



BUREAU VAN DIJK

# Monthly M&A Activity Report

North America, October 2016

zephyr

m&a research  
catalyst

## The following report details mergers and acquisitions activity in North America in October 2016 using data from the Zephyr database.

It focuses on deal activity by target company.

Click [here](#) to access the raw data in an Excel spreadsheet.

Bureau van Dijk recently expanded its reach to cover an additional number of smaller development capital deals. This expansion has resulted in increased deal volumes and aggregated deal values across the North American data.

### M&A value slightly higher in October

The value of mergers and acquisitions (M&A) targeting North American companies remained stagnant month-on-month as 1,678 deals worth USD 208,820 million were announced in October, compared to 1,956 deals worth USD 208,522 million in September.

On a 12-month comparison, volume declined 28 per cent against a 13 per cent decrease in value from 2,326 deals worth USD 239,856 million in October 2015.

M&A targeting specifically US-based businesses kept to a similar trend. Volume slipped 13 per cent, while value increased 8 per cent to 1,369 deals worth USD 202,781 million in the month under review (September: 1,577 deals worth USD 188,423 million).

However, the value of dealmaking targeting companies in Canada declined 70 per cent to USD 6,040 million invested across 309 deals, compared to 379 deals worth USD 20,379 million in September. Although it is worth noting that September was the largest month in terms of M&A investment in Canada since June 2015 (USD 35,688 million).

### North America deals by volume and value

Announced date	No of deals	Total deal value (mil USD)
Oct-16	1,678	208,820
Sep-16	1,956	208,522
Aug-16	2,105	126,479
Jul-16	1,865	134,011
Jun-16	2,113	128,935
May-16	2,224	125,839
Apr-16	2,017	123,272
Mar-16	3,530	140,388
Feb-16	2,041	111,675
Jan-16	2,262	144,481
Dec-15	2,853	163,068
Nov-15	2,069	137,905
Oct-15	2,326	239,856



