

## NOVEMBER 2009 MONTHLY TECHNOLOGY NEWSLETTER

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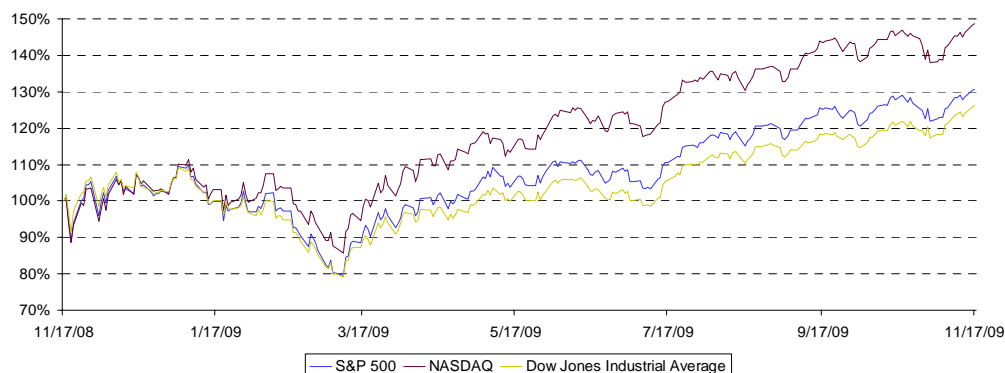
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## Market Performance



Source: Capital IQ

## Market Highlights

- Low interest rates, the falling dollar, and expectations that the economic recovery may gain more steam in 2010 appear to be driving the market's continued rally. The technology sector followed the broader market as analysts expect a pickup in enterprise spending as companies seek to replace or upgrade existing information technology systems. Concerns include high and potentially persistent unemployment and consumer spending / sentiment.

## Observations and Updates

- The IPO window has opened more this month however the market remains focused on high quality stories. Although four companies postponed IPOs this month, a number of other growth companies such as online education company Archipelago Learning (ARCL: \$18.77) and network security specialist Fortinet (FTNT: \$16.62) were given nice receptions (pricing in-line or above expectations). Fortinet soared nearly 33% in its first day of trading, representing the fourth best debut of any U.S. stock in 2009. Other venture backed companies who recently filed to go public include Telegent Systems, Calix Networks, MaxLinear and QuinStreet.
- A number of strategic M&A transactions were announced this month such as Hewlett Packard's (HPQ: \$51.32) acquisition of network equipment maker 3Com (COMS: \$7.50) for \$2.7 billion, and JDA Software (JDAS: \$24.98) acquiring i2 Technologies (ITWO: \$18.69) for approximately \$396 million. In addition, three high profile acquisitions of venture backed technology firms were announced including Google (GOOG: \$577.49) buying AdMob (mobile advertising startup backed by Sequoia Capital and Accel Partners) for \$750 million, Electronic Arts (ERTS: \$17.85) buying Playfish (online games startup backed by Index Ventures and Accel Partners) for \$300 million, and Logitech (LOGI: \$17.89) buying LifeSize, a videoconferencing company for \$405 million.
- M&A continued to be healthy in the gaming sector, with deal volume up 25% from 2008 with about 35 transactions (YTD) in 2009. With the gaming industry in recovery from industry 'gorillas' Electronic Arts (ERTS: \$17.85) and Activision Blizzard (ATVI: \$11.56), gaming companies appear to be looking to acquire social networking games. Zynga, Digital Chocolate, Playdom and Social Gaming Network could be targets

Please see page 22 for insights from leading entrepreneurs. Disclosures can be found on page 60 of this newsletter.

Note: All stock prices as of 11/17/2009 unless otherwise stated. Fortinet closing price on 11/18/09. Archipelago Learning closing price on 11/20/09.

## Industry and Sector Valuation Metrics

	LTM		NTM	
	Revenue	EBITDA	Revenue	EBITDA
<b>Software</b>				
Applications	1.5x	12.6x	1.8x	10.0x
Infrastructure	2.6x	10.5x	2.7x	8.3x
On Demand Software and Services	3.5x	33.0x	3.2x	22.0x
Open Source	3.4x	22.5x	5.5x	41.8x
Business Intelligence and Analytics	3.7x	23.2x	3.7x	7.3x
Communications	2.1x	17.0x	1.9x	7.5x
Security	3.2x	14.0x	3.0x	14.7x
<b>Search</b>	5.1x	16.4x	6.7x	12.9x
<b>Internet Commerce</b>	3.0x	19.0x	3.2x	17.7x
<b>Internet Media</b>	1.8x	11.6x	1.9x	11.9x
<b>Internet Gaming and Mobile Content</b>	1.0x	12.4x	0.3x	10.6x
<b>Internet Infrastructure Services</b>	2.5x	14.5x	2.5x	8.7x
<b>Communications Equipment</b>				
Optical Components	1.1x	24.3x	1.3x	17.1x
Wireline Telecom	1.4x	10.7x	1.5x	11.7x
Storage/Enterprise	2.0x	13.5x	1.9x	11.9x
<b>Semiconductor Equipment</b>	2.0x	54.8x	2.1x	20.9x
<b>Semiconductors</b>				
Memory/Programmable	2.5x	28.0x	2.4x	12.0x
Analog	2.1x	12.2x	2.1x	14.9x
Digital Media	1.0x	18.1x	0.6x	11.7x
Wireless Semiconductor	2.8x	30.0x	3.0x	12.7x
Telecom and Data Networks	2.8x	34.8x	2.4x	19.3x
Semiconductor Design IP	5.9x	23.1x	6.6x	17.4x
<b>Wireless</b>				
Wireless Carriers	4.8x	5.2x	2.7x	4.8x
Wireless Infrastructure	2.9x	13.1x	3.2x	8.3x
Integrated Wireline & Wireless Carriers	1.6x	4.9x	1.6x	4.7x
<b>Financial Technology</b>				
Mobile Payment	2.2x	10.3x	2.1x	8.2x
Payment Software & Services	2.1x	20.1x	2.3x	12.5x
Broad Based Financial Services	9.3x	10.7x	2.8x	7.5x
<b>Clean Technology</b>				
Alternative Fuels	11.6x	14.8x	6.8x	18.1x
Wind	0.6x	9.9x	NA	NA
Solar	7.7x	19.9x	2.0x	18.1x
Hydrogen/Methanol Fuel Cell	2.5x	10.6x	2.5x	9.3x
Water/Geothermal	4.3x	15.1x	2.4x	12.0x
Recycling Technologies/Services	0.6x	14.0x	7.7x	6.8x
Clean Energy Management	8.2x	NM	2.5x	NA
Waste Emissions/Purification	1.4x	9.8x	1.5x	12.1x

Source: Capital IQ

1) Please see pages 48 to 58 for detailed sector composition, valuation multiples and other metrics. Figures above are as of 11/17/2009.

2) The metrics above should only be used as preliminary valuation guides. Individuals should conduct their own independent analyses before making any investment related decisions. .

## Internet: Observations &amp; Select Transactions

**Microsoft's Bing Making Market Share Gains:** Microsoft's (MSFT: \$30.00) Bing search engine continues to make incremental gains in search market share, bringing Bing's share almost to double digits. According to comScore (SCOR: \$17.03), Bing's volume and the 212 million searches of all other Microsoft-related search engines amounted to 9.9% (up from 9.4%) of the total 14.3 billion core searches conducted by Americans in October. Microsoft has invested heavily in improvements to Bing, including a recent deal to index Twitter tweets. Microsoft also started providing search using the algorithms from WolframAlpha, the "computational knowledge engine," for health-centric searches like body mass index and nutritional facts. During that same span, Google's search market share climbed from 64.9% to 65.4%. In the comScore analysis of the five major search engines, Yahoo! (YHOO: \$16.05) maintained its second place ranking with 2.7 billion searches despite slipping from 18.8% in September to 18% in October. Following Microsoft in third place was fourth-ranked Ask Network with 730 million queries. AOL ranked fifth with 628 million searches.

**YouTube and Univision Reach Partnership Deal:** Univision Communications is partnering with Google's (GOOG: \$577.49) YouTube to make short and long form videos available on YouTube in the coming months in one of the online video site's largest content deals to date. YouTube viewers can expect to see long and short form shows from three Univision networks on the site over the next three months. The Univision, TeleFuture and Galavision videos will be accompanied by all three of YouTube's main advertising formats: pre-roll, overlay, and display. The deal, which marks the first time any Univision programming is available on the Web outside of its own properties, is part of YouTube's effort to cater to the Hispanic community, one of the fastest growing segments of online users. Financial details of the partnership were not disclosed, but YouTube maintained that the two companies would have an advertising based revenue share agreement.

**Internet M&A Transactions:**

- **Google Acquires AdMob for \$750 Million:** In an effort to expand its digital advertising to mobile phones, Google (GOOG: \$577.49) signed a definitive agreement to acquire AdMob, a mobile display ad technology provider for \$750 million in stock. Founded in 2006, AdMob has become a leading provider of mobile advertisements on both the iPhone and Android platforms, across both web-based properties and within applications. The acquisition of AdMob will help Google expand into display ads. Google's ambitious push into cell phones includes mobile applications like search and maps as well as the Android software for smartphones. The acquisition is Google's third-largest acquisition to date, behind the \$3.1 billion deal last year for DoubleClick and the \$1.65 billion acquisition of YouTube in 2006.
- **EA Acquires Social Game Publisher Playfish for \$300 Million:** Electronic Arts (ERTS: \$17.85) acquired social network gaming company Playfish for \$300 million, with another \$100 million earnout if the London-based start-up meets certain performance-based milestones before 2012. Playfish will become part of EA Interactive, a division focused on web-based and wireless games. The acquisition is expected to broaden EA's focus on digital and social gaming bringing Playfish's 10 titles to EA's stable of mobile and browser-based games, which already includes recent releases such as Rock Band for the iPhone, the free-to-play Battlefield Heroes and EA 2D's Flash RPG Dragon Age Journeys. Playfish is one of the world's largest and most respected social gaming companies with more than 150 million games installed and played worldwide on platforms such as Facebook, MySpace, Google, Bebo, iPhone and Android. Playfish currently has over 60 million monthly active players across its ten titles including Pet Society, Restaurant City, and Country Story, totaling more than 1 billion gaming sessions every month.
- **Churchill Downs to Acquire Youbet.com for \$127 Million:** Churchill Downs (CDI: \$12.49), home of the Kentucky Derby, has agreed to buy online horse wagering firm Youbet.com (UBET: \$2.85) in a cash and stock deal valued at \$126.8 million. Youbet is recognized as a leading innovator in the advanced deposit wagering channel, delivering horse racing online to consumers in the U.S. Youbet has introduced features such as its WagerPadPro wagering interface, MyROI, an analytic tool, and the recently launched beta version of WhoDoYouLike.com, a new social media website focused on real-time aggregation of fans' thoughts and opinions on horse racing. Youbet is also the exclusive provider of horse racing content to CBSSports.com and ESPN.com. Youbet reported revenue of \$85.8 million in 2008 and \$70.8 million through the first nine months of 2009. Churchill maintains that less than 14% of all wagering on U.S. horse racing is placed online, but the company anticipates that percentage will continue to grow. The transaction is scheduled to be completed in the second quarter of 2010.
- **TripAdvisor Buys Kuxun as Part of \$50 Million China Investment:** TripAdvisor, the world's largest travel community and an operating company of Expedia (EXPE: \$24.96), plans to invest more than \$50 million in China through late 2011, according to Chief Executive Stephen Kaufer. The budget includes acquiring Kuxun, launching its own Chinese travel-review website, Daodao.com, in April 2009, and hiring more staff. Kuxun, currently the second largest online travel-related website in China, helps consumers find the best prices on flights, hotels, and train travel throughout China. Although

*The information presented is drawn from publicly available sources, including public filings with the Securities and Exchange Commissions and market information made publicly available by third party providers.*

terms of the deal were not disclosed, local reports maintain the transaction value was more than \$12 million for Kuxun. TripAdvisor entered the Chinese market in April 2009 with the launch of DaoDao.com, a localized reviews and community site for Chinese travelers. Within the past six months, DaoDao.com has become one of China's top 10 travel websites. The combination of DaoDao.com and Kuxun.cn will more than double traffic for the TripAdvisor Media Group properties in China, and will make TripAdvisor one of the leading online travel-related media and search businesses in China.

- **Shanda Interactive Entertainment Takes 58% Stake in Ku6.com for \$44 Million:** Chinese-based media company Shanda Interactive Entertainment (SNDA: \$48.26), acquiring a 58% stake of Beijing-based video website Ku6.com for \$44 million. Ku6's had revenue of approximately \$14.6 million over the last twelve months and expects to become profitable in 2010, when video copyright issues will be resolved. Ku6.com is funded largely by foreign private equity firms, and ranks third in China's Internet video market after Tudou.com and Youku.com.
- **MySpace Acquires Imeem for \$1 Million in Cash:** News Corp.'s (NWS: \$14.95) social network MySpace acquired online-music service Imeem in a deal valued at approximately \$8 million. The transaction reportedly includes a payment of \$1 million in cash, as well as earn outs and accounts receivable. Imeem, which was founded 2003 as a music-focused social networking application, is expected to remain a standalone service, but may eventually be folded into MySpace Music.

#### Internet Private Placements:

- **SINA Corporation Completes \$180 Million Private Equity Financing:** SINA Corporation (SINA: \$47.03), a leading online media company and mobile value-added service provider for China and the global Chinese communities, completed a deal to issue 5.6 million company shares to New-wave Investment Holdings Company for \$180 million. New-wave Investment Holdings is led by Sina President and CEO Charles Chao and other members of the Sina management team, who control a total of four seats on New-wave Investment's board. Sequoia Capital, CITIC Capital Holdings, and FountainVest Partners are New-wave Investment's preferred shareholders, each with the right to appoint one member to the company's board. According to the company, the \$180 million in funding may be used for possible acquisitions as well as company operations.
- **Online Text Book Rental Site Chegg.com Gets \$57 Million:** Santa Clara, California-based Chegg.com, an online textbook rental company, raised \$57 million in its fourth round of financing led by Insight Venture Partners. Insight Venture Partners also led a syndicate that has provided a \$25 million credit facility, adding to the \$30 million in debt facility recently secured from Pinnacle Ventures and TriplePoint Capital. Chegg.com, referred to as the Netflix for textbooks, announced that it will use the funding to enhance customer service and forge more partnerships with publishers, wholesalers and colleges. Founded in 2005, Chegg services students at over 6,400 universities and community colleges across the country and maintains that it saves students 60%-75% off their textbook bills by renting instead of buying. The company has raised more than \$160 million to date.
- **RockYou Raises \$50 Million In Series D Financing:** Redwood City, California-based RockYou, a social network advertising platform raised \$50 million in a series D round of financing from Tokyo-based Softbank. RockYou operates the largest independent ad network in social media, reaching more than 213 million monthly total unique visitors with more than 15 billion monthly impressions. Since its launch in November 2005, RockYou has provided solutions for marketers to reach their target audiences across social networks. The funds will be used to enhance RockYou's global brand, expand current application development and create products to host in-game advertising opportunities. Additionally, the company plans to launch a new virtual goods application on MySpace called Gifts By RockYou that lets users buy gifts for friends. This funding round brings RockYou's total financing to \$118 million. RockYou raised a total of \$52 million in Series C funding, receiving \$17 million from SoftBank and SK Telecom Ventures in November 2008 and \$35 million from DCM in June 2008. Additional venture funding sources include Lightspeed Venture Partners, Partech International and Sequoia Capital.
- **Playdom Raises \$43 Million for Acquisitions – Acquires Green Patch and Trippert Labs:** Mountain View, California-based Playdom, a leading social gaming company closed a \$43 million Series A financing. The investment, led by New Enterprise Associates, along with Playdom chairman Rick Thompson, Lightspeed Venture Partners and Norwest Venture Partners, will be used to finance strategic acquisitions and expand the company's pipeline of market-leading games. The company is reportedly bringing in \$10 million per quarter from the sale of virtual goods and claims more than 26 million monthly users. With the funding, Playdom acquired Palo Alto-based Facebook developer Green Patch, and Menlo Park-based Trippert Labs, an iPhone and social game developer. Playdom is inheriting large, valuable user bases on two social gaming platforms. Green Patch's games will increase Playdom's monthly user base on Facebook by more than 30%. With more than nine popular gaming apps on Facebook, totaling over eight million monthly active users, Green Patch has developed a strong player community and pioneered a number of innovative viral marketing mechanics. Trippert Labs

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brings a large iPhone user base to Playdom and increases Playdom's development capacity by more than 25%. The company has created dozens of successful iPhone apps, including several titles that reached #1 in the free app category, and developed social applications for leading entertainment brands. In addition to its substantial iPhone capabilities, Trippert Labs also has significant social gaming expertise.

- **Financial Services Firm Motley Fool Raises \$25 Million:** The Motley Fool, operator of a financial news and opinion website, received a \$25 million investment from BIA Digital Partners and Patriot Capital. Founded in 1993, Virginia-based Motley Fool reaches millions of people each month through its website, subscription newsletter services, podcasts, book publications, syndicated newspaper content, and TV appearances. The company also recently launched an asset management business. Motley Fool closed its first round of financing in 1999 for \$26.5 million from Maveron and Mayfield Fund, and later raised another \$30 million in a round led by SoftBank Capital.
- **Sezmi Receives \$25 Million in Funding and Launches in Los Angeles:** Belmont, California-based Sezmi, a developer of a set top boxes that combines traditional television content with on-demand movies and Internet video, raised \$25 million in a third-round of funding. The company is kicking off a customer pilot in Los Angeles, delivering live feeds of 23 cable networks, 50 local TV channels, video-on-demand and web video through its DVR set top boxes using a combination of wireless broadcast spectrum and Internet delivery. The company maintains that Sezmi's advantages over existing services include advanced search and browsing features, advanced promotional capabilities for matching content offers to viewer preferences, custom portals or "zones" for offering categorized content, and targeted advertising with sophisticated metrics. Investors in the latest round of financing include previous investors Morgenthaler Ventures, Omni Capital, TD Fund, Index Ventures and Legend Ventures, including an unnamed strategic investor. The company has raised approximately \$53 million to date, including a \$33 million infusion last year at a post-money valuation of approximately \$170 million.
- **Redfin Raises \$10 Million in Series D Financing:** Seattle, Washington-based Redfin, an online real estate broker raised \$10 million in a Series D financing from Greylock Partners, Madrona Venture Group, Draper Fisher Jurvetson, Vulcan Capital and The Hillman Company. Redfin combines MLS listing information with historical data into a single map. Users can search for homes by neighborhood, city or MLS number, and users can refine results using detailed parameters like price and number of beds or baths. Redfin plans to use the capital to scale its infrastructure for delivering extremely high levels of customer service, to expand into new markets, and to invest in research and development. Redfin is currently available in Boston, Chicago, Seattle, Washington DC, Baltimore, New York's Long Island and Westchester County as well as most of California, including the San Francisco Bay Area, Southern California and Sacramento.
- **Eldercare Site Caring.com Gets \$10 Million in Series B Round:** San Mateo, California-based Caring.com raised \$10 million in a second round of funding from Shasta Ventures, DCM and Split Rock Partners. The new funding will support the continued expansion of Caring.com, including further development of the Caring.com site, the recently acquired Gilbert Guide eldercare services directory, new marketing programs and growth of the Caring.com team. Founded in 2007, the company has over one million monthly unique visitors and has become a leading community and source of eldercare information on the web. The site is supported by leading advertisers and was sold out in August, September and October of 2009.
- **ScanScout Completes \$8.5 Million Series B Financing:** Boston, Massachusetts-based in-stream ad placement service ScanScout raised \$8.5 million in a second round of financing from Singapore-based EDB Investments (EDBI). The new funds will aid growth of the company in the United States as well as establish new developments in the Asian market, including the company's new Singapore headquarters, its first office in the region. The strategic investment from EDBI follows the launch of ScanScout's new Super Pre-Roll video ad unit. The format solves pre-roll's engagement limitations by integrating interactive elements into the ads and creates an environment that is more compelling for viewers and beneficial for brands. Over the past year, ScanScout has experienced strong growth and was ranked by comScore (SCOR: \$17.03) in July 2009 as the largest online video ad network. According to the company, its network of 600-plus premium publishers continues to grow rapidly due to market-beating CPM pricing and the ability to monetize both pre-roll and overlay ad impressions. ScanScout previously raised \$9 million over two rounds from General Catalyst Partners, First Round Capital and a group of angel investors.
- **CubeTree Raises \$8 Million in Series B Round:** Redwood City, California-based CubeTree, developer of a social networking platform for enterprises raised \$8 million in Series B financing. InterWest Partners led the round, while Trinity Ventures also participated in the round. Launched in May of 2009, the company delivers a hosted social networking platform that features enterprise collaboration tools like wikis, blogs and file sharing. The product is being offered for free but limited to certain features. The company has raised about \$12 million to date.

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- **Social Gaming Company Wooga Raises \$7.5 Million:** Wooga, a Berlin-based social gaming company, raised €5 million in new venture capital funding. Balderton Capital led the round, and was joined by return backer Holtzbrinck Ventures. Founded in January 2009, Wooga develops games for social networks. Its first game, Brain Buddies, was released on Facebook in July 2009 and is currently one of the top 20 games on the Facebook platform with 6 million monthly users. The new funds will be used to expand Wooga's current staff of 25 across 9 countries in hiring 14 new employees.
- **Alice.com Receives \$6 Million in Funding:** Online shopping site Alice.com, an online platform that allows consumer packaged goods companies to sell direct to consumers, received \$6 million in funding from unnamed private investors. The company announced that it will use the money to manage its growth and bring additional manufacturers onto its platform. Alice.com, which launched in June 2009, says it averages more than 1 million unique visitors per month. After setting up an account, consumers can select and save the household products they wish to buy. Items ship for free and Alice.com offers coupons and a reorder reminder system. Co-founders Brian Wiegand and Mark McGuire previously founded comparison shopping engine Jellyfish, which they sold to Microsoft (MSFT: \$30.00) two years ago. Alice.com has raised more than \$10 million to date.

## Software and Services: Observations &amp; Select Transactions

**Global Defense Technology Prices IPO at \$13 Per Share:** Global Defense Technology & Systems (GTEC: \$13.08, 11/20/2009), a leading provider of defense technologies to the national security community, priced its initial public offering of 4.6 million shares of common stock at \$13.00 per share. The Company will use the proceeds to repay debt and for general corporate purposes, including future acquisitions.

**RedPrairie Files For IPO:** RedPrairie Holding Inc., a business software provider, filed for a \$172.5 million initial public offering and plans to trade under the ticker symbol RP. RedPrairie, based in Milwaukee, sells software to help companies manage their inventory, transportation and work force.

**QuinStreet Files For IPO:** Quinstreet filed for a \$250 million initial public offering and plans to list under the Nasdaq index with the ticker symbol QNST. Quinstreet was founded in 1999 and has raised \$60 million to-date. The Foster City, California-based company provides online marketing and media services. Quinstreet earned \$260 million in revenue this year and had net income of \$17.2 million.

**Software M&A Transactions:**

- **Bain Capital Agrees to Purchase BELLSYSTEM24 from Citigroup for \$1.1 Billion:** Bain Capital will acquire Citigroup's (C: \$4.24) controlling stake in Japan's leading call center operator, BELLSYSTEM24, in a tender offer valuing the company at approximately 100 billion yen (equivalent to \$1.1 billion USD). Bain Capital received committed financing for the transaction from Japan's largest banks - Sumitomo Mitsui Banking, The Bank of Tokyo-Mitsubishi UFJ and Mizuho Corporate Bank. The transaction, upon completion, would be the largest buyout in Japan in nearly 2 years.
- **JDA Software Group to Acquire i2 Technologies for \$396 million:** JDA Software Group (JDAS: \$24.98) and i2 Technologies (ITWO: \$18.69), assigned a definitive merger agreement for JDA Software to acquire i2 Technologies, a leading global provider of supply chain solutions, for an enterprise value of approximately \$396 million. The combination of the two companies creates a global leader in the market for supply chain planning and optimization. On a pro-forma trailing 12-month basis, the combined company has annual revenues of approximately \$617 million, including over \$275 million of annual maintenance and recurring subscription fees. According to JDA Chief Executive Officer Hamish Brewer, the i2 acquisition will firmly establish JDA as a leading enterprise software company with a deep focus on supply chain management and a full complementary suite of managed and hosted services offerings.
- **Revolution Money to be Acquired by American Express for \$300 Million:** American Express (AXP: \$41.36) is buying Revolution Money for approximately \$300 million to keep up with trends in electronic payments, where new security features and online transaction options are shaking up traditional models. Revolution Money, launched by AOL Co-founder Steve Case in 2007, provides secure payments through an internet based platform. No names or account numbers appear on Revolution cards and transactions are authorized by using a PIN number. The company's online person-to-person payment accounts are FDIC insured and ideally suited for social and instant messaging networks. The company also offers a prepaid card linked to those accounts that can be used for offline payments or to withdraw cash from ATMs throughout the U.S.
- **Amdocs Acquires jNetX for \$50 Million:** Amdocs acquired jNetX, a Dallas-based provider of service delivery platforms (SDPs) for \$50 million, net of cash and debt. jNetX previously raised a small amount of venture capital funding from Mint Capital. This acquisition accelerates Amdocs' position in the SDP market by combining jNetX's industry leading offering with Amdocs' existing customer experience solutions and service delivery capabilities. For perspective, the SDP market is estimated to grow at a 14% CAGR to \$6 billion by 2013, according to a leading industry analyst firm (Analysys Mason, August 2009).
- **Cavium Buys MontaVista Software for \$50 Million:** Announcing its first deal in a year, Cavium will acquire MontaVista Software for \$50 million (\$16 million in cash and \$34 million in stock). Cavium indicated that MontaVista will contribute about \$25 million in sales in 2010, meaning Cavium is paying about 1.7x MontaVista's last 12 month sales. That is more or less in line with the 2.2x last 12 month sales that Intel paid for Wind River in June.
- **KANA Software Acquired by Accel-KKR for \$48.9 Million:** Accel-KKR acquired Menlo Park-based KANA Software (KANA: \$0.86), in a deal worth \$48.9 million. According to the companies, an affiliate of Accel-KKR will buy substantially all of Kana's assets and liabilities, for \$48.9 million in cash. Kana will continue to be listed on the OTCBB after the acquisition. The firm will continue to pursue opportunities to acquire profitable businesses. Accel-KKR and Kana said they are specifically looking to take advantage of \$400M in net operating losses at Kana.

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- **Mobile Messenger Acquires m-Qube Mobile Delivery Gateway from VeriSign for \$19.3 Million:** Mobile Messenger, the leading mobile solutions provider, acquired m-Qube, the nation's largest mobile messaging aggregator, from its parent company, VeriSign (VRSN: \$22.86) for \$19.3 million. Under the terms of the agreement, Mobile Messenger obtains m-Qube's direct connections to carriers in the U.S. and Canada, and its entire business delivering standard commercial messaging and premium mobile content to customers throughout North America. Verisign acquired mQube for \$250 million in 2006.
- **GuestTek International Completes Acquisition of Enable Software for \$1 Million:** GuestTek International completed the acquisition of Enable Software, an email management solutions company in exchange for \$1 million, to be paid in the form of one million preferred shares of the company, valued at \$1.00 per share. The acquisition provides GuestTek International immediate global exposure for its subsidiaries Enable Software and GuestMetrics. The company plans to begin marketing its GuestSnapshot and BarMetrics software solutions internationally, while establishing a sales channel in the U.S. for Enable Software's Email Management Suite.
- **CDC Software to Acquire Truition, a Leading SaaS e-Commerce Software Provider:** CDC Software Corporation (CDCS: \$10.09), a global provider of enterprise software applications and services, completed a definitive agreement to acquire Truition Inc., a leading On Demand e-Commerce platform provider for retailers and brand manufacturers. Truition's products complement CDC Software's comprehensive list of vertical industries.
- **RMI Acquires SaaS Provider ExpressYard:** RMI, a Carlyle Group portfolio company that provides software to the transportation industry, acquired ExpressYard, a Flint, Michigan-based provider of SaaS applications that support the billing of railcar repairs for contract shops and railroads in North America. ExpressYard will move its Michigan operations to RMI's Atlanta headquarters. No financial details of the transaction were disclosed.
- **ConvergEx Acquired the Assets of Cogent Consulting:** ConvergEx, a New York-based provider of global agency brokerage and investment technology solutions, acquired the assets of Cogent Consulting, a software development firm specializing in advanced commission management. ConvergEx was formed in 2006 by GTCR Golder-Rauner, which combined Eze Castle Software and the institutional brokerage business of Bank of New York.
- **Hellman & Friedman and JMI Equity to Acquire Datatel:** Hellman & Friedman and JMI Equity agreed to acquire Datatel from Thoma Bravo and a group of its co-investors. Datatel provides software, services and insight to the higher education industry. Thoma's co-investors in its 2005 buyout of the company included Trident Capital, HarbourVest Partners and JP Morgan Asset Management.
- **Carlyle Group to Buy OpenLink Financial:** The Carlyle Group acquired OpenLink Financial, a maker of financial software products, from TA Associates, another private equity firm, for an undisclosed amount. Founded in 1992, OpenLink is a provider of cross-asset trading, risk management, and related portfolio management software solutions. Headquartered on Long Island, New York, and with offices in New York, Houston, London, Berlin, Vienna, São Paulo, Sydney, and Singapore, OpenLink has more than 785 employees worldwide. Equity capital for this transaction will come from Carlyle Partners V, a \$13.7 billion buy-out fund.
- **Google Acquires Gizmo5:** Google (GOOG: \$577.49) acquired Gizmo5, a San Diego-based Internet phone start-up, for an undisclosed sum. Google plans to integrate the VoIP provider's technology into Google Voice, the firm's omnibus telephony application. No financial details of the transaction were disclosed.

#### Software Private Placements:

- **ExactTarget Raises \$70 Million in New VC Funding:** ExactTarget, an Indianapolis-based maker of email marketing software, raised \$70 million in new VC funding. This follows a \$70 million round from earlier this year, and brings the company's total funding to approximately \$155 million. ExactTarget provides companies with single software to market to customers via triggered and transactional mail, text messaging and social media.
- **Varicent Secures \$35 Million in Series C Round:** Toronto-based Varicent Software, maker of software for sales performance management, closed a \$35 million round of funding led by San Francisco-based FTV Capital. RBC Venture Partners, the Royal Bank of Canada's investment arm and Edgestone Capital in Toronto also participated in the round. This is the company's C Round of investment. The first round was led by Edgestone, the second by RBC, for a total of \$15 million in prior investment. Varicent's software is aimed at making it easy for businesses to model new business plans and track sales plans with bonuses and other variable compensation.

