

MergerTech Intelligence Report, Vol. I Issue III: Cross Border M&A - A Growing Trend**NEW OPPORTUNITIES IN
OVERSEAS TECH ACQUISITIONS**

Cross-border M&A volume has increased significantly in the past six quarters as amelioration of the credit crisis and rapid globalization is encouraging strategic buyers to look overseas in order to expand into developing markets, obtain new technologies, and to enhance and diversify product offerings. The fungible nature of most technology products makes the technology M&A space particularly ripe for a surge in cross-border transactions, particularly in the software segment. We profile one such recent transaction in our third MergerTech Intelligence Report.

**Accelrys Inc (NasdaqGS:ACCL) Acquires Contur Software AB**

Transaction Value:
\$13.1 Million

Transaction Structure:
Cash and Earnout

Accelrys Inc (NasdaqGS: ACCL) has acquired Contur Software AB for \$13.1 million. The acquisition, which closed on May 23, 2011 includes \$10.6 million in cash paid at closing, \$2 million in cash kept in escrow to secure specific warranties which will be released in \$1 million installments subject to one and two year lock up periods, plus two earnouts of \$250,000 each contingent on meeting two tiers of performance milestones in the next 24 months. All members of the Contur Management team will be retained. The acquisition is not expected to have an impact on Accelrys' GAAP and non-GAAP revenue, operating profit, or EPS for FY2011.

Incorporated in 1993, Accelrys is a software development firm specializing in services to scientific focused enterprises and organizations. With a present market cap of \$392 million, Identive Group generated \$115 million in revenue in 2010 through marketing R&D software architecture, namely its trademarked Pipeline Pilot platform, which allows its over 1300 customers in the pharmaceutical, biotechnology, energy, chemicals, consumer packaging and aerospace

industries to analyze, organize, and share data. Accelrys is headquartered in Santa Diego, California and has additional offices in England, France, Japan, South Korea, and India.

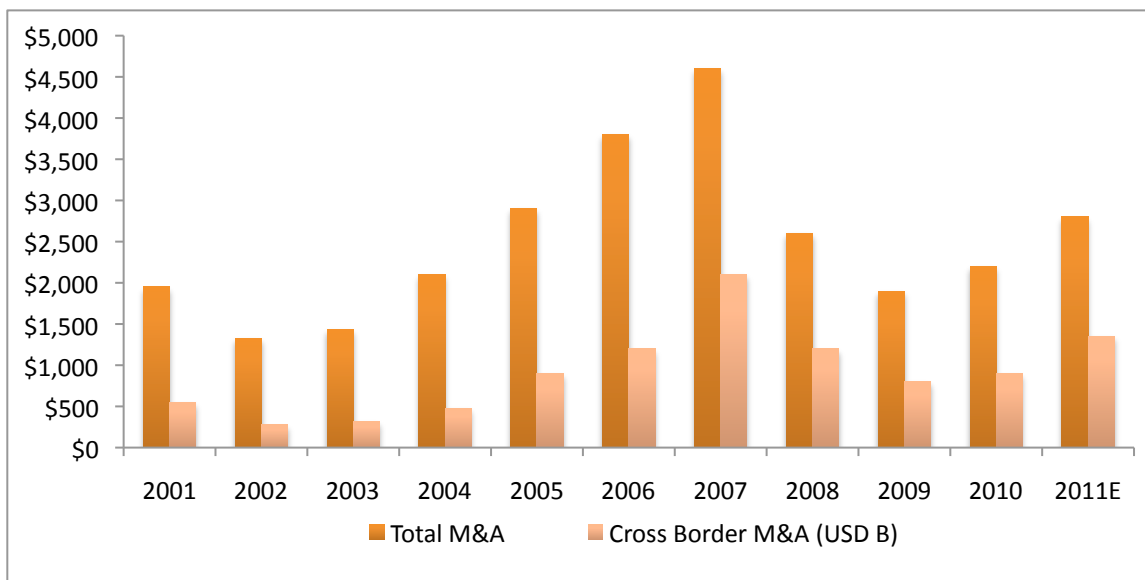
Founded in 1999 and headquartered in Stockholm, Sweden, Contur Software is a developer of a software suite sold both in a SaaS and on premise model that provides analytical and management tools for scientific and engineering R&D processes. It serves biotechnology, pharmaceutical, and chemical industries, as well as universities in The United States, Europe, Scandinavia, and Australia.

The acquisition provides three direct benefits to Accelrys. First, integration of Contur Software's Electronic Laboratory Network (ELN) solutions will allow Accelrys to develop cost-effective products for the small and midsize ELN market and increase the breadth and depth of its product portfolio. Second, Accelrys will be able to strengthen its presence in the growing

Scandinavian and European technology R&D market. Third, the acquisition will allow Accelrys to expand its focus to include products that may be utilized by its customers' development organizations.

Increasing global competition in technology focused industries including chemicals, pharmaceuticals, biotechnology, agriculture, consumer and industrial products, energy, and defense has made investment in the efficiency of R&D and IT processes an exigent priority. Advanced technology research, traditionally led and dominated by North American firms, is getting highly spirited competition from emergent players in Great Britain, Australia, India, Israel, Singapore, South Korea, Germany, as well as developing economies with increasingly robust capital infrastructure. International markets for advanced technology products are swiftly increasing, thus companies in this space are addressing the need to rapidly and cost-effectively bring their products to market through cross-border M&A strategies.

In 2011, cross-border M&A is expected to account for 49% of all global M&A transactions (Bloomberg M&A Survey).



About MergerTech:

MergerTech's mission is to enable small and medium-sized technology companies to realize the value of their business. As the only investment banking firm exclusively focused on this space, we apply our deep domain expertise and global knowledge of buyers to deliver three key values: fast introduction to buyers, best terms and value, and greatest certainty of deal closure.

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