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## Monthly Media Transactions 2010 YTD (in reverse monthly order)

### July 2010

- Acquisition by **Google** of Metaweb, a search company.
- Acquisition by **Thomson Reuters** of CaseLogistix, a document review software provider, from Anacomp, Inc.
- Acquisition by **EBSCO Publishing** of two databases, Criminal Justice Abstracts and Communications Abstracts, from **SAGE**.
- Announcement that Lord Ashcroft has taken a direct stake of 22.92% in political information publisher **Dods**, formerly known as Huveaux.
- Announcement by **Equifax Inc.** that it has completed the sale of assets of its Direct Marketing Services division to Alliance Data Systems for gross proceeds of \$117 million, subject to certain adjustments.
- Acquisition by **Emerald Group Publishing Ltd** of *Review of Marketing Research*. Emerald will publish the next volume of this six-volume book series in early 2011.
- Acquisition by **United Business Media Limited** of Asian division of the Shanghai International Children-Baby-Maternity Products Expo (CBME) and related businesses for a total consideration of up to \$16.1m. \$9.7 million is payable in cash on completion with a further performance-related consideration of up to \$6.4m, payable over the next two years. The business is expected to generate approximately \$6.5m in revenue this year.
- Acquisition by **Pearson Plc** of Wall Street Institute (WSI), a provider of spoken English training for adults, from an affiliate of The Carlyle Group and Citi Private Equity, for a total cash consideration \$92 million. WSI language training is provided through a proprietary learning model combining web-based content, class-based instruction and digital and printed learning materials. WSI generated revenues of approximately \$60 million in 2009 and currently has approximately 340 franchised

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learning centres in 25 territories across Asia, Europe, the Middle East and Latin America.

- Disposal by A&N Media, a subsidiary of **Daily Mail & General Trust Plc**, of its Lasting Tribute online death announcements business to iAnnounce, an online family announcement business, in exchange for a minority stake in iAnnounce. The family announcements service on the ThisIs regional websites (owned by DMGT's Northcliffe Digital operation) will now be provided by iAnnounce. Founded in 2006 by Alex Stitt, iAnnounce handles over 60,000 notices each month for all major UK newspaper publishers including Johnston Press, Newsquest, Trinity Mirror, and Archant.

## June 2010

- Acquisition by **Centaur Media** of Taxbriefs Holdings Ltd (Taxbriefs), a provider of tax information and advice to the retail financial products community, for a total cash consideration of £1.9 million. Taxbriefs produces a variety of paid for financial publications and content-based marketing support materials for independent financial advisers (IFAs), life and pension companies, financial examination providers and tax specialists. Taxbriefs also organizes a number of technical conferences.
- Acquisition by PR Newswire, a subsidiary of **United Business Media**, of CORPORATE360, a Hong Kong-based corporate communications solution provider specializing in multimedia and rich-media services for the Asia-Pacific region.
- Acquisition by **Hearst** of iCrossing, a global digital marketing services provider of running search-engine advertising campaigns for clients such as Coca-Cola, Travelocity and Toyota. The *Financial Times* reported that iCrossing courted bidders from traditional advertising agencies before selling to Hearst for a reported \$325 million before earn-out bonuses.
- Acquisition by **Elsevier** of certain assets from Collexis Holdings, Inc., a developer of semantic technology and knowledge discovery software.
- Acquisition by **Granada Learning**, a provider of educational assessments, online school improvement resources and training, of W3 Insights, a UK-based company engaged in electronic assessment, training, advice and consultancy.
- Disposal by **AOL Inc.**, of social networking website, Bebo, to private investment firm Criterion Capital Partners LLC. The purchase price was not disclosed although Gartner Inc. analyst Ray Valdes said the price was probably at least \$10 million. AOL bought Bebo a little more than two years ago for \$850 million when AOL was still part of Time Warner Inc.