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- **Bling Nation Raises \$20 Million For Cell Phone Payment System:** Bling Nation raised \$20 million in Series B funding from Balderton Capital for a new cell phone payment system. Bling monetizes the payment network by taking a cut of each transaction. Bling's device is attractive to merchants because they can avoid costly transaction fees associated with credit card purchases. Even with the debit fees and the Bling's cut, merchants end up paying 50% less in transaction fees than if the purchase was through a credit card system. The company has raised \$33 million to date.
- **RPO Raises \$19.3 Million for Optical Touch Technology:** RPO, maker of optical touch technology used to track finger movements for computing applications, raised \$19.3 million in a third round of funding. Based in San Jose, California, the company is backed by Jolimont Capital, Allen & Buckeridge and Neo Technology Ventures.
- **Aravo Solutions Secures \$19 Million of a \$22 Million Fifth Round:** Aravo Solutions, a San Francisco-based provider of supplier management software, secured \$19 million of a \$22 million fifth-round funding. The company previously raised approximately \$13 million from Chess Ventures, WilsonSonsini Ventures, Angels' Forum and a number of angel investors such as Stephen Friedman (ex-chairman of Goldman Sachs) and Tony Mayer (ex-CEO of JPMorgan Capital).
- **Millennial Media Raises \$16 Million in Series C Funding:** Millennial Media, a Baltimore-based provider of mobile advertising solutions, raised \$16 million in Series C funding. New Enterprise Associates led the round, and was joined by return backers Bessemer Venture Partners, Columbia Capital and Charles River Ventures. The new growth financing will be used to continue to strengthen Millennial Media's position as a leading mobile ad network in the U.S., as well as finance accelerated international expansion, advanced targeting products, and widen penetration of its mobile media planning platform for agencies. Launched in May 2006, Millennial Media has been a force in the growing mobile display advertising business. The company has a deep commitment to advertisers first, and as a result, delivers the best monetization for publishers, developers, carriers and handset/OS partners.
- **Siri Raises \$15.5 Million in Series B Funding:** Siri Inc., a San Jose, California-based developer of a Web-based personal assistant, raised \$15.5 million in Series B funding. Return backers include Menlo Ventures and Morgenthaler Ventures.
- **Manthan Systems Gets \$15 Million in Series B Funding:** Manthan Systems, an India-based provider of business intelligence and analytics for the retail and consumer packaged goods industries, raised \$15 million in Series B funding. Fidelity International led the round, and was joined by return backers IDG Ventures India and ePlanet Ventures. The Company plans to use the proceeds to increase sales and marketing efforts, scale product organization and pursue inorganic growth opportunities.
- **Dilithium Raises \$10.9 Million for Wireless Multimedia Systems:** Dilithium Networks, provider of converged video services for wireless internet and mobile applications, brought in \$10.9 million of an \$18.1 million round of equity and securities. Based in Petaluma, the company is backed by CM Capital Investments, Deutsche Bank, Infocomm Investments, Jafco Ventures, Motorola Ventures and U.S. Venture Partners. The company has now raised close to \$44 million in capital to date, including \$8 million in June 2009.
- **Zenph Sound Innovations Raises \$10.7 Million:** Zenph Sound Innovations, a Raleigh-based developer of software and algorithms to transform music into data in order to understand and re-perform music in novel ways, raised \$10.7 million in new venture capital funding. Intersouth Partners led the round, and was joined by Capitol Broadcasting Company.
- **SupportSpace Raises \$10 Million Series B Round:** SupportSpace, an Israel-based provider of online IT support services raised \$9 million in a series B round. Emergence Capital Partners led the round and was joined by return backers BRM Capital and Gemini Israel. SupportSpace was founded in 2006 and helps its vendor, operator and retail partners to expand their remote tech service offerings in a high quality, consistent way. The company's offering includes a SaaS platform for the management, marketing and delivery of remote services and a network of virtual experts. The company previously raised \$4.25 million.
- **EverNote Raises \$10 Million in Third Round Funding:** EverNote, a Mountain View, California-based provider of information capturing technologies, raised \$10 million in a third round of financing. Morgenthaler Ventures led the round, and was joined by return backers DoCoMo Capital and Troika Dialog. EverNote is a free, multi-platform service designed to allow users to easily remember ideas, inspirations and experiences from their daily lives. This latest round of funding will help EverNote continue to evolve and innovate its offerings, introduce versions on more platforms and accelerate user growth in new regions. Since its launch in June 2008, Evernote has grown to nearly 2 million users.
- **Ready Financial Raises \$7 Million:** Ready Financial, a Boise, Idaho-based provider of prepaid debt cards and online bill payment services, raised \$7 million in Series B funding led by Rockbridge Growth Equity. As part of the funding,

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Rockbridge Growth Equity will be adding two representatives to the Company's Board of Directors. Jeff Bussgang of Flybridge Capital Partners will also join the Board. Ready Financial is focused on bringing better, more affordable financial products to the millions of U.S. consumers who are formerly banked or poorly served by their existing banks.

- **Response Logix Captures \$5.6 Million For Car Dealer Lead Gen:** Response Logix, maker of software deigned to help car dealers catch and respond to online leads within ten minutes and offer reasonable quotes, raised \$5.6 million in a round of venture financing led by Emergence Capital Partners and including AH Belo, Belo, GRP Ventures and Shasta Ventures. Based in Sunnyvale, California, the company also helps dealers keep in touch and follow up with their customers to improve their customer service ratings.
- **Apprenda Secures \$5 Million in First Round:** Apprenda, a developer of a general purpose platform for SaaS applications, raised \$5 million in a first round of financing. The round was led by New Enterprise Associates and included existing investor High Peaks Venture Partners. Apprenda, the creator of SaaSGrid, has changed the way that software is built and delivered, providing a solution to the architecture and management complexities of delivering software across distributed web scale environments. With this new investment, Peter Sonsini, a Partner at NEA, and Tom Grossi, a Principal at NEA, will join Apprenda's board of directors.

## Cloud Services: Observations &amp; Select Transactions

**Fortinet Stock Priced at \$12.50 for Initial Public Offering:** Fortinet (FTNT: \$16.62), a provider of ASIC-accelerated, network-based unified threat management, for real-time network protection, priced shares in its initial public offering above expectations. The company completed a \$156.25 million IPO on November 18, 2009, offering 12.5 million shares at \$12.50 per share. Of the total 12.5 million shares offered, 5.78 million was offered by the company and 6.72 million was offered by existing shareholders. Fortinet had expected shares to price between \$9 and \$11, according to a regulatory filing with the Securities and Exchange Commission. The company's core technology is its FortiGate appliance, a sort of security box combining a range of features, including anti-virus, firewall and virtual private network (VPN) capabilities. The company had revenue of \$123.5 million, \$155.4 million, and \$211.8 million in 2006, 2007 and 2008, respectively. Fortinet is focused on growing demand for cybersecurity. IDC estimates that Fortinet holds approximately 15.4% of the unified threat management appliance market. Fortinet shares opened at \$17.00 on the first day of trading.

**Cloud Services M&A Transactions:**

- **Terremark Acquires DS3 DataVaulting for \$11.5 Million:** Terremark (TMRK: \$6.87), a provider of managed IT infrastructure services, acquired data storage company DS3 DataVaulting for \$11.5 million in cash to enhance its data storage and backup offerings. DS3 DataVaulting provides co-location and application hosting and managed network monitoring and security services for businesses in the U.S. The company also provides managed data backup and recovery and e-discovery services. By acquiring DS3, Terremark hopes to enhance its overall data storage offering and help accelerate the development of its solutions in the area of managed storage, a key growth opportunity driven by the escalating data demands driven by new technologies and increasingly stringent regulatory compliance. The addition of DS3 also provides Terremark with a considerable opportunity to up sell its full suite of services to an expanded customer base. The acquisition values DS3 DataVaulting at 1.9x trailing twelve month revenue and 7.7x trailing twelve month EBITDA.
- **Dada Acquires Poundhost for \$11 Million:** Italy-based Dada through its subsidiary Namesco, a provider of web hosting, domain registration, and broadband and server solutions, acquired Poundhost Internet, a provider of data storage solutions, from BlueSquare Data Group. Poundhost has over 10,000 dedicated and virtual servers and a large high-end customer base (30% in the U.S.). The company offers professional management solutions for online presence to businesses and is one of the main players in the United Kingdom in the dedicated hosting services. Poundhost 2009 revenues are estimated at approximately \$6.8 million with an EBITDA of \$2.3 million. The acquisition of Poundhost is consistent with the Dada.pro division's strategy to consolidate its leadership in the European market and allows strengthening the position of the Dada Group in the management of online identity and presence and of innovative web advertising solutions. Dada.pro, which already has a consolidated presence in terms of clients managed in the United Kingdom has the highest forecasted growth rates in Europe for digital professional services and online advertising.

**Cloud Services Private Placements:**

- **Data Robotics Raises \$10 Million in Series E Funding:** Data Robotics, a creator of automated data storage products raised \$10 million in Series E funding led by Focus Ventures. Other investors include Greylock Partners, New Enterprise Associates, RRE Ventures and Sutter Hill Ventures. The new funding will be used to produce more inventory and will fuel additional sales and marketing efforts. Data Robotics, which launched in 2006, produces Drobo, a series of self-managing storage products. The company's products are scalable and are designed to meet the data storage needs of small to medium-sized businesses. The company is experiencing strong growth in the enterprise space, with yearly revenue of approximately \$30 million.
- **Axxana Raises \$9 Million in 2nd Round of Funding:** Axxana, a developer of disaster recovery solutions, raised a \$9 million round of financing led by Carmel Ventures. Gemini Israel Funds and individual investors also participated in the round. Ronen Nir, a partner at Carmel Ventures, joined the company's board of directors. Axxana recovers data with zero data loss over any distance. Axxana's disaster recovery solution represents a new domain in data protection: Enterprise Data Recording which serves enterprises around the world and is working in close conjunction with some of the large companies in the data storage industry. The funds will be used to accelerate the adoption of The Phoenix System, the first "Black Box" Enterprise Data Recorder. Axxana maintains offices in Newton, Massachusetts and Tel Aviv, Israel.
- **Active Storage Raises \$8 Million in a Series A Round:** Active Storage completed its Series A funding round from Intel Capital, Mission Ventures and Valhalla Partners. Active Storage manufactures storage solutions for Apple-based infrastructures and offers XRAID ES, an RAID storage solution. The company sells its products through value added resellers in the U.S. and internationally. It serves video post-production, broadcast, publishing, education, and science

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industries. The company's RIAD storage product is used in the production and broadcast of high definition television and movies by leading media production companies around the world such as NASCAR Media, Televisa and The Golf Channel. The company was founded by previous Apple executives, where they were responsible for Server and Storage products.

- **Indicee Raises \$6 Million in Series A Round:** Indicee, a cloud-based business intelligence reporting tool raised a \$6 million Series A round from Granite Ventures and Yaletown Ventures. Indicee helps users easily combine data from their business applications and generate reports using Indicee's cloud-based service. It essentially wants to launch reporting and analysis to the "masses" with a cost-effective solution to mashup business data. Indicee's technology taps into data from business applications and content from productivity software such as Excel, and automatically builds reports and analysis for this data in the cloud. Indicee users can share data securely with their colleagues in an online community/social exchange.
- **Outright Raises \$5 Million in Second Round of Funding:** Outright, provider of a free and drop-dead simple online bookkeeping service, raised \$5 million from Sequoia Capital and previous backers First Round Capital, Shasta Ventures and SoftTech Venture Capital. Outright (formerly called GoBootstrap) launched its online bookkeeping app in public beta earlier this year after raising \$2 million in seed funding. Outright's offerings help small businesses and self-employed individuals keep track of their income and expenses in order to accurately complete their taxes. The service is currently free to all customers and will remain so, although the company plans to introduce a number of paid options and fee-based services in the future.
- **DocuSign Raises \$2 Million For E-Signature Software:** DocuSign raised \$2 million from Second Century Ventures, the investment fund of the National Association of Realtors. Founded in 2003, DocuSign allows companies to get legally binding signatures quickly over the internet instead of over fax or mail. DocuSign certifies digital signatures over the web, acting as an intermediary who holds the documents and verifies the identity of the signature. The Company has executed more than 48 million signature events using DocuSign and is servicing currently has 2.5 million users. DocuSign is seeing increased traction of its technology in the commercial and residential real estate spaces. DocuSign is now the exclusive e-signature provider to the National Association of Realtors. The new funding will be used for further development of DocuSign's technology for the real estate space. DocuSign has raised more than \$30 million to date.
- **Immunet Raises \$2 Million:** Immunet, a cloud antivirus startup raised \$2 million in funding from Altos Ventures and TechOperators. The Palo Alto, California-based Immunet launched its first product, Immunet Protect, in August. The product harnesses the growing power of sharing networks to create a community of people. Immunet Protect product uses web-based computing resources to create a community of people who can collectively improve each other's security.

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## Communications: Observations & Select Transactions

**U.S. Business Wireline Spending Down in 2009:** In-Stat reports that the wireline business market will see a decline in spending for the first time since tracking started over a decade ago. In-Stat expects wireline data spending to remain flat in 2010 before seeing growth in 2012. The decline is attributed to the migration off of legacy data services. The business service segment does have reason for hope due to the fact that IP VPN spending will grow from \$100 million in 2008 to \$250 million in 2012. Another bright spot is the fact that healthcare related spending on Ethernet is expected to triple between 2008 and 2012.

**Calix Networks Files for IPO:** Calix Networks filed for a \$100 million initial public offering and plans to trade on the New York Stock Exchange (NYSE) under the ticker symbol CALX. The Petaluma, California-based provider of communications access systems and software, previously raised around \$220 million in venture capital funding from Foundation Capital, TeleSoft Partners, Azure Capital Partners, Meritech Capital Partners, and Redpoint Ventures among others. Goldman Sachs and Morgan Stanley will act as lead underwriters for the public offering.

**Fabrinet Files for IPO:** Fabrinet filed for a \$150 million initial public offering and plans to trade on the New York Stock Exchange (NYSE) under the ticker symbol FN. The Thailand-based provider of foundry services to optical component, module, and subsystem OEM's, previously cancelled a \$250 million IPO earlier in the year. Morgan Stanley and Deutsche Bank Securities will act as lead underwriters for the public offering. Fabrinet recorded \$392 million in sales over the last 12 months.

**MaxLinear Files for IPO:** California-based MaxLinear, a provider of CMOS-based highly integrated, radio-frequency analog and mixed-signal semiconductor solutions for broadband communications applications, filed to raise up to \$100 million in an initial public offering. Morgan Stanley and Deutsche Bank Securities are the book-running managers for the offering. MaxLinear earned \$2.4 million on \$36.1 million of revenues for the 9 months ending September 30, 2009.

**Verizon Launches Droid:** Verizon released its first phone based on Google's Android platform, the Motorola Droid, which is expected to compete directly with Apple's iPhone. Before launching, Motorola aired an advertising campaign emphasizing Droid's capabilities not present in the iPhone. The phone launched in America on November 6, 2009 at a price of \$200 with a 2-year activation plan. An estimated 250,000 sets of the Droid were sold in the first week of its release. Verizon also released the HTC Hero, another smart phone based on Google's Android platform.

**Broadband Stimulus - Number of Funding Rounds Reduced:** In an effort to award \$7.2 billion in broadband stimulus energy, the National Telecommunications and Information Administration (NTIA) and the Rural Utilities Service (RUS) said the agencies will hold just one more funds-distribution round, rather than the two that were expected. The NTIA and RUS must pay out all of the grants by the end of September 2010, in an effort to "get the funds out the door faster to stimulate the economy and create jobs".

**Skype Founders and eBay Come to Agreement:** eBay (EBAY: \$23.65) Inc. announced a legal settlement with Niklas Zennstrom and Janus Friis, the founders of Skype. The settlement, which will allow eBay to sell Skype to a group of outside investors, involves the co-founders taking a 14% stake in Skype and joining the company's board. Also, the founders will withdraw all lawsuits their companies have with eBay and the consortium.

### Communications M&A Transactions:

- **Hewlett-Packard Acquires 3Com for \$3.1 Billion:** Hewlett-Packard (HPQ: \$51.32) agreed to pay \$3.1 billion in cash for the acquisition of 3Com (COMS: \$7.50). The transaction is valued at \$2.7 billion on an enterprise value basis as 3Com held \$666 million in cash and \$200 million in debt. This acquisition will add 3Com's networking products (switches, routers and security) to HP's ProCurve product line. HP plans to pair its own edge wares with 3Com's core offerings, and has targeted market share gains as key to the combination. HP believes that acquisition of 3Com, a leading provider of networking switching, routing, and security solutions, will expand its Ethernet switching offerings and strengthen the company's position in China. HP will pay \$7.90 for each share of 3Com, which is roughly 50% higher than the price offered for 3Com by a buyout group just two years ago. HP's bid values 3Com at approximately 2.0x trailing 12-month (TTM) sales which is slightly above the 1.6x EV/TTM sales valuation that Bain Capital and Huawei Technologies were set to pay for 3Com in the aborted take-private of the networking company two years ago.
- **eBay Completes Sale of Skype at \$2.75 Billion Valuation:** San Jose, California-based eBay completed the sale of a majority stake in its Skype Internet telephony business unit to an investment group that includes private equity firm Silver Lake, Joltid Limited, investment firm Andreessen Horowitz and the Canada Pension Plan Investment Board. The company was sold at a valuation of \$2.75 billion, and eBay will retain a 30 percent stake in the company with the remaining 70 percent being divided up amongst the investors. eBay purchased Skype for approximately \$2.6 billion in 2005, but decided to sell because the company has limited synergies with its existing operations. Skype recently announced that it

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is in talks with mobile handset and network companies to install its Internet telephony service, including potential partners in China.

- **Ciena to buy Nortel's Metro Ethernet Network for \$769 Million:** Ciena Corp recently outbid Nokia Siemens Networks in order to buy Nortel Networks, Metro Ethernet Networks (MEN) division. Ciena's winning bid of \$769 million, is comprised of \$530 million in cash and \$239 million of convertible notes earning 6%. This is significantly higher than their original bid of \$521 million, which triggered competition from a joint bid by Nokia Siemens Networks and One Equity Partners.
- **Logitech to Acquire LifeSize Communications for \$405 Million:** Logitech (LOGI: \$17.89) has agreed to acquire Austin, Texas-based LifeSize Communications for \$405 million. LifeSize, a leader in HD video communication solutions, expects \$90 million in revenue in 2009, and revenue growth between 40% and 60% for 2010. With the acquisition, Logitech is expanding its video products to include high definition video conferencing cameras and equipment.
- **American Tower Corp. to Acquire Wireless Communications Towers for \$100 Million:** American Tower Corporation (AMT: \$41.14), an independent owner, operator and developer of broadcast and wireless communications sites, signed a definitive agreement with Cincinnati Bell (CBB: \$3.08) to acquire 196 of Cincinnati Bell's wireless communications towers. The towers, which will be purchased for \$100 million, are largely located in Ohio and Kentucky and average 2.1 tenants per tower. As part of the transaction Cincinnati Bell will remain a tenant on the 196 towers under a long-term lease agreement. At the expected closing of December 30, 2009, American tower expects to use available cash on hand and cash equivalents to satisfy the consideration.
- **Windstream Acquires NuVox for \$64.3 Million:** Windstream (WIN: \$10.04) acquired NuVox for approximately \$643 million, which will be funded by \$183 million in stock, \$280 million in cash and the assumption of \$180 million of NuVox's debt. As a result of the deal, Windstream will gain 90,000 business clients from the South Carolina based CLEC. NuVox, a privately-held phone company that serves business customers, operates in 16 states in the Southeast and Midwest. The company generated \$561 million and \$115 million in revenue and operating income, respectively.
- **Cisco Acquires DVN's Set-Top Box Business for \$44.5 Million:** In an effort to boost its cable business offerings, Cisco (CSCO: \$24.09) will acquire the set-top box business of DVN, one of China's largest cable companies, for \$44.5 million. Cisco will pay \$17.5 million up front for the business with up to an additional \$27 million over four years based on performance. The acquisition will strengthen Cisco's presence in the Chinese cable market, which is the largest in the world with 160 million subscribers and expected to exceed 200 million over the next three to five years.
- **Motorola to Purchase BitBand:** Motorola (MOT: \$8.85) will purchase BitBand, a broadband video company that specializes in infrastructure and software to deliver IP TV services, as well as products for on-demand content-delivery networks. The company will be folded into Motorola's Broadband Home Solutions division, which makes wireless networking equipment and set-top cable boxes. Terms of the deal were not disclosed but media reports stated that the privately-held BitBand was seeking an acquisition price of \$4 to \$5 billion.
- **Pharos Capital Group Acquires Rush Tracking Systems:** Pharos Capital Group acquired Kansas City based Rush Tracking Systems, an RFID business process consulting and systems integration company. Nashville-based Pharos Capital Group will also invest strategic capital in the company. Rush Tracking, which employs 20 to 30 people, will still be run by the same management team. Terms of the deal were not disclosed.
- **Motorola in Early Stages of Set-Top Box Business Sale:** According to the Wall Street Journal, Motorola (MOT: \$8.85) is looking to sell its set-top box business for \$4.5 billion. Motorola does have a large share of the set-top box market. No buyers have been mentioned.

#### Communications Private Placements:

- **Clearwire Announces \$1.5 Billion in New Funding:** Sprint Nextel (S: \$3.70) and its partners will invest \$1.5 billion into Clearwire, the WiMax operator, in its latest round of funding. Sprint will invest \$1 billion and the remaining \$500 million will come from Sprint's joint venture partners Comcast (CMCSA: \$15.51), Intel (INTC: \$20.32), Time Warner Cable (TWX: \$32.55) and Bright House Networks. Clearwire previously said that it would need \$2.0-\$2.3 billion in order to complete a national WiMax network.
- **Phoenix New Media Gets \$25 Million in Financing:** Intel Capital, Bertelsmann Asia Investment Funds and Morningside Ventures invested \$25 million in Phoenix New Media, the digital media arm of Hong Kong TV broadcaster Phoenix Satellite Television. Phoenix New Media includes news portal ifeng.com, which reportedly reaches 100 million people in

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mainland China. Executives at all three funds cite the growth and potential of the new media market in China as driving their investment.

- **IPWireless Raises \$15.5 Million:** Mobile Network Equipment maker IPWireless raised \$15.5 million in a round of institutional funding. IPWireless previously raised \$235 million before being acquired by NextWave Wireless in 2007. This round of funding, which comes after the founders bought back IPWireless, is being provided by Spark Capital, Lockheed-Martin and Northrup Grumman.
- **ASSIA Raises \$10 Million in Funding:** Adaptive Spectrum and Signal Alignment (ASSIA), which manages DSL lines in order to provide faster and reliable service, raised a \$10 million round of funding. The Redwood City, California-based company is backed by Stanford University, Swisscom Ventures Mingly China Growth Fund, SFR Development, and T-Venture.
- **DigitalBridge Communications Raises Venture Capital Funding:** Ashburn, Virginia based DigitalBridge Communications raised an undisclosed amount of new venture capital funding. The provider of WiMax broadband service to underserved communities previously raised over \$50 million in equity financing. Current providers of funding include Schurz Communications, National Rural Telecommunications Cooperative (NRTC), Paladin Capital Group, CNF Investments and Novak Biddle Venture Partners.

## Clean Technology: Observations & Select Transactions

**China Finance Ministry Selected Projects for \$3 Billion Funding in the Solar Sector:** The Chinese Ministry of Finance has selected hundreds of projects for its Golden Sun initiative to subsidize solar power plant installations across China. The ministry estimated that the projects will require total construction costs of roughly RMB 20 billion (\$2.93 billion). The government would subsidize half of a project's installation and related transmission costs. As part of this initiative, 294 projects were selected totaling 642 megawatts. They also released some technical guidelines, including pricing for crystalline and thin-film solar equipment. Prices to be paid for crystalline silicon panels should be no higher RMB 14 (\$2) per watt. The ceiling for amorphous silicon panels is RMB 9 (\$1.32) per watt. The government also wants guaranteed energy output of each solar energy system at the two-year, 10-year and 25-year mark. Developers could use other types of thin films, concentrating photovoltaic and other solar technologies, but they must demonstrate success stories using these technologies.

**Trony Solar Raises its IPO Range Between \$9 and \$11:** Trony Solar, a China-based thin-film photovoltaic product manufacturer, raised the target for its initial public offering to \$241.5 million from the previous \$200 million. The company plans to offer 15 million American Depositary Shares (ADSs), while its shareholders will sell an additional 4.5 million ADSs. The company expects the IPO to price between \$9 and \$11. JPMorgan Special Situations and Intel Capital, which currently own a combined 11.9% of the company, are each selling half of their shares. The company intends to use approximately \$100 million of the net proceeds from the offering to expand its manufacturing facilities, and about \$30 million to repay an outstanding related-party loan. The remaining portion of the net proceeds is expected to be used for working capital and other general corporate purposes.

### New Investments and Transactions:

- **Landis+Gyr Raises \$100 Million from Existing Shareholders:** Smart meter maker Landis+Gyr raised \$100 million from its shareholders to fuel its growth. This raise will help it make enough smart meters to keep up with \$1 billion in contracts this year. Switzerland-based Landis+Gyr, reported approximately \$1.25 billion in revenue last year and is a smart meter leader in Europe. Most of Landis+Gyr's growth this year has come in the U.S. This growth includes a planned 3.4 million smart meter deployment with Texas utility Oncor, another 700,000 with AEP Texas and a portion of Pepco's planned smart meter deployment and a 600,000-meter deployment with the Sacramento Municipal Utility District. Landis+Gyr is also partnering with General Electric on a 10-million smart meter deployment being done by Pacific Gas & Electric. Landis+Gyr competes with smart metering players, Itron, Elster, Sensus and General Electric.
- **Yingli Green to Raise \$50 Million for Panel Manufacturing Facility in the U.S.:** Yingli Green Energy, a manufacturer of solar panels is finalizing plans to open a 100-megawatt panel manufacturing facility in the U.S. that would require an investment of approximately \$50 million. The company is currently working out plans for the financing which includes identifying a location in the southwest. It is expected that more than 300 jobs could be created at the location of the facility. The company plans to install production in two phases of 50 MW each and the panels will come off the production line by the end of 2010. Based in Baoding, China, the company filed an application to receive tax credits from the U.S. Treasury to build the facility. The sources of financing will be equity from the parent company as well as commercial bank loans. The financing will cover both working capital and the equipment expenditures to complete the installation of the 100 MW facility.
- **ElectraTherm Raises \$5.4 Million in Second Round of Funding:** ElectraTherm, specializing in low-temperature waste heat recovery, raised \$5.4 million in venture funding. The U.S. consumes about 100 quads (quadrillion BTUs) of energy per year and approximately 55 to 60 quads are dissipated as waste heat due to energy conversions, line losses, and inefficient machinery. Some of the other players such as Cypress Semiconductor, Promethean Power and Alphabet Energy are developing thermoelectric devices – semiconductors that can convert heat into electricity and vice versa. ARPA-E, the high-concept research division of the Department of Energy, recently awarded grants to a few startups and universities to experiment with figuring out ways to develop nanotubes and nanowires to convert heat to power. ElectraTherm uses three technologies in one: waste heat capture, heat exchangers and pressure-driven turbines. The company has raised approximately \$10 million to date.
- **Sion Power Received \$800,000 Grant from the Department of Energy:** Sion Power Received an \$800,000 grant from the Department of Energy to advance its lithium-sulfur battery technology that cleans itself up for greater battery cycle life. Lithium-sulfur batteries can potentially provide approximately five times the energy density of the lithium-ion batteries. But, lithium-sulfur chemistries tend to clog up, break down, and otherwise degrade, limiting cycle life, or the number of times they can be recharged which cannot be used electric and plug-in hybrid vehicle applications. The company has a joint development agreement with German chemicals company BASF.
- **Dow Kokam Acquires Lithium Battery Developer Kokam America:** Dow Kokam, a joint venture between The Dow Chemical and TK Advanced Battery, acquired the assets of advanced lithium-ion battery technology developer and

*The information presented is drawn from publicly available sources, including public filings with the Securities and Exchange Commissions and market information made publicly available by third party providers.*

manufacturer Kokam America. The acquisition of these assets is an extension to Dow Kokam's existing battery manufacturing capabilities. The Kokam America expertise, patented manufacturing processes and existing facilities under the Dow Kokam franchise will help to diversify the company's application portfolio.

## Private Company Profiles

Each month, we like to feature private companies that we believe have compelling and innovative solutions. This month's newsletter showcases the private technology companies outlined below.



Future newsletters will feature companies that demonstrate successful business models. If you have a company you would like us to consider, please email Gene Ramirez at [gramirez@morganjoseph.com](mailto:gramirez@morganjoseph.com).



[www.eveo.com](http://www.eveo.com)

**Description:** Eveo, founded in 1999, provides rich media communication solutions and services for the pharmaceutical industry. It offers marketing strategy and development services, such as communication objectives analysis, audience requirements, competitive analysis, distribution strategy, and creative and technical recommendations; and creative design services, which include developing concepts and designs, and integrating various rich media. The company also provides content development services; media production services, including video production and editing services; Webcast production services, which include managing and producing online events.

#### **Solutions:**

- **Eveo Symposium On Demand:** A turnkey interactive virtual meeting solution that delivers compelling and visually engaging, enduring material that extends the reach of conferences, advisor meeting and investigator sessions.
- **Eveo Webcast:** Rich media solutions for delivering important information, such as clinical trial results, to a selected group of constituents over the Web or satellite. It includes a customized live or on-demand audio/video webcast featuring one or multiple speakers with synchronized presentations, and a targeted rich email campaign used to distribute the presentation to its intended audience.
- **Eveo Enduring Speaker Training:** A solution for speaker training to keep constituents informed and educated. It captures the entire content of the session (from formal presentations to breakouts), while reinforcing key messages via a set of interactive functions, such as topic selection, slide download, training tips, knowledge tests, etc.
- **Eveo Disease State & MOA Animation:** A solution used to design and produce impactful disease state and mechanism of action (MOA) videos. Its features include script creation and storyboard development, and final delivery on the Web or CD/DVD or for tradeshow.
- **Eveo Interactive Case Studies:** A compelling way to educate healthcare professionals on diagnosis and treatment guidelines, while communicating core brand message. Features include videos, photos, 2D/3D animations, and textual content, used to simulate actual doctor-patient interactions and provide clinical information on a product or disease.
- **Eveo Thought-Leader Extranet Hub:** A solution designed to build stronger relationships with product investigators and advisors. It is used to communicate key insights about a therapeutic area or disease state, while providing a variety of resources to support the product.
- **Eveo Sales Training and Sales Detail Aids:** Include rich media sales tools for pharmaceutical companies to enhance their sales force effectiveness.

#### **Management:**

- Olivier Zitoun, Chief Executive Officer and Founder
- Thomas Masino, Ph.D., Chief Technology Officer
- John Olson, Vice President, Product Management
- Tony Salah, Vice President of Enterprise Sales

#### **Select Clients:**



**Capital Raised:** To date, Eveo raised \$17 million in financing from Allegis Capital, Deutsche Banc Alex Brown, Digital Incubate, GIMV, Greenstone Venture Partners, Mission Ventures, Sonera, and Thomson Multimedia.



[www.m5net.com](http://www.m5net.com)

**Description:** Since 2000, M5 has been perfecting its hosted VOIP phone system and application platform. Over 1,000 mid-size clients trust M5 with their office phones. The Company's best customers are service-oriented growth companies that rely on phones. In these cases, M5 is able to make a measurable impact by improving the way they sell, service and work together. M5 Networks is part of the cloud computing, or software as a service, movement. The Company's mission is to deliver phones and service that businesses love.

**Products:** M5 offers voice over Internet protocol phone systems through an Internet-based managed service. M5's Business VoIP Phone System boasts applications that measure, integrate, and enhance business practices--giving companies a competitive edge in their marketplace. Some examples include business reporting tools or CRM integration.

**Management:**

- Dan Hoffman, Chief Executive Officer
- Phillip Kim, Executive Vice President
- Gary Deutsch, Chief Financial Officer
- Jim Kanir, Chief Revenue Officer
- John Hendry, Chief Technology Officer
- Kerrin Parker, Vice President of Operations
- Ray Lieu, Vice President of Service Development

**Financials:** M5 grew revenue 52% in 2008, expect 15% growth in 2009, and expect 30% growth for 2010. Investors include Edison Venture Fund, Escalate Capital Partners, Greycroft, and Milestone Venture Partners.

**Partners:**





[www.qualitytech.com](http://www.qualitytech.com)

**Description:** Quality Technology Services operates as a technology infrastructure company that provides data center facilities and managed services. The company's managed facilities provide colocation, and monitoring and systems management services. Its managed services include managed storage/tape backup, security, disaster recovery, professional services, load balancing, application and database management, and monitoring and service management; and media services include media and streaming, media encoding and transcoding, event production, signal acquisition, creative services, and digital media library services. The company was incorporated in 2000 and is based in Suwanee, Georgia.

**Data Center:** Quality Technology Services has state-of-the-art data center facilities in the following locations:

- Overland Park, Kansas
- Atlanta, Georgia
- Jersey City, New Jersey
- Fairfield, New Jersey
- Manhattan, New York
- Santa Clara, California
- Miami, Florida
- Lenexa, Kansas
- Topeka, Kansas
- Wichita, Kansas
- Indianapolis, Indiana

**Management:**

- Chad Williams, Chief Executive Office and Chairman
- Mark Waddington, President
- Dan Kurtz, Executive Vice President of Marketing
- Shelagh Montgomery, Executive Vice President of Sales
- Brian Johnston, Chief Operations Officer
- Jay Ketterling, Controller

**Capital Raised:** Quality Technology Services has raised \$150 million from General Atlantic.

**Partners:**



## Executive and Investor Corner

In addition to profiling leading companies in our monthly newsletter, Morgan Joseph & Co. also includes market insights and observations provided by leading company executives and institutional investors regarding current market and technology trends. ***The views, opinions, and insights expressed are those of the various contributors.***

### Company Executives

In this month's newsletter, we posed four questions to M5 Networks. M5 Networks offered their insights into the market and various technology trends. The four questions we asked M5 Networks to comment on included the following:

- Question 1.** What catalysts do you see that could accelerate your company's growth?
- Question 2.** Given the recent improvements in the broader market, do you plan to implement any changes to your business to capitalize on the improved sentiment, e.g. accelerate capital expenditures, hire additional sales staff, etc.?
- Question 3.** Are there particular market verticals that you believe will contribute more significantly to your company's growth? If so, please elaborate?
- Question 4.** What is your outlook for your company and/or the economy for 2009/2010?

### Institutional Investors

We posed the following five questions to several leading institutional investors including Battery Ventures, Garnett & Helfrich, Internet Capital Group (ICGE), and Stripes Group.

