

SagePoint Equipment 115 Q1 2010 Performance Review

An Analysis of Public Communications, IT and
Consumer Electronics Equipment Companies
from a Valuation and M&A Perspective

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Prepared By:



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- SagePoint expanded its coverage universe from 350 companies to 400 companies to include a broader set of Communications, Internet and IT Infrastructure companies
- For Equipment specifically, SagePoint expanded the universe to include the Data Storage and Server/Computing segments
- New companies added in the Data Storage segment
 - 3PAR, Compellent, EMC, Isilon, NetApp, Quantum, Seagate, Western Digital
- New companies added in the Server/Computing segment
 - Cray, Dell, HP, IBM, Lenovo, Silicon Graphics, Super Micro
- New companies added to existing segments
 - Tier 1 TEMs - Dropped Fujitsu
 - Wireline Network - Added Radware and Dropped RuggedCom
 - VoIP & IMS - Added Aastra
 - Audio/Video - Dropped BigBand, Screen Service, Tandberg
 - Wireless Network - Added Anhui Sun Create and Dropped Airvana
 - Wireless Handset - Dropped Palm
 - Components & Subsystems - Added Sterlite and Dropped Jiangsu Yongding
 - ODMs & EMS - Added Alpha Networks, Gemtek, Melco, Wistron

SagePoint Equipment 115 Universe

		Market Segment											
		Tier 1 TEMs	Wireline Network	Data Storage	VoIP & IMS	Audio/Video	Wireless Network	Satellite & GPS	Wireless Handset	Servers/Computing	Consumer Electronics	Components & Subsystems	ODMs & EMS
1	3PAR			X									
2	AAC Acoustic											X	
3	Aastra				X								
4	Acme Packet				X								
5	ADC		X										
6	ADTRAN		X										
7	Alcatel-Lucent	X											
8	Allwin						X						
9	Alpha Networks												X
10	Anhui Sun Create						X						
11	Apple								X	X			
12	Arris Group					X							
13	Aruba						X						
14	Ascom Holding						X						
15	Aviat Networks						X						
16	Axis					X							
17	Beijing BDStar							X					
18	Belden										X		
19	Blue Coat		X										
20	Brocade			X									
21	BYD Elec										X		
22	Calix		X										
23	Ceragon						X						
24	China Wireless								X				
25	China Zhenhua								X				
26	CIENA		X										
27	Cisco	X											
28	Comba Telecom										X		
29	CommScope										X		
30	Compal												X

		Market Segment											
		Tier 1 TEMs	Wireline Network	Data Storage	VoIP & IMS	Audio/Video	Wireless Network	Satellite & GPS	Wireless Handset	Servers/Computing	Consumer Electronics	Components & Subsystems	ODMs & EMS
31	Compellent			X									
32	Comtech											X	
33	Corning											X	
34	Cray									X			
35	Cybertan												X
36	Datang Telecom						X						
37	Dell									X			
38	Digi Intl						X						
39	D-Link										X		
40	DragonWave						X						
41	Echelon						X						
42	EMC			X									
43	Ericsson		X										
44	EVS Broadcast					X							
45	F5 Networks			X									
46	Fiberhome		X										
47	Finisar											X	
48	Flextronics												X
49	Foxconn												X
50	Garmin							X					
51	Gemtek												X
52	Geovision					X							
53	GN Store Nord						X						
54	GoHigh Data				X								
55	Harmonic					X							
56	Harris					X							
57	HP									X			
58	IBM									X			
59	Infinera		X										
60	Isilon			X									

SagePoint Equipment 115 Universe - Continued

		Market Segment											
		Tier 1 TEMs	Wireline Network	Data Storage	VoIP & IMS	Audio/Video	Wireless Network	Satellite & GPS	Wireless Handset	Servers/Computing	Consumer Electronics	Components & Subsystems	ODMs & EMS
61	Jiangsu Zhongtian											X	
62	Juniper		X										
63	JVC KENWOOD									X	X		
64	Lenovo									X			
65	LG								X		X		
66	Lite-On												X
67	Loral							X					X
68	Melco												X
69	MiTAC												X
70	Motorola	X											
71	NEC	X											
72	Net Insight					X							
73	NetApp			X									
74	Netgear									X			
75	Ningbo Bird								X				
76	Nokia	X							X				
77	Pace					X							
78	Panasonic									X			
79	Philips Elec									X			
80	Pioneer									X			
81	Plantronics						X						
82	Polycom					X							
83	Powerwave											X	
84	Qisda												X
85	Quanta												X
86	Quantum			X									
87	Radware	X											
88	RIM								X				
89	Riverbed		X										
90	Sandvine		X										

		Market Segment											
		Tier 1 TEMs	Wireline Network	Data Storage	VoIP & IMS	Audio/Video	Wireless Network	Satellite & GPS	Wireless Handset	Servers/Computing	Consumer Electronics	Components & Subsystems	ODMs & EMS
91	SeaChange					X							
92	Seagate			X									
93	Sharp										X		
94	ShoreTel				X								
95	Silicon Graphics									X			
96	Sonus Networks				X								
97	Sony										X		
98	Sterlite											X	
99	Sunwave						X						
100	Super Micro									X			
101	Sycamore		X										
102	TCS							X					
103	Technicolor					X							
104	Tekelec		X		X								
105	Tellabs		X										
106	TiVo					X							
107	TKH Group											X	
108	TomTom							X					
109	Trimble							X					
110	ViaSat							X					
111	Vtech										X		
112	Western Digital			X									
113	Wistron												X
114	Wuhan										X		
115	ZTE	X											

SagePoint's Viewpoint - Key Takeaways

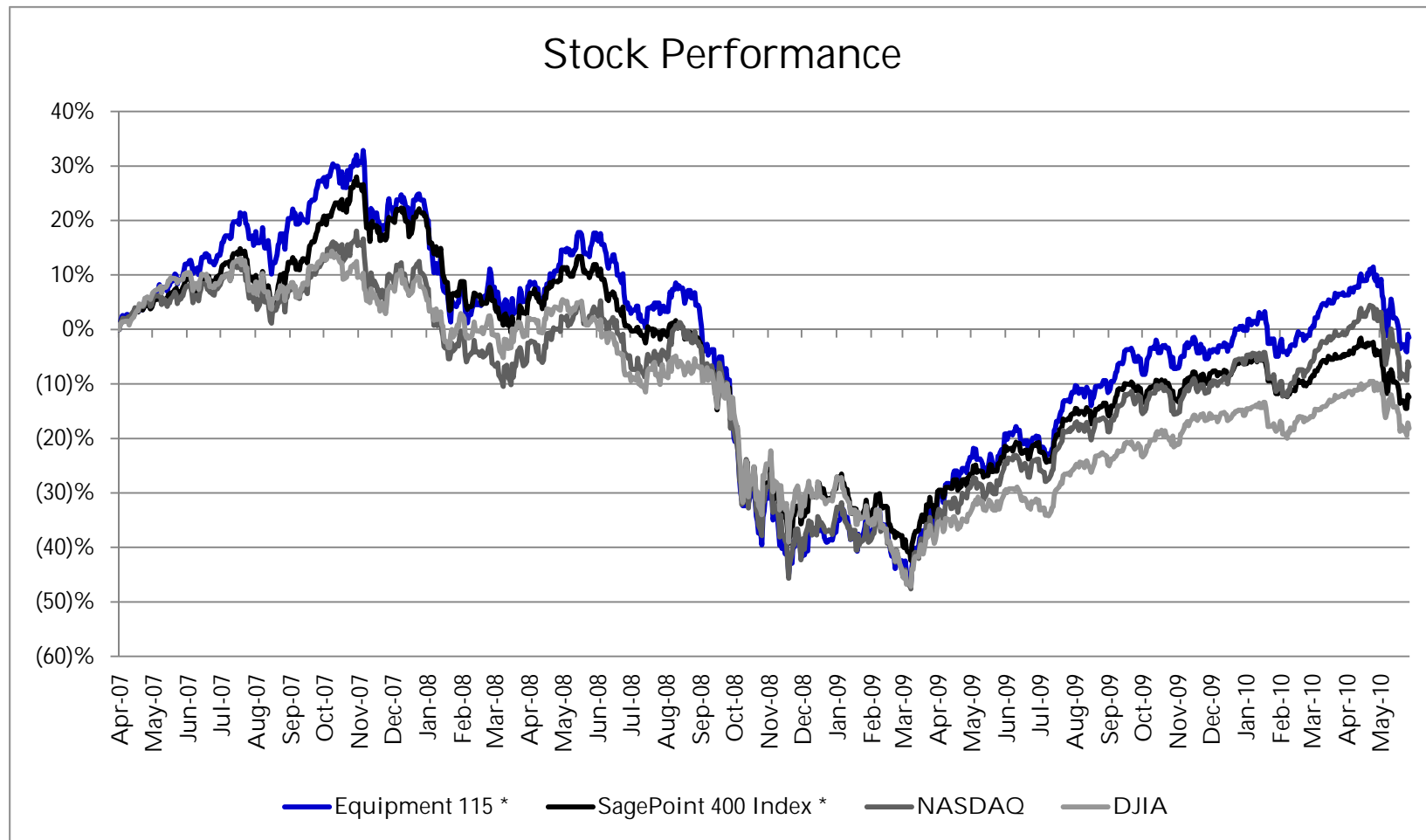
- The Equipment 115 performed well throughout Q1 but European economic concerns hit stocks in late April and left the Equipment 115 down 1.3% from the beginning of Q1
 - SagePoint Equipment 115 companies posted a median drop of 6.7% since the beginning of Q1
 - Wireline Network and Satellite & GPS managed to post solid gains up 19% and 9.4%, respectively
- Equipment vendors are consistently meeting or beating revenue and EPS targets
 - 77% met or beat Q1 revenue targets and 81% met or beat EPS targets
 - 41% of companies beat revenue targets by 2-10% with 11% beating by over 10%
 - 31% beat EPS targets by over 20%
- Q1 saw the first return to double digit revenue growth in 7 quarters
 - Median revenue growth was 21% with only Tier 1 TEMs not posting double digit growth
 - Revenue growth is expected to continue with median growth of 14% over the next twelve months
 - The Wireless Handset, Servers/Computing and Components & Subsystems segments are expected to deliver 20+% growth
- Healthy earnings growth continues for the Equipment 115
 - Median EPS growth is very strong at 61%, though many companies growth rate is exaggerated as they are coming off low bases
 - Wireless Network led with 130% growth with Consumer Electronics, Components & Subsystems and ODMs & EMS also outperforming with EPS growth of 80%+
 - EPS growth is expected to continue over the next twelve months at a more modest pace with 29% growth projected

SagePoint's Viewpoint - Key Takeaways Continued

- Equipment 115 operating models have been repaired for the most part although certain segments remain under pressure
 - Median gross margins dipped slightly to 35.9% in Q1 but remain near three year highs
 - Median R&D grew slightly to 10.2% of revenues as many companies begin to invest in innovation again
 - Median SG&A as a % of revenues also increased to 19.6% following three quarters of deep cuts
 - Q1 median net margin of 4.6% was down from 6.4% in Q4'09 as opex increased but net margins remain within the historical range with all segments in the black
- Valuation multiples expanded during Q1 and then retreated in April and May due to European troubles and are now below Q4'09 levels
 - Median LTM revenue multiple currently at 1.2x after reaching 1.5x at the end of Q1
 - Median P/E of 17x is at its lowest levels since Q1'09, down from 20.9x at the end of Q1
 - Data Storage and Audio/Video segments trade at premium LTM and NTM revenue multiples while Wireless Network and Wireline Network segments trade at premium LTM and NTM P/E multiples
- M&A activity was surprisingly quiet in Q1 as several historically active buyers digested significant Q4 acquisitions but SagePoint expects a return to activity for the remainder of 2010
 - Cisco, IBM, Ericsson, EMC, IBM, Motorola, Apple and RIM have all already made acquisitions in Q2
 - OEM consolidation trend will continue in an effort to rebuild scale to drive margins
 - Balance sheet strength remains strong and several active buyers have cash war chests
 - Prior R&D spending cuts will drive more buy-vs-build decisions as buyers look to fill product gaps
 - Many buyers may look externally for growth to augment organic growth and quickly add scale

SagePoint Equipment 115 Index Performance

- The Equipment 115 Index has dropped 1.3% since the beginning of Q1, outperforming the SagePoint 400 Index (-6.1%) but in line with NASDAQ (-0.5%) and DJIA (-2.4%)
- Following strong growth of 43.5% from 2009 through the end of Q1, the markets dropped sharply at the end of April amid concerns of economic troubles in Europe with the Equipment 115 Index dropping nearly 13% over the following 30 days

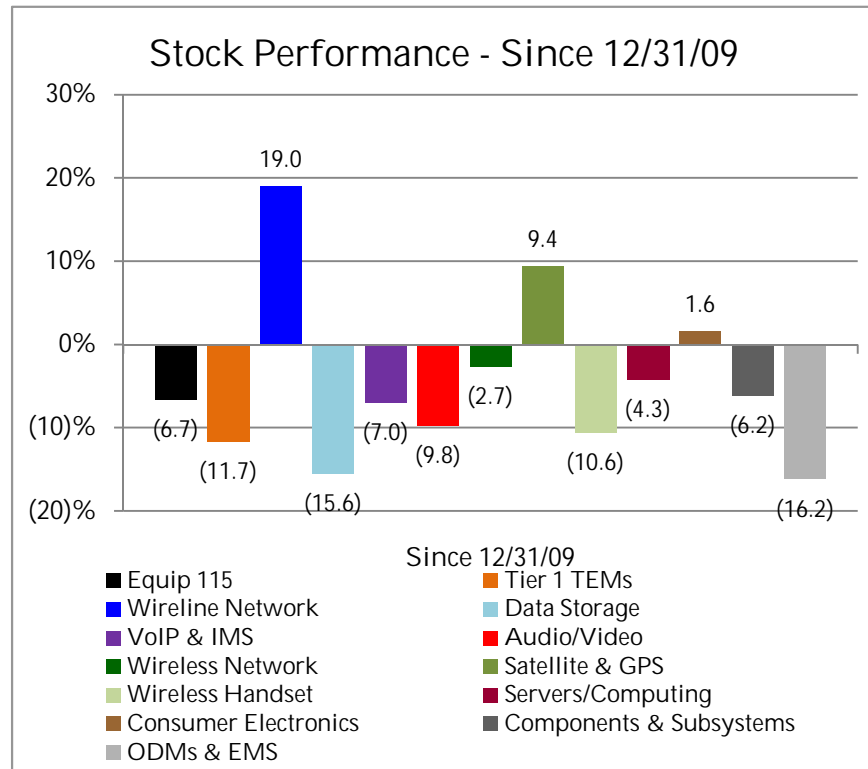


* Market Value weighted index

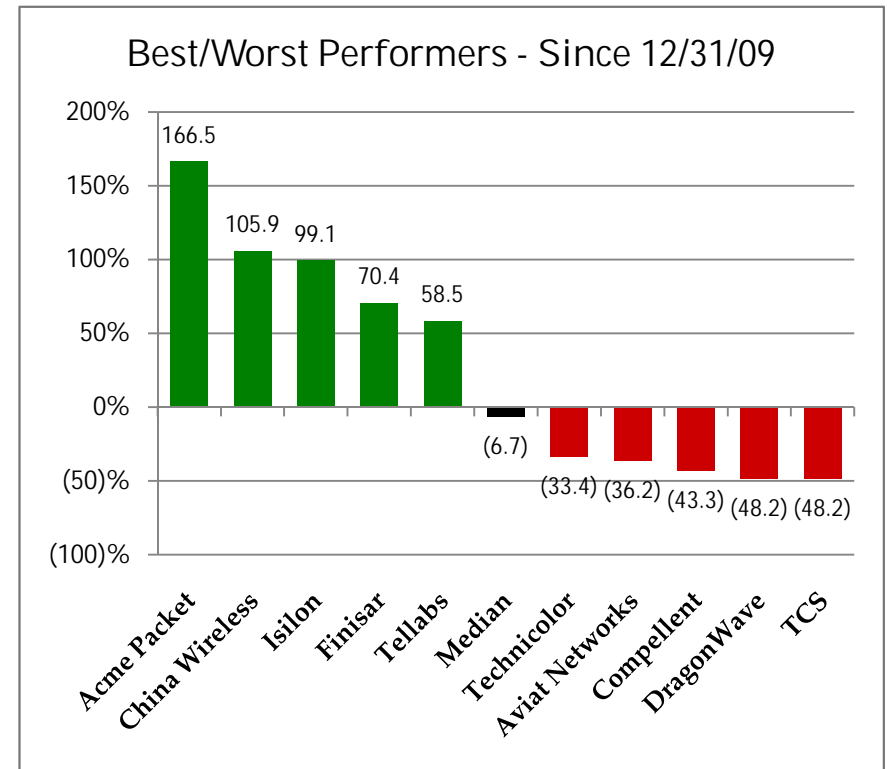
SagePoint Equipment 115 – Q1 2010

Stock Performance Since Beginning of Q1

- The Equipment 115 recovery reversed in late April with a median drop of 6.7% since 12/31/09
- Wireline Network and Satellite & GPS bucked the trend with Consumer Electronics the only other segment showing an increase
- Big winners included Acme Packet and China Wireless for the second straight quarter with Isilon, Finisar and Tellabs rounding out the top 5
 - Acme Packet bested revenue estimates and raised guidance while China Wireless expects strong growth to continue for 3G smartphones in China



