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## **1.0** ZEPHYR Introduction

ZEPHYR is database of M&A, IPO and venture capital deals, with pan-European transactions dating back to 1997 and US deals from 2001, including integrated links to detailed financial company information. It is the combination of high quality M&A data provided by Zephus, company reports from the BvD SUITE and Bureau van Dijk's (BvD) value adding software.

ZEPHYR provides sophisticated search and analysis options as well as a quick search format for fast answers to basic queries. You can identify deals, or advisors, by any combination of over 100 search criteria. You can also create your own league tables based on your chosen criteria.

### 1.1 System Requirements

In order to use Internet ZEPHYR, you will need the following:

- Windows 3.1 or higher with a screen resolution of 800 X 600.
- Access to the Internet using either Internet Explorer version 3.02 or Netscape Navigator 3.01, or higher.
- A username and a password provided by Bureau van Dijk.

#### **1.2 Getting Started**

1. Start your browser and go to <u>http://zephyr.bvdep.com</u>. The following login screen is displayed.

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	2	- <u>BvD Home</u> - <u>S</u>	uite Home	Sample Reports	Free Directory
Registered users login					
Username:					
Password:					
🗖 Store Password.			ок		

- 2. Enter your username and password in the appropriate boxes.
- 3. Click the **OK** button to open the product.

Search criteria are presented in the left-hand column and the tabs across the top of the screen enable you to easily move through the functions of the product. These include:

Search	Allows you to view the criteria for searching the database and displays a summary of the criteria used.
Results Overview	Displays a financial summary of all the records retrieved.
List of Deals	Displays all deals satisfying your search criteria in a list format.
Summary Records	Displays basic information on the deals satisfying your search.
Complete Records	Displays full information on the deal selected.

Analyses	Enables you to run analyses on the deals selected
Export	Enables exporting of the data from ZEPHYR.
Profile	Customizes your user preferences.
Logout	Ends the connection.

# **2.0 Searching** ZEPHYR

You can search ZEPHYR using one or multiple options from the list of search criteria in the **Advanced Search**. After each search step is completed, the search criterion will be listed in the **Search Summary** window. By default, the steps are combined (using the AND Boolean operator). Users can change the search or enter their own search logic by clicking the *All ORs* or *Other Boolean Search radial buttons* at the bottom of the **Search Summary**.

- 1. To delete a search step, click on the  $\otimes$  next to the step you wish to remove.
- 2. To modify a search step, click the  $\emptyset$  next to the step you wish to change.
- To edit the search logic, click the Boolean options *All ANDs*, *All ORs*, *Other Boolean Search*. Using this, you can combine or exclude search steps by entering the operators *AND*, *OR*, *AND NOT* between search steps then clicking **OK** at the end of the line. For example, the logic 1 AND 2 AND NOT 3 will retrieve all companies satisfying steps 1 and 2, excluding those that satisfy step 3.

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Search Results List o Overview Deals		Summary Records	Complete Analyses	Print Export Tra	sh Profi	le Logout
Quick Deal search				Search summary		
Advanced Deal search			Selected criteria	Specified values or options	Step result	Search result
Company Name Company/Deal ID No	1.	90 <b>•</b>	World Regions	Bidder Asia	503	503
Activity     Time period	2.	<u>s</u> 28	Deal type	Acquisition	44,959	224
Geography	3.	80 F	Time period	Last year (Completed)	11,661	22
Current deal status				Tatel number of dealers		22
Deal type & structure     Deal value		All	All Other Boolean	Total number of deals s	selected.	- 22
Bid premium	۰	ANDs	ORs Search			
Deal multiples	8	Delete ti	ne search step			
Financials of target		Modify th	ne search step			
Stock exchange	<b>v</b>	Activate	or desactivate the search ste	qe		
Advisor						
Comments						
Updated deals						
Load a search	_					
	Ne	ew search	To add a search step, cli	ick on a search criterion in the list on the left.	sa Sa	ive a file
			To view or analyse	the search results, use the tabs at the top of the screen.		
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## 2.1 Searching with the Quick Deal Search

- Click on Quick Deal Search above list of Advanced Deal search criteria at the left of your screen will present a single search step allowing you to combine the following search criteria at once:
  - Company Name
    Target Activity

- Deal Status
- Deal or Target Value
- Country of the Bidder, the Target and/ or the Vendor

Time Period

• Deal Type



- 2. Simply select from a list or enter values for any or all of the search options in the resulting window. You can choose more than one activity or deal type by holding down the CTRL key as you click your selections.
- 3. Click on **OK** and the **Search Summary** screen will appear showing the criteria entered and providing options to continue your search or display the search results.

