

**PRESS INFORMATION: 4<sup>TH</sup> JANUARY 2010**

## **EXPERIAN DATA REVEALS 2010 M&A AND ECM ACTIVITY LEVELS**

### **IN THE NORTH EAST**

Experian®, the global information services company, today released its latest M&A and ECM data covering Q4 and year-end 2010 for North East of England. According to Corpfin, an Experian company specialising in the provision of corporate and financial information, the figures show the following.

#### **Deal volumes in North East**

- The number of transactions announced in the North East in Q4 2010 decreased by 11.11% to 32 deals from 36 transactions in Q3 2010.
- A total of 148 M&A and ECM transactions were announced 2010, a slight increase of 2.07% on 2009's figures which saw 145 deals announced.
- The overall picture indicates stabilisation in terms of deal volumes in the North East.

#### **Deal values in North East**

- The total deal value increased in Q4 2010 to £858.6 million, an increase of 700% on the Q3 2010 figure of £107.3 million.
- Analysis of the year-end results presents a similar picture in terms of value. In 2010 deals worth £3.01 billion were announced, a 159.4% increase compared to the 2009 figure of £1.16 billion.
- The overall picture represents a stabilisation in terms of volume of deals but a significant increase in value. The results in 2010 were driven by one completed transaction between Deutsche Bahn AG and Arriva Plc, with a deal worth £1.6bn, which contributed about 51.8% to the aggregate value of all deals for 2010.

### **UK**

- The UK saw a 4.44% decrease in UK M&A and ECM transactions announced during 2010 with 4,244 deals compared to 4,441 transactions in 2009.
- £212.746billion worth of transactions were announced in the UK in the year, down by 16.8% on 2009.

- Rothschild announced the most UK deals in 2010 by volume advising on 68 transactions.
- UBS Investment Bank was the best performing financial advisor by value of deals (£54.405bn).
- DLA Piper was the leading legal advisor by volume of deals (131) with Slaughter & May the leading advisor by value (£48.787bn).

**Wendy Smith, Business Development Manager at Experian Corpfin, said:**

*“Whilst it is disappointing that the overall deal volumes have decreased in Q4 and year-on-year from 2009, the overall trend since Q3 2008 has been relatively flat. It remains to be seen if deal volumes have found a new level, the decline will continue or we will see the beginnings of a recovery in 2011. Market sentiment indicates that private equity investors are likely to take the lead in any future growth, although having said that international trade acquirers have already made an impact in 2010, significantly Indian takeovers have increased year-on-year and I am sure we will see this trend continue as cash-rich corporates take advantage of this buyers market. It has also been said that this prolonged stagnation will continue until we see a significant increase in the number of insolvencies, which will provide opportunities for stronger buyers and in turn trigger an upturn in the curve. However, Experian's insolvency index suggests that insolvencies are on a decline, not an increase. All this makes it very difficult to predict what will happen going forward.”*

## **NORTH EAST DEAL ACTIVITY IN DETAIL**

### ***Large deals (£100million\*)***

- There was one large deal announced with an aggregate estimated consideration £755 million recorded in Q4 2010 in the North East involving General Electric Co (GE), Fairfield, Connecticut, USA, the diversified technology and services conglomerate, which agreed to acquire Wellstream Holdings Plc, Newcastle-upon-Tyne, Tyne and Wear, England, designer and manufacturer of custom made flexible pipeline systems for the offshore oil and gas industry.
- In a year-on-year comparison, a total of two large deals were completed in 2010 (totalling £1.8 billion), while 2009 brought three deals worth £688 million.
- The overall increase in value of large deals for 2010 and 2009 represents a significant increase in overall value results for the region as large deals contributed in 2009 by 59.2% and in 2010 by 82.9% to the overall value of all deals in the region.