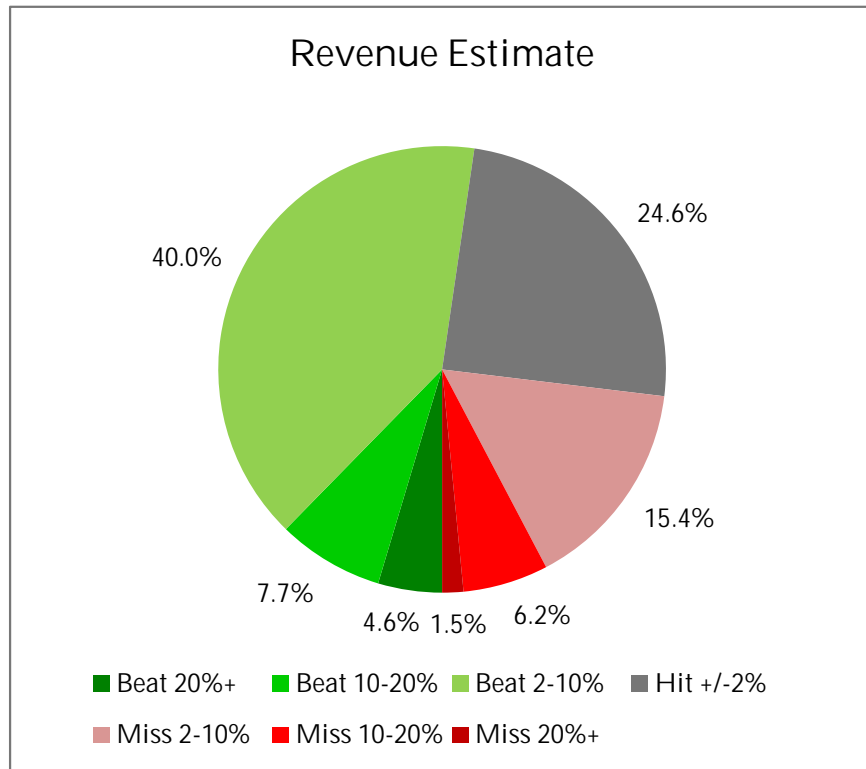
Source: SagePoint Advisors & Capital IQ



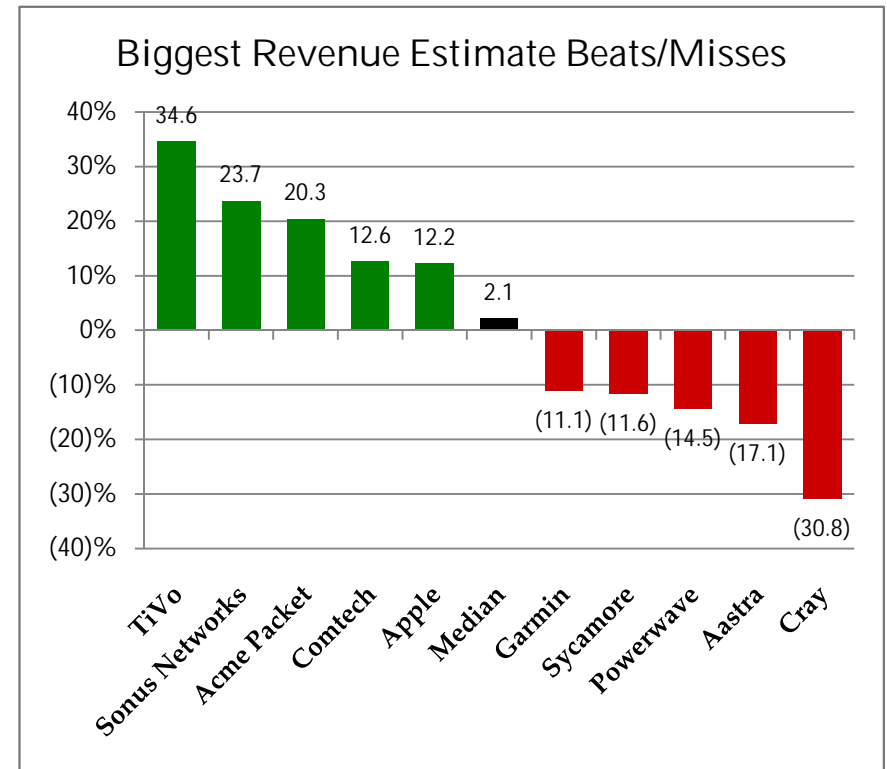
Source: SagePoint Advisors & Capital IQ

Q1 Performance Versus Analyst Estimates – Revenue

- Positive news continues to dominate earnings season as 77% of the Equipment 115 met or beat revenue estimates
 - Tivo beat on higher than expected hardware revenue due to RCN’s initial rollout
 - Sonus beat as quarterly sales fluctuate due to revenue recognition of deployed gateways
 - Acme Packet converted strong Q4 backlog into sales and had strong SBC shipments to Verizon Wireless
 - Cray’s big miss is due to very lumpy revenues, however 2010 guidance remains unchanged



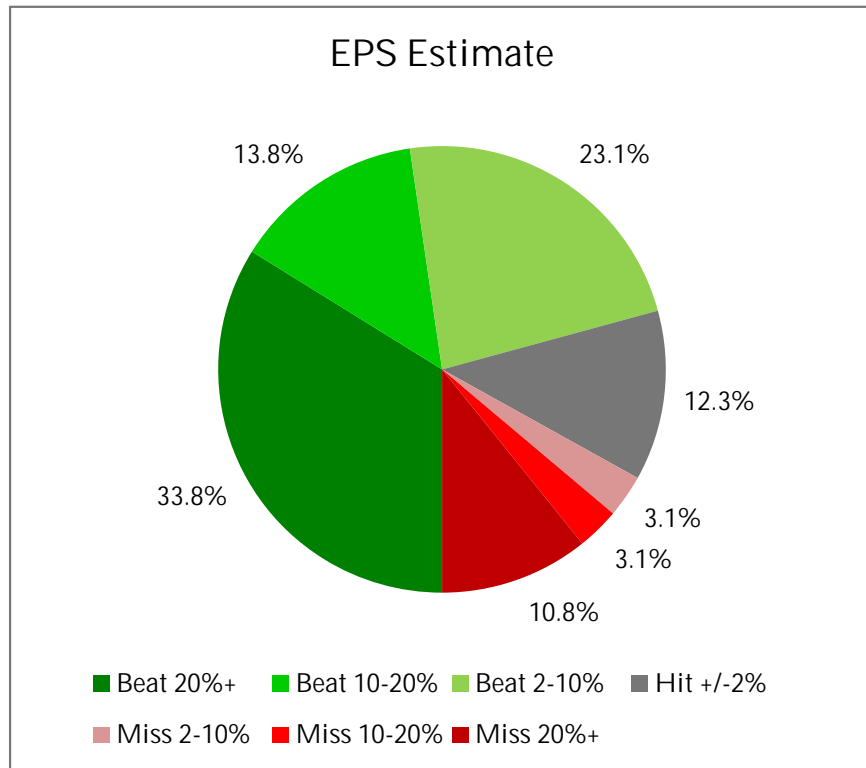
Source: SagePoint Advisors & Capital IQ



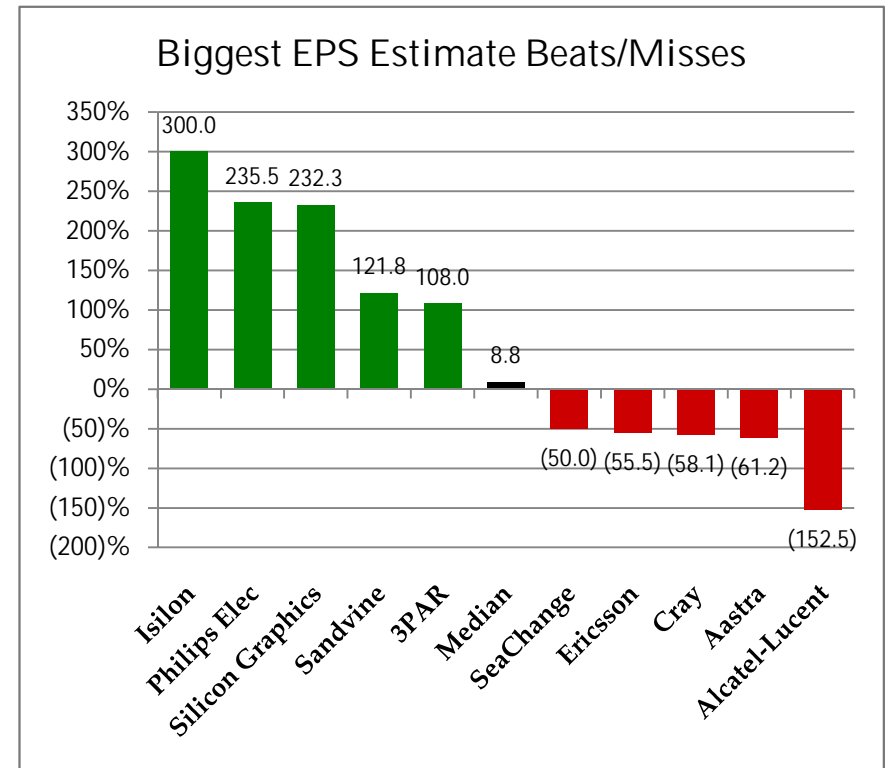
Source: SagePoint Advisors & Capital IQ

Q1 Performance Versus Analyst Estimates – EPS

- The vast majority (81%) of the Equipment 115 beat or met estimates with 32% of the companies beating by more than 20%
 - Pent up demand at Isilon led to record sales and gross margins driving a big earnings beat
 - Philips and Sandvine revenue beats and cost cutting drove strong EPS surprises
 - Silicon Graphics increased EPS despite revenue below expectations on improved margins
 - Alcatel-Lucent missed revenue as component shortages prevented product shipments and the company failed to improve margins to expected levels



Source: SagePoint Advisors & Capital IQ

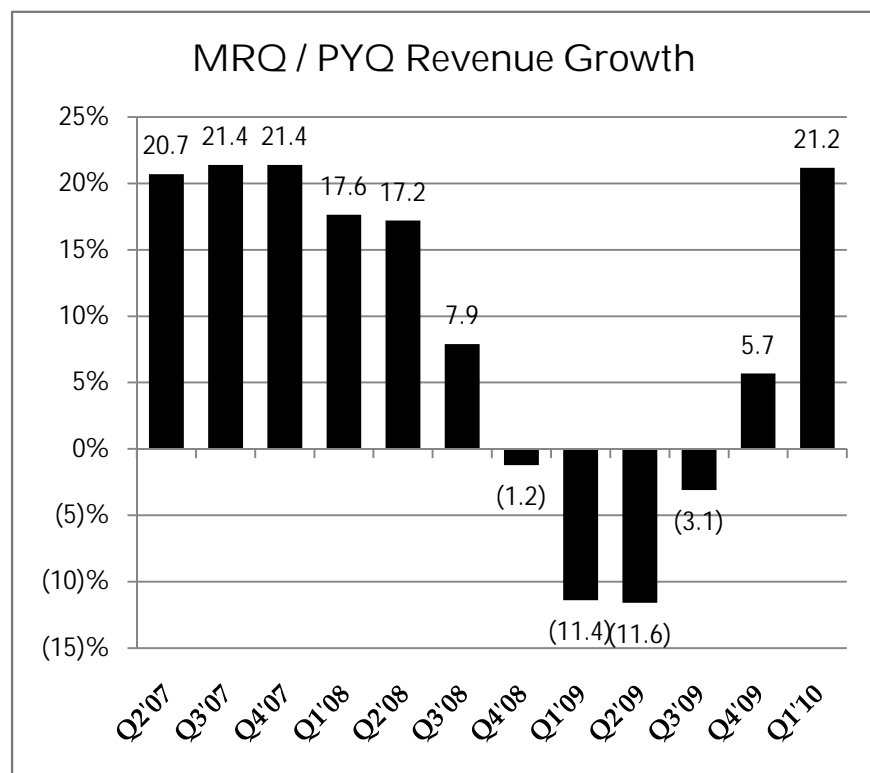


Source: SagePoint Advisors & Capital IQ

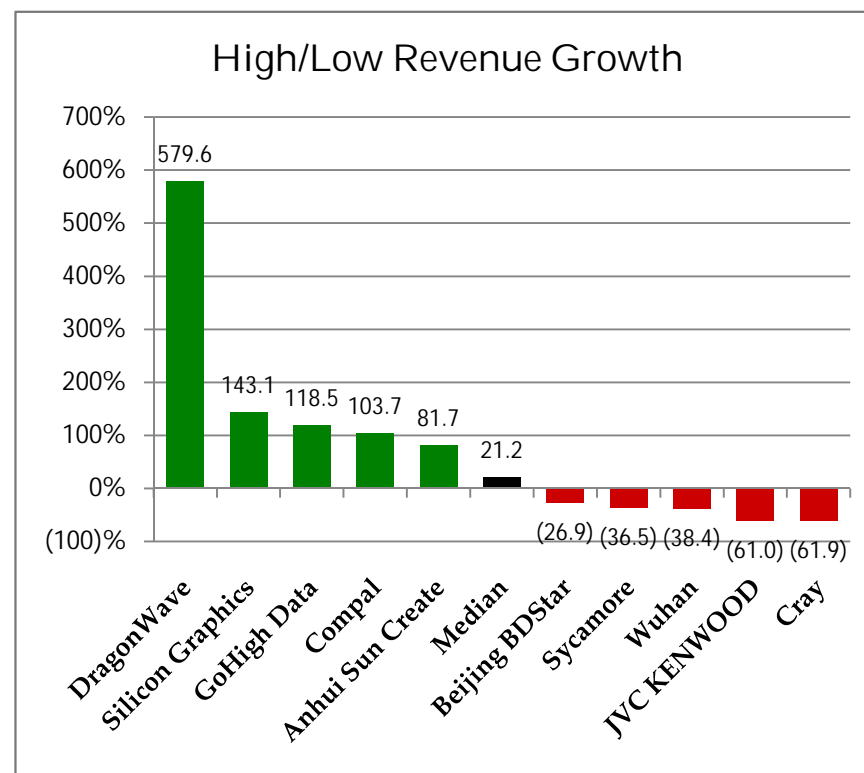
Note: Excludes companies projected to have a net margin between -1% and 1%

Operating Metrics – Revenue Growth

- Median revenue growth of 21% in Q1 marks a return to double digit growth
- Clearwire’s buildout drove huge growth at DragonWave, but shares have dropped significantly since an early May announcement that Clearwire buildout may be slowing
 - Silicon Graphics’ revenue increase resulted from Rackable/SGI combination
 - GoHigh Data posted strong growth on accelerating VoIP rollout
 - Compal’s strong growth driven by renewed demand following huge revenue drop during weak economy



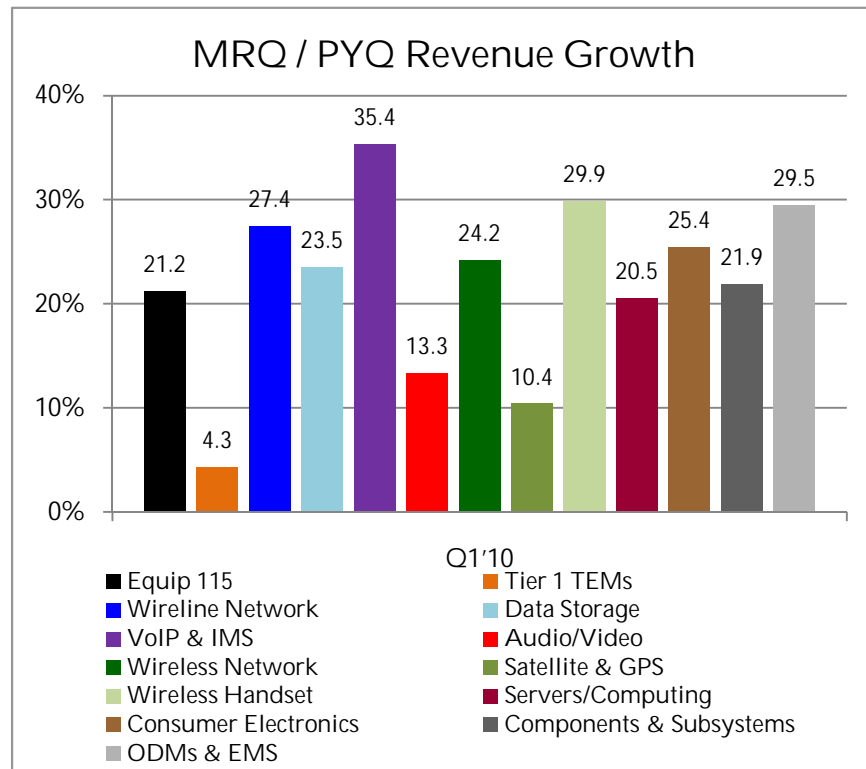
Source: SagePoint Advisors & Capital IQ



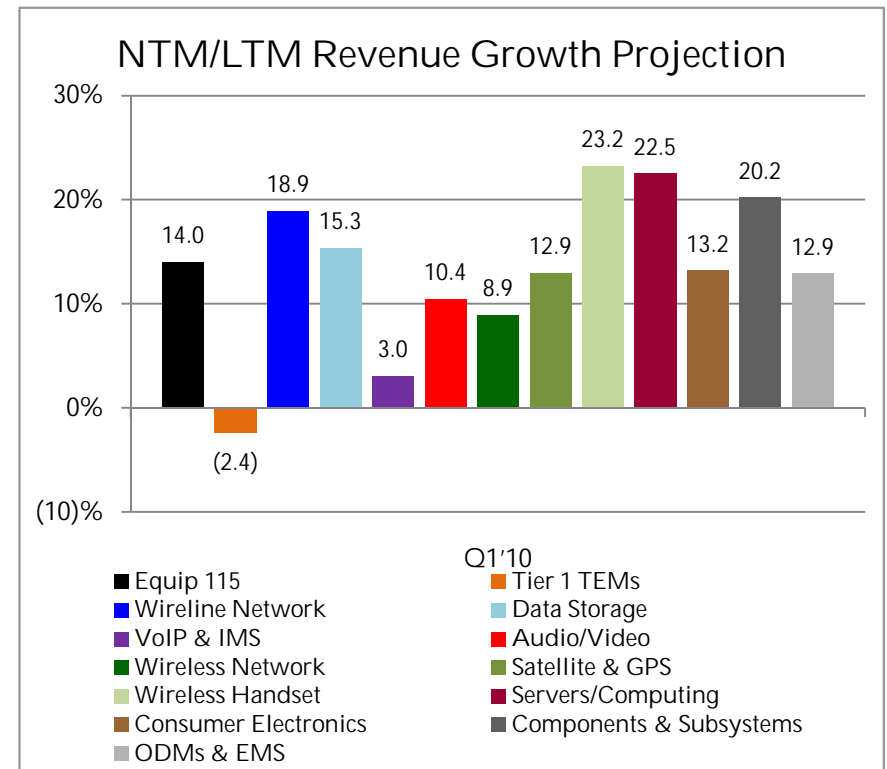
Source: SagePoint Advisors & Capital IQ

Operating Metrics – Revenue Growth by Segment

- Strong growth of over 25% posted for VoIP & IMS, Wireless Handset, ODMs & EMS and Consumer Electronics segments as companies recover from weak sales in Q1'09
 - Only Tier 1 TEMs failed to produce double digit revenue growth
- Revenue growth is expected to continue with median growth of 14% over next twelve months
 - Wireless Handsets are expected to lead with 23% growth as consumers update handsets with Servers/ Computing close behind and Components & Subsystems returning to growth after past sluggish sales
 - Tier 1 TEMs is the only segment projecting further revenue contraction