### 2.2 Searching by Company name

- 1. Click on **Company name** from the list of search criteria and enter a company name, or part of it.
- 2. Click on **Search**. The index of company names will refresh showing companies matching the text entered.



3. Highlight the companies that you require and click on > to move them to the companies selected area. Repeat the above process to find and select more companies.

- 4. Click on **OK** and another window will appear enabling you to specify whether the companies selected should be searched for as *Bidder*, *Target* or *Vendor*. Mark or unmark the boxes as necessary for each company and click **OK**.
- 5. The **Search Summary** screen will now appear showing the criteria used and the list of options to continue your search or display the search results.

### 2.3 Searching by Company or Deal ID number

- 1. Click the + to the left of **Company/ Deal ID No** in the list of search criteria. This opens a list of ID numbers, including *Deal ID No* and *BvD ID No*, with which you can search ZEPHYR.
- Select the ID number you wish to use. Enter the number in the window and click Search. The list of results will appear. Highlight the number(s) you are seeking and click the > to send it to the selected area.
- 3. Repeat the process as many times as necessary. Once you have selected all the numbers of interest, click **OK**. The **Search Summary** screen will appear showing the criteria used and the list options to continue your search or display the search results.

# 2.4 Searching by Activity

There are multiple options for searching by activity. Clicking the + to the left of **Activity** in the list of search criteria will open the list of activity searches including *Activity description*, *Zephus classification*, *Dow Jones Global Indices*, *US SIC Code*, *NACE code*.

# **Activity Description**

 The Activity description search is a free text search allowing you to specify one or several words located in various business and activity code descriptions. Select Activity description from the Activity menu in the search criteria.

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BVD SUITE Company information in an instant		ZEPHY	R
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Search Results List of Summary Overview Deals Records	Complete Analyses Records	Rint Export Trash Profile Log	But
Quick Deal search			
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Company Name	Search by activity description		
😑 🕁 Company/Deal ID Nc	Search in the following fields :		
←Deal ID No	_		
← BvD ID No	Zephus industry code descriptions		
Activity description	VS SIC code descriptions		Mark the boxes
Zenhus classification	🔽 Dow Jones Global Indices descriptions		to apply the
◆ Dow Jones Global Indi	Received a scriptions		lo appiy life
←US SIC Code	Rusiness description		activity criteria
►NACE Code			to Bidder AND/
Time period	Enter one or several words or parts of words		
Geography	separated by AND or OR and click on OK		OR Target
Current deal status     Deal type & structure	accounting		AND/OP
Deal value			AND/ OK
Bid premium	Bidder And Target And	Vendor	Vendor
Deal multiples		OK Cancel	
Financials of target			
Quoted companies			
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Comments			
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2. Mark the relevant boxes to specify which descriptions you wish to include in your screening. Enter the word or words to search for, separating them by AND or OR. Mark the *Bidder* and/or *Target* and/or *Vendor* options at the bottom of the screen to limit your search to these deal parties. If you uncheck all three options, the default logic includes deals with bidder or target or vendor containing the entered word(s).

3. Click on **OK** and the search step will be displayed in the **Search Summary** window.

### **Industry Codes and Classifications**

1. The other Activity search options allow you to locate and select specific codes or activity titles. The Zephus classification enables you to select the classification titles from the list available. The others allow you to mark the boxes, enter code number or search by word in the activity code title to locate the codes of interest.

Click here to expand and select Activity search options.							
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Search Results List of Overview Deal	of Summary Complete Analyses						
Quick Deal search Advanced Deal search Company Name Company/Deal ID No Activity	Industry Group Rollup Structure     Names of groups and sub-groups at the lowest level     Search by DJ codes     BSC - Basic Materials	No of codes selected : 1					
<ul> <li>Activity description</li> <li>Zephus classification</li> <li><u>Dow Jones Global Ind</u></li> <li>US SIC Code</li> <li>NACE Code</li> <li>US Code</li> </ul>		No of deals selected : 308           CHM - Chemicals					
Inne period     Geography     Current deal status     Deal type & structure     Deal value	다 슈 ENE - Energy 다 슈 FIN - Financial 다 슈 HCR - Healthcare 다 슈 DIL - Industrial						
<ul> <li>Bid premium</li> <li>              ⊕ Deal multiples □ Financials of target □ Quoted companies      </li> </ul>							
Stock exchange Advisor Comments							
Load a file	Bidder Ad Target And Vendor	OK Cancel					
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	Click here to view sub-categories.						

