

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.

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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.

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Q&A



Nish Jain
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Richard Peterson
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David Tsui
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Scott Kessler
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(Moderator)

————— **Thank You** —————