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- Acquisition by **Thomson Reuters** of Complanet Group, provider of global regulation and compliance information solutions to the financial community.
  - Acquisition by **United Business Media**, of a 60% shareholding in Navalshore, a Brazil-based provider of tradeshows and conferences for the maritime industry, from its private owners.
  - Acquisition by **United Business Media** of the remaining equity in PR Newswire Brazil and PR Newswire Argentina from the respective private joint venture partners.
  - Acquisition by US-based iSuppli Corporation, a provider of electronics industry information and analysis, of UK-based **Screen Digest**, a media-focused research agency. The deal includes Screen Digest's US subsidiary Adams Media Research, a specialist information provider in film, TV and videogames.
  - Acquisition by **Yell Group** of Trusted Places, operator of local reviews website [www.trustedplaces.co.uk](http://www.trustedplaces.co.uk).
  - Announcement that **Equifax Inc.** plans to sell its direct marketing services division to Alliance Data Systems for \$117 million.
  - Acquisition by **Google** of Invite Media, advertising start-up, for a reported purchase consideration of c. \$70 million.
  - Acquisition by **Facebook** of Sharegrove Inc., a small San Mateo start-up that has developed technology to let Facebook members create private conversations groups to share chats, links and photos.

## May 2010

- Acquisition by **Ten Alps Plc** of **Grove House Publishing Ltd**, the owner of titles including *Farm Business*, *The Agronomist*, and *Pig and Poultry Marketing*, for a maximum consideration of £1.64 million. The initial consideration of £741,500 is payable at completion in newly issued Ten Alps shares. A further cash payment of up to £400,000 is payable in October 2010 dependent on the company's net asset position at the end of September and a possible further £500,000 is payable over the next three years dependent on the company's future financial performance. For the financial year ended 31 December 2009 Grove House Publishing generated revenues of £1.3 million and EBIT of £200,000. Grove House Publishing is owned 53% by Herald Ventures.
- Disposal by **Pearson Plc** of its 61% stake in **Interactive Data Corporation** (IDC) to private equity firms Silver Lake Partners and Warburg Pincus for a total consideration of just over \$2 billion (£1.3 billion). The transaction values IDC at \$3.4 billion.

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- Acquisition by UBM Global Trade, a subsidiary of **United Business Media**, of selected assets of **CentTradeX** to complement its PIERS global trade information services. The consideration comprises an initial cash payment of \$544,000 and a further performance-related consideration of up to \$100,000 payable over two years.
  - Acquisition by **Maney Publishing Ltd** of two journals (*Annals of Tropical Medicine and Parasitology* and the *Annals of Tropical Paediatrics*) from the Liverpool School of Tropical Medicine. The journals have been published by Maney under licence since 2002.
  - Acquisition by **Pearson Plc** of **Melorio Plc**, a London-listed vocational training company. Pearson recommended offer values Melorio at £99.3 million, a 31% premium over the trading price on May 17<sup>th</sup>. Melorio runs courses and arranges apprenticeships for more than 15,000 people a year and has a particularly big presence in ICT, construction and logistics.
  - Acquisition by Mindspark Interactive Network Inc., a subsidiary of **IAC/InterActive Corp**, of a majority stake in fitness site **DailyBurn.com**.
  - Acquisition by **Thomson Reuters** of editorial **Revista dos Tribunais**, a Brazil-based legal publisher with over 2,000 titles and 300 employees.
  - Acquisition by Datamonitor Group, a subsidiary of **Informa Plc**, of **Marketworks Pty Ltd**, a reseller of Datamonitor products and services in Sub-Saharan Africa. Datamonitor is seeking to reinforce its four pillars of research covering the Healthcare, Energy, Consumer, Telecoms and Technology markets.
  - Acquisition by **Thomson Reuters Corp** of **Point Carbon A/S** ([www.pointcarbon.com](http://www.pointcarbon.com)), an Oslo-based provider of news and trading analytics for the carbon, oil, gas and other energy markets, from **Schibsted ASA**. Point Carbon was founded in 2000 and has offices in Oslo, Washington DC, London, Beijing, Kiev, Hamburg, Zurich and Malmo.
  - Acquisition by Informa UK Ltd, a subsidiary of **Informa Plc**, of **Willan Publishing Ltd**, a publisher of books in Criminology, Criminal Justice, Policing, Forensic Psychology and related disciplines.
  - Acquisition by **Osprey Publishing Ltd** of **HarperCollins UK Ltd**'s science fiction imprint Angry Robot.
  - Disposal by **Reed Business Information** of *Building Design & Construction*, *Custom Builder*, *Construction Equipment*, *Housing Giants*, *Professional Builder*, *Professional Remodeler*, *Construction Bulletin*, and *SpeckCheck* (plus websites: BDCnetwork.com, LogInAndLearn.com, VisibleCity.com, ConstructionEquipment.com, and HousingZone.com) to **MB Media LLC**, a company formed by Tony Mancini and Rick Blesi, both former publishers in Reed Elsevier's Construction Media Group.
  - Disposal by **Reed Business Information** of *Hotels* and *Foodservice Equipment and Supplies* to former *Hotels* publisher, Dan Hogan.
  - Disposal by **Reed Business Information** of *Control Engineering*, *Consulting-Specifying Engineer*, and *Plant engineering* to **CFE Media LLC**.
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- Disposal by **Reed Business Information** of Logistics Management, Modern Materials Handling, Supply Chain Management Review, and Material Handling Product News, to **Peerless Media**.
  - Acquisition by **Access Intelligence**, a US Maryland-based information publisher focused on the aviation, defence, satellite & cable, medical & health, media and energy sectors, of **RETECH**, a renewable energy industry event covering wind, solar, hydro, ocean, geothermal and other energy technologies.
  - Acquisition by **Yahoo! Inc.** of Internet content producer Associated Content Inc., a provider of online news and commentary.