Click have to every and and cale of Activity

- 2. Mark the relevant boxes, or click the + to expand codes and select sub-classifications. Mark the Bidder and/or Target and/or Vendor options at the bottom of the screen to limit your search to these deal parties. If you uncheck all three options, the default logic includes deals with bidder or target or vendor containing the entered word(s).
- 3. When all the codes of interest have been selected, click on OK and the search step will be displayed in the Search Summary window.

# 2.5 Searching by Time period

1. To search for deals according to the time period in which they were Announced, Completed or Rumoured, click on Time period in the list of search criteria at the left of the screen.

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vD SUITE Company information in an instant	TERLING.
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	BvD Home Suite Home Switch Products Sample Reports Feedback
Search Results List of Summary Complete Anal	sos Rent Export Trash Profile Logout
uick Deal search Advanced Deal search Company Name Company Nome Company Voleal ID No Activity Time period Geography Deal value Deal value Bid premium Bid premium Bid premium Bid premium Bid premium Bid premium Bid structure Deal value Counted companies Stock exchange Stock exchange Comments Updated deals Load a search	Announced         Completed         Completed
) Done	👔 👔 İnternet

- 2. Enter either a specific date or select a predefined time period (i.e. Yesterday, Last week, Last year, Last 3 years, etc.). Then mark the boxes to search by date Announced, Completed and/or Rumoured.
- 3. Click on OK and the search will be displayed in the Search Summary screen.

### 2.6 Searching by Geography

- 1. To search for companies by geographic criteria, click the + or **Geography** from the list of search criteria. Select the search option you wish to use from the available criteria including. *World Regions, Country, UK Regions* or *US States*.
- 2. You can search for the country, region or state of the *Bidder*, *Target* and/ or *Vendor* at once. Highlight the specific area(s) the *Bidder* should be located and click > to add it to the selected *Bidder* area. Repeat the same *Target* and *Vendor*, or leave them blank. You can specify whether to match all or any of the bidder, target and vendor regions selected by clicking the radial button at the bottom of the screen



3. Click on OK and the search will be displayed in the Search Summary screen.

### 2.7 Searching by Current deal status

- 1. To search for deals by status, click Current deal status from the list of search criteria.
- 2. Mark the box(es) next to the status of the deals you are seeking, as shown below:



3. Click on **OK** and the search step will be recorded in the **Search Summary** screen.

### 2.8 Searching by Deal type & structure

You can search ZEPHYR according by **Deal type & structure**, including:

Deal Type:	Acquisition, Initial public offering, Institutional buy-out, Joint-venture, Management buy-in, Management buy-out, Merger, Minority Stake, Planned IPO, Share buy back, Not coded.
Sub-deal type:	Contested bid, Exit, Hostile bid, Leveraged build-up, Partial exit, PIPES, Privatisation, Public takeover, Recommended bid, Reverse take-over, Start up.
Structure:	Cash, Debt, Loan notes, Shares, Other
Financing:	Capital Increase, Corporate venturing, Development capital, High yield bond, Mezzanine, Securitisation, Syndicated Ioan, Venture capital

1. Click the type or structure search option you require. In any of these windows, mark the box next to the name(s) of the deal or structure you wish to include in your screening.

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2. Click on **OK** and the search step will be displayed in the **Search Summary** window.

## 2.9 Searching by Deal value

1. To search for deal value or target value of a deal, click **Deal value** from the list of search criteria.

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Search     Results     List of     Summary       Quick Deal search     Records     Records       Company Name     Company Name       Company Name     Records       Deal type & Structure     Records       Outed companies     Stock exchange       Advisor     Comments       Updated deals     Load a file       Load a search     Records	Analyses  Search by deal value  Deal value  Consider the deal value previous search steps):  Consider the deal value  Consider the deal value of the deal value (across the selected deals value):  Consider the deal value  Consider the deal value of the deal value (across the selected deals value):  Consider the deal based on the distribution of the deal value (across the selected deals value):  Consider the deal based on the distribution of the deal value (across the selected deals value):  Consider the deal based on the distribution of the deal value (across the selected deals value):  Consider the deal based on the distribution of the deal value (across the selected deals value):  Consider the deal based on the distribution of the deal value (across the selected deals with uninown value are not included  Consider the deal value across the selected deals value (across the selected deals value):  Consider the deal value across the selected deals value (across the selected deals value):  Consider the deal value across the selected deals value (across the selected deals value):  Consider the value across the selected deals value (across the selected deals value):  Consider the value across the selected deals value (across the selected deals the select the selected deals the selected d	ta Serrola Reporta Feedback	<ul> <li>Specify deal or target value.</li> <li>These boxes will appear greyed out and unavailable when you use the quartiles search option (as shown).</li> </ul>
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- 2. Click the radial button to specify whether your search is on *Deal value* or *Target value*. Then complete the *Rank*, *Money values* and/ or *Position* areas in the search window to specify the appropriate value. It is not necessary to enter both minimum and maximum values when searching by money value.
- 3. Click on OK and the search step will be displayed in the Search Summary window.