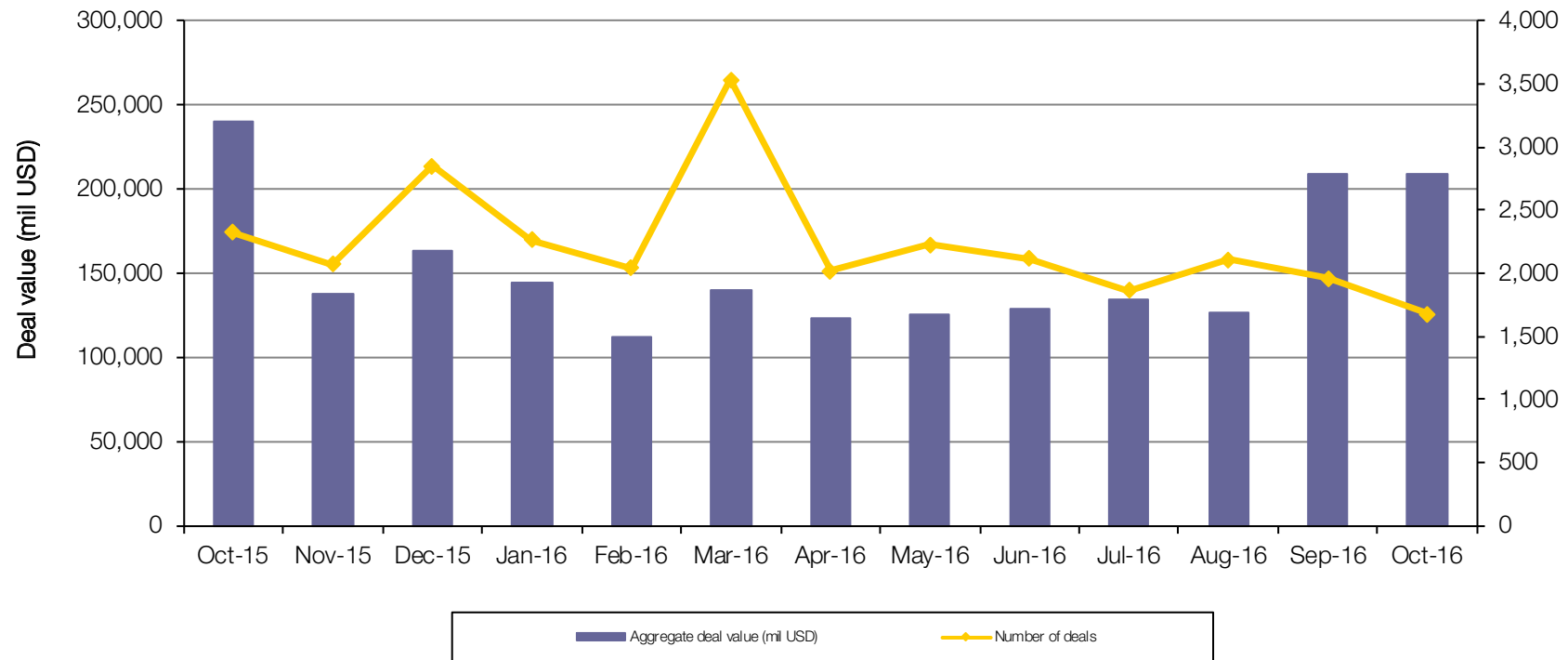
## US deals by volume and value

Announced date	No of deals	Total deal value (mil USD)
Oct-16	1,369	202,781
Sep-16	1,577	188,423
Aug-16	1,764	117,505
Jul-16	1,549	123,657
Jun-16	1,675	120,572
May-16	1,759	115,156
Apr-16	1,607	114,054
Mar-16	3,119	126,480
Feb-16	1,707	101,299
Jan-16	2,001	137,905
Dec-15	2,504	155,316
Nov-15	1,693	131,251
Oct-15	1,999	230,325

## Canada deals by volume and value

Announced date	No of deals	Total deal value (mil USD)
Oct-16	309	6,040
Sep-16	379	20,379
Aug-16	341	8,974
Jul-16	319	10,378
Jun-16	437	8,502
May-16	466	10,718
Apr-16	412	9,883
Mar-16	410	13,877
Feb-16	334	10,376
Jan-16	259	6,569
Dec-15	350	7,756
Nov-15	377	6,978
Oct-15	325	9,530

## North America deals by volume and value



## One deal worth over USD 100,000 million

M&A was supported by one deal worth over USD 100,000 million in October, which represented 52 per cent of total M&A value (USD 208,820 million). The largest deal of the four weeks under review was cable company AT&T agreeing to acquire entertainment and media giant Time Warner for USD 108,700 million, including debt.

While the number two deal by value was also notable it was some way behind the largest transaction and involved CIT Group selling C2 Aviation Capital, its commercial air unit, to Avolon Holdings' Park Aerospace Holdings for USD 10,000 million.

In total 19 of the top 20 deals were worth USD 1,000 million or more with 12 of these exceeding USD 2,000 million. The majority of the deals targeted US-based companies, with the exception of one Canadian transaction which involved Tourmaline Oil buying Shell Canada Energy's Alberta Deep Basin and Montney assets for USD 1,043 million.

While most acquirors came from within North America in October, buyers in the Cayman Islands, China, the UK and Japan also featured.

## Majority of sectors down month-on-month

While the aggregate value of most sectors declined over the course of the four weeks, seven industries improved. Among these was hotels and restaurants, up 55 per cent to USD 7,265 million in October from USD 4,689 million in September. An increase was also recorded for sectors such as insurance (September: USD 657 million; October: USD 3,653 million), food, beverages and tobacco (USD 508 million to USD 3,302 million) and banks (USD 900 million to USD 1,660 million).

The machinery, equipment, furniture and recycling sector was among the industries that declined during the four weeks under review, falling 4 per cent to USD 14,915 million from USD 15,536 million month-on-month. However, the largest decrease was in the chemicals, rubber and plastics industry as it failed to sustain a 2016-high of USD 73,979 million in September and fell to USD 3,749 million in October.

As similar pattern was seen in terms of M&A volume in North American sectors as only four improved month-on-month, including food, beverages and tobacco, banks, construction and wood, cork and paper.

## Goldman, Pamplona back October's largest PE and VC deal

Only two private equity and venture capital (PE and VC) deals topped USD 1,000 million in October and of these the acquisition of Cabela's by Goldman and Pamplona-backed Bass Pro Group was the largest at USD 5,500 million, being worth four times the value of Onex's institutional buyout of Moran Foods for USD 1,365 million.

Unsurprisingly, US-based companies dominated the top 20 by value and only one Canadian deal featured: Ontario Teachers' Pension Plan is taking over Constellation Brand's local wine business for USD 784 million.