- Question 1.** What do you see as the catalyst for future revenue and earnings growth?
- Question 2.** What set of guidelines or target profile/criteria are you seeking from private, Growth Companies (technology) in today's environment to consider an investment opportunity?
- Question 3.** What does it take for a technology company to go public in this market and what do they need to do to differentiate themselves?
- Question 4.** What Technology Sectors do you consider to be 'hot' for the remainder of 2009 and will be even 'hotter' in 2010?
- Question 5.** What private technology companies do you believe are best positioned to be tomorrow's 'Category Gorilla' or 'Market Leader' and why?

This month's participants were gracious enough to quickly respond to our request, drawing up their answers in short order. If you are interested in participating in next month's newsletter, please email Rick Juarez at [rjuarez@morganjoseph.com](mailto:rjuarez@morganjoseph.com) or Gene Ramirez at [gramirez@morganjoseph.com](mailto:gramirez@morganjoseph.com).

Note: These are the opinions solely of the companies and / or investors.

## Executive and Investor Corner – M5 Networks



### **M5 Networks Commentary (Dan Hoffman, CEO):**

1. *What catalysts do you see that could accelerate your company's growth?*

"First we're exposed to the job market. We have about 1,100 mid-size business clients and 70% of them cut more than 10% of their jobs=phones=revenue with us in 2009. In 2007, job cuts net of current clients hiring actually increased our recurring revenue by 10%.

However, the trends that continue to fuel adoption of Voice as a Service are strong. Every major software entity – Google, Microsoft, even the open source community – has accepted voice as a business application that can't be overlooked as simple infrastructure. People want to work from anywhere, and companies can't rely on the talent that lives within a daily commute of their headquarters. With colleagues and customers all over the globe, the way a company "sounds" is more important than ever. The cloud/SaaS movement, the green movement, and the great amount of innovation in phone technology are all pushing businesses our way."

2. *Given the recent improvements in the broader market, do you plan to implement any changes to your business to capitalize on the improved sentiment, e.g. accelerate capital expenditures, hire additional sales staff, etc.?*

"Our new bookings are at record levels, and we are hiring in all areas."

3. *Are there particular market verticals that you believe will contribute more significantly to your company's growth? If so, please elaborate?*

"We are strongest with service-oriented growth companies that rely on phones. We've done particularly well in financial services, and professional services like recruiting. I'd observe that lately a number of web-based businesses have realized the power of the phone as a powerful brand touch point. When a customer reaches the limits of the automation on your website, it is powerful to have a live person available immediately to create a real promoter. "

4. *What is your outlook for your company and/or the economy for 2009/2010?*

"The job cuts have slowed, but the hiring is not really back yet. We are still getting calls from struggling customers. I'd expect strong bookings in 2010 but flat net growth from the base until 2011. We grew revenue 52% in 2008, we'll do about 15% in 2009, and I expect 30% for 2010."

## Executive and Investor Corner – Battery Ventures



### **Battery Ventures Commentary (Matt Niehaus, Partner):**

1. *What do you see as the catalyst for future revenue and earnings growth?*

"Two big growth drivers in the telecom world are wireless data and data center services. Said better, information delivered through the air and computing performed outside an enterprise's 4 walls."

2. *What set of guidelines or target profile/criteria are you seeking from private, Growth Companies (technology) in today's environment to consider an investment opportunity?*

"Product offering that matches key demand trends, capital-efficient business model with strong (>60% gross, >30% EBITDA) margins/margin potential, sustainable differentiation to preserve margins."

3. *What Technology Sectors do you consider to be 'hot' for the remainder of 2009 and will be even 'hotter' in 2010?*

"Wireless infrastructure (e.g. backhaul and DAS) is heating up because it is critical for wireless data expansion; cloud services are in their infancy but will expand over time."

4. *What private technology companies do you believe are best positioned to be tomorrow's 'Category Gorilla' or 'Market Leader' and why?*

"Zayo Group in the fiber area due to strong results to date and proven acquisition acumen."

### Executive and Investor Corner – Garnett & Helfrich



#### **Garnett & Helfrich Commentary (David P. Helfrich, Co-Founder and Managing Director):**

1. *What do you see as the catalyst for future revenue and earnings growth?*

"There is no question that the economy is beginning to recover globally and businesses are positioning themselves for growth once more. However, the operational efficiency and the financial discipline that were necessary to survive the latest downturn remains a prudent priority for businesses going forward. As proof, the technology companies who exhibited tight cost controls and maintained strong cash and profit positions during the downturn are best poised in the recovery to aggressively pursue accretive M&A and maintain or further their market leadership. We subscribe to cautious optimism in this burgeoning turnaround and are encouraging continued financial discipline across all our portfolio companies as they look to generate both top-line and bottom-line growth in 2010.

Lately our portfolio companies' enterprise customers are revisiting their technology and infrastructure budgets and prioritizing the most urgent "refresh" requirements. We believe revenue and earnings will be strongest for the technology companies providing the right products at the right value to discriminating customers needing to update their hardware, software and networking solutions. Legacy systems and traditional licensing and support models will see increased competition from value-leveraging solutions built on open source, software-as-a-service and virtualized platforms.

So much consolidation in the technology industry has happened in 2009, and strategic partnership among technology providers has become a means of survival and strength as enterprise customers begin to spend again. Our portfolio companies are aggressively pursuing increased opportunities for partner-led and channel-led sales in order to offer their enterprise customers the best, most relevant technology solutions that also offer the lowest total cost of ownership. To generate revenue and earnings growth in 2010, our companies will continue to capture revenue by providing customers with relevant, innovative and high-value products, while also maintaining financial discipline carried over from 2009 to deliver the greatest impact possible on bottom-line growth."

2. *What set of guidelines or target profile/criteria are you seeking from private, Growth Companies (technology) in today's environment to consider an investment opportunity?*

"Garnett & Helfrich Capital's growth profile has remained the same since we launched our firm in 2004. We carve out assets from global technology companies, and consider assets with ongoing annual revenue between \$40 million and \$200 million, a solid reputation in the marketplace for technological excellence, and an installed base of customers who have an enduring relationship with the business.

These businesses may or may not be profitable or cash-flow positive, may be in need of new technology, investment capital and products to expand the existing offering, and may be “broken and orphaned” within the parent organization. However, these carve-out businesses must possess the potential to be turned into great operating companies that can grow revenue and profits dramatically in the coming years as standalone entities. Additionally, our carved-out businesses benefit from the extensive technological and operational experience Garnett & Helfrich Capital’s managing directors offer as guidance and counsel in partnership with the standalone entity’s executive team as they work together to build the business as an independent, viable company.”

3. What does it take for a technology company to go public in this market and what do they need to do to differentiate themselves?

“As the market is increasingly buoyed by the slight increase in IPO activity at the end of 2009, the appetite for an opened IPO window from all constituents – investment bankers, entrepreneurs and investors – continues to increase. However, we are also observing greater scrutiny on growth profiles and a healthier sense of expectations for long-term viability built on proven global customer penetration (both in new business and renewal categories), financial management discipline and differentiated products demonstrating (and capable of maintaining) true market leadership.

To that end, we focus on building companies capable of achieving industry-leading year-over-year revenue growth rates, sequentially-growing quarterly revenues that position companies with \$100 million or greater annual run rates, and high gross margins. We also look for investment assets capable of offering competitive technological advantages built on radical improvements and/or changes to the legacy business models currently dominating their markets. Lastly, as cash generation and protection has contributed to the overall strength of technology companies in the latest economic cycle, we expect our technology companies to deliver on operating plans that consistently generate cash and profits, and believe that market investors will expect the same.”

4. *What Technology Sectors do you consider to be ‘hot’ for the remainder of 2009 and will be even ‘hotter’ in 2010?*

“Enterprise access to data, increasing use of energy in the enterprise, and enterprise productivity across an increasingly global work environment are the most prominent and urgent drivers of technology use and adoption today. Thus, even in a globally recessed economy in 2009, on-demand software and services, virtualized datacenter infrastructure and enterprise adoption of Web 2.0-based technologies demonstrated resilient, and in many cases improving, revenue and growth performance in 2009.

Looking to 2010, these sectors are well positioned for growth as their relevance and importance was proved in 2009 with rapid adoption and low customer attrition rates. Technology sectors offering enterprise customers scalable, flexible and dependable products at the lowest total cost of ownership will increase their market traction and will be best positioned to capitalize on opportunities offered by a recovering global economy.

Additionally, from the consumer technology perspective (and in some cases, from the enterprise perspective as well), there is no denying the explosive growth happening currently in mobile device and smartphone development, and we anticipate exponential growth to carry into 2010 and the early part of the coming decade. There is a major shift taking place in the IT sector where it converges with increasing user dependence worldwide on mobile devices. We believe that mobile innovations regarding access to information and user activity will continue to emerge as the single-most important development in consumer technology over the next few years.”

5. *What private technology companies do you believe are best positioned to be tomorrow’s ‘Category Gorilla’ or ‘Market Leader’ and why?*

“We believe that the datacenter will remain one of the largest areas of technological criticality, competition and convergence in the next several years as both enterprise and consumer environments create, store, need access to and rely on intelligence from data around the world. If not the “category gorilla” across the technology landscape in the next few years, datacenter technologies and the resulting datacenter infrastructure running on datacenter hardware and software innovations will represent an important market category for enterprise customers around the world.

At Garnett & Helfrich Capital, the datacenter remains a primary target area for our diligence and potential investment opportunities. One company in our portfolio representing this space, Blade Network Technologies (BLADE), has emerged as a “market leader” in just the 3.5 years since we carved it out of Nortel. BLADE is a pure-play datacenter network infrastructure company exclusively focused on next-generation datacenters.

Since its carveout into a standalone entity, BLADE has achieved several significant milestones under the direction of its CEO, Vikram Mehta:

- Holds the “market leader” moniker in the blade server switch market, boasting the #1 position in market share and beating out companies such as Cisco
- Challenging H-P and Cisco in the global 10GE fixed network switch market (BLADE is #3, H-P #2 and Cisco #1)
- Sells to more than 9,000 worldwide customers, including 330 of the Fortune 500
- Maintains strong financing and cash positions:
  - Closed a \$10 million Series B funding in July 2009 at a pre-money valuation of \$230 million. The round was led by NEC and included Juniper Networks, Garnett & Helfrich Capital and one other silent investor
  - Holds a strong cash position (and no debt)
  - Continues impressive revenue growth and market momentum

As evidence of its ability to maintain and grow revenue and market share, BLADE’s third fiscal quarter (ending July 31, 2009) was a record-breaking quarter across revenue and margin metrics in an environment where its enterprise customers were selectively making only the most necessary and compelling datacenter technology purchases. BLADE then continued this momentum in its final fiscal quarter for 2009 by beating its Q309 record performance in shipments and revenue.

BLADE represents the power of offering best-in-class, innovative technology solutions with low total cost of ownership within an industry of large technology companies offering enterprise customers solutions with less flexibility, scalability and relevance for their particular IT needs. Datacenter technology customers require virtualized products that save energy and are easy to implement – BLADE continues to deliver compelling solutions for what they need and, in turn as a company, continues to deliver exceptional financial performance and market share growth. Please find more information on BLADE at [www.bladenetwork.net](http://www.bladenetwork.net).”

#### Executive and Investor Corner – Internet Capital Group Inc. (ICGE)



#### **Internet Capital Group (ICGE) Commentary (Walter W. Buckley III, CEO and Chairman of the Board):**

1. *What do you see as the catalyst for future revenue and earnings growth?*

“In general we see a return to healthier corporate spending levels as the most important change agent. As companies pick their heads up from the drastic budget reductions they were forced to take over the past 12 months, and start to plan for growth again we believe this will trigger corporate spending – from IT to meetings to process improvements. This in turn will generate top line growth.

From an earnings perspective, we believe that our companies have done an excellent job streamlining their cost structures, leaving them well-positioned for margin expansion once revenue growth returns to healthier levels.”

2. *What set of guidelines or target profile/criteria are you seeking from private, Growth Companies (technology) in today’s environment to consider an investment opportunity?*

“ICG is looking for platforms in online marketing, eCommerce, SaaS, tech enabled services and BPO businesses. These businesses are typically greater than \$10 million in revenue and breakeven profitability or greater. We typically will deploy anywhere from \$10 million to \$50 million in capital to acquire minority or majority ownership positions.”

3. *What does it take for a technology company to go public in this market and what do they need to do to differentiate themselves?*

“The bankers we speak with regularly point to approximately \$100 million in predictable revenues as the milestone, along with sustainable earnings and revenue growth in the 15 to 20% range. In terms of differentiators, we believe to the extent the company offers tools beyond just the software, such as content (data) and analytics, the application is much stickier with its customers.”

4. *What Technology Sectors do you consider to be ‘hot’ for the remainder of 2009 and will be even ‘hotter’ in 2010? (not in order)*

“Online Marketing

- Huge demand for targeting and increasing the effectiveness of marketing
- Long term secular shift from offline to online
- Ecommerce companies who sell proprietary and defensible data, products or services
- Need to focus on company with proprietary data advantages
- Need to avoid generic publishers, non-differentiated ad networks, and etailers selling non-proprietary data, products or services

Healthcare IT

- Huge government push to bend the cost curve and regulate services
- Traditional laggard and lots of ROI available from technology
- Tremendous cost and quality pressures
- Avoid areas that are re-imburement sensitive
- Focus on areas that are recurring revenue

Government SaaS/Cloud Software

- Huge Gov 2.0 push
- Strong need to cut costs at Local, state and Fed levels
- Desire for transparency
- Traditional laggard with lots of ROI available from technology (i.e. helping to transform the effectiveness and efficiency of government).
- Growing acceptable of SaaS and Cloud computing business models in government

Financial Services/Insurance SaaS Software

- Focus on asset management/wealth management and avoidance of credit risk revenue
- Capture wave of boomers who are nearing retirement but feed up with large brokerage houses
- Leverage the online banking and investing trends
- Leverage the innovation being fueled by Visa/Mastercard/AMEX transaction growth promises to street and their demand for non-credit risk revenue
- Providing wider access and transparency to business insurance marketplace (i.e making the business insurance marketplace more efficient).

BPO

- Focus on vertical, high value plays (procurement, legal, etc.)
- Avoid labor arbitrage plays and pure economies of labor companies
- Capitalize on the wave of outsourcing and the push for cost efficiencies
- Look for network or data elements of value proposition that provide customer stickiness and barriers to entry
- Need to be technology enabled for automation with some leverage of offshore resources for residual labor

## Smart Grid Software

- Huge government push on global warming and cap/trade
- Renewable technologies are increasing grid variability and management demands
- Renewable energy (wind and solar) facilities are not located near heavy energy demand (i.e. coasts)
- High price of oil and lack of coherent nuclear power strategy”

5. *What private technology companies do you believe are best positioned to be tomorrow's 'Category Gorilla' or 'Market Leader' and why? (not in order)*

- Channel Intelligence
- ExactTarget – Email and one to one marketing
  - Strong ROI, demonstrated execution and well funded
- Facebook
- Gridpoint – Smart grid software
- HMS Holdings – Program integrity
  - Audits and monitors insurance programs for errors, compliance and fraud. They will benefit from huge government investment in HC
- ICG Commerce
- NaviNet – Multi-payer portals
  - Funded by a number of HC insurance players, NaviNet provides a HIE (Health Information Exchange) in the cloud
- PassPort Health – Revenue Cycle Management
  - RCM solutions will continue to be needed by struggling HC providers to maximize revenue and to help pay for EMR system implementations
- QlikTech – BI software
  - Unique OEM go to market
- Rally Software - Agile development project management
  - Clear leader in the Application Lifecycle Management space for Agile development
- Silver Spring Networks – Smart grid software
- Tendril Networks – Smart grid software
- Twitter

Executive and Investor Corner – Stripes Group



**Stripes Group Commentary (Ken Fox, Managing Partner):**

1. *What do you see as the catalyst for future revenue and earnings growth?*

“Innovation... At Stripes Group, we are “bottom-up micro investors.” We look for profitable growing companies that have a unique value proposition and defensible competitive positioning – attributes typically evident in companies with a propensity for innovation in the technologies and/or business models they employ.

For example, we recently invested in MyWebGrocer, a software-as-a-service (“SaaS”) company that provides a comprehensive e-commerce enablement platform for traditional grocers and a high-ROI proprietary online advertising network for large consumer products (“CPG”) companies. The Company has devised a unique business model whereby it can easily allow traditional grocers to offer a full e-commerce experience to customers in a turn-key fashion, and then further leverage its e-commerce buying data coupled with loyalty card information to provide CPG advertisers with a holistic picture of the efficacy of their advertising spend. Through its technology leadership and innovative business model, MyWebGrocer is able to offer unmatched services and value to its clients at a reasonable cost while generating significant growth and meaningful profitability.

In short, we believe that in an uncertain economy, the best way to drive profitable growth is through innovation of technologies and business models. Innovative companies will continue to have strong revenue growth and, over time, be able to maintain and often increase profit margins.”

2. *What set of guidelines or target profile/criteria are you seeking from private, Growth Companies (technology) in today's environment to consider an investment opportunity?*

“Within the technology-enabled space, we tend to focus on B2B / B2C internet and SaaS companies. Specifically, sectors we focus on include IT business services, digital media, e-commerce, consumer Internet, enterprise software and IT services.

The companies we partner with achieve greater than 20% annual revenue growth, have proven business models, are profitable and have trailing twelve month revenues above \$10M.

We have deep respect for bootstrapped businesses in which the management teams are significant equity shareholders, as we find we share their discipline around expense structures and how to most productively invest behind growth.”

3. *What does it take for a technology company to go public in this market and what do they need to do to differentiate themselves?*

“It's encouraging to see the IPO window “open” in recent months. In order to advocate taking one of our portfolio companies public, we need to have a high level of conviction that, at the time of the IPO, the company would be valued at \$500M+, and that within two years of going public, the company would be able to achieve financial metrics that would support a \$1B market capitalization. The magic of reaching these milestones lies in the company's ability to become a relevant and necessary shareholding to a broad investor base so that it can not only successfully access the capital markets to derive an operating edge, but also provide liquidity for large private shareholders such as Stripes Group.”

4. *What Technology Sectors do you consider to be ‘hot’ for the remainder of 2009 and will be even ‘hotter’ in 2010?*

“Generally, we continue to be excited about SaaS businesses and companies that are tool providers in the cloud. Also, we are excited about online retailers with innovative direct-to-consumer strategies, including unique sales models, exclusive inventory access, user content/communities and subscription services, since we believe these types of companies have the crucial ability to engage consumers beyond a simple online transaction or purchase.

Other sectors we think are interesting are data providers that are leveraging technology to allow their clients to make better business decisions. We believe these types of companies are emerging in a variety of segments, including online marketing, ad optimization and healthcare, to name a few.”

5. *What private technology companies do you believe are best positioned to be tomorrow's ‘Category Gorilla’ or ‘Market Leader’ and why?*

“We are excited about the companies in our portfolio as some of them have emerged as category leaders and others are profitably growing into category leaders.

**NetQuote:** The Category Gorilla in providing comparison shopping for all types of insurance for consumers and small businesses. NetQuote's value proposition combined with strong management execution has produced great financial results, and we believe NetQuote is still early in capturing the potential for the business as it is the market leader in a very large market, insurance.

**Folica:** A great example of a compelling company well positioned to be a category leader in the online sale of hair and beauty products and information. Folica develops innovative products, has a large vibrant community and sells third-party branded products all focused on hair and beauty. The business has strong financial results and is emerging as the category leader with a strong value proposition that is taking share from other market participants.

**Epic Advertising:** With greater than \$200 million in annual revenues, expanding margins and solid growth, Epic has emerged as the Category Gorilla in performance-based online advertising. Epic is a good example of a business that has innovated through technology and business processes to grow profitably and quickly through the downturn at a time when other online advertising businesses have not grown.”

## Technology IPO Spotlight

## Selected Technology IPOs: Recent Performance

(\$ in millions, except per share data)

Pricing Date	Company	Ticker	Industry	Current Price	Offer Price	% Change Current/Offer	Shares Offered (mm)	Amount Raised	LTM Revenue
11/19/2009	Archipelago Learning	ARCL	Bus Services-Education	\$18.18	\$16.50	10.2%	6.3	\$103.95	\$42.0
11/19/2009	Global Defense Tech	GTEC	Technology	13.00	13.00	0.0%	4.6	59.8	203.0
11/17/2009	Fortinet	FTNT	Technology	16.89	12.50	35.1%	12.5	156.3	240.5
11/04/2009	Ancestry.com	ACOM	Technology	13.11	13.50	(2.9%)	7.4	99.9	217.2
09/24/2009	Shanda Games Limited	GAME	Technology	10.15	12.50	(18.8%)	83.5	1,043.8	590.9
09/23/2009	A123 Systems	AONE	Energy	15.88	13.50	17.6%	28.2	380.7	90.2
08/05/2009	Avago Technologies	AVGO	Technology	15.86	15.00	5.7%	43.2	648.0	1,503.0
08/05/2009	CDC Software	CDCS	Technology	9.50	12.00	(20.8%)	4.8	57.6	203.9
07/01/2009	LogMeIn	LOGM	Technology	16.69	16.00	4.3%	6.7	106.7	70.2
06/25/2009	Medidata Solutions, Inc.	MDSO	Technology	17.11	14.00	22.2%	6.3	88.2	134.0
05/20/2009	OpenTable	OPEN	Technology	26.60	20.00	33.0%	3.0	60.0	64.0
05/19/2009	SolarWinds	SWI	Technology	18.51	12.50	48.1%	12.1	151.3	108.4
04/15/2009	DigitalGlobe	DGI	Aerospace-Defense	23.49	19.00	23.6%	14.7	279.3	281.2
04/15/2009	Rosetta Stone	RST	Bus Services-Education	17.46	18.00	(3.0%)	6.3	113.4	240.2
04/14/2009	Bridgepoint Education	BPI	Bus Services-Education	16.33	10.50	55.5%	13.5	141.8	391.7
04/01/2009	Changyou.com	CYOU	Technology	32.62	16.00	103.9%	7.5	120.0	255.3

Source: Capital IQ.

Note: Price as of 11/27/2009.

## Selected Technology IPOs: Filings

(\$ in millions)

Company	Ticker	Date S-1 Filed	Size	LTM Revenue
<b>RedPrairie</b>	<b>RP</b>	<b>11/27/2009</b>	<b>\$172.5</b>	<b>\$266</b>
Offers a platform of supply chain software solutions to manufacturers, distributors, and retailers.				
<b>Sensata Technologies</b>	<b>SSTT</b>	<b>11/25/2009</b>	<b>500.0</b>	<b>1,064</b>
Texas Instruments' former sensors and controls business acquired by Bain Capital.				
<b>Telegent Systems</b>	<b>TLG</b>	<b>11/23/2009</b>	<b>250.0</b>	<b>124</b>
Offers single-chip solutions enabling worldwide live, free-to-air broadcast TV on portable devices.				
<b>Calix Networks</b>	<b>CALX</b>	<b>11/20/2009</b>	<b>100.0</b>	<b>215</b>
Provides communications access systems and software.				
<b>QuinStreet</b>	<b>QNST</b>	<b>11/19/2009</b>	<b>250.0</b>	<b>275</b>
Delivers measurable online marketing results to clients in information-intensive industry verticals.				
<b>Linkage Technologies</b>	<b>BOSS</b>	<b>11/18/2009</b>	<b>175.0</b>	<b>122</b>
Leading provider of software solutions and IT services for the telecommunications industry in China.				
<b>MaxLinear</b>	<b>MLNR</b>	<b>11/06/2009</b>	<b>100.0</b>	<b>44</b>
Provider of highly integrated, radio-frequency analog and mixed-signal semiconductor solutions.				
<b>TeleNav</b>	<b>TNAV</b>	<b>10/30/2009</b>	<b>75.0</b>	<b>111</b>
Offers wireless location based services (LBS), included voice guided navigation, on mobile phones.				
<b>West Corporation</b>	<b>WEST</b>	<b>10/02/2009</b>	<b>500.0</b>	<b>2,384</b>
Leading conferencing and call center provider LBO'd by Thomas H. Lee and Quadrangle Group.				
<b>Newegg.com</b>	<b>EGG</b>	<b>09/28/2009</b>	<b>175.0</b>	<b>2,181</b>
Online-only retailer that sells computer hardware, software, peripherals and consumer electronics.				
<b>FriendFinder Networks</b>	<b>FFN</b>	<b>12/23/2008</b>	<b>TBD</b>	<b>331</b>
Online social networking and multimedia entertainment company.				

Source: IPO Home and IPO Market Watch.

Note: As of 11/27/2009. This list is not representative of Morgan Joseph's transactions; deals completed by various underwriting firms.

## Selected Technology IPOs: Withdrawals

Select Technology IPO Withdrawals (December 2008 - November 2009)

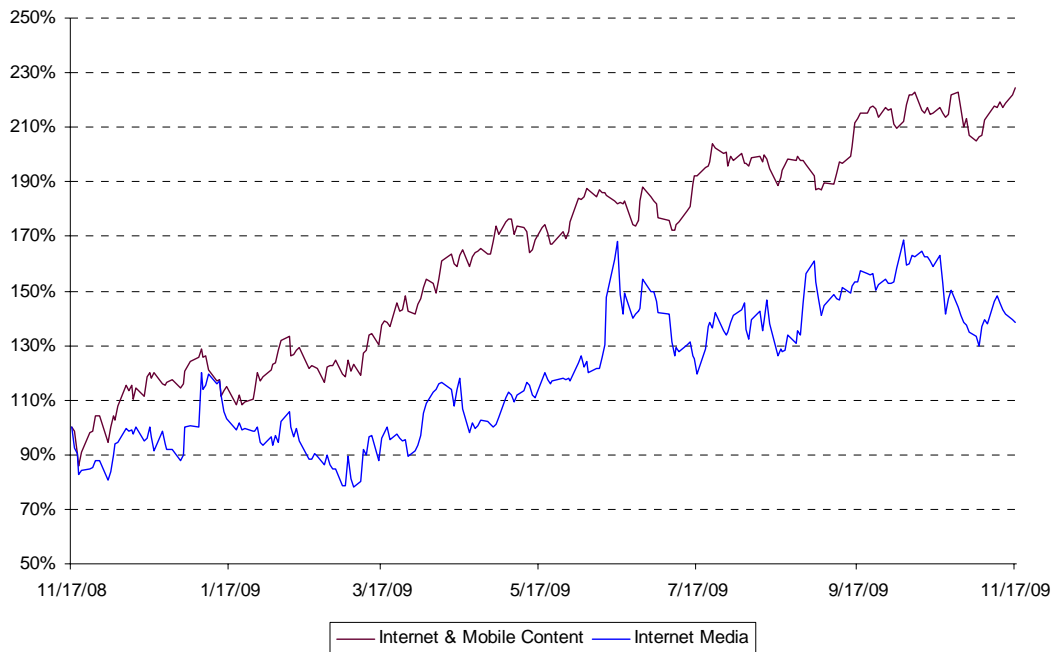
Company	Ticker	Date S-1 Filed	Size	Date of Withdrawal
<b>Gomez</b>	<b>GOMZ</b>	<b>05/07/2008</b>	<b>\$81</b>	<b>11/9/2009</b>
Provides trading/risk management software for energy, commodities and financial services markets.				
<b>Open Link Financial</b>	<b>LINK</b>	<b>05/12/2008</b>	-	<b>8/31/2009</b>
Provides trading/risk management software for energy, commodities and financial services markets.				
<b>NextG Networks</b>	<b>NXTG</b>	<b>06/05/2008</b>	-	<b>5/22/2009</b>
A leading provider of wireless infrastructure solutions to US-based wireless carriers.				
<b>ExactTarget</b>	<b>EXTG</b>	<b>12/14/2007</b>	-	<b>5/6/2009</b>
A provider of on-demand email marketing software solutions to businesses.				
<b>Current Media</b>	<b>CRTM</b>	<b>01/28/2008</b>	<b>100</b>	<b>4/13/2009</b>
Internet and cable television company that distributes viewer-created, internally developed and acquired content geared toward young adults.				
<b>Valor Computerized Systems</b>	<b>VLOR</b>	<b>01/11/2008</b>	-	<b>3/24/2009</b>
Provider of productivity improvement software for the printed circuit board manufacturing supply chain.				
<b>GlassHouse</b>	<b>GLAS</b>	<b>12/18/2007</b>	-	<b>3/5/2009</b>
Provider of IT consulting, technology integration and managed services targeted at improving data infrastructure.				
<b>Eyeblaster</b>	<b>EYEB</b>	<b>03/10/2008</b>	-	<b>12/24/2008</b>
Global provider of online services to advertising agencies and advertisers.				

Source: IPO Home and IPO Market Watch.

Note: As of 11/27/2009.

Industry Performance and Metrics: Internet

Internet Comparable Group Relative Performance



Note: Companies in indices can be found in the "Detailed Sector Data, Valuation Multiples, Metrics" section in the back of this report.

Source: Capital IQ

VC Investments: Internet

(\$ in millions)

Sub-Sector	5/16/09-6/15/09		6/16/09-7/15/09		7/16/09-8/15/09		8/16/09-9/15/09		9/16/09-10/15/09		10/16/09-11/15/09	
	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions
Business-to-Business (B2B)	\$46.5	6	\$39.1	11	\$40.6	6	\$6.2	6	\$30.5	7	\$6.5	7
Content Delivery	28.1	3	41.0	2	80.2	6	2.8	1	10.0	1	0.0	0
Internet Community	251.7	18	136.8	8	76.5	12	26.9	9	14.3	6	17.3	11
Internet Retail	33.6	3	71.2	4	38.4	4	63.5	7	988.4	6	264.8	7
Messaging Services	0.0	0	0.0	0	0.0	0	26.0	3	0.0	1	1.5	1
Multimedia Streaming and Online Presentation	0.0	0	5.5	1	0.0	0	0.0	0	0.0	1	1.4	2
Personal Applications	22.5	1	106.8	11	40.1	4	126.2	8	25.2	5	33.9	4
Web Hosting	0.0	0	0.0	0	0.0	0	0.0	0	48.7	3	0.0	0
<b>Total:</b>	<b>\$382.4</b>	<b>31</b>	<b>\$400.5</b>	<b>37</b>	<b>\$275.8</b>	<b>32</b>	<b>\$251.5</b>	<b>34</b>	<b>\$1,117.0</b>	<b>30</b>	<b>\$325.4</b>	<b>32</b>

Source: Capital IQ

M&A Metrics: Internet

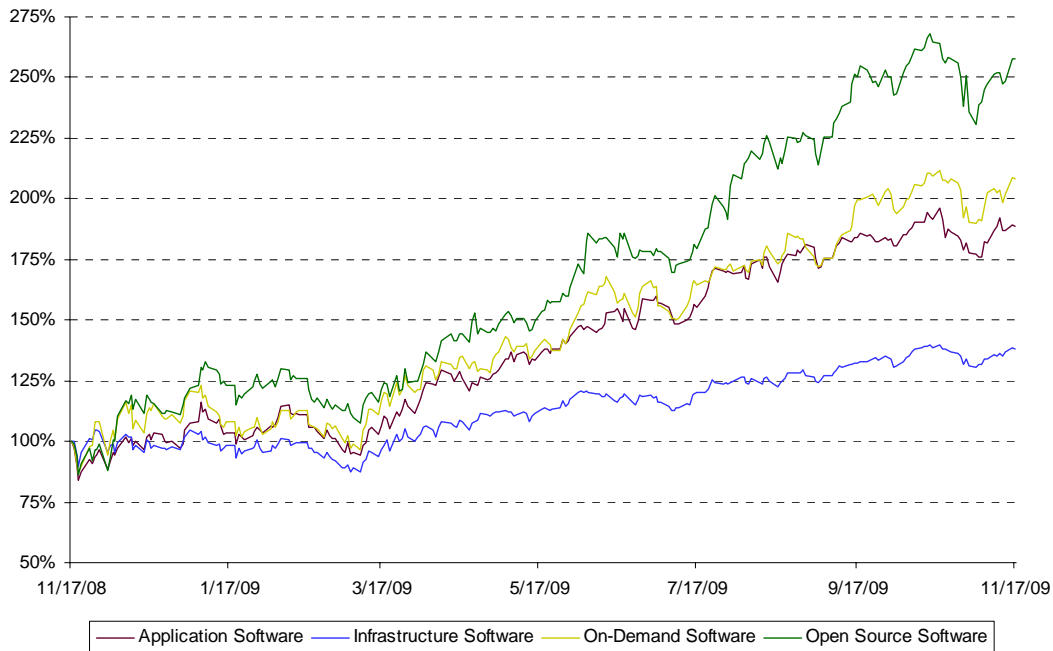
(\$ in millions)

Sub-Sector	5/16/09-6/15/09		6/16/09-7/15/09		7/16/09-8/15/09		8/16/09-9/15/09		9/16/09-10/15/09		10/16/09-11/15/09	
	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions
Business-to-Business (B2B)	\$39.9	10	\$135.6	13	\$217.6	6	\$0.0	2	\$120.2	15	\$0.0	9
Content Delivery	33.4	4	0.0	4	18.0	3	56.6	2	11.2	2	4.1	2
Internet Community	2.6	6	96.4	7	42.4	7	86.3	6	0.0	6	0.0	1
Internet Retail	0.0	1	2.6	5	925.1	4	0.5	3	13.3	8	362.6	7
Internet Service Providers (ISP)	0.0	0	0.0	0	0.0	0	9.0	2	50.0	2	0.0	3
Messaging Services	0.0	0	0.4	2	0.0	0	0.0	1	0.8	2	0.8	1
Multimedia Streaming and Online Presentation	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0
Personal Applications	0.0	1	4.5	3	139.9	4	3,290.4	8	427.1	2	5.0	2
Web Hosting	0.0	0	0.0	0	47.5	1	0.3	1	0.0	3	0.0	2
<b>Total:</b>	<b>\$75.9</b>	<b>22</b>	<b>\$239.6</b>	<b>34</b>	<b>\$1,390.4</b>	<b>25</b>	<b>\$3,443.1</b>	<b>25</b>	<b>\$622.5</b>	<b>40</b>	<b>\$372.5</b>	<b>27</b>

Source: Capital IQ

Industry Performance and Metrics: Software

Software Comparable Group Relative Performance



Note: Companies in indices can be found in the "Detailed Sector Data, Valuation Multiples, Metrics" section in the back of this report.