# 2.10 Searching by Bid premium

1. To search for the bid premium, click **Bid premium** from the list of search criteria.

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Colick Deal search     Oute Neal search       Company Name     Company Name       Company Deal search     Time period       B Ceography     Company Search       Current deal status     Deal speak structure       Deal type & structure     Deal type mainth       B Deal type mainth     Findaticatis Ortarget       Outed deals     Outed deals       Dudat deals     Load a file       Load a search     Load a search	Search by bid premium (%)       You can select deals values by rank, money value or position in quartiles       Rank       Top N deals. Specify N:     Top 10 ▼       Money values:     Max value :       Include deals with unknow premium       Position in quartiles       Select the deals based on the distribution of the deal value (across the selected deals sudt non the previous search dteps):       First quartile       Second quartile       Third quartile       Forth quartile       Deals with unknow value are not included       OK		✓ Enter minimum and/ or maximum values.
Ø Done		🔮 Internet 🛛 👘	

- 2. Complete the *Rank*, *Percentage values* and/ or *Position* areas in the search window to identify the deals of interest. It is not necessary to enter both minimum and maximum values when searching by percentage value.
- 3. Click on OK and the search step will be displayed in the Search Summary window.

## 2.11 Searching by Deal multiples

1. To search for deals according to the target value divided by certain financial data of the deal, click **Deal multiples** from the list of search criteria.

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Advanced Deal search		Search by deal multiples: Value/Turnover		
Company Name		You can select deals values by rank, money value or position in quartiles		
Activity		Rank		
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🕀 Geography		Money values		
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Deal value		Include deals with unknow multiple		
Bid premium		Position in quartiles		
Deal multiples		Select the deals based on the distribution of the deal value (across the celected deals insued from the previous search steps) :		
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Comments				
Updated deals				
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- 2. Complete the *Rank*, *Money values* and/ or *Position* areas in the search window. It is not necessary to enter both minimum and maximum values when searching by percentage value.
- 3. Click on **OK** and the search step will be displayed in the Search Summary window.

# 2.12 Searching by Financials of target

1. To search ZEPHYR according to the financial values of the deal target, select **Financials** of target from the list of search criteria.



- 2. Specify the currency for your search and enter the minimum and/ or maximum values for as many of the available financial criteria as you like.
- 3. Click on **OK** and the search step will be displayed showing the individual results for the financials criteria you entered as well as the combined result as a single search step in the **Search Summary** window.

### 2.13 Searching by Quoted or unquoted companies

1. To search for deals involving either quoted or unquoted companies, click **Quoted companies** from the list of search criteria.

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🗆 Company Name	Bidder	Target	Vendor				
Company/Deal ID No	CAIL	• All	All				
+ Activity	C Quoted	C Quoted	C Quoted				
Geography	C Unquoted	C Unquoted	C Unquote	d			
Current deal status	As concerns the target, the	option "Quoted" will include pu	blic takeovers eve	- nthough t	he		
Deal type & structure	target is not quoted or has	been delisted.					
Deal value			ок	Car	ncel		
Deal multiples							
Financials of target							
Quoted companies							
Stock exchange							
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- 2. Click a radial button either *All, Quoted* or *Unquoted* under each of the headings *Bidder, Target* and *Vendor*.
- 3. Click on **OK** and the search step will be displayed in the **Search Summary** window.

## 2.14 Searching by Stock exchange

1. Click **Stock exchange** from the list of search criteria at the left of the screen to search for companies involved in deals according to the stock exchange on which they are listed.

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Search Results List of Overview Deals	Summary Compl Records Recor	ete Analyses				Rrint	Export	Trash	Profile	Logout
Quick Deal search				N	No of deals selected :	139				
Advanced Deal search					London Official					
Company Name	London - Aim		-		NYSE					
Company/Deal ID No	London Official									
Activity	Luxembourg									
Time period	Madrid									
Geography	Madrid New Market									
Current deal status	Milan									
Deal type & structure	Milan New Market									
Deal value	New Zealand			_						
Dool multiples	NYSE			2						
Einancials of target	Ofex			>]						
Quoted companies	Oslo			7						
Stock exchange	отсвв			2						
Advisor	Paris			$\leq$						
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Be sure to mark the deal parties to include in your search.