The majority of the top 20 PE and VC deals by value were funding rounds involving backers ranging from Providence Equity Partners and Everstone Capital to Susquehanna Growth Equity and Lee Equity Partners.

After Cabela's, Moran and Constellation's Canadian business, the only other two top deals that were not a minority stake were institutional buyouts of Light Tower Rentals by Clearlake Capital and Gas Natural by First Reserve.

## Top 20 deals by value

	Deal value (mil USD)	Deal type	Target	Target country	Acquiror	Acquiror country	Deal status
1.	108,700	Acquisition 100%	Time Warner Inc.	US	AT&T Inc.	US	Pending
2.	10,000	Acquisition 100%	C2 Aviation Capital Inc.	US	Park Aerospace Holdings Ltd	KY	Announced
3.	9,300	Acquisition 100%	NetSuite Inc.	US	OC Acquisition LLC	US	Announced
4.	8,300	Acquisition 100%	B/E Aerospace Inc.	US	Rockwell Collins Inc.	US	Announced
5.	6,500	Minority stake 25%	Hilton Worldwide Holdings Inc.	US	HNA Group Co., Ltd	CN	Announced
6.	5,500	Acquisition 100%	Cabela's Inc.	US	Bass Pro Group LLC	US	Announced
7.	4,000	Acquisition 100%	Scottrade Financial Services Inc.	US	TD Ameritrade Holding Corporation	US	Announced
8.	2,700	Acquisition 100%	Genworth Financial Inc.	US	Asia Pacific Global Capital Co., Ltd	CN	Pending
9.	2,615	Acquisition 100%	Janus Capital Group Inc.	US	Henderson Group plc	GB	Pending
10.	2,400	Acquisition 100%	Silver Hill Energy Partners LLC; Silver Hill E&P II LLC	US; US	RSP Permian LLC	US	Pending
11.	2,100	Acquisition remaining stake	The WM Wrigley Jr Company	US	Mars Inc.	US	Announced
12.	2,000	Acquisition 100%	CAMP Systems International Inc.	US	The Hearst Corporation	US	Announced
13.	1,950	Acquisition 100%	Newell Brands Inc.'s Tools Segment business	US	Stanley Black & Decker Inc.	US	Announced
14.	1,600	Acquisition 100%	QStar LLC's 35,700 producing assets in Howard and Martin Counties in West Texas	US	SM Energy Company	US	Announced
15.	1,365	IBO 100%	Moran Foods LLC	US	Smith Acquisition Corporation	US	Pending
16.	1,300	Acquisition 100%	Phillips 66 Company and Phillips 66 Project Development Inc.'s Ponca City Refinery Crude assets, Ponca City Refinery Products assets, Billings Refinery Crude assets, Billings Refinery Products assets, Bayway Refinery Products assets, Borger Refinery Crude assets, Borger Refinery Products assets	US; US; US; US; US; US; US	Phillips 66 Partners LP	US	Announced
17.	1,120	Acquisition 100%	St Jude Medical Inc. and Abbott Laboratories Inc.'s vascular closure and electrophysiology businesses	US	Terumo Corporation	JP	Announced
18.	1,043	Acquisition 100%	Shell Canada Energy Ltd's Alberta Deep Basin and Montney assets	CA	Tourmaline Oil Corporation	CA	Pending
19.	1,000	Acquisition 100%	Hospira Inc.'s pumps and devices business	US	ICU Medical Inc.	US	Announced
20.	910	Minority stake 35%	AmWINS Group Inc.	US	Dragoneer Investment Group LLC	US	Announced