Source: Capital IQ

VC Investments: Software

(\$ in millions)

Sub-Sector	5/16/09-6/15/09		6/16/09-7/15/09		7/16/09-8/15/09		8/16/09-9/15/09		9/16/09-10/15/09		10/16/09-11/15/09	
	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions
Application Software	\$82.5	24	\$109.2	25	\$157.5	40	\$149.2	31	\$292.4	52	\$208.1	36
Home Entertainment Software	13.3	3	0.3	1	11.4	8	19.0	1	23.5	2	70.7	7
Internet Software	38.2	7	23.2	9	35.3	11	27.2	8	49.6	22	34.7	13
Systems Software	42.2	12	64.9	18	54.8	14	27.0	8	40.0	18	33.6	14
<b>Total:</b>	<b>\$176.2</b>	<b>46</b>	<b>\$197.7</b>	<b>53</b>	<b>\$259.0</b>	<b>73</b>	<b>\$222.5</b>	<b>48</b>	<b>\$405.4</b>	<b>94</b>	<b>\$347.2</b>	<b>70</b>

Source: Capital IQ

M&A Metrics: Software

(\$ in millions)

Sub-Sector	5/16/09-6/15/09		6/16/09-7/15/09		7/16/09-8/15/09		8/16/09-9/15/09		9/16/09-10/15/09		10/16/09-11/15/09	
	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions
Application Software	\$222.7	41	\$557.8	44	\$1,677.7	57	\$535.1	33	\$620.9	50	\$2,090.0	58
Home Entertainment Software	315.3	6	0.1	3	0.3	2	11.7	2	0.1	1	392.6	2
Internet Software	4.5	6	56.4	5	37.9	15	3,510.2	7	7.9	10	0.0	8
Systems Software	914.8	8	53.7	9	1,502.4	16	202.2	13	29.5	12	1.3	12
<b>Total:</b>	<b>\$1,457.4</b>	<b>61</b>	<b>\$668.0</b>	<b>61</b>	<b>\$3,218.2</b>	<b>90</b>	<b>\$4,259.2</b>	<b>55</b>	<b>\$658.3</b>	<b>73</b>	<b>\$2,483.9</b>	<b>80</b>

Source: Capital IQ

Industry Performance and Metrics: Communications

Communications Comparable Group Relative Performance



Note: Companies in indices can be found in the "Detailed Sector Data, Valuation Multiples, Metrics" section in the back of this report.

Source: Capital IQ

VC Investments: Software

(\$ in millions)

Sub-Sector	5/16/09-6/15/09		6/16/09-7/15/09		7/16/09-8/15/09		8/16/09-9/15/09		9/16/09-10/15/09		10/16/09-11/15/09	
	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions
Communications Processing Equipment	\$8.7	1	\$0.0	0	0.0	0	\$0.0	0	\$0.0	0	\$0.0	0
Communications Towers	25.0	1	0.0	0	0.0	0	184.7	1	0.0	0	0.0	0
Diversified Telecommunication Services	16.6	9	505.3	4	210.9	5	1,399.6	9	748.6	7	481.2	8
Networking Equipment	232.3	11	45.8	4	56.2	7	47.1	9	72.1	8	292.8	6
Radio and Television Broadcasting Equipment	0.0	0	0.0	0	21.2	1	0.0	1	0.0	0	0.0	0
RFID Systems	1.7	1	0.0	0	0.1	1	25.0	2	1.0	1	8.0	2
Satellite and Microwave Equipment	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	5.7	2
Telephone and Telecommunications Equipment	1.6	3	0.0	0	15.3	2	0.4	2	0.2	1	95.7	2
Wireless Telecommunication Services	1,352.3	2	355.7	5	797.1	5	0.0	1	1,120.1	8	663.4	2
<b>Total:</b>	<b>\$1,638.1</b>	<b>28.0</b>	<b>\$906.8</b>	<b>13.0</b>	<b>\$1,100.9</b>	<b>21.0</b>	<b>\$1,656.8</b>	<b>25.0</b>	<b>\$1,942.0</b>	<b>25.0</b>	<b>\$1,546.9</b>	<b>22.0</b>

Source: Capital IQ

M&A Metrics: Software

(\$ in millions)

Sub-Sector	5/16/09-6/15/09		6/16/09-7/15/09		7/16/09-8/15/09		8/16/09-9/15/09		9/16/09-10/15/09		10/16/09-11/15/09	
	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions	Disclosed Deal Value	# of Transactions
Communications Processing Equipment	\$0.0	0	\$0.0	0	\$0.0	0	\$0.0	0	\$0.0	0	\$0.0	0
Communications Towers	0.0	0	0.0	0	0.0	0	38.6	2	0.0	1	20.0	1
Diversified Telecommunication Services	1,495.0	16	2,849.4	20	1,029.3	10	4,227.6	17	9,799.1	17	3,052.2	14
Networking Equipment	0.0	4	657.8	8	1,172.1	5	4.4	6	4,664.9	9	3,855.6	5
Radio and Television Broadcasting Equipment	0.0	0	0.0	0	0.0	0	0.0	1	0.0	0	0.0	0
RFID Systems	0.0	1	0.0	0	0.1	1	0.0	0	0.0	0	0.0	0
Satellite and Microwave Equipment	3.5	2	19.5	4	33.5	2	0.0	1	6.7	2	0.0	0
Telephone and Telecommunications Equipment	11.6	4	1.0	3	0.0	3	9.0	5	6.0	3	686.1	5
Wireless Telecommunication Services	340.3	10	712.0	11	2,955.4	9	425.0	9	2,334.3	18	1,012.3	13
<b>Total:</b>	<b>\$1,850.4</b>	<b>37</b>	<b>\$4,239.6</b>	<b>46</b>	<b>\$5,190.3</b>	<b>30</b>	<b>\$4,704.6</b>	<b>41</b>	<b>\$16,811.0</b>	<b>50</b>	<b>\$8,626.2</b>	<b>38</b>

Source: Capital IQ

## MERGERS &amp; ACQUISITIONS

## Select Internet

Date	Target	Buyer	Implied Enterprise Value (\$mm)	Total Revenue (\$mm)	EV / Revenue Multiple	Business Description
11/19/2009	BookHabit (assets)	Smashwords	NA	NA	NA	Operates as an online retailer and directory of electronic books for consumers and independent publishers globally through www.bookhabit.com. Website allows authors and publishers to upload and sell content.
11/19/2009	Informed Decisions Corp.	Higher One	\$36.0	NA	NA	Offers hosted payment and self-service applications for the higher education industry. It offers hosted cashiering, online payment, electronic billing, departmental storefront, and installment payment plan solutions.
11/18/2009	Badoo Services Limited	Financial Analyst Investment Holding	NA	NA	NA	Operates an online community. It offers photo/video sharing and social networking features, as well as instant messaging services to its users.
11/18/2009	imeem	MySpace.com	8.0	NA	NA	Provides a music-oriented social networking website that enables users to build playlists, view videos, share music with other users, and purchase songs and albums through www.imeem.com.
11/18/2009	Wearrobe.com	Like.com	NA	NA	NA	Provides a social networking website that enables users to catalog their clothing and upload photos to share their fashion with other users through www.wearrobe.com.
11/17/2009	Find the World Interactive	Belmont Partners	0.5	NA	NA	Develops community Internet portals. Its portals provide a range of published content, including articles, advertisements, current and upcoming events, travel information, and vendor information consistent with the focus of each community.
11/17/2009	Imin.com	PunchBowl Software	NA	NA	NA	Provides a social media site, specializing in organizing group travel with friends, through www.imin.com.
11/12/2009	Jasmine Internet	Jasmine International Public	0.5	\$15.1	0.0x	Operates as an authorized Internet service provider. It offers dial-up, broadband, and leased line Internet services, as well as data center and business solutions.
11/11/2009	Buy Vip (10% Stake)	Debaeque SGECR	NA	NA	NA	Operates as an online purchasing community. It offers clothes, accessories, sports, home, beauty, and electronic products.
11/11/2009	Youbet.com	Churchill Downs	126.8	113.9	1.1x	Provides an online horse race wagering service for consumers in the US through www.youbet.com. Also provides related handicapping content and online videos.
11/9/2009	AdMob	Google	750.0	20.0	37.5x	Provides branded mobile advertising software for advertisers, ad agencies, publishers and mobile application developers.
11/9/2009	Playfish	Electronic Arts	300.0	50.0	6.0x	A social games company, develops and publishes video games for social networks. It creates games for people to play together using social networks, such as Facebook, MySpace, Bebo, Yahoo!, iPhone, and iPod touch.
11/9/2009	Premiere Global Services (email marketing business)	Mansell Group	NA	3.3	NA	Premiere Global Services' email marketing business, which provides email marketing campaign management software as a service (SaaS) for businesses. Transaction includes the Campaign Accelerator suite of tools.
11/6/2009	Top Technology	Linkeo	NA	NA	NA	Provides Web communication services to the micro businesses.
11/5/2009	New Zealand Nature Company	Management Buyout	2.2	NA	NA	Operates as a mail order and Internet shop, offering boots, slippers, boot insoles, coats and jackets, underwear, boxers and boxer shorts, tops, pajamas, sleeve tops, and other apparel.
11/4/2009	Putovanja Info	Infostud 3	NA	NA	NA	Operates as an online travel portal and provides online reservations facilities.
11/3/2009	7inkjet.com	Lexon Technologies	0.4	NA	NA	7inkjet.com operates as online retailer of recycled inkjet and toner cartridges. The company is based in Carson, California.
11/3/2009	NetStreams	ClearOne Communications	4.0	NA	NA	Provides IP-based video and audio streaming and control systems for businesses and consumers.
11/2/2009	Travel IQ	Check24	NA	NA	NA	A travel search engine, enables users to plan, search, and book travel products in central and eastern Europe.
11/2/2009	WBS Connect	Global Internetworking	3.1	28.0	0.1x	Provides high bandwidth IP and wide area networking services primarily. It offers cloud computing, high-definition video conferencing, network, data center, content delivery, and managed services.
10/30/2009	Kuxun.cn	TripAdvisor	12.0	NA	NA	Operates an online flight, train and hotel booking service for travelers in China through www.kuxun.cn.
10/29/2009	Certifica	comScore	NA	NA	NA	Provides Web analytics solutions. It is the auditor for the Web site traffic in Latin America.
10/29/2009	netprice.com (11% Stake)	Management Buyout	73.4	143.2	0.5x	Operate as an Internet and mail order retailer of various products, the company handles various genres of products, including fashion brands, beauty cosmetics, apparel and related accessories, household goods, home appliances, and food products.

Source: Capital IQ, 451 Group

## MERGERS &amp; ACQUISITIONS

## Select Internet (Continued)

Date	Target	Buyer	Implied Enterprise Value (\$mm)	Total Revenue (\$mm)	EV / Revenue Multiple	Business Description
10/27/2009	Find the World Interactive	Belmont Partners , Investment Arm	NA	NA	NA	Develops community Internet portals. Its portals provide a range of published content, including articles, advertisements, current and upcoming events, travel information, and vendor information consistent with the focus of each community.
10/27/2009	Koodos	E-Trader Group	NA	NA	NA	Engages in the online retail of women's and men's clothing and accessories. It specializes in selling excess inventory and end of season stock for various brands.
10/27/2009	OOO Paintium	eHouse Holding	NA	NA	NA	Operates online dating and social networking site Damochka.ru and banner exchange network BannerBank.
10/27/2009	Retail Convergence	GSI Commerce	\$172.5	\$134.6	1.3x	Operates discounted consumer goods retail websites through www.smartbargains.com and www.ruelala.com. Websites sell items such as apparel, furniture, home furnishings, luggage and toys.
10/26/2009	Reedus Design	Hestiun Group	NA	NA	NA	Provides Website designing and Internet marketing services. The company offers search engine optimization, corporate identification, database development, copywriting, and software deigning services.
10/22/2009	Entelechis	Aero Financial	NA	NA	NA	Operates as a product creation and development company. It specializes in health, nutrition, and education.
10/22/2009	Socks4Life.com	One Click Ventures	NA	NA	NA	An online socks outlet, sells socks for men, women, and children at wholesale prices.
10/22/2009	Vi Knallgrau	Virtual Identity	NA	NA	NA	A media agency, provides Web solutions for businesses. It implements Weblogs, podcasts, online business reports, and content management systems.
10/20/2009	Compuserve Netherlands	Telfort	NA	NA	NA	Operated as an internet service provider. The company offers asymmetric digital subscriber line. The company is based in the Netherlands.
10/20/2009	Danske Telecom	Elro Energi	NA	NA	NA	Operates as a internet service provider based in Copenhagen, Denmark.
10/20/2009	Photobucket	Ontela	60.0	NA	NA	Operates as a photo and video-sharing site in the United States and internationally. The company enables uploading, sharing, linking, and finding photos, videos, and graphics.
10/19/2009	Penn Foster Education Group	Preton Review	170.0	90.0	1.9x	Provides online education services, including high school, college and vocational courses and degrees, for students globally through www.pennfoster.edu.
10/15/2009	WeFollow.com	Digg	NA	NA	NA	Provides a searchable online Twitter user directory that enables Twitter users to add themselves to specific searchable interest categories through www.wefollow.com.
10/13/2009	ASMALLWORLD Holdings (>51% Stake)	Management Buyout	NA	NA	NA	Operates as an online community. The company's platform offers tools and user generated content to help members manage private, social, and business lives. In addition, it engages in online publication.
10/12/2009	Subaye.com (31% Stake)	MyStarU.com	NA	22.2	NA	Provides corporate branding videos, Internet marketing services, and Internet video sharing services in the People's Republic of China.
10/10/2009	Pangora	Become	NA	NA	NA	Operates shopping platforms in France. It aggregates the data of sellable goods and services, and makes them searchable on its own Web site or on third parties' Web sites; and compares the prices and services of online stores.
10/9/2009	Insure.com, www.insure.com, Insure.com Brand Names	QuinStreet	16.0	NA	NA	Offers comprehensive consumer information service and companion insurance brokerage service to self-directed insurance shoppers.
10/9/2009	Nurses On-Line	SK3 Group	1.2	NA	NA	Operates as a provider of online nurse staffing services.
10/8/2009	Adultshop.com	Sexyland Australia	0.5	30.9	NM	Provides adult entertainment and other related products primarily in Australia and New Zealand.
10/8/2009	Mf Honyvem (30% Stake)	Intesa Sanpaolo	33.5	NA	NA	Provides databases and business information and is based in Brescia, Italy.
10/8/2009	Viddyou	Motionbox	NA	NA	NA	Provides a user-created video sharing website and community through www.viddyou.com. The website enables users to control which other users can view their content.
10/7/2009	Gomez	Compuware	295.0	52.4	5.6x	Provides Web application and Website performance monitoring and analysis software-as-a-service for businesses.
10/6/2009	Augere Holdings (Netherlands) (25% Stake)	Harbinger Capital Partners	200.0	NA	NA	Provides wireless broadband Internet services in Netherlands.

Source: Capital IQ, 451 Group

## MERGERS &amp; ACQUISITIONS

## Select Software

Date	Target	Buyer	Implied Enterprise Value (\$mm)	Total Revenue (\$mm)	EV / Revenue Multiple	Business Description
11/19/2009	PoundHost Internet	Namesco	\$10.9	\$6.9	1.6	Provides colocation hosting services for businesses in the UK and US.
11/18/2009	Revolution Money	American Express	300.0	NA	NA	Provides incentive-based, anonymous credit cards and related transaction processing services for consumers globally. Cards lack personal identification information and enable users to obtain discounts at select
11/17/2009	Euronet Essentis	ACI Worldwide	NA	NA	NA	Provides payment card issuing and merchant management solutions to the card payments industry.
11/16/2009	Enable Software	GuestTek International	1.0	NA	NA	Provides email management software for ISP, hosted services providers and hardware and software vendors. Software provides features for archiving, compliance, and spam and virus filtering.
11/16/2009	m-Qube	Mobile Messenger	19.3	NA	NA	Provides mobile messaging infrastructure software for business in North America.
11/14/2009	BellSystem24	Bain Capital	1,173.7	1,292.1	0.9	Provides marketing and customer service solutions to its clients through a nationwide network of contact centers in Japan. The company's service offering includes e-commerce and e-support services; CRM and e-CRM support services
11/13/2009	Boatracs	Mosaic Venture Partners	NA	NA	NA	Offers integrated wireless communications and information software solutions for the maritime industry.
11/12/2009	DS3 DataVaulting	Terremark Worldwide	11.5	6.0	1.9	Provides managed data storage, backup and recovery services for businesses and government agencies in the US.
11/12/2009	BitBand	Motorola Israel	10.0	NA	NA	Provides video content distribution and delivery solutions over Internet protocol (IP) broadband networks for telecom companies and service providers. The company offers an automated IPTV content delivery network (CDN) solution.
11/12/2009	Trippert, Inc. and Green Patch	Playdom	NA	NA	NA	Develop online games for Facebook.
11/11/2009	3Com	Hewlett-Packard	2,705.1	1,264.8	2.1	Provides a variety of networking hardware and software for businesses. Products include routers, switches, access points, firewalls, and telephones and communications systems. Also provides related network integration services.
11/10/2009	Datatel	Hellman & Friedman/JMI Equity/Datatel management	NA	NA	NA	Provides ERP software for more than 600 higher education institutions in the US. Also provides related systems integration and Web design services.
11/10/2009	Extessy AG	Artisan Software Tools	NA	NA	NA	Offers software products, consulting services, and CASE tools for application service providers. The company offers products such as EXITE, which provides run-time communication between the clients involved in a simulation.
11/10/2009	MontaVista Software	Cavium Networks	50.0	30.0	1.7	Provides embedded Linux development software for businesses.
11/10/2009	Sorun	IT Holdings	155.4	593.6	0.3	Engages in software development, system consulting, engineering services, outsourcing services, e-business support, information security services, and package sales businesses primarily in Japan.
11/9/2009	AppTech Global	AppTech	NA	NA	NA	Develops and markets mobile applications software in the United States and internationally. It provides mobile software solutions to run on various device operating systems, including Apple I-Phones, Google androids, and blackberry.
11/9/2009	Gizmo5	Google	NA	NA	NA	Provides free, downloadable, peer-to-peer VoIP software and telephone service for businesses and consumers. Applications enable users to make and receive calls with a computer.
11/9/2009	OpenLink Financial	Carlyle Group	NA	NA	NA	Provides securities and energy trading transaction management software for the financial and energy sectors.
11/5/2009	dvsAnalytics, Liberation Unified Communications Platform	Noble Systems	NA	NA	NA	Provides software solutions for contact center's entire sales workflow process such as campaign design and management and agent effectiveness, industry templates for ease of integration and operation, and performance management.
11/5/2009	Evanoff Business Software	Blytheco	NA	NA	NA	Develops business software solutions, specializing in the areas of manufacturing, wholesale distribution, and accounting.
11/5/2009	PAES	TriL Global	7.5	NA	NA	Provides risk analysis tools. It offers a risk analysis tool, which is used to explore, quantify, and manage debt risks. The company serves microfinance institutions, subprime loans, small banks, regulatory agencies, and development banks.
11/4/2009	i2 Technologies	JDA Software	396.1	231.8	2.4	Provides supply chain management solutions worldwide. The company offers a range of products and solutions for manufacturing and planning; transportation and distribution management; merchandising, assortment, and allocation planning.
11/4/2009	Movaya Wireless	30 Second Software	NA	NA	NA	Develops and markets mobile content management e-commerce solutions. The company's products include Platform M, which provides ringtones, wallpapers, and games to mobile devices.

Source: Capital IQ, 451 Group

## MERGERS &amp; ACQUISITIONS

## Select Software (Continued)

Date	Target	Buyer	Implied Enterprise Value (\$mm)	Total Revenue (\$mm)	EV / Revenue Multiple	Business Description
11/3/2009	Finjan	M86 Security	NA	NA	NA	Provides Web security solutions for enterprises and managed security service providers.
11/3/2009	SSG Innovations (ExpressYard)	RMI	NA	NA	NA	Provides online and wireless handheld based software system for managing the daily operations of railcar repair and maintenance facilities ranging in size from a single repair shop to regional railroads.
11/2/2009	e2train	WestBridge Fund Managers	NA	NA	NA	Provides learning and performance technology solutions. The company's solutions enable organizations and individuals to create, deliver, and manage their e-learning and classroom training programs.
11/2/2009	Netkey	NCR	NA	NA	NA	Developer of enterprise applications and management software for authoring, delivering, securing, and monitoring content and devices across a network.
11/1/2009	Pulse Voice	Enghouse Systems	NA	\$5.0	NA	Provides communications solutions to enterprise and network service providers. Its offers solutions to telecom carriers, service providers, government organizations, and small and medium sized companies in the wire line and wireless areas.
10/30/2009	Internet Disclosure	DIVA	\$3.6	NA	NA	Engages in development and sales of software, information processing, and information provision service.
10/30/2009	Softteks	Densan System	2.0	NA	NA	Engages in development, sale, and maintenance of software. The company provides information technology and business process solutions.
10/29/2009	Certifica	comScore	NA	NA	NA	Auditor for the Web site traffic in Latin America. The company's product, Certifica Metric, registers, measures, and analyzes the movements inside the client's Web Site, and allows the clients to understand their audience's behavior.
10/29/2009	SafeHarbor Technology	Shackleton Equity Partners	NA	NA	NA	Offers solutions to maintaining internal hardware, software, and knowledge management expertise; and a hosted application that provides real-time customer-to-agent interaction; SmartEmail, a customer support e-mail management service.
10/28/2009	Compulink Systems	Glodyne Technoserve	3.9	3.0	1.3	Provides software products and services in India and internationally.
10/27/2009	Ingenient Technologies	Sasken Communication Technologies	NA	NA	NA	Provides embedded multimedia software solutions that enable the development, delivery, management, and presentation of multimedia content.
10/27/2009	jNetX	Amdocs	50.0	17.0	2.9	Develops and markets programmable service platforms to telecommunications companies.
10/27/2009	KANA Software	Accel-KKR	48.9	53.1	0.9	Engage in the development, marketing, and support of customer communications software products.
10/27/2009	ScanSafe	Cisco	183.0	30.0	6.1	Provides software as a service Web Security, which is the provision of Web security over the Internet. It offers Scandoo, a service that provides warning for security risks and offensive content in search results.
10/26/2009	BGS Online Consultores	Delaware Consultoria	NA	5.7	NA	Operates as a business intelligence solutions developer for financial, industrial, and public administrations sectors.
10/26/2009	IBM Sales and Customer Support Unit for PLM Software	Dassault Systemes	600.0	NA	NA	Comprises Product Lifecycle Management software application portfolio, sales and client support operations, customer contracts, and related assets. International Business Machines Corp. is based in Armonk, New York.
10/25/2009	Certain Next Generation Packet Core Network Components Assets	Hitachi	10.0	NA	NA	Comprises software that can be used to transfer data over existing wireless networks and the relevant wireless communications technology.
10/23/2009	SecurAct	NuMobile	NA	NA	NA	Provides technology products and solutions to manage security for cloud/software-as-a-service (SaaS) and business applications.
10/22/2009	CINTELLATE	SAI Global	13.0	NA	NA	Provides environment, health, safety, and risk management software.
10/22/2009	Ectel	cVidya Networks	9.8	18.0	0.5	Engages in the development and marketing of integrated revenue management solutions for communications services providers.
10/22/2009	Mobile Presence Technologies, Prior to Reverse Merger with	Shandong Caopu Arts & Crafts Co.,	NA	NA	NA	Focuses on developing and marketing software and services that enhance the utility of cellular phones and other hand held communication devices.
10/21/2009	Switch & Data Facilities	Equinix	689.0	186.3	3.7	Provides colocation hosting and public network peering services for content providers, financial institutions and ISPs.
10/20/2009	graffitiGeo	Loopt	NA	NA	NA	Designs and develops wireless device application.

Source: Capital IQ, 451 Group

## MERGERS &amp; ACQUISITIONS

## Select Communications

Date	Target	Buyer	Implied Enterprise Value (\$mm)	Total Revenue (\$mm)	EV / Revenue Multiple	Business Description
11/12/2009	Harke Communications	BAYCOM	NA	NA	NA	Provider of wireless communication solutions.
11/11/2009	3Com	Hewlett-Packard	2,734.9	1,264.8	2.2x	Provides enterprise networking solutions worldwide.
11/11/2009	Pipe Networks	SP Telecommunications	378.2	46.1	8.2x	Provides telecommunications services to Internet service providers, telecommunications carriers, and the corporate marketplace in Australia.
11/11/2009	PT Mobile-8 Telecom	Sinar Mas Group	399.0	49.6	8.0x	Engages in the telecommunications business primarily in Indonesia.
11/10/2009	LifeSize Communications	Logitech International	405.0	NA	NA	Develops and delivers video communications technology and products.
11/10/2009	PT M-Mode Indo	Prodell Technology	NA	NA	NA	Provides mobile contents and data application services in Malaysia.
11/10/2009	ZAO NEC Neva Communications Systems	NEC	NA	NA	NA	Developer of telecommunications solutions for mobile and fixed networks and multimedia networks.
11/9/2009	Téa-Groupe BGME	Marinvest	NA	36.0	NA	Operates as a telecommunication services provider in France
11/7/2009	Positive Comsole Private	Visesh Infotecnics	NA	NA	NA	Provides interactive messaging service in India for Media Companies.
11/6/2009	Mabuhay Satellite	Asia Broadcast Satellite	NA	NA	NA	Owens, operates, and maintains satellite facilities to provide communication links to telecommunications, broadcast, and other public utility companies.
11/5/2009	Smart YuRoE Broadband	Digiweb	NA	NA	NA	Provides data, broadband, and voice over Internet protocol services in corporate, SME, and residential markets in Ireland.
11/5/2009	T-Mobile	Orange	NA	NA	NA	Operates as a mobile company in the United Kingdom.
11/4/2009	Mobiwatch	GreatCall	NA	NA	NA	Provides mobile personal emergency response services.
11/3/2009	Edge Solutions	Spiritel	15.1	9.0	1.7x	Delivers voice, data, and network solutions over fixed-line and mobile connection.
11/3/2009	UK Telco	Opal Telecom	NA	NA	NA	Provides calls, lines, and associated services to independent switch less resellers.
11/3/2009	A Communications	Atea	5.0	8.5	0.6x	Provides video conferencing and internet protocol telephony services in Finland.
11/2/2009	NuVox	Windstream	640.3	561.0	1.1x	Provides telecommunication services.
10/30/2009	Bharti Telecom	Pastel	2,114.2	NA	NA	Manufactures push button telephones, cordless telephones, and fax machines.
10/30/2009	Guest-Tek Interactive Entertainment	Undisclosed	5.5	38.2	0.1x	Provides Internet protocol (IP) network products, systems, and services to customers in the hospitality industry.
10/29/2009	Teledata Singapore	Calypso Management	26.2	16.6	1.6x	Operates as a system integrator, and distributor of telecommunication and data communication products in Singapore and internationally.
10/29/2009	Eurocom Cable Management Bulgaria	EQT Partners	NA	NA	NA	Offers digital, cable and HD TV, cable internet, and digital phone services.
10/28/2009	Insight Infrastructure	American Tower	20.0	NA	NA	Invests in and manages passive wireless infrastructure assets.
10/27/2009	Ranchview	Raven Industries	NA	NA	NA	Provides hardware and hosted software solutions to the Canadian agriculture industry.
10/27/2009	AVS Installations and Union Labor Force One	Undisclosed	NA	NA	NA	Operates as an audio visual systems contractor for systems integration work and provides IBEW union labor for audio visual, electrical, and teledata services.
8/19/2009	Cirilium India	Viper Networks	NA	NA	NA	Provides telecommunication services.

Source: Capital IQ, 451 Group

## MERGERS &amp; ACQUISITIONS

## Select Communications (Continued)

Date	Target	Buyer	Enterprise Value (\$mm)	Revenue (\$mm)	Revenue Multiple	Business Description
10/26/2009	Portugal Telecom	Undisclosed	NA	10,003.9	NA	Provides telecommunications services primarily in Portugal, Brazil, and certain countries in Africa.
10/26/2009	Jasmine International Public	Simpson Financial	NA	179.4	NA	Provides telecommunication services in Thailand and internationally.
10/25/2009	Bezeq Israel Telecommunication	012 Smile.Communications	7,094.3	3,421.6	2.1x	Provides various communications services to business and private customers in Israel.
10/23/2009	Sakhatelecom	OJSC Far East Telecommunications	92.8	NA	NA	Provides intercity and local telephone communication services, including satellite communication services.
10/23/2009	Set Top Box Business	Cisco Systems	44.5	NA	NA	Designs, develops and markets set top boxes.
10/23/2009	Chongqing Bird Technology	Undisclosed	0.5	NA	NA	Offers research and development, production, and marketing of telecommunication products such mobile phones.
10/23/2009	Apparat	Aspiro Mobile Solutions	NA	0.9	NA	Offers mobile marketing, mobile positioning, collective intelligence, WAP, SMS, and MMS services.
10/22/2009	VMB-Service	Smart Telecom	NA	4.1	NA	Offers optic fiber network and communication services. The company provides services to builders, developers, and management companies.
10/21/2009	Digital Alert Systems	Monroe Electronics	NA	NA	NA	Develops and markets emergency alert system (EAS) solutions in the United States.
10/20/2009	Sonaecom	PENSÕESGERE – Sociedade Gestora de Fundos de Pensões	1,488.8	1,443.3	1.0x	Provides integrated telecom services.
10/19/2009	Bezeq Israel Telecommunication	Undisclosed	7,190.6	3,410.5	2.1x	Provides various communications services to business and private customers in Israel.
10/19/2009	Zing	Internet 123	NA	NA	NA	Delivers metropolitan Ethernet and wireless Internet, telephony, and satellite services.
10/18/2009	iPCS	Sprint Nextel	833.3	556.2	1.5x	Engages in the ownership, operation, management, and maintenance of digital wireless personal communications services(PCS) networks.

