

# M&As and innovation: Evidence from acquiring private firms

Siti Farida<sup>a</sup>, Jana P. Fidrmuc<sup>b</sup>, Chendi Zhang<sup>c\*</sup>

<sup>a</sup> Birmingham Business School, University of Birmingham, Birmingham B15 2TT,  
United Kingdom

<sup>b</sup> Warwick Business School, University of Warwick, Coventry CV4 7AL, United Kingdom

<sup>c</sup> University of Exeter Business School, University of Exeter, Exeter EX4 4PU,  
United Kingdom

## Abstract

The literature argues that private firms are more suitable for developing new risky innovation because of their tolerance for failure and long-term orientation. Public firms do not possess these qualities, but could acquire private firms with new technologies. This paper shows that acquisitions of private targets are associated with a positive impact on quantity, quality, and value of patents post-acquisition. They also increase synergies. The effects are mostly independent of whether targets possess any granted patents before the acquisition. The results are stronger for acquirers with expertise from corporate venture capital, with more experience, in industries with changing and unstable product markets, and with a higher fraction of products in early stages life cycle stages. We do not find any increase in innovation after public target acquisitions.

**Keywords:** M&As; private target acquisitions; public target acquisitions; innovation; patent.

**JEL Classification:** G34, O31, O32, O34

---

\*Corresponding author.

E-mail addresses: [s.farida@bham.ac.uk](mailto:s.farida@bham.ac.uk), [jana.fidrmuc@wbs.ac.uk](mailto:jana.fidrmuc@wbs.ac.uk), [c.zhang@exeter.ac.uk](mailto:c.zhang@exeter.ac.uk).

# 1 Introduction

Innovation reflects companies' efforts to develop and accumulate knowledge and it has long been recognized as a key factor of firm growth in today's knowledge economy (see for example, Hall, 1993; Cockburn, Henderson, and Stern, 2000; Gao, Hsu, and Li, 2018). Innovation is also an important motivation for mergers and acquisitions (M&As) through which companies gain rather than develop new ideas (Bena and Li, 2014; Sevilir and Tian, 2012; Phillips and Zhdanov, 2013). Empirical analyses of innovation have so far largely neglected private firms, mostly due to data scarcity. Nevertheless, private firms are economically important players both for innovation activity and as acquisition targets.<sup>2</sup> In this paper, we focus on analyzing acquisitions of private firms and the resulting innovation outcomes.

Private firms are more suitable for developing new technologies due to their higher tolerance for failure and long-term orientation of its owners (Holmstrom, 1989; Ferreira, Manso, and Silva, 2014). Public firms are short-termist and do not tolerate failure well, but they can acquire private firms with newly developed technologies at a point when the innovation uncertainty is to a large extent resolved. The bought new ideas may spur additional follow-on innovation. Private firms are willing to sell because access to complementary assets necessary to commercialize their newly developed technologies is costly (Gans and Stern, 2003). Acquirers can also smooth the patenting process, which is usually troublesome for small, inexperienced firms (Jia and Tian, 2018). This kind of combination brings value to both parties. We hypothesize that acquiring private firms is associated with an increase in innovation for the acquiring firms and with innovation synergies created through the combination.

We use a sample of 194,269 firm-year observations which consists of acquisitions

---

<sup>2</sup>For example, Google's patent portfolio has increased from 38 patents in 2007 to over 50,000 patents by 2013, with many of these patents purchased from the start-up market rather than produced in-house (Wang, 2018).

by public firms of private targets and their corresponding control firms from 5 years prior to 5 years after acquisition announcements. We combine a sample of all US publicly listed firms that are available on the KPSS patent data library (Kogan, Papanikolaou, Seru, and Stoffman, 2017) with a sample of private target acquirers on SDC, financial data from Compustat, and stock prices from CRSP. Due to data availability across the different data sources, our sample runs from 1990 and ends in 2020. We use the propensity score matching procedure to find control firms with similar pre-acquisition innovation.

Our results show that patent quantity, quality, and value increase significantly more after acquisitions of private targets than in control firms. The increase is economically significant – it ranges between 10.4, 4.1, and 9.8 percent increase on the overall mean for the patent quantity, quality, and value, respectively. Even though we carefully select the control group of firms such that they have similar innovation to the treatment group of acquiring firms just before their acquisitions, our results could still be driven by innovation inertia of firms that decide to acquire. For example, these firms have high innovation drive and aspirations and they would increase innovation relative to the control group even without the acquisitions. We rule this out by comparing successful acquisitions to exogenously withdrawn ones (Savor and Lu, 2009; Seru, 2014). Because both types aim to acquire, the withdrawn counterfactual should control for innovation inertia of acquirers. Our results show that also relative to withdrawn private target acquisitions, innovation outcomes are higher for successful private target acquisitions.

In addition, we test for synergies. In particular, we combine levels of innovation variables for acquirers and their targets each year in the period before the acquisition and compare the combined values to acquirers' innovation levels post-acquisition. Our results show that private target acquisitions are associated with positive synergies. Given that only 23 percent of the private targets own any granted patents

when they are acquired, we also explore whether the existence of granted patents makes any difference for innovation outcomes. We show that targets with a proven ability to innovate exhibit only a small additional effect and existing patents are not necessary for an acquisition to bring improvements in innovation post-acquisition or for significant takeover synergies. It is important to acquire new developed ideas, which are often not yet patented.

A part of our argument is that public companies are not optimally suitable for risky start-up innovation. This also means that acquisitions of public targets should not correlate with a spur of new innovation, but they may be associated with other innovation-related benefits. For example, they may bring in granted patents that improve acquirers' product portfolio. Additional analysis of public target acquisitions indeed shows small innovation improvements post-acquisition and negative synergies.<sup>3</sup>

To support our baseline results and understand possible channels through which acquirers of private targets increase innovation outcomes, we perform four further tests. The first two tests identify acquirers with expertise to pick suitable innovative targets with developed new technologies and with expertise concerning new innovation trends. We show that acquirers with corporate venture capital (CVC) subsidiaries are associated with better innovation outcomes when acquiring private targets, suggesting an advantage of in-house expertise for new technologies and for new entrepreneurial way of thinking (Chemmanur, Loutskina, and Tian, 2014). In a similar vein, we also show that acquirer expertise in terms of higher number of private target deals is associated with better innovation outcomes. The second pair of

---

<sup>3</sup>To illustrate innovation outcome differences when acquiring private versus public targets, Appendix B shows two acquisitions by HP, one of a private and one of a public target. The first one is of a private Persist Technologies Inc undertaken in 2003 that pursued high growth prospects in the particular market of e-mail archiving. The second acquisition is of public target Pregrine Systems Inc completed in 2005. Pregrine experienced financial difficulties since 2002. HP saw the potential of becoming a market leader in the segment and of operational synergies through cross-selling to different groups of customers.

tests exploits product and product market characteristics. We show that innovation outcomes are higher in changing and unstable product markets, suggesting motivational factors for the acquisitions (Hoberg, Phillips, and Prabhala, 2014). Finally, we find that good innovation outcomes are associated with firms that have a higher fraction of products in early life cycle stages because these firms are more flexible and able to utilize new ideas (Hoberg and Maksimovic, 2022).

The final part of our analysis focuses on acquirer announcement abnormal returns. Our main results so far suggest that innovation outcomes for private target acquisitions are markedly higher than for public target acquisitions. Complementing results in the literature (Faccio, McConnell, and Stolin, 2006; Jaffe, Jindra, Pedersen, and Voetmann, 2015), we show that the 5-day announcement abnormal returns are significantly higher for private target acquirers that increase innovation the most. Importantly, the higher expectation of improvement in innovation and the corresponding larger market reaction explain away the higher announcement returns when firms acquire private targets.

Our paper contributes to three streams in the finance literature. First, we contribute to the literature on the relationship between M&As and subsequent innovation (Rajan, Servaes, and Zingales, 2000; Scharfstein and Stein, 2000; Zhao, 2009; Sevilir and Tian, 2012; Phillips and Zhdanov, 2013; Bena and Li, 2014; Mei, 2019). Sevilir and Tian (2012) show that M&As are positively associated with contemporaneous and future innovative outcomes, measured by the number of patents and citations obtained by the acquirers. In contrast, Rajan et al. (2000) and Scharfstein and Stein (2000) argue that M&As are associated with lower innovation because post-acquisition employees tend to have less incentive to generate valuable ideas. The M&A literature has not distinguished between public versus private target deals. We add to this literature by arguing that because private firms are a primary source of innovation activity, their acquisitions are associated with positive

innovation increases for public acquirers. In contrast, innovation outcomes are significantly smaller when acquiring public targets. Private firms are incubators of new innovative technologies that are risky to develop. Public firms profit from acquiring private firms with developed ideas, which are less risky but still lead to innovation synergies.

Second, we contribute to the literature on innovation in public versus private firms (Ferreira et al., 2014; Acharya and Xu, 2017; Gao et al., 2018). Gao et al. (2018) show that public firms' patents rely more on existing knowledge, while private firms' patents are more exploratory. They conclude that these differences are mostly due to shorter investment horizon in public equity markets. Acharya and Xu (2017) highlight that innovation in public firms depends on the need for external capital. The literature on innovation in private versus public firms has not investigated the M&A market. Our analysis highlights the crucial role of private firms for patenting of publicly listed firms. They acquire rather than develop risky new technologies. Our analysis also emphasizes the M&A exit potential for innovative private firms as analyzed in Wang (2018). Many private firms do not file patents themselves, but profit from the know-how of their acquirers.

Third, we contribute to the literature on differences in acquiring public versus private targets (Chang, 1998; Fuller, Netter, and Stegemoller, 2002; Moeller, Schlingemann, and Stulz, 2004; Faccio et al., 2006; Jaffe et al., 2015). This literature has focussed on explaining differences in the market reaction to acquisitions of public versus private targets, but has not reached a consensus yet. Our evidence suggests that private firms are more suitable for risky innovation and public companies could improve their innovation activities by acquiring private targets. We further show that the market reacts more positively to acquisitions of private targets with higher increases in quantity, quality, and value of patents. Importantly, the well-known result of higher announcement returns when acquiring private tar-

gets is explained away by the differences in innovation outcomes. Taken together, our paper contributes to explaining the value creation when firms acquire public versus private targets.

The remainder of the paper is organized as follows. Section 2 reviews the literature and explains our main hypothesis. Section 3 describes the data and statistics. Section 4 presents and discusses our baseline results. Section 5 explores possible channels for innovation increases after acquisitions of private firms. Section 6 analyzes announcement abnormal returns and Section 7 concludes.

## 2 Hypothesis development

Innovation is risky, unpredictable, long-term, multistage, labor intensive and idiosyncratic (Holmstrom, 1989). Even though innovative projects have low probability of success, they are very profitable when successful (Robinson, 2008; Ferreira et al., 2014). Fostering of innovation requires strong risk-taking incentives, tolerance for failure and rewards for long-term success (Chang, Chen, Wang, Zhang, and Zhang, 2019). The literature has provided more and more evidence that private and small firms are more innovative (see, among others, Holmstrom, 1989; Lerner, Sorensen, and Strömberg, 2011; Phillips and Zhdanov, 2013; Aggarwal and Hsu, 2014; Ferreira et al., 2014; Bernstein, 2015). Publicly listed and larger firms are at a comparative disadvantage in conducting highly innovative research. Reasons listed in the literature are several. Holmstrom (1989) highlights concerns for reputation in the capital market which leads large firms to act more cautiously in taking risks. Ferreira et al. (2014) stress the lower tolerance of failure in publicly listed firms and their preference for projects with higher probability of early success. He and Tian (2013) show that analysts impede innovation and argue that analysts exert too much pressure on managers of public firms to meet short-term goals, impeding firms' investment

in long-term innovative projects. Manso (2011) argues that fostering innovation in public firms requires strong risk-taking incentives, tolerance for failure and rewards for long-term success. Motivating innovation is a challenge for most public firms (He and Tian, 2013). Holmstrom (1989) also points out that because mixing hard to measure activities (innovation) with easy to measure activities (routine) is associated with high costs, large firms prefer serving production and marketing goals, tasks they are better at, rather than innovation.

Ferreira et al. (2014) model managers' incentives to innovate under public or private ownership and show that private ownership creates incentives for innovation, whereas public ownership disincentivizes innovation. The tolerance-for-failure effect is the key determinant of innovation in private companies. Under public ownership, cash flow is observable, and thus there is no tolerance for failure in public companies. Furthermore, the market prices of public securities react quickly to good news, which creates incentives for short-termist behavior with a preference for projects with a higher probability of early success.

Even though publicly traded firms are less motivated to invest in risky early-stage innovation projects, they rely more heavily on acquiring developed technologies externally (Phillips and Zhdanov, 2013; Bernstein, 2015). Acquisition of an innovative firm provides access to knowledge that otherwise may be difficult to develop in house (Cefis and Marsili, 2011). Bernstein (2015) shows that firms that newly enter the public markets gain patents through acquisitions and the acquired patents are of higher quality than the internally produced patents after the IPO.

In this paper, we explore the effect of acquiring private targets on innovation in public firms. The literature suggests that public firms are less prone to innovate because of their low tolerance for failure and short-termism (Ferreira et al., 2014). If acquisitions of private targets result in an increase in acquirer innovation, we need to offer an explanation concerning how the acquisitions affect the underlying fric-



tions and shift the acquiring firms' innovation. Private firms with higher tolerance for failure and long-term horizon are better at developing new technologies (Ferreira et al., 2014). Once a new technology is ready for commercialization, start-up firms may bring the innovation to commercial application, but they may also trade their ideas in the external markets via licensing, strategic partnership, or selling the company (Gans and Stern, 2003). New innovative firms may optimally decide to sell their ideas rather than commercialize them and compete in the product market (Cefis and Marsili, 2011). Importantly, they initiate cooperation at a point where technological uncertainty is sufficiently low but is still hard to imitate (Gans and Stern, 2003). Lack of experience and resources makes commercialization difficult, especially for younger firms. Access to specialized complementary assets, such as distribution or manufacturing capabilities, requires significant investments. Moreover, young firms are also less experienced at filing new patents (Jia and Tian, 2018). All these aspects increase takeover synergies and so serve as incentives to sell.

On the other side of the deal, to acquire these developed technologies is less risky than starting from scratch. Public firms acquire relatively mature ideas, which are not patented yet due to target's lack of patenting experience. The acquisition may also motivate future innovation, but with less risk involved. Thus, acquiring firms do not need to change their tolerance for failure or their investment horizon, but still increase innovation. Both sides profit from the combination.

To summarize, we hypothesize that acquisitions of private targets are associated with an increase in innovation post acquisition and with innovation synergies.

### **3 Data**

To measure innovation output, we primarily rely on patent and citation data from the KPSS database (due to Kogan et al., 2017) covering the period between 1926 and

2020.<sup>4</sup> In addition, we use the Kelly, Papanikolaou, Seru, and Taddy (2021) data (KPST), which covers the period between 1839 and 2015, to source technological classifications.<sup>5</sup> The M&A data come from SDC Platinum and meet the following requirements: (i) the acquirer is a publicly listed US firm; (ii) the target is a US stand-alone public or private firm; (iii) the deal is not a leveraged buyout, spinoff, recapitalization, exchange offer, self-tender, repurchase acquisition, or privatization; (iv) the deal is completed; and (v) the transactions are reported as equity rather than asset sales. Finally, financial information comes from Compustat with relatively poor coverage before 1990, and stock returns from CRSP. Constraints of the data sources define our time frame: our sample starts in 1990 (Compustat restriction) and extends to 2020 (KPSS restriction) or to 2015 for some variables (KPST restriction). Note that because we are comparing innovation before versus after acquisitions, we cover acquisitions between 1995 and 2015 (or 2010) to allow for five years of innovation data at both ends.

We require that all firms in our main sample file at least one patent over the period between 1990 and 2020. Our research question in essence concerns only innovative firms with patents as firms without any patents would by definition have a zero change in innovation variables from before to after acquisitions. All the data requirements result in 9,945 acquisitions of private targets by 2,429 unique acquirers. Together with control firms and covering 5 years before and after acquisitions, we end up with a panel of 194,269 firm-year observations. Our analysis relies on a set of variables measuring quantity, quality, and value of patents (following, for example, Trajtenberg, Henderson, and Jaffe, 1997; Bena and Li, 2014; Kogan et al., 2017; He and Hirshleifer, 2022).

---

<sup>4</sup><https://github.com/KPSS2017/Technological-Innovation-Resource-Allocation-and-Growth-Extended-Data>

<sup>5</sup><https://github.com/KPSS2017/Measuring-Technological-Innovation-Over-the-Long-Run-Replication-Kit>

The literature refers to the patent count as a measure of innovation quantity, while forward citations measure innovation quality – they reflect how a focal patent is important for future ideas. Our forward cites variable measures quality of the overall portfolio of patents by a focal firm in a given year. However, firms with smaller portfolios may be disadvantaged. Forward citations per patent (average forward cites) reflect quality that accounts for the size of the patent portfolio (He and Hirshleifer, 2022). Forward citations need to be scaled due to their truncation in later years in the sample, we use the total citations in the corresponding technological class in the given year as the scaling factor (following, for example, Dong, Hirshleifer, and Teoh, 2021). To reflect effects on the extremes of patenting quality, we define the best patent as the adjusted future citations of the patent with the highest number of future citations of a focal firm in a given year. On the other side of the performance spectrum, the bad patents variable reflects the number of patents with zero future citations (An, Chen, Wu, and Zhang, 2022).

The backward cites variable measures links to past patents. Backward citations are also used to build measures of innovation styles. Exploratory patents reflect the number of patents that rely on knowledge outside of the firm’s existing expertise, while exploitative patents rely on existing expertise measured through overlapping backward citations (Gao et al., 2018). In addition, we use the metrics of generality and originality (He and Hirshleifer, 2022; Dong et al., 2021). Innovative generality relies on forward citations and measures the extent to which a firm’s patents are cited by subsequent patents across a wide set of technological classes. In contrast, innovative originality relies on backward citations and measures the extent to which a firm’s patents cite previous patents that span a wide range of technology classes (Trajtenberg et al., 1997). We round up the set of innovation variables by including the patent dollar value as reported in Kogan et al. (2017). All variable definitions are provided in Appendix A.

Because determinants of becoming an acquirer may correlate with innovation, we build a sample of control firms with similar innovation characteristics. We also require that control firms do not acquire any private or public targets during the sample period. We use propensity score matching. As a first step in the procedure, we model the probability of acquiring a private target using all firms with at least one filed patent as follows:

$$(1) \quad \text{Private}_{i,t} = \alpha + X_{i,t-1}\beta + Z_{i,t-1}\gamma + a_i + d_t + \varepsilon_{i,t},$$

where  $\text{Private}_{i,t}$  is equal to 1 if a firm  $i$  is an acquirer of a private target in year  $t$  and zero otherwise;  $X_{i,t-1}$  is a matrix of 7 innovation measures (patent count, average forward cites, generality, backward citation, originality, exploratory patent, and exploitative patent);  $Z_{i,t-1}$  is a matrix of control variables including the total sales, R&D expenditures, capital expenditures, leverage, and industry concentration;  $a_i$  and  $d_t$  are industry and year fixed effects, respectively. Table I.1 in the Internet Appendix tabulates estimated coefficients for Regression (1) and summary statistics for the corresponding variables. Note that private target acquisitions happen in 13 percent of firm-year observations in the sample.

As the second step in the propensity score matching procedure, we find a control firm for each private target acquisition that has the closest propensity score, is from the same Fama-French 30 industry, and matches in the acquisition announcement year. In addition, we require that control firms do not acquire private or public targets during our sample period. Table 1 compares acquirers and their matched non-acquiring firms. Columns 1 to 3 show the fit of the matching one year prior to the acquisition. None of the matched innovation variables of acquirers are statistically different from their control firms. Importantly, the propensity score difference (the last row) in Column 3 is insignificant.

*Insert Table 1 about here.*

Columns 4 to 6 show parallel trend statistics. In particular, Columns 4 and 5 show changes in the innovation variables from 5 years to 1 year before the acquisition for private target acquirers and their matched firms, respectively. We can see that the changes are always with the same sign for the two groups, indicating similar trends, and the mean difference in Column 6 is statistically insignificant. This confirms the main assumption of the difference-in-differences approach that absent acquisitions the average change in the treated versus control groups would have been the same.

Table 2 shows univariate statistics for the whole sample (Columns 1 and 2) and then separately for the pre- versus post-acquisition period (Columns 3 to 6). The pre-acquisition figures correspond to the average from year  $-5$  to year  $-1$ , and the post-acquisition figures to the average from year  $0$  to year  $+5$ . Columns 7 and 8 show an overall decreasing trend in innovation over time for both acquirers and the control firms. Nevertheless, the double differences in Column 9 are positive and statistically significant, showing that acquisitions of private targets are associated with an increase in innovation relatively to the innovation change in control firms.

*Insert Table 2 about here.*

## 4 Baseline results

Our main research question aims to test the impact of private target acquisitions on innovation outcomes of acquirers. We use data 5 years before and 5 years after announcements of acquisitions and control for innovation activity of similar firms that do not engage in private-target acquisitions. We estimate the following specification:

$$(2) \quad \begin{aligned} Innovation_{i,t,y} = & \alpha Post\ private_t + \beta Private_i \times Post\ private_t + \\ & + Y_{i,t}\delta + c_i + d_y + \varepsilon_{i,t}, \end{aligned}$$

where the unit of observation is a deal  $i$  at an event year  $t$  that corresponds to a calendar year  $y$ .  $Innovation_{i,t,y}$  is one of the patent variables for acquirer of deal  $i$  in event year  $t$ ;  $Post\ private_t$  is equal to 1 in the post-deal period for both the acquirers and their control firms including the deal announcement year ( $t = 0$ ) and zero otherwise;  $Private_i$  is a dummy variable equal to 1 in all event years for private target acquirers and zero for their control firms;  $Y_{i,t}$  is a matrix of control variables that contains size (total sales), R&D expenditures, leverage, net income and industry concentration;  $c_i$  is the deal fixed effect;  $d_y$  is the calendar year fixed effect; and  $\varepsilon_{i,t}$  is the error term. Coefficients  $\beta$  for the interaction term  $Private_i \times Post\ private_t$  are the coefficients of interests. We drop  $Private_i$  from the regression because it perfectly correlates with the deal fixed effects.

Panel A in Table 3 shows coefficient estimates for Regression 2 for 9 innovation measures described in Section 3.<sup>6</sup> The  $\beta$  coefficients across all but one innovation measures show that private target acquisitions increase innovation for their acquirers post- versus pre-deal more than their corresponding control firms. All the innovation measures are standardized to a mean of zero and standard deviation of one, so it is easier to compare economic effects across the different measures. The interpretation of a  $\beta$  coefficient is as follows: the increase from 0 (for pre-acquisition and control firms) to 1 (for the post-acquisition period for private target acquirers) results in an increase of  $\beta$  times the standard deviation of the innovation variable from its mean. As most of the innovation variables are in logarithmic transformations,<sup>7</sup> this is an increase in percent of the original innovation variable average (plus 1). For example, the increase for the patent count (Column 1) is  $0.053 \times 1.955 = 0.104$ , which means that the patent count increases by 10.4 percent on its average value, or by  $0.104 \times (4.76 + 1) = 0.69$  patents per year. The quantity of patents increases

---

<sup>6</sup>We do not report results for exploratory and exploitative patents to save space. The beta coefficients for the two variables are always positive and significant.

<sup>7</sup>Only forward citations, generality, and originality do not use logarithmic transformations.

post-acquisition significantly both in economic and statistical terms.

*Insert Table 3 about here.*

Columns 2 and 3 show that also the quality of patents, measured through forward citations, increases significantly after acquisitions of private targets. The forward cites measure reflects the focal firm's total future citations of patents filed in the given year scaled by the total future cites of patents filed in the same year and technological class. The average forward cites variable reflects the average scaled future citations per patent and does not increase with the number of patents the focal firm files. Both patent quality variables show positive and significant coefficients and their economic effects are somewhat smaller than for the patent count. Generality measures the spread of technology classes future citations come from. We can see that future citations post-acquisition are spread across a significantly wider range of technological classes.

The best patent variable (Column 5) counts future (technology-class scaled) citations of the best patent for a focal firm in a given year and shows whether a focal firm improves on the high margin. Often, it is better to have one impactful patent than several mediocre ones. In contrast, the bad patents variable (Column 6) measures the number of patents without any future citations and reflects the left-hand tail of patent quality. We see that private target acquisitions significantly decrease numbers of patents without citations. Patent value (Column 7) is the dollar abnormal value at the announcement of a patent approval cumulated by the year of patent filing. It increases significantly post-acquisition and its economic significance is at 0.034 (or 9.8 percent increase) in between the patent count and average forward cites.

Columns 8 and 9 show the acquisition effect on total backward citations and the spread of citations the new patents make across different technological classes (orig-

inality). Both show a significantly positive  $\beta$  coefficients with large economic effects showing that the post-acquisition patents cite more previous patents from a wider range of technological classes. The spectrum of knowledge widens.<sup>8</sup> Summarizing results in Panel A, we conclude that innovation outcomes are significantly larger after acquisitions of private targets than in comparable non-acquiring firms.

Panel B in Table 3 uses an alternative counterfactual. Even though for Panel A we carefully select the control group of firms such that they have similar innovation to the treatment group of acquiring firms just before their acquisitions, our results could still be driven by innovation inertia of firms that decide to acquire. The argument is that these firms have high innovation drive and aspirations and they would increase innovation relative to the control group even without the acquisitions. In other words, the effects we see in Panel A are not due to combining acquirers with targets, but rather due to internal drive for innovation inherent within the firms that chose to acquire. To test for this possibility, we follow Seru (2014) and Bena and Li (2014), and form a new control group with firms that attempted private target acquisitions, but these acquisitions were unsuccessful due to exogenous reasons. As this control group includes firms that intend to acquire but are eventually not successful, we have a suitable counterfactual with similar inertia to innovate. Moreover, Seru (2014) argue that selection into the successful versus withdrawn groups is random.

We start with all withdrawn deals of private targets due to exogenous reasons.<sup>9</sup> The frequency of withdrawing is relatively low, so this group is significantly smaller than the group of successful deals. As we still want to keep innovation pre-acquisition

---

<sup>8</sup>We also analyze exploitative versus exploratory innovation styles, but do not find any significant and meaningful differences. Both types of variables are significant with similar economic effects suggesting that private target acquisitions increase both exploratory and exploitative innovation.

<sup>9</sup>Savor and Lu (2009) document that the main reasons for deal failures are targets' rejection of the offer, failure in negotiations, objection by regulatory bodies, competing offer, and general market conditions. We choose 30 random deals and investigate reasons for their withdrawal in news articles. We do not find these reasons related to innovation at all. Table I.2 in the Internet Appendix lists all withdrawal reasons for the 30 random deals.



similar across the treatment and control groups, we match each withdrawn acquisition with a successful acquisition based on innovation and firm characteristics using propensity score matching.<sup>10</sup> In Panel B, we can see that the innovation effect pertains: all  $\beta^w$  coefficients have the predicted sign and all but one are significant. The economic significance of the coefficients is markedly larger than in Panel A. For example, the economic effect is 15.5, 19.7, and 20.5 times the standard deviation for the patent count, average forward cites, and patent value, respectively. Also, the best patents perform better and we have less under-performing patents without any future citations. We conclude that it is not the inertia to innovate that drives our results.