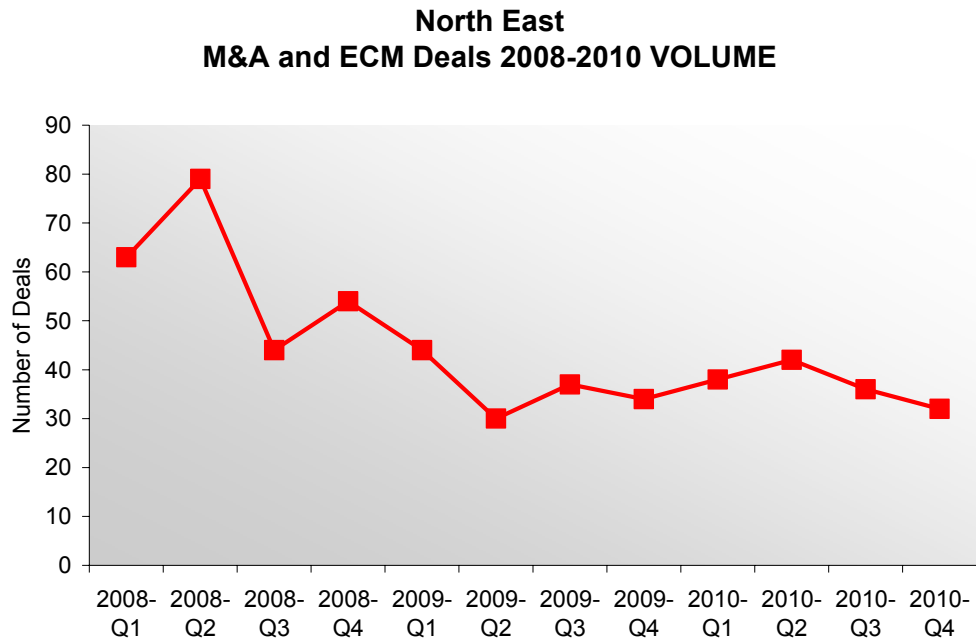
### ***Mid-market deals (£10-£100million\*)***

- In the mid-market deal range there was just one deal worth £27 million in Q4, whilst the previous quarter recorded 4 deals and a total of £98.3 million, which is a 72.53% drop.
- A total of 17 mid-market deals worth £436.77 million were announced in 2010, while 2009 saw 11 transactions with a total deal value of £386.5 million, an increase of 54.5% in terms of volume and also an increase of 13% in terms of value.

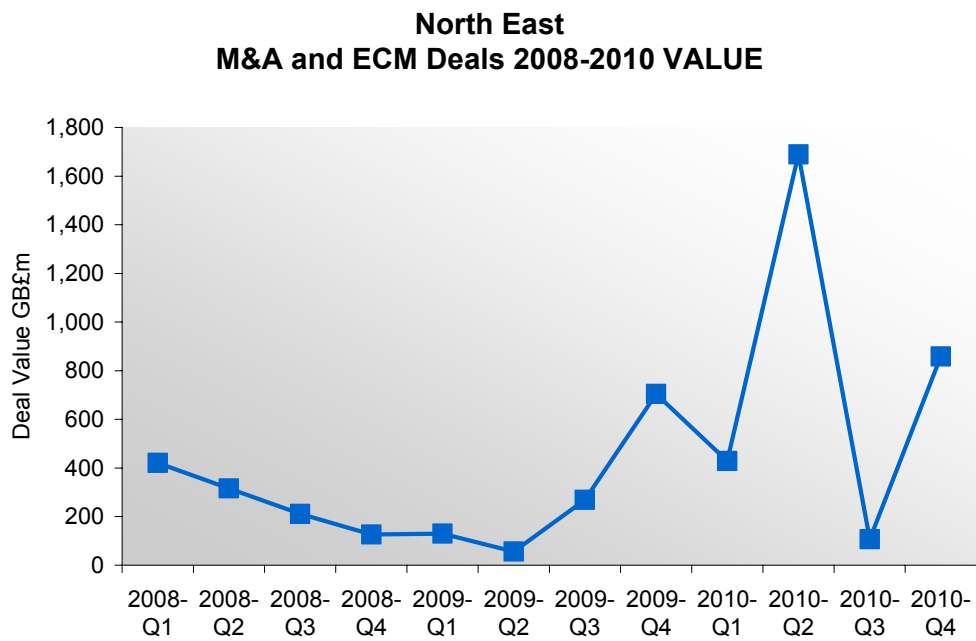
### ***Small-market deals (under £10million\*)***