Source: Capital IQ, 451 Group

## PRIVATE PLACEMENTS

## Select Internet

Date	Company	Amount Raised (\$mm)	Investors	Business Description
11/22/2009	BookRenter.com	\$6.0	Adams Capital Management, Storm Ventures	Provides an online textbook rental service. It replaces traditional bookstore sales with online book rentals for students at schools throughout the nation.
11/19/2009	Chegg	57.0	InSight Venture Partners	Provides an online textbook rental service that allows students to rent textbooks. The company's Web site, Chegg.com, enables students to buy and sell goods through personal and face-to-face interactions.
11/19/2009	Zlango	3.0	Accel Partners, Benchmark Capital, Israel Angels Management, Brooks-Keret Financial Services	Provides iconic language solutions designed for mobile messaging, Web-based exchanges, greeting cards, children's books, and lots.
11/18/2009	1020	5.0	Onset Ventures, Voyager Capital	Develops online advertising solutions. It develops and owns Placecast Media, an online advertising solution to target highly sought-after audiences using location-based information across the Web, mobile, and Wi-Fi.
11/17/2009	UNX	NA	Goldman Sachs Group, Vernon & Park Capital,	Operates as an agency brokerage company which provides trade execution services to institutional investors. The company provides electronic trading, direct market access, single stock agency trading, and program trading services.
11/16/2009	RockYou.com	50.0	SoftBank Capital	Creates and distributes widgets and applications on the social Web. The company offers customized branding and advertising opportunities on various social networks; and RockYou, an advertising platform for brands and advertisers to reach application users.
11/16/2009	Sezmi	25.0	CCP, Index Ventures, Legend Ventures, Morgenthaler, OmniCapital Group	Markets and distributes digital broadcast and broadband solutions to the consumer sector. The company provides digital media receivers and home entertainment content services.
11/13/2009	TV18 Home Shopping Network	23.5	GS Home Shopping, Network 18 Media & Investments	Operates as an online and on-air retail marketing and distribution company. It offers electronics and computers, cameras and mobiles, jewellery and watches, fashion accessories, health and beauty products, sports and fitness products.
11/12/2009	MediaMerx	1.2	Undisclosed Investors	Provides online platforms and video tools for the streaming of digital videos to the Internet providers and broadband audiences.
11/12/2009	Caring.com	10.0	Doll Capital Management, Shasta Ventures, Split Rock Partners	Operates as a community and content Website that helps people care for the aged. The company provides eldercare guidance.
11/12/2009	wooga	7.4	Holtzbrk Ventures GmbH, Balderton Capital	Develops and markets casual games for social networks.
11/11/2009	Multicomm	9.9	Limburgse Reconversie Maatschappij, Participatiemaatschappij Vlaanderen NV	Engages in online retail of decorative and lifestyle items.
11/11/2009	UUMC Limited	2.1	Atomico Investment Holdings	Operates a social networking application for video gamers. It enables gamers to track favorite games, as well as new discussions, videos, and news stories for the games.
11/11/2009	Playdom	43.0	Lightspeed Venture Partners, New Enterprise Associates, Norwest Venture Partners	Developer of interactive online games for social networks. It develops games designed to enable players to play with real-world friends and family by combining the infrastructure built by social networks and virtual worlds with of casual games and MMOGs.
11/10/2009	AppNexus	5.0	Venrock, Kodiak Venture Partners, First Round Capital	Develops and manages online ad exchange in the United States and the United Kingdom. It provides on-demand production infrastructure.
11/9/2009	Redfin	10.0	Draper Fisher Jurvetson, Greylock Partners, Madrona Venture Group, The Hillman Company, Vulcan Capital	Online residential real estate brokerage company. It offers maps, listings, tax records, and analytics.
11/5/2009	E-Trader Group	2.0	MMC Ventures	Offers online trade auction marketplace. The company provides retailers, manufacturers, distributors, and logistics companies access to trade and consumer markets through online platform.
11/4/2009	Indicee	6.0	Granite Ventures, Yaletown Venture Partners	Helps business users to organize, analyze, and share business data in an online community. It operates an online application that allows users to merge data from various business systems, reports, and spreadsheets.
11/4/2009	LimeLife	1.0	Undisclosed Investors	Publishes wireless content and entertainment for 18-34 year old women. Its Web site covers various lifestyle topics that include music, entertainment, fashion, beauty, dating, news, and shopping, as well as games, wallpapers, and SMS
11/3/2009	Trillenium d.o.o.	1.5	Undisclosed Investors	Provides web based 3D shopping mall and social network where local and international brands offer their products.
11/3/2009	FileRide AB	0.3	Sting Capital AB	Operates as a social desktop that connects like-minded people through the common files and links. It enables the user to organize files, links, videos, friends, and groups in one place; meet people through files and links.
11/2/2009	The Motley Fool	25.0	BIA Digital Partners LP, Patriot Capital	Operates as a multimedia financial-services company. It provides financial solutions for various investors. It reaches people each month through its Website, books, newspaper column, television appearances, and subscription newsletters.
11/2/2009	CubeTree	8.0	InterWest Partners, Trinity Ventures	Provides social networking software. It offers CubeTree API, a REST Web services API, which allows applications to query and manipulate the resources provided by the CubeTree Web application.

Source: Capital IQ, VentureSource

## PRIVATE PLACEMENTS

## Select Internet (Continued)

Date	Company	Amount Raised (\$mm)	Investors	Business Description
10/30/2009	Klik Technologies Corp.	\$2.9	Undisclosed Investors	Provides e-commerce solutions to the real estate industry. The company specializes in solutions for remittance processing and financial transaction settlement.
10/30/2009	thisMoment	1.0	Undisclosed Investors	Provides photo-and video-sharing, blogging, media and social networking services. Its social networking, media sharing, and micro-blogging services enable people to make, organize, and broadcast their connections across the Web.
10/30/2009	Everlater	0.4	Highway 12 Ventures	Provides a place to record travel experiences, share them with friends and family, and discover new travel ideas from social network and other travelers online.
10/29/2009	Scoopler	NA	Avalon Ventures, XG Ventures	A real-time search engine, aggregates and organizes content being shared on the internet as it happens. It offers search options on entertainment, technology, sports, world and business, science, gaming, politics, and lifestyle topics.
10/28/2009	World Market Media	0.1	Undisclosed Investors	Operates as an online investment community. It builds a social media network of various securities exchanges and their investment communities.
10/28/2009	ScanScout	8.5	Catalyst Partners, EDB Investments, First Round Capital	Operates as an online video advertising network. It serves publishers, advertisers, and ad networks.
10/27/2009	Infinio Korea Co.	0.2	Infinio Group Limited (Catalist:5CS)	Provides IPTV based content and technology solutions. The company caters to the telecommunication companies, internet service providers, hotel and building operators.
10/27/2009	Shanghai Jusheng Wanhe Advertising	NA	Lightspeed Venture Partners	Provides online marketing solution. The company develops MediaV, a digital sales and marketing platform. It provides websites and advertisers marketing decisions and marketing execution support systems.
10/25/2009	Watercooler	5.5	Canaan Partners, The Sporting Exchange	Operates FanSection and TVLoop online communities that enable users to access a network of online fan communities in sports and television entertainment in the United States and internationally.
10/23/2009	Goomzee	1.5	Undisclosed Investors	Offers text message based marketing and advertising solutions. The company develops and markets a text message marketing platform under the Goomzee Connect brand name.
10/23/2009	Hot Potato	1.0	RRE Ventures , First Round Capital, Betaworks	Offers internet based social networking services.
10/22/2009	Flipkart Online Services Private	NA	Accel Partners	Operates online book store/bookshop, offering books on various subjects, including arts and photography, computers and Internet, history, mystery and thrillers, reference, sports, and biographies and memoirs.
10/21/2009	AudienceScience	20.0	Mohr, Davidow Ventures, Mayfield Fund, Meritech Capital Partners, Integral Capital Partners	Offers behavioral targeting platform and marketplace for the digital media industry. The company's solutions include Targeting Marketplace, a platform that enables advertisers to find audiences for their messages on the Web.
10/19/2009	HubSpot	16.0	Matrix Partners, Scale Venture Partners, General Catalyst Partners	Offers B2B inbound marketing software.
10/16/2009	Redwood Collaborative Media	NA	Undisclosed Investors	Operates as an integrated B2B media company that creates interactive platforms for sharing knowledge, insights, and resources for professional communities.
10/16/2009	Sometrics	NA	Steamboat Ventures, Greycroft, The MailRoom Fund	Operates as an analytics and ad platform startup company specializing in social media. It offers analytics and ad managing solutions that focus on social networking platforms and applications.
10/15/2009	Spigit	10.0	Warburg Pus	Designs, develops, and distributes social networking software for business innovation.
10/15/2009	The Fizzback Group	2.6	Advent Venture Partners, Nauta Capital	Provides an on-demand solution that drives customer engagement at the point-of-experience. Its solution helps companies to listen, respond, and act in real-time to their customers' comments.
10/12/2009	Ooyala	10.0	Rembrandt Venture Partners, Sierra Ventures	Provides video solutions to video content providers, advertisers, publishers, and consumers. It offers Backlot, a video platform with analytics, content syndication controls, and monetization solutions.
10/12/2009	Trivnet	NA	Amdocs	Offers a transaction management platform that provides a suite of mobile phone based financial services.
10/12/2009	Visible Technologies	2.0	In-Q-Tel	Provides online brand management, and social media monitoring and engagement solutions for companies, organizations, and individuals.
10/9/2009	MyBrands	NA	IBB Beteiligungsgesellschaft	Operates as an online retail for designer clothes.
10/8/2009	Dailymotion	25.4	Advent Venture Partners, AGF Private Equity, Atlas Venture, CM-CIC Capital Privé, Partech International	Provides on-line video content in France and Europe. It operates a video entertainment Website that provides video sharing services. The company also enables sharing of official and professional contents.

Source: Capital IQ, VentureSource

## PRIVATE PLACEMENTS

## Select Software

Date	Company	Amount Raised (\$mm)	Investors	Business Description
11/19/2009	Manthan Software Services	\$15.0	FIL Limited, ePlanet Ventures, IDG Ventures India	Provides retail analytics and business intelligence solutions. It offers ARC, a retail performance management solution and merchandise planning system that allows retailers to track and analyze various facets in retail business.
11/19/2009	Immunet	2.0	Altos Ventures, TechOperators	Developer of antivirus technologies. The company offers cloud-based antivirus application focused on protecting users' community. Its products are designed to harness the growing power of social networks with its community sharing features.
11/18/2009	Axxana	9.0	Carmel Ventures, Gemini Israel Funds	Provides information disaster recovery solutions. Its solutions allow data recovery with no data loss at a secondary site, which may be situated away from the primary location.
11/17/2009	Synapse Wireless	3.0	Undisclosed Investors	Provides an Internet-enabled wireless machine-to-machine communication technology for controlling and monitoring physical devices interfaced to the digital world.
11/16/2009	Bootstrap	5.0	Sequoia Capital, Shasta Ventures, First Round Capital, SoftTech VC	Provides online business financial record keeping solutions for self employed individuals and micro-businesses in the United States.
11/16/2009	Evernote Corporation	10.0	Morgenthaler, DoCoMo Capital, Troika Capital Partners, Undisclosed Investors, Venture Capital	Offers handwriting recognition and digital ink software and technologies for users, system integrators, value added resellers, and original equipment manufacturers in California.
11/16/2009	Millennial Media	16.0	Bessemer Venture Partners, Charles River Ventures, Columbia Capital, New Enterprise Associates	Operates as a mobile media networks company. Its products and solutions include a mobile advertising network; a performance-based mobile advertising network, which enables users to manage their campaigns on cost-per-click basis.
11/16/2009	Outright (Bootstrap)	5.0	First Round Capital, Sequoia Capital, Shasta Ventures, SoftTech VC	Provides online business financial record keeping solutions for self employed individuals and micro-businesses in the United States. It offers Outright, a Web service that tracks business income, business deductions, estimated tax deadlines, and profit and loss reports.
11/16/2009	DocuSign	2.0	Second Century Ventures	Provides software services for electronic signature and electronic contract execution. It offers Professional Edition, which enables individuals and businesses to send their documents for signature.
11/13/2009	IMImobile	13.0	FirstMark Capital, Sequoia Capital India	Provides mobile and online technology platforms and content services to mobile operators and media companies in India and internationally.
11/13/2009	Zenph Sound Innovations	10.7	Capitol Broadcasting Company, Inc.; Intersouth Partners	Develops software for music recording. It specializes in the algorithms and processes for understanding and re-creating musician performances.
11/12/2009	CambridgeSoft Corporation	31.3	Goldman Sachs Group, Merchant Banking Division, Health Evolution Partners	Develops and markets life science enterprise software solutions for pharmaceutical, biotechnology, chemical, higher education, academic and government, and scientific research industries.
11/12/2009	Internet Pipeline	15.0	Fidelity Ventures, NewSpring Capital	Provides Web-based e-business platform to insurance companies, wholesalers, banks, BGA/MGAs, agents, and broker-dealers.
11/12/2009	MYXYTY	0.7	Delta Dore S.A.	Engages in providing machine-to-machine security solutions for goods, people, and pets. The company was incorporated in 2006 and is based in Valbonne Sophia Antipolis, France.
11/12/2009	Voxeo	9.0	North Atlantic Capital, Hamilton Lane Advisors	Provides interactive voice response (IVR) and voice over IP (VoIP) platforms, and hosted and developer services.
11/9/2009	Apprenda	5.0	High Peaks Venture Partners, New Enterprise Associates	Develops and creates a SaaS platform, offering a technological foundation to build, deploy, and monetize their service-oriented applications for on-demand use without technological lock-in.
11/9/2009	RPO	19.3	Allen & Buckeridge, BASF Venture Capital, JAFCO Investments Asia, Jolimont Ventures, Neo Technology Ventures	Developer of optical polymers and application-specific polymer optical waveguides for consumer electronics, telecom, and datacom applications. The company has developed a dual technology platform in optical materials and fabrication of polymer waveguides.
11/9/2009	Zhuhai Zhengcai Software Technology	2.9	Shenzhen Fortune Venture Capital Management	Develops e-commerce software for government and enterprises.
11/5/2009	Accelerated IO	3.0	Undisclosed Investors	Develops software technology for image compression, storage, and transmission. The company's product PacNZoom PreView provides image segmentation and restoration.
11/5/2009	Shanghai Soco software	2.9	Green Pine Capital Partners	Develops and publishes mobile games in China. It develops a portfolio of 3D, multi-player, and brand games in the categories of action, RPG, puzzles, sports, and strategy.
11/4/2009	Indicee	6.0	Granite Ventures, Yaletown Venture Partners	Helps business users to organize, analyze, and share business data in an online community. It operates an online application that allows users to merge data from various business systems, reports, and spreadsheets.
11/4/2009	Blekkio	2.5	CMEA Capital, U.S. Venture Partners	Provides internet search solutions.
11/3/2009	VoicePrism Innovations	1.2	Undisclosed Investors	Provides human voice analysis solutions. The company offers VoicePrism technology that analyzes emotional and cognitive patterns in the human voice.

Source: Capital IQ

## PRIVATE PLACEMENTS

## Select Software (Continued)

Date	Company	Amount Raised (\$mm)	Investors	Business Description
11/2/2009	Adaptive Spectrum and Signal Alignment orporated	\$10.0	Undisclosed Investors, Venture Holding, SFR Développement, Mingly China Growth Fund, Stanford University, Swisscom Ventures	Provides maintenance-center software products for digital subscriber line (DSL) service providers. It offers software development tools for dynamic spectrum management of DSL systems.
11/2/2009	Aquafadas SAS	1.8	Crédit Agricole Private Equity, Soridec SA, SCR	Develops and markets software solutions for the imaging and digital video community. It offers BannerZest, a solution to make flash slideshows for blogs and Websites.
11/2/2009	FireScope	1.5	Undisclosed Investors	Provides information technology services management solutions.
11/2/2009	TD Securities	3.6	Undisclosed Investors	Provides enterprise smartphone security and management software for government organizations and various companies. It offers solutions to secure, deploy, and manage smartphones for information technology organizations.
10/29/2009	Aurora Feint	3.6	Dena Co.	Offers gaming platform for iphone.
10/29/2009	iTRACS Corporation	2.3	Undisclosed Investors	iTRACS Corporation, Inc. develops data centre, network, and cable management software to administer the physical infrastructure. It offers iTRACS Physical Layer Manager, an enterprise application that enables documentation of information technology assets and their
10/29/2009	SnapLogic	2.3	Maples Investments, Andreessen Horowitz	A software as a service integration company, provides an open source data integration framework. Its open source data integration framework enables enterprises to integrate data on the enterprise firewall and create custom integration solutions.
10/29/2009	Widevine Technologies	9.6	Undisclosed Investors	Provides multiplatform and multiformat DCAS, DRM, digital copy protection, and forensic watermarking solutions for content owners, telco, cable, and Internet service operators.
10/28/2009	Aylus Networks	9.3	Undisclosed Investors	Provides multimedia sharing solutions for mobile networks.
10/28/2009	Layar	1.0	Undisclosed Investors	Offers a mobile phone application. It offers Layar, a mobile augmented browser that provides information on top of the camera display view in various categories.
10/28/2009	Planetwide Media	1.2	Undisclosed Investors	Provides social media applications in the United States and internationally. It offers MashON, a social media Web platform that enables the user to make, publish, and share own comic books, photobooks, or graphic novels from the Web browser.
10/28/2009	Primeton Technologies	14.6	Sinovo Growth Capital Management	Provides component-oriented Internet application, catering to telecommunication, e-government, finance, electricity, logistics, healthcare, and manufacturing industries.
10/27/2009	Varicent Software	35.0	FTV Capital, RBC Venture Partners, Edgestone Capital	Provider of sales performance management (SPM) solution. The company's solution focuses on sales planning, modeling and dashboarding, quota and territory management, sales commission, and sales analytics.
10/26/2009	ResponseLogix	5.6	A. H. Belo Corporation, Belo Corp., Emergence Capital Partners, GRP Partners, Shasta Ventures	Provides software and Internet services to automotive dealers. It specializes in the development of Internet lead management, relationship development, and marketing software solutions.
10/20/2009	InSync Software	4.7	Rustic Canyon Partners, Intel Capital	Provides software solutions that control RFID, GPS, and sensor technologies to locate and track assets.
10/20/2009	REvolution Computing	9.0	North Bridge Venture Partners, Intel Capital	Provides parallel computing software for computational statistics.
10/19/2009	Jive Software	12.0	Sequoia Capital	Develops, markets, and sells social productivity and community software solutions for enterprises in the United States and internationally.
10/15/2009	Data Robotics	10.0	Focus Ventures, Greylock Partners, New Enterprise Associates, RRE Ventures, Sutter Hill Ventures	Develops and markets data storage products to small businesses and individual segments. The company offers digital media storage equipment and devices based on storage virtualization and cybernetics technologies.
10/15/2009	Bling Nation	20.0	Balderton Capital, Lightspeed Venture Partners	Provides mobile payment services for local and community financial institutions. The company facilitates financial transactions between consumers and merchants.
10/13/2009	GroundWork Open Source	5.0	Canaan Partners, Mayfield Fund, SAP Ventures, JAFECO Ventures	Designs, manufactures, and markets open source systems and network monitoring and management solutions.
10/12/2009	Ooyala	10.0	Sierra Ventures, Rembrandt Venture Partners	Provides video solutions to video content providers, advertisers, publishers, and consumers.
10/8/2009	BPL Global	22.0	El Dorado Ventures, Novitas Capital, SAIC, Cross Atlantic Capital Partners, AIUndisclosed Investors, Deera Holding	Provides software solutions and services to electric utilities, offering a platform that provides user security management, data repository and reporting, messaging, and common user interface framework services.

Source: Capital IQ

## PRIVATE PLACEMENTS

## Select Communications

Date	Company	Amount Raised (\$mm)	Investors	Business Description
11/13/2009	Muzicall	\$13.4	BlueRun Ventures, Thule Investments, Orkos Capital, GP Bullhound, Investment Arm, Veddis Ventures	Designs, finances, builds, runs, and evolves ring back tone (RBT) solutions for mobile operators and media companies.
11/12/2009	BRAC BDMail Network	8.9	KDDI	Provides data communication services in Bangladesh.
11/11/2009	Foxconn Precision Electronics	93.5	Foxconn International	Manufactures and markets mobile phones and its components.
11/11/2009	Packet One Networks	32.6	Green Packet Berhad	Provides wireless broadband services.
11/11/2009	OpenNet	1.5	SingTel Interactive	Offers fibre grid services for Next Generation National Broadband Network.
11/09/2009	Inmarsat Finance	650.0	Undisclosed Investor	Provides a portfolio of mobile satellite communication services for use on land, at sea, and in the air worldwide.
11/05/2009	Longview Advantage	1.5	Undisclosed Investor	Develops and markets fleet management, theft protection and recovery, and global positioning system (GPS) asset tracking solutions to businesses and consumers.
11/02/2009	Intellex	8.0	Morgenthaler, Woodside Fund, New Venture Partners, Arcapita Bank, Venture Capital Arm	Develops RFID tracking systems and products for yard management, tracking reusable transport items, personnel monitoring, and high value asset tracking applications
10/30/2009	BridgeWave Communications	2.5	Undisclosed Investor	Supplies outdoor gigabit wireless connectivity solutions.
10/29/2009	GCI	421.5	Undisclosed Investor	Provides local and long distance voice, cable video, Internet, and data communication services, and resells wireless telephone services.
10/28/2009	BlueCat Networks	11.0	TD Capital, Bridgescale Partners	Develops and provides network appliances for government, military, financial services, retail, enterprise, and manufacturing sectors.
10/28/2009	Intransa	3.0	Undisclosed Investor	Provides IP video storage solutions and products for IT and video applications.
10/27/2009	Uplogix	4.5	Undisclosed Investor	Provides integrated remote management solutions.
10/26/2009	Access Media 3	10.1	Undisclosed Investor	Provides digital media solutions in the Midwest.
10/26/2009	Space Star Technology	4.3	China Spacesat Technology	Engages in the research, development, manufacture, and marketing of satellite products and services for various satellite applications to military and civil users.
10/26/2009	Vocalocity	2.0	Undisclosed Investor	Provides hosted PBX voice over Internet protocol services and infrastructure applications for small businesses.
10/23/2009	Airband Communications	4.5	Undisclosed Investor	Operates as a fixed wireless broadband provider for businesses in the United States.
10/22/2009	Shanghai Mobell Technology	2.2	Longcheer Technology	Engages in development, sales and distribution of mobile handsets, primarily to telecommunication service operators and other corporate users in China.
10/13/2009	ViaSat	271.6	Undisclosed Investor	Engages in the production of satellite and other wireless communications and networking systems for government and commercial customers worldwide.

Source: Capital IQ

## PRIVATE PLACEMENTS

## Select Clean Technology

Date	Company	Amount Raised (\$mm)	Investors	Business Description
11/06/2009	Landis+Gyr	\$100.0	Allianz Capital Partners, Bayard Group, IK Investment Partners, MB Funds	Provides energy management products and services for the electricity metering industry. It offers integrated AMM/advanced metering infrastructure solutions, communication systems and software, meters, meter data management, and financing services.
10/01/2009	RLtec	9.3	Carbon Trust Investments, Low Carbon Accelerator, Low Carbon Investors, NAXOS Capital Partners	Offers energy solutions for the reduction of carbon emissions from electricity generation. It offers dynamic demand efficiency that provides energy balancing services by taking the form of software, which can be incorporated into the control unit of electrical appliances.
10/01/2009	Innovalight	15.0	Undisclosed Investors	Develops ultra thin-film power modules for residential and commercial applications. It focuses on developing silicon-based solar cells for grid-connected solar power generation.
09/22/2009	Serious Materials	60.0	Cheyenne Partners, EnerTech Capital, Foundation Capital, Mesriow Financial, Navitas Capital, NEA, Rustic Canyon, Saints Capital, Staenberg Venture Partners	Develops and manufactures green building materials. Its products include thermal insulation drywalls and soundproof drywalls for noise reduction in commercial and residential construction.
09/10/2009	Achates Power	12.1	InterWest Partners, Madrone Capital Partners, RockPort Capital Partners, Sequoia Capital	Developer of a fuel-efficient, light, clean diesel engine. The company optimizes fuel economy through increased thermal efficiency and reduced friction. The company's engine design minimizes part count and mass to provide a light-weight, low-cost, durable solution.
07/08/2009	Control4 Corporation	17.3	Best Buy Capital, Foundation Capital, Frazier Technology Ventures, Mercato Partners, University of Utah Endowment, vSpring Capital	Manufactures wired and wireless home automation products in the United States.
06/10/2009	AlertMe	13.0	Good Energies, Technology Venture Partners, VantagePoint Venture Partners	Provides an intelligent service that enables people to protect, monitor, and control their homes from their mobile phones and the web.
06/02/2009	Yeong Guan Energy Technology	30.0	STIC Investments, MC Capital	Supplies casting components to the wind power generation market.
05/28/2009	GreenRoad Technologies	15.0	Amadeus Capital Partners, Balderton Capital, Benchmark Capital, DAG Ventures, Virgin Green Fund	Provides a technology-based service to measure and improve driving behavior.
05/08/2009	Enphase Energy	22.5	Applied Ventures, Bay Partners, Madrone Capital Partners, RockPort Capital Partners, Third Point	Develops and manufactures solar energy management systems for residential and commercial customers to improve the performance of solar power systems.
05/06/2009	Tendril Networks	30.0	Appian Ventures, Good Energies, RRE Ventures, VantagePoint Venture Partners, Vista Ventures	Provides residential energy management systems for utilities industry and its consumers.
04/30/2009	Cobol Technologies	30.0	Pangea Capital	Engages in electricity generation and distribution.
04/29/2009	ElectraTherm	5.4	Greener Capital Partners, Interlaken, Windquest	Provider of small-scale generators that can produce electricity from waste heat or geothermal heat. The company has developed technology to capture readily-available waste heat to generate fuel-free, emissions-free energy.
04/14/2009	i2O Water	6.3	Swarraton Partners	Offers technology as a managed service to reduce leakage and fewer bursts in water networks.
04/13/2009	A123 Systems	69.0	AllianceBernstein, CMEA, Espirito Santo Ventures, GE Energy Financial Services, GE Equity, MIT Endowment Arm, North Bridge Venture, QUALCOMM, Sequoia Capital	Designs, develops, manufactures, and sells rechargeable lithium-ion batteries and battery systems.
04/07/2009	Fisker Automotive	85.0	Eco-Drive (Capital) Partners, Kleiner, Perkins, Caufield & Byers	Engages in the design, manufacture, and marketing of cars.
03/19/2009	Norson	70.7	Good Energies, Itochu, Norsk Hydro ASA, Scatec ASA	Produces mono crystalline silicone wafers for solar energy market.
03/18/2009	Jet Metal Technologies	3.3	Naxicap Partners, Rhône-Alpes Création SA SCR, Schneider Electric Ventures, Viveris Management	Develops and markets metallization solution.
03/09/2009	Chint Solar	50.0	Cybernaut Capital Management, Shanghai Lianhe Investment	Engages in the research and development, manufacture, and distribution of photovoltaic products in China.
03/09/2009	Astronergy	50.0	Cybernaut, Shanghai Lianhe Investment	Manufactures and sells electrical products in China.
03/05/2009	BioMCN	45.1	Waterland Private Equity Investments	Engages in the production of bio-methanol from renewable resources.
02/11/2009	Nexeon	14.4	Imperial Innovations, Invesco Perpetual, PUK Ventures	Develops batteries.
02/10/2009	Sierra Solar Power	40.0	NA	Manufactures and markets thin-film photovoltaics which help in the direct generation of electric power from sunlight.
02/06/2009	Solar Power Partners	147.0	Carrelton Asset Management, Dry Creek Ventures, EIF Management, Globespan Capital Partners, Silicon Valley Technology Group, United Commercial Bank	Develops, owns, and operates distributed solar energy facilities for businesses, institutions, municipalities, and agricultural customers.

Source: Capital IQ, VentureSource

Detailed Sector Data, Valuation Multiples, Metrics

**Application Software:**

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:	
		November 17, 2009						LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS
Amdocs Ltd.	DOX	\$27.01	204.0	\$5,509.1	\$1,280.3	\$302.1	\$4,530.9	1.5x	NA	7.5x	7.3x	11.2x	17.5x	NA
Ariba Inc.	ARBA	12.03	88.4	1,063.1	128.9	0.0	934.2	2.7	2.7	29.2	11.8	52.3	NM	17.0
Art Technology Group Inc.	ARTG	4.29	127.3	546.3	71.3	0.0	474.9	2.8	2.7	20.9	14.8	35.5	48.8	22.9
Autodesk, Inc.	ADSK	27.00	229.7	6,202.8	936.4	0.0	5,266.4	2.7	3.1	15.5	14.2	22.7	NM	27.0
BroadVision Inc.	BVSN	14.25	4.4	62.8	62.6	0.0	0.2	0.0	NA	0.1	NA	0.1	NM	NA
Callidus Software Inc.	CALD	2.96	30.1	89.0	39.2	0.0	49.7	0.5	0.6	NM	NM	NM	NM	NM
Chordiant Software, Inc.	CHRD	3.43	30.2	103.6	56.6	0.0	47.0	0.5	0.6	23.3	NM	NM	NM	NM
ClickSoftware Technologies Ltd.	CKSW	5.78	29.0	167.6	32.6	0.0	135.0	2.4	2.1	11.5	10.2	12.5	13.1	15.9
Convergys Corporation	CVG	11.93	122.9	1,465.6	336.0	607.8	1,737.4	0.6	0.7	11.6	5.9	NM	NM	11.5
CSG Systems International Inc.	CSGS	17.30	35.1	607.5	132.9	153.4	628.0	1.3	1.2	5.5	5.5	7.0	9.6	10.8
Descartes Systems Group Inc.	TSX:DSG	5.66	53.1	300.3	51.3	0.0	249.1	3.6	3.5	14.0	12.4	25.7	14.5	19.0
Glu Mobile, Inc.	GLUU	1.00	29.6	29.6	12.8	21.1	37.9	0.4	NA	NM	NA	NM	NM	NA
I2 Technologies, Inc.	ITWO	18.69	22.4	419.1	174.9	0.0	244.3	1.0	1.1	5.0	NA	5.4	14.0	18.6
Incredimail, Ltd.	MAIL	8.02	9.3	74.3	29.8	0.0	44.5	1.8	NA	NA	NA	6.0	9.1	NA
JDA Software Group Inc.	JDAS	24.98	32.0	798.6	92.7	0.0	705.9	1.8	1.8	7.4	7.1	12.4	NM	15.2
KANA Software Inc.	KANA	0.90	41.2	36.9	2.9	4.1	38.1	0.7	NA	NM	NA	NM	NM	NA
Manhattan Associates, Inc.	MANH	24.28	22.5	546.5	88.0	0.0	458.6	1.7	1.8	15.3	13.9	26.1	94.2	31.3
Parametric Technology Corporation	PMTC	16.15	116.2	1,876.3	231.3	55.3	1,700.3	1.7	1.8	12.6	9.5	23.3	36.3	18.1
PROS Holdings, Inc.	PRO	8.66	25.7	222.6	53.7	0.0	168.9	2.3	2.5	12.7	12.8	14.2	24.2	25.3
Saba Software Inc.	SABA	4.20	29.2	122.8	26.0	0.6	97.4	0.9	0.9	15.8	8.6	NM	NM	15.3
Synopsys Inc.	SNPS	23.44	145.7	3,416.2	1,082.5	0.0	2,333.7	1.7	1.7	6.7	5.6	9.3	17.5	14.7
Unica Corp.	UNCA	6.96	20.7	143.8	48.7	0.0	95.0	0.9	0.9	NM	10.9	NM	NM	35.2

Mean	\$1,082.0	\$226.0	\$52.0	\$908.1	1.5x	1.8x	12.6x	10.0x	17.6x	27.2x	19.9x
Median	\$359.7	\$67.0	\$0.0	\$246.7	1.6x	1.8x	12.6x	10.2x	12.5x	17.5x	18.1x
High	\$6,202.8	\$1,280.3	\$607.8	\$5,266.4	3.6x	3.5x	29.2x	14.8x	52.3x	94.2x	35.2x
Low	\$29.6	\$2.9	\$0.0	\$0.2	0.0x	0.6x	0.1x	5.5x	0.1x	9.1x	10.8x

**Infrastructure Software:**

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:	
		November 17, 2009						LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS
BMC Software Inc.	BMC	\$39.45	184.0	\$7,258.4	\$1,210.8	\$328.0	\$6,375.6	3.4x	NA	10.5x	7.8x	13.0x	23.4x	15.8x
Citrix Systems, Inc.	CTXS	39.64	183.0	7,255.9	579.7	0.0	6,676.2	4.2	4.0	21.4	14.3	37.2	46.0	22.2
Double-Take Software, Inc.	DBTK	9.41	22.1	207.6	84.1	0.0	123.5	1.4	NA	7.5	6.2	9.9	15.4	20.1
Microsoft Corporation	MSFT	30.00	8,928.1	267,843.2	29,907.0	5,756.0	243,692.2	4.2	4.1	10.5	10.8	11.6	18.5	17.7
Novell Inc.	NOVL	4.10	346.8	1,421.9	921.5	0.0	500.4	0.6	0.6	3.9	2.9	5.7	60.7	13.2
OPNET Technologies Inc.	OPNT	10.90	20.8	226.3	91.5	0.0	134.8	1.1	1.5	13.1	7.4	27.8	63.2	72.7
Oracle Corp.	ORCL	22.80	5,013.2	114,300.2	20,565.0	14,724.0	108,459.2	4.7	4.5	11.0	9.1	12.4	20.6	14.5
Progress Software Corp.	PRGS	24.83	40.1	995.5	148.7	1.2	848.0	1.7	1.7	9.2	NA	15.3	34.6	13.3
Quest Software Inc.	QSFT	17.50	88.2	1,543.7	283.3	0.0	1,260.5	1.8	1.8	7.8	6.3	11.3	23.0	14.6
SAP AG	SAP	33.08	1,188.0	39,291.9	3,442.0	3,164.0	39,013.9	3.5	3.5	11.2	10.1	13.0	20.6	17.2
Sybase, Inc.	SY	40.78	80.9	3,300.7	784.1	447.6	2,964.2	2.6	NA	9.6	7.6	12.0	22.1	17.1