Table I.4 in the Internet Appendix shows innovation outcome effects by event year when comparing to control firms and withdrawn deals in Panel A and B, respectively. The reference category includes all lags from  $-5$  to  $-1$ , thus the coefficients estimate the increase in the corresponding year relatively to the pre-acquisition period and relative to the same change for the counterfactuals. We can see that the innovation outcome effects increase in the initial years after the acquisitions and are persistent over the 5-year period. Table I.5 covers a shorter event window including 3 instead of 5 years before and after the acquisition. Our results hold.

Results in Table 3 above confirm our hypothesis that acquiring private targets, which pertain the advantage to engage in development of new innovative technologies due to their higher tolerance for failure and longer-term orientation, is associated with a significant increase in quantity, quality, and value of innovation. To round-up the analysis, Table 4 tests whether acquiring private targets is associated with synergies. We hypothesize that private firms with developed new technologies may decide for a sale instead of commercialization due to lack of experience to commercialize

---

<sup>10</sup>We estimate a logit model using all withdrawn and successful private target deals in our sample. We end up with 460 withdrawn target acquisitions 575 successful private target acquisitions. Table I.3 reports matching statistics and parallel trends for this sample.

and due to lack of resources to invest in manufacturing or distribution capabilities. The acquiring firms with more patenting know-how can also help with filing new patents. To test for a synergistic effect coming from a combination of the two firms, we combine yearly values of the patent variables for the acquirer and the target in the pre-acquisition period and then explore their increase post-acquisition. Panel A in Table 4 shows that the beta coefficients are all of the right sign and all but two (forward cites and best patent) are statistically significant. The economic effects decrease somewhat but remain meaningfully large. Synergies are positive. Note that we do not have data on the patent value of private targets, so this variable is not reported.

*Insert Table 4 about here.*

Around 23 percent of the private targets own any granted patents at the time of the acquisition.<sup>11</sup> This raises the question whether the existence of granted patents for the private target firm matters for the acquisition outcomes and synergies. This question is important in the context of existing literature which suggests that acquiring targets with patents is essential for post-acquisition innovation outcomes (Sevilir and Tian, 2012; Bena and Li, 2014). In Panel B of Table 4, we add an extra triple interaction term  $Private \times Post\ private \times Target\ with\ patent$  with a coefficient  $\gamma$ , which measures an additional innovation effect for acquirers of private targets that do own patents before the acquisition. In contrast, the double interaction term ( $\beta$ ) now measures the innovation effect when acquiring a target without any existing patents. The  $\gamma$  coefficients in Columns 1 and 7 show that acquiring private targets that already own patents does not affect the number of patents filed post-acquisition or the patent value. At the same time, acquiring private targets that already own

---

<sup>11</sup>To identify patents owned by private targets, we use the KPST patent-citation database in addition to KPSS. We match by company name and state of incorporation and perform a fuzzy match.

patents increases forward citations (Column 2) and forward citations of best patents (Column 5). The forward and backward citations are less spread across technological classes (Columns 4 and 9). Unreported results for exploitative versus exploratory type of innovation show that targets with patents bring in exploitative patents rather than exploratory patents. Importantly, the  $\beta$  coefficients show that acquiring private targets without any approved patents is still associated with increases in quantity, quality, and value of patents.

Overall, Panel B suggests that the significant increase in innovation outcomes we document in Table 3 is not driven by acquiring targets with existing patents. A large part of the synergies created is likely due to filing of patents that are ready to be filed by the target before the acquisition, but the target considers it more optimal to have it done by the more experienced acquirer. A similar effect is not very likely when acquiring public targets because public targets would themselves already possess patent-filing know-how. This could explain the inconsistency of our results with the literature (Bena and Li, 2014). Acquiring firms with patents brings in more exploitative but not exploratory innovation. Table I.7 in the Internet Appendix repeats Panels A and B when comparing to withdrawn deals and shows that our conclusions hold also for the alternative counterfactual.

To provide anecdotal supporting evidence that acquired private targets own innovative ideas regardless whether they do or do not file them as patents, we perform a small-scale analysis of patent inventors on a random sample of 9 private targets with existing patents. Table I.6 in the Internet Appendix summarizes patents with corresponding patent inventors for targets and acquirers applied for within 5 years before the acquisition as well as patents with corresponding patent inventors for the acquirer within 2 years after the acquisition. We can see that during the 2 years after acquisitions, acquiring firms file many patents with new inventors (inventors who did not appear for acquirer patents in the previous 5 years). Some of the new

inventors come from the target firms, but the majority of them is new. This suggests a spur in new innovation activity that is not necessarily linked to target innovators with existing patents. It seems that the acquiring firm assimilates target inventors before their first patent. It is also possible that the acquirer hires new people around the time of the acquisition, probably supporting better innovation outcomes. Either way, the post-acquisition innovation increase seems to flow through new, not-yet patented ideas and associated inventors.

Panel C in Table 4 shows synergistic effects as in Panel A, but only for targets with existing patents to establish whether the synergistic effects in Panel A are only due to acquisitions of targets with patenting ideas that get filed shortly after the acquisition. The  $\beta$  coefficients show that the quantity of patents does not increase post-acquisition (Column 1), but forward citations do increase both in overall numbers as reflected in the forward cites variable (Column 2) and when measured per filed patent (Column 3). Acquirers of targets with patents also decrease the number of bad patents (Column 6), but they deteriorate significantly concerning the best patent (Column 5). Panel C is still consistent with innovation synergies, but they seem to come due to higher citations rather than more filed patents.

As an additional test, Table 5 shows innovation outcomes when acquiring public instead of private targets. This exercise may serve as a placebo test because we observe the impact of acquisitions, but of a different type that misses the key ingredients for incubation of innovation. Panel A replicates our baseline specifications from Panel A in Table 3.<sup>12</sup> We can see that post-acquisition innovation outcomes when acquiring public targets are markedly smaller than for private targets, especially concerning the quality of patents. None of the variables based on future citations are significant, while the bad patents variable is positive and significant. The patent

---

<sup>12</sup>We perform a propensity score matching procedure similar to the one for private targets described in Section 3.

count (Column 1) does increase significantly, but the economic significance of the  $\beta^{pl}$  coefficient is about 60 percent of the corresponding  $\beta$  coefficient in Table 3. The increase in patent value is comparable in size to when acquiring private targets.

*Insert Table 5 about here.*

Panel B rejects a conjecture that private versus public target acquirers are of special qualities. It shows that innovation outcomes for private target acquisitions are higher for acquirers that do both private and public target acquisitions than for acquirers with only private target acquisitions over the period of our sample. In particular, for the sample of private target acquisitions and their corresponding control firms, we add interaction terms with a dummy variable for acquirers with both types of deals. We can see that the coefficients  $\gamma$  showing additional effect for acquirers with both types of deals are positive and statistically significant.

Panel C focuses on synergies of public target acquisitions. As in Table 4, we combine levels of patent variables for the acquirer and the target during the pre-acquisition period and then compare them to the levels of the variables for the acquirer post acquisition. The synergistic effects for public targets are mostly negative, for the patent count (Column 1) and forward citations (Column 2), significantly negative. Acquisitions of public targets do not create innovation synergies. The sharp difference in innovation outcomes between private versus public target acquisitions is in line with our hypothesis that private targets are more suited for developing risky new technologies due to their higher tolerance to risk and long-term orientation of the owners. Nevertheless, acquirers of public targets may still profit from existing patents of the purchased targets.

## 5 Innovation channels

In this section, we turn our attention to exploring potential channels through which private target acquisitions contribute to innovation increases of their acquiring firms. We perform four tests that reinforce our results from Section 4.

First, we explore the effect of deal frequency for a given acquirer. We conjecture that acquirers who strategically look for private firms with new innovative ideas would acquire such targets relatively frequently and gain expertise to spot suitable targets. In contrast, acquirers with one or two private target acquisitions over the 21-year period covered in our data set should not develop such an expertise. For the 2,429 acquirers in our sample, the median number of private target acquisitions is 5, which is on average 1 acquisition every 4 years.

Panel A in Table 6 splits the double interaction term  $\beta$  from our baseline specification into two effects, the first for high frequency acquirers ( $\beta_h$ ) and the second for low frequency acquirers ( $\beta_l$ ), split by the median value of 5. We can see that the positive innovation outcomes documented in our baseline specifications are concentrated in the high rather than the low deal frequency group. This shows that, for innovation, persistency and expertise is important.

*Insert Table 6 about here.*

Second, we explore innovation outcomes for acquirers with versus without CVCs. CVCs are stand-alone corporate subsidiaries that invest in new ventures on behalf of their corporate parents. Chemmanur et al. (2014) find that CVC-backed firms produce more and higher quality patents than firms backed by independent VCs. Generally, the main strategic mission of CVCs is to enhance the competitive advantage of their parents by gathering and testing new ideas and technologies (Chemmanur et al., 2014). CVCs possess superior industry and technology expertise for nurturing innovation, which flows back to their corporate parents. We collect information on

CVCs from a list of venture capital funds active over the period 1984-2020 provided by Prequin. We manually determine the parent company of CVC funds flagged in the list and match to our acquirer names coming from Compustat. The CVC dummy is set to 1 if an acquirer is classified as a CVC parent company in the announcement year. Overall, only around 4 percent of our deals are by acquirers that have a CVC unit.

Panel B in Table 6 with extra triple interaction terms  $\gamma$  shows that the additional effect of CVC presence is positive and statistically significant for the patent count, forward citations, best patent, patent value, and backward citations. The economically largest effect is for the patent value, which increases by additional 15.9 percent of its standard deviation. The only statistically negative effect is for the generality – private acquisitions in firms with CVC units decrease the range of technological classes they get citations from. CVCs are associated with a positive and economically large additional increase in post-acquisition innovation; their innovation expertise is evident. The double interaction term  $\beta$  shows that acquisitions of private targets when acquirers do not possess CVC expertise still result in a positive innovation increase, but of significantly smaller magnitude.

As a third test, we examine how product market threats shape acquisition innovation outcomes. We use the measure of changes in rival firms' products relative to a focal firm developed by Hoberg et al. (2014). They show that fluidity correlates positively with firm cash balances and negatively with dividend payouts and share repurchases. Paying lower dividends and repurchasing fewer shares while retaining more cash can provide flexibility for firms in less stable product markets, allowing firms to react more aggressively to competitive threats when they materialize. Making acquisitions that improve innovation capabilities when facing changes and instabilities in the product market may be one of effective response tactics. Panel C in Table 6 adds triple interaction terms  $\gamma$  for acquirers with higher than median

fluidity one year before the acquisition. We can see that a more fluid product market is associated with higher acquisition innovation outcomes as measured through quantity, quality, and value of patents. This suggests that higher product market instability serves as a motivation for private target acquisitions with better innovation outcomes.

Our last channel considers product life cycles. An extensive body of literature suggests that companies and their products go through life cycles, and this progression is important in understanding how firms interact with rivals, investment decisions, and the firms' ability to remain flexible (for example, Abernathy and Utterback, 1978; Hoberg and Maksimovic, 2022). Abernathy and Utterback (1978) explain two opposing patterns of technological innovation – radical product innovation with characteristics in flux by a small, technology based unit versus incremental change to a rigid, efficient production system specifically designed to produce a standardized product. Usually, major systems innovations have been followed by countless minor product and systems improvement, and the latter account for more than half of the total ultimate economic gain due to their much greater number. Major new products are not consistent with this pattern of incremental change. New products, which require reorientation of corporate goals or production facilities, tend to originate in small, adaptable organizations with flexible technical approaches and good external communications. This pattern predicts that companies in earlier stages of the product life cycle are more likely to acquire targets with larger innovative outcomes because they are more suitable to absorb and utilize the acquired new technologies. Firms in later product life cycle stages focus more on incremental innovation changes that may not be filed in new patents or reflected in patent citations.

To test this channel, we use the Hoberg and Maksimovic (2022) four product life cycle stages based on computations linguistic methods applied to 10-K filings.



Intuitively, firms with multiple products will have positive exposures to more than one stage of the life cycle, so the overall measure is a four-element vector (Life 1, Life 2, Life 3, Life 4) with the individual elements for the stages summing to one. Panel D in Table 6 includes additional triple interaction terms  $\gamma$  with a dummy for deals in the highest quartile by the acquirer first product life cycle stage (Life 1) one year before the acquisition.<sup>13</sup> This means that deals with the Life 1 dummy equal to one are among the quarter of deals with the highest index for the first product life cycle stage – firms with large fraction of product innovation. The triple interaction term shows positive and significant coefficients for the patent count, forward citations, patent value, and backward citations. The only significantly negative is the coefficient for the best patent. This means that firms in the early stage of the product life cycle are enjoying higher additional innovation benefits from their acquisitions. As suggested by Abernathy and Utterback (1978), these firms are more suitable to absorb and utilize new technologies. Table I.8 in the Internet Appendix repeats all four sets of tests when comparing to withdrawn deals and shows that our conclusions hold also for the alternative counterfactual.

To summarize, our four sets of tests concerning channels through which private target acquisitions improve innovation outcomes support our hypothesis. The innovation gain is higher for persistent acquirers, for acquirers with expertise in new technologies gained through their CVC units, for acquirers in fluid industries, and for acquirers in early stages of their product life cycles.

## 6 Acquirer announcement returns

Our final analysis examines whether we can link the significant innovation improvements after private target acquisitions to differences in acquirer announcement ab-

---

<sup>13</sup>Note that the small number of observations is due to shorter coverage of the life cycle data.

normal returns between private versus public targets. Table 7 regresses the acquirer 5-day cumulative abnormal return around deal announcements, adjusted by the value-weighted market index return, on a dummy for private targets and a set of control variables following the M&A literature (Faccio et al., 2006; Fuller et al., 2002).<sup>14</sup> All specifications include year and industry fixed effects. In Column 1, we add three dummy variables indicating improvement in patent count from before to after acquisitions. The first quartile with the lowest improvement in patent count is dropped and constitutes the reference category. Using the set of dummy variables, we assume that the market is able to sort out acquirers into those that are going to improve innovation more versus those that do not do it at all. We can see that in line with previous literature the private target dummy is significantly positive, indicating that acquisitions of private versus public targets create more value for the acquiring firm shareholders. The three innovation improvement dummies are positive, but only the highest quartile is statistically significant at the 10-percent level. The overall valuation effect associated with innovation quantity improvement is somewhat weak.

*Insert Table 7 about here.*

In Column 2, we add interaction terms between the quartiles for patent count improvement and the private target dummy to separate the valuation effect of innovation improvements between private versus public firms. We can see that the inclusion of the interaction terms is important. The three quartile dummies are positive and statistically significant, with an increasing trend. The market reaction is significantly higher for acquisitions of private targets with a higher increase in the patent count than in the lowest quartile. This is not the case for acquirers of public targets. Moreover, the stand-alone private target dummy decreases down to

---

<sup>14</sup>Table I.9 in the Internet Appendix provides summary statistics for the cross-section of deals used in these regressions.

less than 25 percent in size and becomes statistically insignificant. These results suggest that the value differences between private and public firms are explained by innovation quantity improvements. Untabulated results show that controlling for the change in profitability and industry competition from before to after acquisitions does not affect the innovation coefficients. Columns 3 and 4 (Columns 5 and 6) repeat the same two specifications for the change in forward cites (patent value) and draw similar conclusions. In summary, private target acquirers with larger changes in quantity, quality, or value of patents are associated with higher announcement market reactions. In contrast, we do not observe such an effect for public target acquisitions.

## 7 Conclusions

This paper studies the impact of acquiring private firms on public acquirers' innovation outcomes. Empirical analysis of innovation has so far largely neglected private firms due to scarce data availability. Our results show support for our hypothesis that publicly listed firms, in general short-termist and with low tolerance for failure, increase their innovation activities by acquiring private firms with developed new ideas that may not be patented yet. This spurs follow-on innovation that is less risky. We find that acquisitions of private targets are associated with an increase in the quantity, quality, and value of patents relatively to similar non-acquirer firms. We also find evidence of innovation synergies. The positive innovation outcomes are independent of whether the acquired private targets possess existing patents or not. This suggests that acquired private targets have new technologies ready for patenting and public acquirers provide know-how in submitting patent applications.

In contrast, we do not find any increase in innovation or synergies for public targets acquisitions, which suggests that private targets are indeed more suitable

for start-up risky innovation projects. We address possible endogeneity issues by changing the counterfactual. Following the literature, we compare innovation in private target acquirers to acquisitions of private targets that were withdrawn due to exogenous reasons. Our results hold.

The results are stronger for acquirers with expertise from corporate venture capital or engaging in private target acquisitions more often. Moreover, we show positive additional effects for changing or unstable product markets and for acquirers in earlier stages of product life cycles.

## **Acknowledgements**

We would like to thank participants of the 2022 FMA Annual Meeting in Atlanta, 2022 FMA Europe Meeting in Lyon, 2022 Paris FM Conference, 2022 Slovak Economic Association Meeting in Bratislava, 2021 New Zealand Finance Meeting, 2021 Boca Corporate Finance and Corporate Governance Conference, and research seminars at the Institute of Economic Studies at Charles University, Warwick Business School, and Birmingham Business School. Also, we are grateful to Jiri Novak, Michal Kolesar, Ioannis Floros, Nickolay Gantchev, Anh Tran, Jesus Gorrin, John Thanassoulis, Kevin Aretz, Giorgio Sertsios, Fred Bereskin, and Sarah Wang for useful comments on an earlier draft of the paper. All errors are ours.

## References

- Abernathy, W. J. and J. M. Utterback (1978). Patterns of industrial innovation. *Technology Review* 80, 41–47.
- Acharya, V. and Z. Xu (2017). Financial dependence and innovation: The case of public versus private firms. *Journal of Financial Economics* 124, 223–243.
- Aggarwal, V. A. and D. H. Hsu (2014). Entrepreneurial exits and innovation. *Management Science* 60, 867–887.
- An, H., C. R. Chen, Q. Wu, and T. Zhang (2022). Corporate innovation: Do diverse boards help? *Journal of Financial and Quantitative Analysis* 56, 155–182.
- Bena, J. and K. Li (2014). Corporate innovations and mergers and acquisitions. *Journal of Finance* 69(5), 1923–1960.
- Bernstein, S. (2015). Does going public affect innovation? *Journal of Finance* 70, 1365–1403.
- Brown, S. J. and J. B. Warner (1985). Using daily stock returns: The case of event studies. *Journal of Financial Economics* 14(1), 3–31.
- Cefis, E. and O. Marsili (2011). Born to flip: Exit decisions of entrepreneurial firms in high-tech and low-tech industries. *Journal of Evolutionary Economics* 21, 473–498.
- Chang, S. (1998). Takeovers of privately held targets, methods of payment, and bidder returns. *Journal of Finance* 53(2), 773–784.
- Chang, X., Y. Chen, S. Q. Wang, K. Zhang, and W. Zhang (2019). Credit default swaps and corporate innovation. *Journal of Financial Economics* 134(2), 474–500.
- Chemmanur, T. J., E. Loutskina, and X. Tian (2014). Corporate venture capital, value creation, and innovation. *Review of Financial Studies* 27(8), 2434–2473.
- Cockburn, I. M., R. M. Henderson, and S. Stern (2000). Untangling the origins of competitive advantage. *Strategic Management Journal* 21(10-11), 1123–1145.
- Dong, M., D. A. Hirshleifer, and S. H. Teoh (2021). Misvaluation and corporate inventiveness. *Journal of Financial and Quantitative Analysis* 56, 2605–2633.
- Faccio, M., J. J. McConnell, and D. Stolin (2006). Returns to acquirers of listed and unlisted targets. *Journal of Financial and Quantitative Analysis* 41(1), 197–220.

- Ferreira, D., G. Manso, and A. C. Silva (2014). Incentives to innovate and the decision to go public or private. *Review of Financial Studies* 27, 256–300.
- Fuller, K., J. Netter, and M. Stegemoller (2002). What do returns to acquiring firms tell us? evidence from firms that make many acquisitions. *Journal of Finance* 57(4), 1763–1793.
- Gans, J. S. and S. Stern (2003). The product market and the market for “ideas”: Commercialization strategies for technology entrepreneurs. *Research Policy* 32, 333–350.
- Gao, H., P.-H. Hsu, and K. Li (2018). Innovation strategy of private firms. *Journal of Financial and Quantitative Analysis* 53(1), 1–32.
- Hall, R. (1993). A framework linking intangible resources and capabilities to sustainable competitive advantage. *Strategic Management Journal* 14(8), 607–618.
- He, J. and X. Tian (2013). The dark side of analyst coverage: The case of innovation. *Journal of Financial Economics* 109, 856–878.
- He, Z. and D. Hirshleifer (2022). The exploratory mindset and corporate innovation. *Journal of Financial and Quantitative Analysis* 57, 127–169.
- Hoberg, G. and V. Maksimovic (2022). Product life cycles in corporate finance. *Review of Financial Studies* 35, 4249–4299.
- Hoberg, G., G. Phillips, and N. Prabhala (2014). Product market threats, payouts, and financial flexibility. *Journal of Finance* 69, 293–324.
- Holmstrom, B. (1989). Agency costs and innovation. *Journal of Economic Behavior and Organization* 12, 305–327.
- Jaffe, J., J. Jindra, D. Pedersen, and T. Voetmann (2015). Returns to acquirers of public and subsidiary targets. *Journal of Corporate Finance* 31, 246–270.
- Jia, N. and X. Tian (2018). Accessibility and materialization of firm innovation. *Journal of Corporate Finance* 48, 515–541.
- Kelly, B., D. Papanikolaou, A. Seru, and M. Taddy (2021). Measuring technological innovation over the long run. *American Economic Review: Insights* 3(3).
- Kogan, L., D. Papanikolaou, A. Seru, and N. Stoffman (2017). Technological innovation, resource allocation, and growth. *The Quarterly Journal of Economics* 132(2), 665–712.

- Lerner, J., M. Sorensen, and P. Strömberg (2011). Private equity and long-run investment: The case of innovation. *Journal of Finance* 66, 445–477.
- Manso, G. (2011). Motivating innovation. *Journal of Finance* 66(5), 1823–1860.
- Mei, D. (2019). Technology development and corporate mergers. Working Paper, Cheung Kong Graduate School of Business.
- Moeller, S. B., F. P. Schlingemann, and R. M. Stulz (2004). Firm size and the gains from acquisitions. *Journal of Financial Economics* 73(2), 201–228.
- Phillips, G. M. and A. Zhdanov (2013). R&d and the incentives from merger and acquisition activity. *Review of Financial Studies* 26(1), 34–78.
- Rajan, R., H. Servaes, and L. Zingales (2000). The cost of diversity: The diversification discount and inefficient investment. *Journal of Finance* 55(1), 35–80.
- Robinson, D. T. (2008). Strategic alliances and the boundaries of the firm. *Review of Financial Studies* 21, 649–681.
- Savor, P. G. and Q. Lu (2009). Do stock mergers create value for acquirers? *Journal of Finance* 64(3), 1061–1097.
- Scharfstein, D. S. and J. C. Stein (2000). The dark side of internal capital markets: Divisional rent-seeking and inefficient investment. *Journal of Finance* 55(6), 2537–2564.
- Seru, A. (2014). Firm boundaries matter: Evidence from conglomerates and r&d activity. *Journal of Financial Economics* 111(2), 381–405.
- Sevilir, M. and X. Tian (2012). Acquiring innovation. In *AFA 2012 Chicago Meetings Paper*.
- Trajtenberg, M., R. Henderson, and A. Jaffe (1997). University versus corporate patents: A window on the basicness of invention. *Economics of Innovation and New Technology* 5, 19–50.
- Wang, X. (2018). Catering innovation: Entrepreneurship and the acquisition market. Working Paper, Kenan-Flagler School of Business.
- Zhao, X. (2009). Technological innovation and acquisitions. *Management Science* 55, 1170–1183.