## April 2010

- Disposal by **E.W. Scripps Co.** of its United Media unit, owner of licensing rights to the Peanuts comic strip, to **Iconix Brand Group Inc.**, for \$175 million.
- Acquisition by Datamonitor Group, a subsidiary of **Informa Plc**, of **Pack-Track**, a packaging research specialist. Pack-Track's team offer a subscription-based service for packaging innovation, which enables brand manufacturers to take a packaging idea from another sector/market and apply it to their own brands. Terms were not disclosed.
- Closure by **Reed Elsevier** of a number of trade publications and the disposal of *Logistics Management*, *Modern Materials Handling*, *Supply Chain Management Review* and *Material Handling Product News* to a management buy-out, formerly of Reed Business Information-US' supply chain group.
- Acquisition by Hodder Education, part of the **Hachette UK** group, of the **Royal Society of Medicine Press's** commercial books programme and the medical exam preparation website examdoctor.co.uk.
- Acquisition by Sweet & Maxwell, a subsidiary of **Thomson Reuters**, of the legal book publishing arm of **Shaw & Sons**, which includes more than 50 titles. As well as publishing the *Schofield's Election Law* series, Sweet & Maxwell will also release Shaw & Sons' directories including its *Police and Constabulary Almanac* and its guide to UK courts.
- Acquisition by Everything Channel division, part of **United Business Media** Limited of **SharedVue**, a web-based marketing business, from its private shareholders.
- Acquisition by **Pearson** of a minority stake in Tabula Digita, an educational gaming technology, as part of \$4.7 million financing round led by Intel Capital.

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- Acquisition by **News Corp.** of **Irata Labs**, a three-person video-game company based in San Francisco, in a small deal that marks the company's sole foray into game development.
  - Acquisition by **Google Inc.** of **Agnilux Inc.**, a start-up company run by former employees of a semiconductor company purchased by Apple Inc.
  - Acquisition by **Wikio**, a European blogosphere and social media company, of **Neotia**, a buzz monitoring and online reputation management platform.
  - Management buy-out of the **British division of Readers' Digest** from administration by **Better Capital**, a private equity firm run by John Moulton. The existing management will take a 35% stake in the business and Better Capital will inject £13 million into the business which filed for bankruptcy in February 2010.
  - Acquisition by EE Times Group, a subsidiary of **United Business Media Ltd** of **DesignCon**, an exhibition and conference company serving the electronic design and semiconductor industry, from Professional Education International, for cash consideration of \$1.4 million.
  - Announcement by **Emerald Group Publishing Limited** of the addition of University of San Francisco journal, *Journal of Asia Business Studies*, to its management research list.

## March 2010

- Acquisition by academic Netherlands-based publisher **Koninklijke Brill NV** of the publishing assets of UK-based **Global Oriental Ltd**. Global Oriental publishes books and a journal in the fields of Japanese, Korean, Chinese, and Central Asian studies.
- Acquisition by **MCB UP Group Ltd (Emerald Group Publishing)** of **ASLIB**, an association for information management. Emerald and ASLIB have been working closely together since 2001, when ASLIB's collection of research journals, including *Journal of Documentation* and *ASLIB Proceedings*, was acquired by Emerald.
- Disposal by **Reed Business Information**, via an MBO backed by consumer and retail information leader The NPD Group, of **In-Stat**, a market intelligence company.
- Disposal by **Reed Business Information** of *Publishers Weekly* to a new company led by George Slowik Jr., a former employee.
- Disposal by **Reed Business Information US** of *Home Accents Today*, *Interior Design*, *Furniture Today* and other titles and related websites to **Sandow Media**, publisher of NewBeauty and Worth.

