

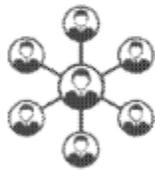
# Siris' Sourcing Approach

Institutionalized disciplined approach to sourcing investments.

## Investment Process



- We study the effect of technology disruptions on industry sectors that address mission-critical requirements for their customers
- Working together, our Executive Partners and Business Development team develop "whitepapers" to formulate a thesis and identify specific target opportunities; ~20 written to date



- Potential targets are ranked by the attractiveness of their Bond/Call characteristics
- Leveraging Siris' collective network of relationships, we initiate an outreach effort to meet with the targets and detail the benefits of working with us

## Key Statistics

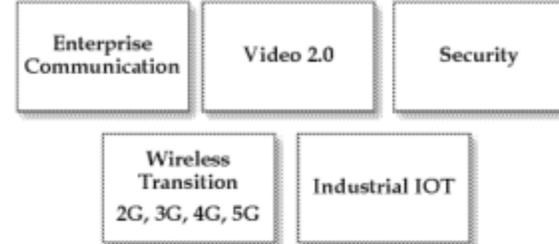
13 core investments      9 take-privates

Only 2 traditional auctions      ~5.8x average acquisition multiple<sup>(2)</sup>

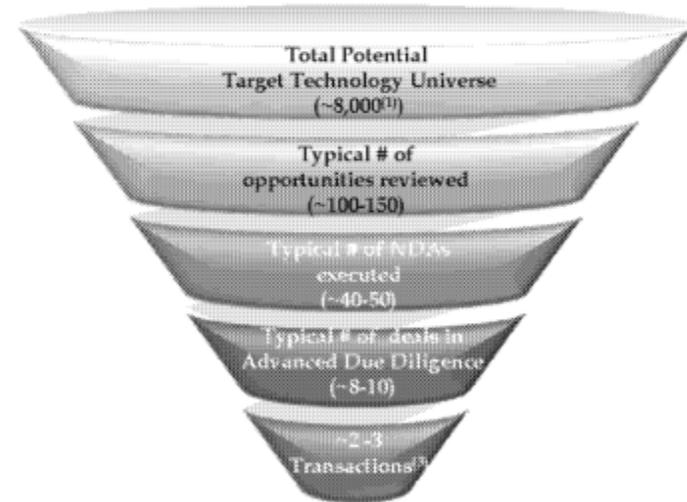


- A transaction can take 12 to 36 months to consummate given the complicated nature of our targets' situation

## Representative White Paper Topics



## Annual Pipeline



Note: Represents deal activity for buyout funds only.

Note: Siris' strategies and targets depend on a variety of factors, including the prevailing market environment and investment availability and opportunity, and there can be no assurance that the conditions upon which such strategies and targets are based will materialize. The above is for illustrative purposes only and is intended to show how Siris analyzes technology investments. It does not represent any particular Siris investment.

(1) Includes public tech and telecom companies in the US, Canada, UK and France with TEV parameters of \$200mm to \$2.5bn. Also assumes 8% (estimate to adjust for TEV size parameter) of private tech and telecom US and Canadian companies. Source: CapitalIQ, Siris estimates. (2) Based on simple average of TEV/ Bond (legacy division) only EBITDA multiples at entry for Airvana, Tekelec, Stratus and Digital River (each of which, at the time of the applicable acquisition, had Call Option(s) (venture division) that were generating negative EBITDA), and TEV Total EBITDA at entry for Intralinks, Polycorn, Mavenir, PGI, Pulse, TNS and MModal (each of which, at the time of the applicable acquisition, had Call Option(s) that were generating positive EBITDA). Cosmos Bank is excluded given the transaction is non-core to our ongoing strategy towards acquiring complex technology businesses. Applied Discovery is excluded given the small investment size of \$3 million. Synchronoss is excluded as the investment was in the form of a minority PIPE investment. EBITDAs are pro forma to include, where applicable, projected cost savings as if realized at entry, and adjusted to exclude items such as non-recurring restructuring costs, options, etc. Total Enterprise Value (TEV) excludes transaction expenses and balance sheet cash, but does not exclude cash earmarked to fund anticipated Call Option losses. Purchase multiples are explained in more detail in the applicable case studies included herein. Please see "Appendix—Fund Performance Detail" for a complete list of Siris investments. Please see "Appendix—Footnotes" for additional considerations and definitions. (3) Does not include add ons.