## Top 20 private equity deals by value

	Deal value (mil USD)	Deal type	Target	Target country	General Partner/Fund Manager	Deal status
1.	5,500	Acquisition 100%	Cabela's Inc.	US	Goldman Sachs & Co; Pamplona Capital Management LLP	Announced
2.	1,365	IBO 100%	Moran Foods LLC	US	Onex Corporation	Pending
3.	910	Minority stake 35%	AmWINS Group Inc.	US	Dragoneer Investment Group LLC	Announced
4.	784	IBO 100%	Constellation Brands Inc.'s Canadian wine business	CA	Ontario Teachers' Pension Plan	Announced
5.	524	Minority stake	Luxe Energy LLC	US	NGP Energy Capital Management LLC	Completed
6.	300	IBO majority stake	Light Tower Rentals Inc.	US	Clearlake Capital Group LP	Completed
7.	200	Minority stake	Prelude Fertility Inc.	US	Lee Equity Partners LLC	Completed
8.	196	IBO 100%	Gas Natural Inc.	US	First Reserve Corporation LLC	Pending
9.	194	Minority stake	Raymond James Tax Credit Fund 42 L L C	US		Completed
10.	191	Minority stake	Liberty Oilfield Services Holdings LLC	US		Completed
11.	180	Minority stake	Payoneer Inc.	US	TCMI Inc.; Susquehanna Growth Equity LLC	Completed
12.	150	IBO 100%	C3 / CustomerContactChannels Inc.	US	Everstone Capital Ltd; Sunrise BPO Services Pte Ltd	Announced
13.	150	Minority stake	Sherman Real Estate Fund XII LLC	US		Announced
14.	146	Minority stake	Utz Quality Foods LLC	US	C Dean Metropoulos & Company	Completed
15.	130	Minority stake	Zymergen Inc.	US	Draper Fisher Jurvetson; True Venture Management LLC; Innovation Endeavors LLC; DCVC Management Company LLC; The Obvious Corporation; Two Sigma Investments LP; AME Cloud Ventures LLC; Prelude Ventures LLC; Tao Capital Partners LLC; ICONIQ Capital LLC; Softbank Group Corporation	Completed
16.	130	Minority stake	Zymergen Inc.	US		Completed
17.	125	Minority stake	Genco Shipping & Trading Ltd	US		Completed
18.	116	Minority stake	ACM Financial Trust Inc.	US		Completed
19.	115	Minority stake	PaySimple Inc.	US	Providence Equity Partners LLC	Completed
20.	100	Minority stake	Pathfinder Total Return Fund III LLC	US		Announced



### Canadian PE and VC value rises despite North American decline

PE and VC targeting companies based in North America in October weakened for the second consecutive month as volume slipped 8 per cent to 1,045 deals against a 19 per cent decline by value to USD 17,673 million, from 1,139 deals worth USD 21,802 million in September.

In a year-on-year comparison volume was down by more than a quarter while value slumped 83 per cent but the decline appears particularly stark as the USD 102,246 million-worth of deals recorded in October 2015 represented a 12-month high.

PE and VC investment in US-based companies reflected the overall pattern within North America as volume and value slipped month-on-month to 986 deals worth a combined USD 16,564 million and fell back 27 per cent and 84 per cent, respectively, year-on-year from 1,358 deals worth an aggregate USD 101,983 million in October 2015.

However, Canadian PE and VC investment bucked the trend and represented a high point in a somewhat dreary landscape as value advanced for the second consecutive month to USD 1,109 million, representing the third-highest recorded for the 12 months under review. However, it must be pointed out that investment in the country was supported by just one deal which accounted for 71 per cent of the total value.

### North America private equity deals by volume and value

Announced date	No of deals	Total deal value (mil USD)
Oct-16	1,045	17,673
Sep-16	1,139	21,802
Aug-16	1,270	31,390
Jul-16	1,082	30,918
Jun-16	1,139	24,526
May-16	1,200	24,484
Apr-16	1,023	20,900
Mar-16	1,226	15,524
Feb-16	1,190	26,050
Jan-16	1,365	16,339
Dec-15	1,407	30,664
Nov-15	1,134	22,130
Oct-15	1,409	102,246





