



M&A Trends for 2012

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IntraLinks: 15 Years as the Leader in Secure Inter-Enterprise Content Management

15 years experience providing virtual data rooms for over \$19 trillion in financial transactions

Leader in secure, enterprise-class SaaS solutions for extended enterprise collaboration

Trusted by CEOs, CFOs, GCs and Business Managers in 80% of Fortune 500

Involved in over 40% of global deals and 70% of US deals valued at greater than \$25M

\$274 Billion in Technology, Media, and Telecom announced transactions on IntraLinks in the last 5 years

Two million registered users on IntraLinks



Collaboration for the Extended Enterprise

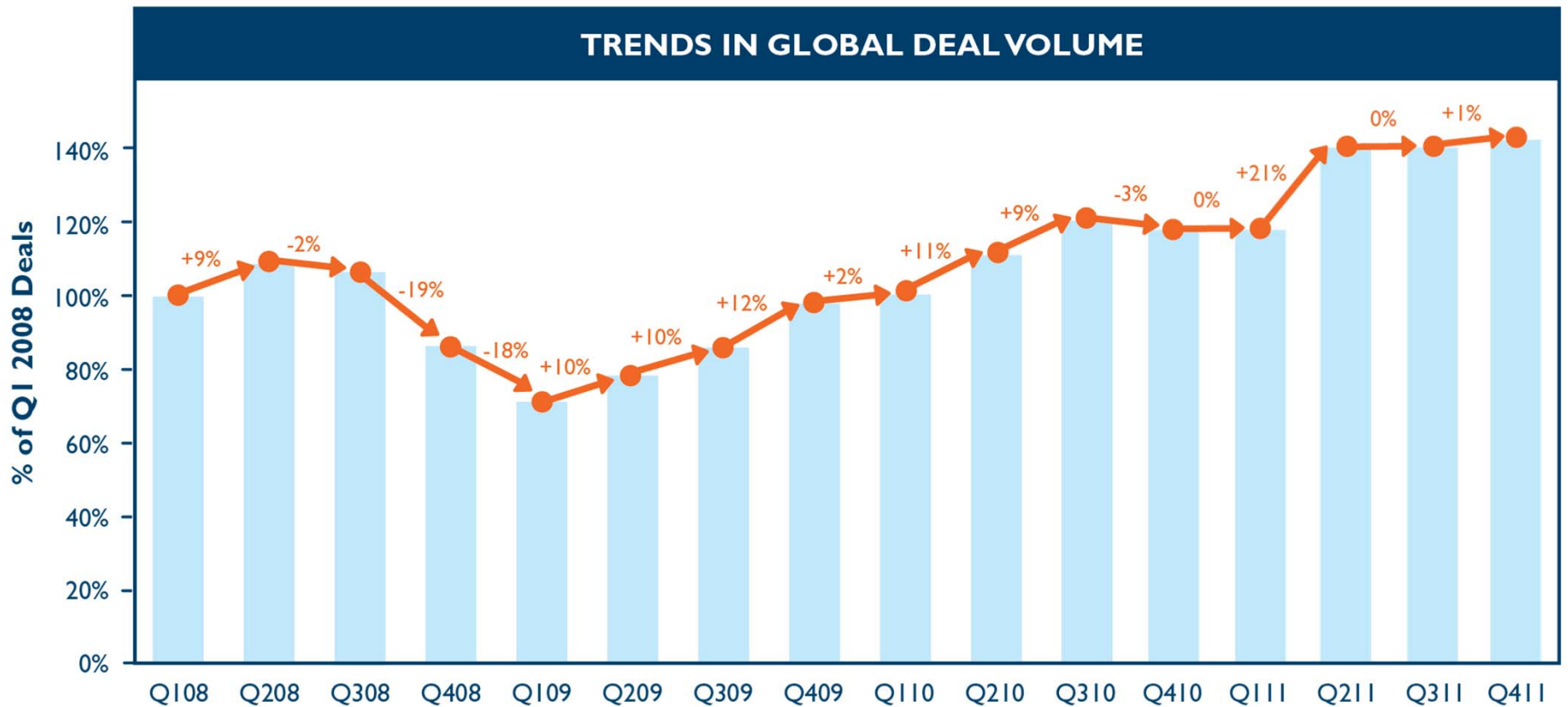
Compliant Inter-Enterprise Content Management & Collaboration