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- Disposal by **Reed Business Information** of its *Library Journal* and *School Library Journal* titles to **MediaSource**.
  - Disposal by **Equifax**, Inc. of Louisiana-based Equifax Enabling Technologies LLC unit, to **CRIF Corp**.
  - Disposal by **Houghton Mifflin Harcourt Publishing Company** of the rights to the Think Math! curriculum product to **School Specialty**.
  - Acquisition by **Thomson Reuters** of **Round Table Group**.
  - Disposal of **CareerSite.biz**, parent of three successful career-related operations in the UK, to **CareerBuilder, Inc.** CareerBuilder and its subsidiaries operate in the US, Europe, Canada and Asia and is owned by Gannett Co., Inc., Tribune Company, The McClatchy Company and Microsoft Corp.
  - Acquisition by **EBSCO Publishing** of the assets of the NetLibrary Division and the rights to license a select number of vendor-owned databases, from **OCLC**.
  - Acquisition by **Google** of **Plink**, a UK startup that scored a hit with a mobile phone application that identifies artworks and enables users to buy a print.
  - Acquisition by **Google** of **DocVerse**, a company founded by two former Microsoft employees which lets Microsoft Office users share and edit their documents online.
  - Acquisition by **Google** of **Picnik**, whose web-based application lets people import and edit photos in a browser.
  - Disposal by **Nielsen Business Media** of convenience retailing titles *Convenience Store News*, *Convenience Store News for the Single Store Owner* and their related products to **Stagnito Inc.** *Convenience Store News* is a media brand serving the \$633 billion convenience retailing industry through an integrated portfolio of two magazines, a website, web seminars and six email newsletters.
  - Disposal by **Nielsen** of its business travel and meeting brands, including *Business Travel News*, *Successful Meetings*, *Meeting News*, *Incentive* and online meetings hub MiMegasite, to **Northstar Travel Media**.
  - Disposal by **Huveaux Plc** of Letts Educational Limited, Leckie & Leckie Limited and the business and assets of Lonsdale to **Harper Collins Publishers Ltd**, for a cash consideration of £10.0 million, payable in full upon completion.
  - Acquisition by **Kaplan IT Learning** of **Atlantic Link**, a provider of collaborative rapid e-learning authoring software.
  - Acquisition by **Dow Jones & Co.** of the remaining 50% stake in the SmartMoney franchise it did not own from **Hearst Corporation**.
  - Acquisition by **IHS**, a provider of intelligence on the energy and environment sectors, of **Emerging Energy Research**, for around \$18m.

## February 2010

- Announcement that **Education Media & Publishing Group (EMPG)** has reached an outline agreement with its principal bond holders to convert 60% of their \$6.6 billion (£4.5 billion) debt into equity (all but wiping out existing shareholders). In addition the company is raising \$650 million in the market through the issue of new shares. The transaction is expected to complete in March 2010.
- Acquisition by **Thomson Reuters Healthcare & Science** of Massachusetts-based **ProfSoft, Inc.**, a healthcare technology company that provides analytic software and services used to assess physician and hospital performance.
- Acquisition by **Google, Inc.** of **ReMail**, an iPhone app that provides "lightning fast" full-text search of Gmail and IMAP email accounts.
- Disposal by **Reed Business Information** of *Electronic Design News, Design News, Test & Measurement World, and Packaging Digest*, to **Canon Communications**.
- Acquisition by **IHS, Inc.**, a provider of intelligence on the energy and environment sectors, of Massachusetts-based **Emerging Energy Research**, a provider of market research and analysis on clean and renewable energy markets, for around \$18 million.
- Acquisition by **Google** of **Aardvark**, a company that fields questions and routes them for answers to the most qualified respondents within the user's social-networking circle.
- Disposal by **Dow Jones**, a subsidiary of News Corp., of a 90% shareholding in Dow Jones Indexes to **CME Group Inc.**, for \$607.5 million. Dow Jones will retain a management role in the Dow Jones Industrial Average. The deal is expected to close in the first quarter.
- According to multiple industry sources **Nielsen Business Media** is poised to sell its travel properties to **Northstar Travel Media**, the New Jersey-based publisher of *Meetings & Conventions*. Nielsen Business Media's travel properties include *Business Travel News* and *BTNOnline.com*.
- Acquisition by **Outsell, Inc.** of Massachusetts-based **The Gilbane Group**, an analyst consulting firm focused on content technologies. The Gilbane Group will operate as a division of Outsell.
- Acquisition by **Bowker**, a provider of global bibliographic information management solutions, of London-based **BML** (Book Marketing), a provider of market research on the UK book market, from Publishing News Ltd. The company will become part of Bowker's Publishing Services division.
- Acquisition by **Pearson Plc** of **Medley Global Advisors LLC**, a provider of research and analysis through email and consultation helping investment banks, hedge funds