- 2. Select the stock exchange from the list available. Mark the *Bidder* and/or *Target* and/or *Vendor* options at the bottom of the screen to limit your search to these deal parties. If you uncheck all three options, the default logic includes deals with bidder *or* target *or* vendor listed on the selected exchanges.
- 3. Click on **OK** and the search step will be displayed in the **Search Summary** window.

### 2.15 Searching by Advisors

1. To search for deals according to deal advisors, click **Advisors** from the list of search criteria.

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	BvD Home - Suite Home - Switch Products - Sample Reports - Feedback	
Search Results List Overview Deal	Summary Complete Analyses Right Export Trash Profile Log-out	dise the CTRL key to
Quick Deal search     Advanced Deal search     Company Name     Company/Deal ID No     Activity     Time period     Geography	Search by firm/office     Firm or office role       Enter the firm name or part of it and click on "Search"     The role or roles specified in the list will be attached to any firm or office subsequently ticked       10 Group pic     Accountant       10i     Det Provider/ Arranger	select multiple advisor roles.
Current deal status Deal type & structure Deal/Target value Bid premium Deal multiples Financials of target Quoted companies	Search by tirmindividual Enter the firm name or part of it and click on "Search" Financial Advisor Selected firms, offices or individuals Financial Advisor Selected firms, offices or individuals	Selected advisors. If advisor roles have been specified, the relevant role will be
Stock exchange     Advisor     Comments     Updated deals     Load a file     Load a search     Advisor league table search	Search by individual name or part of it and click on "Search" Search Call selected advisors Call sele	noted after the listing.

- 2. Specify the *Firm or office Role* (i.e. accountant, financial advisor, etc.) by selecting one or more roles from the list at the right.
- 3. You can then add **Advisors** to your search based on *Firm/office*, *Firm/individual* or *Individual*. Enter the name of the advisor or individual in the related text box and click **Search**. Click the box to mark the advisors and add them to your search.
- 4. Check the radial button at the bottom of the window to limit the search to deals with any selected advisor, all selected advisors or all selected advisors on the same side.
- 5. Click on **OK** and the search step will be displayed in the **Search Summary** window.

#### 2.16 Searching by Comments

1. Click **Comments** in the list of search criteria to search for words in the *Comments*, *Rationale* or the *Deal type, Sub-deal type, Structure* and *Financing*.



- 2. Click the boxes to specify the fields you wish to search. Then enter the word(s) or parts of words to search for in these areas, separating them by AND or OR.
- 3. Click on **OK** and the search step will be displayed in the **Search Summary** window.

#### 2.17 Advisor League Table Search

- 1. To create advisor league tables, click on the **Advisor League Table Search** button from the bottom of the list of search criteria.
- 2. Complete as many variables in the window as you like to create your table. You must specify an *Advisor role* and then indicate *Industry*, *Type* of deal, deal value and *Time period* (specified or predefined) as you like. Be sure to mark the check boxes to included *Announced, Completed*, and/ or *Rumoured* deals in your table.

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Quick Deal search )	Advisor lea	gue table search					
Advanced Deal search	Advisor role Venture Capital/ Private Equity	Specify a time per	iod :				
Company Name	Industry	Example of da	ite : 31/12/2001				
Company/Deal ID No	(Any)	Enter your cho	isen date(s)		.		
Activity	Agriculture, Horticulture & Livestock -	On and after	: 01/01	/2002			
U lime period	Banking, Insurance & Financial Services	Up to and incl	uding :				
Current deal status	Biotechnology, Pharmaceuticals and Life 2	or Select a prede	fined time period:	(Ans/)	-	[	
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- 3. Select the *Bidder, Target* and/ or *Vendor* country concerned in the deals or leave *(any)* as the default value.
- 4. Click on **OK** and you will be presented with the resulting league table similar to the one shown below.