**Table 1.** Matching statistics: baseline data set

This table shows means for acquirers and their corresponding matched firms across all innovation and control variables in Panel A and the average growth rates of innovation variables from 5 years to 1 year before the acquisition in Panel B. All variables are defined in Appendix A and winsorized at the 1<sup>th</sup> and 99<sup>th</sup> percentiles. Innovation variables are reported in logarithmic transformations except generality and originality. \*\*\*, \*\* and \* indicate significance at the one-, five- and ten-percent levels, respectively.

|                        | (1)                  | (2)     | (3)             | (4)             | (5)     | (6)             |
|------------------------|----------------------|---------|-----------------|-----------------|---------|-----------------|
|                        | Matching differences |         |                 | Parallel trends |         |                 |
|                        | Acquirer             | Control | Mean difference | Acquirer        | Control | Mean difference |
| Patent count           | 1.500                | 1.525   | -0.025          | 0.016           | 0.022   | -0.006          |
| Average forward cites  | 2.655                | 2.641   | 0.013           | -0.009          | -0.008  | -0.001          |
| Generality             | 0.216                | 0.217   | -0.001          | 0.011           | 0.005   | 0.006           |
| Backward cites         | 3.140                | 3.216   | -0.077          | 0.040           | 0.019   | 0.021           |
| Originality            | 0.287                | 0.295   | -0.008          | -0.010          | -0.004  | -0.006          |
| Exploratory patents    | 1.192                | 2.985   | 1.219           | 0.016           | 0.018   | -0.002          |
| Exploitative patents   | 0.488                | 0.486   | 0.001           | 0.060           | 0.058   | 0.002           |
| Size                   | 20.213               | 20.183  | 0.031           | 0.001           | 0.001   | 0.000           |
| R&D expenditure        | 12.017               | 12.067  | -0.049          | 0.008           | 0.006   | 0.002           |
| Capital expenditure    | 0.046                | 0.047   | -0.001          | -0.017          | -0.022  | 0.005           |
| Leverage               | 0.143                | 0.143   | 0.001           | -0.016          | -0.010  | -0.006          |
| Industry concentration | 0.236                | 0.237   | -0.001          | -0.009          | -0.005  | -0.004          |
| Propensity score       | 0.156                | 0.156   | 0.000           |                 |         |                 |



**Table 2. Univariate statistics**

This table reports means and standard deviations for 13 innovation measures for our full sample with control firms 5 years before and after acquisitions in Columns 1 and 2. Columns 3 to 6 report means for acquirers of private targets and their corresponding matched firms, both pre- and post-acquisition. Column 7 (Column 8) reports the difference in acquirer (control firm) innovation in the post- versus pre-acquisition periods. Column 9 shows the difference-in-differences. We use a simple OLS regression to test for the mean differences. All variables are defined in Appendix A and winsorized at the 1<sup>th</sup> and 99<sup>th</sup> percentiles. \*\*\*, \*\* and \* indicate significance at the one-, five- and ten-percent levels, respectively.

|                             | (1)        | (2)     | (3)             | (4)     | (5)              | (6)     | (7)         | (8)       | (9)       |
|-----------------------------|------------|---------|-----------------|---------|------------------|---------|-------------|-----------|-----------|
|                             | Altogether |         | Pre-acquisition |         | Post-acquisition |         | Differences |           |           |
|                             | Mean       | St.dev. | Acquirer        | Control | Acquirer         | Control | (5) - (3)   | (6) - (4) | (7) - (8) |
| Ln(1+patent count)          | 1.699      | 1.955   | 1.690           | 1.735   | 1.718            | 1.659   | 0.027 **    | -0.076*** | 0.104***  |
| Forward cites               | 15.052     | 31.984  | 17.055          | 15.676  | 14.760           | 13.152  | -2.295***   | -2.524*** | 0.229     |
| Ln(1+average forward cites) | 2.674      | 2.415   | 2.747           | 2.794   | 2.602            | 2.586   | -0.146***   | -0.209*** | 0.063***  |
| Generality                  | 0.209      | 0.206   | 0.207           | 0.218   | 0.205            | 0.208   | -0.001      | -0.010*** | 0.008***  |
| Ln(1+best patent)           | 0.971      | 2.152   | 1.023           | 1.011   | 0.957            | 0.910   | -0.066***   | -0.101*** | 0.036 *   |
| Ln(1+bad patents)           | 4.188      | 2.680   | 4.436           | 4.536   | 3.897            | 3.979   | -0.539***   | -0.557*** | 0.018     |
| Ln(1+patent value)          | 2.615      | 2.886   | 2.771           | 2.490   | 2.788            | 2.418   | 0.017       | -0.072*** | 0.089***  |
| Ln(1+backward cites)        | 3.293      | 3.095   | 3.330           | 3.388   | 3.298            | 3.179   | -0.031      | -0.209*** | 0.178***  |
| Originality                 | 0.261      | 0.271   | 0.291           | 0.300   | 0.233            | 0.232   | -0.059***   | -0.068*** | 0.010***  |
| Ln(1+new cites)             | 3.120      | 2.887   | 3.160           | 3.228   | 3.107            | 3.009   | -0.052***   | -0.220*** | 0.167***  |
| Ln(1+exploratory patents)   | 1.361      | 1.723   | 1.382           | 1.419   | 1.360            | 1.298   | -0.022 **   | -0.122*** | 0.099***  |
| Ln(1+repeated cites)        | 2.269      | 2.698   | 2.210           | 2.220   | 2.377            | 2.251   | 0.167***    | 0.031     | 0.136***  |
| Ln(1+exploitative patents)  | 0.681      | 1.195   | 0.618           | 0.631   | 0.754            | 0.700   | 0.136***    | 0.070***  | 0.066***  |
| # of observations           | 194,269    |         | 44,355          | 44,054  | 52,699           | 53,161  |             |           |           |

**Table 3.** Baseline difference-in-differences regressions

This table shows estimation results for regressions with 9 innovation measures as alternative dependent variables. The regressions include acquisitions of private targets and their controls for years  $-5$  to  $+5$  around the acquisition announcement year ( $t = 0$ ). *Private* is a dummy variable indicating a private target. *Post private* is a dummy variable for the period after the private target acquisition including year 0. All regressions include calendar year and deal fixed effects and the following control variables: acquirer size, R&D expenditure, leverage, net income and industry concentration. Standard errors are clustered by firm and year and reported in parentheses. All variables are defined in Appendix A and winsorized at the 1<sup>th</sup> and 99<sup>th</sup> percentiles. \*\*\*, \*\* and \* indicate significance at the one-, five- and ten-percent levels.

|  | (1)                  | (2)                 | (3)                    | (4)                  | (5)                 | (6)                  | (7)                  | (8)                  | (9)                  |
|--|----------------------|---------------------|------------------------|----------------------|---------------------|----------------------|----------------------|----------------------|----------------------|
|  | Patent<br>count      | Forward<br>cites    | Average<br>fwr.d.cites | Gene-<br>rality      | Best<br>patent      | Bad<br>patents       | Patent<br>value      | Backward<br>cites    | Origi-<br>nality     |
| <i>Panel A: Baseline regressions with matched controls</i> |                      |                     |                        |                      |                     |                      |                      |                      |                      |
| Post private   | -0.046***<br>(0.006) | -0.006<br>(0.005)   | 0.002<br>(0.009)       | 0.015<br>(0.011)     | -0.013<br>(0.009)   | -0.005***<br>(0.002) | -0.042***<br>(0.006) | -0.066***<br>(0.007) | -0.064***<br>(0.012) |
| Private x post private<br>( $\beta$ )                      | 0.053***<br>(0.009)  | 0.013*<br>(0.006)   | 0.017**<br>(0.008)     | 0.032**<br>(0.013)   | 0.017<br>(0.012)    | -0.004**<br>(0.002)  | 0.034***<br>(0.009)  | 0.064***<br>(0.010)  | 0.045***<br>(0.013)  |
| Size   | 0.019***<br>(0.002)  | 0.003<br>(0.002)    | 0.016***<br>(0.003)    | 0.018***<br>(0.004)  | 0.005*<br>(0.003)   | -0.004***<br>(0.000) | 0.015***<br>(0.002)  | 0.013***<br>(0.003)  | 0.004<br>(0.004)     |
| R&D expenditure  | 0.008***<br>(0.001)  | 0.002***<br>(0.000) | 0.006***<br>(0.001)    | 0.002<br>(0.002)     | 0.004***<br>(0.001) | -0.001**<br>(0.000)  | 0.006***<br>(0.001)  | 0.010***<br>(0.001)  | 0.010***<br>(0.002)  |
| Leverage   | -0.081***<br>(0.018) | -0.012<br>(0.014)   | -0.030<br>(0.019)      | -0.059<br>(0.036)    | 0.038<br>(0.026)    | 0.005<br>(0.004)     | -0.089***<br>(0.018) | -0.112***<br>(0.024) | -0.138***<br>(0.035) |
| Net income   | 0.005**<br>(0.002)   | 0.004***<br>(0.001) | 0.003<br>(0.004)       | -0.001<br>(0.005)    | 0.003<br>(0.002)    | 0.001<br>(0.001)     | 0.005*<br>(0.003)    | 0.013**<br>(0.005)   | 0.016***<br>(0.005)  |
| Industry concentration                                     | 0.026<br>(0.036)     | 0.053*<br>(0.030)   | 0.008<br>(0.034)       | 0.026<br>(0.082)     | 0.002<br>(0.048)    | -0.009<br>(0.011)    | 0.046<br>(0.036)     | -0.015<br>(0.052)    | -0.081<br>(0.097)    |
| Constant   | -0.370***<br>(0.051) | -0.023<br>(0.036)   | -0.291***<br>(0.052)   | -0.350***<br>(0.085) | -0.131**<br>(0.060) | 0.178***<br>(0.010)  | -0.257***<br>(0.053) | -0.248***<br>(0.062) | -0.039<br>(0.080)    |
| Adjusted $R^2$   | 0.895                | 0.948               | 0.870                  | 0.495                | 0.706               | 0.995                | 0.875                | 0.801                | 0.477                |
| # of observations  | 194,269              | 155,351             | 155,351                | 194,269              | 155,351             | 155,351              | 194,269              | 194,269              | 194,269              |
| <i>Panel B: Compared to acquirers of withdrawn deals</i>   |                      |                     |                        |                      |                     |                      |                      |                      |                      |
| Post private   | -0.008<br>(0.035)    | -0.008<br>(0.024)   | -0.070**<br>(0.029)    | -0.082<br>(0.057)    | -0.039<br>(0.041)   | 0.008<br>(0.007)     | -0.016<br>(0.038)    | -0.006<br>(0.037)    | -0.002<br>(0.051)    |
| Private x post private<br>( $\beta^w$ )                    | 0.155***<br>(0.042)  | 0.074<br>(0.045)    | 0.197***<br>(0.034)    | 0.220***<br>(0.052)  | 0.125**<br>(0.046)  | -0.029***<br>(0.008) | 0.205***<br>(0.052)  | 0.193***<br>(0.054)  | 0.215***<br>(0.075)  |
| Adjusted $R^2$   | 0.760                | 0.859               | 0.785                  | 0.449                | 0.491               | 0.990                | 0.719                | 0.628                | 0.358                |
| # of observations  | 9,024                | 8,374               | 8,374                  | 9,024                | 8,374               | 8,374                | 9,024                | 9,024                | 9,024                |

**Table 4.** Synergies and targets with existing patents

This table shows estimation results for regressions with 9 innovation measures as alternative dependent variables. The regressions include acquisitions of private targets and their controls for years  $-5$  to  $+5$  around the acquisition announcement year ( $t = 0$ ). *Private* is a dummy variable indicating an acquisition of a private target. *Post private* is a dummy variable for the period after the acquisition including year 0. *Private with patent* is a dummy variable for acquisitions of private targets with existing patents. In Panels A and C, observations for years  $-5$  to  $-1$  combine innovation of acquirers and their targets. All regressions include year and deal fixed effects and the following control variables: acquirer size, R&D expenditure, leverage, net income and industry concentration. Standard errors are clustered by firm and year and reported in parentheses. All variables are defined in Appendix A and winsorized at the 1<sup>th</sup> and 99<sup>th</sup> percentiles. \*\*\*, \*\* and \* indicate significance at the one-, five- and ten-percent levels.

|   | (1)                 | (2)                 | (3)                    | (4)                  | (5)                 | (6)                  | (7)                 | (8)                 | (9)                 |
|---|---------------------|---------------------|------------------------|----------------------|---------------------|----------------------|---------------------|---------------------|---------------------|
|   | Patent<br>count     | Forward<br>cites    | Average<br>fwrdr.cites | Gene-<br>rality      | Best<br>patent      | Bad<br>patents       | Patent<br>value     | Backward<br>cites   | Orig-<br>inality    |
| <i>Panel A: Synergies with all deals</i>                    |                     |                     |                        |                      |                     |                      |                     |                     |                     |
| Private x post private<br>( $\beta$ )                       | 0.040***<br>(0.006) | 0.009<br>(0.006)    | 0.017***<br>(0.005)    | 0.018**<br>(0.008)   | 0.000<br>(0.007)    | -0.020***<br>(0.001) |                     | 0.045***<br>(0.007) | 0.038***<br>(0.009) |
| Adjusted $R^2$  | 0.894               | 0.948               | 0.868                  | 0.520                | 0.703               | 0.994                |                     | 0.800               | 0.491               |
| # of observations   | 194,269             | 155,351             | 155,351                | 194,269              | 155,351             | 155,351              |                     | 194,269             | 194,269             |
| <i>Panel B: Targets with existing patents</i>               |                     |                     |                        |                      |                     |                      |                     |                     |                     |
| Private x post private<br>( $\beta$ )                       | 0.055***<br>(0.006) | 0.004<br>(0.006)    | 0.016***<br>(0.006)    | 0.046***<br>(0.009)  | 0.010<br>(0.007)    | -0.005***<br>(0.001) | 0.037***<br>(0.006) | 0.066***<br>(0.007) | 0.052***<br>(0.010) |
| Private x post private<br>x target with patent ( $\gamma$ ) | -0.011<br>(0.010)   | 0.038***<br>(0.011) | 0.008<br>(0.009)       | -0.062***<br>(0.013) | 0.035**<br>(0.014)  | 0.006***<br>(0.002)  | -0.013<br>(0.010)   | -0.006<br>(0.011)   | -0.030**<br>(0.014) |
| Adjusted $R^2$  | 0.895               | 0.948               | 0.870                  | 0.495                | 0.706               | 0.995                | 0.875               | 0.801               | 0.477               |
| # of observations   | 194,269             | 155,351             | 155,351                | 194,269              | 155,351             | 155,351              | 194,269             | 194,269             | 194,269             |
| <i>Panel C: Synergies for targets with existing patents</i> |                     |                     |                        |                      |                     |                      |                     |                     |                     |
| Private x post private<br>( $\beta$ )                       | 0.011<br>(0.013)    | 0.028**<br>(0.013)  | 0.033***<br>(0.011)    | -0.058***<br>(0.016) | -0.040**<br>(0.018) | -0.076***<br>(0.004) |                     | -0.005<br>(0.015)   | 0.017<br>(0.017)    |
| Adjusted $R^2$  | 0.898               | 0.949               | 0.876                  | 0.536                | 0.706               | 0.992                |                     | 0.810               | 0.523               |
| # of observations   | 45,037              | 33,935              | 33,935                 | 45,037               | 33,935              | 33,935               |                     | 45,037              | 45,037              |

**Table 5.** Acquiring public targets

This table shows estimation results for regressions with 9 innovation measures outcomes as alternative dependent variables. The regressions in Panels A and C include acquisitions of public targets while in Panel B they include acquisitions of private targets. All panels include corresponding control firms and cover years  $-5$  to  $+5$  around the acquisition announcement year ( $t = 0$ ). In Panel C, observations for years  $-5$  to  $-1$  combine innovation of acquirers and their targets. *Public (Private)* is a dummy variable indicating a deal with public (private) target. *Post public (Post private)* is a dummy variable for the period after the public (private) target acquisition including year 0. *Both types* is a dummy variable indicating acquirers with both private and public target acquisitions during our sample period. All regressions include year and deal fixed effects and the following control variables: acquirer size, R&D expenditure, leverage, net income, and industry concentration. Standard errors are clustered by firm and year and reported in parentheses. All variables are defined in Appendix A and winsorized at the 1<sup>th</sup> and 99<sup>th</sup> percentiles. \*\*\*, \*\* and \* indicate significance at the one-, five- and ten-percent levels.

|   | (1)                  | (2)                  | (3)                   | (4)                  | (5)               | (6)                  | (7)                  | (8)                  | (9)                  |
|---|----------------------|----------------------|-----------------------|----------------------|-------------------|----------------------|----------------------|----------------------|----------------------|
|   | Patent<br>count      | Forward<br>cites     | Average<br>fwrд.cites | Gene-<br>rality      | Best<br>patent    | Bad<br>patents       | Patent<br>value      | Backward<br>cites    | Origi-<br>nality     |
| <i>Panel A: Acquirer innovation outcomes</i>        |                      |                      |                       |                      |                   |                      |                      |                      |                      |
| Post public   | -0.043***<br>(0.013) | -0.011<br>(0.010)    | 0.004<br>(0.011)      | -0.036<br>(0.024)    | 0.009<br>(0.016)  | -0.009***<br>(0.002) | -0.036***<br>(0.012) | -0.066***<br>(0.014) | -0.085***<br>(0.020) |
| Public x post public<br>( $\beta^{pl}$ )            | 0.029*<br>(0.016)    | 0.012<br>(0.016)     | -0.009<br>(0.017)     | 0.006<br>(0.024)     | 0.017<br>(0.023)  | 0.006*<br>(0.003)    | 0.035**<br>(0.017)   | 0.056***<br>(0.019)  | 0.070***<br>(0.023)  |
| Adjusted $R^2$                                      | 0.892                | 0.946                | 0.891                 | 0.533                | 0.717             | 0.996                | 0.857                | 0.817                | 0.514                |
| # of observations                                   | 24,835               | 21,462               | 21,462                | 24,835               | 21,462            | 21,462               | 24,835               | 24,835               | 24,835               |
| <i>Panel B: Acquiring both types of targets</i>     |                      |                      |                       |                      |                   |                      |                      |                      |                      |
| Private x post private<br>( $\beta$ )               |                      |                      |                       |                      |                   |                      |                      |                      |                      |
| Private x post private x<br>both types ( $\gamma$ ) |                      |                      |                       |                      |                   |                      |                      |                      |                      |
| Adjusted $R^2$                                      |                      |                      |                       |                      |                   |                      |                      |                      |                      |
| # of observations                                   |                      |                      |                       |                      |                   |                      |                      |                      |                      |
| <i>Panel C: Synergistic effects</i>                 |                      |                      |                       |                      |                   |                      |                      |                      |                      |
| Public x post public<br>( $\beta^{pl}$ )            | -0.028*<br>(0.017)   | -0.058***<br>(0.016) | -0.020<br>(0.016)     | -0.064***<br>(0.024) | -0.019<br>(0.021) | -0.043***<br>(0.007) |                      | -0.006<br>(0.019)    | 0.028<br>(0.024)     |
| Adjusted $R^2$                                      | 0.889                | 0.942                | 0.883                 | 0.529                | 0.713             | 0.991                |                      | 0.814                | 0.515                |
| # of observations                                   | 24,835               | 21,462               | 21,462                | 24,835               | 21,462            | 21,462               |                      | 24,835               | 24,835               |

**Table 6.** Channel tests

This table shows estimation results for regressions with 9 innovation measures outcomes as alternative dependent variables. The regressions include acquisitions of private targets and their controls for years  $-5$  to  $+5$  around the acquisition announcement year ( $t = 0$ ). *High (low) frequency* is a dummy variable for the total number of private target acquisitions in our data set higher (lower) than the median for the given acquirer and zero otherwise. *CVC* is a dummy for the presence of corporate venture capital subsidiary for the acquirer and zero otherwise. *High fluidity* is a dummy indicating fluidity higher than a median in our sample for year  $-1$ . *Life 1* is a dummy indicating acquirers in the highest quartile by the first product life cycle index following Hoberg and Maksimovic (2022). *High (low) deal value* is a dummy for higher (lower) than median deal value as reported by SDC. The number of observations changes across the panels due to data restrictions. All regressions include corresponding double interaction terms, year and deal fixed effects, and the following control variables: acquirer size, R&D expenditure, leverage, net income, and industry concentration. Standard errors are clustered by firm and year and reported in parentheses. All variables are defined in Appendix A and winsorized at the 1<sup>th</sup> and 99<sup>th</sup> percentiles. \*\*\*, \*\* and \* indicate significance at the one-, five- and ten-percent levels.

|  | (1)             | (2)              | (3)                   | (4)             | (5)            | (6)            | (7)             | (8)               | (9)              |
|--|-----------------|------------------|-----------------------|-----------------|----------------|----------------|-----------------|-------------------|------------------|
|  | Patent<br>count | Forward<br>cites | Average<br>fwrd.cites | Gene-<br>rality | Best<br>patent | Bad<br>patents | Patent<br>value | Backward<br>cites | Origi-<br>nality |
| <b>Panel A: Frequent versus infrequent private-target acquisitions</b> |                 |                  |                       |                 |                |                |                 |                   |                  |
| Private x post private   | 0.092***        | 0.027***         | 0.021***              | 0.022**         | 0.036***       | 0.002          | 0.066***        | 0.114***          | 0.097***         |
| x high frequency ( $\beta_h$ )   | (0.007)         | (0.007)          | (0.006)               | (0.009)         | (0.009)        | (0.001)        | (0.007)         | (0.008)           | (0.010)          |
| Private x post private   | -0.012          | -0.008           | 0.011                 | 0.048***        | -0.011         | -0.012***      | -0.018**        | -0.018*           | -0.039***        |
| x low frequency ( $\beta_l$ )  | (0.007)         | (0.006)          | (0.007)               | (0.012)         | (0.008)        | (0.002)        | (0.008)         | (0.009)           | (0.013)          |
| Adjusted $R^2$   | 0.895           | 0.948            | 0.870                 | 0.495           | 0.706          | 0.995          | 0.876           | 0.802             | 0.477            |
| # of observations  | 194,269         | 155,351          | 155,351               | 194,269         | 155,351        | 155,351        | 194,269         | 194,269           | 194,269          |
| <b>Panel B: Corporate venture capital</b>                              |                 |                  |                       |                 |                |                |                 |                   |                  |
| Private x post private   | 0.048***        | 0.010***         | 0.017***              | 0.034***        | 0.015**        | -0.003***      | 0.026***        | 0.057***          | 0.044***         |
| ( $\beta$ )  | (0.003)         | (0.003)          | (0.004)               | (0.007)         | (0.006)        | (0.001)        | (0.003)         | (0.004)           | (0.007)          |
| Private x post private   | 0.073***        | 0.079***         | 0.021                 | -0.065**        | 0.086***       | -0.006         | 0.159***        | 0.137***          | -0.003           |
| x CVC ( $\gamma$ )   | (0.016)         | (0.014)          | (0.020)               | (0.033)         | (0.031)        | (0.004)        | (0.017)         | (0.021)           | (0.034)          |
| Adjusted $R^2$   | 0.895           | 0.948            | 0.870                 | 0.495           | 0.706          | 0.995          | 0.875           | 0.802             | 0.477            |
| # of observations  | 194,269         | 155,351          | 155,351               | 194,269         | 155,351        | 155,351        | 194,269         | 194,269           | 194,269          |
| <b>Panel C: High fluidity</b>  |                 |                  |                       |                 |                |                |                 |                   |                  |
| Private x post private   | 0.016**         | 0.006            | -0.004                | 0.035***        | 0.024**        | 0.002          | 0.007           | 0.033***          | 0.045***         |
| ( $\beta$ )  | (0.007)         | (0.008)          | (0.007)               | (0.013)         | (0.010)        | (0.001)        | (0.008)         | (0.009)           | (0.013)          |
| Private x post private   | 0.037***        | 0.005            | 0.047***              | 0.022           | -0.021         | -0.007***      | 0.023**         | 0.025*            | -0.007           |
| x high fluidity ( $\gamma$ )   | (0.010)         | (0.009)          | (0.010)               | (0.018)         | (0.014)        | (0.002)        | (0.011)         | (0.013)           | (0.018)          |
| Adjusted $R^2$   | 0.900           | 0.950            | 0.871                 | 0.496           | 0.690          | 0.994          | 0.882           | 0.805             | 0.480            |
| # of observations  | 171,687         | 137,529          | 137,529               | 171,687         | 137,529        | 137,529        | 171,687         | 171,687           | 171,687          |
| <b>Panel D: Early product life cycle</b>                               |                 |                  |                       |                 |                |                |                 |                   |                  |
| Private x post private   | 0.024***        | -0.009           | 0.012                 | 0.022*          | 0.021*         | -0.001         | 0.030***        | 0.052***          | 0.053***         |
| ( $\beta$ )  | (0.008)         | (0.009)          | (0.009)               | (0.013)         | (0.012)        | (0.001)        | (0.009)         | (0.010)           | (0.014)          |
| Private x post private   | 0.103***        | 0.032**          | 0.022                 | 0.034           | -0.065**       | -0.001         | 0.059***        | 0.068***          | 0.068**          |
| x Life 1 dummy ( $\gamma$ )  | (0.017)         | (0.015)          | (0.017)               | (0.026)         | (0.031)        | (0.003)        | (0.017)         | (0.021)           | (0.027)          |
| Adjusted $R^2$   | 0.913           | 0.962            | 0.894                 | 0.528           | 0.735          | 0.996          | 0.893           | 0.825             | 0.522            |
| # of observations  | 96,175          | 61,193           | 61,193                | 96,175          | 61,193         | 61,193         | 96,175          | 96,175            | 96,175           |

**Table 7.** Announcement abnormal returns

This table reports OLS estimates with the acquirer 5-day cumulative abnormal return around the deal announcement date for private and public target acquisitions as the dependent variable. *Private target* is a dummy variable indicating that the target is a private firm. We split all observations into quartiles by changes in the patent count in Columns 1 and 2, by forward cites in Columns 3 and 4, and by patent value in Columns 5 and 6.  $\Delta$ Innovation measures the increase in one of the 3 innovation variables from the pre- to post-acquisition period.  $Q_1$  is the reference category. All regressions include year and Fama-French 12 industry fixed effects. Standard errors clustered at the firm level are reported in parentheses. All variables are defined in Appendix A and winsorized at the 1<sup>th</sup> and 99<sup>th</sup> percentiles. \*\*\*, \*\* and \* indicate significance at the one-, five- and ten-percent levels.

|  | (1)                  | (2)                  | (3)                  | (4)                  | (5)                  | (6)                  |
|--|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
|  | Patent count         |                      | Forward cites        |                      | Patent value         |                      |
| Private target                             | 0.013***<br>(0.003)  | 0.003<br>(0.005)     | 0.013***<br>(0.003)  | 0.008<br>(0.005)     | 0.013***<br>(0.003)  | 0.004<br>(0.005)     |
| $\Delta$ Innovation $Q_2$                  | 0.003<br>(0.002)     | -0.008<br>(0.007)    | 0.003<br>(0.003)     | 0.001<br>(0.007)     | 0.003<br>(0.002)     | -0.007<br>(0.006)    |
| $\Delta$ Innovation $Q_3$                  | 0.003<br>(0.002)     | -0.009<br>(0.007)    | 0.003<br>(0.003)     | 0.000<br>(0.007)     | 0.006**<br>(0.002)   | -0.005<br>(0.007)    |
| $\Delta$ Innovation $Q_4$                  | 0.004*<br>(0.002)    | -0.008<br>(0.006)    | 0.007**<br>(0.003)   | -0.006<br>(0.007)    | 0.005**<br>(0.002)   | -0.007<br>(0.006)    |
| Private target x $\Delta$ Innovation $Q_2$ |                      | 0.012*<br>(0.007)    |                      | 0.002<br>(0.007)     |                      | 0.012<br>(0.007)     |
| Private target x $\Delta$ Innovation $Q_3$ |                      | 0.014**<br>(0.007)   |                      | 0.003<br>(0.007)     |                      | 0.012<br>(0.007)     |
| Private target x $\Delta$ Innovation $Q_4$ |                      | 0.014**<br>(0.006)   |                      | 0.015**<br>(0.007)   |                      | 0.014**<br>(0.006)   |
| Cash only                                  | 0.006***<br>(0.002)  | 0.006***<br>(0.002)  | 0.006***<br>(0.002)  | 0.006***<br>(0.002)  | 0.006***<br>(0.002)  | 0.006***<br>(0.002)  |
| Hostile deal                               | -0.005<br>(0.021)    | -0.005<br>(0.021)    | -0.004<br>(0.021)    | -0.007<br>(0.021)    | -0.006<br>(0.021)    | -0.006<br>(0.021)    |
| Horizontal deal                            | 0.002<br>(0.002)     | 0.002<br>(0.002)     | 0.002<br>(0.002)     | 0.002<br>(0.002)     | 0.002<br>(0.002)     | 0.002<br>(0.002)     |
| R&D expenditure                            | -0.000<br>(0.000)    | -0.000<br>(0.000)    | -0.000<br>(0.000)    | -0.000<br>(0.000)    | -0.000<br>(0.000)    | -0.000<br>(0.000)    |
| Size                                       | -0.001***<br>(0.000) | -0.001***<br>(0.000) | -0.001***<br>(0.000) | -0.001***<br>(0.000) | -0.001***<br>(0.000) | -0.001***<br>(0.000) |
| Leverage                                   | 0.003<br>(0.005)     | 0.003<br>(0.005)     | 0.003<br>(0.005)     | 0.003<br>(0.005)     | 0.002<br>(0.005)     | 0.002<br>(0.005)     |
| Net income                                 | -0.005<br>(0.004)    | -0.005<br>(0.004)    | -0.005<br>(0.004)    | -0.005<br>(0.004)    | -0.005<br>(0.004)    | -0.006<br>(0.004)    |
| HH Index                                   | -0.003<br>(0.004)    | -0.003<br>(0.004)    | -0.002<br>(0.004)    | -0.002<br>(0.004)    | -0.003<br>(0.004)    | -0.003<br>(0.004)    |
| # observations                             | 9,045                | 9,045                | 9,045                | 9,045                | 9,045                | 9,045                |
| $R^2$                                      | 0.016                | 0.016                | 0.016                | 0.017                | 0.016                | 0.017                |

