

EXITS AND ACQUISITIONS: A breakdown of the Greater Los Angeles region's largest transactions of 2015

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2015 DEAL DATABASE FOR LOS ANGELES, SANTA BARBARA, AND VENTURA COUNTIES, BY MONTH

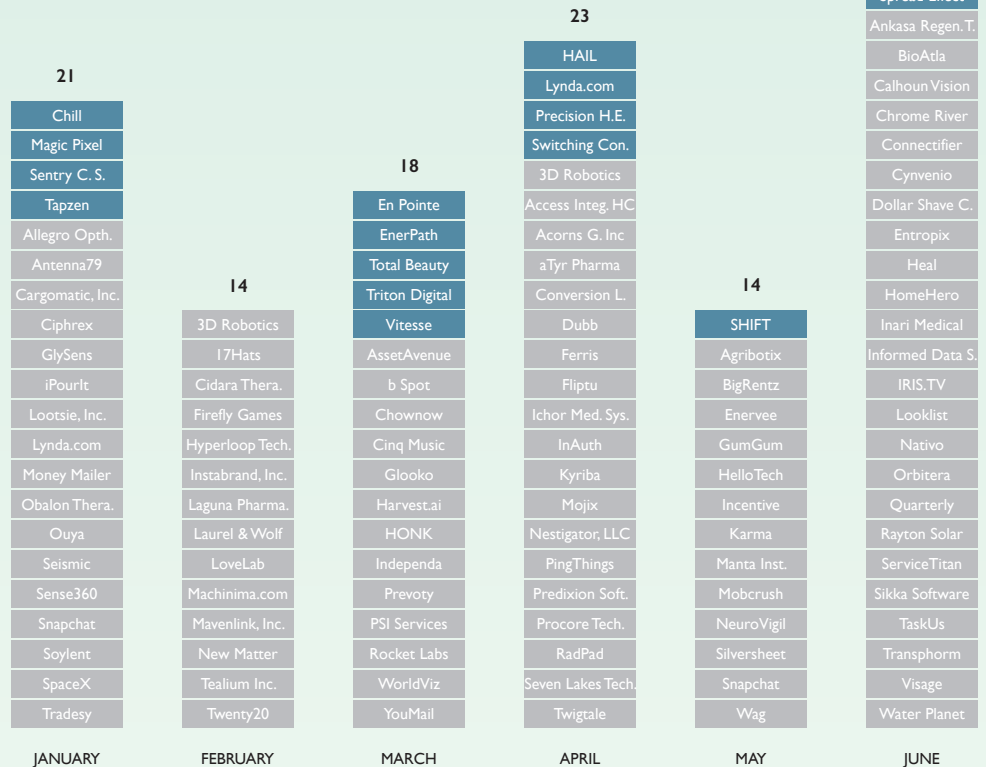
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A BIG SEASON FOR BUYERS

- WESTERN DIGITAL**
\$1.9B Sandisk (October)
- ACTIVISION**
\$5.9B King Digital (November)
- AMGEN**
\$1.55B Dezima (September)

In an interesting twist for the area, the region was also the source of many of the big buyers in technology and media during 2015. The big deals included a giant deal by **Western Digital** to acquire **Sandisk** in October, worth \$1.9B; a mega deal by **Activision** to acquire mobile games developer **King Digital** in a November deal worth \$5.9B; and a big biotech deal by **Amgen**, which acquired **Dezima** in a \$1.55B deal.





Jeff Stibel

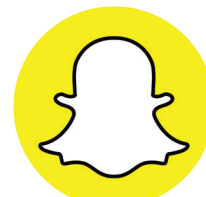
EXITS AND IPOs

- MINDBODY** (IPO in June)
- APPFOLIO** (IPO in June)
- NANTKWEST** (IPO in July)
- LYNDA.COM** (Acquired by LinkedIn in April)
- MARKETSHARE** (Acquired by Neustar in November)
- DUN & BRADSTREET CREDIBILITY CORP.** (Acquired by Dun & Bradstreet in April)

In what may have been the busiest year ever for the Santa Barbara area, three companies in the area—**Mindbody**, **Appfolio**, and **Lynda.com**—made up the three biggest deals in the entire region, with two IPOs (Mindbody, Appfolio) and a big buyout (Lynda.com). Mindbody had its IPO in June, pricing at \$14 per share and selling 7.15 million shares in its IPO, trading on the NASDAQ as MB; AppFolio also had its IPO in June, pricing \$12 per share and selling 6.2 million shares, and is now trading on the NASDAQ as APPF. Fellow Santa Barbara area online education and training provider Lynda.com had a huge, \$1.5B acquisition in April, when it was purchased by LinkedIn. The other big IPO of the year was for NantKwest, in Culver City, one of the cancer therapeutics companies owned by billionaire Dr. Patrick Soon-Shiong. **NantKwest** priced at \$25.00 per share, selling 8.3 million shares in its IPO. Other big deals during the year included an acquisition in November of Los Angeles-based **MarketShare** (acquired by Neustar), and the acquisition of Jeff Stibel's **Dun & Bradstreet Credibility Corp.** for \$350M in April by Dun & Bradstreet.