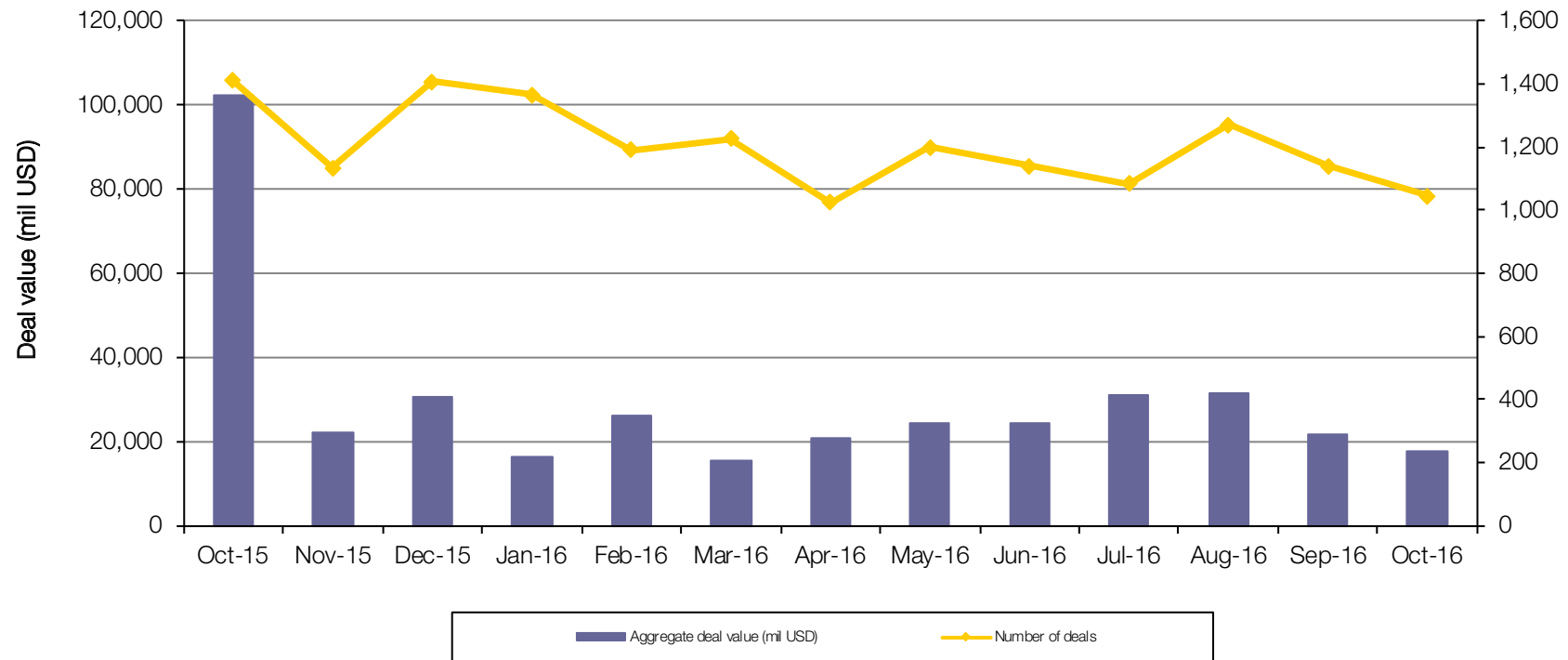
## US private equity deals by volume and value

Announced date	No of deals	Total deal value (mil USD)
Oct-16	986	16,564
Sep-16	1,074	21,502
Aug-16	1,222	31,264
Jul-16	1,034	29,627
Jun-16	1,079	24,271
May-16	1,141	23,823
Apr-16	985	19,974
Mar-16	1,184	15,236
Feb-16	1,152	24,676
Jan-16	1,323	16,108
Dec-15	1,362	30,104
Nov-15	1,081	21,514
Oct-15	1,358	101,983

## Canada private equity deals by volume and value

Announced date	No of deals	Total deal value (mil USD)
Oct-16	59	1,109
Sep-16	64	299
Aug-16	48	127
Jul-16	48	1,292
Jun-16	60	256
May-16	59	661
Apr-16	37	924
Mar-16	41	281
Feb-16	38	1,375
Jan-16	41	231
Dec-15	45	560
Nov-15	53	616
Oct-15	50	264

## North America private equity deals by volume and value





## M&amp;A target sector by volume

Target sector	Oct-15	Sep-16	Oct-16
Other services	972	755	575
Machinery, equipment, furniture, recycling	153	121	115
Metals & metal products	131	152	111
Publishing, printing	148	134	86
Primary sector	58	63	60
Chemicals, rubber, plastics	55	59	51
Wholesale & retail trade	63	50	36
Education, health	45	38	32
Food, beverages, tobacco	27	13	28
Banks	35	15	20
Insurance companies	28	33	20
Gas, water, electricity	18	18	17
Transport	17	16	13
Construction	18	9	9
Wood, cork, paper	12	2	7
Hotels & restaurants	11	14	7
Post and telecommunications	15	9	2
Textiles, wearing apparel, leather	12	4	2
Public administration and defence	3	4	1