and asset managers better understand and anticipate major policy events driving interest rate, currency and energy markets. No consideration for the deal was disclosed, though Pearson said MGA had gross assets of \$7.3 million at the year end.

- Acquisition by **A&N Media**, the digital division of DMGT, of two property domain names . **dothomes** and **extate** . from BytePlay.
- Disposal by **RTFM Education Ltd** of the website, **RTFM-ed.co.uk** , a UK-based website addressing the needs of IT decision makers on the topics of server and desktop virtualization training, to **TechTarget, Inc.**, a company listed on NASDAQ.
- Acquisition by **UBM TechWeb**, a division of United Business Media Limited, of **Game Advertising Online** (GAO), a banner advertising agency working for publishers in the online video game industry, from private ownership, for an initial cash consideration of \$1m, with a further performance-related consideration of up to \$7m. GAO is expected to generate revenue of approximately \$4m in the twelve months to March 2010.
- **Education Development International** has acquired **Peter Honey Publications**, the Maidenhead-based supplier of self-assessment learning services, for £1.1m.

## January 2010

- Acquisition by ProQuest, part of **Cambridge Information Group**, of *The International Bibliography of Social Sciences* from the **London School of Economics**.
- Acquisition by Gale, part of **Cengage Learning**, of the assets of **QuestiaMedia, Inc.**, a provider of educational resources to students through its questia.com and questiaschool.com products.
- Acquisition by **A&N Media, the digital division of DMGT**, of a **50% stake in Globix**, a property search engine. Globix will form part of DMGT's media group umbrella unit, The Digital Property Group whose websites include PrimeLocation.com, FindaProperty.com and FindaNewHome.co.uk. DMGT will look to extend the Globix brand into new classified markets. Globix directs users to agent's websites rather than hosting the property details itself. It charges property professionals and related services for advertising.
- Acquisition by **Maney Publishing** of three quarterly journals from **Henry Stewart Publications**: *Journal of Care Services Management*, *Journal of Management and Marketing in Healthcare*, and *Journal of Communication in Healthcare*.
- **Morris Publishing Group, LLC**, a subsidiary of Morris Communications Company, Inc., entered into Chapter 11 Administration in a pre-packaged plan for re-organisation.

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- Disposal by **Reed Business Information** of *Cosmetics News Weekly* to London-based **Communications International Group Ltd** (CIG) for an undisclosed sum. London-based CIG, publisher of the *Cosmetics International* news service, has increased its hold on the beauty trade by taking on the subscription-based newsletter and its website Cosmeticnews.com.
  - Acquisition by **Time Inc., part of Time Warner, Inc.**, of **StyleFeeder**, an online service that offers personalized shopping recommendations.
  - Disposal by **The Economist Group** of a majority stake in **CFO Publishing magazine unit** to Seguin Partners, a US private equity firm, and CFO management. The Economist will retain a substantial minority stake in the new company. The Economist shut down CFO Europe in June 2009 following the closings of CFO Asia and CFO China in February 2009.
  - Acquisition by the healthcare and science division of **Thomson Reuters**, of **Discovery Logic, Inc.** a provider of customizable analytics and decision support solutions for scientific research.
  - **JISC Collections**, the organisation which manages the acquisition and provision of digital resources for universities and colleges in the UK, will complete the acquisition of six-year old, Oxfordshire-based licensing and negotiations company **Content Complete** in January 2010.
  - Acquisition by **Reed Elsevier** of Missouri-based **NurseSquared**, a provider of electronic health record training product teaching students how to document using a simulated electronic health records (EHR).
  - Acquisition by **Thomson Reuters** of **Discovery Logic, Inc.** a provider of customizable analytics and decision support solutions for scientific research.