# Appendix A Variable definitions

The table uses the following abbreviations: KPSS for Kogan, Papanikolaou, Seru, and Stoffman patent data library (<https://iu.app.box.com/v/patents>). NBER for National Bureau of Economic Research (<https://www.nber.org/patents/>).

| Variable                             | Definition  | Source             |
|--------------------------------------|---|--------------------|
| <i>Panel A: Innovation variables</i> |   |                    |
| Patent count                         | The total number of new patents that the focal firm applies for in year $t$ .   | KPSS               |
| Forward cites                        | The total number of future citations that each patent receives scaled by the total citation count of all patents in the same technological class and year; summed across all patents filed by the focal firm in year $t$ .  | KPSS, KPST         |
| Avg. forward cites                   | The average number of future adjusted citations per patent, which is the average over all patents filed by the focal firms in year $t$ of the total number of future citations per patent divided by the total citation count per patent in the same technological class and year.  | KPSS, KPST         |
| Generality                           | A measure of future citations' spread across different technological classes. Equals 1 minus the Herfindahl-Hirschman index based on fractions of future citations across technological classes received by all patents by the focal firm filed in year $t$ (Trajtenberg et al., 1997; Seru, 2014; He and Hirshleifer, 2020). | KPSS, KPST         |
| Best patent                          | The total number of future citations of the best patent filed by the focal firm in year $t$ . The best patent is defined as the patent that receives the highest number of future scaled citations in year $t$ .  | KPSS, KPST         |
| Bad patents                          | The total number of patents filed by the focal firm in year $t$ that receive zero future citations.   | KPSS, KPST         |
| Patent value                         | The cumulative dollar value of all patents filed by the focal firms in year $t$ based on stock market reactions to patent grants following Kogan et al. (2017).   | KPSS               |
| Backward cites                       | The total number of citations made by patents filed by the focal firm in year $t$ (Lanjouw and Schankerman, 2004).  | KPSS               |
| Originality                          | A measure of backward citations' spread across different technological classes. Equals 1 minus the Herfindahl-Hirschman index based on fractions of citations made by the focal firm in year $t$ across all technological classes (Trajtenberg et al., 1997; Seru, 2014; He and Hirshleifer, 2020).                           | KPSS, KPST         |
| New cites                            | The total number of citations that the focal firm makes in year $t$ , which have never been made by the firm in the previous 5 years (Gao et al., 2018).  | KPSS               |
| Exploratory patent                   | The total number of exploratory patents that the focal firm applies for in year $t$ . A patent is exploratory if at least 80% of its citations are made to patents that were not cited by the firm before (Gao et al., 2018).   | KPSS               |
| Repeat cites                         | The total number of citations the focal firm makes in year $t$ , which have been made by the firm in the previous 5 years (Gao et al., 2018).   | KPSS               |
| Exploitative patent                  | The total number of exploitative patents that the focal firm applies for in year $t$ . A patent is exploitative if at least 80% of its citations are made to patents cited by the focal firm before (Gao et al., 2018).   | KPSS               |
| <i>Panel B: deal variables</i>       |   |                    |
| Private (public)                     | A dummy variable for an acquisition of a private (public) target that happened in year $t_0$ .  | SDC                |
| Post private (post public)           | A dummy variable indicating the period after a private (public) target acquisition including the year of the acquisition announcement.  | SDC                |
| Target with patent                   | A dummy variable for an acquisition of a private target with existing patents.  | SDC, KPST          |
| High frequency                       | A dummy variable for the number of private target acquisitions by the focal firm within our sample above the median.  | SDC                |
| Low frequency                        | A dummy variable for the number of private target acquisitions by the focal firm within our sample below the median.  | SDC                |
| CVC                                  | A dummy variable for an acquirer that owns a corporate venture capital division.  | Prequin, Compustat |

*continued on next page*

| Variable   | Definition  | Source     |
|--|---|------------|
| High fluidity  | A dummy variable for deals with fluidity at year $t-1$ above the sample median (Hoberg et al., 2014).   | HDPL       |
| Life 1 dummy   | A dummy variable for deals in the highest quartile by the acquirer first product life-cycle stage in year $t-1$ (Hoberg and Maksimovic, 2022).                                    | HMPLC      |
| Deal value   | Natural logarithm of the total transaction value.   | SDC        |
| High deal value  | A dummy variable for deals with the transaction value above the sample median.  | SDC        |
| Low deal value   | A dummy variable for deals with the transaction value below the sample median.  | SDC        |
| <b>Panel C: Control variables</b>                                  |   |            |
| Size   | The focal firm's total sales. In regressions used as a natural logarithm.   | Compustat  |
| R&D expenditure  | The focal firm's R&D expenditure. In regressions used as a natural logarithm.   | Compustat  |
| Capital expenditure  | The focal firm's property, plant, and equipment scaled by total assets.   | Compustat  |
| Leverage   | The focal firm's long-term debt scaled by total assets.   | Compustat  |
| Net income   | The focal firm's net income scaled by total assets.   | Compustat  |
| Industry concentration   | The Herndahl-Hirschman index computed as a sum of the squared market shares based on net sales within the focal firm's 3-digit SIC industry.                                      | Compustat  |
| <b>Panel D: Extra variables in the abnormal return regressions</b> |   |            |
| CAR(-2,2)  | The 5-day cumulative return around the deal announcement date for the acquirer adjusted by the value-weighted market index return.  | SDC, CRSP  |
| $\Delta$ Innovation  | The natural logarithm of the ratio of the average patent count (or forward cites or patent value) over the post-deal period to the average patent count over the pre-deal period. | KPSS, NBER |
| $\Delta$ ROA   | The natural logarithm of the ratio of the average return on assets over the post-deal period to the average return on assets over the pre-deal period.                            | Compustat  |
| $\Delta$ HH Index  | The natural logarithm of the ratio of the average HH index over the post-deal period to the average HH index over the pre-deal period.  | Compustat  |
| Cash only  | A dummy variable indicating that the method of payment for the acquisition is cash only.  | SDC        |
| Hostile deal   | A dummy variable indicating that the deal attitude is classified as hostile.  | SDC        |
| Horizontal deal  | A dummy variable indicating that the acquirer and target are from the same 3-digit SIC industry.  | SDC        |



## Appendix B Examples of private and public target acquisitions

This section provides a short description for two acquisitions by HP Inc from our data set. The first one is of a private Persist Technologies Inc undertaken in 2003 and illustrates high growth prospects in the particular market of e-mail archiving. The second acquisition is of public target Pregrine Systems Inc completed in 2005. Pregrine experienced financial difficulties since 2002. HP saw the potential of becoming a market leader in the segment and of operational synergies through cross-selling to different groups of customers.

### HP Inc acquired Persist Technologies Inc

Following is a quote from a HP's new announcement on 11 November 2003:

HP today signed a definitive agreement to acquire Persist Technologies, Inc., a leading provider of software designed for long-term storage and access of reference information. The acquisition is expected to improve HP's ability to deliver complete information lifecycle management (ILM) solutions. ILM is HP's strategy to actively manage information from its creation through deletion and according to its changing business relevance over time. With Persist's active archiving software, HP expects to deliver enhanced archiving solutions to assist customers in complying with emerging and stringent data retention regulations and extract business value from large amounts of reference information.

eWeek commented on 10 November 2003:

Persist spun-off from compliance and electronic discovery firm Zantaz Inc. in 2002. Its customers include the U.S. Army and E-Trade Group Inc., officials previously said.

'They are very clever. They are going after someone with the technology but that does not burden them with a lot of history, and with a low purchase price,' industry analyst Sara Radicati said, of The Radicati Group Inc., also based in Palo Alto. Regarding the e-mail archiving market: 'We think its a very high-growth area. Its a very big deal,' Radicati said.

### HP Inc acquired Peregrine Systems Inc

A quote from a HP's new announcement on 19 December 2005:

HP today announced the completion of its acquisition of Peregrine Systems, Inc., a leading IT asset and service management software company. Effective immediately, Peregrine will become part of the HP OpenView business unit, which is led by Todd DeLaughter, vice president and general manager. The acquisition, initially announced in September 2005, will add key asset and service management components to the HP

OpenView portfolio, a distributed management software suite for business operations and IT. With these components, HP can offer chief information officers more insight into and control over their technology environments in an efficient and cost-effective manner.

The IDC News Service commented on 19 September 2005:

Peregrine has had a troubled financial past. The company filed for Chapter 11 bankruptcy in September 2002 after accounting irregularities surfaced leading to an investigation by the U.S. SEC. The irregularities eventually totaled \$250 million. In order to cut costs during 2002, Peregrine halved its staff, closed offices and sold off its Remedy service management business to BMC Software. Peregrine emerged from Chapter 11 in August 2003 and has been playing catch-up with restating its SEC financial filings ever since. . . . DeLaughter noted that HP has been monitoring Peregrine's financial status closely for some time.

...

There is some overlap between HP's and Peregrine's service management software offerings, according to DeLaughter. HP has a road map to put in place once the deal is approved to merge Peregrine's ServiceCenter with ServiceDesk products and any related software in development at Peregrine over the coming 12 months to 18 months, he said. Since HP has relied on 'an assortment of partners' in the asset management space to date, there's no product overlap with Peregrine's AssetManager, DeLaughter said. AssetManager will form the basis for HP's asset management strategy going forward, he added. . . . DeLaughter sees only a 20 percent to 25 percent overlap between the companies' customers on the service management side and none on the asset management side. 'There's a tremendous opportunity to do cross-selling,' he said.

...

By integrating Peregrine's products into its HP OpenView systems management suite, HP hopes to position itself as one of the market leaders in asset management software.

Internet appendix to

**“M&As and innovation: Evidence from  
acquiring private firms”**

(not for publication)

This appendix presents supplementary results not included in the main body of the paper.

**Table I.1.** Likelihood of acquisitions

This table reports in Column 1 coefficient estimates and standard errors obtained from estimating logit models predicting the probability of acquiring private targets over the period between 1995 and 2015. The dependent variable *Private target* equals to 1 if a firm acquires a private target in the given year and 0 otherwise and has a mean value of 0.129. All explanatory variables are lagged one year and we include firm and year fixed effects. Standard errors are reported in parentheses. Columns 2 to 4 show the number of observations, mean, and standard deviation for the explanatory variables. All variables are defined in Appendix A and winsorized at the 1<sup>st</sup> and 99<sup>th</sup> percentiles. \*\*\*, \*\* and \* indicate significance at the one-, five- and ten-percent levels, respectively.

|                        | (1)                  | (2)                | (3)    | (4)          |
|------------------------|----------------------|--------------------|--------|--------------|
|                        | Regression           | Summary statistics |        |              |
|                        | Private              | # observations     | Mean   | St.deviation |
| Patent count           | -0.392***<br>(0.063) | 51,553             | 1.177  | 1.426        |
| Average forward cites  | 0.028**<br>(0.012)   | 51,553             | 2.326  | 2.142        |
| Generality             | -0.189**<br>(0.092)  | 51,553             | 0.214  | 0.217        |
| Backward cites         | 0.139***<br>(0.018)  | 51,553             | 2.564  | 2.642        |
| Originality            | -0.178**<br>(0.082)  | 51,553             | 0.245  | 0.278        |
| Exploratory patents    | 0.233***<br>(0.046)  | 51,553             | 0.880  | 1.223        |
| Exploitative patents   | 0.125***<br>(0.034)  | 51,553             | 0.367  | 0.699        |
| Size                   | 0.133***<br>(0.007)  | 51,553             | 18.933 | 3.831        |
| R&D expenditure        | -0.022***<br>(0.002) | 51,553             | 12.316 | 7.399        |
| Capital expenditure    | -1.269***<br>(0.300) | 51,553             | 0.046  | 0.050        |
| Leverage               | -0.442***<br>(0.077) | 51,553             | 0.154  | 0.206        |
| Industry concentration | 0.118<br>(0.076)     | 51,553             | 0.220  | 0.182        |
| Constant               | -4.443***<br>(0.165) |                    |        |              |

**Table I.2.** Reasons for withdrawing acquisitions

| Date announcement | Target's name             | Acquirers's name                   | Reason for withdrawn   |
|-------------------|---------------------------|------------------------------------|--|
| 07/02/2000        | Amazescape.com Inc        | Premier Concepts Inc               | Target firm committed a material and substantial breach of the Merger Agreement. Target's progress to date on its business plan has been modest at best and are led to conclude that target is not currently even prosecuting its business plan in a meaningful way. Certain ongoing problems, such as AmazeScape's failure to satisfy its obligations to major suppliers.   |
| 06/06/2000        | Impac Medical Systems Inc | Varian Medical Systems Inc         | Department's Antitrust Division announced its intent to block the transaction, saying it would reduce competition significantly in the sale of radiation oncology management systems software and medical devices known as linear accelerators sold in the United States   |
| 08/02/2001        | Adexa Inc                 | Freemarkets Inc                    | Both companies attributed the failed merger to the slowing economy, sour market conditions and delays in winning regulatory approval from the Securities and Exchange Commission. Instead, FreeMarkets and Adexa have both agreed to enter a nonexclusive partnership that calls for selling each other's software and services to joint clients.  |
| 28/03/2001        | MAYAN Networks Corp       | Ariel Corp                         | MAYAN Networks notice to Ariel cited the failure of the Merger to close on or before August 31, 2001 as the primary reason for the unilateral termination of the merger agreement. Nasdaq cited their opinion that the combination of Ariel and MAYAN Networks would not meet the initial listing standards for the Nasdaq National Market, and that Ariel failed to meet the continued listing standards for the Nasdaq National Market   |
| 22/08/2001        | Eos Biotechnology         | Pharmacopeia Inc                   | The merger has faced public opposition from at least one of Pharmacopeia's stockholders, OrbiMed Advisors LLC, which owns about 10 percent of Pharmacopeia's stock.  |
| 24/10/2001        | Graphco Technologies Inc  | PerfectData Corp                   | N/A  |
| 30/04/2002        | Cogentrix Energy Inc      | Aquila Inc                         | Both companies agreed that the current uncertainty of the electric power market made proceeding with the transaction impractical and not in either company's best interest.  |
| 14/11/2001        | Pegasus Pharmacy Inc      | Restaurant Teams International Inc | As a result of various irreconcilable circumstances between the Company and management of the two subsidiaries, the Company signed a Settlement and Separation Agreement (the "Separation Agreement") in which ownership of MedEx and Pegasus was returned to the original owners and the Company received a perpetual, paid-up license to utilize, improve, resell, and distribute the technology within a protected territory in the United States consisting of 158 CMSA's in the United States and all international rights. |
| 14/11/2001        | MedEx Systems Inc         | Restaurant Teams International Inc | As a result of various irreconcilable circumstances between the Company and management of the two subsidiaries, the Company signed a Settlement and Separation Agreement (the "Separation Agreement") in which ownership of MedEx and Pegasus was returned to the original owners and the Company received a perpetual, paid-up license to utilize, improve, resell, and distribute the technology within a protected territory in the United States consisting of 158 CMSA's in the United States and all international rights. |

*continued on next page*

continued from previous page

| Date announced | Target's name                            | Acquirer's name                 | Reason for withdrawal  |
|----------------|--|---------------------------------|--|
| 08/02/2002     | Aspect SemiQuip International            | Patriot Scientific Corp         | That such an acquisition would not meet the business objectives of either company. With present market conditions and the present strategic direction of PTSC, it was decided the acquisition would not have been productive.  |
| 19/02/2002     | Incubation Park Business Development Inc | TeleServices Internet Group Inc | The company announced that it had signed a letter of intent to acquire Incubation Park Business Development Inc. ("Incubation Park"), subject to certain terms and conditions (the "Letter of Intent"). The Company has had no success to date in raising the capital needed to fulfill the various terms of the Letter of Intent. On April 3, 2002, Incubation Park notified the Company that they had received an offer of financing from another party. Since the Company has not been able to raise the necessary capital to fulfill the terms of the Letter of Intent, nor is there any prospect it will be able to do so, by mutual agreement between the Company and Incubation Park the Letter of Intent has been cancelled. |
| 27/02/2002     | Southwick Management Inc                 | VPN Communications Corp         | All parties decided it was in the best interest of the shareholders of both entities for the companies to pursue separate paths  |
| 15/03/2002     | BaySpec Inc                              | Finisar Corp                    | Current market conditions as well as the outlook for capex spending within the telecommunications industry, make it difficult to complete the BaySpec acquisition as planned," said Jerry Rawls, Finisar's President and CEO   |
| 18/03/2002     | Screenphone.net Inc                      | Telco-Technology Inc            | During the quarter ended March 31, 2002, the Company obtained loans from certain private parties in the aggregate amount of \$85,000. All of such loans bear interest at 6.75% and mature in six months. During the quarter ended March 31, 2002, the Company loaned \$35,000 to ScreenPhone in connection with the transaction contemplated by the Letter of Intent. As a result of the decision to not proceed with the proposed business combination  |
| 21/03/2002     | Reliant Pharmaceuticals Inc              | Alkermes Inc                    | The companies agreed to terminate the merger agreement due to general market conditions.   |
| 16/05/2002     | Franklin Bank of California              | Wal-Mart Stores Inc             | A coalition of consumer groups, unions, independent banks, credit unions, and realtors managed a legislative feat in California last month when they pushed through an 11th hour bill to block Wal-Mart's attempt to acquire a small bank. Wal-Mart filed an application with state regulators in April to buy Franklin Bank of California, an industrial bank with \$2.5 million in assets and three employees in Orange County. The new law prohibits non-financial firms from buying state-chartered banks.   |
| 11/07/2002     | IDS Software Systems Inc                 | HPL Technologies Inc            | HPL Technologies, Inc. today reported that the audit committee of the Company has initiated an investigation into financial and accounting irregularities involving revenue reported during prior periods. HPL also announced that, in light of the recent developments, it is unlikely that the Company will be able to complete the pending acquisition of IDS Software Systems.   |

continued on next page

*continued from previous page*

| Date announced | Target's name              | Acquirer's name               | Reason for withdrawal  |
|----------------|----------------------------|-------------------------------|--|
| 29/08/2002     | Bob Baker Auto Group       | Asbury Automotive Group Inc   | Asbury Automotive Group (NYSE: ABG), one of the largest automotive retailers and service companies in the U.S., today announced that it expects to restructure its previously announced acquisition of the Bob Baker Auto Group. Following Asbury's recently announced agreement to acquire the Bob Baker Auto Group, Asbury requested franchise purchase approval from each relevant manufacturer. Ford Motor Company recently informed Asbury that it does not intend to approve Asbury's pending acquisition of the Bob Baker Ford franchise, contending that Asbury has not complied with its contractual agreement with Ford Motor Company. |
| 12/11/2002     | DxCG Inc                   | I-trax Inc                    | DxCG terminated the merger agreement because the Company failed to satisfy certain conditions to closing, including third party financing for the cash portion of the purchase price.  |
| 07/05/2003     | Donobi Inc                 | Reality Wireless Networks Inc | Reality Wireless Networks, Inc., has failed, inter alia, to satisfy the conditions precedent to the obligations set forth in the proposed definitive agreement and has not cured these breaches. Therefore, Donobi, Inc., has decided to terminate the agreement for Reality Networks, Inc.'s, failure to satisfy the conditions.  |
| 26/06/2003     | Kiboga Systems Inc         | DataLogic International Inc   | The Company had attempted to expand via merger and acquisition but was not able to achieve the desired results. The Company had incurred sizable expenses, as paid in capital, for the M&A effort without adding any significant net gain to the bottom line in fiscal 2003. The majority of the expenses were in consulting and legal fees for market research, due diligence and legal representation.   |
| 06/02/2004     | SunWest Communications Inc | USURF America Inc             | Reorganization between USURF and SunWest.  |
| 16/03/2004     | Argent LLC                 | MaxxZone.com Inc              | As a result of due diligence concerns, MaxxZone has terminated its Letter of Intent to acquire Argent, LLC, enabling MaxxZone to enter into this Letter of Intent with the Target. Established more than 20 years ago, the Target is an international forwarding and logistic company based in Hong Kong and specializing in Sea and Air Freight.  |
| 19/04/2004     | Apex Sight LLC             | VoIP Inc                      | After extensive time delays and due diligence, Apex Sight LLC is withdrawing from the proposed merger. Henry Cooper, CEO, Apex Sight LLC stated, "After spending considerable time and expense, it was determined that the long term value for the shareholders of Apex Sight LLC would not recognize the potential returns on their investment by completing the merger.  |

*continued on next page*

*continued from previous page*

| Date announced | Target's name                   | Acquirer's name      | Reason for withdrawal   |
|----------------|---------------------------------|----------------------|---|
| 18/05/2004     | BioHorizons Implant Systems Inc | Encore Medical Corp  | The two parties agreed to end the merger when the deadline passed late last week. Davis Henley, vice president of business development for Encore Medical says the deal was quashed, in part, because the Securities and Exchange Commission did not complete its evaluation of the deal by the beginning of September. Additionally, between the time Encore Medical entered into the agreement with BioHorizons, the Austin company acquired St. Paul, Minn.-based medical device company Empi Inc for \$360 million, an acquisition that Henley calls an order of magnitude bigger than the BioHorizons deal. Both we and BioHorizons had some concerns about how that acquisition would impact our transaction with BioHorizons," Henley says. "The BioHorizons acquisition became less significant and less important for us." |
| 10/01/2005     | Aptus Corp                      | InsynQ Inc           | In April 2005, this deal was rescinded by mutual agreement, and the 40 million shares of common stock were returned to us and we returned the 1,500 "MyBooks" licenses to Aptus Corp. This was done in anticipation of an asset purchase agreement to be executed on April 30, 2005, in which we purchased all the intellectual property rights and applications codes from Aptus Corp, which included the source code of MyBooks.  |
| 19/01/2005     | Brazos Resources Inc            | Opus Communities Inc | Further due diligence on the acquisition showed the cost for the property was higher than expected.   |
| 31/01/2005     | Omni Oil                        | Gas Inc              | Empiric Energy Inc & Empiric Energy Inc., Dallas, (Pink Sheets: EPRC) has terminated its letter of intent with Dallas-based independent Omni Oil & Gas Inc. Though an acquisition may still occur in the future, the companies have agreed it would not be beneficial for either company at this time.  |
| 18/05/2005     | South Seas Data Inc             | Nayna Networks Inc   | Acquisitions may disrupt or otherwise have a negative impact on our business. We plan to use this as a strategy to grow our business. If we buy a company, then we could have difficulty in integrating that company's personnel and operations. In addition, the key personnel of the acquired company may decide not to work for us. An acquisition could also distract our key management and employees and increase our operating and other expenses. Furthermore, we may have to incur debt or issue equity securities to pay for any such future acquisitions, the issuance of which could be dilutive to our existing stockholders. Our common stock price is highly volatile and the current market for our common stock is limited.  |

*continued on next page*



*continued from previous page*

| Date announced | Target's name | Acquirer's name | Reason for withdrawal  |
|----------------|---------------|-----------------|--|
| 06/07/2005     | Hands On      | GoAmerica Inc   | <p>The mergers will occur only if stated conditions are met, including the approval of the merger agreement and the mergers by the stockholders of VRS and SLS and the approval of the issuance of the GoAmerica shares to be issued in the mergers by the GoAmerica stockholders, and the absence of any material adverse effect in the businesses of GoAmerica or Hands On. Many of these conditions are outside the control of Hands On and GoAmerica. In addition, both parties also have the right to terminate the merger agreement in certain circumstances. Accordingly, there may be uncertainty regarding the completion of the mergers. This uncertainty may cause customers and suppliers to delay or defer decisions concerning Hands On or GoAmerica, which could negatively affect their respective businesses. Customers and suppliers who dealt with either GoAmerica or Hands On in the past may choose not to continue to do business with the combined company. Any delay or deferral of those decisions or changes in existing relationships could have a material adverse effect on the respective businesses of Hands On and GoAmerica, regardless of whether the mergers are ultimately completed.</p> |

**Table I.3.** Matching statistics: withdrawn counterfactual

This table shows means for acquirers of successful versus withdrawn deals across all innovation and control variables in Panel A and the average growth rates of innovation variables from 5 years to 1 year before the acquisition in Panel B. All variables are defined in Appendix A and winsorized at the 1<sup>th</sup> and 99<sup>th</sup> percentiles. Innovation variables are reported in logarithmic transformations except generality and originality. \*\*\*, \*\* and \* indicate significance at the one-, five- and ten-percent levels, respectively.

|                        | (1)                  | (2)       | (3)             | (4)             | (5)       | (6)             |
|------------------------|----------------------|-----------|-----------------|-----------------|-----------|-----------------|
|                        | Matching differences |           |                 | Parallel trends |           |                 |
|                        | Successful           | Withdrawn | Mean difference | Successful      | Withdrawn | Mean difference |
| Patent count           | 0.134                | 0.184     | -0.050          | 0.027           | -0.038    | 0.065           |
| Average forward cites  | 0.391                | 0.403     | -0.013          | -0.013          | 0.002     | -0.016          |
| Generality             | 0.045                | 0.039     | 0.006           | -0.056          | -0.009    | -0.047          |
| Backward cites         | 0.324                | 0.408     | -0.085          | -0.058          | 0.068     | -0.126*         |
| Originality            | 0.039                | 0.042     | -0.003          | -0.125          | -0.123    | -0.001          |
| Exploratory patents    | 0.105                | 0.150     | 1.219           | -0.054          | -0.065    | 0.011           |
| Exploitative patents   | 0.030                | 0.042     | -0.012          | 0.053           | 0.185     | -0.132          |
| Size                   | 17.74                | 18.16     | -0.41**         | 0.000           | 0.001     | -0.001          |
| R&D expenditure        | 3.803                | 3.052     | 0.750*          | -0.016          | -0.033    | 0.017           |
| Capital expenditure    | 0.051                | 0.058     | -0.007          | 0.022           | -0.016    | 0.038           |
| Leverage               | 0.163                | 0.140     | 0.023*          | 0.034           | -0.017    | 0.052           |
| Industry concentration | 0.223                | 0.218     | 0.005           | -0.013          | -0.010    | -0.003          |
| Propensity score       | 0.239                | 0.214     | 0.025           |                 |           |                 |