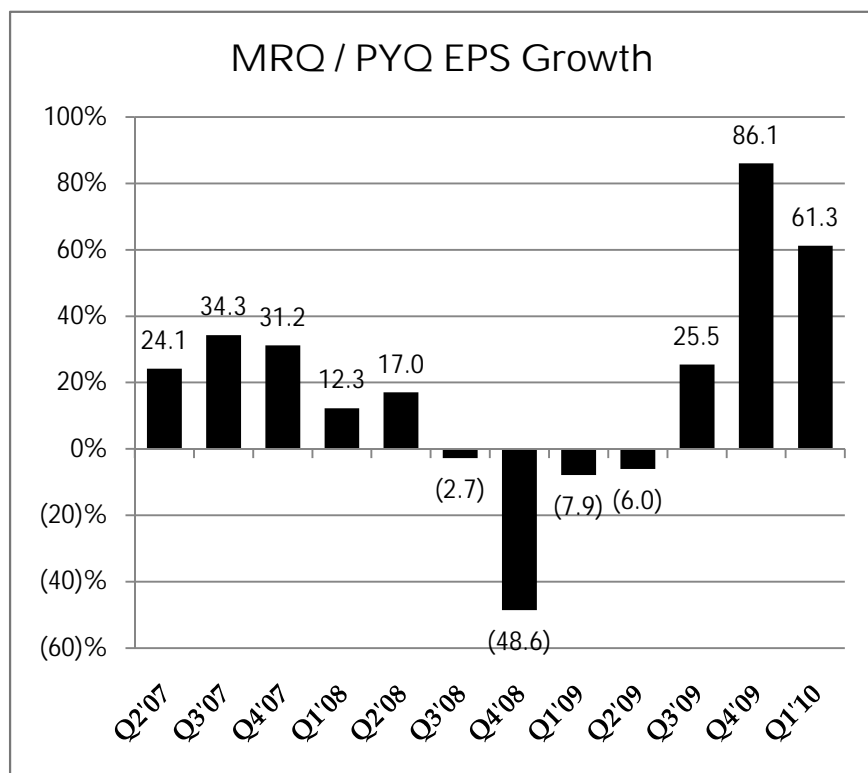
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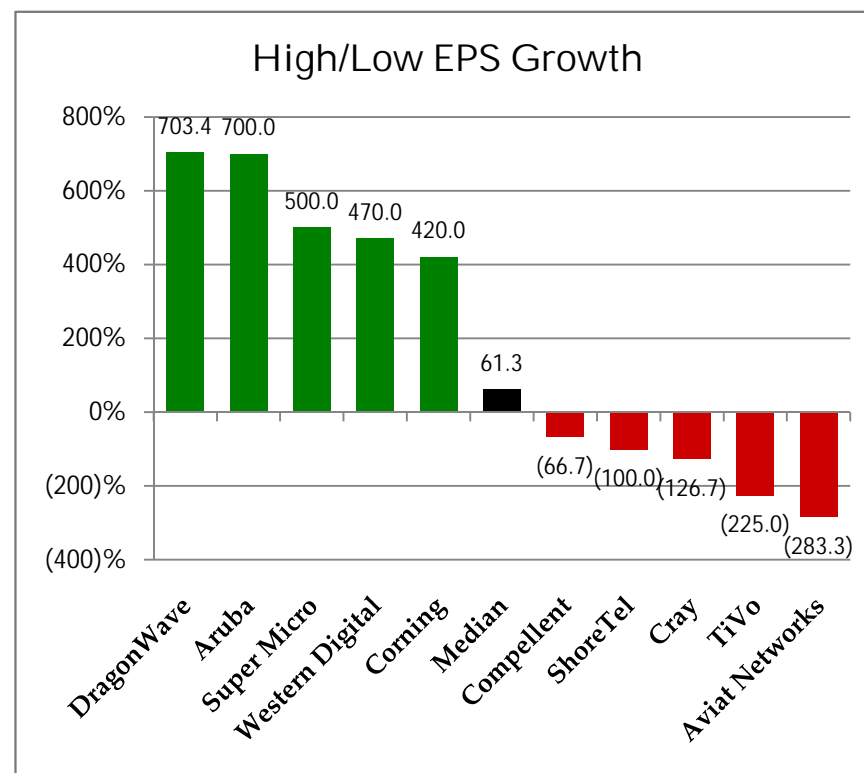
Operating Metrics – EPS Growth

- Strong median EPS growth continues for the Equipment 115 at more than 60% as renewed sales growth and reduced operating costs translate to strong earnings relative to a weak Q1'09
 - DragonWave's EPS growth was driven by explosive revenue growth (500+%) while Aruba, Super Micro, Western Digital and Corning also benefitted from 50-75% revenue growth
 - Aviat and Cray EPS contraction was driven by 62% and 24% revenue contraction, respectively
 - Tivo EPS drop due to worsening gross and operating margins while Compellent saw opex increase
 - Shoretel drop in EPS due to loss in interest and other income as well as final lawsuit settlement charges



Source: SagePoint Advisors & Capital IQ

Note: Excludes companies with a net margin between -1% and 1% in the PYQ

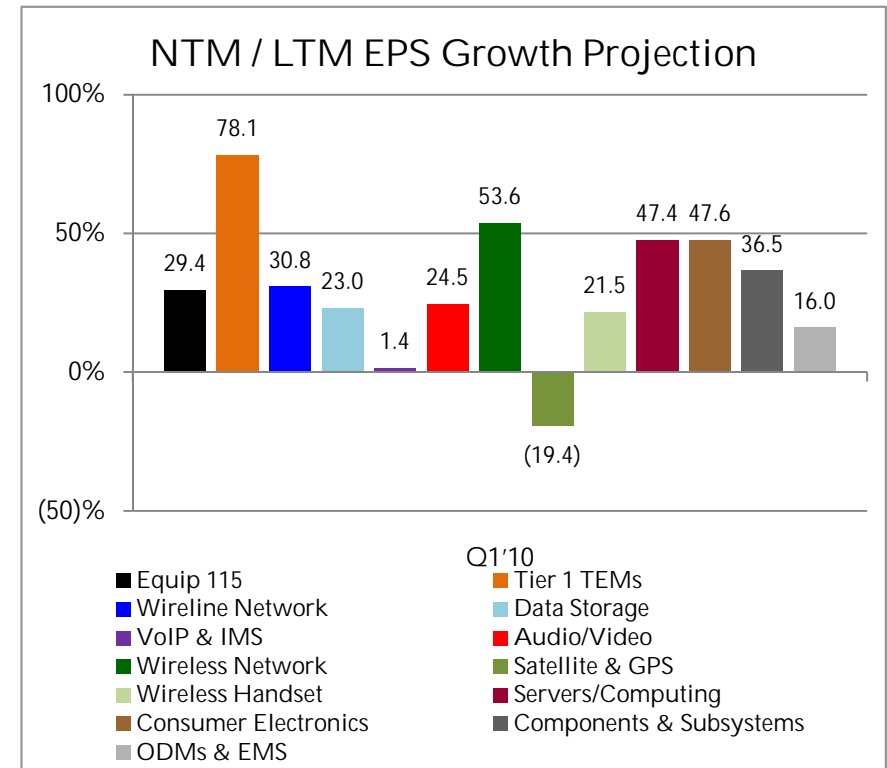
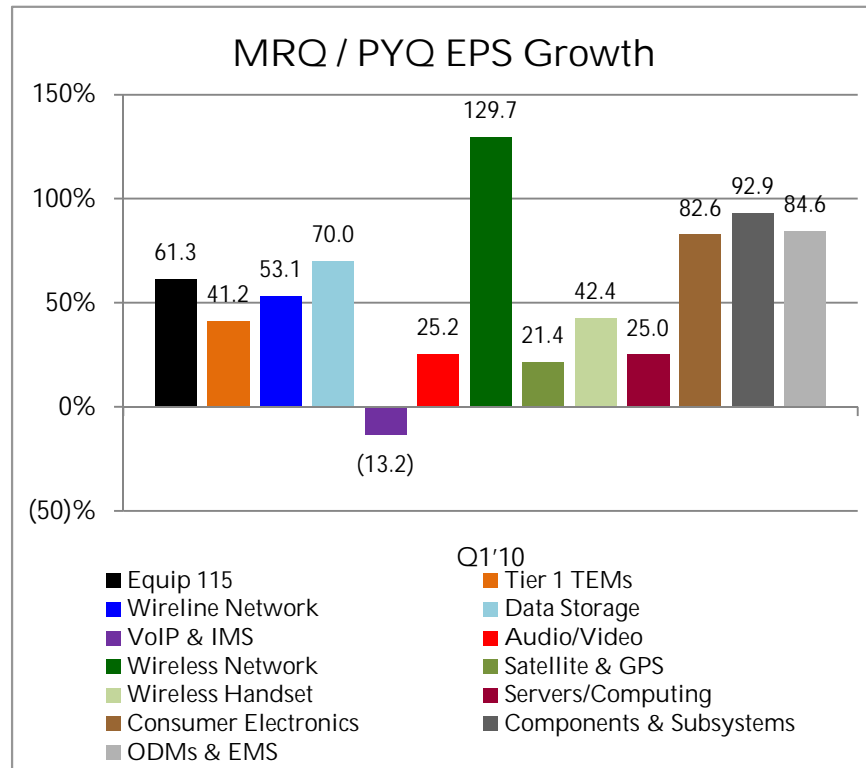


Source: SagePoint Advisors & Capital IQ

Note: Excludes companies with a net margin between -1% and 1% in the PYQ

Operating Metrics – EPS Growth by Segment

- Wireless Network led with triple digit media EPS growth with Consumer Electronics, Components & Subsystems and ODMs & EMS posting strong growth of 80-95%
- VoIP & IMS was the only segment with EPS contraction
- Median EPS growth of 29% is projected for the Equipment 115 for the next twelve months
 - Satellite & GPS is the only segment expecting revenue contraction with VoIP & IMS as the only other segment not expecting double digit EPS growth
 - 78% growth in Tier 1 TEMs expected despite revenue decline due to cost reductions taking hold



Source: SagePoint Advisors & Capital IQ

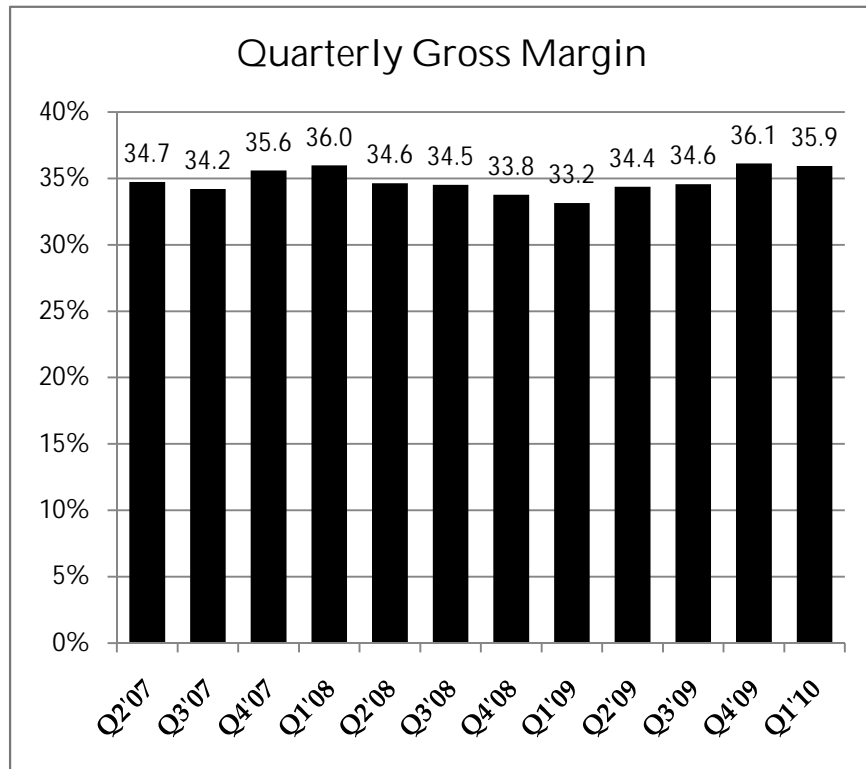
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Source: SagePoint Advisors & Capital IQ

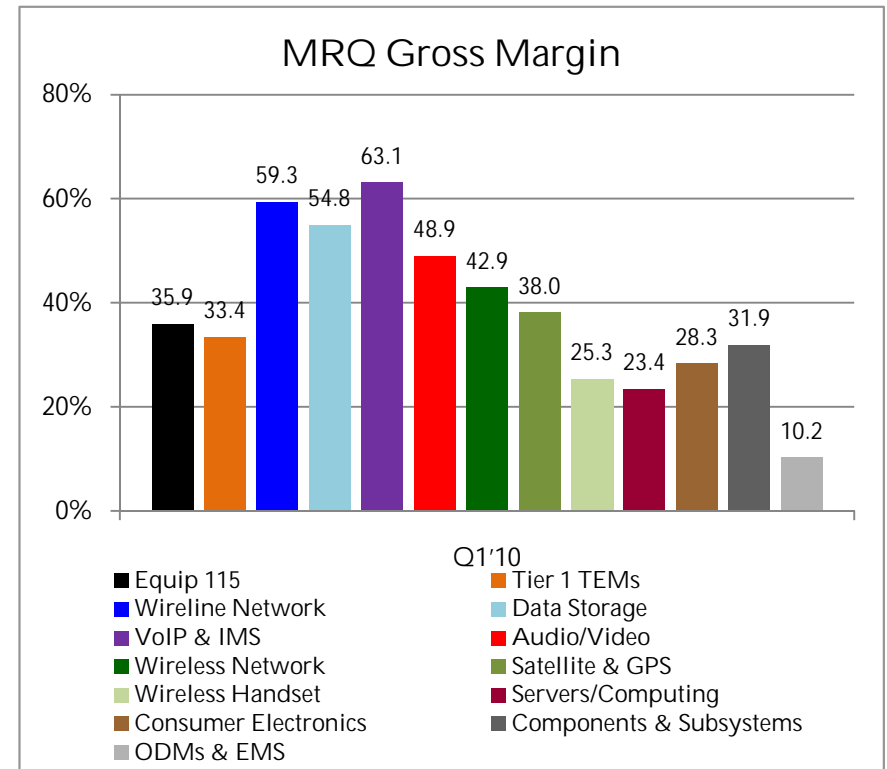
Note: Excludes companies with a net margin between -1% and 1% in the PYQ

Operating Metrics – Gross Margins

- Median gross margins remain very strong at 35.9% despite a slight decline from recent peak in Q4'09
- VOIP/IMS & Wireline Network segments command premium gross margins of 63% & 59%
 - Data Storage and Audio/Video also outperform at 55% and 49%, respectively
- Wireless Handset, Servers/Computing and Consumer Electronics lag the median and the ODMs & EMS segment generates very slim gross margins



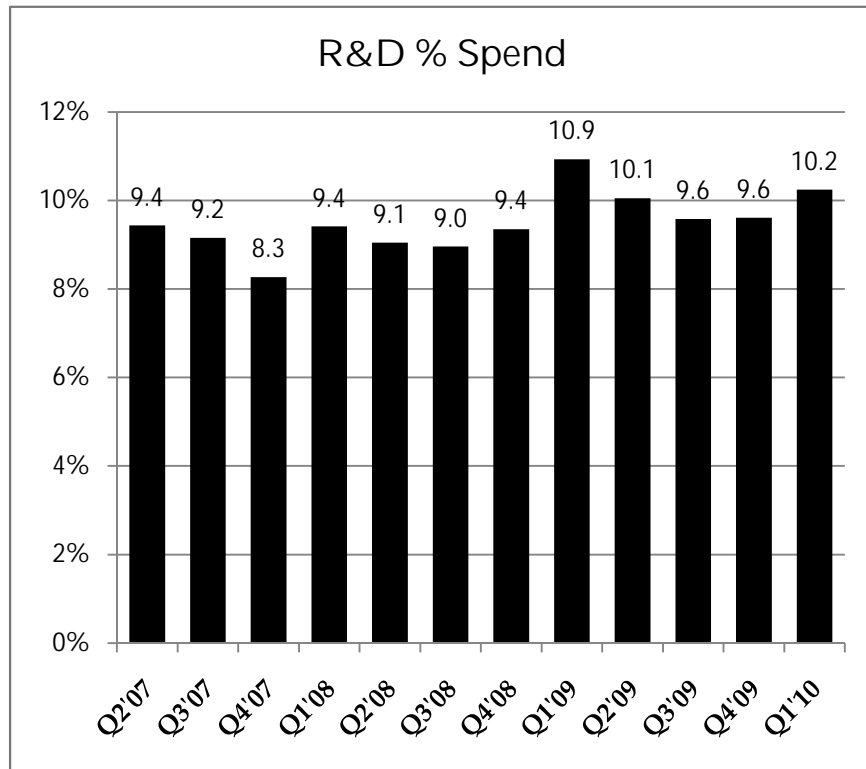
Source: SagePoint Advisors & Capital IQ



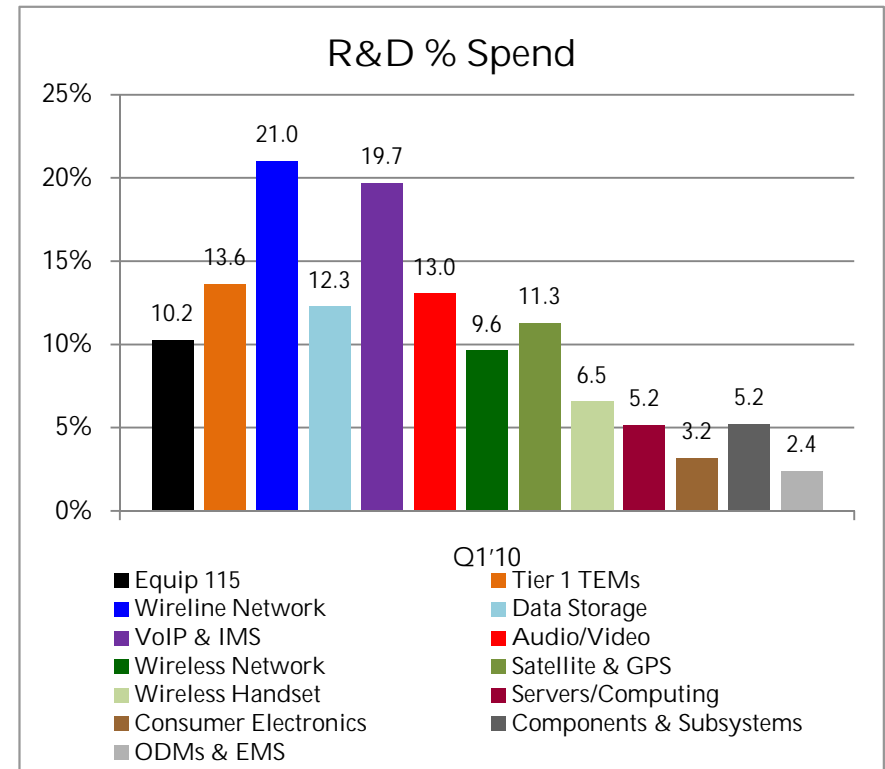
Source: SagePoint Advisors & Capital IQ

Operating Metrics – R&D as a % of Revenues

- Median R&D as a % of revenues is towards the high end of historic levels as spending resumes for most companies following deep cuts throughout '09
 - Aggregate R&D spending actually decreased 2% as many larger players continue to cut costs
 - Nokia in particular cut R&D aggressively and aggregate R&D spending excluding Nokia increased 2%
- Reduced R&D investment will likely lead to more M&A (buy instead of build), particularly for larger players that have significantly reduced R&D spend in an effort to drive near term profits