Mean	\$40,331.4	\$5,274.3	\$2,220.1	\$37,277.1	2.6x	2.7x	10.5x	8.3x	15.4x	31.6x	21.7x
Median	\$3,300.7	\$784.1	\$1.2	\$2,964.2	2.6x	2.6x	10.5x	7.7x	12.4x	23.0x	17.1x
High	\$267,843.2	\$29,907.0	\$14,724.0	\$243,692.2	4.7x	4.5x	21.4x	14.3x	37.2x	63.2x	72.7x
Low	\$207.6	\$84.1	\$0.0	\$123.5	0.6x	0.6x	3.9x	2.9x	5.7x	15.4x	13.2x

Source: Capital IQ, NTM estimates from Capital IQ

Detailed Sector Data, Valuation Multiples, Metrics (Continued)

On Demand Software and Services:

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF: November 17, 2009	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:	
								LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS
Concur Technologies, Inc.	CNQR	\$41.08	49.0	\$2,014.4	\$262.7	\$1.3	\$1,753.0	7.1x	6.1x	28.3x	21.1x	44.7x	82.8x	49.5x
Constant Contact, Inc.	CTCT	17.68	28.4	501.4	110.4	0.0	391.0	3.3	2.4	67.7	21.4	NM	NM	66.7
DealerTrack Holdings, Inc.	TRAK	18.99	40.4	767.5	191.0	0.6	577.2	2.5	2.4	22.7	14.1	NM	NM	29.0
DemandTec, Inc.	DMAN	8.80	28.8	253.3	68.5	0.4	185.2	2.4	2.2	NM	35.2	NM	NM	77.2
j2 Global Communications, Inc.	JCOM	20.93	45.2	945.3	219.5	0.0	725.8	3.0	2.9	6.0	5.5	6.8	13.5	11.4
Kenexa Corp.	KNXA	11.69	22.6	263.7	50.2	0.5	214.0	1.3	1.3	12.4	7.5	33.2	NM	17.0
LivePerson Inc.	LPSN	6.49	48.5	314.8	36.5	0.0	278.4	3.4	2.8	19.0	11.4	30.1	NM	21.9
NetSuite, Inc.	N	14.84	62.4	925.5	97.8	0.0	827.8	5.0	4.7	NM	56.4	NM	NM	NM
Righthow Technologies Inc.	RNOW	15.94	31.8	506.8	93.0	0.0	413.8	2.8	2.5	41.9	18.9	NM	NM	41.6
Salary.com, Inc.	SLRY	2.90	16.5	47.8	16.1	6.0	37.7	0.8	0.7	NM	NA	NM	NM	NM
Salesforce.com	CRM	65.61	124.9	8,194.7	445.3	17.8	7,767.1	6.3	5.4	53.2	31.3	73.4	NM	87.4
SuccessFactors, Inc.	SFSF	16.72	71.5	1,195.9	111.9	0.0	1,084.0	7.5	6.4	NM	NM	NM	NM	NM
Synchronoss Technologies, Inc.	SNCR	13.31	31.0	413.1	81.9	9.1	340.3	2.7	2.4	13.2	8.9	19.5	39.7	28.4
Taleo Corp.	TLEO	22.67	38.4	869.7	76.5	0.7	793.9	4.1	3.7	35.8	13.3	NM	NM	28.9
Ultimate Software Group Inc.	ULTI	29.58	24.7	729.6	29.7	3.3	703.2	3.6	3.2	67.3	22.4	NM	NM	62.3
Vocus Inc.	VOCIS	18.75	19.4	363.2	97.9	0.3	265.5	3.2	3.0	52.5	13.5	NM	NM	28.1
Workstream Inc.	WSTM	0.30	57.0	17.0	1.1	21.1	37.0	1.8	NA	NM	NA	NM	NM	NA
<b>Mean</b>				<b>\$1,077.9</b>	<b>\$117.1</b>	<b>\$3.6</b>	<b>\$964.4</b>	<b>3.6x</b>	<b>3.3x</b>	<b>35.0x</b>	<b>20.1x</b>	<b>34.6x</b>	<b>45.3x</b>	<b>42.3x</b>
<b>Median</b>				<b>\$506.8</b>	<b>\$93.0</b>	<b>\$0.5</b>	<b>\$413.8</b>	<b>3.2x</b>	<b>2.8x</b>	<b>32.0x</b>	<b>16.5x</b>	<b>31.7x</b>	<b>39.7x</b>	<b>29.0x</b>
<b>High</b>				<b>\$8,194.7</b>	<b>\$445.3</b>	<b>\$21.1</b>	<b>\$7,767.1</b>	<b>7.5x</b>	<b>6.4x</b>	<b>67.7x</b>	<b>56.4x</b>	<b>73.4x</b>	<b>82.8x</b>	<b>87.4x</b>
<b>Low</b>				<b>\$17.0</b>	<b>\$1.1</b>	<b>\$0.0</b>	<b>\$37.0</b>	<b>0.8x</b>	<b>0.7x</b>	<b>6.0x</b>	<b>5.5x</b>	<b>6.8x</b>	<b>13.5x</b>	<b>11.4x</b>

Open Source Software:

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF: November 17, 2009	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:	
								LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS
Red Hat Inc.	RHT	\$28.65	188.0	\$5,386.4	\$717.5	\$0.0	\$4,668.9	7.0x	6.2x	36.0x	21.0x	53.3x	71.8x	44.1x
Sourcefire, Inc.	FIRE	22.64	26.6	602.3	103.2	0.0	499.1	5.8	4.7	NM	57.7x	NM	NM	58.1
SourceForge, Inc.	LNIX	1.16	60.4	70.0	39.5	0.0	30.5	0.5	NA	NM	46.8x	NM	NM	NA
Winder AS	WIND	0.00	50.4	0.0	14.6	223.7	209.2	0.4	NA	9.0	NA	NM	0.0	NA
<b>Mean</b>				<b>\$1,514.7</b>	<b>\$218.7</b>	<b>\$55.9</b>	<b>\$1,351.9</b>	<b>3.4x</b>	<b>5.5x</b>	<b>22.5x</b>	<b>41.8x</b>	<b>53.3x</b>	<b>35.9x</b>	<b>51.1x</b>
<b>Median</b>				<b>\$336.2</b>	<b>\$71.4</b>	<b>\$0.0</b>	<b>\$354.1</b>	<b>3.1x</b>	<b>5.5x</b>	<b>22.5x</b>	<b>46.8x</b>	<b>53.3x</b>	<b>35.9x</b>	<b>51.1x</b>
<b>High</b>				<b>\$5,386.4</b>	<b>\$717.5</b>	<b>\$223.7</b>	<b>\$4,668.9</b>	<b>7.0x</b>	<b>6.2x</b>	<b>36.0x</b>	<b>57.7x</b>	<b>53.3x</b>	<b>71.8x</b>	<b>58.1x</b>
<b>Low</b>				<b>\$0.0</b>	<b>\$14.6</b>	<b>\$0.0</b>	<b>\$30.5</b>	<b>0.4x</b>	<b>4.7x</b>	<b>9.0x</b>	<b>21.0x</b>	<b>53.3x</b>	<b>0.0x</b>	<b>44.1x</b>

Business Intelligence and Analytic Software:

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF: November 17, 2009	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:	
								LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS
Actuate Corp.	ACTU	\$4.35	45.4	\$197.5	\$70.3	\$30.0	\$157.2	1.3x	1.2x	7.3x	5.4x	8.6x	17.0x	10.3x
Keynote Systems Inc.	KEYN	10.26	14.5	148.8	58.0	0.0	90.8	1.1	1.1	9.3	6.5x	25.4	45.3	60.4
MICROS Systems, Inc.	MCRS	29.37	79.7	2,340.1	467.6	1.2	1,873.7	2.1	2.0	11.2	9.6x	12.5	24.2	19.6
NICE Systems Ltd.	NICE	110.00	60.9	6,697.4	324.6	0.0	6,372.8	10.8	10.1	73.2	36.8x	NM	NM	74.8
<b>Mean</b>				<b>\$2,345.9</b>	<b>\$230.1</b>	<b>\$7.8</b>	<b>\$2,123.6</b>	<b>3.9x</b>	<b>3.6x</b>	<b>25.3x</b>	<b>14.6x</b>	<b>15.5x</b>	<b>28.8x</b>	<b>41.3x</b>
<b>Median</b>				<b>\$1,268.8</b>	<b>\$197.4</b>	<b>\$0.6</b>	<b>\$1,015.5</b>	<b>1.7x</b>	<b>1.6x</b>	<b>10.3x</b>	<b>8.0x</b>	<b>12.5x</b>	<b>24.2x</b>	<b>40.0x</b>
<b>High</b>				<b>\$6,697.4</b>	<b>\$467.6</b>	<b>\$30.0</b>	<b>\$6,372.8</b>	<b>10.8x</b>	<b>10.1x</b>	<b>73.2x</b>	<b>36.8x</b>	<b>25.4x</b>	<b>45.3x</b>	<b>74.8x</b>
<b>Low</b>				<b>\$148.8</b>	<b>\$58.0</b>	<b>\$0.0</b>	<b>\$90.8</b>	<b>1.1x</b>	<b>1.1x</b>	<b>7.3x</b>	<b>5.4x</b>	<b>8.6x</b>	<b>17.0x</b>	<b>10.3x</b>

Communications Software:

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF: November 17, 2009	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:	
								LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS
Nuance Communications, Inc.	NUAN	\$14.00	269.0	\$3,766.4	\$418.6	\$896.8	\$4,244.6	4.5x	3.9x	22.3x	11.3x	62.5x	NM	12.8x
Openwave Systems Inc.	OPWV	2.66	83.5	222.1	109.1	0.0	113.0	0.6	0.6	23.1	5.1x	NM	NM	39.1
Premiere Global Services, Inc.	PGI	7.85	60.7	476.8	35.3	272.6	714.1	1.2	1.2	5.7	6.0x	8.8	12.9	18.3
<b>Mean</b>				<b>\$1,488.4</b>	<b>\$187.7</b>	<b>\$389.8</b>	<b>\$1,690.6</b>	<b>2.1x</b>	<b>1.9x</b>	<b>17.0x</b>	<b>7.5x</b>	<b>35.6x</b>	<b>12.9x</b>	<b>23.4x</b>
<b>Median</b>				<b>\$476.8</b>	<b>\$109.1</b>	<b>\$272.6</b>	<b>\$714.1</b>	<b>1.2x</b>	<b>1.2x</b>	<b>22.3x</b>	<b>6.0x</b>	<b>35.6x</b>	<b>12.9x</b>	<b>18.3x</b>
<b>High</b>				<b>\$3,766.4</b>	<b>\$418.6</b>	<b>\$896.8</b>	<b>\$4,244.6</b>	<b>4.5x</b>	<b>3.9x</b>	<b>23.1x</b>	<b>11.3x</b>	<b>62.5x</b>	<b>12.9x</b>	<b>39.1x</b>
<b>Low</b>				<b>\$222.1</b>	<b>\$35.3</b>	<b>\$0.0</b>	<b>\$113.0</b>	<b>0.6x</b>	<b>0.6x</b>	<b>5.7x</b>	<b>5.1x</b>	<b>8.8x</b>	<b>12.9x</b>	<b>12.8x</b>

Source: Capital IQ, NTM estimates from Capital IQ

Detailed Sector Data, Valuation Multiples, Metrics (Continued)

Security Software:

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:	
		November 17, 2009						LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS
Blue Coat Systems Inc.	BCSI	25.94	40.0	1,036.6	121.7	76.6	991.5	2.2	2.0	28.7	15.4	95.1	NM	23.2
Check Point Software Technologies Ltd.	CHKP	32.82	208.7	6,850.5	1,021.4	0.0	5,829.1	7.0	6.1	13.5	11.7	15.3	21.6	16.0
EMC Corporation	EMC	17.24	2,022.0	34,860.1	7,258.3	3,045.0	30,646.9	2.2	2.1	12.5	8.8	18.9	31.2	18.3
L-1 Identity Solutions Inc.	ID	6.41	90.5	580.3	16.9	445.0	1,008.3	1.6	NA	14.9	NA	50.9	NM	NA
McAfee, Inc.	MFE	42.21	157.2	6,635.4	863.0	100.0	5,872.4	3.4	2.9	15.8	9.5	26.6	37.4	16.8
SonicWALL, Inc.	SNWL	8.06	53.9	434.0	173.6	0.0	260.4	1.3	1.3	11.6	7.6	19.6	48.1	22.6
Sourcefire, Inc.	FIRE	22.64	26.6	602.3	103.2	0.0	499.1	5.8	4.7	NM	57.7	NM	NM	58.1
Symantec Corporation	SYMC	17.82	814.5	14,514.5	2,216.0	1,792.0	14,090.5	2.4	2.4	7.7	6.3	14.5	NM	12.3
VeriSign Inc.	VRSN	22.86	192.9	4,409.0	1,308.4	570.7	3,671.3	3.7	NA	9.5	7.8	11.8	24.4	16.7
Websense, Inc.	WBSN	16.25	44.2	718.1	75.8	110.0	752.4	2.4	2.2	11.8	7.5	NM	NM	13.3
<b>Mean</b>				<b>\$7,064.1</b>	<b>\$1,315.8</b>	<b>\$613.9</b>	<b>\$6,362.2</b>	<b>3.2x</b>	<b>3.0x</b>	<b>14.0x</b>	<b>14.7x</b>	<b>31.6x</b>	<b>32.5x</b>	<b>21.9x</b>
<b>Median</b>				<b>\$2,722.8</b>	<b>\$518.3</b>	<b>\$105.0</b>	<b>\$2,339.8</b>	<b>2.4x</b>	<b>2.3x</b>	<b>12.5x</b>	<b>8.8x</b>	<b>19.2x</b>	<b>31.2x</b>	<b>16.8x</b>
<b>High</b>				<b>\$34,860.1</b>	<b>\$7,258.3</b>	<b>\$3,045.0</b>	<b>\$30,646.9</b>	<b>7.0x</b>	<b>6.1x</b>	<b>28.7x</b>	<b>57.7x</b>	<b>95.1x</b>	<b>48.1x</b>	<b>58.1x</b>
<b>Low</b>				<b>\$434.0</b>	<b>\$16.9</b>	<b>\$0.0</b>	<b>\$260.4</b>	<b>1.3x</b>	<b>1.3x</b>	<b>7.7x</b>	<b>6.3x</b>	<b>11.8x</b>	<b>21.6x</b>	<b>12.3x</b>

Search:

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:	
		November 17, 2009						LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS
Google Inc.	GOOG	\$577.49	316.6	\$182,816.8	\$19,344.0	\$0.0	\$163,472.8	7.3x	6.7x	18.5x	14.6x	22.5x	40.0x	25.0x
Yahoo! Inc.	YHOO	16.05	1,403.4	22,524.4	3,878.3	87.2	18,733.3	2.8	NA	14.3	11.3x	30.4	NM	44.7
<b>Mean</b>				<b>\$102,670.6</b>	<b>\$11,611.2</b>	<b>\$43.6</b>	<b>\$91,103.0</b>	<b>5.1x</b>	<b>6.7x</b>	<b>16.4x</b>	<b>12.9x</b>	<b>26.5x</b>	<b>40.0x</b>	<b>34.9x</b>
<b>Median</b>				<b>\$102,670.6</b>	<b>\$11,611.2</b>	<b>\$43.6</b>	<b>\$91,103.0</b>	<b>5.1x</b>	<b>6.7x</b>	<b>16.4x</b>	<b>12.9x</b>	<b>26.5x</b>	<b>40.0x</b>	<b>34.9x</b>
<b>High</b>				<b>\$182,816.8</b>	<b>\$19,344.0</b>	<b>\$87.2</b>	<b>\$163,472.8</b>	<b>7.3x</b>	<b>6.7x</b>	<b>18.5x</b>	<b>14.6x</b>	<b>30.4x</b>	<b>40.0x</b>	<b>44.7x</b>
<b>Low</b>				<b>\$22,524.4</b>	<b>\$3,878.3</b>	<b>\$0.0</b>	<b>\$18,733.3</b>	<b>2.8x</b>	<b>6.7x</b>	<b>14.3x</b>	<b>11.3x</b>	<b>22.5x</b>	<b>40.0x</b>	<b>25.0x</b>

Internet Commerce:

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:	
		November 17, 2009						LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS
Amazon.com Inc.	AMZN	\$131.25	431.8	\$56,674.7	\$3,212.0	\$109.0	\$53,571.7	2.6x	NA	56.8x	28.6x	69.0x	86.5x	68.8x
eBay Inc.	EBAY	23.65	1,290.4	30,518.0	3,014.8	400.0	27,903.2	3.4	NA	10.5	8.9x	14.7	19.8	15.1
Ediets.com Inc.	DIET	1.51	25.8	38.9	0.9	14.2	52.3	2.8	2.3	NM	NM	NM	NM	NM
eHealth, Inc.	EHTH	13.97	24.8	346.0	159.8	0.0	186.2	1.5	1.3	7.5	5.7x	8.2	26.1	22.5
Expedia Inc.	EXPE	24.96	288.5	7,200.0	910.2	894.8	7,184.7	2.5	2.3	11.5	8.7x	13.6	NM	NA
GSI Commerce Inc.	GSIC	20.38	52.8	1,075.7	59.8	202.1	1,217.9	1.3	1.2	17.9	12.4x	NM	NM	74.7
Liquidity Services, Inc.	LQDT	8.52	27.5	234.5	61.3	0.2	173.3	0.7	NA	9.8	NA	12.4	30.6	NA
Rovi Corporation	ROVI	30.98	101.7	3,150.4	310.2	575.3	3,415.4	7.5	6.8	19.7	14.9x	46.6	NM	18.6
Mercadolibre, Inc.	MELI	45.58	44.1	2,009.8	48.0	15.5	1,977.2	13.5	9.9	43.2	29.9x	47.1	77.9	NA
Points International Ltd.	TSX: PTS	0.33	149.8	48.7	24.5	0.0	24.2	0.3	0.4	NM	71.7x	NM	NM	NA
Priceline.com Inc.	PCLN	209.29	42.3	8,847.1	598.5	356.5	8,605.1	4.2	3.4	23.3	16.5x	26.2	45.1	26.1
Ticketmaster Entertainment, Inc.	TKTM	11.45	57.3	656.5	616.1	865.0	905.4	0.6	NA	3.9	3.7x	7.3	NM	12.9
Tree.Com, Inc.	TREE	7.37	10.8	79.6	83.7	93.1	89.0	0.4	NA	NM	7.7x	NM	NM	47.4
United Online Inc.	UNTD	8.39	83.8	703.4	117.4	382.5	968.5	1.0	1.0	4.8	4.1x	6.5	NM	6.4
<b>Mean</b>				<b>\$7,970.2</b>	<b>\$658.4</b>	<b>\$279.2</b>	<b>\$7,591.0</b>	<b>3.0x</b>	<b>3.2x</b>	<b>19.0x</b>	<b>17.7x</b>	<b>25.2x</b>	<b>47.7x</b>	<b>32.5x</b>
<b>Median</b>				<b>\$889.5</b>	<b>\$138.6</b>	<b>\$155.5</b>	<b>\$1,093.2</b>	<b>2.0x</b>	<b>2.3x</b>	<b>11.5x</b>	<b>10.7x</b>	<b>14.2x</b>	<b>37.8x</b>	<b>22.5x</b>
<b>High</b>				<b>\$56,674.7</b>	<b>\$3,212.0</b>	<b>\$894.8</b>	<b>\$53,571.7</b>	<b>13.5x</b>	<b>9.9x</b>	<b>56.8x</b>	<b>71.7x</b>	<b>69.0x</b>	<b>86.5x</b>	<b>74.7x</b>
<b>Low</b>				<b>\$38.9</b>	<b>\$0.9</b>	<b>\$0.0</b>	<b>\$24.2</b>	<b>0.3x</b>	<b>0.4x</b>	<b>3.9x</b>	<b>3.7x</b>	<b>6.5x</b>	<b>19.8x</b>	<b>6.4x</b>

Source: Capital IQ, NTM estimates from Capital IQ

Detailed Sector Data, Valuation Multiples, Metrics (Continued)

Internet Media:

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:	
		November 17, 2009						LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS
Answers Corporation	ANSW	\$7.85	7.9	\$62.2	\$20.4	\$0.1	\$41.9	2.3x	1.7x	9.2x	4.8x	12.0x	NM	21.2x
CoStar Group Inc.	CSGP	42.06	20.3	854.4	213.6	0.0	640.7	3.1	3.0	11.0	13.0	14.9	33.2	45.7
Dice Holdings, Inc.	DHX	6.02	62.5	376.1	39.3	50.9	387.7	2.9	4.1	7.1	10.2	11.1	38.8	54.2
Digital River Inc.	DRIV	27.48	38.6	1,060.0	350.4	8.8	718.4	1.8	1.9	7.4	7.1	9.9	17.7	16.9
DivX, Inc.	DIVX	5.41	32.7	176.8	135.9	0.0	40.8	0.5	0.6	3.7	11.3	7.7	85.8	55.2
IAC/InterActiveCorp.	IACI	20.06	132.4	2,656.0	1,862.4	95.8	889.4	0.6	0.6	16.9	5.2	NM	12.6	35.9
Internet Brands, Inc.	INET	7.67	44.9	344.0	61.7	0.0	282.3	2.8	2.6	8.9	6.6	15.4	33.5	26.4
LoopNet, Inc.	LOOP	10.28	34.5	354.4	120.0	0.0	234.4	2.8	3.2	9.6	8.6	10.7	30.1	44.3
Monster Worldwide, Inc.	MWW	15.21	125.9	1,915.0	250.8	97.0	1,761.2	1.6	2.0	9.9	17.6	15.6	30.0	NM
Move, Inc.	MOVE	1.82	154.5	281.1	108.9	64.7	236.9	1.0	1.1	18.7	8.5	NM	NM	25.3
Netflix, Inc.	NFLX	60.75	57.4	3,488.0	255.0	38.6	3,271.6	2.2	1.8	16.6	13.1	20.3	37.7	30.4
PRIMEDIA Inc.	PRM	3.29	44.1	145.2	2.1	233.1	376.3	1.3	NA	6.4	7.3	9.3	4.2	NA
Shutterstock, Inc.	SFLY	16.11	25.5	410.1	63.6	0.0	346.6	1.6	1.5	12.7	8.2	NM	NM	NM
SourceForge, Inc.	LNLU	1.16	60.4	70.0	39.5	0.0	30.5	0.5	0.5	NM	46.8	NM	NM	NM
Spark Networks, Inc.	LOV	2.55	20.6	52.5	9.7	7.8	50.6	1.0	NA	4.7	NA	5.4	14.4	NA
TechTarget, Inc.	TTGT	6.09	41.7	254.2	69.5	1.5	186.2	2.0	2.1	18.0	10.7	55.7	NM	27.8
The Knot, Inc.	KNOT	9.85	33.7	332.3	76.2	0.0	256.1	2.4	2.3	18.6	14.7	60.7	NM	NM
TheStreet.com, Inc.	TSCM	2.48	30.6	75.9	64.5	0.0	11.4	0.2	0.2	5.8	NM	NM	NM	NM
ValueClick Inc.	VCLK	10.50	87.2	915.1	135.2	0.0	779.9	1.4	1.4	7.9	5.6	12.3	NM	16.4
WebMD Health Corp.	WBMD	36.40	58.4	2,127.3	246.9	0.0	1,880.4	4.6	4.2	26.6	14.6	35.8	39.8	47.2
zipRealty Inc.	ZIPR	4.08	20.4	83.2	44.8	0.0	38.3	0.3	NA	NM	NA	NM	NM	NA

Mean	\$763.5	\$198.6	\$28.5	\$593.4	1.8x	1.9x	11.6x	11.9x	19.8x	31.5x	34.4x
Median	\$344.0	\$76.2	\$0.0	\$282.3	1.6x	1.8x	9.6x	9.4x	12.3x	31.6x	30.4x
High	\$3,488.0	\$1,862.4	\$233.1	\$3,271.6	4.6x	4.2x	26.6x	46.8x	60.7x	85.8x	55.2x
Low	\$52.5	\$2.1	\$0.0	\$11.4	0.2x	0.2x	3.7x	4.8x	5.4x	4.2x	16.4x

Internet Gaming and Mobile Content:

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:	
		November 17, 2009						LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS
Activision Blizzard, Inc.	ATVI	\$11.69	1,271.5	\$14,864.3	\$2,830.0	\$0.0	\$12,034.3	2.8x	NA	15.5x	NA	40.8x	76.2x	NA
Electronic Arts Inc.	ERTS	17.85	323.5	5,774.9	2,279.0	0.0	3,495.9	0.9	NA	NM	7.1	NM	NM	20.1
GameLoft SA	ENXTPA:GFT	3.22	73.6	237.1	17.0	0.0	220.2	1.7	NA	16.4	NA	99.9	NA	NA
Glu Mobile, Inc.	GLUU	1.00	29.6	29.6	12.8	21.1	37.9	0.4	NA	NM	20.2	NM	NM	NA
RealNetworks Inc.	RNWK	3.88	134.8	523.0	362.8	0.0	160.2	0.3	0.3	NM	4.6	NM	NM	NM
Take-Two Interactive Software Inc.	TTWO	11.97	81.2	971.6	174.8	138.0	934.9	1.0	NA	16.8	NA	NM	NM	NA
THQ Inc.	THQI	5.08	67.5	342.7	154.7	23.7	211.7	0.2	NA	0.7	NA	NM	NM	NA

Mean	\$3,249.0	\$833.0	\$26.1	\$2,442.1	1.0x	0.3x	12.4x	10.6x	NM	NM	20.1x
Median	\$523.0	\$174.8	\$0.0	\$220.2	0.9x	0.3x	12.4x	7.1x	NM	NM	20.1x
High	\$14,864.3	\$2,830.0	\$138.0	\$12,034.3	2.8x	0.3x	16.8x	20.2x	NM	NM	20.1x
Low	\$29.6	\$12.8	\$0.0	\$37.9	0.2x	0.3x	0.7x	4.6x	NM	NM	20.1x

Internet Infrastructure:

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:	
		November 17, 2009						LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS
Akamai Technologies Inc.	AKAM	\$24.75	172.4	\$4,266.9	\$616.7	\$199.9	\$3,850.1	4.7x	4.6x	11.0x	10.1x	14.8x	31.2x	16.5x
Cogent Communications Group Inc.	CCOI	8.48	44.5	377.5	60.1	174.9	492.3	2.2	1.9	11.0	6.8	NM	11.3	NA
EarthLink Inc.	ELNK	8.58	106.2	910.8	600.5	225.8	536.2	0.6	0.8	2.0	2.5	2.3	6.2	9.7
Equinix Inc.	EQIX	96.59	38.6	3,729.4	581.1	1,452.3	4,600.7	5.8	4.8	15.3	11.1	36.0	24.7	68.2
Internap Network Services Corp.	INAP	3.72	50.7	188.7	54.5	23.3	157.5	0.6	0.6	5.2	5.8	NM	NM	NM
iPass Inc.	IPAS	1.21	62.3	75.4	70.1	0.0	5.3	0.0	NA	1.0	NA	NM	NM	NA
Level 3 Communications Inc.	LVL3	1.23	1,634.4	2,010.3	630.0	6,346.0	7,726.3	1.9	2.1	7.6	8.9	69.6	NM	NM
LimeLight Networks, Inc.	LLNW	3.41	84.4	288.0	164.3	0.0	123.7	0.9	0.9	69.8	8.3	NM	14.0	NM
NaviSite Inc.	NAVI	2.02	35.6	71.9	2.9	124.6	193.6	1.2	1.2	6.6	5.0	34.3	NM	NM
SAVVIS Inc.	SVVS	14.51	54.3	787.9	154.9	576.4	1,209.3	1.4	1.4	6.2	6.3	23.3	NM	NM
Switch & Data Facilities Co., Inc.	SDXC	18.47	34.6	638.5	24.7	202.8	816.6	4.4	3.6	15.9	9.9	57.8	NM	77.0
Terremark Worldwide, Inc.	TMRK	6.87	64.7	444.2	147.2	451.2	748.2	2.9	2.4	13.4	8.6	30.7	NM	NM
United Online Inc.	UNTD	8.39	83.8	703.4	117.4	382.5	968.5	1.0	1.0	4.8	4.1	6.5	NM	6.4
VMware, Inc.	VMW	42.57	396.9	16,897.5	2,275.7	450.0	15,071.8	7.9	7.4	33.4	25.7	45.0	56.5	45.7

Mean	\$2,242.2	\$392.9	\$757.8	\$2,607.2	2.5x	2.5x	14.5x	8.7x	32.0x	24.0x	37.2x
Median	\$671.0	\$151.1	\$214.3	\$782.4	1.6x	1.9x	9.3x	8.3x	32.5x	19.4x	31.1x
High	\$16,897.5	\$2,275.7	\$6,346.0	\$15,071.8	7.9x	7.4x	69.8x	25.7x	69.6x	56.5x	77.0x
Low	\$71.9	\$2.9	\$0.0	\$5.3	0.0x	0.6x	1.0x	2.5x	2.3x	6.2x	6.4x

Source: Capital IQ, NTM estimates from Capital IQ

Detailed Sector Data, Valuation Multiples, Metrics (Continued)

**Optical Components:**

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:				EQUITY VALUE AS A MULTIPLE OF:		
		November 17, 2009						LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS
EMCORE Corporation	EMKR	1.04	80.8	84.0	10.8	5.9	79.1	0.4	0.4	NM	NA	NM	NM	NM
Enablence Technologies Inc.	TSXV: ENA	0.27	254.7	67.5	15.0	6.3	58.9	1.2	0.9	NM	24.2	NM	NM	NM
IPG Photonics Corporation	IPGP	15.67	45.5	713.4	78.1	50.1	685.4	3.3	3.7	13.4	20.2	20.2	36.3	70.3
JDS Uniphase Corp.	JDSU	7.73	222.4	1,719.4	685.2	363.2	1,397.4	1.1	1.1	35.1	12.8	NM	NM	47.4
MRV Communications Inc.	MRVC	0.85	157.6	134.1	80.2	32.9	86.8	0.2	NA	NM	NA	NM	NM	NA
Oplink Communications Inc.	OPLK	17.99	20.6	371.3	165.5	0.0	205.9	1.4	1.5	24.4	11.1	NM	NM	27.0
Opnext, Inc.	OPXT	1.90	88.7	168.4	158.9	51.7	61.2	0.2	0.2	NM	NM	NM	NM	NM
<b>Mean</b>				<b>\$465.5</b>	<b>\$170.5</b>	<b>\$72.9</b>	<b>\$367.8</b>	<b>1.1x</b>	<b>1.3x</b>	<b>24.3x</b>	<b>17.1x</b>	<b>20.2x</b>	<b>36.3x</b>	<b>48.2x</b>
<b>Median</b>				<b>\$168.4</b>	<b>\$80.2</b>	<b>\$32.9</b>	<b>\$86.8</b>	<b>1.1x</b>	<b>1.0x</b>	<b>24.4x</b>	<b>16.5x</b>	<b>20.2x</b>	<b>36.3x</b>	<b>47.4x</b>
<b>High</b>				<b>\$1,719.4</b>	<b>\$685.2</b>	<b>\$363.2</b>	<b>\$1,397.4</b>	<b>3.3x</b>	<b>3.7x</b>	<b>35.1x</b>	<b>24.2x</b>	<b>20.2x</b>	<b>36.3x</b>	<b>70.3x</b>
<b>Low</b>				<b>\$67.5</b>	<b>\$10.8</b>	<b>\$0.0</b>	<b>\$58.9</b>	<b>0.2x</b>	<b>0.2x</b>	<b>13.4x</b>	<b>11.1x</b>	<b>20.2x</b>	<b>36.3x</b>	<b>27.0x</b>