**Table I.4.** Persistency of changes in innovation outcomes

This table shows estimation results for regressions with 9 innovation measures as alternative dependent variables. The regressions include acquisitions of private targets and their controls (withdrawn deals) for years  $-5$  to  $+5$  around the acquisition announcement year 0 in Panel A (Panel B).  $Post\ priv_j$  is a dummy variable equal to 1 for private target acquisitions  $j$  years away from the acquisition announcement year 0, and 0 otherwise. All regressions include year and deal fixed effects and the following control variables: acquirer size, R&D expenditure, leverage, net income, and industry concentration. Standard errors are clustered by firm and year and reported in parentheses. All variables are defined in Appendix A and winsorized at the 1<sup>th</sup> and 99<sup>th</sup> percentiles. \*\*\*, \*\* and \* indicate significance at the one-, five- and ten-percent levels.

|   | (1)                 | (2)                 | (3)                    | (4)                 | (5)                | (6)                  | (7)                 | (8)                 | (9)                 |
|---|---------------------|---------------------|------------------------|---------------------|--------------------|----------------------|---------------------|---------------------|---------------------|
|   | Patent<br>count     | Forward<br>cites    | Average<br>fwr.d.cites | Gene-<br>rality     | Best<br>patent     | Bad<br>patents       | Patent<br>value     | Backward<br>cites   | Origini-<br>nality  |
| <i>Panel A: Compared to matched controls</i>                            |                     |                     |                        |                     |                    |                      |                     |                     |                     |
| Post $priv_0$   | 0.026***<br>(0.008) | 0.008<br>(0.006)    | 0.001<br>(0.012)       | 0.006<br>(0.020)    | 0.019<br>(0.014)   | 0.001<br>(0.002)     | 0.012<br>(0.011)    | 0.031**<br>(0.013)  | 0.017<br>(0.027)    |
| Post $priv_1$   | 0.041***<br>(0.009) | 0.016**<br>(0.007)  | 0.035**<br>(0.014)     | 0.048**<br>(0.021)  | 0.027<br>(0.018)   | -0.007***<br>(0.002) | 0.027***<br>(0.009) | 0.053***<br>(0.011) | 0.046***<br>(0.015) |
| Post $priv_2$   | 0.058***<br>(0.009) | 0.020***<br>(0.006) | 0.023*<br>(0.013)      | 0.054**<br>(0.020)  | -0.004<br>(0.016)  | -0.003<br>(0.003)    | 0.043***<br>(0.010) | 0.071***<br>(0.012) | 0.063***<br>(0.021) |
| Post $priv_3$   | 0.049***<br>(0.011) | 0.007<br>(0.007)    | 0.015<br>(0.013)       | 0.038**<br>(0.018)  | 0.041**<br>(0.016) | -0.002<br>(0.002)    | 0.036***<br>(0.011) | 0.056***<br>(0.013) | 0.039*<br>(0.021)   |
| Post $priv_4$   | 0.074***<br>(0.012) | 0.016*<br>(0.009)   | 0.022*<br>(0.012)      | 0.028<br>(0.026)    | -0.004<br>(0.019)  | -0.006***<br>(0.002) | 0.042***<br>(0.012) | 0.087***<br>(0.016) | 0.051**<br>(0.020)  |
| Post $priv_5$   | 0.082***<br>(0.015) | 0.008<br>(0.013)    | 0.008<br>(0.019)       | 0.016<br>(0.025)    | 0.024<br>(0.022)   | -0.005<br>(0.003)    | 0.051***<br>(0.017) | 0.101***<br>(0.019) | 0.063***<br>(0.020) |
| # of obs.   | 0.895               | 0.948               | 0.870                  | 0.495               | 0.706              | 0.995                | 0.875               | 0.802               | 0.477               |
| Adjusted $R^2$  | 194,269             | 155,351             | 155,351                | 194,269             | 155,351            | 155,351              | 194,269             | 194,269             | 194,269             |
| <i>Panel B: Compared to acquirers of withdrawn private-target deals</i> |                     |                     |                        |                     |                    |                      |                     |                     |                     |
| Post $priv_0$   | 0.165***<br>(0.048) | 0.038<br>(0.033)    | 0.098**<br>(0.043)     | 0.127*<br>(0.072)   | 0.038<br>(0.071)   | -0.005<br>(0.008)    | 0.215***<br>(0.067) | 0.187***<br>(0.066) | 0.232*<br>(0.124)   |
| Post $priv_1$   | 0.172***<br>(0.061) | 0.052<br>(0.041)    | 0.123**<br>(0.044)     | 0.078<br>(0.048)    | 0.065<br>(0.065)   | -0.017*<br>(0.008)   | 0.260***<br>(0.094) | 0.215***<br>(0.072) | 0.215**<br>(0.095)  |
| Post $priv_2$   | 0.144**<br>(0.061)  | 0.091*<br>(0.045)   | 0.290***<br>(0.062)    | 0.250***<br>(0.068) | 0.156*<br>(0.081)  | -0.047**<br>(0.017)  | 0.141**<br>(0.063)  | 0.174*<br>(0.091)   | 0.199**<br>(0.096)  |
| Post $priv_3$   | 0.069<br>(0.049)    | 0.098<br>(0.064)    | 0.215***<br>(0.050)    | 0.278**<br>(0.118)  | 0.114<br>(0.074)   | -0.032***<br>(0.011) | 0.129**<br>(0.058)  | 0.106<br>(0.070)    | 0.099<br>(0.103)    |
| Post $priv_4$   | 0.191**<br>(0.080)  | 0.108*<br>(0.056)   | 0.232***<br>(0.061)    | 0.314***<br>(0.104) | 0.278**<br>(0.107) | -0.040***<br>(0.012) | 0.228**<br>(0.095)  | 0.235**<br>(0.098)  | 0.263**<br>(0.111)  |
| Post $priv_5$   | 0.186**<br>(0.068)  | 0.094<br>(0.062)    | 0.308***<br>(0.071)    | 0.405***<br>(0.115) | 0.179**<br>(0.072) | -0.050***<br>(0.017) | 0.256***<br>(0.080) | 0.244***<br>(0.082) | 0.281***<br>(0.098) |
| # of obs.   | 0.760               | 0.859               | 0.786                  | 0.451               | 0.492              | 0.990                | 0.720               | 0.629               | 0.360               |
| Adjusted $R^2$  | 9,024               | 8,374               | 8,374                  | 9,024               | 8,374              | 8,374                | 9,024               | 9,024               | 9,024               |

**Table I.5. Shorter event window**

This table shows results with a shorter event window: the regressions include acquisitions of private targets and their controls for years  $-5$  to  $+5$  around the acquisition announcement year 0. All regressions include firm and deal fixed effects and control variables as in Table 3. Standard errors clustered by firm and year are reported in parentheses. All variables are defined in Appendix A and winsorized at the 1<sup>th</sup> and 99<sup>th</sup> percentiles. \*\*\*, \*\* and \* indicate significance at the one-, five- and ten-percent levels.

|  | (1)                  | (2)                | (3)                    | (4)                  | (5)                 | (6)                  | (7)                  | (8)                  | (9)                  |
|--|----------------------|--------------------|------------------------|----------------------|---------------------|----------------------|----------------------|----------------------|----------------------|
|  | Patent<br>count      | Forward<br>cites   | Average<br>fwrld.cites | Gene-<br>rality      | Best<br>patent      | Bad<br>patents       | Patent<br>value      | Backward<br>cites    | Origi-<br>nality     |
| <i>Panel A: Full matched sample</i>        |                      |                    |                        |                      |                     |                      |                      |                      |                      |
| Post private                               | -0.034***<br>(0.005) | 0.002<br>(0.004)   | -0.003<br>(0.007)      | 0.012<br>(0.015)     | -0.020**<br>(0.009) | -0.002<br>(0.001)    | -0.034***<br>(0.005) | -0.050***<br>(0.007) | -0.041***<br>(0.011) |
| Private x post private                     | 0.038***<br>(0.007)  | -0.001<br>(0.005)  | 0.013<br>(0.008)       | 0.031**<br>(0.012)   | 0.026**<br>(0.011)  | -0.004***<br>(0.001) | 0.022***<br>(0.008)  | 0.047***<br>(0.010)  | 0.031**<br>(0.012)   |
| Size                                       | 0.014***<br>(0.002)  | 0.001<br>(0.001)   | 0.013***<br>(0.003)    | 0.025***<br>(0.005)  | 0.003<br>(0.003)    | -0.004***<br>(0.001) | 0.009***<br>(0.002)  | 0.010***<br>(0.003)  | 0.002<br>(0.005)     |
| R&D expenditure                            | 0.007***<br>(0.001)  | 0.001<br>(0.000)   | 0.006***<br>(0.001)    | 0.001<br>(0.003)     | 0.005***<br>(0.002) | -0.001***<br>(0.000) | 0.004***<br>(0.001)  | 0.008***<br>(0.002)  | 0.007***<br>(0.002)  |
| Leverage                                   | -0.033*<br>(0.018)   | -0.007<br>(0.014)  | -0.047**<br>(0.018)    | -0.084**<br>(0.041)  | 0.012<br>(0.028)    | 0.011***<br>(0.004)  | -0.049***<br>(0.017) | -0.061**<br>(0.029)  | -0.096**<br>(0.039)  |
| Net income                                 | 0.013**<br>(0.005)   | 0.004**<br>(0.002) | 0.005<br>(0.006)       | -0.000<br>(0.008)    | 0.000<br>(0.004)    | 0.001<br>(0.001)     | 0.010**<br>(0.004)   | 0.026***<br>(0.009)  | 0.023*<br>(0.012)    |
| HH index                                   | -0.002<br>(0.038)    | -0.028<br>(0.030)  | -0.004<br>(0.051)      | 0.066<br>(0.109)     | -0.053<br>(0.078)   | -0.003<br>(0.010)    | 0.088**<br>(0.033)   | -0.033<br>(0.056)    | -0.118<br>(0.129)    |
| Constant                                   | -0.308***<br>(0.046) | 0.056*<br>(0.028)  | -0.208***<br>(0.059)   | -0.509***<br>(0.119) | -0.075<br>(0.053)   | 0.194***<br>(0.011)  | -0.176***<br>(0.051) | -0.208***<br>(0.070) | -0.024<br>(0.106)    |
| Adjusted $R^2$                             | 0.913                | 0.957              | 0.881                  | 0.512                | 0.721               | 0.996                | 0.888                | 0.815                | 0.470                |
| # of observations                          | 136,668              | 115,285            | 115,285                | 136,668              | 115,285             | 115,285              | 136,668              | 136,668              | 136,668              |
| <i>Panel B: Yearly innovation outcomes</i> |                      |                    |                        |                      |                     |                      |                      |                      |                      |
| Post priv <sub>0</sub>                     | 0.029***<br>(0.006)  | 0.002<br>(0.005)   | 0.009<br>(0.010)       | 0.015<br>(0.016)     | 0.022<br>(0.014)    | -0.002*<br>(0.001)   | 0.015**<br>(0.007)   | 0.037***<br>(0.009)  | 0.009<br>(0.018)     |
| Post priv <sub>1</sub>                     | 0.029***<br>(0.008)  | 0.003<br>(0.006)   | 0.022*<br>(0.011)      | 0.038**<br>(0.016)   | 0.037***<br>(0.013) | -0.005***<br>(0.001) | 0.017*<br>(0.009)    | 0.042***<br>(0.012)  | 0.029**<br>(0.014)   |
| Post priv <sub>2</sub>                     | 0.046***<br>(0.007)  | -0.001<br>(0.007)  | 0.018*<br>(0.011)      | 0.042**<br>(0.019)   | 0.023*<br>(0.013)   | -0.004**<br>(0.002)  | 0.028***<br>(0.009)  | 0.052***<br>(0.011)  | 0.046**<br>(0.018)   |
| Post priv <sub>3</sub>                     | 0.048***<br>(0.010)  | -0.009<br>(0.012)  | 0.003<br>(0.013)       | 0.034*<br>(0.018)    | 0.022<br>(0.020)    | -0.004**<br>(0.002)  | 0.029**<br>(0.012)   | 0.061***<br>(0.014)  | 0.046**<br>(0.019)   |
| Adjusted $R^2$                             | 0.913                | 0.957              | 0.881                  | 0.512                | 0.721               | 0.996                | 0.888                | 0.815                | 0.470                |
| # of observations                          | 136,668              | 115,285            | 115,285                | 136,668              | 115,285             | 115,285              | 136,668              | 136,668              | 136,668              |

**Table I.6.** Inventor summary

This table summarizes lists of patents and associated inventors for 9 random examples of private target acquisitions with existing patents. For each acquisition, it shows the 7-digit patent number and the corresponding inventors, respectively, at the target firm prior to the acquisition and at the acquiring firm 5 years prior and 2 years after the acquisition. Inventors in red in the last column are new inventors at acquiring firms after acquisitions who did not appear as inventors in patents listed in the other two columns. Inventors in blue are inventors at target firms who become inventors in the acquiring firms post acquisition. Inventors in pink are inventors at target firms who participate in patents at the acquiring firms in the pre- and post-acquisition periods.

| Target pre-acquisition  |                                  | Acquirer pre-acquisition |  | Acquirer post-acquisition |  |
|---|----------------------------------|--------------------------|--|---------------------------|--|
| Patent  | Inventors                        | Patent                   | Inventors  | Patent                    | Inventors  |
| <i>Example 1 - Acquirer: Actuant Corp, Target: Kwikie Products Co Inc</i> |                                  |                          |  |                           |  |
| 5505476   | Malcom Maccabee                  | 6619714                  | Robert H.Schneider, Jeffrey N.Ashbeck                  | 6805391                   | Robert H. Schneider  |
| 5829822   | Robert Tiedge                    | 6655723                  | Bert Meijer, Haiko Freriksen, Leo de Jong              | 6844819                   | Thomas M.Luebke, David L.Wiesemann, George R.Steber  |
| 5842709   | Malcom Maccabee                  | 6731218                  | Thomas M.Luebke, David L.Wiesemann, George R.Steber    | 6896307                   | Timothy L.Nye, Robert H.Schneider  |
| 5860686   | Robert L.Tiedge                  | 6739235                  | Laurentius Andreas Gerardus Mentink                    | 6958449                   | Bernard J.Ziebart, Michael F.Bedwell, Andrew J.Bonlender                                       |
| 5915774   | Robert L.Tiedge                  | 6751953                  | Laurentius Andreas Gerardus Mentink,                   | 7044415                   | David L.Wiesemann, David A.Huebschen, Debra L.Weich  |
| 6050573   | Jamez R.Kunz                     |                          | Willem Herman Masseling, Daniel van't Veen             | 7071418                   | Daryl C.Brockman, David A.Huebschen  |
| 6213486   | Jamez R.Kunz, Benjamin J.Boyce,  | 6764126                  | Laurentius Andreas Gerhardus Mentink,                  | 7144069                   | Bernardus Martinus Emanuel Meyer, Haiko Freriksen  |
|   | Malcom Maccabee                  |                          | Johnny Antonius Jacobus Wiggemans                      | 7147210                   | Carl A.Foege, Edward T.Arter, Roger R.Pili   |
| 6471275   | Jamez R. Kunz, Brock E. Ferguson | 6796590                  | Robert H. Schneider                                    | 7171890                   | Tone Oudelaar  |
|   |                                  | 6812685                  | George R.Steber, David L.Wiesemann, Thomas M.Luebke    | 7194947                   | Laurentius Andreas Gerardus Mentink  |
|   |                                  | 6832806                  | Laurentius Andreas Gerhardus Mentink,                  | 7295130                   | Thomas M. Luebke, Patrick John Radle, Daryl Charles Brockman, David Wiesemann, George R.Steber |
|   |                                  |                          | Johnny Antonius Jacobus Wiggemans                      | 7296784                   | Gary D. Peter  |
|   |                                  | 6848693                  | Robert H. Schneider                                    | 7343846                   | Frantz D. Stanford, Jesus Salvador Gonzalez Sanz, Bruce Edwin Knuth                            |
|   |                                  | 6981372                  | Laurentius Andreas Gerardus Mentink,                   |                           |  |
|   |                                  |                          | Johnny Antonius Jacobus Wiggemans                      | 7374150                   | David L. Wiesemann, David A. Huebschen   |
|   |                                  | 6318742                  | John D. Franzini                                       | 7503344                   | Roger R. Pili, Paul Hohensee, Edmond Charles Miniatt,  |
|   |                                  | 6454336                  | Timothy L.Nye, Robert D.Spore, Douglas R.Graf          | 7544902                   | Frantz D. Stanford   |
|   |                                  | 6460638                  | Thomas E.Strunsee, Thomas M.Luebke, Bernard J.Ziebart  | 7004528                   | Timothy L. Nye, Robert H. Schneider  |
|   |                                  | 6494518                  | Craig J.Kreil, Kurt H.Ott, Brian J.Wheeler,            | 7100900                   | Patrick J. Radle, Daryl C. Brockman, David A. Huebschen,                                       |
|   |                                  |                          | Robert H. Schneider                                    | 7204083                   | Laurentius Andreas Gerardus Mentink,   |
|   |                                  | 6497449                  | Douglas R. Graf, Robert H. Schneider                   |                           | Johnny Antonius Jacobus Wiggemans  |
|   |                                  | 6508503                  | Laurentius Andreas Gerardus Mentink                    | 7204536                   | Jamez R. Kunz  |
|   |                                  | 6511304                  | Daniel van't Veen                                      | 7216578                   | Laurentius Andreas Gerardus Mentink  |
|   |                                  | 6674276                  | Wayne D. Morgan, Chris W.Martin,                       | 7229123                   | Jamez R. Kunz  |
|   |                                  |                          | Thomas M.Luebke, David L.Wiesemann                     | 7234758                   | Gary D. Peter  |
|   |                                  | 6684439                  | Dennis J. Jeske, Robert W. Kruse, Allen W. Montgomery, | 7258382                   | Jamez R. Kunz, Brock E. Ferguson   |
|   |                                  |                          | David L. Wiesemann                                     | 7296779                   | Nikesh Bakshi, Adam Tipton, Craig J. Reske   |
|   |                                  | 6863502                  | Michael B. Bishop, Roger R. Pili, Bruce E. Knuth,      | 7497492                   | Jesus Gonzalez, Luis Sordo   |
|   |                                  |                          | Moe K. Barani, Ron Flanary, Laurentius A. G. Mentink,  | 7610636                   | James K. Holmes, Douglas J. Yoder, Gary D.Peter  |
|   |                                  |                          | George R. Steber, Martin Piedl                         | 7614675                   | Jamez R. Kunz  |
|   |                                  | 6926473                  | Thomas M. Luebke                                       |                           |  |
|   |                                  | 6948580                  | Rene Hendrikus Plechelmus Scholten, Roeland Mallan     |                           |  |
|   |                                  | 7055637                  | Roeland Mallan, Aswin Leonard Koebrugge                |                           |  |
|   |                                  | 6863502                  | Michael B. Bishop, Roger R. Pili, Bruce E. Knuth,      |                           |  |
|   |                                  |                          | Moe K. Barani, Ron Flanary, Laurentius A. G. Mentink,  |                           |  |

continued on next page

| Target pre-acquisition |  | Acquirer pre-acquisition |  | Acquirer post-acquisition |  |
|------------------------|--|--------------------------|--|---------------------------|--|
| Patent                 | Inventors  | Patent                   | Inventors  | Patent                    | Inventors  |
|                        |  |                          | George R. Steber, Martin Piedl   |                           |  |
|                        |  | 6926473                  | Thomas M. Luebke   |                           |  |
|                        |  | 6948580                  | Rene Hendrikus Plechelmus Scholten, Roeland Mallan   |                           |  |
|                        |  | 7055637                  | Roeland Mallan, Aswin Leonard Koebrugge  |                           |  |
|                        |  | 6299233                  | Laurentius A. G. Mentink   |                           |  |
|                        |  | 6293611                  | Robert H. Schneider, Jeffrey N. Ashbeck  |                           |  |
|                        |  | 6601896                  | Timothy L. Nye, Robert H. Schneider  |                           |  |
|                        |  | 6422636                  | Laurentius A. G. Mentink   |                           |  |
|                        |  | 6456060                  | David L. Wiesemann   |                           |  |
|                        |  | 6395222                  | Marten van Meerveld, Laurentius A. G. Mentink  |                           |  |
|                        |  | 6593754                  | George R. Steber, Thomas M. Luebke,<br>Stephen J. Skeels, David L. Wiesemann                   |                           |  |
|                        |  | 6415675                  | Robert H. Schneider, Jeffrey N. Ashbeck  |                           |  |
|                        |  | 6224038                  | Dean R. Walsten, David L. Wiesemann,<br>Timothy E. O'Connell, Stephen J. Skeels                |                           |  |
|                        |  | 6148862                  | Robert A. Doll   |                           |  |
|                        |  | 6224036                  | George T. Prince, William J. Gordon  |                           |  |
|                        |  | 6623035                  | Robert H. Schneider  |                           |  |
|                        |  | 6149221                  | Laurentius A. G. Mentink   |                           |  |
|                        |  | 6213485                  | Robert A. Doll, Timothy J. Abhold,<br>Terence A. Bucheger                                      |                           |  |
|                        |  | 6152709                  | Laurentius A. G. Mentink   |                           |  |
|                        |  | 6250612                  | Robert A. Doll   |                           |  |
|                        |  | 6145860                  | Xudong Yu, Gregory A. Schmidt, Michael S. Schultz  |                           |  |
|                        |  | 6137285                  | Dean R. Walsten, Thomas M. Luebke, David L. Wiesemann  |                           |  |
|                        |  | 6109381                  | Douglas G. Stuyvenberg, Suzanne M. Schneider   |                           |  |
|                        |  | 5927141                  | Dean R. Walsten  |                           |  |
|                        |  | 5957231                  | Richard L. Conaway, Douglas G. Stuyvenberg   |                           |  |
|                        |  | 6286883                  | Robert H. Schneider, Richard B. Lahti  |                           |  |
|                        |  | 6109683                  | Robert H. Schneider  |                           |  |
|                        |  | 5934132                  | Brian W. Nichol  |                           |  |
|                        |  | 6220613                  | John D. Franzini   |                           |  |
|                        |  | 5938180                  | Dean R. Walsten  |                           |  |
|                        |  |                          | <i>Example 2 - Acquirer: Kulicke &amp; Soffa Industries Inc, Target: Probe Technology Corp</i> |                           |  |
| 5422574                | January Kister   | 6136681                  | Eli Razon, Walter Von Seggern  | 6412683                   | David T. Beatson, Christian Hoffman,<br>James E. Eder, John Ditri  |
| 5644249                | January Kister   | 6165051                  | Ilan Weishauss, Oded Yehoshua Licht  | 6420245                   | Manor Ran  |
| 5720098                | January Kister   | 6168500                  | Ilan Weishauss, Oded Yehoshua Licht  | 6497356                   | Amir Miller, Gil Perlberg  |
| 5742174                | January Kister, Jerzy Lobacz                           | 6171456                  | Ilan Hadar, Beni Sonnenreich   | 6509529                   | Sundar Kamath, David Chazan,<br>Jan I.Strandberg, Solomon I.Beilin |
| 5751157                | January Kister   | 6176414                  | Richard D.Sadler   | 6523733                   | Amir Miller, Gil Perlberg  |
| 5764072                | January Kister   | 6179197                  | Eugene M.Toner   | 6525552                   | January Kister   |
| 5884395                | Krzysztof Dabrowiecki, January Kister,<br>Jerzy Lobacz | 6227437                  | Eli Razon, Vaughn Svendsen, Krishnan Suresh,<br>Robert Kowtko, Kyle Dury                       | 6529333                   | David T. Beatson, Christian Hoffman,                               |
|                        |  | 6234376                  | Rudolph M. Wicen   |                           |  |

| Target pre-acquisition |           | Acquirer pre-acquisition |   | Acquirer post-acquisition |   |
|------------------------|-----------|--------------------------|---|---------------------------|---|
| Patent                 | Inventors | Patent                   | Inventors   | Patent                    | Inventors   |
|                        |           | 6245445                  | James L. Lykins, II   |                           | Michael Woodward, Lawrence B. Brown   |
|                        |           | 6299053                  | Sundar Kamath, David Chazan, Jan I.Strandberg,<br>Solomon I.Beilin                                      | 6555447                   | Ilan Weisshauss, Ran Manor, Oded Wertheim                                   |
|                        |           | 6317331                  | Sundar Kamath, David Chazan, Solomon I.Beilin   | 6562698                   | Ran Manor   |
|                        |           | 6323435                  | Jan I. Strandberg, David J.Chazan, Michael P.Skinner  | 6599561                   | Richard Dow, David T.Beatson, Tim W.Ellis                                   |
|                        |           | 6352743                  | Timothy W. Ellis, Nikhil Murdeshwar, Mark A.Eshelman  |                           | Michael Hillebrand  |
|                        |           | 6413576                  | Timothy W. Ellis, Nikhil Murdeshwar,<br>Mark A.Eshelman, Christian Rheault                              | 6608390                   | David T.Beatson, Andrew F.Hmiel   |
|                        |           | 6419500                  | January Kister  | 6634545                   | Eli Razon, Vaughn Svendsen, Robert Kowtko,<br>Kyle Dury, Krishnan Suresh    |
|                        |           | 6033288                  | Ilan Weissshauss, Oded Yehoshua Licht   | 6715658                   | Ziv Atsmon, Gil Perlberg, Benjamin Sonnenreich                              |
|                        |           | 6039234                  | Eugene M. Toner   |                           | Arie Bahalui  |
|                        |           | 6073827                  | Eli Razon, Yoram Gal  | 6729527                   | Sigalit Robinzon, Benjamin Sonnenreich                                      |
|                        |           | 6142138                  | Masayuki Azuma, Hirofumi Shimoda  | 6908364                   | Gerald W.Back, Son Dang, Bahadir Tunaboylu                                  |
|                        |           | 6165892                  | David J. Chazan, Ted T. Chen, Todd S. Kaplan,<br>James L. Lykins, Michael P. Skinner, Jan I. Strandberg | 6534877                   | Timothy W.Ellis, Nikhil Murdeshwar, Mark A.Eshelman                         |
|                        |           | 6262579                  | David J. Chazan, James L. Lykins  | 6641026                   | David T.Beatson, Christian Hoffman,<br>James E.Eder, John Ditri             |
|                        |           | 6354912                  | Masateru Osada, Masayuki Azuma,<br>Hirofumi Shimoda, Felix Cohen  | 6705507                   | David T.Beatson, Christian Hoffman,<br>James E.Eder, John Ditri             |
|                        |           | 6610930                  | Jeffrey Michael Seuntjens   | 6712257                   | David T. Beatson, Christian Hoffman,<br>James E.Eder, John Ditri            |
|                        |           | 5973504                  | Fu Chiung Chong   | 6729530                   | David T. Beatson, Deepak Sood, Ashoke Banerjee                              |
|                        |           | 5808379                  | Wei Zhao  | 6740543                   | Claire Rutiser  |
|                        |           | 5871141                  | Ilan Hadar, Avishai Shklar  | 6745462                   | Claire Rutiser  |
|                        |           | 5901896                  | Yoram Gal   | 6784556                   | Paul T. Lin   |
|                        |           | 5931368                  | Ilan Hadar, Beni Sonnenreich  | 6885104                   | Timothy W. Ellis, Nikhil Murdeshwar,<br>Mark A. Eshelman, Christian Rheault |
|                        |           | 5950070                  | Eli Razon, Walter Von Seggern   | 7229906                   | Stephen Babinetz, Takashi Tsujimura,<br>Hiroyuki Ohtsubo, Yasuhiro Morimoto |
|                        |           | 5834862                  | Robert Eugene Hartzell, Jr.   |                           |   |
|                        |           | 6062462                  | Gary Steven Gillotti, Frederick<br>William Kulicke, Jr.   |                           |   |
|                        |           | 5829663                  | Valery Khelemsky, Ali Reza Safabakhsh   |                           |   |
|                        |           | 5699953                  | Ali Reza Safabakhsh   |                           |   |
|                        |           | 5890643                  | Eli Razon, Avner Guez   |                           |   |
|                        |           | 5718546                  | Yacov Yariv, Eyal Mizrahi   |                           |   |
|                        |           | 5645210                  | Eugene Michael Toner, Avner Guez  |                           |   |
|                        |           | 5884834                  | Michael Riley Vinson, Wei Ivy Qin, Lee Robert Levine  |                           |   |
|                        |           | 5832412                  | Avner Guez  |                           |   |
|                        |           | 6049215                  | Fariborz Agahdel, Brad Griswold,<br>Syed Husain, Robert Moti,<br>William C. Robinette, Jr., Chung W. Ho |                           |   |
|                        |           | 5587636                  | Izhak Bar-Kana, Predrag Filipovic   |                           |   |
|                        |           | 5591920                  | Susanne F. Price, Hiroshi Munakata,<br>Eli Razon, Gil Perlberg, Igor Fokin                              |                           |   |
|                        |           | 5558270                  | Beni Nachon, Ehud Efrat,<br>Eli Razon, Gil Perlberg   |                           |   |