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Results: 1-10 (of 10)	To display full det	apital/Private E	quity sor deals, click or	n the number of (	ieals of an Advisor.					
Advisor par	ne	Number of	Number with	Total deal valu	e <u>Average deal</u>					
		deals	<u>consideration</u>	(th. EUR)	value (th. EUR)					
1 Apax Partners & Co Ltd		1	1	418,500	418,500					
2 Warburg Pincus Venture	s	1	1	228,945	228,945					
3 Alchemy Partners Ltd		1	1	180,380	180,380					
4 Palamon Capital Partne	rs Lta	1 <del>4</del>	2	170,852	85,426					
5 EM Warburg Pincus & C	0. LLC	1	1	115,041	115,041					
6 Investitori Associati III		1 1	1	98,160	98,160					
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8 Trident Capital Manager 8 BO Verture	nent	1 1		33,117	33,117					
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### 2.18 Saving Strategies and Files

### Search Strategies

Any sequence of search steps (a search strategy) can be saved and reused at a later date. Doing this allows you to monitor deals that meet your criteria, but results may differ over time as information is updated.

- 1. Perform all the required search steps and display the Search Summary.
- 2. Click **Save a Search** at the bottom of your screen and give a name to the strategy. If you click **Save**, the strategy will be stored on the ZEPHYR server. If you click **Save to disk**, it will be stored on your computer or network where you place the file.
- 3. To use this strategy later, choose **Load a search** from the search criteria, select the name of the strategy from the list available and click **Load**.

# **Deal File**

Saving a deal file differs from saving a search strategy because using a file at a later date will NOT produce different results. The saved file is specific to the deals matching your search criteria and will not be affected as information is updated.

- 1. Perform all the search steps you need to retrieve your file. Display the **Summary Search**.
- 2. Click **Save a File** at the bottom of your screen and give a name to the set of selected deals. If you click **Save**, the file will be stored on the ZEPHYR server. If you click **Save** to disk, it will be stored on your computer or network where you place the file.
- 3. To use this later, choose **Load a file** from the search criteria, select the name of the file from the list available and click **Load**

### 3.0 Displaying a List of Deals

1. At any time during a search it is possible to display the full list of the deals matching your search criteria by clicking on **List of Deals** in the frame at the top of your screen.

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- 2. By default, the list will display the *Deal Number, Bidder* and *Target company names, Last Date associated to the deal, Deal value, Deal type,* and *Deal Status.* You can adjust the variables shown in the list by creating a new list format (see 3.1 below.)
- 3. Clicking on the **Deal Number** will to take you to the **Complete Record Screen** for the deal selected. Clicking on the company name under the *Bidder* or *Target* columns will take you to the **Company Record Screen**.

### 3.1 Creating a List Format

List formats refer to the items of data that are displayed next to each deal number in a list. Many user-defined list formats, each with various items of data, can be created and stored to use at a later date. 1. While viewing a **List**, click the **Format** button at the bottom of the screen. A list of saved formats will be displayed. Click on the **New** button to design a new one.

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/Select the section in which the variable of interest can be found.

Specify the currency, year and unit for financial items.

- 2. Highlight the items of data you would like in the list and click on > to transfer the data to the selected fields area. Repeat the process until all required items are selected.
- 3. Type a name into the **Format Name** text box so that it can be recalled at a future date. If you do not enter a name they will automatically be called format0, format1 etc. Click the **Save** button and your new format will be added to the list of available formats.

### 4.0 Viewing Deal Records

At any time during a search it is possible to display the information available for the deals in your search by clicking the **Summary Records** or **Complete Records** tab at the top of your screen.

#### **Summary Records**

**Summary Records** displays, in rows, the basic details of each deal for easy review and selection. Access the complete record for a deal by clicking **View deal record**.

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Your search criteria are displayed in the Search	Screen (click on the search tab)				
To display the full deal details of each deal, click	on View deal record or on the complete record	ls tab.			
Results 1 - 25 (of 75)	· · · · ·				Accesses the
Bidder:	Target:	Vendor:			full record for
Vendex International NV	Koninklijke Bijenkorf Beheer				Tull record for
Country: Netherlands	Country: Netherlands	Country:			the deal in
Activity:	Activity: Speciality clothing stores	Activity:			
Deal type: Acquisition - Bid 1 - not completed					this row.
Deal status: Withdrawn	Deal value (millions): n.a.				
Date announced: 2/10/1998	Expected completion date: n.a.	Deal Nº: 33893	View deal record		
Bidder:	Target:	Vendor:			
Banques Populaires	Natexis Banques Populaires				
Country: France	Country: France	Country:			
Activity: Co-ordinator of equity offerings	Activity: Banking	Activity:			
Deal type: Acquisition increased stake from 23.4% to					
67%	Deal value (millions): n.a.				
Deal status: Completed	Date completed: 6/9/1998	Deal Nº: 35067	View deal record		Change the currency
Date announced: 3/25/1998				_	
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### **Complete Records**

This screen displays the full deal information for a single deal. This includes the type, financing, structure, status, bid, comments, etc. as well as links to company records for the *Bidder* and *Target* companies when the company names are in bold and underlined.