- Small-market deals accounted for 11 announced transactions and a deal value of £31.63 million in Q4 2010 in contrast to Q3's 4 deals worth £8.98 million.
- A total of 38 small deals accounting for £89.7 million were announced in 2010, while 2009 saw 31 transactions and £86.3 million in deal value, which is an increase of 3.9% in terms of value and an increase of 22.58% on volume.

**Graph 1: Deal volumes in North East 2008 to 2010**



**Graph 2: Deal values in North East 2008 to 2010**



**Table 3: Comparison of regional deal activity – Quarterly Volume and Value**

Region	Value (£m)		Volume	
	Q4 2010	Q3 2010	Q4 2010	Q3 2010
Greater London	35,736	30,429	297	315
South East	5,536	11,133	106	98
South West	6,462	2,524	124	142
East Anglia	599	112	46	35
Midlands	1,130	2,211	102	125
Yorkshire	260	969	64	73
North West	2,729	4,288	127	142
North East	859	107	32	36
Wales	41	45	19	34
Scotland	2,205	13,733	68	90
Northern Ireland	91	1,139	4	7
Republic of Ireland	6,331	10,995	69	67

**Table 4: Comparison of regional deal activity – Annual Volume and Value**

Region	Value (£m)		Volume	
	2010	2009	2010	2009
Greater London	127,880	129,822	1,312	1,539
South East	36,129	16,415	483	511
South West	19,150	21,329	589	579
East Anglia	1,741	3,647	205	208
Midlands	5,987	5,123	504	549
Yorkshire	4,109	1,630	304	307
North West	12,472	8,907	557	605
North East	3,084	1,161	148	146
Wales	267	389	108	105
Scotland	19,649	74,831	365	361
Northern Ireland	1,380	93	32	47
Republic of Ireland	29,871	17,302	260	256

### ***Most active financial and legal advisors in North East***

Corpfin's insight into advisors' deal activity has enabled it to identify the most active financial and legal advisors in Q4 2010 and over the year as a whole in North East.

<b>2010</b>	<b>2009</b>	<b>Financial Advisor</b>	<b>Deal Volume</b>
1	2	BREWIN DOLPHIN SECURITIES LTD	6
2	1	TAIT WALKER CORPORATE FINANCE	5
3	5	RSM TENON CORPORATE FINANCE	5
4	3	ROTHSCHILD	4
5	7	KPMG	4
6	-	BAKER TILLY (UK)	3
7	9	PANMURE GORDON	3
8		ARBUTHNOT SECURITIES LTD	2
9	-	LIBERUM CAPITAL	2
10	-	ERNST & YOUNG	2

<b>2010</b>	<b>2009</b>	<b>Financial Advisor</b>	<b>Deal Value</b>
1	1	ROTHSCHILD	2,574
2	3	KPMG	1,604
3	-	DEUTSCHE BANK AG	1,585
3	-	LAZARD	1,585
3	-	UBS INVESTMENT BANK	1,585
6	-	BANK OF AMERICA MERRILL LYNCH	800
6	-	CREDIT SUISSE	800
8	-	ARBUTHNOT SECURITIES LTD	72
9	-	JEFFERIES & CO	70
10	-	LIVINGSTONE PARTNERS	61

During Q4 2010 Bank of America Merrill Lynch, Credit Suisse and Rothschild were all tied with working on just already mentioned deal with General Electric Co and Wellstream Holdings Plc worth £755 million so topping the chart for the value. Rothschild remained the top advisor in the region for 2010 for the most valuable deals.

