

# **S&P Global Market Intelligence, KPMG and ACG**

Complimentary Webinar

June 7, 2016

# Dealing in Tech

## Analyzing 2016 Top Technology M&A



---

# Today's Panelists

---



**Nish Jain**  
Director  
TMT  
KPMG



**Richard Peterson**  
Senior Director  
S&P Global Market Intelligence



**David Tsui**  
Director  
Corporate Ratings  
Technology Sector  
S&P Global



**Scott Kessler**  
Deputy Head of  
Equity Research  
and  
Head of  
Technology Sector Research  
S&P Global Market Intelligence  
*(Moderator)*

# Panelist Biographies



**Nish Jain**

Director, TMT – KPMG

Nish is a Director of KPMG Corporate Finance's US Technology practice. Nish serves and expands relationships with clients in the Technology sector with a focus on M&A advisory services and private capital raises benefitting from his experiences in investment banking and operating roles and as a corporate development advisor. Nish has over 15 years of experience in executing mergers and acquisitions, private placements, divestitures, recapitalizations, IPOs, follow-on offerings, delivering fairness opinions and in operating and corporate development leadership roles in the Technology industry. Nish has advised clients with a focus on enterprise software, SaaS, security and digital marketing sectors. Representative M&A and private placement transactions include the purchase of Day Software and EchoSign by Adobe, sale of Logical Apps to Oracle, sale of Plumtree to BEA, sale of a significant minority interest in FleetMatics to Investcorp, sale of Attenex to FTI Consulting, sale of InfoGenesis to Agilysys, sale of Orca Interactive to French Telecom, and sale of Strongview Systems to HGGC.



**Richard Peterson**

Senior Director, S&P Global Market Intelligence

In his current role, Richard provides in-depth evaluation of capital markets activity from M&A transactions, IPO issuance, and fixed-income underwriting. Richard publishes the Deal Detector, a report to help identify companies that possess financial characteristics of recent M&A deals. Also, he provides commentary for CUSIP Global Services' CUSIP Trends, a monthly compilation of new securities identifier trends. Previously he served as Chief Market Strategist at Securities Data Company and Senior Research Analyst at Thomson Reuters Propriety Research. Richard is the author of Inside IPOs (McGraw-Hill) and has frequently appeared on CNBC as well as being quoted in The Wall Street Journal, Financial Times, The New York Times and Barron's. He has written an IPO column for CNET.com. Richard earned a J.D. degree from Rutgers Law School and B.A. from Rutgers University.

---

**S&P Global**

Market Intelligence

# Panelist Biographies



## **David Tsui**

Director, Corporate Ratings – Technology Sector, S&P Global

David Tsui is a Director in the Corporate Ratings Group of S&P Global Ratings Services, and is based in New York. David is responsible for credit ratings on semiconductor, semiconductor capital equipment, software and services companies for S&P Global's Technology sector. Previously, David was a Director at Capstone Advisory Group LLC where he advised on corporate financial restructuring and bankruptcy situations. Prior to 2004, David was a Manager at Novogradac & Company LLP where he was involved in audit, tax and consulting work primarily focused on the real estate sector. David is a Certified Public Accountant in California (2002) and received his Chartered Financial Analyst designation in 2007. He is also a Certified Insolvency & Restructuring Advisory (2010). David received his Bachelor of Arts in Economics and minor in Accounting from University of California Los Angeles and Master in Business Administration from Cornell University.



## **Scott Kessler**

Deputy Head of Equity Research, Head of Technology Sector Research, S&P Global Market Intelligence

Scott Kessler is Deputy Head of Equity Research and Head of Technology Sector Research. Since mid-2004, he has directed Technology Sector strategy and recommendations, for hundreds of securities. Since March 2000, he has personally covered Internet and software companies/stocks. He also authors bi-annual industry surveys on the Internet and software areas. Scott received his department's S&P Analyst of the Year award in 2006, and a corporate Gold SPARC award for substantial contributions to innovation in 2007. Scott was recognized by The Wall Street Journal in its Best on the Street 2003 Analysts Survey as the top analyst covering General Industrial Services for his work on data-processing technology stocks. He is regularly relied upon by media including Barron's, Bloomberg, CNBC, CNN, The Financial Times, Investor's Business Daily, The New York Times, and The Wall Street Journal, as well as numerous local U.S. periodicals, international outlets, and online publications. Prior to becoming an equity analyst, Scott worked as a legislative adviser to the Vice Chairman of the House Telecommunications & Finance subcommittee, handling issues related to technology, media and telecommunications. Thereafter, he worked for a law firm in Washington, D.C. as a telecommunications attorney, representing clients including Time Warner and The Walt Disney Company. Scott graduated from Brandeis University in 1992 and received a law degree from Washington University in St. Louis in 1995.