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Deal type: Acquisition - Bid 1 - not completed	Target :	1 1
Deal sub-types: Public takeover	Koninklijke Bijenkorf Beheer	
Hostile bid	Country: Netherlands	Click have to
Deal financing: Capital increase	Activity: Speciality clothing stores	
Deal structure: Cash		access the
Shares		
Deal status: Withdrawn		company record
Rumour date: 2/10/1998		screen
Date announced: 2/10/1998		00/00//
Bid premium: 10.00 %		
Bid premium date: 2/9/1998		
Bidder :		
Vendex International NV		
Country: Netherlands		
Comments and deal rationale:		1
Comments: Vendex bid 167.50 guilders per share for KBB, part of which	h will be paid in shares. The Vendex offer is at a 10 per cent premium to	
KBB's share price prior to the offer. Approximately NLG800	m will come from existing credit facilities, whilst the remainder will come	
from a capital increase and subordinated debt.		
Financial information on: Koninklijke Bijenkorf Beheer		<b>_</b>
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/Change the currency used in the record details.

# **Company Records**

When you click on a bold and underlined company name in the *Complete Records* screen, you will access basic information about the company in the *Company Records* screen. This includes company address, website, industry, basic financials, etc. When the company name is underlined in this screen, you can click on it to open a window with the company information from the BvD Suite (BvD Suite credits or subscription is required for access.)

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Click here to access the company report from the BvD Suite.

# 5.0 Analysing

The **Analyses** tab allows you to view a **Detailed analysis of the deal financials** or perform a **Segmentation** analysis.

# **Segmentation**

- 1. Click on **Segmentation** and choose to perform the analysis by *activity, time period, region, current deal status, deal type and structure, value, multiples or bid premium*, or as a *matrix table*.
- 2. Select a variable and descriptive variable and then click **Calculate**. You can present the resulting data in a table or as a bar or pie chart. A sample **Segmentation** table is shown below:

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Unknown region	29	4	50					
Asia & Middle East	10	5	214					
Australasia	2	0	0					
Europe	124	60	66,899					
North America	179	113	101,357					
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#### **Detailed analysis**

- 1. The **Detailed analysis** table will recap your search strategy and list deals according to the Target name by default for the deals resulting from your search.
- 2. Customize the table by simply clicking on any underlined column heading in the table to sort or by clicking the **Currency** button on the bottom toolbar to change the currency displayed. A sample **Analysis** is shown below:

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All values are Thousands expressed in EUR		/					
Search criteria: Time period 2001 (A Bidder European Un Target Asia Deal value (million E Number of deals: 12	nnounced,Co <b>r</b> ion <b>UR)</b> Min = 50, M	pleted,Rumo	ured)				Click any column heading to sort the results by that variable.
Target Name	Target Country	Deal Status	Announcement or rumour Date	Target Financ. Information Date	<u>Deal value</u>	Target value	
1 Bank of Shanghai	CN	Announced	29/12/2001	31/12/2000	70,445.61	880,570.12	
2 China Aluminum Group	CN	Completed	25/04/2001	30/06/2000	75,125.75	286,739.51	
3 Cogeneration Public Company Limited	тн	Completed	27/02/2001	31/12/2000	65,149.01	508,976.61	
4 Cogeneration Public Company Limited	TH	Completed	27/02/2001	31/12/2000	94,821.30	518,149.18	
5 Demir-Kyrgyz International Bank	KG	Announced	18/09/2001		97,047.00	161,745.00	
Reilongjiang ETMA Chemical Fibre Co;	CN	Announced	20/03/2001		66.066.00	n.a.	<b>_</b>
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### 6.0 Accessing News Headlines

The **News Headlines** tab provides access to **Current News Headlines**, enables you to **Select** or **Create a News Profile** for access to targeted deal headlines, as well as setup a daily email news alert.

### **Current News Headlines**

1. Simply click the **News Headlines** tab and select **Current News Headlines**. When viewing these **News Headlines**, you can click the headline to access the related deal record. This will open the **Complete record screen** for that deal.