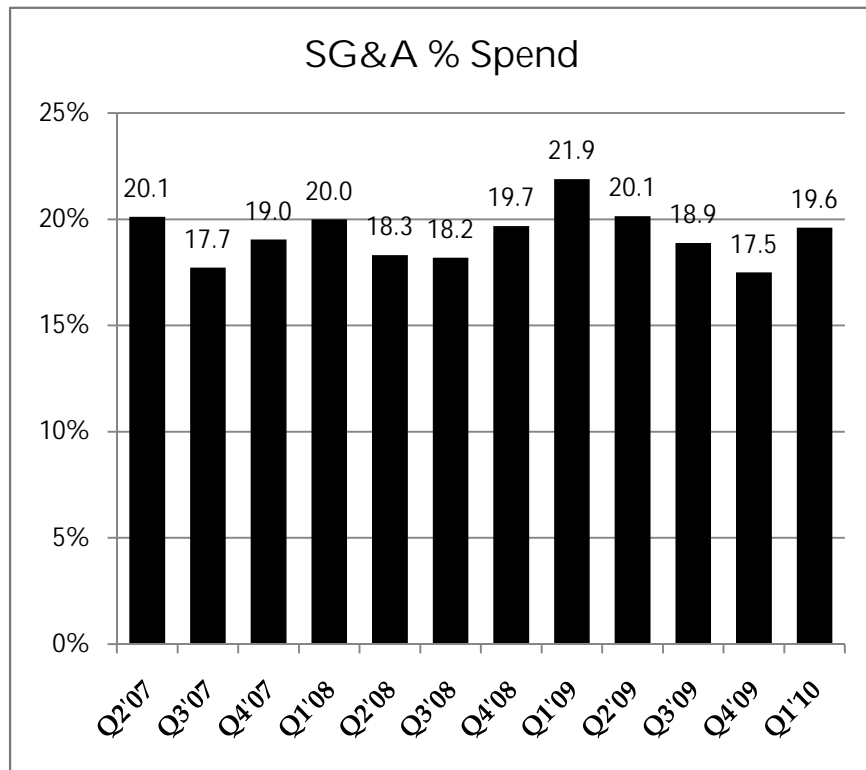
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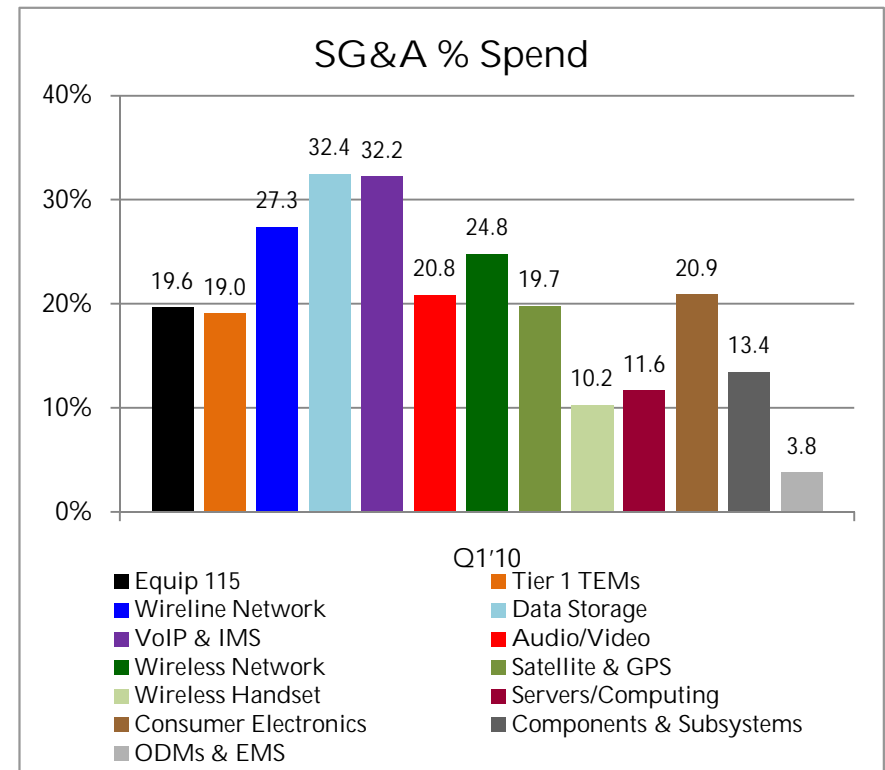
Source: SagePoint Advisors & Capital IQ

Operating Metrics – SG&A as a % of Revenues

- Median SG&A as a % of revenues grew to 19.7% following three quarters of deep cuts
 - Aggregate SG&A increased 6.7% in Q1
- Data Storage, VoIP/IMS and Wireline Network median SG&A as a % of revenues remains well above industry norms although those segments also enjoy above average gross margins
- ODMs & EMS, Wireless Handset, Servers/Computing and Components & Subsystems vendors must run very lean operations in order to generate healthy profits



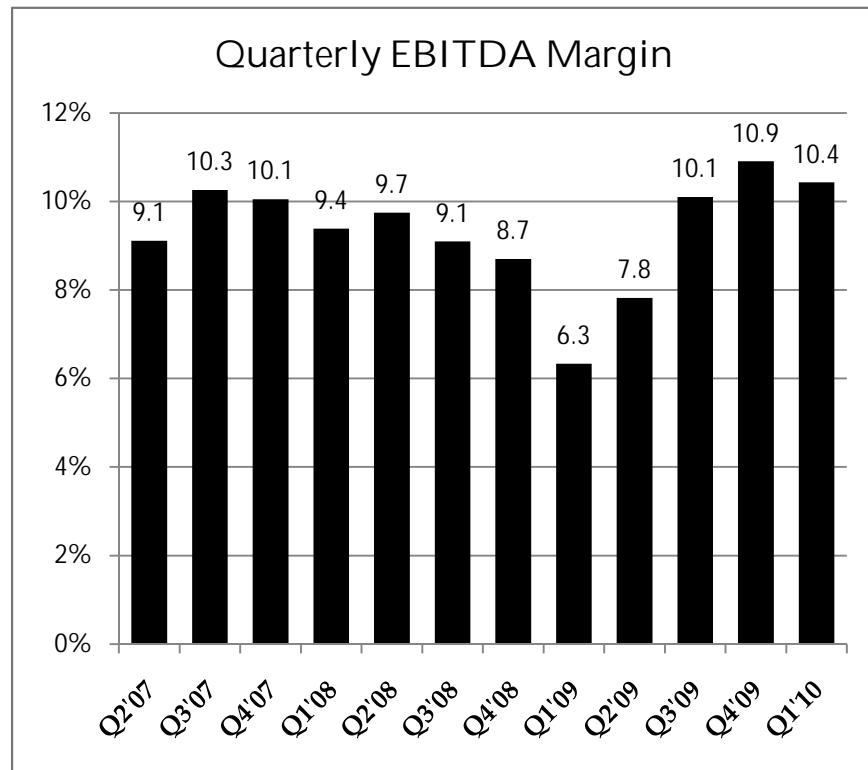
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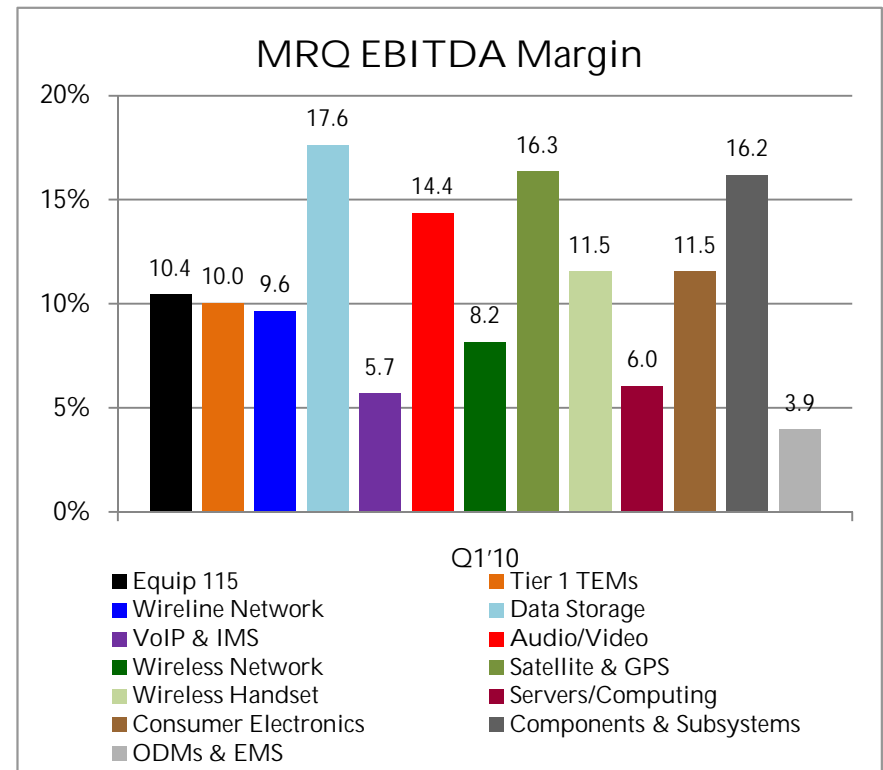
Source: SagePoint Advisors & Capital IQ

Operating Metrics – EBITDA Margins

- Median EBITDA margins contracted following three quarters of expansion as R&D and SG&A spending resumed following several quarters of deep cost cutting
 - EBITDA margins remain at the high end of historic norms
- Data Storage, Audio/Video, Satellite & GPS and Components & Subsystems outperform with 14-18% margins
- ODMs & EMS, VoIP & IMS & Servers/Computing post slim median EBITDA margins of 4-6%
 - Acme Packet and Tekelec deliver 20+% margins while other VoIP companies lack scale in most cases



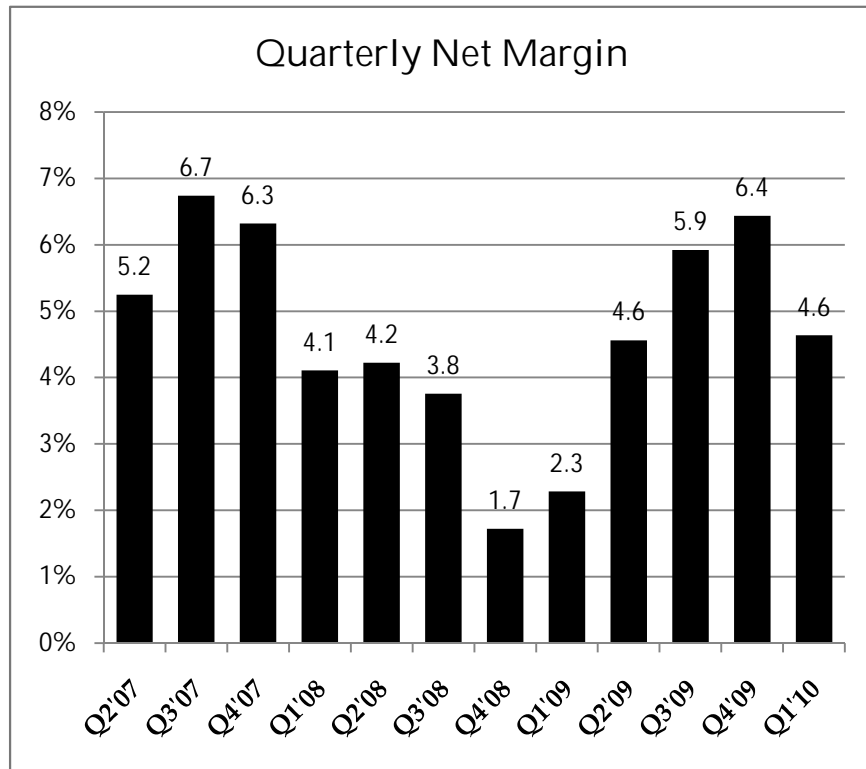
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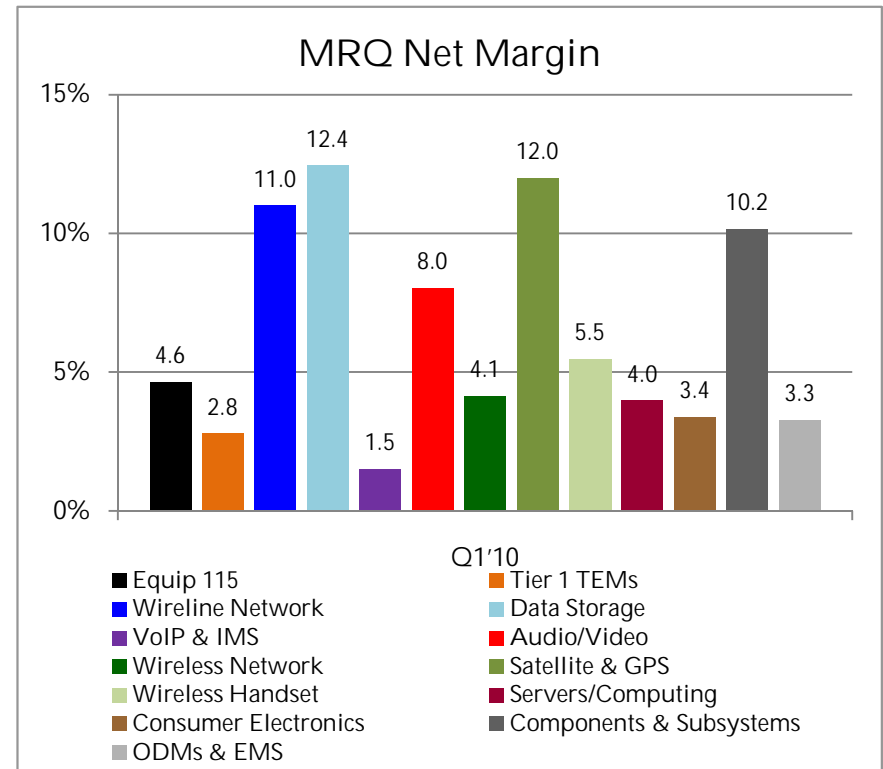
Source: SagePoint Advisors & Capital IQ

Operating Metrics – Net Margins

- Median net margins dropped but remain within the historical range of 4-6%
- Data Storage, Satellite & GPS, Wireline Network and Components & Subsystems achieved median net margins of 10-12.5% and Audio/Video also outperformed with 8%
- No segments posted a median net loss, though Tier 1 TEMs, ODMs & EMS, Consumer Electronics and VoIP & IMS margins remain quite slim at 1.5-3.5%



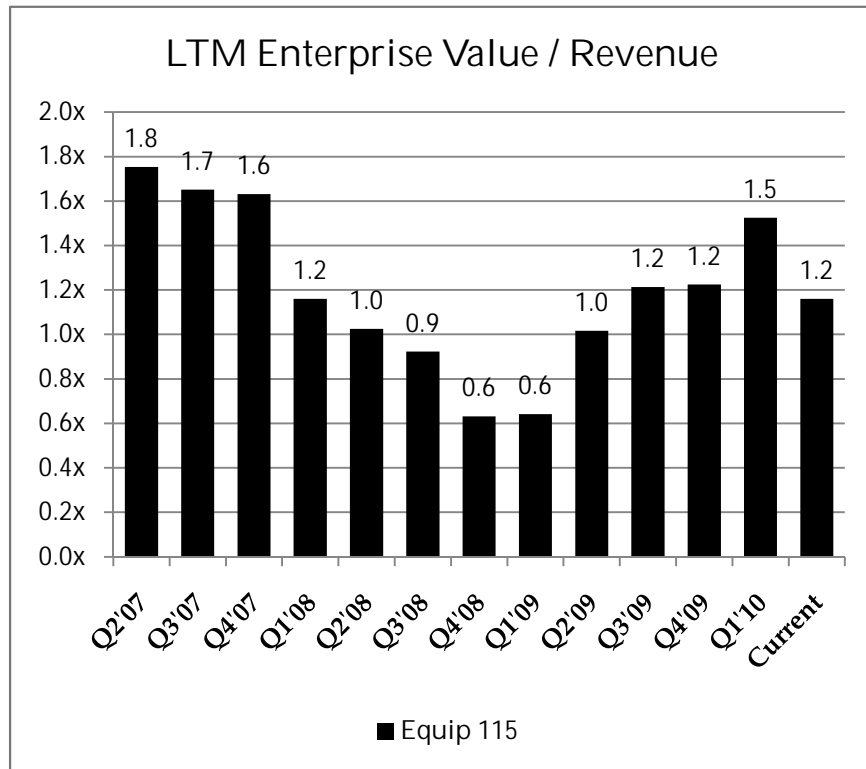
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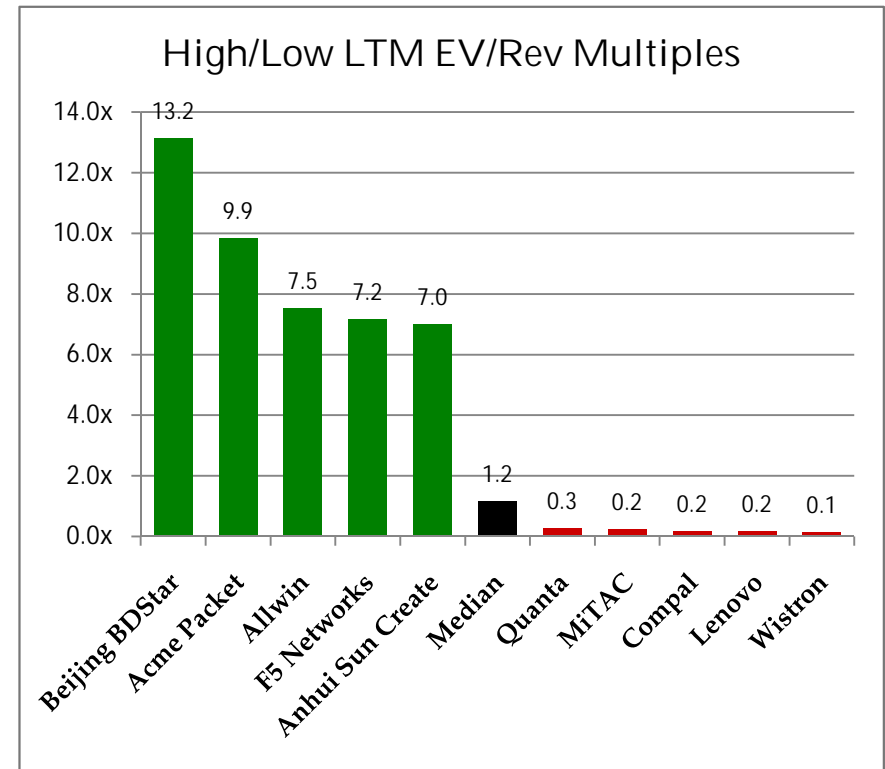
Source: SagePoint Advisors & Capital IQ

Valuation Metrics – LTM Revenue Multiples

- Median revenue multiples posted strong growth in Q1 as the US economy rebounded, but recently gave up those gains amid European economic concerns
- Strong growth projections of 25%+ for Beijing BDStar, Acme Packet and F5 lead to high multiples
 - Allwin and Anhui Sun Create generated 50+% revenue growth in the Q1
- 27 of the Equipment 115 still trade at 0.5x revenues or less, 10 of which are in ODMs & EMS