Deal Flow Activity Review

Trends in Global Deal Volume

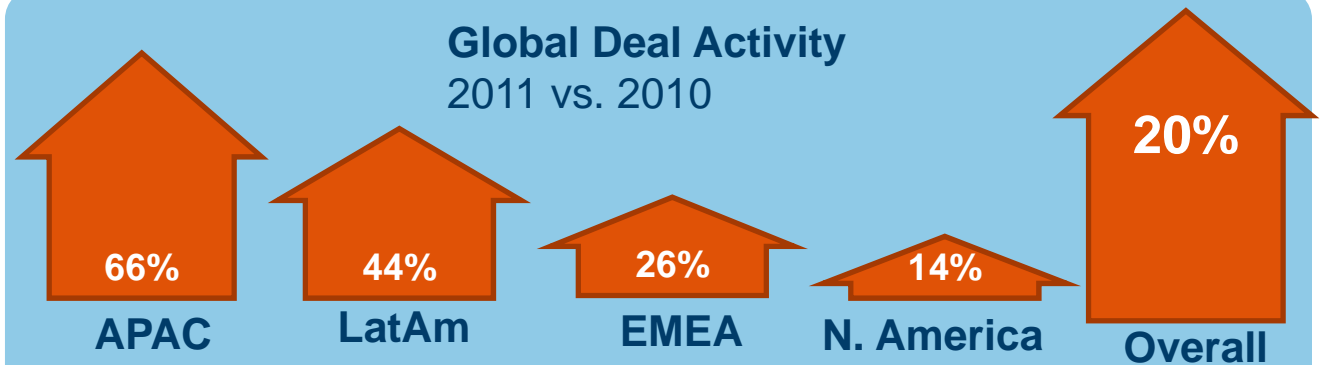


2011 Major Findings

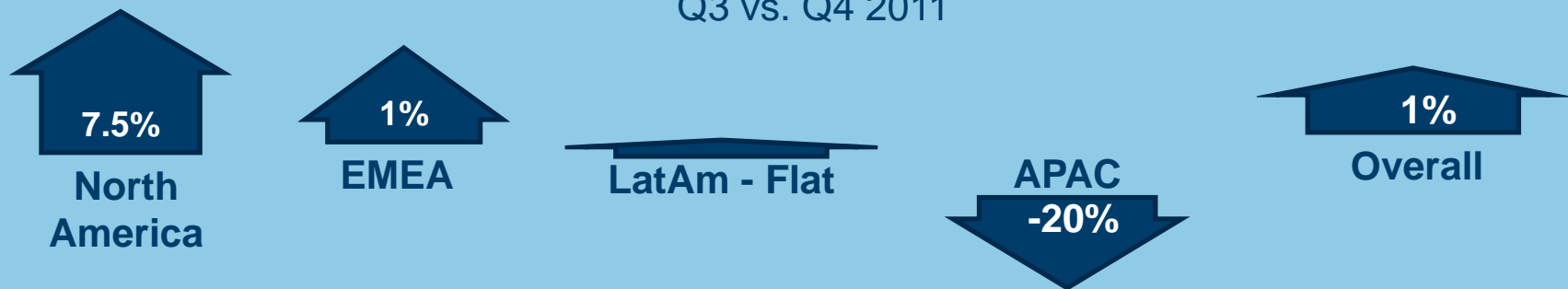
Global Deal Volume



Global Deal Activity 2011 vs. 2010

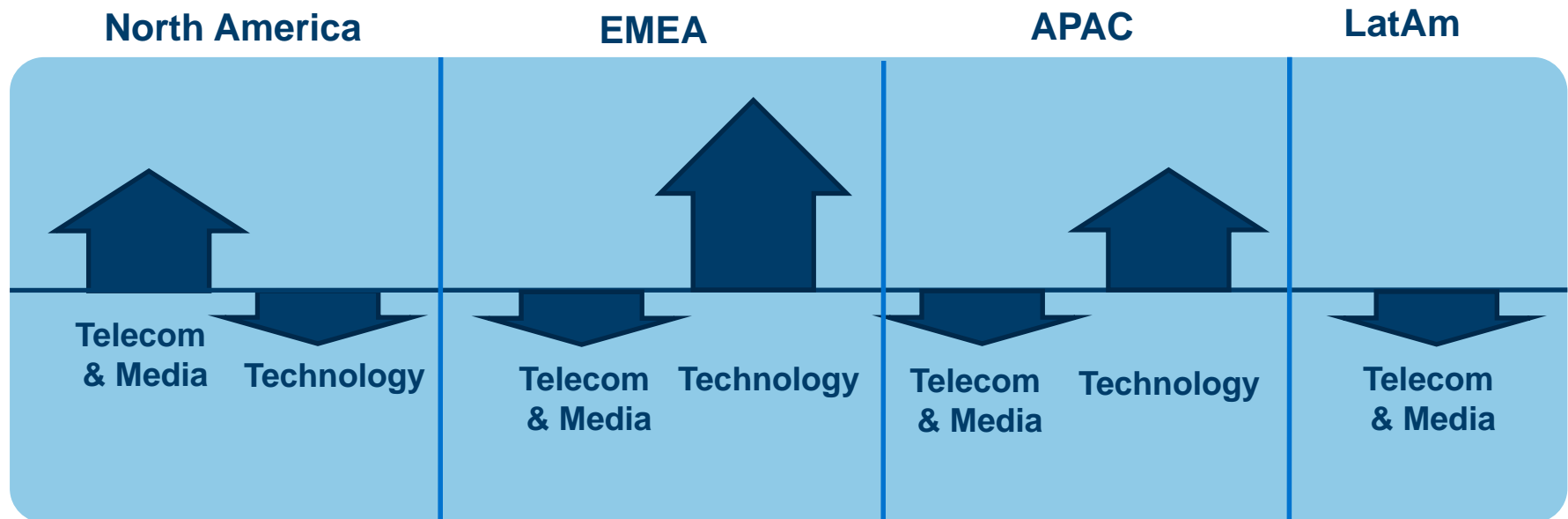
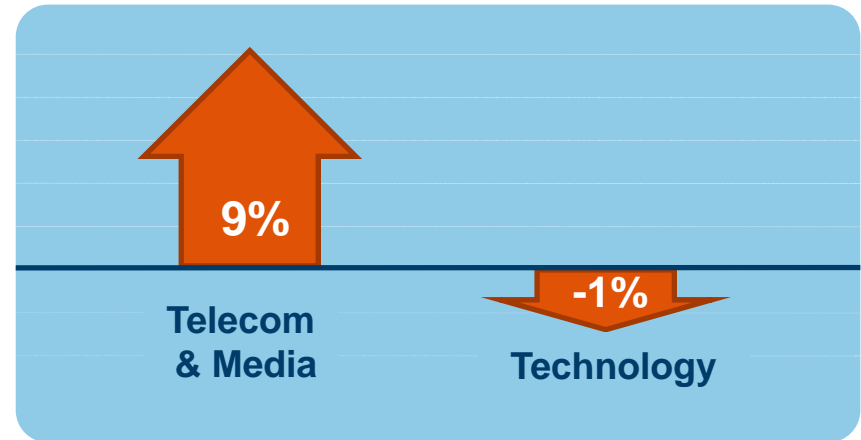


Global Deal Activity Q3 vs. Q4 2011



Telecom, Media and Technology Global Industry Trends

- Double-digit increases in Telecom & Media Transactions
- Significant number of Technology deals but down 1% from 2010



Observations and Primary Factors & Drivers

- 1. Deal volumes have leveled in 2011**
- 2. Volume steady, value recovering**
- 3. Ongoing uncertainty**
- 4. Investors looking for better returns in emerging markets**
- 5. Strategics and Sponsors still flush with cash**

Potential Trends in 2012

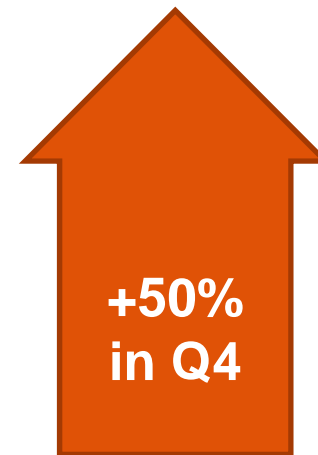
APAC and LatAm ripe for rebound in Telecom M&A

- Flight to long term growth prospects

EMEA deal volumes
offset by distressed
activity

Big Q1 for Technology

- Huge Q4 spike in Tech deals indicates an upward trend in activity





Thank You