### Create a News Profile

- 1. Click the **Create a News Profile** option under the **News Headlines** tab to customize the news headlines that appear on screen, you can create a news profile.
- 2. Type in a name for your profile at the top of the screen, then complete the information for the type of deals you would like to see in the headlines. Click **OK** to save this news profile and immediately view the relevant news headlines.
- 3. When you would like to view these headlines, click **New Headlines**, **Select a News Profile**, and click on the profile name.
- 4. To modify the news profile you have created, simply **Select a News Profile**, click on the profile name and make the desired changes to the screen. Click **OK** to save the changes.

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Target activity	or countries to match any	or bidder, targe	Deal type			-	
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Agriculture, Horticulture & Livestoc Banking, Incurance & Financial So	k 🚽		Acquisition		-	4	
Biotechnology, Pharmaceuticals a	nd Life S		Institutional buy-out		-	1	
Deal Status : (Any)	•		Sub-deal type :				
Deal value	Select the currency : EU	R (million) 🔻	(Anv)		-	7	
C Tarretvalue	Min May		Contested bid		_	1	
Include deals with unknown values	mini maxi		Exit Hostile bid		-	-1	
The include deals with drivinown values	,		,	OK	Cancel		
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# News Headlines Alert

1. To setup a daily **News Headlines** email alert and receive all of the last day's news headlines in your email, go to the **Select a News Profile** page, click the **Yes** box and enter your email address in the space provided. Then click the **submit** link, as shown below.

Click here to select a contract of the cont	or modify a news profile.
Burceau van Dijk-zephyr-Microsoft Internet Explorer     Ele Edt Yew Favortes Iools Help	
↔ Back • → - 🕲 🗿 🖓 🔞 Search 📾 Favorites 🎯 🖏 • 🍜 🐼 - 🖉 🖓 🛛 Address 🚳 http://zephyr.bvdep.com/cgi/ten	nplate.dl 💆 🔗 Go
BVD SUITE Company information in an instant	ZEPHYR
Search Cresults List of Summary Complete Analyses Headlines Point Export	Trash Profile Logout
News Headlines - Select a news profile	
News headlines profiles       Profiles     Selected       Default     ©       Sample     C     delete       sample     C     delete       create a new profile     Create a new profile	Click submit to begin receiving daily email news alerts.
J le Done	Internet //

# 7.0 Exporting Information

ZEPHYR enables exporting to other software programs, including spreadsheets, databases, word processors and ASCII formats.

🚳 Bureau van Dijk - zephyr - Microsoft Internet Exp	lorer provided by America Online					- 🗆 ×
<u>File E</u> dit <u>V</u> iew F <u>a</u> vorites <u>T</u> ools <u>H</u> elp	Address 🙋 http://zephyr.bvdep.com/cgi/template.dll			-	] @Go	٨
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Search Overview Deals Records Record	ds Analyses	Rept	Export	Trash	Profile	Log out
Seie	Export list ct an export format: Force[~x6] Word 2000 (*doc) Word 5.0/35 (*doc) Rich Text Format (*ft) ASCII Delimited (*asc) C Marked deals C Unmarked deals C Unmarked deals C Interference To Help Export Cancel					
Home Previous 25 Next 25 End	Save 75 deals		Sort	For	rmat I	Delete

- 1. To export, first display the information in the format you wish to export it, whether it is a List, Complete Record, Company Record, Analysis, etc.
- 2. Click the **Export** button and select the file format and data to be exported. Once the window is complete, click **Export** to transfer the data.

# 8.0 User Support

Bureau van Dijk offers all users full support for both data and technical questions. For assistance, please visit our website <u>www.bvdep.com</u> or contact your account manager or the nearest Bureau van Dijk office:

Location	<u>Email</u>	<b>Telephone</b>
Belgium:	help@bvdep.com	32 (2) 639 06 06
Austria:	info@bvdep.at	43 (1) 95810 84
Eastern Europe:	rudolf.cevela@bvdep.com	421 (2) 5063 3326
France:	info.france@bvdep.com	33 (01) 53 45 46 00
Germany:	info@bvdep.de	49 (69) 96 36 65 0
Italy:	info@bvdep.it	39 (02) 43 98 22 77
Japan:	japan@bvdep.com	81 (3) 5256 6720
Netherlands	informatie@bvdep.com	31 (20) 671 99 26
Portugal:	rb@bvdep.com	34 91 454 70 98
Scandinavia:	michael.klentz@bvdep.com	44 (20) 7549 5000
Singapore:	slt@bvdep.com	65 6325 1230
Spain:	rb@bvdep.com	34 91 454 70 98
United Kingdom:	help@bvd.co.uk	44 (20) 7549 5000
United States:	office@bvdny.com	1 (212) 797 7120