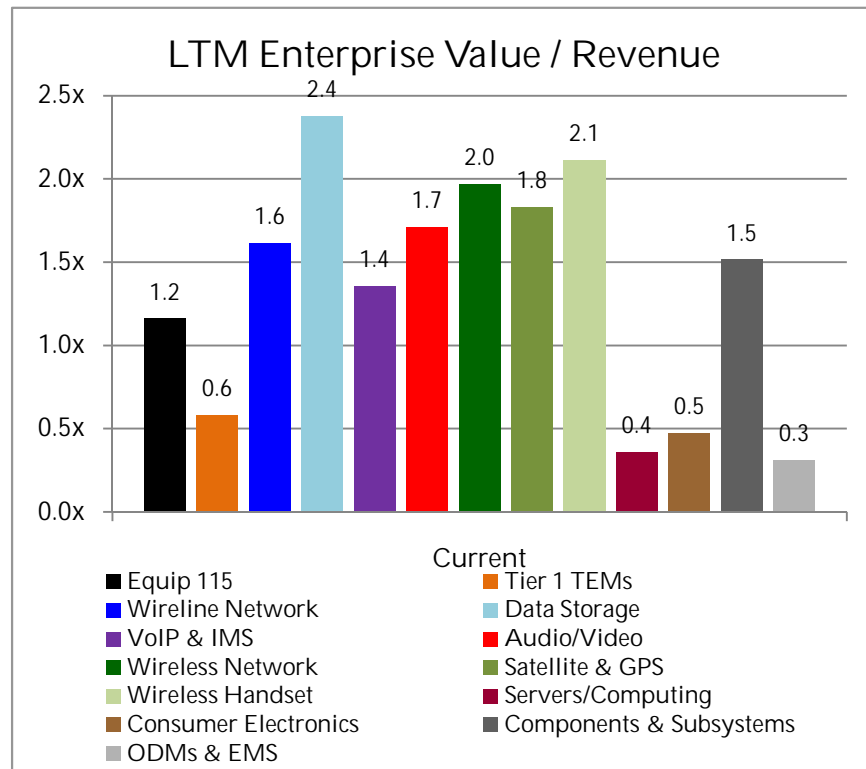
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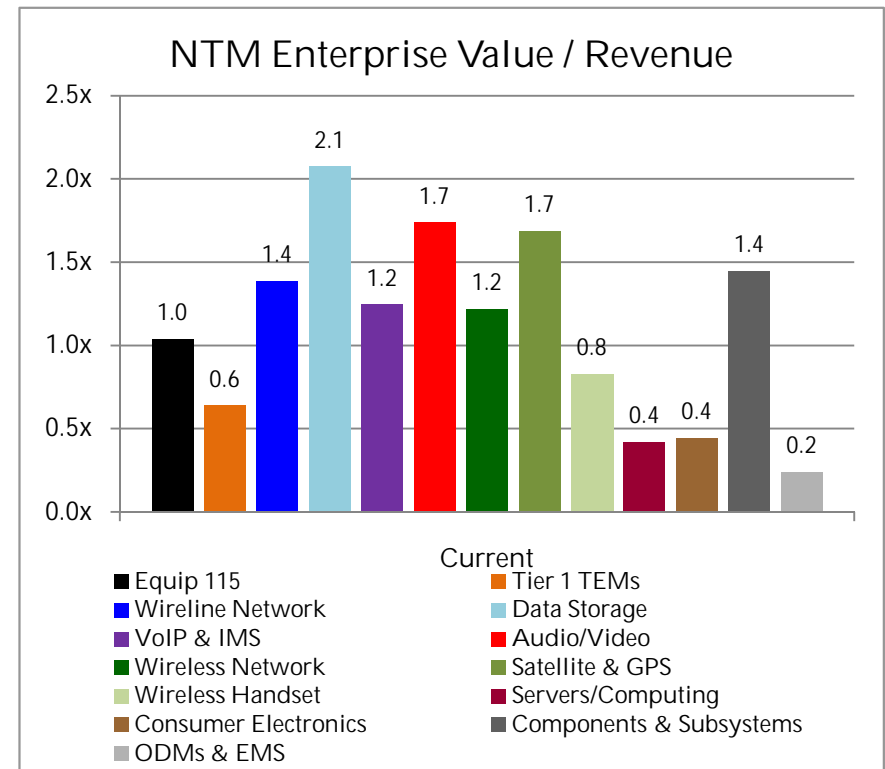
Source: SagePoint Advisors & Capital IQ

Valuation Metrics – Revenue Multiples By Segment

- Data Storage, Wireless Handset, Audio/Video and Wireless Network companies trade at premium LTM multiples of 2.0 or higher
 - Wireless Handset segment is expected to deliver 23% NTM revenue growth while Data Storage and Wireless Network segments delivered 24% median MRQ revenue growth
 - Audio/Video NTM multiple same as LTM due to lack of coverage for the weakest multiple company
- Trading below 1x are Tier 1 TEMs, Consumer Electronics and ODMs & EMS due to weak margins and/or below median growth expectations



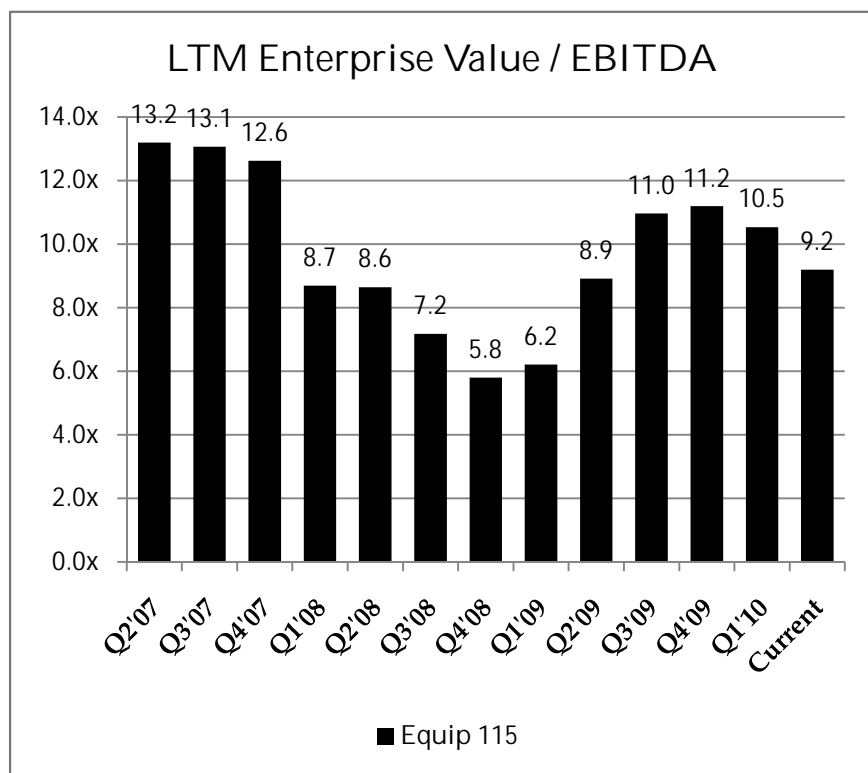
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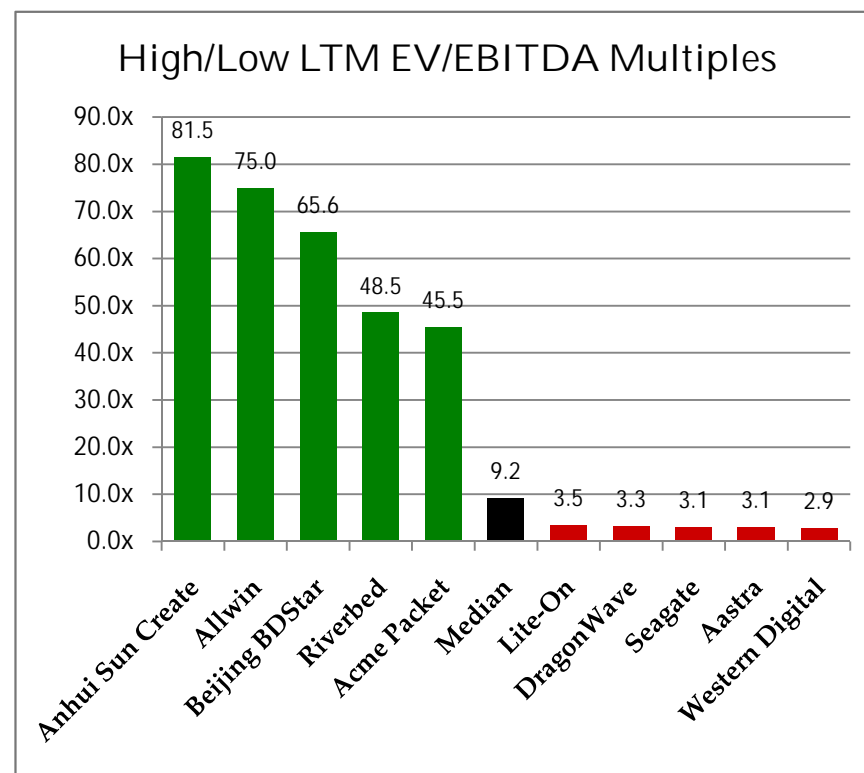
Valuation Metrics – LTM EBITDA Multiples

- Median LTM EBITDA multiples fell in Q1 due to strong EBITDA growth coupled with the market correction brought on by European concerns
- Analysts are expecting triple digit EBITDA growth at Beijing BDStar, Riverbed and Acme Packet
 - Investors appear to be expecting similar growth from Anhui Sun and Allwin
- 51 companies in the Equipment 115 trade at less than 10x EBITDA with 15 below 5x



Source: SagePoint Advisors & Capital IQ

Note: Excludes companies with an LTM EBITDA margin below 5% and >20x mult

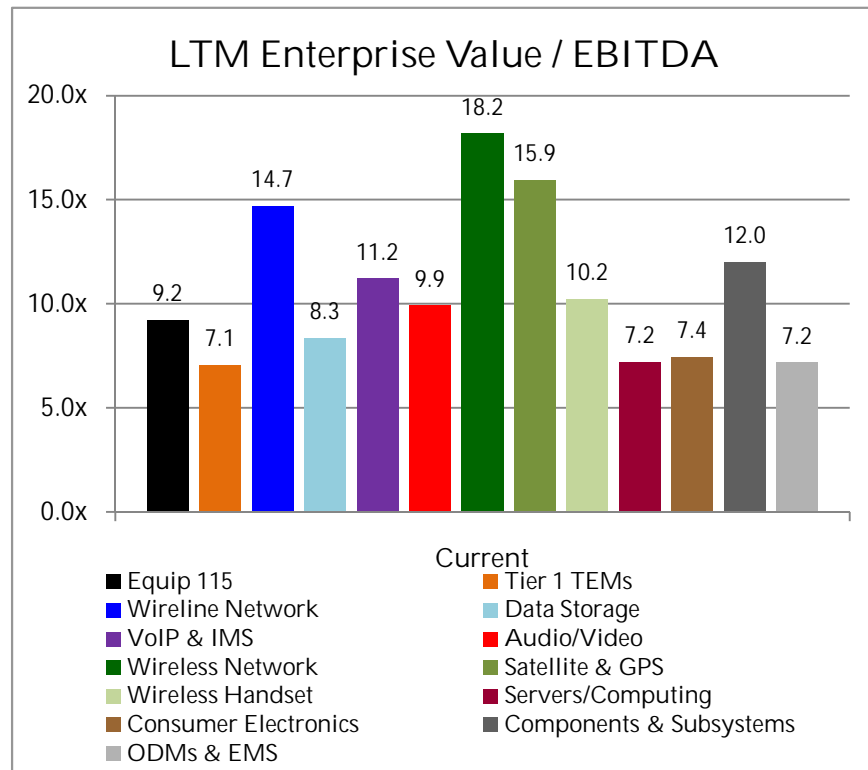


Source: SagePoint Advisors & Capital IQ

Note: Excludes companies with an LTM EBITDA margin below 5% and >20x mult

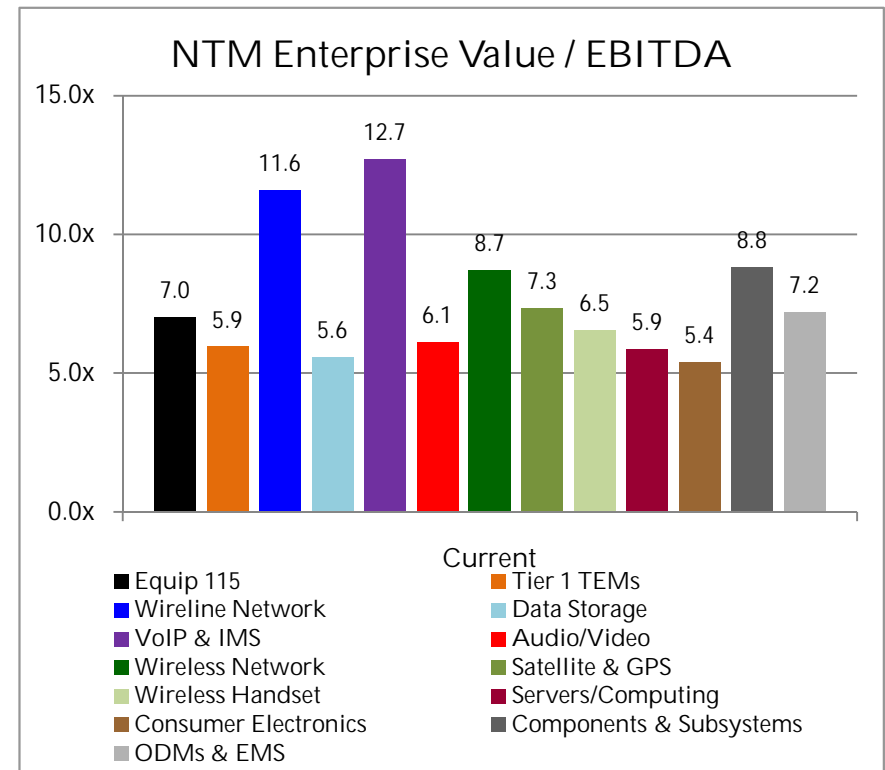
Valuation Metrics – EBITDA Multiples By Segment

- Most Equipment segments trade at median NTM EBITDA multiples of 5-9x
 - Wireline Network trades at a premium on strong EBITDA growth prospects and margins
 - VoIP & IMS segment appears to trade at premium NTM multiples because Sonus and Tekelec project EBITDA contraction
 - Wireless Network and Satellite & GPS segments trade at premium LTM multiples but in line NTM due to a lack of projections for high multiple companies



Source: SagePoint Advisors & Capital IQ

Note: Excludes companies with an LTM EBITDA margin below 5% and >20x mult

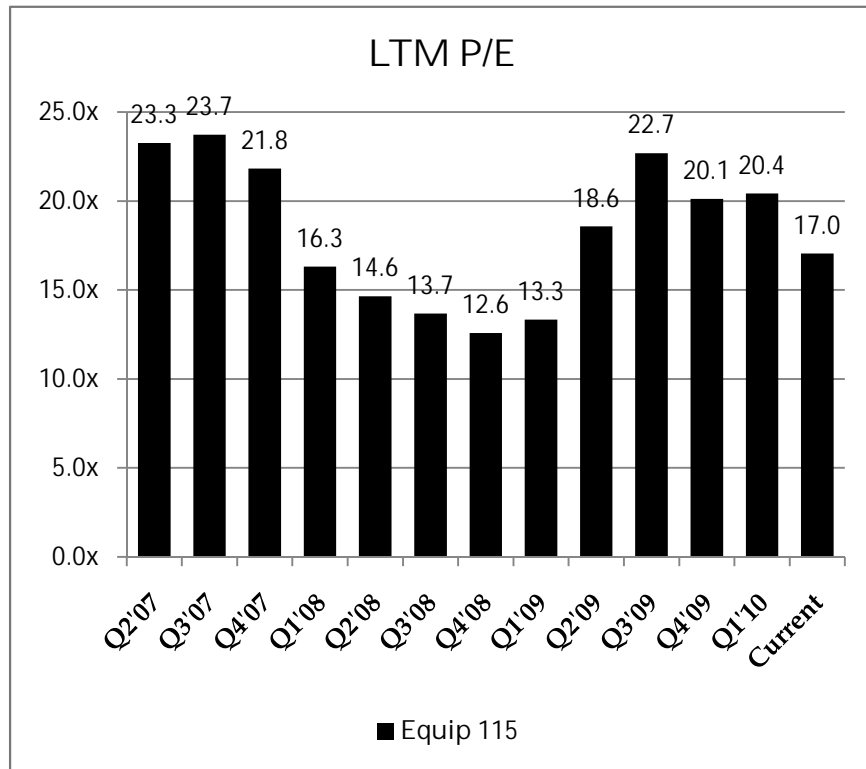


Source: SagePoint Advisors & Capital IQ

Note: Excludes companies with a NTM EBITDA margin below 5% and >20x mult

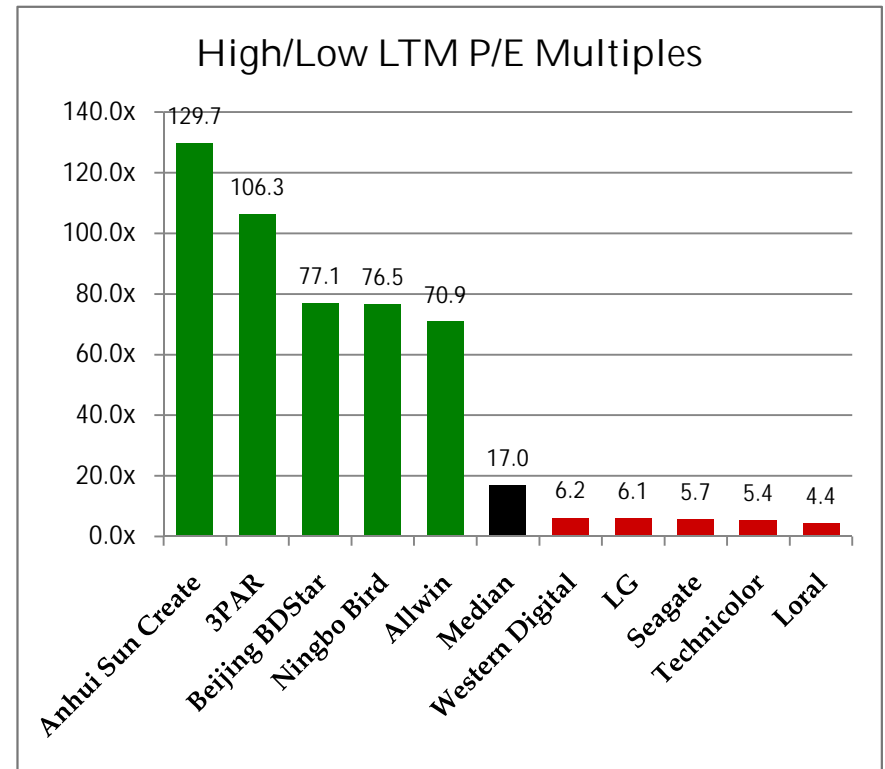
Valuation Metrics – LTM P/E Multiples

- Median P/E multiples improved slightly in Q1 but have dropped significantly on European concerns
- Anhui Sun, 3PAR and Ningbo Bird all posted triple digit EPS growth in Q1
 - Beijing BDStar expects 50+% NTM EPS growth and investors are also betting on high EPS growth at Allwin
- 17 companies trade at P/Es below 10x, typically demonstrating weak EPS growth prospects