**Wireline Telecom:**

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:				EQUITY VALUE AS A MULTIPLE OF:		
		November 17, 2009						LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS
Acme Packet, Inc.	APKT	\$10.69	58.1	\$621.0	\$155.6	\$0.0	\$465.4	3.8x	3.2x	24.3x	16.0x	31.8x	63.3x	35.9x
ADC Telecommunications Inc.	ADCT	7.07	96.6	683.1	511.6	661.9	833.4	0.7	0.7	9.8	6.4	93.6	NM	8.7
ADTRAN Inc.	ADTN	23.72	62.8	1,489.3	194.7	48.3	1,342.8	2.8	2.6	12.3	9.9	13.5	20.7	18.6
Alumasc Group plc	LSE:ALU	1.03	35.9	36.8	1.0	11.8	47.5	0.4	NA	5.4	NA	8.6	35.1	NA
AudioCodes Ltd.	AUDC	2.65	45.6	120.8	114.9	97.0	102.8	0.7	0.8	14.6	NA	NM	NM	30.5
CIENA Corp.	CIEN	14.02	91.5	1,283.3	1,062.8	798.0	1,018.5	1.6	1.5	NM	37.1	NM	NM	NM
CommScope Inc.	CTV	29.34	93.6	2,746.3	452.5	1,548.5	3,842.3	1.1	1.2	7.2	6.8	11.9	NM	13.3
Infinera Corp.	INFN	8.37	95.7	801.0	211.2	0.0	589.8	1.7	1.8	NM	NM	NM	NM	NM
Juniper Networks, Inc.	JNPR	25.81	524.2	13,530.0	1,978.1	0.0	11,551.9	3.4	3.5	15.7	13.5	19.7	47.5	28.9
Nortel Networks Corp.	NT	0.00	0.0	0.0	2,593.0	4,494.0	1,901.0	0.2	0.2	4.0	2.7	13.2	0.0	0.0
Occam Networks Inc.	OCNW	3.33	20.4	68.0	33.5	0.1	34.5	0.4	0.4	NM	NA	NM	NM	NM
Sonus Networks, Inc.	SONS	1.96	274.2	537.4	358.1	0.0	179.3	0.7	0.8	NM	NM	NM	NM	NM
Sycamore Networks Inc.	SCMR	2.95	284.5	839.2	621.1	0.0	218.1	3.2	3.2	NM	NM	NM	NM	NM
Tekelec	TKLC	15.25	67.1	1,023.8	330.2	0.0	693.6	1.5	1.5	7.2	6.0	9.4	23.5	17.5
Tellabs Inc.	TLAB	5.96	396.2	2,361.2	1,438.0	195.3	1,118.5	0.7	0.7	6.8	7.2	13.3	NM	23.6
Veraz Networks, Inc.	VRAZ	0.95	43.5	41.3	35.9	0.0	5.4	0.1	0.1	NM	NM	NM	NM	NM
<b>Mean</b>				<b>\$1,636.4</b>	<b>\$630.8</b>	<b>\$490.9</b>	<b>\$1,496.6</b>	<b>1.4x</b>	<b>1.5x</b>	<b>10.7x</b>	<b>11.7x</b>	<b>23.9x</b>	<b>31.7x</b>	<b>19.7x</b>
<b>Median</b>				<b>\$742.1</b>	<b>\$344.2</b>	<b>\$5.9</b>	<b>\$641.7</b>	<b>0.9x</b>	<b>1.2x</b>	<b>8.5x</b>	<b>7.2x</b>	<b>13.3x</b>	<b>29.3x</b>	<b>18.6x</b>
<b>High</b>				<b>\$13,530.0</b>	<b>\$2,593.0</b>	<b>\$4,494.0</b>	<b>\$11,551.9</b>	<b>3.8x</b>	<b>3.5x</b>	<b>24.3x</b>	<b>37.1x</b>	<b>93.6x</b>	<b>63.3x</b>	<b>35.9x</b>
<b>Low</b>				<b>\$0.0</b>	<b>\$1.0</b>	<b>\$0.0</b>	<b>\$5.4</b>	<b>0.1x</b>	<b>0.1x</b>	<b>4.0x</b>	<b>2.7x</b>	<b>8.6x</b>	<b>0.0x</b>	<b>0.0x</b>

**Storage/Enterprise:**

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:				EQUITY VALUE AS A MULTIPLE OF:		
		November 17, 2009						LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS
Brocade Communications Systems, I	BRCD	\$8.33	418.8	\$3,488.7	\$338.9	\$1,084.8	\$4,234.7	2.2x	1.9x	13.6x	8.3x	36.5x	NM	14.8x
EMC Corporation	EMC	17.24	2,039.8	35,166.5	6,135.9	3,072.5	32,103.1	2.3	2.1	13.8	8.1x	21.5	34.0	16.4
Emulex Corp.	ELX	11.02	80.6	888.5	271.3	0.0	617.2	1.8	1.7	12.9	7.5x	NM	NM	22.9
Fujitsu Ltd.	TSE:6702	5.93	2,066.0	12,245.8	4,777.7	8,078.2	15,546.2	0.3	NA	4.7	NA	NM	NM	NA
Hitachi Ltd.	TSE:6501	2.93	3,368.1	9,869.1	7,163.6	28,586.0	31,291.6	0.3	0.3	5.0	0.1x	NM	NM	NM
LSI Corporation	LSI	5.85	653.2	3,821.0	907.1	350.0	3,263.8	1.5	1.3	29.2	10.2x	NM	NM	18.3
Mellanox Technologies, Ltd.	MLNX	18.68	32.3	603.1	204.9	1.0	399.2	3.8	2.8	21.4	14.7x	27.4	37.1	20.8
NetApp, Inc.	NTAP	29.72	336.4	9,996.7	2,955.5	1,217.4	8,258.6	2.4	2.1	18.6	10.6x	30.2	64.4	19.6
QLogic Corp.	QLGC	19.54	114.6	2,239.4	340.4	0.0	1,899.0	3.5	3.4	12.1	12.5x	16.5	29.2	20.1
<b>Mean</b>				<b>\$8,702.1</b>	<b>\$2,566.1</b>	<b>\$4,710.0</b>	<b>\$10,845.9</b>	<b>2.0x</b>	<b>2.0x</b>	<b>14.6x</b>	<b>9.0x</b>	<b>26.4x</b>	<b>41.2x</b>	<b>19.0x</b>
<b>Median</b>				<b>\$3,821.0</b>	<b>\$907.1</b>	<b>\$1,084.8</b>	<b>\$4,234.7</b>	<b>2.2x</b>	<b>2.0x</b>	<b>13.6x</b>	<b>9.2x</b>	<b>27.4x</b>	<b>35.6x</b>	<b>19.6x</b>
<b>High</b>				<b>\$35,166.5</b>	<b>\$7,163.6</b>	<b>\$28,586.0</b>	<b>\$32,103.1</b>	<b>3.8x</b>	<b>3.4x</b>	<b>29.2x</b>	<b>14.7x</b>	<b>36.5x</b>	<b>64.4x</b>	<b>22.9x</b>
<b>Low</b>				<b>\$603.1</b>	<b>\$204.9</b>	<b>\$0.0</b>	<b>\$399.2</b>	<b>0.3x</b>	<b>0.3x</b>	<b>4.7x</b>	<b>0.1x</b>	<b>16.5x</b>	<b>29.2x</b>	<b>14.8x</b>

Source: Capital IQ, NTM estimates from Capital IQ

Detailed Sector Data, Valuation Multiples, Metrics (Continued)

Semiconductor Equipment:

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:	
		November 17, 2009						LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS
Advanced Energy Industries, Inc.	AEIS	\$12.48	42.0	\$524.3	\$175.3	\$0.0	\$348.9	1.6x	1.5x	NM	NM	NM	NM	NM
Applied Materials Inc.	AMAT	12.94	1,333.7	17,258.3	1.0	202.4	17,459.7	3.2	NA	98.4	25.4	20.4	NM	NA
ATMI Inc.	ATMI	16.01	31.4	502.3	90.6	0.0	411.7	1.6	NA	32.6	10.6	NM	NM	NA
Brooks Automation Inc.	BRKS	8.19	64.4	527.4	88.2	0.0	439.1	1.7	1.9	NM	NM	NM	NM	NM
Cabot Microelectronics Corp.	CCMP	32.04	23.4	750.7	171.2	2.8	582.2	2.0	1.7	16.6	10.9	57.1	NM	28.9
Entegris, Inc.	ENTG	4.15	128.0	531.1	84.1	151.7	598.7	1.5	NA	71.6	15.8	NM	NM	NM
Lam Research Corporation	LRCX	36.76	126.6	4,655.2	579.4	46.2	4,122.0	3.7	3.1	NM	47.6	NM	NM	NM
MKS Instruments Inc.	MKSI	16.56	49.5	819.0	258.5	9.6	570.0	1.3	NA	NM	NM	NM	NM	NA
Novellus Systems, Inc.	NVLS	22.17	97.6	2,163.5	476.3	113.1	1,800.3	2.7	2.2	NM	14.8	NM	NM	54.1
Ultra Clean Holdings Inc.	UCTT	6.45	21.5	138.4	30.2	16.1	124.3	0.8	NA	NM	NA	NM	NM	NA
<b>Mean</b>				<b>\$2,787.0</b>	<b>\$195.5</b>	<b>\$54.2</b>	<b>\$2,645.7</b>	<b>2.0x</b>	<b>2.1x</b>	<b>54.8x</b>	<b>20.9x</b>	<b>57.1x</b>	<b>NM</b>	<b>41.5x</b>
<b>Median</b>				<b>\$640.9</b>	<b>\$130.9</b>	<b>\$12.8</b>	<b>\$576.1</b>	<b>1.6x</b>	<b>1.9x</b>	<b>52.1x</b>	<b>15.3x</b>	<b>57.1x</b>	<b>NM</b>	<b>41.5x</b>
<b>High</b>				<b>\$17,258.3</b>	<b>\$579.4</b>	<b>\$202.4</b>	<b>\$17,459.7</b>	<b>3.7x</b>	<b>3.1x</b>	<b>98.4x</b>	<b>47.6x</b>	<b>57.1x</b>	<b>0.0x</b>	<b>54.1x</b>
<b>Low</b>				<b>\$138.4</b>	<b>\$1.0</b>	<b>\$0.0</b>	<b>\$124.3</b>	<b>0.8x</b>	<b>1.5x</b>	<b>16.6x</b>	<b>10.6x</b>	<b>57.1x</b>	<b>0.0x</b>	<b>28.9x</b>

Memory/Programmable:

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:	
		November 17, 2009						LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS
Advanced Micro Devices Inc.	AMD	\$6.62	667.6	\$4,419.6	\$2,511.0	\$5,695.0	\$7,603.6	1.5x	1.4x	NM	8.9x	NM	NM	NM
Intel Corporation	INTC	20.32	5,598.0	113,751.4	12,930.0	2,224.0	103,045.4	3.1	2.7	8.8	6.4x	15.4	49.4	13.7
Altera Corp.	ALTR	21.49	294.2	6,322.0	1,363.9	500.0	5,458.1	4.8	NA	17.5	13.4x	19.4	27.5	NA
Atmel Corporation	ATML	4.20	451.1	1,894.7	419.4	118.7	1,594.1	1.2	NA	15.8	14.4x	NM	NM	NA
GSI Technology Inc.	GSIT	3.70	26.9	99.7	44.0	0.0	55.6	0.9	NA	4.9	NA	5.6	12.4	NA
Lattice Semiconductor Corporation	LSCC	2.17	115.3	250.2	104.3	0.0	145.9	0.7	NA	77.8	NM	NM	NM	NA
Microsemi Corp.	MSCC	15.92	81.4	1,295.3	180.5	47.0	1,161.7	2.4	NA	15.6	9.6x	27.8	58.6	NA
Micron Technology Inc.	MU	7.72	846.8	6,537.6	1,485.0	3,098.0	8,150.6	1.7	1.3	10.5	4.2x	NM	NM	42.9
NetLogic Microsystems Inc.	NETL	43.89	22.4	984.4	88.3	4.6	900.7	6.8	3.8	88.4	24.5x	NM	NM	33.3
SarDisk Corp.	SNDK	21.59	227.1	4,902.2	1,362.1	980.8	4,520.8	1.5	NA	NM	16.1x	NM	NM	NM
Techwell, Inc.	TWLL	10.62		0.0	63.3	0.0	(63.3)	NM	NA	NM	NM	NM	78.2	NA
Xilinx Inc.	XLNX	23.48	276.0	6,480.8	1,517.6	353.5	5,316.7	3.2	2.9	12.5	10.4x	14.8	20.6	19.0
<b>Mean</b>				<b>\$12,244.8</b>	<b>\$1,639.1</b>	<b>\$1,085.1</b>	<b>\$11,490.8</b>	<b>2.5x</b>	<b>2.4x</b>	<b>28.0x</b>	<b>12.0x</b>	<b>16.6x</b>	<b>41.1x</b>	<b>27.2x</b>
<b>Median</b>				<b>\$3,157.2</b>	<b>\$890.8</b>	<b>\$236.1</b>	<b>\$3,057.5</b>	<b>1.7x</b>	<b>2.7x</b>	<b>15.6x</b>	<b>10.4x</b>	<b>15.4x</b>	<b>38.4x</b>	<b>26.1x</b>
<b>High</b>				<b>\$113,751.4</b>	<b>\$12,930.0</b>	<b>\$5,695.0</b>	<b>\$103,045.4</b>	<b>6.8x</b>	<b>3.8x</b>	<b>88.4x</b>	<b>24.5x</b>	<b>27.8x</b>	<b>78.2x</b>	<b>42.9x</b>
<b>Low</b>				<b>\$0.0</b>	<b>\$44.0</b>	<b>\$0.0</b>	<b>(\$63.3)</b>	<b>0.7x</b>	<b>1.3x</b>	<b>4.9x</b>	<b>4.2x</b>	<b>5.6x</b>	<b>12.4x</b>	<b>13.7x</b>

Analog:

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:	
		November 17, 2009						LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS
Analog Devices Inc.	ADI	\$28.19	291.5	\$8,218.8	\$1,724.4	\$374.9	\$6,869.2	3.3x	3.2x	13.2x	12.8x	18.4x	28.8x	23.3x
Diods Incorporated	DIOD	18.38	42.5	781.0	429.3	360.0	711.7	1.8	1.5	12.2	7.9	67.1	NM	16.8
Exar Corp.	EXAR	7.26	43.5	316.2	221.5	15.2	109.9	1.0	0.8	NM	47.1	NM	NM	NM
Infinicon Technologies AG	IFX	3.44	1,086.7	3,733.0	900.0	1,022.0	3,855.0	1.1	NA	13.6	NA	NM	NM	NA
Intersil Corp.	ISIL	13.52	122.4	1,855.5	324.2	0.0	1,331.3	2.2	2.0	17.8	12.8	34.1	NM	17.8
Maxim Integrated Products Inc.	MXIM	18.72	306.1	5,729.8	913.4	0.0	4,816.4	2.9	2.7	13.4	9.9	31.0	NM	32.2
National Semiconductor Corporation	NSM	14.44	237.7	3,432.0	734.1	1,275.4	3,973.3	3.0	2.9	11.0	10.2	16.0	NM	21.9
STMicroelectronics NV	STM	5.88	878.3	5,163.5	2,444.0	2,659.0	5,378.5	0.6	0.6	5.1	10.3	NM	NM	NM
Texas Instruments Inc.	TXN	25.87	1,261.4	32,633.0	2,557.0	0.0	30,076.0	2.9	2.7	11.5	8.5	18.9	35.2	16.6
<b>Mean</b>				<b>\$6,851.4</b>	<b>\$1,138.7</b>	<b>\$634.1</b>	<b>\$6,346.8</b>	<b>2.1x</b>	<b>2.1x</b>	<b>12.2x</b>	<b>14.9x</b>	<b>30.9x</b>	<b>32.0x</b>	<b>21.4x</b>
<b>Median</b>				<b>\$3,733.0</b>	<b>\$900.0</b>	<b>\$360.0</b>	<b>\$3,973.3</b>	<b>2.2x</b>	<b>2.4x</b>	<b>12.7x</b>	<b>10.2x</b>	<b>24.9x</b>	<b>32.0x</b>	<b>19.9x</b>
<b>High</b>				<b>\$32,633.0</b>	<b>\$2,557.0</b>	<b>\$2,659.0</b>	<b>\$30,076.0</b>	<b>3.3x</b>	<b>3.2x</b>	<b>17.8x</b>	<b>47.1x</b>	<b>67.1x</b>	<b>35.2x</b>	<b>32.2x</b>
<b>Low</b>				<b>\$316.2</b>	<b>\$221.5</b>	<b>\$0.0</b>	<b>\$109.9</b>	<b>0.6x</b>	<b>0.6x</b>	<b>5.1x</b>	<b>7.9x</b>	<b>16.0x</b>	<b>28.8x</b>	<b>16.6x</b>

Source: Capital IQ, NTM estimates from Capital IQ

Detailed Sector Data, Valuation Multiples, Metrics (Continued)

Digital Media:

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:		
		November 17, 2009						LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS	
AuthenTec, Inc.	AUTH	\$2.26	28.6	\$64.7	\$58.9	\$0.0	\$5.8	0.1x	0.2x	NM	NM	NM	NM	NM	NM
Cirrus Logic Inc.	CRUS	5.52	65.3	360.4	105.4	0.0	255.1	1.5	1.2	21.9	8.4	72.3	NM	15.0	
Dialog Semiconductor Plc	DB.DLG	9.17	0.0	0.0	40.5	0.9	(39.6)	NM	NA	NM	NA	NM	40.0	NA	
DSP Group Inc.	DSPG	6.10	22.9	139.7	70.9	0.0	68.8	0.3	0.3	29.6	NA	NM	NM	17.4	
NVIDIA Corporation	NVDA	13.73	547.8	7,521.3	1,466.1	25.1	6,080.2	2.2	1.8	NM	14.9	NM	NM	30.0	
Pixelworks Inc.	PXLW	3.00	13.4	40.2	25.6	15.8	30.3	0.5	NA	NM	NA	NM	NM	3.7	NA
Sigma Designs Inc.	SIGM	11.30	26.8	302.8	192.2	0.0	110.6	0.6	0.5	4.3	4.2	6.4	17.2	12.5	
Silicon Image Inc.	SIMG	2.32	74.9	173.7	163.0	0.0	10.7	0.0	0.1	NM	NM	NM	NM	NM	
SRS Labs Inc.	SRSL	7.25	14.5	104.8	39.4	0.0	65.5	3.3	NA	NM	20.7	NM	NM	36.4	
Trident Microsystems Inc.	TRID	1.81	70.5	127.6	187.9	0.0	(60.3)	NM	NM	NM	NM	NM	NM	NM	
Wolfson Microelectronics plc	LSE:WLF	2.06	115.2	237.9	100.7	0.0	137.2	0.9	NA	16.5	NA	NM	NM	NA	
Zoran Corporation	ZRAN	10.12	51.7	522.9	350.0	0.0	172.9	0.5	0.4	NM	10.3	NM	NM	NA	
<b>Mean</b>				<b>\$799.7</b>	<b>\$233.4</b>	<b>\$3.5</b>	<b>\$569.8</b>	<b>1.0x</b>	<b>0.6x</b>	<b>18.1x</b>	<b>11.7x</b>	<b>39.3x</b>	<b>20.3x</b>	<b>22.3x</b>	
<b>Median</b>				<b>\$156.7</b>	<b>\$103.0</b>	<b>\$0.0</b>	<b>\$67.1</b>	<b>0.5x</b>	<b>0.4x</b>	<b>19.2x</b>	<b>10.3x</b>	<b>39.3x</b>	<b>17.2x</b>	<b>17.4x</b>	
<b>High</b>				<b>\$7,521.3</b>	<b>\$1,466.1</b>	<b>\$25.1</b>	<b>\$6,080.2</b>	<b>3.3x</b>	<b>1.8x</b>	<b>29.6x</b>	<b>20.7x</b>	<b>72.3x</b>	<b>40.0x</b>	<b>36.4x</b>	
<b>Low</b>				<b>\$0.0</b>	<b>\$25.6</b>	<b>\$0.0</b>	<b>(\$60.3)</b>	<b>0.0x</b>	<b>0.1x</b>	<b>4.3x</b>	<b>4.2x</b>	<b>6.4x</b>	<b>3.7x</b>	<b>12.5x</b>	

Wireless Semiconductor:

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:		
		November 17, 2009						LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS	
Atheris Communications Inc.	ATHR	\$29.45	62.4	\$1,838.8	\$340.6	\$0.0	\$1,498.1	3.4x	2.5x	86.0x	13.5x	NM	NM	20.8x	
Broadcom Corp.	BRCM	30.15	495.9	14,951.4	2,207.1	0.0	12,744.3	3.0	2.7	69.1	16.5	NM	NM	23.3	
CSR plc	LSE:CSR	4.57	181.9	831.3	396.4	0.7	435.5	0.8	NA	11.9	NA	26.6	NM	NA	
Infinion Technologies AG	IFX	3.44	1,086.7	3,733.0	900.0	1,022.0	3,855.0	1.1	NA	13.6	NA	NM	NM	NA	
Marvell Technology Group Ltd.	MRVL	16.42	622.7	10,221.7	1,254.8	3.4	8,970.3	3.6	3.1	29.6	13.1	NM	NM	19.1	
QUALCOMM Inc.	QCOM	45.99	1,662.3	76,449.6	9,880.0	171.0	66,740.6	6.0	5.9	15.5	13.1	17.9	46.1	NM	
Silicon Laboratories, Inc.	SLAB	44.09	44.9	1,977.7	312.7	0.0	1,665.0	4.2	3.4	27.8	13.6	43.2	NM	19.4	
STMicroelectronics NV	STM	5.88	878.3	5,163.5	2,444.0	2,659.0	5,378.5	0.6	0.6	5.1	10.3	NM	NM	NM	
Texas Instruments Inc.	TXN	25.87	1,261.4	32,633.0	2,557.0	0.0	30,076.0	2.9	2.7	11.5	8.5	18.9	35.2	NA	
<b>Mean</b>				<b>\$16,422.2</b>	<b>\$2,254.7</b>	<b>\$428.4</b>	<b>\$14,595.9</b>	<b>2.8x</b>	<b>3.0x</b>	<b>30.0x</b>	<b>12.7x</b>	<b>26.6x</b>	<b>40.6x</b>	<b>20.6x</b>	
<b>Median</b>				<b>\$5,163.5</b>	<b>\$1,254.8</b>	<b>\$0.7</b>	<b>\$5,378.5</b>	<b>3.0x</b>	<b>2.7x</b>	<b>15.5x</b>	<b>13.1x</b>	<b>22.7x</b>	<b>40.6x</b>	<b>20.1x</b>	
<b>High</b>				<b>\$76,449.6</b>	<b>\$9,880.0</b>	<b>\$2,659.0</b>	<b>\$66,740.6</b>	<b>6.0x</b>	<b>5.9x</b>	<b>86.0x</b>	<b>16.5x</b>	<b>43.2x</b>	<b>46.1x</b>	<b>23.3x</b>	
<b>Low</b>				<b>\$831.3</b>	<b>\$312.7</b>	<b>\$0.0</b>	<b>\$435.5</b>	<b>0.6x</b>	<b>0.6x</b>	<b>5.1x</b>	<b>8.5x</b>	<b>17.9x</b>	<b>35.2x</b>	<b>19.1x</b>	

Telecom and Data Networks:

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:		
		November 17, 2009						LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS	
Applied Micro Circuits Corp.	AMCC	\$7.87	66.3	\$521.4	\$201.1	\$0.0	\$320.4	1.6x	1.5x	NM	NM	NM	NM	48.9x	
Broadcom Corp.	BRCM	30.15	495.9	14,951.4	2,207.1	0.0	12,744.3	3.0	2.7	69.1	16.5	NM	NM	23.3	
Cavium Networks, Inc.	CAVM	20.87	41.5	865.6	66.7	3.4	802.2	8.9	7.2	NM	59.8	NM	NM	NM	
Conexant Systems Inc.	CNXT	2.40	56.9	136.6	123.4	422.1	435.3	1.1	2.0	26.4	7.0	NM	NM	10.2	
Himax Technologies, Inc.	HIMX	2.42	185.0	447.7	139.2	0.0	308.5	0.5	0.4	11.7	5.2	23.1	18.9	9.5	
Mindspeed Technologies Inc.	MSPD	4.79	28.8	137.8	11.9	25.5	151.4	1.1	1.1	22.4	20.2	NM	NM	NM	
NetLogic Microsystems Inc.	NETL	43.89	22.4	984.4	88.3	4.6	900.7	6.8	3.8	88.4	24.5	NM	NM	33.3	
PMC-Sierra Inc.	PMCS	8.99	225.6	2,028.0	237.3	56.8	1,847.5	3.8	3.4	20.3	10.8	50.6	88.7	17.0	
STMicroelectronics NV	STM	5.88	878.3	5,163.5	2,444.0	2,659.0	5,378.5	0.6	0.6	5.1	10.3	NM	NM	NM	
TransSwitch Corp.	TXCC	0.35	159.5	55.8	6.0	10.0	59.9	1.1	0.9	NM	NA	NM	NM	15.9	
<b>Mean</b>				<b>\$2,529.2</b>	<b>\$552.5</b>	<b>\$318.1</b>	<b>\$2,294.9</b>	<b>2.8x</b>	<b>2.4x</b>	<b>34.8x</b>	<b>19.3x</b>	<b>36.8x</b>	<b>53.8x</b>	<b>22.6x</b>	
<b>Median</b>				<b>\$693.5</b>	<b>\$131.3</b>	<b>\$7.3</b>	<b>\$618.8</b>	<b>1.4x</b>	<b>1.8x</b>	<b>22.4x</b>	<b>13.6x</b>	<b>36.8x</b>	<b>53.8x</b>	<b>17.0x</b>	
<b>High</b>				<b>\$14,951.4</b>	<b>\$2,444.0</b>	<b>\$2,659.0</b>	<b>\$12,744.3</b>	<b>8.9x</b>	<b>7.2x</b>	<b>88.4x</b>	<b>59.8x</b>	<b>50.6x</b>	<b>88.7x</b>	<b>48.9x</b>	
<b>Low</b>				<b>\$55.8</b>	<b>\$6.0</b>	<b>\$0.0</b>	<b>\$59.9</b>	<b>0.5x</b>	<b>0.4x</b>	<b>5.1x</b>	<b>5.2x</b>	<b>23.1x</b>	<b>18.9x</b>	<b>9.5x</b>	

Semiconductor Design IP:

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:		
		November 17, 2009						LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS	
Imagination Technologies Group Plc	LSE:IMG	\$2.34	234.9	\$549.6	\$14.6	\$0.5	\$535.5	8.4x	NA	NM	NA	NM	66.6x	NA	
ARM Holdings plc	LSE:ARM	1.60	1,274.0	2,034.5	88.2	0.0	1,946.3	6.3	6.1	25.9	23.1	33.6	45.8	NA	
MIPS Technologies Inc.	MIPS	3.98	45.1	179.4	44.5	12.8	147.7	2.1	2.3	6.2	7.8	6.9	16.4	14.1	
MoSys, Inc.	MOSY	2.70	31.2	84.2	25.1	0.0	59.2	4.7	NA	NM	NA	NM	NM	NA	
Rambus Inc.	RMBS	18.90	104.9	1,982.6	480.4	223.1	1,725.3	14.2	16.8	NM	NM	NM	NM	NA	
Verilog Logic Corporation	VIRL	6.03	24.0	144.6	59.3	0.0	85.3	1.7	1.4	NM	NA	NM	NM	86.1	
CEVA Inc.	CEVA	11.60	19.6	227.3	87.7	0.0	139.6	3.6	NA	37.2	21.3	44.0	38.6	30.7	
<b>Mean</b>				<b>\$743.2</b>	<b>\$114.3</b>	<b>\$33.8</b>	<b>\$662.7</b>	<b>5.9x</b>	<b>6.6x</b>	<b>23.1x</b>	<b>17.4x</b>	<b>28.2x</b>	<b>41.9x</b>	<b>43.6x</b>	
<b>Median</b>				<b>\$227.3</b>	<b>\$59.3</b>	<b>\$0.0</b>	<b>\$147.7</b>	<b>4.7x</b>	<b>4.2x</b>	<b>25.9x</b>	<b>21.3x</b>	<b>33.6x</b>	<b>42.2x</b>	<b>30.7x</b>	
<b>High</b>				<b>\$2,034.5</b>	<b>\$480.4</b>	<b>\$223.1</b>	<b>\$1,946.3</b>	<b>14.2x</b>	<b>16.8x</b>	<b>37.2x</b>	<b>23.1x</b>	<b>44.0x</b>	<b>66.6x</b>	<b>86.1x</b>	
<b>Low</b>				<b>\$84.2</b>	<b>\$14.6</b>	<b>\$0.0</b>	<b>\$59.2</b>	<b>1.7x</b>	<b>1.4x</b>	<b>6.2x</b>	<b>7.8x</b>	<b>6.9x</b>	<b>16.4x</b>	<b>14.1x</b>	

Source: Capital IQ, NTM estimates from Capital IQ

Detailed Sector Data, Valuation Multiples, Metrics (Continued)

Wireless Carriers:

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES	EQUITY	TOTAL	TOTAL	ENTERPRISE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:		
		November 17, 2009						OUTSTANDING	MKT VALUE	CASH	DEBT	VALUE	LTM SALES	NTM SALES	LTM EBITDA
Clearwire Corporation	CLWR	\$6.23	724.2	\$4,511.9	\$2,461.9	\$1,395.1	\$3,445.0	23.6x	9.7x	NM	NM	NM	NM	NM	NM
Leap Wireless International Inc.	LEAP	12.67	77.4	980.8	713.8	2,760.3	3,027.3	1.4	1.2	7.9	4.9	98.4	NM	NM	
MetroPCS Communications Inc.	PCS	6.17	352.1	2,172.8	1,094.6	3,613.0	4,691.2	1.5	1.4	6.0	4.5	9.9	17.0	15.6	
Sprint Nextel Corp.	S	3.70	2,875.8	10,640.6	4,609.0	20,991.0	27,022.6	0.8	0.8	3.8	4.2	NM	NM	NM	
Telephone & Data Systems Inc.	TDS	31.66	108.7	3,440.9	801.3	1,636.8	4,276.4	0.8	NA	3.3	3.8	7.8	48.5	15.9	
Virgin Mobile USA, Inc.	VM	4.98	67.2	334.8	26.9	257.1	565.1	0.4	0.5	4.9	6.4	6.0	12.3	13.5	
<b>Mean</b>				<b>\$3,680.3</b>	<b>\$1,617.9</b>	<b>\$5,108.9</b>	<b>\$7,171.3</b>	<b>4.8x</b>	<b>2.7x</b>	<b>5.2x</b>	<b>4.8x</b>	<b>30.5x</b>	<b>25.9x</b>	<b>15.0x</b>	
<b>Median</b>				<b>\$2,806.8</b>	<b>\$947.9</b>	<b>\$2,198.5</b>	<b>\$3,860.7</b>	<b>1.1x</b>	<b>1.2x</b>	<b>4.9x</b>	<b>4.5x</b>	<b>8.8x</b>	<b>17.0x</b>	<b>15.6x</b>	
<b>High</b>				<b>\$10,640.6</b>	<b>\$4,609.0</b>	<b>\$20,991.0</b>	<b>\$27,022.6</b>	<b>23.6x</b>	<b>9.7x</b>	<b>7.9x</b>	<b>6.4x</b>	<b>98.4x</b>	<b>48.5x</b>	<b>15.9x</b>	
<b>Low</b>				<b>\$334.8</b>	<b>\$26.9</b>	<b>\$257.1</b>	<b>\$565.1</b>	<b>0.4x</b>	<b>0.5x</b>	<b>3.3x</b>	<b>3.8x</b>	<b>6.0x</b>	<b>12.3x</b>	<b>13.5x</b>	

Wireless Infrastructure:

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES	EQUITY	TOTAL	TOTAL	ENTERPRISE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:	
		November 17, 2009						OUTSTANDING	MKT VALUE	CASH	DEBT	VALUE	LTM SALES	NTM SALES
Amdocs Ltd.	DOX	\$27.01	204.0	\$5,509.1	\$1,280.3	\$302.1	\$4,530.9	1.5x	NA	7.5x	7.3x	11.2x	17.5x	NA
Converse Technology Inc.	CMVT	8.74	202.0	1,765.5	2,325.0	515.9	(43.6)	NM	NM	NM	NM	NM	15.9	NA
QUALCOMM Inc.	QCOM	45.99	1,662.3	76,449.6	9,880.0	171.0	66,740.6	6.0	5.8	15.5	13.5	17.9	46.1	30.8
Openwave Systems Inc.	OPWV	2.66	83.5	222.1	109.1	0.0	113.0	0.6	0.6	23.1	5.1	NM	NM	NM
Sybase, Inc.	SY	40.78	80.9	3,300.7	784.1	447.6	2,964.2	2.6	NA	9.6	7.6	12.0	22.1	17.8
VeriSign Inc.	VRSN	22.86	192.9	4,409.0	1,308.4	570.7	3,671.3	3.7	NA	9.5	7.8	11.8	24.4	17.7
<b>Mean</b>				<b>\$15,276.0</b>	<b>\$2,614.5</b>	<b>\$334.5</b>	<b>\$12,996.1</b>	<b>2.9x</b>	<b>3.2x</b>	<b>13.1x</b>	<b>8.3x</b>	<b>13.2x</b>	<b>25.2x</b>	<b>22.1x</b>
<b>Median</b>				<b>\$3,854.8</b>	<b>\$1,294.3</b>	<b>\$374.8</b>	<b>\$3,317.7</b>	<b>2.6x</b>	<b>3.2x</b>	<b>9.6x</b>	<b>7.6x</b>	<b>11.9x</b>	<b>22.1x</b>	<b>17.8x</b>
<b>High</b>				<b>\$76,449.6</b>	<b>\$9,880.0</b>	<b>\$570.7</b>	<b>\$66,740.6</b>	<b>6.0x</b>	<b>5.8x</b>	<b>23.1x</b>	<b>13.5x</b>	<b>17.9x</b>	<b>46.1x</b>	<b>30.8x</b>
<b>Low</b>				<b>\$222.1</b>	<b>\$109.1</b>	<b>\$0.0</b>	<b>(\$43.6)</b>	<b>0.6x</b>	<b>0.6x</b>	<b>7.5x</b>	<b>5.1x</b>	<b>11.2x</b>	<b>15.9x</b>	<b>17.7x</b>