Brewin Dolphin Securities Ltd was top of the league table for 2010 with 6 transactions worth £10.05 million for the North East. This marks a movement of one place and gaining a poll position for 2010 in front of Tait Walker Corporate Finance. KPMG and RSM Tenon were the most active advisors with 2 announced transactions.

2010	2009	Legal Advisor	Deal Volume
1	1	MUCKLE LLP	14
2	2	DICKINSON DEES	10
3	8	DLA PIPER	4
4	-	PINSENT MASONS	4
5	3	WARD HADAWAY	4
6	-	WATSON BURTON	4
7	-	FRESHFIELDS BRUCKHAUS DERINGER	3
8	-	ADDLESHAW GODDARD	3
9	5	BRABNERS CHAFFE STREET	3
10	-	HILL DICKINSON	3

2010	2009	Legal Advisor	Deal Value (£m)
1	5	FRESHFIELDS BRUCKHAUS DERINGER	1620
2	1	HERBERT SMITH/GLEISS LUTZ/STIBBE	1603
3*	-	CLIFFORD CHANCE	800
3*	-	SLAUGHTER AND MAY	800
3*	-	WEIL GOTSHAL & MANGES LLP	800
6	-	DLA PIPER	199
7	-	MUCKLE LLP	195
8	-	BAKER & MCKENZIE	173
9	-	DICKINSON DEES	83
10	-	PINSENT MASONS	80

In terms of deal volume Muckle topped the list for 2010. Watson Burton and Swinburne Maddison were the most active legal advisors with 2 transactions in Q4 2010.

Clifford Chance, Slaughter And May and Weil Gotshal & Manges are all tied with working on the highest announced value deal in Q4 2010, as they are advising on the acquisition by General Electric Co of Wellstream Holdings Plc in Newcastle-upon-Tyne.

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**Notes to editors**

**\*Where consideration disclosed**

Deal information is based on transactions announced between 1<sup>st</sup> October and 24<sup>th</sup> December 2010 for quarter four figures, and 1<sup>st</sup> January to 24<sup>th</sup> December 2010 for the year 2010. Target, bidder or parent of either party must be located in the region which is analysed in order to be included. The deal value of transactions covered in this report is £500,000 or above. Deal activity analysis referring to deal values is based on disclosed actual figures only.

**About Experian**

Experian is the leading global information services company, providing data and analytical tools to clients in more than 90 countries. The company helps businesses to manage credit risk, prevent fraud, target marketing offers and automate decision making. Experian also helps individuals to check their credit report and credit score, and protect against identity theft.

Experian plc is listed on the London Stock Exchange (EXPN) and is a constituent of the FTSE 100 index. Total revenue for the year ended 31 March 2010 was \$3.9 billion.

Experian employs approximately 15,000 people in 40 countries and has its corporate headquarters in Dublin, Ireland, with operational headquarters in Nottingham, UK; Costa Mesa, California; and São Paulo, Brazil.

For more information, visit <http://www.experianplc.com>.

### **About Corpfin**

Since 1994, Corpfin have been providing outstanding information services tailored specifically to each individual customer, including private equity firms, venture capitalists, banks and intermediaries in the UK, Continental Europe and the USA.

The skills and knowledge of our multi-lingual research teams and input from strategic partnerships ensure that the information provided is of the highest quality. Our innovative systems development team ensures that clients have straightforward tools to quickly and intelligently access, analyse and work with the data.

Corpfin offers International M&A deal data, with specialist regional search ability; Company and Director Information and Filed Documents to enable our clients to effectively source deals; sell businesses; make valuations decisions; conduct deal due diligence and build their Corporate Finance practice.

**For more information, visit [www.corpfinworldwide.com](http://www.corpfinworldwide.com).**