Source: SagePoint Advisors & Capital IQ

Note: Excludes companies with an LTM net margin below 2.5% and P/E >40x

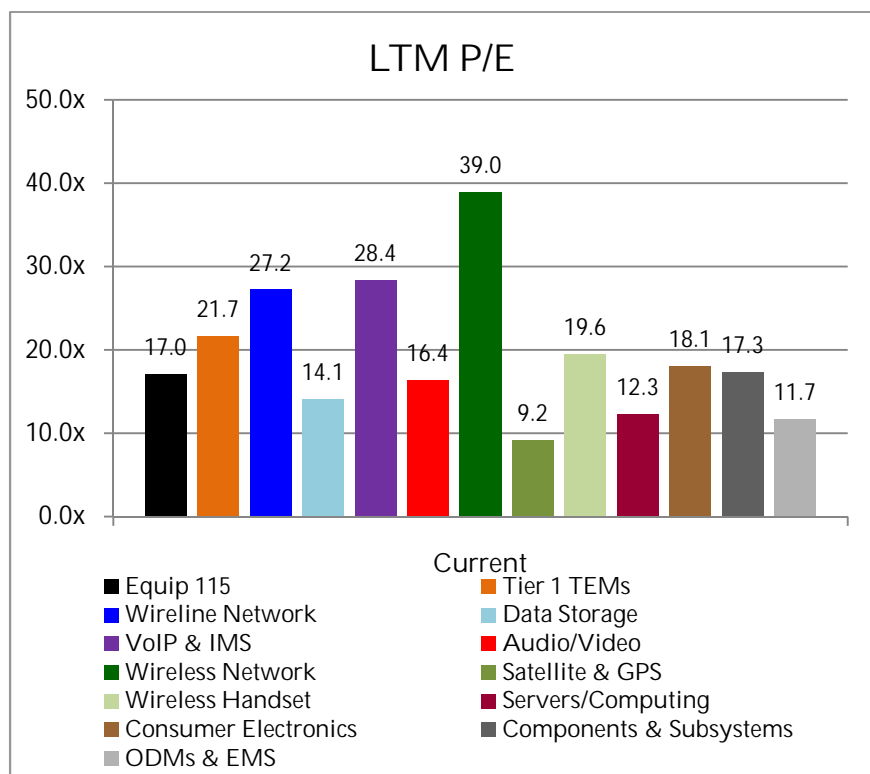


Source: SagePoint Advisors & Capital IQ

Note: Excludes companies with an LTM net margin below 2.5% and P/E >40x

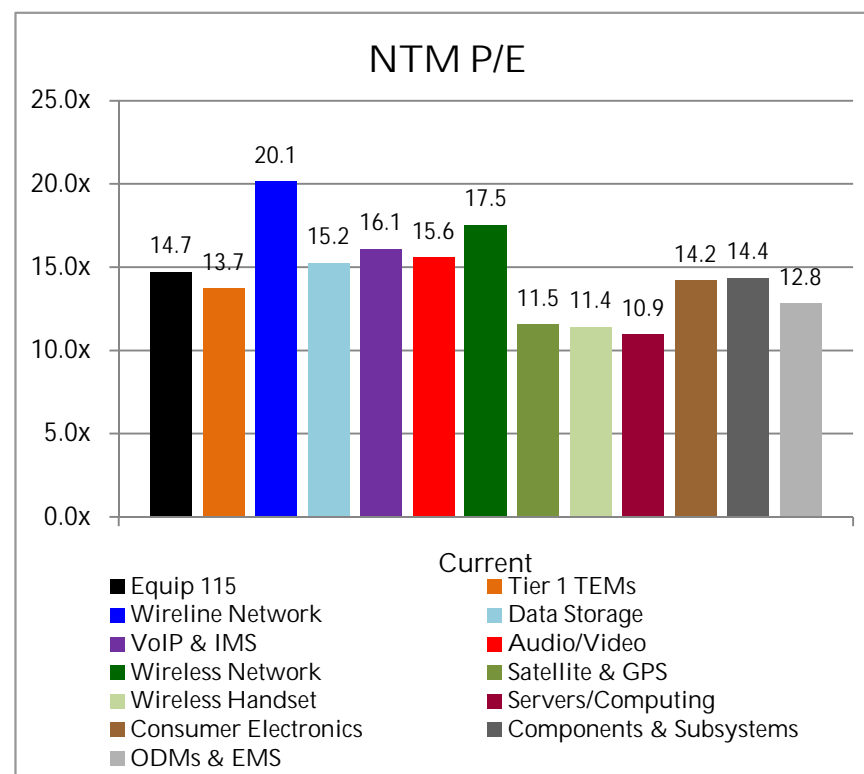
Valuation Metrics – P/E Multiples By Segment

- Wireless Network and Wireline Network trade at a premium on both an LTM and NTM basis
 - Investors appear to be willing to pay a premium for established Wireline vendors despite median EPS growth prospects that are in line with the Equipment 115 median
 - Wireless Network segment premium is justified given the high EPS growth expectations
- Most other segments are trading in a very rationale range of 13-16x forward earnings



Source: SagePoint Advisors & Capital IQ

Note: Excludes companies with an LTM net margin below 2.5% and P/E >40x

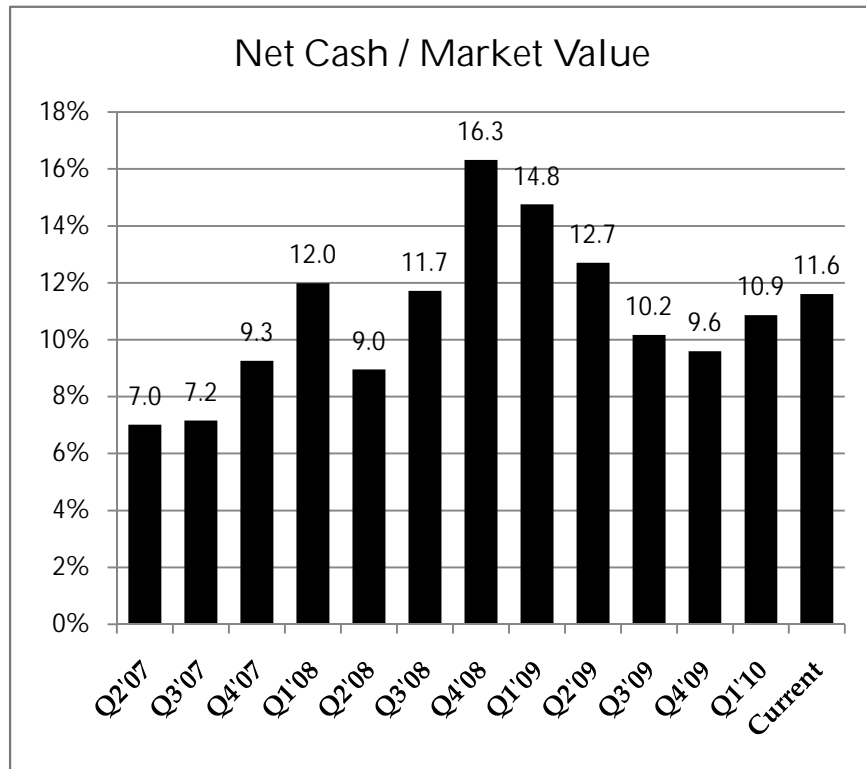


Source: SagePoint Advisors & Capital IQ

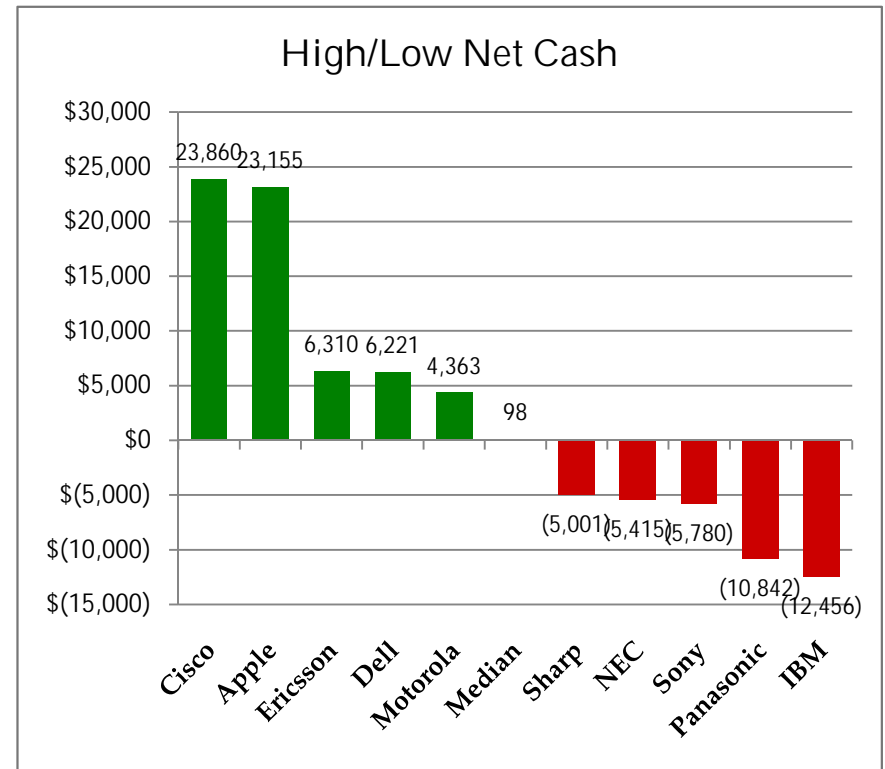
Note: Excludes companies with an NTM net margin below 2.5% and P/E >40x

Balance Sheet Strength – Net Cash Position

- Median net cash position relative to market cap continues to increased during Q1 as the vast majority of the Equipment 115 are cash flow positive and stock prices have stalled
- Several Equipment players have significant cash reserves to draw upon for M&A and we have seen Cisco, Apple, Ericsson, Dell, Motorola, Nokia and HP all make acquisitions recently
- IBM and the Asian conglomerates are highly leveraged and may have more difficulty financing large acquisitions given that debt markets remain somewhat challenging, though all have significant amounts of cash on hand



Source: SagePoint Advisors & Capital IQ



Source: SagePoint Advisors & Capital IQ

Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price	Market	Enterprise	Cash	Debt	% Change	Ent. Value/Rev.		Ent. Value/EBITDA		Price/EPS		Estimate Surprise			Net Cash /	Net Debt /	SG&A /	R&D /
	5/28/10	Cap	Value				LTM	NTM	LTM	NTM	LTM	NTM	Revenue	EBITDA	EPS	Mkt Cap	EBITDA	Revenue	Revenue
Equipment 115																			
Equipment 115 Mean		9,973	9,628	2,112	1,768	0.8 %	1.9 x	1.6 x	14.0 x	9.5 x	24.7 x	19.5 x	1.7 %	10.4 %	(40.2)%	1.5%	(9.4) x	21.1 %	12.1 %
Equipment 115 Median		1,127	1,093	241	78	(6.7)%	1.2 x	1.0 x	9.2 x	7.0 x	17.0 x	14.7 x	2.1 %	4.6 %	8.8 %	11.6%	(1.0) x	19.6 %	10.2 %
Tier 1 TEMs																			
Alcatel-Lucent	2.58	5,839	6,084	7,176	7,421	(24.3)%	0.3 x	0.3 x	7.6 x	4.0 x	NM	NM	(5.2)%	NA	(152.5)%	(4.2)%	0.3 x	19.6 %	19.2 %
Cisco	23.16	132,270	108,432	39,106	15,268	(3.3)%	2.9 x	2.4 x	10.6 x	8.0 x	15.5 x	13.7 x	1.3 %	(0.2)%	10.7 %	18.0%	(2.3) x	26.5 %	13.6 %
Ericsson	10.11	32,294	25,984	10,817	4,507	9.7 %	0.9 x	1.0 x	5.2 x	6.1 x	29.2 x	12.3 x	(5.6)%	(7.5)%	(55.5)%	19.5%	(1.3) x	13.0 %	16.1 %
Motorola	6.85	15,920	11,557	8,368	4,005	(11.7)%	0.5 x	0.5 x	7.1 x	5.4 x	NM	23.8 x	(0.9)%	77.8 %	255.3 %	27.4%	(2.7) x	17.4 %	15.0 %
NEC	2.85	7,302	12,717	3,550	8,966	11.2 %	0.3 x	0.3 x	6.4 x	5.6 x	NM	NM	NA	NA	NA	(74.2)%	2.7 x	22.8 %	7.7 %
Nokia	10.24	37,969	33,762	13,255	9,049	(19.9)%	0.6 x	0.6 x	4.2 x	5.9 x	10.0 x	12.2 x	(2.5)%	6.5 %	(9.7)%	11.1%	(0.5) x	11.1 %	13.4 %
ZTE	5.29	9,625	12,171	1,391	3,937	(19.5)%	1.3 x	1.0 x	23.5 x	12.4 x	27.8 x	19.4 x	NA	NA	NA	(26.5)%	4.9 x	19.0 %	8.9 %
Mean	34,460	30,101	11,952	7,593	(8.3)%	1.0 x	0.9 x	9.2 x	6.8 x	20.7 x	16.3 x	(2.6)%	19.2 %	9.7 %	(4.1)%	0.2 x	18.5 %	13.4 %	
Median	15,920	12,717	8,368	7,421	(11.7)%	0.6 x	0.6 x	7.1 x	5.9 x	21.7 x	13.7 x	(2.5)%	3.2 %	(9.7)%	11.1%	(0.5) x	19.0 %	13.6 %	

(\$ in millions, except per share data)

Company Name	Revenue			EBITDA			EPS			MRQ/PYQ Growth			NTM / LTM Growth			LQ Margin		
	MRQ	LTM	NTM	MRQ	LTM	NTM	MRQ	LTM	NTM	Revenue	EBITDA	EPS	Revenue	EBITDA	EPS	Gross	EBITDA	Net
Equipment 115																		
Equipment 115 Mean	2,374	9,328	11,517	305	1,248	1,718	0.22	0.97	1.33	29.7%	87.2%	93.3%	17.7%	54.4%	52.8%	38.2 %	10.4 %	5.5 %
Equipment 115 Median	212	731	915	28	99	144	0.06	0.22	0.59	21.2%	51.2%	61.3%	14.0%	32.4%	29.4%	35.9 %	10.4 %	4.6 %
Tier 1 TEMs																		
Alcatel-Lucent	4,391	20,941.6	19,187.1	(51)	804.7	1,516.7	(0.19)	(0.22)	0.03	(8.2)%	63.5%	11.0%	(8.4)%	88.5%	113.0%	32.6 %	(1.2)%	(9.7)%
Cisco	10,368	37,739.0	44,509.3	2,823	10,208.0	13,487.0	0.42	1.49	1.69	27.0%	39.6%	40.0%	17.9%	32.1%	13.6%	63.9 %	27.2 %	23.8 %
Ericsson	6,268	27,792.6	27,116.7	1,043	4,981.0	4,259.7	0.05	0.35	0.82	4.3%	35.1%	(42.7)%	(2.4)%	(14.5)%	137.8%	38.5 %	16.6 %	2.8 %
Motorola	5,044	21,717.0	22,377.3	331	1,637.0	2,133.1	0.02	0.12	0.29	(6.1)%	NM	125.0%	3.0%	30.3%	139.4%	35.5 %	6.6 %	0.9 %
NEC	11,813	38,543.1	36,682.4	1,185	1,995.4	2,284.9	0.25	(0.03)	0.11	2.6%	86.2%	129.4%	(4.8)%	14.5%	NM	32.2 %	10.0 %	5.9 %
Nokia	12,875	58,296.6	52,991.4	1,700	8,047.4	5,681.1	0.19	1.02	0.84	4.5%	31.3%	42.4%	(9.1)%	(29.4)%	(17.6)%	33.1 %	13.2 %	5.5 %
ZTE	1,941	9,056.8	11,630.5	110	517.2	984.2	0.01	0.19	0.27	13.7%	(5.4)%	NM	28.4%	90.3%	43.2%	33.4 %	5.7 %	0.8 %
Mean	7,528	30,584	30,642	1,020	4,027	4,335	0.11	0.42	0.58	5.4%	41.7%	50.9%	3.5%	30.3%	71.6%	38.5 %	11.2 %	4.3 %
Median	6,268	27,793	27,117	1,043	1,995	2,285	0.05	0.19	0.29	4.3%	37.4%	41.2%	(2.4)%	30.3%	78.1%	33.4 %	10.0 %	2.8 %

Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price 5/28/10	Market Cap	Enterprise Value	Cash	Debt	% Change 12/31/09	Ent. Value/Rev.		Ent. Value/EBITDA		Price/EPS		Estimate Surprise			Net Cash / Mkt Cap	Net Debt / EBITDA	SG&A / Revenue	R&D / Revenue
							LTM	NTM	LTM	NTM	LTM	NTM	Revenue	EBITDA	EPS				
Wireline Network																			
ADC	8.26	801	912	558	668	33.0 %	0.9 x	0.8 x	8.4 x	6.3 x	23.6 x	12.3 x	0.3 %	0.5 %	56.7 %	(13.8)%	1.0 x	25.5 %	6.2 %
ADTRAN	27.43	1,705	1,588	164	48	21.6 %	3.2 x	2.8 x	13.6 x	11.6 x	22.5 x	19.2 x	5.0 %	(3.8)%	8.7 %	6.8%	(1.0) x	21.4 %	17.9 %
Blue Coat	21.47	893	735	236	78	(24.8)%	1.5 x	1.4 x	9.2 x	5.6 x	16.6 x	13.2 x	0.0 %	NA	0.4 %	17.7%	(2.0) x	42.8 %	18.2 %
Calix	12.23	457	359	118	20	NA	1.5 x	1.2 x	NA	22.9 x	NA	NM	NA	NA	NA	21.4%	NA	27.3 %	24.6 %
CIENA	15.57	1,441	1,238	1,002	798	43.6 %	1.6 x	0.9 x	NM	NM	NM	NM	NA	NA	0.0 %	14.1%	NA	26.7 %	28.4 %
F5 Networks	70.33	5,637	5,251	385	0	32.8 %	7.2 x	5.7 x	27.8 x	15.5 x	35.5 x	28.4 x	3.4 %	21.9 %	4.9 %	6.8%	(2.0) x	41.6 %	14.1 %
Fiberhome	4.15	1,834	1,935	159	260	6.1 %	2.7 x	2.0 x	31.6 x	20.0 x	43.1 x	29.3 x	NA	NA	NA	(5.5)%	1.6 x	20.9 %	NA
Infinera	7.04	688	423	265	0	(20.6)%	1.3 x	1.0 x	NM	NM	NM	NM	2.3 %	NA	27.7 %	38.5%	NA	30.0 %	29.7 %
Juniper	26.62	14,006	11,691	2,317	2	(0.2)%	3.4 x	2.9 x	15.8 x	10.0 x	26.4 x	21.4 x	0.6 %	1.9 %	5.8 %	16.5%	(3.1) x	25.8 %	22.7 %
Radware	18.91	361	295	66	0	25.1 %	2.4 x	2.0 x	29.3 x	NA	34.4 x	20.1 x	2.3 %	NA	1.9 %	18.4%	(6.6) x	55.2 %	22.3 %
Riverbed	26.73	1,900	1,530	370	0	16.4 %	3.7 x	3.0 x	48.5 x	12.1 x	36.6 x	27.1 x	3.1 %	4.0 %	4.9 %	19.5%	(11.8) x	53.3 %	16.3 %
Sandvine	1.81	246	162	84	0	46.6 %	2.4 x	1.8 x	NM	22.1 x	NM	60.5 x	10.6 %	NA	121.8 %	34.1%	NA	35.4 %	29.9 %
Sycamore	17.62	501	51	450	0	(15.7)%	0.8 x	0.8 x	NM	NM	NM	NM	(11.6)%	NA	25.0 %	89.9%	NA	33.9 %	53.4 %
Tekelec	14.34	979	601	378	0	(6.2)%	1.3 x	1.2 x	5.3 x	6.9 x	13.5 x	16.1 x	3.0 %	3.6 %	8.3 %	38.6%	(3.3) x	26.4 %	19.7 %
Tellabs	9.00	3,467	2,321	1,420	273	58.5 %	1.5 x	1.4 x	10.0 x	7.3 x	28.1 x	19.7 x	2.2 %	16.0 %	35.1 %	33.1%	(4.9) x	18.4 %	18.2 %
Mean		2,328	1,939	531	143	15.4 %	2.3 x	1.9 x	19.9 x	12.8 x	28.0 x	24.3 x	1.8 %	6.3 %	23.2 %	22.4%	(3.2) x	32.3 %	23.0 %
Median		979	912	370	2	19.0 %	1.6 x	1.4 x	14.7 x	11.6 x	27.2 x	20.1 x	2.3 %	3.6 %	8.3 %	18.4%	(2.6) x	27.3 %	21.0 %

(\$ in millions, except per share data)

Company Name	Revenue			EBITDA			EPS			MRQ/PYQ Growth			NTM / LTM Growth			LQ Margin		
	MRQ	LTM	NTM	MRQ	LTM	NTM	MRQ	LTM	NTM	Revenue	EBITDA	EPS	Revenue	EBITDA	EPS	Gross	EBITDA	Net
Wireline Network																		
ADC	274	1,006.9	1,182.6	29	109.0	144.6	0.10	0.35	0.67	6.8%	93.3%	102.2%	17.4%	32.6%	92.3%	36.5 %	10.5 %	3.5 %
ADTRAN	127	500.8	560.7	28	116.8	137.0	0.29	1.22	1.43	15.1%	10.0%	20.8%	11.9%	17.2%	17.2%	59.3 %	22.0 %	14.4 %
Blue Coat	133	496.1	530.7	28	79.9	130.6	0.40	1.29	1.63	16.7%	166.4%	110.5%	7.0%	63.4%	26.5%	77.5 %	21.2 %	14.4 %
Calix	48	244.0	299.0	(7)	NA	15.6	(2.27)	NA	0.48	29.8%	27.1%	28.1%	22.5%	NM	NA	37.4 %	(14.5)%	(21.1)%
CIENA	250	767.0	1,416.7	(29)	(56.7)	(1.1)	(0.26)	(0.55)	(0.50)	73.4%	(6.8)%	(3.2)%	84.7%	98.0%	8.2%	45.6 %	(11.7)%	(6.3)%
F5 Networks	206	730.6	927.6	56	188.9	338.6	0.56	1.98	2.48	33.7%	58.4%	47.4%	27.0%	79.2%	25.1%	79.9 %	27.2 %	21.9 %
Fiberhome	147	724.3	954.5	10	61.3	96.9	0.02	0.10	0.14	34.7%	51.0%	30.1%	31.8%	58.1%	47.2%	25.9 %	7.1 %	5.7 %
Infinera	96	338.3	413.1	(16)	(66.1)	5.1	(0.07)	(0.35)	(0.09)	43.8%	(70.4)%	63.2%	22.1%	107.8%	74.0%	38.7 %	(17.0)%	(7.1)%
Juniper	913	3,464.3	4,061.1	204	741.5	1,173.0	0.27	1.01	1.25	19.4%	65.6%	58.8%	17.2%	58.2%	23.3%	67.1 %	22.3 %	15.9 %
Radware	33	121.5	144.4	3	10.1	NA	0.18	0.55	0.94	61.5%	171.2%	250.0%	18.9%	NA	70.9%	79.8 %	9.6 %	11.0 %
Riverbed	112	418.4	512.9	9	31.5	126.9	0.19	0.73	0.99	27.4%	271.2%	46.2%	22.6%	302.8%	35.1%	75.2 %	8.3 %	12.7 %
Sandvine	21	67.2	91.6	2	(7.4)	7.3	0.00	(0.05)	0.03	42.0%	353.8%	148.3%	36.4%	198.8%	158.1%	74.6 %	9.6 %	2.6 %
Sycamore	15	63.6	60.0	(3)	(17.3)	(18.6)	(0.09)	(0.41)	(0.41)	(36.5)%	32.4%	NM	(5.7)%	(7.5)%	0.0%	58.5 %	(19.1)%	(17.5)%
Tekelec	116	468.6	482.8	28	113.8	86.6	0.26	1.06	0.89	(0.6)%	15.7%	8.3%	3.0%	(23.9)%	(16.0)%	66.7 %	24.4 %	15.4 %
Tellabs	380	1,543.7	1,694.2	66	233.2	318.6	0.11	0.32	0.46	5.0%	91.5%	120.0%	9.7%	36.6%	43.0%	50.7 %	17.3 %	11.3 %
Mean	191	730	889	27	110	183	(0.02)	0.52	0.69	24.8%	88.7%	73.6%	21.8%	78.6%	43.2%	58.2 %	7.8 %	5.1 %
Median	127	496	531	10	71	112	0.11	0.45	0.67	27.4%	58.4%	53.1%	18.9%	58.2%	30.8%	59.3 %	9.6 %	11.0 %

Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price 5/28/10	Market Cap	Enterprise Value	Cash	Debt	% Change 12/31/09	Ent. Value/Rev.		Ent. Value/EBITDA		Price/EPS		Estimate Surprise			Net Cash / Mkt Cap	Net Debt / EBITDA	SG&A / Revenue	R&D / Revenue
							LTM	NTM	LTM	NTM	LTM	NTM	Revenue	EBITDA	EPS				
Data Storage																			
3PAR	10.63	660	549	111	0	(10.3)%	2.8 x	2.4 x	NM	36.4 x	106.3 x	73.9 x	2.1 %	NA	108.0 %	16.9%	(21.9) x	41.6 %	22.8 %
Brocade	5.45	2,420	3,110	290	981	(28.6)%	1.5 x	1.4 x	8.2 x	5.6 x	9.2 x	9.7 x	(0.5)%	8.3 %	11.7 %	(28.5)%	1.8 x	23.2 %	17.8 %
Compellent	12.86	408	335	73	0	(43.3)%	2.6 x	2.2 x	NM	NM	53.6 x	76.4 x	(1.5)%	5.8 %	5.9 %	17.8%	(16.6) x	44.7 %	13.5 %
EMC	18.62	38,275	35,073	6,898	3,696	6.6 %	2.4 x	2.1 x	12.0 x	7.2 x	18.6 x	15.2 x	5.3 %	10.5 %	7.4 %	8.4%	(1.1) x	32.4 %	11.2 %
Isilon	13.66	891	802	89	0	99.1 %	5.9 x	4.6 x	NM	NM	NM	97.6 x	11.7 %	NA	300.0 %	10.0%	(173.4) x	43.2 %	14.6 %
NetApp	37.68	12,986	10,536	3,724	1,273	9.7 %	2.7 x	2.2 x	17.1 x	11.4 x	25.2 x	19.5 x	7.3 %	14.5 %	16.5 %	18.9%	(4.0) x	36.8 %	12.3 %
Quantum	2.35	504	719	115	330	(19.8)%	1.1 x	1.0 x	8.5 x	5.1 x	9.6 x	7.8 x	(3.5)%	NA	(15.0)%	(42.7)%	2.5 x	27.8 %	11.2 %
Seagate	15.36	7,487	7,186	2,276	1,975	(15.6)%	0.6 x	0.6 x	3.1 x	2.5 x	5.7 x	4.2 x	1.1 %	9.2 %	7.6 %	4.0%	(0.1) x	3.4 %	7.3 %
Western Digital	34.81	7,978	5,577	2,826	425	(21.2)%	0.6 x	0.5 x	2.9 x	2.5 x	6.2 x	5.5 x	5.1 %	2.9 %	10.5 %	30.1%	(1.3) x	2.4 %	6.1 %
Mean	7,956	7,098	1,823	964	2,614	(2.6)%	2.2 x	1.9 x	8.6 x	10.1 x	29.3 x	34.4 x	3.0 %	8.5 %	50.3 %	3.9%	(23.8) x	28.4 %	13.0 %
Median	2,420	3,110	290	425	1,975	(15.6)%	2.4 x	2.1 x	8.3 x	5.6 x	14.1 x	15.2 x	2.1 %	8.7 %	10.5 %	10.0%	(1.3) x	32.4 %	12.3 %

VoIP & IMS																			
Aastra	22.66	316	223	117	24	(31.5)%	0.3 x	0.3 x	3.1 x	2.9 x	9.4 x	7.9 x	(17.1)%	(66.3)%	(61.2)%	29.4%	(1.3) x	26.1 %	10.8 %
Acme Packet	29.31	1,780	1,591	189	0	166.5 %	9.9 x	7.3 x	45.5 x	22.2 x	69.8 x	47.4 x	20.3 %	NA	77.8 %	10.6%	(5.4) x	38.6 %	17.0 %
GoHigh Data	1.39	464	450	62	47	(13.4)%	1.4 x	NA	NM	NA	NM	NA	NA	NA	NA	3.2%	(1.5) x	11.0 %	NA
ShoreTel	5.33	240	125	115	0	(7.8)%	0.9 x	0.8 x	NM	NM	NA	NM	4.2 %	NA	44.6 %	47.8%	NA	53.8 %	23.3 %
Sonus Networks	2.60	715	368	347	0	23.2 %	1.5 x	1.5 x	17.1 x	18.5 x	43.3 x	NM	23.7 %	NA	100.0 %	48.5%	(16.1) x	38.0 %	23.9 %
Tekelec	14.34	979	601	378	0	(6.2)%	1.3 x	1.2 x	5.3 x	6.9 x	13.5 x	16.1 x	3.0 %	3.6 %	8.3 %	38.6%	(3.3) x	26.4 %	19.7 %
Mean	749	560	201	12	218	(7.0)%	2.5 x	2.2 x	17.7 x	12.6 x	34.0 x	23.8 x	6.8 %	(31.4)%	33.9 %	29.7%	(5.5) x	32.3 %	18.9 %
Median	590	409	153	0	7,010	(7.0)%	1.4 x	1.2 x	11.2 x	12.7 x	28.4 x	16.1 x	4.2 %	(31.4)%	44.6 %	34.0%	(3.3) x	32.2 %	19.7 %

(\$ in millions, except per share data)

Company Name	Revenue			EBITDA			EPS			MRQ/PYQ Growth			NTM / LTM Growth			LQ Margin		
	MRQ	LTM	NTM	MRQ	LTM	NTM	MRQ	LTM	NTM	Revenue	EBITDA	EPS	Revenue	EBITDA	EPS	Gross	EBITDA	Net
Data Storage																		
3PAR	54	194.3	230.7	2	5.1	15.1	0.04	0.10	0.14	10.7%	NM	300.0%	18.7%	195.8%	43.9%	64.2 %	3.9 %	4.6 %
Brocade	501	2,055.5	2,179.1	88	379.9	558.0	0.13	0.59	0.56	(1.1)%	74.9%	18.2%	6.0%	46.9%	(4.3)%	52.6 %	17.6 %	12.4 %
Compellent	32	129.0	153.0	(0)	4.4	7.6	0.02	0.24	0.17	13.4%	(128.0)%	(66.7)%	18.6%	73.0%	(29.8)%	54.8 %	(1.1)%	2.0 %
EMC	3,891	14,765.8	16,924.3	804	2,925.3	4,880.9	0.26	1.00	1.22	23.5%	51.4%	61.3%	14.6%	66.9%	22.3%	57.0 %	20.7 %	14.1 %
Isilon	39	136.3	174.5	3	0.5	4.9	0.02	(0.06)	0.14	46.0%	153.8%	112.5%	28.0%	NM	333.3%	62.0 %	7.1 %	3.5 %
NetApp	1,172	3,931.4	4,807.3	214	617.0	923.5	0.50	1.49	1.94	33.1%	111.0%	61.9%	22.3%	49.7%	29.6%	63.9 %	18.3 %	15.6 %
Quantum	164	681.4	730.4	15	84.7	140.0	0.03	0.24	0.30	(2.2)%	13.1%	70.0%	7.2%	65.4%	23.0%	40.8 %	9.4 %	4.4 %
Seagate	3,049	11,092.0	12,698.4	752	2,289.0	2,867.1	1.00	2.68	3.65	41.8%	NM	322.2%	14.5%	25.3%	36.2%	29.6 %	24.7 %	17.1 %
Western Digital	2,641	9,397.0	10,836.3	570	1,916.0	2,201.0	1.71	5.57	6.37	65.9%	187.9%	470.0%	15.3%	14.9%	14.4%	25.2 %	21.6 %	15.2 %
Mean	1,283	4,709	5,415	272	914	1,289	0.41	1.32	1.61	25.7%	66.3%	149.9%	16.1%	67.2%	52.0%	50.0 %	13.6 %	9.9 %
Median	501	2,056	2,179	88	380	558	0.13	0.59	0.56	23.5%	74.9%	70.0%	15.3%	57.5%	23.0%	54.8 %	17.6 %	12.4 %

VoIP & IMS																		
Aastra	169	731.4	707.2	13	72.3	77.2	0.36	2.41	2.86	(3.2)%	(29.7)%	(55.6)%	(3.3)%	6.6%	18.7%	44.2 %	8.0 %	3.0 %
Acme Packet	51	161.5	217.1	15	35.0	71.5	0.16	0.42	0.62	64.7%	186.4%	128.6%	34.4%	104.6%	47.3%	80.8 %	28.8 %	20.4 %
GoHigh Data	70	314.3	NA	0	10.0	NA	(0.00)	0.01	NA	118.5%	NM	(34.8)%	NA	NA	NM	10.7 %	0.5 %	(1.9)%
ShoreTel	37	138.6	165.1	(4)	(8.9)	(7.1)	(0.04)	0.00	(0.18)	18.6%	(9.4)%	(100.0)%	19.1%	20.7%	NM	64.9 %	(10.2)%	(4.9)%
Sonus Networks	62	248.9	238.1	2	21.5	19.9	0.00	0.06	(0.01)	52.2%	115.9%	100.0%	(4.3)%	(7.4)%	(115.5)%	61.2 %	3.4 %	0.0 %
Tekelec	116	468.6	482.8	28	113.8	86.6	0.26	1.06	0.89	(0.6)%	15.7%	8.3%	3.0%	(23.9)%	(16.0)%	66.7 %	24.4 %	15.4 %
Mean	84	344	362	9	41	50	0.12	0.66	0.83	41.7%	55.8%	7.7%	9.8%	20.1%	(16.3)%	54.8 %	9.1 %	5.3 %
Median	66	282	238	8	28	72	0.08	0.24	0.62	35.4%	15.7%	(13.2)%	3.0%	6.6%	1.4%	63.1 %	5.7 %	1.5 %

Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price 5/28/10	Market Cap	Enterprise Value	Cash	Debt	% Change 12/31/09	Ent. Value/Rev.		Ent. Value/EBITDA		Price/EPS		Estimate Surprise			Net Cash / Mkt Cap	Net Debt / EBITDA	SG&A / Revenue	R&D / Revenue
							LTM	NTM	LTM	NTM	LTM	NTM	Revenue	EBITDA	EPS				
Audio/Video																			
Arris Group	10.97	1,391	944	661	214	(4.0)%	0.8 x	0.8 x	4.2 x	4.5 x	10.2 x	11.1 x	(0.0)%	15.1 %	19.1 %	32.1%	(2.0) x	13.2 %	12.9 %
Axis	14.22	986	941	45	0	21.4 %	2.8 x	2.6 x	14.6 x	13.2 x	28.0 x	21.8 x	NA	NA	NA	4.6%	(0.7) x	23.4 %	13.0 %
EVS Broadcast	45.86	620	574	49	3	(28.6)%	5.1 x	4.9 x	10.2 x	9.1 x	16.9 x	15.6 x	NA	NA	NA	7.5%	(0.8) x	15.0 %	17.2 %
Geovision	3.42	165	139	34	9	(19.5)%	3.6 x	3.2 x	9.9 x	NA	15.8 x	12.2 x	NA	NA	NA	15.4%	(1.8) x	16.8 %	13.7 %
Harmonic	5.79	561	293	268	0	(8.4)%	0.9 x	0.8 x	9.3 x	6.1 x	27.6 x	19.3 x	(0.9)%	3.2 %	2.1 %	47.7%	(8.5) x	24.6 %	20.0 %
Harris	46.91	6,091	6,858	410	1,178	(1.3)%	1.4 x	1.2 x	6.7 x	5.9 x	11.4 x	9.9 x	(3.2)%	25.1 %	2.7 %	(12.6)%	0.7 x	18.2 %	NA
Net Insight	0.53	207	179	28	0	(19.9)%	5.6 x	4.3 x	31.1 x	20.6 x	50.3 x	30.8 x	NA	NA	NA	13.7%	(5.0) x	46.1 %	9.4 %
Pace	2.29	685	567	119	0	(32.3)%	0.3 x	NA	4.3 x	NA	8.5 x	NA	NA	NA	NA	17.3%	(0.9) x	4.8 %	6.2 %
Polycom	30.03	2,559	2,096	463	0	20.3 %	2.1 x	1.7 x	14.9 x	10.3 x	24.6 x	20.5 x	5.0 %	18.3 %	19.0 %	18.1%	(3.3) x	38.7 %	12.3 %
SeaChange	8.35	259	183	76	0	27.3 %	0.9 x	0.8 x	13.5 x	6.1 x	NM	13.7 x	0.7 %	NA	(50.0)%	29.3%	(5.6) x	24.4 %	25.1 %
Technicolor	0.69	549	3,667	815	3,934	(33.4)%	0.7 x	0.9 x	5.1 x	6.1 x	5.4 x	NM	NA	NA	NA	(568.2)%	4.3 x	10.9 %	4.3 %
TiVo	9.04	1,043	788	255	0	(11.2)%	3.2 x	3.7 x	NM	NM	NM	NM	34.6 %	NA	20.9 %	24.5%	NA	36.9 %	30.3 %
Mean		1,260	1,436	269	445	(7.5)%	2.3 x	2.3 x	11.3 x	9.1 x	19.9 x	17.2 x	6.0 %	15.4 %	2.3 %	(30.9)%	(2.1) x	22.7 %	15.0 %
Median		653	681	187	0	(9.8)%	1.7 x	1.7 x	9.9 x	6.1 x	16.4 x	15.6 x	0.4 %	16.7 %	10.8 %	16.4%	(1.8) x	20.8 %	13.0 %