## M&amp;A target sector by value

Target sector	Oct-15 (mil USD)	Sep-16 (mil USD)	Oct-16 (mil USD)
Other services	71,777	30,495	145,186
Machinery, equipment, furniture, recycling	89,492	15,536	14,915
Primary sector	11,318	16,095	11,121
Wholesale & retail trade	17,875	17,856	7,462
Hotels & restaurants	696	4,689	7,265
Chemicals, rubber, plastics	5,196	73,979	3,749
Insurance companies	98	657	3,653
Food, beverages, tobacco	6,141	508	3,302
Metals & metal products	980	2,297	2,639
Transport	2,891	3,215	2,229
Banks	9,671	900	1,660
Publishing, printing	7,913	15,825	1,243
Gas, water, electricity	9,795	31,061	1,087
Education, health	1,163	118	717
Construction	396	1,215	675
Wood, cork, paper	526	2	183
Public administration and defence	158	283	7
Post and telecommunications	152	65	3
Textiles, wearing apparel, leather	989	19	0



## Private equity target sectors by volume

Target sector	Oct-15	Sep-16	Oct-16
Other services	612	473	364
Publishing, printing	82	69	56
Machinery, equipment, furniture, recycling	71	58	50
Food, beverages, tobacco	11	7	15
Chemicals, rubber, plastics	18	10	13
Education, health	25	16	13
Wholesale & retail trade	20	10	11
Gas, water, electricity	8	8	11
Metals & metal products	5	11	6
Primary sector	5	7	4
Insurance companies	2	3	3
Wood, cork, paper	3	1	3
Construction	11	1	2
Textiles, wearing apparel, leather	10	3	2
Banks	6	2	2
Transport	4	4	2
Public administration and defence	1	1	1
Hotels & restaurants	5	7	1
Post and telecommunications	11	4	0

## Private equity target sectors by value

Target sector	Oct-15 (mil USD)	Sep-16 (mil USD)	Oct-16 (mil USD)
Wholesale & retail trade	107	240	6,932
Other services	20,798	7,505	3,629
Food, beverages, tobacco	145	120	1,062
Insurance companies	31	500	953
Primary sector	1,527	33	554
Machinery, equipment, furniture, recycling	67,494	2,380	500
Publishing, printing	5,903	2,696	375
Education, health	1,061	16	356
Gas, water, electricity	747	2,227	222
Wood, cork, paper	0	0	83
Chemicals, rubber, plastics	370	954	50
Banks	123	70	12
Public administration and defence	0	1	7
Metals & metal products	13	87	5
Transport	22	558	3
Textiles, wearing apparel, leather	748	19	0
Construction	331	3	0
Hotels & restaurants	0	2,555	0
Post and telecommunications	7	11	0

## Top 20 private equity providers

	Private equity firm	Number of deals	Number with consideration	Total deal value (mil USD)	Average deal value (mil USD)
1	Goldman Sachs & Co	1	1	5,500	5,500
2	Onex Corporation	1	1	1,365	1,365
3	New Mountain Capital LLC	2	1	910	910
4	Dragoneer Investment Group LLC	1	1	910	910
5	Ontario Teachers' Pension Plan	1	1	784	784
6	NGP Energy Capital Management LLC	1	1	524	524
7	Clearlake Capital Group LP	1	1	300	300
8	Lee Equity Partners LLC	1	1	200	200
9	First Reserve Corporation LLC	1	1	196	196
10	TCMI Inc.	2	1	180	180
11	Susquehanna Growth Equity LLC	1	1	180	180
12	Stone Point Capital LLC	1	1	150	150
13	Everstone Capital Ltd	1	1	150	150
14	Sunrise BPO Services Pte Ltd	1	1	150	150
15	C Dean Metropoulos & Company	1	1	146	146
16	Prelude Ventures LLC	2	2	144	72
17	True Venture Management LLC	4	4	142	35
18	DCVC Management Company LLC	2	2	134	67
19	The Obvious Corporation	2	2	133	66
20	Innovation Endeavors LLC	1	1	130	130
21	AME Cloud Ventures LLC	1	1	130	130
22	Draper Fisher Jurvetson	1	1	130	130
23	Tao Capital Partners LLC	1	1	130	130
24	ICONIQ Capital LLC	1	1	130	130
25	Softbank Group Corporation	1	1	130	130

**Notes to editors**

Activity is based on the activity of the target company.

Deal status is announced within the time period.

The sector breakdown uses targets' activities as defined to be 'Major Sectors' by Zephyr.

The date range is 01/10/2016 - 27/10/2016 inclusive.