Integrated Wireline & Wireless Carriers:

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES	EQUITY	TOTAL	TOTAL	ENTERPRISE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:	
		November 17, 2009						OUTSTANDING	MKT VALUE	CASH	DEBT	VALUE	LTM SALES	NTM SALES
AT&T, Inc.	T	\$26.28	5,900.0	\$155,052.0	\$7,348.0	\$76,720.0	\$224,424.0	1.8x	1.8x	5.4x	5.3x	10.3x	13.0x	11.8x
Verizon Communications Inc.	VZ	30.65	2,800.0	85,820.0	1,180.0	64,909.0	149,549.0	1.5	1.4	4.3	4.1	7.9	14.4	12.3
<b>Mean</b>				<b>\$120,436.0</b>	<b>\$4,264.0</b>	<b>\$70,814.5</b>	<b>\$186,986.5</b>	<b>1.6x</b>	<b>1.6x</b>	<b>4.9x</b>	<b>4.7x</b>	<b>9.1x</b>	<b>13.7x</b>	<b>12.0x</b>
<b>Median</b>				<b>\$120,436.0</b>	<b>\$4,264.0</b>	<b>\$70,814.5</b>	<b>\$186,986.5</b>	<b>1.6x</b>	<b>1.6x</b>	<b>4.9x</b>	<b>4.7x</b>	<b>9.1x</b>	<b>13.7x</b>	<b>12.0x</b>
<b>High</b>				<b>\$155,052.0</b>	<b>\$7,348.0</b>	<b>\$76,720.0</b>	<b>\$224,424.0</b>	<b>1.8x</b>	<b>1.8x</b>	<b>5.4x</b>	<b>5.3x</b>	<b>10.3x</b>	<b>14.4x</b>	<b>12.3x</b>
<b>Low</b>				<b>\$85,820.0</b>	<b>\$1,180.0</b>	<b>\$64,909.0</b>	<b>\$149,549.0</b>	<b>1.5x</b>	<b>1.4x</b>	<b>4.3x</b>	<b>4.1x</b>	<b>7.9x</b>	<b>13.0x</b>	<b>11.8x</b>

Mobile Payment:

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES	EQUITY	TOTAL	TOTAL	ENTERPRISE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:	
		November 17, 2009						OUTSTANDING	MKT VALUE	CASH	DEBT	VALUE	LTM SALES	NTM SALES
ACI Worldwide, Inc.	ACIW	\$17.90	34.0	\$609.0	\$114.4	\$75.0	\$569.6	1.4x	1.4x	16.4x	8.2x	26.0x	89.1x	20.4x
Euronet Worldwide Inc.	EEFT	23.18	50.7	1,174.1	160.5	337.1	1,350.7	1.3	1.3	10.2	9.9	17.3	NM	17.1
Global Payments Inc.	GPX	53.76	81.0	4,356.7	1,072.3	482.4	3,766.7	2.3	2.1	9.9	9.0	12.0	NM	20.8
Moneygram International Inc.	MGI	2.79	82.5	230.2	3,986.9	909.0	(2,847.7)	NM	NM	NM	NM	NM	NM	NM
S1 Corp.	SONE	6.18	52.9	327.1	75.2	7.6	259.4	1.1	1.0	6.7	5.2	9.6	13.8	13.5
Sybase, Inc.	SY	40.78	80.9	3,300.7	784.1	447.6	2,964.2	2.6	2.5	9.6	7.5	12.0	22.1	17.0
Western Union Co.	WU	19.82	701.5	13,904.7	1,782.4	3,049.8	15,172.1	3.0	3.0	9.6	9.9	10.6	15.3	15.0
VeriSign Inc.	VRSN	22.86	192.9	4,409.0	1,308.4	570.7	3,671.3	3.7	3.4	9.5	7.8	11.8	24.4	16.7
<b>Mean</b>				<b>\$3,538.9</b>	<b>\$1,160.5</b>	<b>\$734.9</b>	<b>\$3,113.3</b>	<b>2.2x</b>	<b>2.1x</b>	<b>10.3x</b>	<b>8.2x</b>	<b>14.2x</b>	<b>32.9x</b>	<b>17.2x</b>
<b>Median</b>				<b>\$2,237.4</b>	<b>\$928.2</b>	<b>\$465.0</b>	<b>\$2,157.4</b>	<b>2.3x</b>	<b>2.1x</b>	<b>9.6x</b>	<b>8.2x</b>	<b>12.0x</b>	<b>22.1x</b>	<b>17.0x</b>
<b>High</b>				<b>\$13,904.7</b>	<b>\$3,986.9</b>	<b>\$3,049.8</b>	<b>\$15,172.1</b>	<b>3.7x</b>	<b>3.4x</b>	<b>16.4x</b>	<b>9.9x</b>	<b>26.0x</b>	<b>89.1x</b>	<b>20.8x</b>
<b>Low</b>				<b>\$230.2</b>	<b>\$75.2</b>	<b>\$7.6</b>	<b>(\$2,847.7)</b>	<b>1.1x</b>	<b>1.0x</b>	<b>6.7x</b>	<b>5.2x</b>	<b>9.6x</b>	<b>13.8x</b>	<b>13.5x</b>

Payment Software & Solutions:

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES	EQUITY	TOTAL	TOTAL	ENTERPRISE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:	
		November 17, 2009						OUTSTANDING	MKT VALUE	CASH	DEBT	VALUE	LTM SALES	NTM SALES
Bottomline Technologies Inc.	EPAY	\$15.92	25.7	\$408.1	\$50.3	\$0.2	\$359.0	2.6x	2.4x	37.1x	17.4x	NM	NM	21.7x
Fundtech Ltd.	FNDT	12.16	16.4	199.7	44.2	0.0	155.5	1.3	NA	13.5	11.0	51.1	NM	NA
Global Payments Inc.	GPX	53.76	81.0	4,356.7	1,072.3	482.4	3,766.7	2.3	2.1	9.9	9.0	12.0	NM	20.8
<b>Mean</b>				<b>\$1,655.1</b>	<b>\$389.0</b>	<b>\$160.9</b>	<b>\$1,427.1</b>	<b>2.1x</b>	<b>2.3x</b>	<b>20.1x</b>	<b>12.5x</b>	<b>31.5x</b>	<b>NM</b>	<b>21.2x</b>
<b>Median</b>				<b>\$409.1</b>	<b>\$50.3</b>	<b>\$0.2</b>	<b>\$359.0</b>	<b>2.3x</b>	<b>2.3x</b>	<b>13.5x</b>	<b>11.0x</b>	<b>31.5x</b>	<b>NM</b>	<b>21.2x</b>
<b>High</b>				<b>\$4,356.7</b>	<b>\$1,072.3</b>	<b>\$482.4</b>	<b>\$3,766.7</b>	<b>2.6x</b>	<b>2.4x</b>	<b>37.1x</b>	<b>17.4x</b>	<b>51.1x</b>	<b>0.0x</b>	<b>21.7x</b>
<b>Low</b>				<b>\$199.7</b>	<b>\$44.2</b>	<b>\$0.0</b>	<b>\$155.5</b>	<b>1.3x</b>	<b>2.1x</b>	<b>9.9x</b>	<b>9.0x</b>	<b>12.0x</b>	<b>0.0x</b>	<b>20.8x</b>

Source: Capital IQ, NTM estimates from Capital IQ

Detailed Sector Data, Valuation Multiples, Metrics (Continued)

**Broad Based Financial Services:**

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:	
		November 17, 2009						LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS
Fidelity National Information Services Inc.	FIS	\$22.58	372.7	\$8,415.6	\$227.9	\$2,292.1	\$10,479.8	3.1x	2.8x	15.6x	9.9x	22.9x	23.1x	11.8x
Intuit Inc.	INTU	30.34	321.9	9,767.6	1,347.0	998.2	9,418.7	3.0	2.8	9.8	7.5	13.8	22.4	13.9
Marshall & Ilsley Corporation	MI	5.35	368.3	1,970.5	1,973.7	10,772.4	10,769.2	29.9	4.7	NA	NA	NA	NM	NM
S1 Corp.	SONE	6.18	52.9	327.1	75.2	7.6	259.4	1.1	1.0	6.7	5.2	9.6	13.8	13.5
<b>Mean</b>				<b>\$5,120.2</b>	<b>\$906.0</b>	<b>\$3,517.6</b>	<b>\$7,731.8</b>	<b>9.3x</b>	<b>2.8x</b>	<b>10.7x</b>	<b>7.5x</b>	<b>15.4x</b>	<b>19.8x</b>	<b>13.1x</b>
<b>Median</b>				<b>\$5,193.0</b>	<b>\$787.5</b>	<b>\$1,645.1</b>	<b>\$9,949.2</b>	<b>3.0x</b>	<b>2.8x</b>	<b>9.8x</b>	<b>7.5x</b>	<b>13.8x</b>	<b>22.4x</b>	<b>13.5x</b>
<b>High</b>				<b>\$9,767.6</b>	<b>\$1,973.7</b>	<b>\$10,772.4</b>	<b>\$10,769.2</b>	<b>29.9x</b>	<b>4.7x</b>	<b>15.6x</b>	<b>9.9x</b>	<b>22.9x</b>	<b>23.1x</b>	<b>13.9x</b>
<b>Low</b>				<b>\$327.1</b>	<b>\$75.2</b>	<b>\$7.6</b>	<b>\$259.4</b>	<b>1.1x</b>	<b>1.0x</b>	<b>6.7x</b>	<b>5.2x</b>	<b>9.6x</b>	<b>13.8x</b>	<b>11.8x</b>

**Alternative Fuels:**

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:	
		November 17, 2009						LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS
The Andersons, Inc.	ANDE	\$26.29	18.3	\$481.1	\$179.8	\$349.8	\$651.2	\$0.2	\$0.2	\$13.7	\$5.8	\$23.5	NM	9.7
Clean Energy Fuels Corp.	CLNE	12.73	59.7	759.9	19.8	27.4	767.5	6.2	4.2	NM	38.6	NM	NM	NM
Diligent Board Member Services Inc	DIL	0.32	90.4	28.9	1.9	0.1	27.2	7.2	NA	NA	NA	NM	NM	NA
Environmental Power Corporation	EPG	0.35	15.6	5.5	1.8	137.5	141.2	51.6	9.4	NM	NM	NM	NM	NM
Global Energy Holdings Group, Inc.	GNH	0.09	29.1	2.5	0.1	0.3	2.8	46.7	0.1	NM	NA	NM	NM	NA
Green Plains Renewable Energy, Inc.	GPRE	10.46	25.0	261.0	64.6	330.7	527.1	0.7	30.8	25.3	NM	NM	NA	NA
Headwaters Inc.	HW	4.95	50.6	250.7	14.0	530.7	767.4	1.1	1.1	10.5	7.3	NM	NM	NM
MGP Ingredients Inc.	MGPI	5.68	16.7	95.1	1.2	30.6	124.6	0.5	NA	NM	NA	NM	NM	NA
Pacific Ethanol, Inc.	PEIX	0.37	57.6	21.3	12.2	75.8	84.9	0.2	NA	NM	NA	NM	NM	NA
Panda Ethanol Inc.	PDAE	0.00	40.7	0.0	0.3	164.6	164.3	NA	NA	NM	NA	NM	0.0	NA
Rentech, Inc.	RTK	1.25	192.9	241.1	38.9	98.8	301.1	1.3	1.7	9.6	20.6	14.3	33.3	NM
<b>Mean</b>				<b>\$195.2</b>	<b>\$30.4</b>	<b>\$158.8</b>	<b>\$323.6</b>	<b>11.6x</b>	<b>6.8x</b>	<b>14.8x</b>	<b>18.1x</b>	<b>18.9x</b>	<b>16.6x</b>	<b>9.7x</b>
<b>Median</b>				<b>\$95.1</b>	<b>\$12.2</b>	<b>\$98.8</b>	<b>\$164.3</b>	<b>1.2x</b>	<b>1.7x</b>	<b>12.1x</b>	<b>13.9x</b>	<b>18.9x</b>	<b>16.6x</b>	<b>9.7x</b>
<b>High</b>				<b>\$759.9</b>	<b>\$179.8</b>	<b>\$530.7</b>	<b>\$767.5</b>	<b>51.6x</b>	<b>30.8x</b>	<b>25.3x</b>	<b>38.6x</b>	<b>23.5x</b>	<b>33.3x</b>	<b>9.7x</b>
<b>Low</b>				<b>\$0.0</b>	<b>\$0.1</b>	<b>\$0.1</b>	<b>\$2.8</b>	<b>0.2x</b>	<b>0.1x</b>	<b>9.6x</b>	<b>5.8x</b>	<b>14.3x</b>	<b>0.0x</b>	<b>9.7x</b>

**Wind:**

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:	
		November 17, 2009						LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS
Broadwind Energy, Inc.	BWEN	\$6.44	96.6	\$822.1	\$7.8	\$45.7	\$680.0	2.7x	NA	NM	NA	NM	NM	NA
Clippier Windpower Plc	CWP	1.40	130.1	182.2	105.8	20.5	96.8	0.1	NA	NM	NA	NM	NM	NA
Gamesa Corporación Tecnológica S.A.	CATS-GAM	13.26	240.5	3,189.0	373.9	646.8	3,461.9	1.0	NA	12.7	NA	16.2	20.6	NA
Mass Megawatts Wind Power Inc.	MMGW	0.58	7.1	4.1	0.1	0.1	4.1	NM	NA	NM	NA	NM	NM	NA
McKenzie Bay International Ltd.	MKBY	0.04	34.0	1.4	0.3	1.9	2.9	NA	NA	NM	NA	NM	NM	NA
SeaBright Insurance Holdings Inc.	SBX	11.38	21.7	246.6	20.1	12.0	238.6	0.9	0.8	7.1	NA	8.3	12.0	NA
<b>Mean</b>				<b>\$724.6</b>	<b>\$100.1</b>	<b>\$136.3</b>	<b>\$760.9</b>	<b>0.6x</b>	<b>NA</b>	<b>9.9x</b>	<b>NA</b>	<b>12.2x</b>	<b>16.3x</b>	<b>NA</b>
<b>Median</b>				<b>\$182.2</b>	<b>\$20.1</b>	<b>\$12.0</b>	<b>\$96.8</b>	<b>0.9x</b>	<b>NA</b>	<b>9.9x</b>	<b>NA</b>	<b>12.2x</b>	<b>16.3x</b>	<b>NA</b>
<b>High</b>				<b>\$3,189.0</b>	<b>\$373.9</b>	<b>\$646.8</b>	<b>\$3,461.9</b>	<b>1.0x</b>	<b>NA</b>	<b>12.7x</b>	<b>NA</b>	<b>16.2x</b>	<b>20.6x</b>	<b>NA</b>
<b>Low</b>				<b>\$1.4</b>	<b>\$0.1</b>	<b>\$0.1</b>	<b>\$2.9</b>	<b>0.1x</b>	<b>NA</b>	<b>7.1x</b>	<b>NA</b>	<b>8.3x</b>	<b>12.0x</b>	<b>NA</b>

**Solar:**

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:	
		November 17, 2009						LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS
Ascent Solar Technologies Inc.	ASTI	\$5.09	26.5	\$135.1	\$46.4	\$7.4	\$96.1	59.0x	2.5x	NM	NM	NM	NM	NM
Canadian Solar Inc.	CSIQ	20.11	42.7	859.0	86.8	298.3	1,070.5	2.2	1.4	48.5	12.1	NM	NM	12.2
Evergreen Solar Inc.	ESLR	1.50	207.8	311.8	86.1	317.3	542.9	2.9	1.6	NM	21.7	NM	NM	NM
First Solar, Inc.	FSLR	123.99	84.6	10,495.4	589.9	233.6	10,139.1	5.9	NA	13.2	12.8	15.0	17.9	NA
JA Solar Holdings Co., Ltd.	JASO	4.17	161.4	673.1	2,245.6	2,516.3	943.8	0.2	1.7	7.5	14.7	94.7	NM	39.7
MEMC Electronic Materials Inc.	WFR	13.27	223.6	2,966.5	1,024.8	27.3	1,969.0	1.3	1.3	4.1	7.0	5.4	11.6	21.1
Solarfun Power Holdings Co. Ltd.	SOLF	5.83	53.9	314.3	494.7	2,329.5	2,149.1	0.5	4.0	NM	44.2	NM	NM	15.7
Spire Corp.	SPIR	4.70	8.3	39.2	3.5	2.7	38.4	0.5	0.6	NM	NA	NM	NM	NA
Suntech Power Holdings Co. Ltd.	STP	15.30	178.9	2,736.9	760.5	1,611.5	3,587.9	2.2	2.3	26.1	18.7	41.9	NM	58.8
Trina Solar Ltd.	TSL	41.01	39.3	1,613.3	184.0	435.1	1,864.4	2.4	2.2	NA	13.8	25.1	28.8	15.2
<b>Mean</b>				<b>\$2,014.5</b>	<b>\$552.2</b>	<b>\$777.9</b>	<b>\$2,240.1</b>	<b>7.7x</b>	<b>2.0x</b>	<b>19.9x</b>	<b>18.1x</b>	<b>36.4x</b>	<b>19.4x</b>	<b>27.1x</b>
<b>Median</b>				<b>\$766.1</b>	<b>\$339.4</b>	<b>\$307.8</b>	<b>\$1,467.5</b>	<b>2.2x</b>	<b>1.7x</b>	<b>13.2x</b>	<b>14.3x</b>	<b>25.1x</b>	<b>17.9x</b>	<b>18.4x</b>
<b>High</b>				<b>\$10,495.4</b>	<b>\$2,245.6</b>	<b>\$2,516.3</b>	<b>\$10,139.1</b>	<b>59.0x</b>	<b>4.0x</b>	<b>48.5x</b>	<b>44.2x</b>	<b>94.7x</b>	<b>28.8x</b>	<b>58.8x</b>
<b>Low</b>				<b>\$39.2</b>	<b>\$3.5</b>	<b>\$2.7</b>	<b>\$38.4</b>	<b>0.2x</b>	<b>0.6x</b>	<b>4.1x</b>	<b>7.0x</b>	<b>5.4x</b>	<b>11.6x</b>	<b>12.2x</b>

Source: Capital IQ, NTM estimates from Capital IQ

Detailed Sector Data, Valuation Multiples, Metrics (Continued)

Hydrogen/Methanol Fuel Cell:

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF: November 17, 2009	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:	
								LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS
Air Products & Chemicals Inc.	APD	\$84.50	210.1	\$17,751.9	\$488.2	\$4,501.5	\$21,765.2	2.6x	2.4x	10.8x	9.2x	18.5x	28.2x	17.5x
Avista Corp.	AVA	20.38	54.7	1,114.6	34.5	1,142.2	2,222.4	1.4	1.5	7.7	7.2	11.5	13.7	11.7x
AVX Corp.	AVX	12.32	170.3	2,098.4	625.6	0.0	1,472.7	1.1	1.2	9.3	6.5	15.7	28.3	NA
Distributed Energy Systems Corp.	DESC.Q	0.00	40.1	0.1	3.6	12.4	9.0	0.3	NA	NM	NM	NM	NM	NA
FuelCell Energy Inc.	FCEL	3.52	77.2	271.8	53.0	5.0	223.8	2.4	2.3	NM	NM	NM	NM	NA
GratTech International Ltd.	GTI	15.46	120.3	1,860.6	17.6	65.7	1,908.7	2.2	2.9	8.8	13.7	10.3	19.4	NA
Hydrogenics Corp.	HYGS	0.45	92.5	41.6	10.4	0.0	31.2	1.0	1.2	NM	NM	NM	NM	NA
Modine Manufacturing Co.	MOD	11.25	45.0	506.2	24.8	252.6	734.1	0.6	0.7	16.5	9.8	NM	NM	NA
Plug Power Inc.	PLUG	0.86	129.3	111.2	136.1	64.3	39.5	2.6	2.6	NM	NM	NM	NM	NA
Quantum Fuel Systems Technologies Worldwide In	QTWW	1.23	122.0	150.1	7.7	33.5	175.9	6.6	7.6	NM	NM	NM	NM	NA
VIASPACE Inc.	OTCBB:VSPC	0.02	878.9	21.5	1.6	4.8	24.8	6.7	NA	NM	NA	NM	0.6	NA
<b>Mean</b>				<b>\$2,175.3</b>	<b>\$127.5</b>	<b>\$552.9</b>	<b>\$2,600.7</b>	<b>2.5x</b>	<b>2.5x</b>	<b>10.6x</b>	<b>9.3x</b>	<b>14.0x</b>	<b>18.0x</b>	<b>14.6x</b>
<b>Median</b>				<b>\$271.8</b>	<b>\$24.8</b>	<b>\$33.5</b>	<b>\$223.8</b>	<b>2.2x</b>	<b>2.3x</b>	<b>9.3x</b>	<b>9.2x</b>	<b>13.6x</b>	<b>19.4x</b>	<b>14.6x</b>
<b>High</b>				<b>\$17,751.9</b>	<b>\$625.6</b>	<b>\$4,501.5</b>	<b>\$21,765.2</b>	<b>6.7x</b>	<b>7.6x</b>	<b>16.5x</b>	<b>13.7x</b>	<b>18.5x</b>	<b>28.3x</b>	<b>17.5x</b>
<b>Low</b>				<b>\$0.1</b>	<b>\$1.6</b>	<b>\$0.0</b>	<b>\$9.0</b>	<b>0.3x</b>	<b>0.7x</b>	<b>7.7x</b>	<b>6.5x</b>	<b>10.3x</b>	<b>0.6x</b>	<b>11.7x</b>

Weather/Geothermal:

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF: November 17, 2009	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:	
								LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS
Danaher Corp.	DHR	\$73.36	321.2	\$23,565.8	\$1,636.2	\$2,950.2	\$24,879.8	2.2x	2.1x	12.4x	11.3x	14.9x	20.4x	20.1x
Flow International Corp.	FLOW	2.60	45.5	118.4	6.8	17.9	129.5	0.7	0.8	23.2	12.3	NM	NM	NA
Ocean Power Technologies, Inc	OPTT	9.50	10.2	97.0	50.3	0.4	47.2	13.2	NA	NM	NM	NM	NA	NA
Ormat Technologies Inc.	ORA	40.80	45.4	1,852.6	46.0	537.3	2,344.0	5.9	5.7	17.4	15.1	33.6	31.8	30.2
Geo Group Inc.	GEO	20.80	51.3	1,066.9	47.2	520.6	1,540.3	1.5	1.3	9.5	8.4	12.4	16.0	14.3
US Geothermal Inc.	AMEX:HTM	1.55	62.1	96.2	1.4	0.0	94.9	NA	NA	NM	NA	NM	NA	NA
WaterFurnace Renewable Energy, Inc.	WFI	26.44	12.1	319.7	10.2	0.0	309.5	2.3	2.3	12.8	13.0	13.1	21.5	20.7
<b>Mean</b>				<b>\$3,873.8</b>	<b>\$256.9</b>	<b>\$575.2</b>	<b>\$4,192.2</b>	<b>4.3x</b>	<b>2.4x</b>	<b>15.1x</b>	<b>12.0x</b>	<b>18.5x</b>	<b>22.5x</b>	<b>21.3x</b>
<b>Median</b>				<b>\$319.7</b>	<b>\$46.0</b>	<b>\$17.9</b>	<b>\$309.5</b>	<b>2.2x</b>	<b>2.1x</b>	<b>12.8x</b>	<b>12.3x</b>	<b>14.0x</b>	<b>21.0x</b>	<b>20.4x</b>
<b>High</b>				<b>\$23,565.8</b>	<b>\$1,636.2</b>	<b>\$2,950.2</b>	<b>\$24,879.8</b>	<b>13.2x</b>	<b>5.7x</b>	<b>23.2x</b>	<b>15.1x</b>	<b>33.6x</b>	<b>31.8x</b>	<b>30.2x</b>
<b>Low</b>				<b>\$96.2</b>	<b>\$1.4</b>	<b>\$0.0</b>	<b>\$47.2</b>	<b>0.7x</b>	<b>0.8x</b>	<b>9.5x</b>	<b>8.4x</b>	<b>12.4x</b>	<b>16.0x</b>	<b>14.3x</b>

Recycling Technologies/Services:

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF: November 17, 2009	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:	
								LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS
Appliance Recycling Centers of America Inc.	ARCI	\$2.30	4.6	\$10.5	\$1.7	\$17.7	\$26.5	0.2x	NA	25.5x	NA	NM	NM	NA
Bion Environmental Technologies Inc.	BNET	2.25	11.7	26.2	1.7	0.2	24.7	NA	NA	NM	NA	NM	NA	NA
César Group	CSAR	0.85	7.8	6.6	2.7	10.9	14.8	0.4	NA	NM	NA	NM	NM	NA
Clean Harbors, Inc.	CLH	56.09	26.2	1,469.7	255.9	53.3	1,267.2	1.3	0.9	9.4	5.5	14.5	29.0	22.1
Commercial Metals Company	CMC	16.18	112.5	1,820.8	441.4	1,400.4	2,779.7	0.3	0.4	7.0	8.0	11.6	24.5	19.3
Metabolic, Inc.	MBLX	10.61	23.0	244.1	77.6	0.0	166.5	NM	21.8	NM	NM	NM	NM	NA
Startech Environmental Corp.	STHK	0.30	23.8	7.1	1.2	0.0	5.9	NM	NA	NM	NA	NM	NM	NA
<b>Mean</b>				<b>\$512.2</b>	<b>\$111.8</b>	<b>\$211.8</b>	<b>\$612.2</b>	<b>0.6x</b>	<b>7.7x</b>	<b>14.0x</b>	<b>6.8x</b>	<b>13.0x</b>	<b>26.7x</b>	<b>20.7x</b>
<b>Median</b>				<b>\$26.2</b>	<b>\$2.7</b>	<b>\$10.9</b>	<b>\$26.5</b>	<b>0.4x</b>	<b>0.9x</b>	<b>9.4x</b>	<b>6.8x</b>	<b>13.0x</b>	<b>26.7x</b>	<b>20.7x</b>
<b>High</b>				<b>\$1,820.8</b>	<b>\$441.4</b>	<b>\$1,400.4</b>	<b>\$2,779.7</b>	<b>1.3x</b>	<b>21.8x</b>	<b>25.5x</b>	<b>8.0x</b>	<b>14.5x</b>	<b>29.0x</b>	<b>22.1x</b>
<b>Low</b>				<b>\$6.6</b>	<b>\$1.2</b>	<b>\$0.0</b>	<b>\$5.9</b>	<b>0.2x</b>	<b>0.4x</b>	<b>7.0x</b>	<b>5.5x</b>	<b>11.6x</b>	<b>24.5x</b>	<b>19.3x</b>

Clean Energy Management:

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF: November 17, 2009	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:	
								LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS
Ambient Corporation	ABTG	\$0.18	894.6	\$158.4	\$4.9	\$4.2	\$157.7	12.4x	NA	NM	NA	NM	NM	NA
Converge, Inc.	COMV	11.51	22.1	254.3	55.3	33.9	232.9	2.8	2.5	NM	NM	NM	NM	NA
Enova Systems Inc.	ENA	1.12	21.0	23.5	5.6	1.4	19.2	9.3	NA	NM	NA	NM	NM	NA
<b>Mean</b>				<b>\$145.4</b>	<b>\$21.9</b>	<b>\$13.1</b>	<b>\$136.6</b>	<b>8.2x</b>	<b>2.5x</b>	<b>NM</b>	<b>NA</b>	<b>NM</b>	<b>NM</b>	<b>NA</b>
<b>Median</b>				<b>\$158.4</b>	<b>\$5.6</b>	<b>\$4.2</b>	<b>\$157.7</b>	<b>9.3x</b>	<b>2.5x</b>	<b>NM</b>	<b>NA</b>	<b>NM</b>	<b>NM</b>	<b>NA</b>
<b>High</b>				<b>\$254.3</b>	<b>\$55.3</b>	<b>\$33.9</b>	<b>\$232.9</b>	<b>12.4x</b>	<b>2.5x</b>	<b>NM</b>	<b>NA</b>	<b>NM</b>	<b>NM</b>	<b>NA</b>
<b>Low</b>				<b>\$23.5</b>	<b>\$4.9</b>	<b>\$1.4</b>	<b>\$19.2</b>	<b>2.8x</b>	<b>2.5x</b>	<b>NM</b>	<b>NA</b>	<b>NM</b>	<b>NM</b>	<b>NA</b>

Source: Capital IQ, NTM estimates from Capital IQ

Detailed Sector Data, Valuation Multiples, Metrics (Continued)

Waste Emissions/Purification:

(\$ in millions, except per share amounts)

COMPANY NAME	TICKER	SHARE PRICE AS OF:	SHARES OUTSTANDING	EQUITY MKT VALUE	TOTAL CASH	TOTAL DEBT	ENTERPRISE VALUE	ENTERPRISE VALUE AS A MULTIPLE OF:					EQUITY VALUE AS A MULTIPLE OF:		
		November 17, 2009						LTM SALES	NTM SALES	LTM EBITDA	NTM EBITDA	LTM EBIT	LTM EPS	NTM EPS	
ADA-ES, Inc.	ADES	\$2.45	7.0	\$17.2	\$1.7	\$0.0	\$15.5	0.9x	0.7x	NM	NM	NM	NM	NM	NM
Calgon Carbon Corp.	CCC	13.44	55.9	751.7	7.5	12.8	756.9	1.9	NA	12.7	10.2	17.6	26.7	NA	NA
CLARCOR Inc.	CLC	31.37	50.3	1,579.1	81.0	77.2	1,575.3	1.7	1.7	10.6	10.3	13.5	21.2	20.3	20.3
Donaldson Company Inc.	DCI	41.37	77.4	3,201.0	143.7	288.7	3,346.1	1.8	2.0	14.0	13.7	18.6	24.8	27.3	27.3
MFR1 Inc.	MFR1	6.80	6.8	46.4	5.8	46.9	87.4	0.3	NA	3.6	NA	4.9	3.4	NA	NA
MOCON Inc.	MOCO	8.50	5.4	46.0	11.7	0.4	34.7	1.3	NA	7.6	NA	8.7	15.8	NA	NA
Pall Corp.	PLL	34.62	116.9	4,047.3	414.0	717.5	4,350.8	1.9	1.8	10.4	9.9	13.2	21.2	17.8	17.8
PMFG, Inc.	PMFG	13.95	13.2	184.4	17.7	56.0	222.7	1.4	NA	10.0	16.5	14.3	63.5	NA	NA

Mean	\$1,234.1	\$85.4	\$149.9	\$1,298.7	1.4x	1.5x	9.8x	12.1x	13.0x	25.2x	21.8x
Median	\$468.0	\$14.7	\$51.4	\$489.8	1.5x	1.7x	10.4x	10.3x	13.5x	21.2x	20.3x
High	\$4,047.3	\$414.0	\$717.5	\$4,350.8	1.9x	2.0x	14.0x	16.5x	18.6x	63.5x	27.3x
Low	\$17.2	\$1.7	\$0.0	\$15.5	0.3x	0.7x	3.6x	9.9x	4.9x	3.4x	17.8x

Source: Capital IQ, NTM estimates from Capital IQ

## Morgan Joseph & Co. Overview

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Morgan Joseph & Co. Inc. is a full service investment banking firm with over 130 employees and 13 offices in 13 cities dedicated to serving middle market companies. The firm's primary focus is on providing financial advisory and capital raising services in the U.S., Asia and Europe. Our services include mergers and acquisitions advice, restructuring advice, private placements and public offerings of debt and equity. For its institutional investor clients, Morgan Joseph provides a full range of sales and execution services, including equity research and specialized reports.

### Organizational Highlights:

- Headquartered in New York City with offices in Atlanta, Boston, Chicago, Dallas, Los Angeles, Miami, Nashville, TN, Owings Mills, MD, Pittsford, NY, San Francisco, Stamford, CT, and Delafield, WI
- Member of IMAP, the International Network of M&A Partners

### Investment Banking Highlights:

- Team of over 75 professionals organized into specialty industry and product groups, each including at least one Managing Director with over 20 years of experience
- Over \$29 billion of completed transactions since June 2001
- Over 140 completed M&A transactions and restructuring assignments
- Over 90 completed financings, including private equity and debt placements, high yield debt and public equity offerings

### Morgan Joseph Investment Banking Division Offering:

- Public Equity offerings
- M&A Advisory
- Equity/Debt Private Placements
- PIPEs

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