| Target pre-acquisition   |   | Acquirer pre-acquisition |   | Acquirer post-acquisition |  |
|--|---|--------------------------|---|---------------------------|--|
| Patent   | Inventors   | Patent                   | Inventors   | Patent                    | Inventors  |
| <i>Example 3 - Acquirer: PMC Sierra Inc, Target: Integrated Telecom Technology</i> |   |                          |   |                           |  |
| 5557607  | Brian D. Holden                                     | 5889778                  | Charles Kevin Huscroft, John R. Bradshaw, Kenneth M. Buckland, Riccardo G. Dorbolo, David W. Wong                       | 6075419                   | Lizhong Sun, Tadeusz Kwasniewski, Kris Iniewski  |
| 5570348  | Brian D. Holden                                     | 5909564                  | Thomas Alexander, Bradley H. Smith, Calvin S. Taylor  | 6097253                   | Jurgen Hissen  |
| 5583861  | Brian D. Holden                                     | 5910874                  | Kris Iniewski, Marek Syrzycki   | 6128171                   | Kris Iniewski, Marek Syrzycki  |
| 5771228  | Srini Wishnu Seetharam,<br>Minette Ashley Dannhardt | 5959490                  | Anthony B. Candage, George Deliyannides   | 6341296                   | Michalczyk Michael Joseph, Sharp Kenneth George  |
| 5844901  | Brian Holden,<br>Imran Chaudhri,<br>Edward Lennox   | 5987065                  | Anthony B. Candage  | 6467006                   | Thomas Alexander, Matt Smith   |
|  |   | 6049526                  | Sivakumar Radhakrishnan, Stephen J. Dabecki, David Wong   | 6490317                   | Charles Kevin Huscroft   |
|  |   | 6088369                  | Stephen Dabecki, Brian Gerson, Barry Hagglund,<br>Charles Kevin Huscroft, Vernon R. Little                              | 6510509                   | Vikram Chopra, Ajay Desai, Raghunath Iyer,<br>Sundar Iyer, Moti Jiandani, Ajit Shelat,<br>Navneet Yadav                            |
|  |   | 6104277                  | Kris Iniewski, Brian D. Gerson,<br>Colin Harris, David LeBlanc  | 6584521                   | Jeff D. Dillabough, Steve Lang, Winston Mok  |
|  |   | 6108303                  | Maher Nihad Fahmi, John Richard Bradshaw  | 6601158                   | Curtis Abbott, Homayoun Shahri   |
|  |   | 6134218                  | Brian D. Holden   | 6611875                   | Vikram Chopra, Ajay Desai, Raghunath Iyer,<br>Sundar Iyer, Moti Jiandani, Ajit Shelat,<br>Navneet Yadav                            |
|  |   | 6188690                  | Brian D. Holden, Brian D. Alleyne, Darren S. Braun, Kevin Reno, Chee Hu, Raghavan Menon, Steve Sprouse                  | 6633865                   | Heng Liao  |
|  |   | 6188699                  | Steven Forbes Lang, Winston Ki-Cheong Mok,<br>Larrie Simon Carr, Richard Arthur John Steedman,<br>Glenn Kenneth Bindley | 6647019                   | Nicholas W. McKeown, Costas Calamvokis, Shang-Tse Chuang Steven Lin, Rolf Mural, Balaji Prabhakar,<br>Anders Swahn, Gregory Watson |
|  |   | 6275861                  | Imran Chaudri, Srini Wishnu Seetharam   | 6668297                   | Travis J. Karr, Richard A. J., Winston Mok   |
|  |   | 5706288                  | Sivakumar Radhakrishnan, Stephen J. Dabecki,<br>David Walden Wong   | 6680954                   | Steadman, Martin Chalifoux, Larrie S. Carr   |
|  |   | 5734541                  | Kris Iniewski, Brian D. Gerson, Colin Harris,<br>David LeBlanc  | 6691168                   | Richard Cam, Steven Lang, Charles Kevin Huscroft   |
|  |   | 5742765                  | David Wong, Salman Ghufuran, Vernon Robert Little   | 6850523                   | Subhash Bal, Raghunath Iyer, Sunday Iyer<br>Ramana Rao   |
|  |   | 5745490                  | Salman Ghufuran, David Wong   | 6850523                   | Travis James Karr, Martin Chalifoux  |
|  |   | 5760618                  | George Deliyannides, Kris Iniewski  | 6150965                   | Larrie Carr, Winston Mok   |
|  |   | 5793225                  | Brian Donald Gerson   | 6342790                   | Kenneth William Ferguson, Brian Gerson   |
|  |   | 5835501                  | Kamal Dalmia, Andre Ivanov,<br>Brian Donald Gerson, Curtis Lapadat  | 6342810                   | Andrew S. Wright, Bartholomeus T. W. Klijsen,<br>Paul V. Yee, Chun Yeung Kevin Hung,<br>Steven J. Bennet                           |
|  |   | 5835602                  | Kamal Dalmia, Andre Ivanov,<br>Brian Donald Gerson, Curtis Lapadat  | 6345050                   | Brian D. Alleyne, Raghavan Menon, Steve Sprouse  |
|  |   | 5875192                  | Richard Cam, Steven Lang,<br>Charles Kevin Huscroft   | 6351142                   | Curtis Abbott  |
|  |   | 6151301                  | Brian D. Holden   | 6356146                   | Andrew S. Wright, Bartholomeus T. W. Klijsen,<br>Paul V. Yee, Chun Yeung Kevin Hung,<br>Steven J. Bennett                          |
|  |   | 5606563                  | Rick G. Dorbolo, David Wong,<br>Chris E. Lee  | 6366996                   | Richard Frederick Hobson, Allan Robert Dyck  |
|  |   | 5808630                  | Donald Robert Pannell   | 6396809                   | Brian D. Holden, Brian D. Alleyne,<br>Darren S. Braun, Nadeem Haq  |
|  |   | 5815737                  | Kenneth M. Buckland   | 6407412                   | Krzysztof Iniewski, Sebastian Claudiusz<br>Magierowski   |
|  |   | 5677650                  | Tadeus Kwasniewski, Maamoun Abou-Seido,<br>Stephan Iliasevitch  | 6445705                   | Brian D. Holden, Brian D. Alleyne,<br>Darren S. Braun, Nadeem Haq, Chee Hu   |
|  |   | 6292486                  | Vernon Robert Little  | 6449274                   | Brian D. Holden, Brian D. Alleyne,   |
|  |   | 5668797                  | Maher Nihad Fahmi, John Richard Bradshaw  |                           |  |



| Target pre-acquisition |           | Acquirer pre-acquisition |   | Acquirer post-acquisition |  |
|------------------------|-----------|--------------------------|---|---------------------------|--|
| Patent                 | Inventors | Patent                   | Inventors   | Patent                    | Inventors  |
|                        |           | 5640398                  | Larrie Carr, Winston Mok  |                           | Darren S. Braun, <b>Imran Chaudhri</b> , Kevin Reno,   |
|                        |           | 6002714                  | Charles Kevin Huscroft  |                           | <b>Nadeem Haq</b> , Chee Hu, Raghavan P Menon,   |
|                        |           | 5751697                  | Sivakumar Radhakrishnan,<br>Stephen J. Dabecki                          | 6587514                   | <b>Dinesh Venkatachalam</b> , Steve T Sprouse<br><b>Andrew S. Wright</b> , <b>Bartholomeus T. W.</b>   |
|                        |           | 5479590                  | Tao Lin   |                           | <b>Klijnsen</b> , Paul V. Yee, Chun Yeung  |
|                        |           | 5568486                  | Charles K. Huscroft, David W. Wong,<br>Steven F. Lang, Vernon R. Little |                           | <b>Kevin Hung</b> , <b>Steven J. Bennett</b>   |
|                        |           | 5512860                  | Charles K. Huscroft, Graham B. Smith,<br>Brian D. Gerson                | 6631466                   | <b>Vikram Chopra</b> , <b>Ajay Desai</b> , <b>Raghunath Iyer</b> ,<br><b>Sundar Iyer</b> , <b>Moti Jiandani</b> , <b>Ajit Shelat</b> ,<br><b>Navneet Yadav</b> |
|                        |           | 5586309                  | Tao Lin   | 6671758                   | <b>Richard Cam</b> , <b>Winston Mok</b> , <b>Jonathan Loewen</b>   |
|                        |           | 5598552                  | Bahram Fotouhi, Mir B. Ghaderi  | 6697436                   | <b>Andrew S. Wright</b> , <b>Bartholomeus T. W.</b>  |
|                        |           | 5423009                  | Michael H. Zhu  |                           | <b>Klijnsen</b> , Paul V. Yee, Chun Yeung  |
|                        |           | 5489902                  | Jyn-Bang Shyu, Roubik Gregorian   |                           | <b>Kevin Hung</b> , <b>Steven J. Bennett</b>   |
|                        |           | 5548230                  | Brian D. Gerson, Kevin Huscroft,<br>Martin Mallinson                    | 6735212                   | <b>Costas Calamvokis</b>   |
|                        |           | 5436597                  | Frank M. Dunlap, Vincent S. Tso   | 6744787                   | <b>Winston Mok</b> , <b>Ryan Richard Schatz</b> , <b>John Norman Walsh</b>   |
|                        |           | 5548580                  | Kenneth M. Buckland   | 6798744                   | <b>Jonathan David Loewen</b> , <b>John Richard</b><br><b>Bradshaw</b> , <b>Jeffery John Brown</b>  |
|                        |           | 5550495                  | Bahram Fotouhi  | 6798843                   | <b>Andrew S. Wright</b> , <b>Bartholomeus T. W.</b>  |
|                        |           |                          |   |                           | <b>Klijnsen</b> , Paul V. Yee, Chun Yeung  |
|                        |           |                          |   |                           | <b>Kevin Hung</b> , <b>Steven J. Bennett</b>   |
|                        |           |                          |   | 7110358                   | <b>David Joseph Clinton</b> , <b>Jonathan David Loewen</b> ,<br><b>Jeff Dillabough</b> , <b>Minette Ashley Dannhardt</b>                                       |
|                        |           |                          |   | 7185081                   | <b>Heng Liao</b>   |
|                        |           |                          |   | 7188168                   | <b>Heng Liao</b>   |
|                        |           |                          |   | 6089948                   | <b>A. Franklin LaBarbara, Jr.</b> , <b>Georgina M.</b><br><b>Melone</b> , <b>Nash S. Desent</b> , <b>Gregory R. Horton</b>                                     |
|                        |           |                          |   | 6095890                   | <b>Kevin M. George</b> , <b>Michele P. Trammell</b>  |
|                        |           |                          |   | 6142869                   | <b>Karl R. Meyer</b> , <b>Daniel H. Seifert</b>  |
|                        |           |                          |   | 6168160                   | <b>Daniel J. DeOreo</b> , <b>Yoshizo Nagasaka</b>  |
|                        |           |                          |   | 6203395                   | <b>Craig J. McElhaney</b>  |
|                        |           |                          |   | 6238261                   | <b>Timothy J. G. Lang</b>  |
|                        |           |                          |   | 6248017                   | <b>Alan P. Roach</b>   |
|                        |           |                          |   | 6257948                   | <b>Dana A. Silva</b>   |
|                        |           |                          |   | 6296268                   | <b>Jeffrey M. Ford</b> , <b>Craig J. McElhaney</b> ,<br><b>Lee Spielberger</b>   |
|                        |           |                          |   | 6497607                   | <b>David Mark Hampton</b> , <b>Caleb Chung</b>   |
|                        |           |                          |   | 6537128                   | <b>David Mark Hampton</b> , <b>Caleb Chung</b>   |
|                        |           |                          |   | 6544098                   | <b>David Mark Hampton</b> , <b>Caleb Chung</b>   |
|                        |           |                          |   | 6244260                   | <b>Mark Ragoza</b> , <b>Bruce E. Foster</b> ,<br><b>Peter C. Ferraro</b>   |
|                        |           |                          |   | 6283872                   | <b>Michael Lichodziejewski</b> , <b>Seum Lim Gan</b> ,<br><b>Craig Dennis Sellers</b> , <b>John Wildman</b>  |

*Example 4 - Acquirer: Hasbro Inc, Target: Tiger Electronics Inc*

|         |   |         |   |
|---------|---|---------|---|
| 4802879 | Owen R. Rissman, Henry T. H. Tai  | 5921843 | Joseph F. Skrivan, David J. Ribbe   |
| 4907804 | Abraham Arad, Melvin Kennedy  | 5829830 | Kevin V Maloney   |
| 4968281 | Shari L. Smith, Howard J. Morrison  | 5791326 | Robert L. Brown, Michael A. Moore,<br>Hampton R. Woodhouse  |
| 4995844 | John P. McNett, Sal Mucaro  | 5901693 | Joseph J. Smith   |
| 5083964 | Avi Arad, Melvin R. Kennedy   | 6086478 | <b>Daniel B. Klitsner</b> , Robert M. Welch   |
| 5569868 | Chun S. Leung   | 5830089 | Jeffrey T. Halter, Brian S. Dengler   |
| 5672108 | Clive Lam, Ralph F. Osterhout   | 5906369 | William H. Brennan, Lucinda I. Tavernise,<br>Frederic W. Stucklen, Robert H. Beck,<br>Michael Marra |
| 5685776 | Zarko Stambolic, Shari L. Smith,<br>Frank Mercurio, Howard J. Morrison    | 5902116 | Frederick M. Rieber, Joseph P. Seinowski,<br>Randolph J. Primozic, Jr.                              |
| 5743796 | Zeki Orak, <b>Dan Klitsner</b>  | 5850628 | <b>Robert W. Jeffway, Jr.</b>   |
| 5816885 | Michael J. Goldman, <b>Robert W. Jeffway, Jr.</b>                         | 6079985 | David J. Wohl, Joseph F. Truchsess,<br>Alexander L. Baytman, Robert S. Winslow                      |
| 5855513 | Clive Lam   | 5827136 | David J. Wohl, Joseph F. Truchsess,<br>Alexander L. Baytman, Robert S. Winslow                      |
| 5865677 | <b>Martin Ion Goldfarb</b> , <b>Adolph Eddy</b><br><b>Goldfarb</b>        | 5919075 | Kevin M. George, Michele P. Trammell  |
| 5893798 | Zarko Stambolic, Shari L. Smith,<br>Frank Mercurio, Howard J. Morrison    |         |   |
| 5904621 | David Bernard Small, Brian Douglas Farley,<br>Jeffrey Jones, Paul S. Rago |         |   |

| Target pre-acquisition |   | Acquirer pre-acquisition |  | Acquirer post-acquisition |                                       |
|------------------------|---|--------------------------|--|---------------------------|---------------------------------------|
| Patent                 | Inventors   | Patent                   | Inventors  | Patent                    | Inventors                             |
| 5971855                | Victor Ng   | 5947474                  | Kazutsugu Kanagawa, Asayoshi Asami,                    |                           | Scott S. Clark, Karl R. Meyer         |
| 5976018                | Gil Druckman  |                          | Daniel J. DeOreo, Chris Conger                         | 6394874                   | Takao Kubo, Todd Miller Lustgarten    |
| 6042478                | Victor Ng   | 5975068                  | Jeffrey T. Halter, Joseph J. Smith,                    | 6801815                   | Andrew S.Filo, David G.Capper         |
| 6109925                | Gil Druckman, Danny Hershkovitz                             |                          | Gerard M. O'Shea                                       | 7081033                   | Miriam Mawle, David L Peterson,       |
| 6149490                | David Hampton, Caleb Chung                                  | 5724954                  | Joseph J. Smith  |                           | Franklin La Barbara, Mark Wiesenhahn, |
| 6159101                | Mark Christopher Simpson                                    | 5994853                  | David J. Ribbe   |                           | David Lewinski, Todd Rywolt           |
| 6254485                | Kazutsugi Kanagawa, Hideyasu<br>Karasawa, Norihito Yamanaka | 5701878                  | Michael A. Moore, David R. Griffin,                    | 7120509                   | Andrew S. Filo, David G. Capper       |
|                        |   |                          | Jeffery Dubose   |                           |                                       |
|                        |   | 5727982                  | Steven K. Hurt   |                           |                                       |
|                        |   | 5702282                  | Ralph A. Beckman, Stephen A. Schwartz,                 |                           |                                       |
|                        |   |                          | Roseann Radosevich, Michele P. Trammell                |                           |                                       |
|                        |   | 5668333                  | Gregory R. Horton, Robert S. Winslow                   |                           |                                       |
|                        |   | 5722874                  | Gregory R. Horton, James Cartabiano, Nancy Lavey       |                           |                                       |
|                        |   | 5711285                  | Randolph C. Stewart, Daniel G. Meiser, Robert L. Brown |                           |                                       |
|                        |   | 5803060                  | Joseph F. Skivran                                      |                           |                                       |
|                        |   | 5651716                  | Kevin B. Mowrer, Nick H. Langdon                       |                           |                                       |
|                        |   | 5676374                  | David W. Bossa, Christopher A. Down,                   |                           |                                       |
|                        |   |                          | Edward J. Estabrook, Ralph J. Kulesza,                 |                           |                                       |
|                        |   |                          | Wayne A. Kuna  |                           |                                       |
|                        |   | 5782379                  | JoAnn M. Traub, Craig C. Selvage                       |                           |                                       |
|                        |   | 5715802                  | Michael A. Moore, Robert L. Brown                      |                           |                                       |
|                        |   | 5791253                  | Douglas Schultheis, Lee Spielberger                    |                           |                                       |
|                        |   | 5718335                  | Mark D. Bodreaux                                       |                           |                                       |
|                        |   | 5752870                  | Hideyasu Karasawa, Asayoshi Asami,                     |                           |                                       |
|                        |   |                          | Tadayuki Watanabe                                      |                           |                                       |
|                        |   | 5619373                  | Dietrich Meyerhofer, Herschel C. Burstyn               |                           |                                       |
|                        |   | 5501457                  | Nobuaki Ogihara  |                           |                                       |
|                        |   | 5458523                  | Hironobu Aoki, Minoru Sugiyama                         |                           |                                       |
|                        |   | 5697613                  | Darrell Merino, Dwayne Carr, Randall Moormann          |                           |                                       |
|                        |   | 5535729                  | David R. Griffin, Ronald C. Boyle                      |                           |                                       |
|                        |   | 5603176                  | Fred D. Eddins, Linwood E. Doane, Jr.                  |                           |                                       |
|                        |   | 5738079                  | Bryan R. Keller, Robert Louis Brown,                   |                           |                                       |
|                        |   |                          | Daniel G. Meiser, Kurt Wierwille                       |                           |                                       |
|                        |   | 5618219                  | Dean C. Simone, Rand W. Siegfried,                     |                           |                                       |
|                        |   |                          | Gerald M. Rodmaker                                     |                           |                                       |
|                        |   | 5553643                  | Adolph E. Goldfarb, David A. Jackson,                  |                           |                                       |
|                        |   |                          | Martin I. Goldfarb, Fred D. Eddins                     |                           |                                       |
|                        |   |                          | Linwood E. Doane Jr.                                   |                           |                                       |
|                        |   | 5681170                  | Frederick M. Rieber, Joseph P. Sejnowski,              |                           |                                       |
|                        |   |                          | Randolph J. Primozic, Jr.                              |                           |                                       |
|                        |   | 5560055                  | Scott Ziegler  |                           |                                       |
|                        |   | 5575738                  | Charles J. Millington, Melissa M. Morgan               |                           |                                       |
|                        |   | 5590876                  | Joseph P. Sejnowski                                    |                           |                                       |

| Target pre-acquisition |   | Acquirer pre-acquisition |  | Acquirer post-acquisition |   |
|------------------------|---|--------------------------|--|---------------------------|---|
| Patent                 | Inventors   | Patent                   | Inventors  | Patent                    | Inventors   |
|                        |   | 5470267                  | Edward P. Busam  |                           |   |
|                        |   | 5507550                  | Kevin V. Maloney   |                           |   |
|                        |   | 5594976                  | Nikolay Shkolnik, Baruch Kantor, Domingos Joaquim  |                           |   |
|                        |   | 5383808                  | David M. DuBois  |                           |   |
|                        |   | 5441289                  | Lee Spielberger  |                           |   |
|                        |   | 5510812                  | Kerry D. O'Mara, Paul J. Smalser, Sr.  |                           |   |
|                        |   | 5454745                  | Lee Spielberger  |                           |   |
|                        |   | 5404731                  | Jo Ann M. Traub  |                           |   |
|                        |   | 5603507                  | Steve E. Tice  |                           |   |
|                        |   | 5621207                  | Kerry D. O'Mara  |                           |   |
|                        |   | 5415632                  | Ilan Samson  |                           |   |
|                        |   | 5531210                  | Daniel G. Meiser, Randolph C. Stewart  |                           |   |
|                        |   | 5295701                  | Frederick M. Reiber, Joseph P. Sejnowski   |                           |   |
|                        |   | 5460430                  | Charles W. Miga, Jr., Khipra Nichols   |                           |   |
|                        |   | 5458394                  | Khipra J. Nichols, Lisa M. Perrine   |                           |   |
|                        |   | 5335917                  | Wayne A. Kuna  |                           |   |
|                        |   | 5409364                  | Douglas A. Schultheis, Christina M. Beecher  |                           |   |
|                        |   | 5351955                  | Mary Danby   |                           |   |
|                        |   | 5403018                  | Joseph P. Sejnowski, Douglas Schultheis  |                           |   |
|                        |   | 5382188                  | Dalita R. Tomellini  |                           |   |
|                        |   | 5240260                  | Ned Strongin   |                           |   |
|                        | <i>Example 5 - Acquirer: Parker Hannifin Corp, Target: Lokring Corp, General Valve Corp</i> |                          |  |                           |   |
| 4482174                | Vijay K.Puri  | 5386843                  | John F. Church   | 5639370                   | Ronald E. Fall, Mehrdad Jafarabadi,<br>John M. Ruddock  |
| 5110163                | Robert W.Benson, Christopher G.<br>Dietemann, Mark J.Beiley,<br>Sohel A.Sareshwala          | 5413031                  | Bruce E. Kohlmeyer   | 5647398                   | Dennis C. Giesler   |
| 5114191                | Sohel A.Sareshwala  | 5413309                  | Dennis C. Giesler  | 5683120                   | David J. Brock, Kimberly J. Gilbert,<br>Lyle E. Parrish   |
| 5181752                | Robert W.Benson, Mark J.Beiley,<br>Sohel A.Sareshwala, Steven T.<br>Croft, Jack M. Vaughn   | 5427501                  | Yu-Sen J. Chu  | 5693935                   | William L. Hassler, Jr., Sandra Harper, Eric<br>Chapman, Michael Nolan, William R. Scley<br>John P. Tow |
| 5305510                | Steven T. Croft, Maxwell B. Ho  | 5445358                  | Keith J. Anderson  | 5730420                   | Jing-Chau Wu, Patrick P. Barber,<br>Lewis L. Aldridge   |
| 5285805                | George N. Proper  | 5458767                  | Walter H.Stone   | 5753120                   | Michael D. Clausen, Russell D. Jensen   |
|                        |   | 5472216                  | Kenneth R. Albertson, Vernon R. Bolinder   | 5758910                   | Patrick P. Barber, Lewis L. Aldridge  |
|                        |   | 5541405                  | William L. Hassler Jr., Sandra Harper,<br>Eric Chapman, Michael Nolan<br>William R. Schley               | 5761907                   | Robert R. Pelletier, Kiran Patwari  |
|                        |   | 5547572                  | Walter H. Stone  | 5770065                   | Peter Popoff, David H. Hodgkins, Michael D.<br>Clausen, Victor R. Oelschlaegel                          |
|                        |   | 5550326                  | Bradley K. Kesel   | 5778697                   | Gary Wantuck  |
|                        |   | 5570580                  | Robert T. Mains  | 5778753                   | George Douglas Higgins  |
|                        |   | 5575833                  | Gary E. Griffin  | 5781151                   | Donald A. Stratton  |
|                        |   | 5584513                  | Michael A. Sweeny, John R. Greco,<br>Donald E. Washkewicz  | 5781412                   | Miksa de Sorgo  |
|                        |   | 5598696                  | Robert E. Stotts   | 5799696                   | Andreas A. Weiss  |
|                        |   | 5645718                  | Steven D. Hardison, Walter H. Stone  | 5804762                   | Peter M. Jones, Joseph C. Houle   |
|                        |   | 5289692                  | Chester Campbell, Sandra L. Harper,<br>Jain Virender, Richard L. Kenyon,<br>Alan Matthies, Roy M. Yabuki |                           |   |