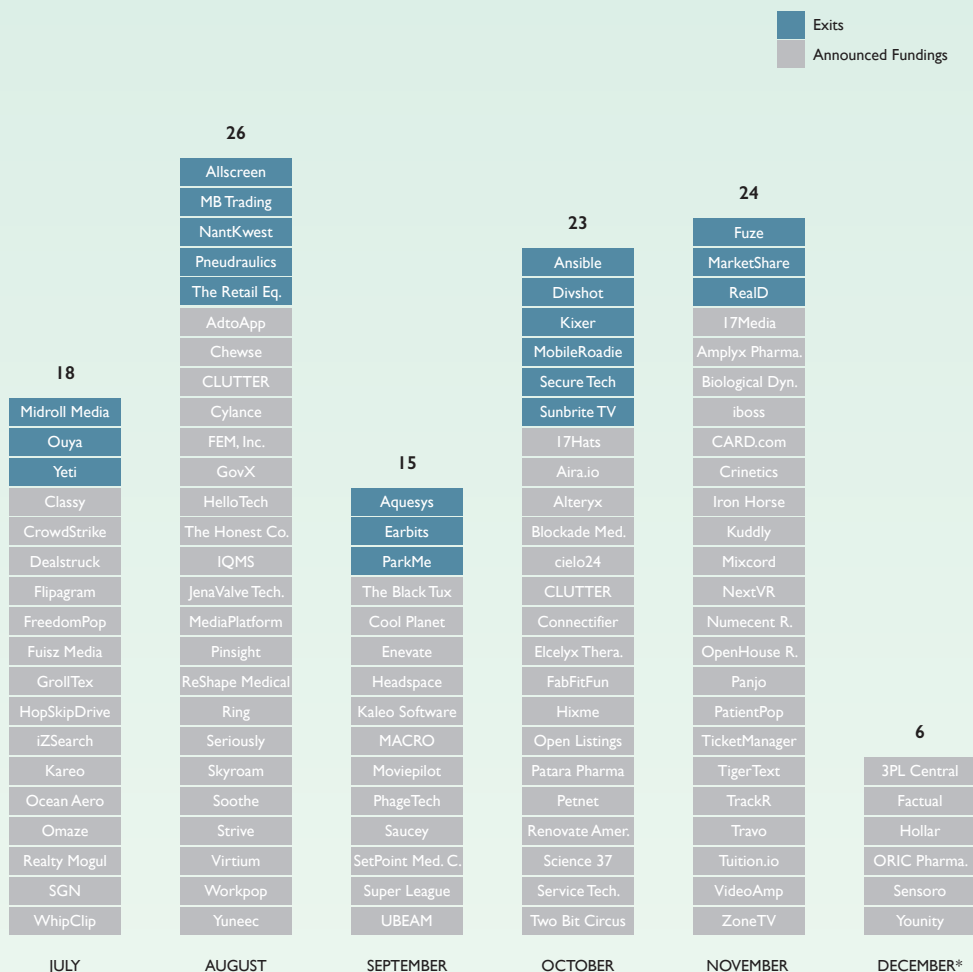
Elon Musk



Snapchat



The Honest Company



FUNDINGS

- SPACEX \$1B**
- SNAPCHAT \$650M**
- LYNDA.COM \$186M**
- NANTHEALTH \$160M**
- SGN \$130M**
- CHROME RIVER \$100M**
- THE HONEST COMPANY \$100M**

The funding activity in the region continued, unabated, as a number of the area's unicorns continued to rake in cash, and many other companies reported \$100M plus rounds. The biggest deal of the year went to **SpaceX**, the commercial rocket and spaceship company run by technology mogul Elon Musk, which raised a giant, \$1B funding round from Google, Fidelity, and others in January. Fellow unicorn **Snapchat** also continued its fundraising tear, raising \$650M in a funding round in May. Other large rounds included \$186M raised by Lynda.com just ahead of its IPO, a big \$160M funding for another Soon-Shiong company, **NantHealth**; an investment in social gaming startup **SGN**, which is led by former Myspace founder **Chris Dewolfe**, worth \$130M in July from Netmarble Games; \$100M for enterprise software company **Chrome River**, and \$100M for kids' natural products retailer **The Honest Company**.

*Through December 14, 2015