warren Buffett's Berkshire Hathaway that allowed it to increase the cash portion of its offer. Occidental will likely shed the company's non-U.S. properties to focus on shale drilling.



**Occidental Petroleum Corporation**



### **Yankees Entertainment and Sports Network (New York)**

Disney sold its remaining 80% stake in the company to New York Yankees, Amazon (NAS: AMZN), Sinclair Broadcast Group (NAS: SBGI), The Blackstone Group (NYSE: BX), RedBird Capital Partners, and Mubadala Capital for \$3.47 billion on August 28, 2019. As a result of the transaction, New York Yankees will hold a 26% stake, Sinclair will hold a 20% stake, Amazon will hold 15%, and the remaining 39% will be split evenly between Redbird, Blackstone, and Mubadala.

### **Tableau Software (Washington)**

The company, a developer and seller software that enables customers to visualize and analyze data through a single, easy-to-use platform, was acquired by Salesforce (NYS: CRM) for \$15.7 billion on August 1, 2019. The acquisition will accelerate Salesforce's ability to deliver customer success by enabling a truly unified and powerful view across all of a customer's data.



### **Chemical Bank (Michigan)**

The company was acquired by TCF Capital Funding, a subsidiary of TCF Financial (NYS: TCF), for \$3.5 billion on August 1, 2019. With complementary banking platforms and the additional scale created through the merger, TCF is uniquely positioned to provide a more robust product set to a broader customer base with limited overlap and disruption.



### **AmeriGas Partners (Pennsylvania)**

The company, the largest retail propane marketer in the United States, was acquired by UGI (NYS: UGI) for \$2.44 billion on August 21, 2019. The transaction enables UGI to build on their successful 60-year history in U.S. propane distribution. AmeriGas' common units will no longer trade on the New York Stock Exchange.