| Target pre-acquisition |           | Acquirer pre-acquisition |  | Acquirer post-acquisition |   |
|------------------------|-----------|--------------------------|--|---------------------------|---|
| Patent                 | Inventors | Patent                   | Inventors  | Patent                    | Inventors   |
|                        |           | 5335513                  | Chester D. Campbell, Sandra L. Harper, Virender Jain, Richard L. Kenyon, Alan Matthies, Roy M. Yabuki                                | 5807481                   | David H. Hodgkins, Dale M. Giva   |
|                        |           | 5362392                  | Russell D. Jensen  | 5860796                   | Michael D. Clausen  |
|                        |           | 5372508                  | Manfred Hautzenroder   | 5877476                   | Roy M. Yabuki, Virender Jain, Richard L. Kenyon, Michael Nolan  |
|                        |           | 5390897                  | Chester D. Campbell, Sandra L. Harper, Virender Jain, Richard L. Kenyon, Alan Matthies, Roger G. Riefler, Roy M. Yabuki, Ashok Zopey | 5883800                   | Lars-Berno Fredriksson  |
|                        |           | 5413147                  | Luis Moreiras, Frederick J. Davis, Issac Shilad  | 5902956                   | George H. Spies, Richard A. Hamel, Jonathon E. Mitchell, William Lionetta, James A. Bradley                     |
|                        |           | 5435884                  | Harold C. Simmons, Rex. J. Harvey  | 6068762                   | Walter H. Stone, Michael D. Clausen   |
|                        |           | 5460349                  | Chester D. Campbell, Sandra L. Harper, Virender Jain, Richard L. Kenyon, Alan Matthies, Roger G. Riefler, Roy M. Yabuki, Ashok Zopey | 6081224                   | Richard Rosenbrock  |
|                        |           | 5484122                  | Dennis W. DeSalve  | 6521164                   | Thomas L. Plummer, Val C. Comes, George R. Wallace  |
|                        |           | 5490680                  | Hiralal V. Patel, Edward M. Fernandes  | 6955408                   | Johannes Schmitt  |
|                        |           | 5537089                  | Milton J. Greif, Curtis E. Stevens   | 6992563                   | Joerg Plumeier  |
|                        |           | 5540463                  | Edward Potokar   | 5740967                   | Harold C. Simmons, Rex J. Harvey  |
|                        |           | 5643446                  | Michael D. Clausen, Russell D. Jensen, Walter H. Stone   | 5762796                   | Edward M. Zraik   |
|                        |           | 5670042                  | Michael D. Clausen, Walter H. Stone  | 5763976                   | Steven R. Huard   |
|                        |           | 5215660                  | William M. Mosher, Jim J. Melfi  | 5847535                   | Jack Nordquist, Mark C. Calahan, Timothy J. Damiano, Christopher M. Botka                                       |
|                        |           | 5345811                  | George Alexandrovich, Sr., Stanley Sporn, Stanley Wood   | 5851004                   | Jing-Chau Wu, Patrick P. Barber, Lewis L. Aldridge  |
|                        |           | 5374084                  | Edward Potokar   | 5858227                   | Walter H. Stone, Michael D. Clausen   |
|                        |           | 5295656                  | Chester D. Campbell, Sandra L. Harper, Virender Jain, Richard L. Kenyon, Alan Matthies, Roger G. Riefler, Roy M. Yabuki, Ashok Zopey | 5887876                   | Lewis L. Aldridge, Kenneth W. Sawyer  |
|                        |           | 5207898                  | David H. Hodgkins  | 5890719                   | Alan C. Bettencourt   |
|                        |           | 5171027                  | Ronald A. Domkowski, George H. Johnson, Vinay K. Nilkanth  | 5910165                   | Cary Haramoto, Michael L. Ford, Tom C. Wilson   |
|                        |           | 5362389                  | Steven D. Hardison, Walter H. Stone  | 5910524                   | John P. Kalinoski   |
|                        |           | 5404909                  | Lowell R. Hanson   | 5944322                   | Shane J. Coff, Alan C. Bettencourt, Rodney A. Chambers  |
|                        |           | 5348354                  | Jean-Pierre Badoureaux   | 5956830                   | Donald B. Imbus, Christopher L. Fleece  |
|                        |           | 5252939                  | Roger G. Riefler, Kenton L. Durham   | 5956987                   | Bernard Anthoine  |
|                        |           | 5423178                  | Robert T. Mains  | 5996407                   | Martin Hewitt   |
|                        |           | 5234193                  | Leonard D. Neal, Jr., John H. Thomas   | 6005191                   | Wen-Shian V. Tzeng, Ronald Saccuzzo, Jonathan E. Mitchell   |
|                        |           | 5255699                  | Eugene H. Herzan, Dennis C. Giesler  | 6019399                   | Michael A. Sweeney  |
|                        |           | 5105621                  | Harold C. Simmons, Roger V. Jones  | 6021635                   | John H. Gaag, Raman Ras   |
|                        |           | 5169160                  | William Gaskill, Robert J. Giovannetti, Thomas F. Stabosz, Jr., Lido Boni  | 6032363                   | Timothy E. Volin, James D. Gibson   |
|                        |           |                          |  | 6036237                   | Michael A. Sweeney  |
|                        |           |                          |  | 6040676                   | Jack Nordquist, Mark J. Calahan, Timothy J. Damiano, Christopher M. Botka                                       |
|                        |           |                          |  | 6053334                   | Peter Popoff, David H. Hodgkins, Michael D. Clausen, Russell D. Jensen, Walter H. Stone, Victor A. Oelschlaegel |
|                        |           |                          |  | 6054198                   | Michael H. Bunyan, Miksa de Sorgo   |
|                        |           |                          |  | 6096414                   | Kent M. Young   |
|                        |           |                          |  | 6099729                   | Albert F. Cella, Donald J. Gembolis, John A. Trott  |

| Target pre-acquisition   |  | Acquirer pre-acquisition |  | Acquirer post-acquisition |  |
|--|--|--------------------------|--|---------------------------|--|
| Patent   | Inventors  | Patent                   | Inventors  | Patent                    | Inventors  |
|  |  | 5258931                  | William L. Hassler, Jr.  | 6235192                   | James J. Melfi, Gary E. Griffin  |
|  |  | 5114190                  | Robert C. Chalmers   | 6303180                   | Michael H. Bunyan, John P. Kalinoski   |
|  |  | 5123815                  | Bruce D. Larkin, Paul K. Houtman   | 6959244                   | Marko Maschek, Michael Henne   |
|  |  | 5035729                  | David H. Hodgkins  | 6982628                   | Heidrun Hacker, Stephan Schmitz  |
|  |  | 5149109                  | Jerry G. Jelinek, Orville J. Bain  | 7003272                   | Thomas Mader, Gerhard Kottschlag, Gerhard Pitz   |
|  |  | 5127661                  | David C. Franson, Mark A. Kavanaugh,<br>Wallace K. Snead                             | 7099795                   | Juergen Gerstenmeier, Matthias Moerbe  |
|  |  | 5197443                  | David H. Hodgkins  |                           |  |
|  |  | 5365249                  | Robert S. Benward  |                           |  |
|  |  | 5244571                  | John F. Church, Kenneth N. Wynne, Darwin L.<br>Brooks, Walter H. Stone, Peter Popoff |                           |  |
|  |  | 5339249                  | William R. Schaeffer   |                           |  |
|  |  | 5131145                  | Jean-Pierre Badoureaux   |                           |  |
|  |  | 5094143                  | Robert E. Andersen, Jr.  |                           |  |
|  |  | 5048791                  | John E. Ellison, Mai Ujgin   |                           |  |
|  |  | 5062456                  | Horise M. Cooke, Richard F. Deiss  |                           |  |
|  |  | 5193431                  | John R. Propsting, George D. Higgins   |                           |  |
|  |  | 5044055                  | Richard F. Howarth, Robert A. DiDomizio,<br>W. Edward Johnston                       |                           |  |
|  |  | 5036825                  | Walter H. Stone  |                           |  |
|  |  | 4976285                  | John Church, Victor R. Oelschlaegel,<br>J. Donald Emery                              |                           |  |
|  |  | 5092634                  | William P. Miller  |                           |  |
|  |  | 5042447                  | Walter H. Stone  |                           |  |
|  |  | 5066049                  | Peter J. Staples   |                           |  |
|  |  | 5019141                  | Jeffrey H. Granville, John Church,<br>David H. Hodgkins                              |                           |  |
|  |  | 5092152                  | William P. Miller, Michael D. Cawley   |                           |  |
|  |  | 5095632                  | William L. Hassler, Jr., Stephen F. McCleskey  |                           |  |
|  |  | 5026022                  | Clifford F. Bastle   |                           |  |
|  |  | 5044401                  | Dennis C. Giesler, Lowell R. Hanson  |                           |  |
|  |  | 5071327                  | Darrell W. Brewer  |                           |  |
|  |  | 5007458                  | Jerald J. Marcus, John F. Berninger  |                           |  |
|  |  | 5071174                  | Gary E. Griffin, David C. Clark  |                           |  |
| <i>Example 6 - Acquirer: Coherent Inc, Target: DeMaria ElectroOptics Systems</i> |  |                          |  |                           |  |
| 5680412  | Anthony J. DeMaria, John T. Kennedy,<br>Richard A. Hart                        | 6603498                  | Tuomo Konnunaho, Harry Asonen, Arto<br>K. Salokatve, Jari Tapani Naepi               | 6913794                   | Anthony P. Hoult, Scott J. Crane   |
| 6089076  | Eric R. Mueller, Richard A. Hart,<br>William A. Veronesi, Frederick T. Olender | 6478452                  | Matthew O. Richardson, Haiyin Sun,<br>Christopher John Kruger                        | 6671303                   | Yang Pang  |
| 6154307  | William A. Veronesi, Frederick T.<br>Olender, Richard A. Hart                  | 6788722                  | John T. Kennedy, Richard A. Hart,<br>Leon A. Newman, Anthony J. DeMaria              | 7010194                   | Serguei G. Anikichev, Mathew N. Rekow  |
| 6192061  | Richard A. Hart, John T. Kennedy,<br>Eric R. Mueller, Leon A. Newman           | 6590911                  | Luis A. Spinelli, Andrea Caprara,<br>Gary Y. Wang, R. Russel Austin                  | 6784399                   | Corey M. Dunskey, Hisashi Matsumoto,<br>Richard S. Harris, John T. Kennedy,<br>Vernon A. Seguin, Leon Newman |
|  |  |                          |  | 6567434                   | Luis A. Spinelli, Briggs Atherton  |
|  |  |                          |  | 6661830                   | Murray K. Reed, R. Russel Austin   |

| Target pre-acquisition |           | Acquirer pre-acquisition |   | Acquirer post-acquisition |   |
|------------------------|-----------|--------------------------|---|---------------------------|---|
| Patent                 | Inventors | Patent                   | Inventors   | Patent                    | Inventors   |
|                        |           | 6370168                  | Luis A. Spinelli  | 6612719                   | Matthew O. Richardson, Haiyin Sun,  |
|                        |           | 6526073                  | Luis A. Spinelli, Briggs Atherton   |                           | Christopher J. Kruger, <a href="#">Daniel W. Callen</a>   |
|                        |           | 6198756                  | Andrea Caprara, Luis A. Spinelli  | 6898231                   | <a href="#">Stuart David Butterworth</a>  |
|                        |           | 6285702                  | Andrea Caprara, Juan L. Chilla, Luis A. Spinelli  | 6826204                   | <a href="#">John T. Kennedy</a> , <a href="#">Richard A. Hart</a> ,<br><a href="#">Lanny Laughman</a> , <a href="#">Joel Fontanella</a> , <a href="#">Anthony J. Demaria</a> , <a href="#">Leon A. Newman</a> , <a href="#">Robert Henschke</a> |
|                        |           | 6292501                  | Harold David DuBose   | 6683901                   | Andrea Caprara, Juan L. Chilla,<br>Luis A. Spinelli   |
|                        |           | 6272156                  | Murray K. Reed, Briggs Atherton   | 6773142                   | Mathew N. Rekow   |
|                        |           | 6168832                  | A. Neil Boucher   | 6798816                   | <a href="#">Anthony J. DeMaria</a> , <a href="#">Vernon A. Seguin</a> ,<br><a href="#">Lanny Laughman</a>   |
|                        |           | 6292498                  | Juergen Pfaff   | 7044653                   | <a href="#">Eugene E. Reis</a>  |
|                        |           | 6115396                  | Kevin P. Connors  | 6782033                   | <a href="#">Janet G. Ozasa</a>  |
|                        |           | 6154318                  | R. Russel Austin, R. Ian Edmond   | 6687270                   | <a href="#">Wyndham Robertson, III</a>  |
|                        |           | 6785440                  | Jorg Lawrenz-Stolz  | 6697408                   | <a href="#">John T. Kennedy</a> , <a href="#">Richard A. Hart</a> ,<br><a href="#">Lanny Laughman</a> , <a href="#">Joel Fontanella</a> , <a href="#">Anthony J. Demaria</a> , <a href="#">Leon A. Newman</a> , <a href="#">Robert Henschke</a> |
|                        |           | 6156049                  | Paul H. Lovato, David Alan Gollnick,<br>Russell Alex Zinner, David P. Thompson,<br>Kevin Connors, Mike Hmelar | 7058093                   | <a href="#">John T. Kennedy</a> , <a href="#">Richard A. Hart</a> ,<br><a href="#">Lanny Laughman</a> , <a href="#">Joel Fontanella</a> , <a href="#">Anthony J. DeMaria</a> , <a href="#">Leon A. Newman</a> , <a href="#">Robert Henschke</a> |
|                        |           | 6298076                  | Andrea Caprara, Juan L.Chilla, Luis A.Spinelli  |                           | <a href="#">Serguei G. Anikitchev</a> , <a href="#">R. Russel Austin</a>  |
|                        |           | 6620347                  | Dominic N. Lo Iacono  | 6980358                   | <a href="#">Tracy F. Thonn</a> , <a href="#">R. Ian Edmond</a>  |
|                        |           | 6097742                  | Andrea Caprara, Juan L. Chilla,<br>Luis A. Spinelli   | 6999490                   | <a href="#">John Kennedy</a> , <a href="#">Lanny Laughman</a> , <a href="#">Anthony DeMaria</a> , <a href="#">Ronald Straayer</a>   |
|                        |           | 6130900                  | John F. Black, George Frangineas,<br>Hartmuth Hecht   | 7221452                   | <a href="#">Jill D. Berger</a> , <a href="#">Douglas W. Anthon</a> ,<br><a href="#">Fedor A. Ilkov</a> , <a href="#">David A. King</a>  |
|                        |           | 6055261                  | Murray Keith Reed, John Roderick Lincoln  | 7038781                   | <a href="#">Norman Hodgson</a> , <a href="#">Michael Hertwig</a> ,<br><a href="#">H. Yang Pang</a>  |
|                        |           | 6574255                  | Andrea Caprara, Juan L. Chilla,<br>Luis A. Spinelli   | 7113529                   | <a href="#">Vernon Seguin</a> , <a href="#">Leon Newman</a> ,<br><a href="#">R. Russel Austin</a> , <a href="#">Anthony DeMaria</a>   |
|                        |           | 6418154                  | Axel Kneip, Ruediger von Elm  | 7180928                   | Andrea Caprara, Juan L. Chilla<br>Luis A. Spinelli  |
|                        |           | 6287299                  | Michael W. Sasnett, R. Russel Austin  | 6931035                   | Charles X. Wang   |
|                        |           | 6414980                  | Charles Xiaoyi Wang, Acle V. Hicks,<br>Edward C. Rea, Jr.   | 7003003                   | <a href="#">Eric R. Mueller</a> , <a href="#">Ronald Straayer</a>   |
|                        |           | 6229831                  | John L. Nightingale, Michael Hmelar   | 7046709                   | <a href="#">Vernon Seguin</a> , <a href="#">Leon Newman</a> , <a href="#">John Kennedy</a>  |
|                        |           | 6167068                  | Andrea Caprara, Juan L. Chilla,<br>Luis A. Spinelli   | 7039079                   | <a href="#">Vernon Seguin</a> , <a href="#">Leon Newman</a> , <a href="#">John Kennedy</a> ,<br><a href="#">Joel Fontanella</a> , <a href="#">Anthony DeMaria</a>   |
|                        |           | 5991318                  | Caprara; Andrea, Chilla;<br>Juan L., Luis A. Spinelli   | 6940880                   | <a href="#">Stuart Butterworth</a> , <a href="#">Andrea Caprara</a> ,<br><a href="#">R. Russel Austin</a>   |
|                        |           | 6031953                  | Matthew Noel Rekow,<br>John Lawrence Nightingale  | 7164108                   | <a href="#">Jay T. Lofthouse-Zeis</a> , <a href="#">Tracy Francis Thonn</a>   |
|                        |           | 6072573                  | Christopher J. Kruger, Gerald H. Williams,<br>Robert R. Naquin, Charles W. Dennett                            | 7139300                   | <a href="#">Serguei G. Anikitchev</a> , <a href="#">Andrea Caprara</a>  |
|                        |           | 6053981                  | Arto K. Salokatve, David C. Poole   | 6993059                   | <a href="#">Serguei G. Anikitchev</a> , <a href="#">R. Russel Austin</a>  |
|                        |           | 6081379                  | R. Russel Austin, Boris Golubovic   | 7006549                   | <a href="#">Serguei G. Anikitchev</a> , <a href="#">R. Russel Austin</a>  |
|                        |           | 6038241                  | Rudiger von Elm, Axel Kneip   |                           |   |
|                        |           | 5999555                  | Kevin P. Connors, James L. Hobart,<br>Edward D. Reed, David Trost   |                           |   |
|                        |           | 5911718                  | J. Michael Yarborough, R. Rox Anderson  |                           |   |

| Target pre-acquisition |           | Acquirer pre-acquisition |  | Acquirer post-acquisition |           |
|------------------------|-----------|--------------------------|--|---------------------------|-----------|
| Patent                 | Inventors | Patent                   | Inventors  | Patent                    | Inventors |
|                        |           |                          | George Marcellino, Gerald M. Mitchell  |                           |           |
|                        |           | 6115402                  | Andrea Caprara   |                           |           |
|                        |           | 6141369                  | Wolf Seelert, Vasily Ostroumov   |                           |           |
|                        |           | 6222673                  | R. Russel Austin, R. Ian Edmond  |                           |           |
|                        |           | 6327293                  | Arto K. Salokatve, Juan L. A. Chilla   |                           |           |
|                        |           | 6144787                  | Timothy J. Johnston, John L. Nightingale   |                           |           |
|                        |           | 6027256                  | John Lawrence Nightingale, Matthew Rekow,<br>Daniel K. Negus, Richard D. Cullins,<br>Michael Jay Finander  |                           |           |
|                        |           | 5772657                  | Michael Hmelar, Nubar Manoukian  |                           |           |
|                        |           | 5848081                  | Edward D. Reed, James Hobart   |                           |           |
|                        |           | 6026112                  | Hartmuth Hecht, Mark Lange, James Hobart   |                           |           |
|                        |           | 5781571                  | C. David Nabors, George Frangineas   |                           |           |
|                        |           | 5852626                  | Edward D. Reed   |                           |           |
|                        |           | 6096031                  | Gerald M. Mitchell, Edward D. Reed,<br>Greg J. Spooner, Michael Hmelar   |                           |           |
|                        |           | 5729643                  | Michael Hmelar, Ron C. Mehl, Paul Lovato   |                           |           |
|                        |           | 5781574                  | Kevin P. Connors, James L. Hobart, Edward D.<br>Reed, David Trost, Kenneth J. Bossie,<br>Thomas William McCurnin, Gerald M.<br>Mitchell, J. Michael Yarborough |                           |           |
|                        |           | 6024751                  | Paul H. Lovato, David Alan Gollnick,<br>Russell Alex Zinner, David P. Thompson,<br>Kevin Connors, Michael Hmelar   |                           |           |
|                        |           | 6151342                  | John L. Nightingale, Michael Hmelar,<br>C. David Nabors  |                           |           |
|                        |           | 5949932                  | Jorg Lawrenz-Stolz   |                           |           |
|                        |           | 5957915                  | David Trost  |                           |           |
|                        |           | 6081637                  | Mathew Noel Rekow  |                           |           |
|                        |           | 5754574                  | Jay T. Lofthouse-Zeis, John K. Johnson   |                           |           |
|                        |           | 5928221                  | Michael W. Sasnett, R. Russel Austin   |                           |           |
|                        |           | 5966240                  | Mark H. Lange, Charles K. Langhorn,<br>Dennis G. Fischer, Bruce E. Perilloux   |                           |           |
|                        |           | 6193711                  | Kevin Connors, Greg Spooner, Ralph Saunders  |                           |           |
|                        |           | 5993904                  | A. Neil Boucher  |                           |           |
|                        |           | 5805277                  | Christopher J. Kruger, Gerald H. Williams,<br>Robert R. Naquin, Charles W. Dennett   |                           |           |
|                        |           | 6061374                  | John Lawrence Nightingale, Matthew Rekow   |                           |           |
|                        |           | 5912912                  | Andrea Caprara, Luis A. Spinelli   |                           |           |
|                        |           | 5852692                  | John Lawrence Nightingale, Michael Jansen,<br>Ronii Chris Mehl, Michael Hmelar   |                           |           |
|                        |           | 5930600                  | Wolf Seelert, Jorg Lawrenz-Stolz,<br>Herry Wilhelm, Kai-Peter Stamer   |                           |           |

| Target pre-acquisition |                             | Acquirer pre-acquisition   |   | Acquirer post-acquisition |  |
|------------------------|-----------------------------|--|---|---------------------------|--|
| Patent                 | Inventors                   | Patent   | Inventors   | Patent                    | Inventors  |
|                        |                             | 5912915  | Murray Keith Reed,<br>John Roderick Lincoln   |                           |  |
|                        |                             | 5642370  | Gerald M. Mitchell, Edward D. Reed,<br>Greg J. Spooner, Michael Hmelar                              |                           |  |
|                        |                             | 5640412  | Edward D. Reed  |                           |  |
|                        |                             | 5578029  | Mario A. Trelles, Dale F. Koop  |                           |  |
|                        |                             | 5661737  | Hartmuth Hecht, Edward Reed   |                           |  |
|                        |                             | 5644585  | Gerald M. Mitchell, Edward D. Reed,<br>Greg J. Spooner, Michael Hmelar                              |                           |  |
|                        |                             | 5889805  | Dan Botez, Luke J. Mawst  |                           |  |
|                        |                             | 5798877  | John Lawrence Nightingale,<br>John Anderson Trail, John Kelly Johnson                               |                           |  |
|                        |                             | 6135995  | Michael Arnett, Robert J. Rorden,<br>Gregory Dumond, Jerzy Orkiszewski,<br>David Dewey, David Trost |                           |  |
|                        |                             | 5754573  | J. Michael Yarborough, R. Rox Anderson,<br>George Marcellino, Gerald M. Mitchell                    |                           |  |
|                        |                             | 5812580  | Rashit F. Nabiev, Ian Edmond,<br>Michael Jansen, Fang Fang  |                           |  |
|                        |                             | <i>Example 7 - Acquirer: Masco Corp, Target: Behr Process Corp</i> |   |                           |  |
| 4948054                | Gregory B. Mills            | 5983910  | Mitchell H. Berger, Dennis L. Foster,<br>David K. Shaffer, Phillip B. Simon,<br>John D. Wheatley    | 6715699                   | Ilan Greenberg, Moty Lev,<br>Amir Genosar, John E. Petrovic                                      |
| 4951876                | Gregory B. Mills            |  |   | 6390661                   | Gerard Jay Bellasalma,<br>Joon Taek Kim  |
| 6491750                | James P. Pace, Mary R. Rice | 6295849  | Klaus W. Gartner, Larry I. Cutter,<br>Peter J. Phillips   | 6652988                   | Dimitris Katsamberis, John G. Finch,<br>Joseph A. Elmer, Patrick A. Sullivan                     |
| 6563510                | Mary R. Rice, James P. Pace | 5992902  | Francesco Knapp   |                           | Francesco Knapp  |
| 6632093                | Mary R. Rice, James P. Pace | 6143424  | Patrick B. Jonte, William K. Grant  | 6394133                   | John E. Hathaway, Jeffrey L. Beaver  |
| 6740154                | James P. Pace, Mary R. Rice | 6019132  | Francesco Knapp   | 6325113                   | Steve S. Macey   |
| 6924817                | Mary R. Rice, James P. Pace | 5971285  | Alfons Knapp  | 6556684                   | Alfons Knapp   |
|                        |                             | 5927333  | Roland Grassberger  | 6263919                   | Neil R. Bergstrom  |
|                        |                             | 6033790  | Richard P. Welty, John H. Petersen,<br>Patrick Jonte, Carl W. Trendelman                            | 6349427                   | Francesco Knapp  |
|                        |                             | 5904291  | Alfons Knapp  | 6298879                   | Steve A. Flam  |
|                        |                             | 5823397  | Gil; Amos   | 6418861                   | Mitchell H. Berger, Dennis L. Foster,<br>David K. Shaffer, Phillip B. Simon,<br>John D. Wheatley |
|                        |                             | 5924850  | Robin A. French   | 6343610                   |  |
|                        |                             | 6106958  | Rolin W. Sugg, Richard P. Welty,<br>Stephen R. Moysan, III  | 6557785                   | Alfons Knapp   |
|                        |                             | 5952111  | Rolin W. Sugg, Richard P. Welty,<br>Stephen R. Moysan, III  | 6276003                   | Alfons Knapp   |
|                        |                             | 5813435  | Alfons Knapp  | 6536936                   | Gerard Jay Bellasalma,<br>Joon Taek Kim  |
|                        |                             | 5879532  | Dennis Foster, Larry M. McHugh,<br>Heinrich Andreas Moebius   | 6341731                   | Alfons Knapp   |
|                        |                             | 6004684  | Rolin W. Sugg, Richard P. Welty,  | 6367504                   | Francesco Knapp  |
|                        |                             |  |   | 6659677                   | Alejandro Rosales Esposito   |