---

**S&P Global**

Market Intelligence

Copyright © 2016 by S&P Global Market Intelligence. All rights reserved.

No content (including ratings, credit-related analyses and data, valuations, model, software or other application or output therefrom) or any part thereof (Content) may be modified, reverse engineered, reproduced or distributed in any form by any means, or stored in a database or retrieval system, without the prior written permission of S&P Global Market Intelligence or its affiliates (collectively, S&P). The Content shall not be used for any unlawful or unauthorized purposes. S&P and any third-party providers, as well as their directors, officers, shareholders, employees or agents (collectively S&P Parties) do not guarantee the accuracy, completeness, timeliness or availability of the Content. S&P Parties are not responsible for any errors or omissions (negligent or otherwise), regardless of the cause, for the results obtained from the use of the Content, or for the security or maintenance of any data input by the user. The Content is provided on an "as is" basis. S&P PARTIES DISCLAIM ANY AND ALL EXPRESS OR IMPLIED WARRANTIES, INCLUDING, BUT NOT LIMITED TO, ANY WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE OR USE, FREEDOM FROM BUGS, SOFTWARE ERRORS OR DEFECTS, THAT THE CONTENT'S FUNCTIONING WILL BE UNINTERRUPTED OR THAT THE CONTENT WILL OPERATE WITH ANY SOFTWARE OR HARDWARE CONFIGURATION. In no event shall S&P Parties be liable to any party for any direct, indirect, incidental, exemplary, compensatory, punitive, special or consequential damages, costs, expenses, legal fees, or losses (including, without limitation, lost income or lost profits and opportunity costs or losses caused by negligence) in connection with any use of the Content even if advised of the possibility of such damages.

Credit-related and other analyses, including ratings, and statements in the Content are statements of opinion as of the date they are expressed and not statements of fact. S&P Global Market Intelligence's opinions, analyses and rating acknowledgment decisions (described below) are not recommendations to purchase, hold, or sell any securities or to make any investment decisions, and do not address the suitability of any security. S&P Global Market Intelligence assumes no obligation to update the Content following publication in any form or format. The Content should not be relied on and is not a substitute for the skill, judgment and experience of the user, its management, employees, advisors and/or clients when making investment and other business decisions. S&P Global Market Intelligence does not act as a fiduciary or an investment advisor except where registered as such. While S&P Global Market Intelligence has obtained information from sources it believes to be reliable, S&P Global Market Intelligence does not perform an audit and undertakes no duty of due diligence or independent verification of any information it receives.

S&P keeps certain activities of its business units separate from each other in order to preserve the independence and objectivity of their respective activities. As a result, certain business units of S&P may have information that is not available to other S&P business units. S&P has established policies and procedures to maintain the confidentiality of certain non-public information received in connection with each analytical process.

S&P may receive compensation for its ratings and certain analyses, normally from issuers or underwriters of securities or from obligors. S&P reserves the right to disseminate its opinions and analyses. S&P's public ratings and analyses are made available on its Web sites, [www.standardandpoors.com](http://www.standardandpoors.com) (free of charge), and [www.ratingsdirect.com](http://www.ratingsdirect.com) and [www.globalcreditportal.com](http://www.globalcreditportal.com) (subscription), and may be distributed through other means, including via S&P publications and third-party redistributors. Additional information about our ratings fees is available at [www.standardandpoors.com/usratingsfees](http://www.standardandpoors.com/usratingsfees).

STANDARD & POOR'S, S&P and S&P Capital IQ are registered trademarks of Standard & Poor's Financial Services LLC. CAPITAL IQ is registered trademark of Capital IQ, Inc. All other product or service names may be the property of their respective owners.

---

**S&P Global**  
Market Intelligence

---

# Q&A

---



**Nish Jain**  
KPMG



**Richard Peterson**  
S&P Global Market Intelligence



**David Tsui**  
S&P Global



**Scott Kessler**  
S&P Global Market Intelligence  
*(Moderator)*

————— **Thank You** —————