| Target pre-acquisition |           | Acquirer pre-acquisition |   | Acquirer post-acquisition |  |
|------------------------|-----------|--------------------------|---|---------------------------|--|
| Patent                 | Inventors | Patent                   | Inventors   | Patent                    | Inventors  |
|                        |           |                          | Stephen R. Moysan, III  | 6619173                   | Jay Bellasalma   |
|                        |           | 5820177                  | Charles W. Moon   | 6460570                   | Jacob Jones, Kurt Thomas   |
|                        |           | 5985468                  | Rolin W. Sugg, Richard P. Welty,<br>Stephen R. Moysan, III                | 6997690                   | Gerard Jay Bellasalma, Joon<br>Taek Kim, Lloyd Ramsey  |
|                        |           | 5989730                  | Rolin W. Sugg, Richard P. Welty,<br>Stephen R. Moysan, III                | 6551722                   | Patrick B. Jonte, James S. Lipe,<br>Guocun Chen  |
|                        |           | 5922478                  | Richard P. Welty, John H. Petersen,<br>Patrick Jonte, Carl W. Trendelman  | 6702566                   | Gerard Jay Bellasalma, Joon<br>Taek Kim, Lloyd Ramsey  |
|                        |           | 5928171                  | Christopher Larsen  | 6470508                   | Denis P. Turner  |
|                        |           | 5867107                  | Klaus W. Gartner  | 6435198                   | Mitchell H. Berger, Dennis L. Foster,<br>David K. Shaffer, Phillip B. Simon,<br>John D. Wheatley |
|                        |           | 5872890                  | Thomas David LaCombe  | 6527211                   | Jay Bellasalma   |
|                        |           | 5860634                  | Garry Marty, Robert Bailey,<br>Otto K. Allmendinger                       | 6536809                   | Garry Marty, Gerald McNerney,<br>Scott Jones   |
|                        |           | 5927328                  | Alfred C. Nelson, Stanley J. Brym,<br>Gunther H. Lumb                     | 7293910                   | Gerard Jay Bellasalma, Joon<br>Taek Kim, Lloyd Ramsey  |
|                        |           | 5740836                  | Tage Tang   | 6551263                   | Denis P. Turner  |
|                        |           | 5948548                  | Richard P. Welty, John H. Petersen,<br>Patrick Jonte, Carl W. Trendelman  | 6760948                   | Randall Paul Schmitt   |
|                        |           | 5943711                  | Phillip Dudley Loizeaux, Thai Ton   | 6588453                   | Garry R. Marty, Darrell S. Crowe,<br>David M. Hardesty   |
|                        |           | 5931374                  | Alfons Knapp  | 6618891                   | Randall Paul Schmitt   |
|                        |           | 5810050                  | Daniel A. Pickerrell, Larry Shock   | 6460549                   | Mitchell H. Berger, Dennis L. Foster,<br>David K. Shaffer, Phillip B. Simon,<br>John D. Wheatley |
|                        |           | 5725010                  | Garry Marty, Diana Smolkin  | 6517017                   | Jay Bellasalma   |
|                        |           | 5816289                  | Alfons Knapp  | 6273394                   | Raymond A. Vincent, Jeffrey J. Iott,<br>Randall P. Schmitt, John Kirk                            |
|                        |           | 5876017                  | Walter Becker, Herbert Reinecke   | 6618892                   | Randall Paul Schmitt   |
|                        |           | 5810257                  | Thai T. Ton   | 6547966                   | Otto Karl Allmendinger,<br>Garry Robin Marty   |
|                        |           | 5716333                  | Christopher Larsen  | 6516070                   | Stephen S. Macey   |
|                        |           | 5797422                  | Steven John Tokarz  | 6623685                   | Gerard Jay Bellasalma  |
|                        |           | 5613520                  | Alfons Knapp  | 6517006                   | Ing. Alfons Knapp  |
|                        |           | 5685031                  | Jeffrey King Watkins,<br>Walter Richard Cumiskey                          | 7046163                   | Stephen S. Macey   |
|                        |           | 5810262                  | Thai T. Ton   |                           |  |
|                        |           | 5742953                  | Phillip Dudley Loizeaux, Thai Ton   |                           |  |
|                        |           | 5669407                  | Robert W. Bailey  |                           |  |
|                        |           | 5901732                  | Alfons Knapp  |                           |  |
|                        |           | 5778711                  | Klaus W. Gartner, Larry I.<br>Cutter, Peter J. Phillips                   |                           |  |
|                        |           | 5685032                  | Jeffrey King Watkins, Walter Richard<br>Cumiskey, Phillip Dudley Loizeaux |                           |  |
|                        |           | 5664603                  | Alfons Knapp  |                           |  |
|                        |           | 5671577                  | Kenneth L. Todd   |                           |  |
|                        |           | 5615709                  | Alfons Knapp  |                           |  |
|                        |           | 5628073                  | John Popovich   |                           |  |
|                        |           | 5692536                  | Steven J. Tokarz  |                           |  |

| Target pre-acquisition  |                                    | Acquirer pre-acquisition |   | Acquirer post-acquisition |   |
|---|------------------------------------|--------------------------|---|---------------------------|---|
| Patent  | Inventors                          | Patent                   | Inventors   | Patent                    | Inventors                                     |
|   |                                    | 5615421                  | Jeffrey K. Watkins, Walter R. Cumiskey, Phillip D. Loizeaux   |                           |   |
|   |                                    | 5684470                  | Daniel L. DeLand, Paul Heimnick, Curtis T. Moy, Lawrence H. Zuckerman, David G. Grossman, Kurt P. Schuler |                           |   |
|   |                                    | 5592971                  | Alfons Knapp  |                           |   |
|   |                                    | 5477885                  | Alfons Knapp  |                           |   |
|   |                                    | 5464045                  | James E. Niemann, Anthony G. Spangler   |                           |   |
|   |                                    | 5613521                  | Alfons Knapp  |                           |   |
|   |                                    | 5564137                  | Jeffrey K. Watkins, Walter R. Cumiskey, Phillip D. Loizeaux   |                           |   |
|   |                                    | 5398350                  | Jeffrey K. Watkins, Walter R. Cumiskey  |                           |   |
|   |                                    | 5381830                  | James E. Niemann, Anthony G. Spangler   |                           |   |
|   |                                    | 5469889                  | Tage D. Tang  |                           |   |
|   |                                    | 5494076                  | Alfons Knapp  |                           |   |
|   |                                    | 5514315                  | Jeffrey K. Watkins, Walter R. Cumiskey, Victor B. McCarthy  |                           |   |
|   |                                    | 5428849                  | Jeffrey K. Watkins, Walter R. Cumiskey, Phillip D. Loizeaux   |                           |   |
|   |                                    | 5647736                  | Robin A. French   |                           |   |
|   |                                    | 5562314                  | Graham Wheatland, Hagen Dietrich  |                           |   |
|   |                                    | 5458154                  | James E. Niemann, Anthony G. Spangler   |                           |   |
| <i>Example 8 - Acquirer: Thermo Electron Corp, Target: Rupprecht and Patashnick Co, Niton LLC</i> |                                    |                          |   |                           |   |
| 4696181   | Georg Rupprecht, David Hassel      | 7119597                  | Robert A. Barrett, Patrick J. Ryan  | 7243017                   | Joseph B. Gehret, Jr.                         |
| 4836314   | Georg Rupprecht, Harvey Patashnick | 7476866                  | Francois Vincent, Antonio Cabras  | 7454945                   | Dieter Kita, James H. Grassi,                 |
| 4838371   | Georg Rupprecht, Harvey Patashnick | 7504641                  | Jukka Tuunanen  |                           | Jeffrey Socha, Bryan A. Marcotte              |
| 5110747   | Harvey Patashnick, Georg Rupprecht | 6782765                  | David R. Dussault   | 7469033                   | Alex Kulik, Nikolay Baturin,                  |
| 5196170   | Harvey Patashnick, Georg Rupprecht | 6885010                  | Peter John Traynor,   |                           | Alexander Joseph Esin, Michael Masterov       |
| 5279970   | Harvey Patashnick, Georg Rupprecht |                          | Robert George Wright  | 7544927                   | Michael Iwatschenko-Borho                     |
| 5401468   | Harvey Patashnick, Georg Rupprecht | 7045788                  | Michael Iwatschenko-Borho, Norbert Trost, Bernd Friedrich   | 7555933                   | Etienne Dano                                  |
| 5488203   | David R. Hassel, Lauren R. Basch   |                          |   | 7714285                   | Bryan Robert Barnard                          |
| 5553507   | Lauren R. Basch, Harvey Patashnick | 7211788                  | Philip Marriott   | 7777867                   | Phillip Karl Hopke, Jeffrey Lawrence Ambs     |
| 5717147   | Lauren R. Basch, Michael J. Gallo  | 7214022                  | Achim Melching  |                           |   |
| 5898114   | Lauren R. Basch, Michael J. Gallo  | 7588726                  | Robert F. Mouradian, Patrick John Kennedy, K. Stephen Johnson, Jr.  | 7795783                   | Wallace Trochesset, Prakash Mistry,           |
| 5970781   | John Hiss, III, Harvey Patashnick  |                          |   |                           | Peter E. Zasowski                             |
| 6016688   | John Hiss, III, Harvey Patashnick  | 7152455                  | Richard H. Bair, III, Byran M. Elwood   | 7430273                   | Ravisekhar Yellepeddi                         |
| 6023982   | Lauren R. Basch, Harvey Patashnick |                          |   | 7545152                   | Evan Grund                                    |
| 6080939   | David R. Hassel                    | 7319191                  | King L. Poon, James R. Harper   | 7710112                   | Nikolay Baturin, Alexander J. Esin,           |
| 6138521   | Lauren R. Basch, Harvey Patashnick | 7798584                  | Ralph Markey  |                           | Alex Kulik, Michael Masterov                  |
| 6151953   | Harvey Patashnick, John Hiss, III  | 7111813                  | Jianhan Lin   | 7736602                   | Dieter Kita, Jeffrey Socha, Bryan A. Marcotte |
| 6205842   | Harvey Patashnick, Georg Rupprecht | 7433890                  | Richard H. Bair, III, Bryan M. Elwood, Walter J. Tipton, Ronald W. Luyckx                                 | 7737401                   | Michael Iwatschenko-Borho,                    |
| 6422060   | Harvey Patashnick, John Hiss, III  |                          |   |                           | Norbert Trost, Ralf Pijahn                    |
| 6439027   | John Hiss, III                     | 6878143                  | Erik Andersen   |                           |   |

| Target pre-acquisition   |   | Acquirer pre-acquisition |                                       | Acquirer post-acquisition |                                    |
|--|---|--------------------------|---------------------------------------|---------------------------|------------------------------------|
| Patent   | Inventors                                       | Patent                   | Inventors                             | Patent                    | Inventors                          |
| 6502450  | Harvey Patashnick, Georg Rupprecht              | 7061236                  | Andrew Michael Britton                |                           |                                    |
| 6651480  | Harvey Patashnick, Georg Rupprecht              | 7552029                  | Bryan M. Elwood, Richard H. Bair, III |                           |                                    |
| 6761752  | Heinrich Fissan, Frank Jordan, Thomas Kuhlbusch |                          | Charles G. Butts                      |                           |                                    |
| 6769316  | William E. Rogers, Adam C. Bailey,              | 6360890                  | J. Rockland Proffit                   |                           |                                    |
|  | Michael S. Cummings, Lauren R. Basch            | 6482170                  | Erik Andersen                         |                           |                                    |
| 6867413  | William E. Rogers, Adam C. Bailey,              | 6511474                  | Erik Andersen                         |                           |                                    |
|  | Michael S. Cummings, Lauren R. Basch            | 6511474                  | Cesare Marzoli, Giacinto Zilioli      |                           |                                    |
| 6898990  | William E. Rogers, Adam C. Bailey,              | 6441365                  | Luigi Ragaglia, Giacinto Zilioli      |                           |                                    |
|  | Michael S. Cummings, Lauren R. Basch            | 6451614                  | Konrad Grob, Fausto Munari,           |                           |                                    |
| 6965118  | Kenneth P. Martin, Anthony                      |                          | Sorin Trestianu, Paolo Magni          |                           |                                    |
|  | Honnellio, Lee Grodzins                         |                          |                                       |                           |                                    |
| <i>Example 9 - Acquirer: Astec Industries Inc, Target: Carlson Paving Products Inc</i> |   |                          |                                       |                           |                                    |
| 5096331  | Larry Raymond                                   | 5931394                  | Matthew B. Haven, James C. Bremer     | 6375105                   | Matthew B. Haven, Patrick Quella,  |
| 5215404  | Larry Raymond                                   | 6033031                  | Thomas Roger Campbell                 |                           | Brian P. Jaworski                  |
| 5259693  | Larry Raymond                                   | 5967431                  | Robert G. Stafford, J. Don Brock,     | 6349819                   | Jerry D. Nohl, Neil E. Schmidgall, |
| 5308190  | Larry Raymond                                   |                          | William R. Gray, Herbert E. Jakob     |                           | Darin J. Buss                      |
|  |   | 5868522                  | Thomas Roger Campbell                 | 6336560                   | David J. Schaefer                  |
|  |   | 6098811                  | David J. Schaefer                     | 6318928                   | David Swearingen                   |
|  |   | 5904904                  | Malcolm Leland Swanson                | 6296109                   | Jerry Nohl                         |
|  |   | 5642961                  | Thomas R. Campbell                    | 6561359                   | Alan R. Egge, Stephen Anderson     |
|  |   | 5732896                  | Herbert E. Jakob, James C. Bremer     | 6540089                   | J. Don Brock, William R. Gray      |
|  |   | 5851085                  | Thomas R. Campbell                    |                           |                                    |
|  |   | 5549734                  | Thomas A. Standard                    |                           |                                    |
|  |   | 5575538                  | Jerry F. Gilbert, Jack D. Smith       |                           |                                    |
|  |   | 5564205                  | Jack D. Smith                         |                           |                                    |
|  |   | 5596935                  | Malcolm L. Swanson                    |                           |                                    |
|  |   | 5533829                  | Thomas R. Campbell                    |                           |                                    |
|  |   | 5540394                  | James C. Bremer, Edward H. Breiling   |                           |                                    |
|  |   | 5533828                  | Thomas R. Campbell                    |                           |                                    |
|  |   | 5540393                  | Robert G. Stafford, Henry H. Polzin   |                           |                                    |
|  |   | 5522158                  | Malcolm L. Swanson                    |                           |                                    |
|  |   | 5553968                  | Thomas R. Campbell                    |                           |                                    |
|  |   | 5478530                  | Malcolm L. Swanson                    |                           |                                    |
|  |   | 5490635                  | William R. Gray                       |                           |                                    |
|  |   | 5480226                  | John Milstead                         |                           |                                    |
|  |   | 5615973                  | Thomas R. Campbell                    |                           |                                    |
|  |   | 5433575                  | John Milstead                         |                           |                                    |
|  |   | 5573396                  | Malcolm M. Swanson                    |                           |                                    |
|  |   | 5551166                  | John Milstead                         |                           |                                    |

**Table I.7. Synergies with withdrawn deals**

This table shows estimation results for regressions with 9 innovation measures as alternative dependent variables. The regressions include acquisitions of withdrawn and successful private target deals, matched based on innovation variables at  $t = -1$ , for years  $-5$  to  $+5$  around the acquisition announcement year 0. *Private* is a dummy variable indicating a successful private target deal versus a withdrawn deal. *Post private* is a dummy variable for the period after the private target acquisition including year 0 for both successful and withdrawn deals. In Panel A, observations for years  $-5$  to  $-1$  combine innovation of successful acquirers and their targets. *Private with patent* in Panel B is a dummy variable for acquisitions of private targets with existing patents. All regressions include year and deal fixed effects and the following control variables: acquirer size, R&D expenditure, leverage, net income, and industry concentration. Standard errors are clustered by firm and year and reported in parentheses. All variables are defined in Appendix A and winsorized at the 1<sup>th</sup> and 99<sup>th</sup> percentiles. \*\*\*, \*\* and \* indicate significance at the one-, five- and ten-percent levels.

|   | (1)                 | (2)                | (3)                    | (4)                 | (5)                | (6)                  | (7)                 | (8)                 | (9)                 |
|---|---------------------|--------------------|------------------------|---------------------|--------------------|----------------------|---------------------|---------------------|---------------------|
|   | Patent<br>count     | Forward<br>cites   | Average<br>fwr.d.cites | Gene-<br>rality     | Best<br>patent     | Bad<br>patents       | Patent<br>value     | Backward<br>cites   | Origi-<br>nality    |
| <i>Panel A: Synergistic effects</i>                           |                     |                    |                        |                     |                    |                      |                     |                     |                     |
| Private x post private<br>( $\beta^w$ )                       | 0.155***<br>(0.038) | 0.074<br>(0.046)   | 0.197***<br>(0.032)    | 0.218***<br>(0.042) | 0.125**<br>(0.049) | -0.029***<br>(0.007) |                     | 0.193***<br>(0.041) | 0.216***<br>(0.048) |
| Adjusted $R^2$  | 0.760               | 0.859              | 0.785                  | 0.468               | 0.491              | 0.990                |                     | 0.628               | 0.366               |
| # of observations   | 9,024               | 8,374              | 8,374                  | 9,024               | 8,374              | 8,374                |                     | 9,024               | 9,024               |
| <i>Panel B: Targets with existing patents</i>                 |                     |                    |                        |                     |                    |                      |                     |                     |                     |
| Private x post private<br>( $\beta^w$ )                       | 0.155***<br>(0.038) | 0.008<br>(0.037)   | 0.166***<br>(0.033)    | 0.194***<br>(0.043) | 0.082*<br>(0.046)  | -0.025***<br>(0.007) | 0.200***<br>(0.040) | 0.198***<br>(0.042) | 0.240***<br>(0.048) |
| Private x post private<br>x target with patent ( $\gamma^w$ ) | -0.004<br>(0.093)   | 0.537**<br>(0.257) | 0.252***<br>(0.085)    | 0.212<br>(0.140)    | 0.348**<br>(0.162) | -0.034*<br>(0.018)   | 0.037<br>(0.104)    | -0.040<br>(0.100)   | -0.197<br>(0.122)   |
| Adjusted $R^2$  | 0.760               | 0.863              | 0.786                  | 0.449               | 0.492              | 0.990                | 0.719               | 0.628               | 0.358               |
| # of observations   | 9,024               | 8,374              | 8,374                  | 9,024               | 8,374              | 8,374                | 9,024               | 9,024               | 9,024               |

**Table I.8.** Channels with withdrawn deals

This table shows estimation results for regressions with 9 innovation measures as alternative dependent variables. The regressions include withdrawn and successful private target deals, matched based on innovation variables at  $t = -1$ . The sample covers years  $-5$  to  $+5$  around the acquisition announcement year 0. *Private* is a dummy variable indicating a successful private target deal versus a withdrawn deal. *Post private* is a dummy variable for the period after the private target acquisition including  $t = 0$  for both successful and withdrawn deals. *High (low) frequency* is a dummy variable for the total number of private target acquisitions in our data set higher (lower) than the median for the given acquirer and zero otherwise. *CVC* is a dummy for the presence of corporate venture capital subsidiary for the acquirer and zero otherwise. *High fluidity* is a dummy indicating fluidity higher than a median in our sample for year  $-1$ . *Life 1* is a dummy indicating acquirers in the highest quartile by the first product life cycle index following Hoberg and Maksimovic (2022). The number of observations changes across the panels due to data restrictions. All regressions include year and deal fixed effects and the following control variables: acquirer size, R&D expenditure, leverage, net income, and industry concentration. Standard errors are clustered by firm and year and reported in parentheses. All variables are defined in Appendix A and winsorized at the 1<sup>th</sup> and 99<sup>th</sup> percentiles. \*\*\*, \*\* and \* indicate significance at the one-, five- and ten-percent levels.

|   | (1)             | (2)              | (3)                    | (4)             | (5)            | (6)            | (7)             | (8)               | (9)              |
|---|-----------------|------------------|------------------------|-----------------|----------------|----------------|-----------------|-------------------|------------------|
|   | Patent<br>count | Forward<br>cites | Average<br>fwrld.cites | Gene-<br>rality | Best<br>patent | Bad<br>patents | Patent<br>value | Backward<br>cites | Origi-<br>nality |
| <i>Panel A: Deal frequency</i>            |                 |                  |                        |                 |                |                |                 |                   |                  |
| Private x post private                    | 0.217***        | -0.058*          | 0.178***               | 0.289***        | 0.141**        | -0.017**       | 0.337***        | 0.300***          | 0.478***         |
| x high frequency ( $\beta_h$ )            | (0.043)         | (0.032)          | (0.045)                | (0.077)         | (0.055)        | (0.008)        | (0.056)         | (0.051)           | (0.073)          |
| Private x post private                    | 0.135***        | 0.122**          | 0.204***               | 0.198***        | 0.119**        | -0.033***      | 0.162***        | 0.158***          | 0.129**          |
| x low frequency ( $\beta_l$ )             | (0.043)         | (0.058)          | (0.037)                | (0.048)         | (0.058)        | (0.008)        | (0.043)         | (0.047)           | (0.052)          |
| Adjusted $R^2$                            | 0.760           | 0.860            | 0.785                  | 0.449           | 0.491          | 0.990          | 0.720           | 0.628             | 0.360            |
| # of observations                         | 9,024           | 8,374            | 8,374                  | 9,024           | 8,374          | 8,374          | 9,024           | 9,024             | 9,024            |
| <i>Panel B: Corporate venture capital</i> |                 |                  |                        |                 |                |                |                 |                   |                  |
| Private x post private                    | 0.145***        | 0.077*           | 0.199***               | 0.218***        | 0.125***       | -0.029***      | 0.193***        | 0.180***          | 0.203***         |
| ( $\beta$ )                               | (0.025)         | (0.046)          | (0.024)                | (0.036)         | (0.039)        | (0.005)        | (0.027)         | (0.031)           | (0.040)          |
| Private x post private                    | 2.335***        | -0.673***        | -0.486                 | 0.486           | -0.158         | -0.056         | 3.094***        | 2.997***          | 2.742***         |
| x CVC ( $\gamma$ )                        | (0.396)         | (0.051)          | (0.371)                | (0.568)         | (0.589)        | (0.078)        | (0.428)         | (0.489)           | (0.641)          |
| Adjusted $R^2$                            | 0.761           | 0.859            | 0.785                  | 0.449           | 0.491          | 0.990          | 0.722           | 0.629             | 0.359            |
| # of observations                         | 9,024           | 8,374            | 8,374                  | 9,024           | 8,374          | 8,374          | 9,024           | 9,024             | 9,024            |
| <i>Panel C: High fluidity</i>             |                 |                  |                        |                 |                |                |                 |                   |                  |
| Private x post private                    | 0.200***        | 0.055            | 0.202***               | 0.223***        | 0.198***       | -0.023***      | 0.247***        | 0.232***          | 0.265***         |
| ( $\beta$ )                               | (0.048)         | (0.050)          | (0.039)                | (0.054)         | (0.063)        | (0.008)        | (0.053)         | (0.056)           | (0.065)          |
| Private x post private                    | -0.105          | 0.103            | -0.090                 | -0.153          | -0.186         | -0.017         | -0.137          | -0.103            | -0.156           |
| x high fluidity ( $\gamma$ )              | (0.097)         | (0.111)          | (0.090)                | (0.109)         | (0.152)        | (0.023)        | (0.095)         | (0.103)           | (0.121)          |
| Adjusted $R^2$                            | 0.772           | 0.858            | 0.785                  | 0.445           | 0.505          | 0.990          | 0.722           | 0.631             | 0.354            |
| # of observations                         | 7,706           | 7,127            | 7,127                  | 7,706           | 7,127          | 7,127          | 7,706           | 7,706             | 7,706            |
| <i>Panel D: Early product life cycle</i>  |                 |                  |                        |                 |                |                |                 |                   |                  |
| Private x post private                    | 0.084*          | -0.011           | 0.141**                | 0.014           | -0.123         | -0.017         | 0.121**         | 0.065             | 0.009            |
| ( $\beta$ )                               | (0.048)         | (0.042)          | (0.058)                | (0.083)         | (0.116)        | (0.011)        | (0.060)         | (0.055)           | (0.078)          |
| Private x post private                    | -0.354**        | 0.078            | -0.005                 | 0.349*          | 0.612**        | 0.034*         | -0.177          | -0.342**          | -0.251           |
| x Life 1 dummy ( $\gamma$ )               | (0.179)         | (0.115)          | (0.123)                | (0.180)         | (0.307)        | (0.020)        | (0.132)         | (0.150)           | (0.177)          |
| Adjusted $R^2$                            | 0.733           | 0.880            | 0.815                  | 0.482           | 0.339          | 0.992          | 0.685           | 0.663             | 0.419            |
| # of observations                         | 3,053           | 2,299            | 2,299                  | 3,053           | 2,299          | 2,299          | 3,053           | 3,053             | 3,053            |

**Table I.9.** Summary statistics for the abnormal return regressions

This table reports mean, standard deviation, 25<sup>th</sup> percentile, median, and 75<sup>th</sup> percentile for a cross-section of all deals with public and private targets that is used for the abnormal return regressions. The firm and deal characteristics are lagged by one year relatively to the M&A transaction. All variables are defined in Appendix A and winsorized at the 1<sup>th</sup> and 99<sup>th</sup> percentiles. \*\*\*, \*\* and \* indicate significance at the one-, five- and ten-percent levels, respectively.

|                       | (1)    | (2)    | (3)              | (4)                    | (5)    | (6)                    |
|-----------------------|--------|--------|------------------|------------------------|--------|------------------------|
|                       | # obs. | Mean   | St.<br>deviation | 25 <sup>th</sup> perc. | Median | 75 <sup>th</sup> perc. |
| CAR(-2, 2)            | 7,029  | 0.007  | 0.092            | -0.032                 | 0.002  | 0.041                  |
| Private target        | 7,029  | 0.826  | 0.379            |                        |        |                        |
| ΔPatent count         | 7,029  | 0.078  | 0.867            | -0.405                 | 0.018  | 0.505                  |
| ΔExploratory patent   | 7,029  | -0.006 | 0.807            | -0.424                 | 0.000  | 0.383                  |
| ΔUnknown-class patent | 7,029  | -0.174 | 0.593            | -0.511                 | -0.118 | 0.182                  |
| ΔNew citation         | 7,029  | 0.241  | 1.479            | -0.649                 | 0.174  | 1.172                  |
| ΔScope                | 7,029  | -0.024 | 0.251            | -0.128                 | -0.023 | 0.113                  |
| ΔExploitative patent  | 7,029  | 0.165  | 0.574            | 0.000                  | 0.000  | 0.336                  |
| ΔKnown-class patent   | 7,029  | 0.073  | 0.893            | -0.300                 | 0.000  | 0.423                  |
| ΔRepeated citation    | 7,029  | 0.445  | 1.378            | -0.104                 | 0.084  | 1.200                  |
| ΔDepth                | 7,029  | 0.045  | 0.148            | -0.001                 | 0.014  | 0.134                  |
| ΔROA                  | 6,983  | -0.011 | 0.176            | -0.080                 | -0.026 | 0.021                  |
| ΔHH Index             | 7,029  | -0.007 | 0.092            | -0.048                 | -0.001 | 0.038                  |
| Cash only             | 7,029  | 0.199  | 0.400            |                        |        |                        |
| Hostile deal          | 7,029  | 0.003  | 0.051            |                        |        |                        |
| Horizontal deal       | 7,029  | 0.265  | 0.441            |                        |        |                        |
| R&D expenditure       | 7,029  | 12.20  | 8.12             | 0.00                   | 16.22  | 18.35                  |
| Size                  | 7,029  | 20.20  | 2.56             | 18.72                  | 20.31  | 21.90                  |
| Leverage              | 7,029  | 0.147  | 0.165            | 0.004                  | 0.099  | 0.235                  |
| Net income            | 7,029  | 0.006  | 0.257            | 0.017                  | 0.050  | 0.089                  |
| HH Index              | 7,029  | 0.220  | 0.173            | 0.103                  | 0.170  | 0.295                  |