(\$ in millions, except per share data)

Company Name	Revenue			EBITDA			EPS			MRQ/PYQ Growth			NTM / LTM Growth			LQ Margin		
	MRQ	LTM	NTM	MRQ	LTM	NTM	MRQ	LTM	NTM	Revenue	EBITDA	EPS	Revenue	EBITDA	EPS	Gross	EBITDA	Net
Audio/Video																		
Arris Group	267	1,121.0	1,186.2	48	222.5	211.0	0.24	1.08	0.99	5.2%	32.2%	33.3%	5.8%	(5.2)%	(8.5)%	42.2 %	18.1 %	11.7 %
Axis	89	332.6	364.3	19	64.6	71.2	0.14	0.51	0.65	38.5%	78.5%	139.9%	9.5%	10.3%	28.6%	51.9 %	20.9 %	10.8 %
EVS Broadcast	28	112.4	117.0	14	56.1	62.9	0.62	2.71	2.95	19.1%	8.1%	17.0%	4.1%	12.1%	8.6%	78.5 %	48.5 %	30.0 %
Geovision	9	38.6	43.2	3	14.1	NA	0.05	0.22	0.28	1.0%	(15.5)%	(26.8)%	12.0%	NA	29.9%	65.9 %	34.2 %	24.1 %
Harmonic	85	336.6	371.8	7	31.5	48.2	0.06	0.21	0.30	25.2%	87.5%	50.0%	10.4%	52.9%	42.6%	48.1 %	8.7 %	6.9 %
Harris	1,330	5,044.3	5,627.9	307	1,030.5	1,164.3	1.30	4.12	4.72	10.3%	25.4%	49.4%	11.6%	13.0%	14.6%	38.3 %	23.1 %	12.8 %
Net Insight	8	32.0	41.9	1	5.7	8.7	0.00	0.01	0.02	14.8%	(25.3)%	(56.1)%	30.8%	51.0%	63.2%	65.7 %	11.3 %	4.6 %
Pace	490	1,782.7	NA	38	132.2	NA	0.08	0.27	NA	NA	NA	NA	NA	NA	NA	17.9 %	7.7 %	4.9 %
Polycom	276	1,017.7	1,207.2	31	140.9	203.6	0.29	1.22	1.47	22.5%	4.2%	7.4%	18.6%	44.5%	20.4%	57.7 %	11.3 %	9.2 %
SeaChange	54	206.9	234.8	2	13.6	30.0	0.04	0.09	0.61	10.6%	(41.8)%	33.3%	13.5%	121.3%	563.0%	49.7 %	3.9 %	2.3 %
Technicolor	1,238	4,948.7	4,068.5	215	719.6	604.7	0.08	0.13	0.08	NA	NA	NM	(17.8)%	(16.0)%	NM	24.4 %	17.4 %	1.7 %
TiVo	61	244.1	210.7	(12)	(27.2)	(30.3)	(0.13)	(0.30)	(0.53)	11.8%	(517.8)%	(225.0)%	(13.7)%	(11.3)%	(75.6)%	43.6 %	(20.1)%	(23.6)%
Mean	328	1,268	1,225	56	200	237	0.23	0.86	1.05	15.9%	(36.4)%	2.2%	7.7%	27.3%	68.7%	48.7 %	15.4 %	7.9 %
Median	87	335	364	16	60	67	0.08	0.24	0.61	13.3%	6.2%	25.2%	10.4%	12.5%	24.5%	48.9 %	14.4 %	8.0 %

Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price	Market	Enterprise	Cash	Debt	% Change	Ent. Value/Rev.		Ent. Value/EBITDA		Price/EPS		Estimate Surprise			Net Cash /	Net Debt /	SG&A /	R&D /
	5/28/10	Cap	Value				LTM	NTM	LTM	NTM	LTM	NTM	Revenue	EBITDA	EPS	Mkt Cap	EBITDA	Revenue	Revenue
Wireless Network																			
Allin	1.55	248	220	29	0	(15.9)%	7.5 x	NA	75.0 x	NA	70.9 x	NA	NA	NA	NA	11.6%	(9.8) x	22.8 %	NA
Anhui Sun Create	5.37	631	642	8	19	40.8 %	7.0 x	NA	81.5 x	NA	129.7 x	NA	NA	NA	NA	(1.7)%	1.4 x	19.6 %	NA
Aruba	13.40	1,238	1,093	144	0	25.7 %	4.5 x	3.5 x	NM	19.5 x	63.8 x	32.9 x	5.2 %	(0.8)%	14.3 %	11.7%	NA	53.0 %	20.1 %
Ascom Holding	9.24	321	294	124	97	(1.9)%	0.6 x	0.6 x	6.9 x	5.1 x	14.2 x	10.2 x	NA	NA	NA	8.4%	(0.6) x	26.0 %	9.5 %
Aviat Netw orks	4.41	263	143	141	20	(36.2)%	0.3 x	0.3 x	14.6 x	NM	NM	NM	(3.5)%	NA	(2,664.1)%	45.7%	(12.3) x	29.2 %	8.5 %
Ceragon	8.35	303	228	75	0	(28.9)%	1.1 x	0.9 x	NM	9.9 x	29.8 x	17.1 x	6.3 %	26.4 %	34.4 %	24.9%	(8.0) x	20.0 %	8.8 %
Datang Telecom	2.35	1,034	1,134	57	157	(12.8)%	2.4 x	NA	39.7 x	NA	NM	NA	NA	NA	NA	(9.7)%	3.5 x	16.3 %	NA
Digi Intl	9.24	230	154	77	0	1.3 %	0.9 x	0.8 x	8.7 x	5.8 x	40.2 x	26.2 x	1.3 %	(55.3)%	5.3 %	33.3%	(4.3) x	30.7 %	15.7 %
DragonWave	5.94	219	106	113	0	(48.2)%	0.7 x	0.6 x	3.3 x	3.8 x	7.6 x	8.0 x	2.3 %	3.9 %	1.8 %	51.6%	(3.5) x	11.7 %	8.3 %
Echelon	8.51	351	300	77	25	(26.4)%	2.9 x	2.5 x	NM	NM	NM	NM	11.0 %	NA	20.0 %	14.7%	NA	59.1 %	45.8 %
GN Store Nord	7.74	1,579	1,758	35	214	44.6 %	2.0 x	2.1 x	21.8 x	13.1 x	NM	23.8 x	NA	NA	NA	(11.4)%	2.2 x	40.4 %	9.6 %
Plantronics	29.94	1,445	1,076	369	0	15.2 %	1.6 x	1.6 x	9.3 x	7.5 x	16.7 x	14.3 x	5.0 %	NA	27.7 %	25.6%	(3.2) x	24.8 %	9.7 %
Sunwave	2.30	493	506	44	57	(2.7)%	4.0 x	2.9 x	28.0 x	20.1 x	39.0 x	18.0 x	NA	NA	NA	(2.6)%	0.7 x	22.0 %	NA
Mean		643	589	99	45	(3.5)%	2.7 x	1.6 x	28.9 x	10.6 x	45.8 x	18.8 x	4.0 %	(6.5)%	(365.8)%	15.5%	(3.1) x	28.9 %	15.1 %
Median		351	300	77	19	(2.7)%	2.0 x	1.2 x	18.2 x	8.7 x	39.0 x	17.5 x	5.0 %	1.6 %	14.3 %	11.7%	(3.2) x	24.8 %	9.6 %

Satellite & GPS																			
Beijing BDStar	5.93	539	527	19	7	20.0 %	13.2 x	8.8 x	65.6 x	33.7 x	77.1 x	50.0 x	NA	NA	NA	2.2%	(1.5) x	24.0 %	NA
Garmin	33.58	6,688	5,377	1,311	0	9.4 %	1.8 x	1.8 x	5.9 x	6.9 x	9.2 x	11.5 x	(11.1)%	(15.6)%	(9.3)%	19.6%	(1.4) x	19.7 %	14.5 %
Loral	39.94	1,194	1,052	142	0	26.4 %	1.0 x	0.9 x	15.9 x	NA	4.4 x	9.7 x	NA	NA	NA	11.9%	(2.2) x	8.9 %	NA
TCS	5.01	265	372	76	183	(48.2)%	1.2 x	0.8 x	7.5 x	4.2 x	7.7 x	11.0 x	(8.3)%	(3.2)%	24.1 %	(40.2)%	2.1 x	15.9 %	9.4 %
TomTom	6.45	1,430	2,059	450	1,079	(28.0)%	0.9 x	1.1 x	4.0 x	5.9 x	7.3 x	9.1 x	NA	NA	NA	(44.0)%	1.2 x	25.7 %	15.3 %
Trimble	28.73	3,485	3,339	307	161	14.0 %	2.9 x	2.6 x	18.8 x	12.6 x	25.9 x	20.3 x	2.6 %	0.9 %	8.9 %	4.2%	(0.8) x	24.5 %	11.3 %
ViaSat	32.13	1,274	1,520	90	336	1.1 %	2.2 x	1.7 x	17.2 x	7.8 x	20.7 x	17.3 x	(0.2)%	12.3 %	(0.9)%	(19.3)%	2.8 x	14.7 %	2.7 %
Mean		2,125	2,035	342	252	(0.8)%	3.3 x	2.5 x	19.3 x	11.9 x	21.8 x	18.4 x	(4.2)%	(1.4)%	5.7 %	(9.4)%	0.0 x	19.1 %	10.6 %
Median		1,274	1,520	142	161	9.4 %	1.8 x	1.7 x	15.9 x	7.3 x	9.2 x	11.5 x	(4.2)%	(1.1)%	4.0 %	2.2%	(0.8) x	19.7 %	11.3 %

(\$ in millions, except per share data)

Company Name	Revenue			EBITDA			EPS			MRQ/PYQ Growth			NTM / LTM Growth			LQ Margin		
	MRQ	LTM	NTM	MRQ	LTM	NTM	MRQ	LTM	NTM	Revenue	EBITDA	EPS	Revenue	EBITDA	EPS	Gross	EBITDA	Net
Wireless Network																		
Allin	7	29.1	NA	0	2.9	NA	0.00	0.02	NA	54.6%	48.3%	23.7%	NA	NA	NA	24.2 %	3.2 %	1.0 %
Anhui Sun Create	16	91.5	NA	1	7.9	NA	0.00	0.04	NA	81.7%	154.6%	343.0%	NA	NA	NA	24.0 %	8.2 %	2.6 %
Aruba	69	242.5	311.0	(1)	(6.4)	56.2	0.08	0.21	0.41	50.5%	67.9%	700.0%	28.2%	976.8%	93.8%	67.9 %	(1.6)%	10.5 %
Ascom Holding	146	501.5	521.8	18	42.6	57.3	0.17	0.65	0.90	NA	NA	NA	4.0%	34.6%	38.7%	44.7 %	12.3 %	4.1 %
Aviat Netw orks	120	497.8	513.7	(3)	9.8	21.2	(0.11)	(0.02)	(0.06)	(24.1)%	(130.3)%	(283.3)%	3.2%	NM	NM	31.0 %	(2.5)%	(5.5)%
Ceragon	60	200.0	258.9	4	9.5	22.9	0.11	0.28	0.49	36.0%	NM	266.7%	29.4%	142.0%	74.3%	34.1 %	7.0 %	6.8 %
Datang Telecom	110	474.4	NA	3	28.6	NA	(0.01)	0.01	NA	4.1%	(66.9)%	NM	NA	NA	NA	17.6 %	2.9 %	(2.1)%
Digi Intl	45	172.5	193.4	4	17.7	26.6	0.06	0.23	0.35	12.5%	46.9%	100.0%	12.1%	50.2%	53.6%	52.8 %	9.8 %	3.4 %
DragonWave	61	160.1	168.9	14	31.9	28.0	0.33	0.78	0.74	579.6%	767.5%	703.4%	5.5%	(12.1)%	(5.1)%	42.9 %	23.9 %	20.8 %
Echelon	18	103.3	122.2	(9)	(24.1)	(19.2)	(0.26)	(0.78)	(0.72)	(0.2)%	0.8%	0.0%	18.3%	20.3%	7.4%	46.2 %	(49.7)%	(58.8)%
GN Store Nord	213	892.3	852.8	32	80.8	134.3	0.05	0.08	0.33	(0.3)%	354.1%	159.4%	(4.4)%	66.1%	286.0%	56.4 %	14.8 %	4.9 %
Plantronics	162	655.8	693.5	35	115.5	144.3	0.53	1.79	2.09	10.6%	NM	NM	5.8%	24.9%	16.9%	54.1 %	21.7 %	16.2 %
Sunwave	28	127.4	174.8	4	18.1	25.2	0.01	0.06	0.13	43.2%	13.0%	22.6%	37.2%	39.1%	116.9%	35.0 %	13.3 %	10.8 %
Mean	81	319	381	8	26	50	0.08	0.26	0.47	70.7%	125.6%	203.5%	13.9%	149.1%	75.8%	40.8 %	4.9 %	1.1 %
Median	61	200	285	4	18	27	0.05	0.08	0.38	24.2%	47.6%	129.7%	8.9%	39.1%	53.6%	42.9 %	8.2 %	4.1 %

Satellite & GPS																		
Beijing BDStar	9	40.1	60.1	1	8.0	15.6	0.01	0.08	0.12	(26.9)%	(29.9)%	(27.3)%	49.9%	94.4%	54.3%	38.0 %	15.4 %	12.0 %
Garmin	431	2,940.8	2,946.1	105	908.1	779.5	0.38	3.66	2.91	(1.3)%	32.2%	52.0%	0.2%	(14.2)%	(20.5)%	53.6 %	24.4 %	17.7 %
Loral	229	1,009.8	1,140.2	7	66.0	NA	0.97	9.04	4.11	7.7%	NM	366.1%	12.9%	NA	(54.6)%	8.1 %	3.0 %	12.9 %
TCS	91	320.5	458.1	13	49.8	88.2	0.08	0.65	0.45	29.0%	28.4%	(38.5)%	42.9%	76.9%	(30.5)%	36.9 %	14.2 %	5.9 %
TomTom	363	2,177.2	1,812.6	59	514.4	350.6	0.02	0.88	0.71	28.1%	194.7%	104.7%	(16.7)%	(31.8)%	(19.4)%	53.8 %	16.3 %	1.2 %
Trimble	319	1,156.3	1,298.3	55	177.7	264.7	0.34	1.11	1.42	10.4%	20.6%	21.4%	12.3%	49.0%	27.5%	49.9 %	17.3 %	13.2 %
ViaSat	213	688.1	902.4	41	88.4	195.3	0.43	1.55	1.86	28.4%	304.6%	(6.5)%	31.1%	120.9%	20.0%	33.4 %	19.3 %	7.8 %
Mean	236	1,190	1,231	40	259	282	0.32	2.42	1.65	10.8%	91.7%	67.4%	19.0%	49.2%	(3.3)%	39.1 %	15.7 %	10.1 %
Median	229	1,010	1,140	41	88	230	0.34	1.11	1.42	10.4%	30.3%	21.4%	12.9%	62.9%	(19.4)%	38.0 %	16.3 %	12.0 %

Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price 5/28/10	Market Cap	Enterprise Value	Cash	Debt	% Change 12/31/09	Ent. Value/Rev.		Ent. Value/EBITDA		Price/EPS		Estimate Surprise			Net Cash / Mkt Cap	Net Debt / EBITDA	SG&A / Revenue	R&D / Revenue
							LTM	NTM	LTM	NTM	LTM	NTM	Revenue	EBITDA	EPS				
Wireless Handset																			
Apple	256.88	233,745	210,590	23,155	0	21.9 %	4.0 x	3.3 x	12.8 x	10.7 x	25.3 x	17.9 x	12.2 %	26.8 %	36.2 %	9.9%	(1.4) x	9.0 %	3.2 %
China Wireless	0.40	829	835	32	39	105.9 %	2.5 x	0.8 x	27.2 x	7.8 x	26.7 x	10.4 x	NA	NA	NA	(0.7)%	0.2 x	15.0 %	NA
China Zhenhua	1.78	638	649	72	83	(11.9)%	1.8 x	NA	30.8 x	NA	NM	NA	NA	NA	NA	(1.7)%	0.5 x	12.8 %	NA
LG	85.35	12,280	15,369	5,335	8,423	(18.1)%	0.3 x	0.3 x	4.2 x	5.0 x	6.1 x	7.3 x	NA	NA	NA	(25.2)%	0.8 x	NA	NA
Ningbo Bird	0.70	535	482	64	10	(1.7)%	2.7 x	NA	NM	NA	76.5 x	NA	NA	NA	NA	10.0%	NA	7.1 %	NA
Nokia	10.24	37,969	33,762	13,255	9,049	(19.9)%	0.6 x	0.6 x	4.2 x	5.9 x	10.0 x	12.2 x	(2.5)%	6.5 %	(9.7)%	11.1%	(0.5) x	11.1 %	13.4 %
RIM	60.63	33,479	31,568	1,911	0	(10.6)%	2.1 x	1.7 x	7.6 x	6.5 x	13.8 x	11.4 x	(5.3)%	5.6 %	(0.6)%	5.7%	(0.5) x	9.4 %	6.5 %
Mean	45,639	41,893	6,261	2,515	9.4 %	2.0 x	1.3 x	14.5 x	7.2 x	26.4 x	11.8 x	1.5 %	13.0 %	8.6 %	1.3%	(0.1) x	10.7 %	7.7 %	
Median	12,280	15,369	1,911	39	(10.6)%	2.1 x	0.8 x	10.2 x	6.5 x	19.6 x	11.4 x	(2.5)%	6.5 %	(0.6)%	5.7%	(0.1) x	10.2 %	6.5 %	
Servers/Computing																			
Cray	4.76	169	71	98	0	(25.9)%	0.3 x	0.2 x	NM	NA	NM	13.6 x	(30.8)%	NA	(58.1)%	58.0%	(605.2) x	37.2 %	27.1 %
Dell	13.33	26,102	19,881	10,882	4,661	(7.2)%	0.4 x	0.3 x	5.4 x	4.4 x	12.3 x	10.3 x	4.3 %	2.2 %	13.6 %	23.8%	(1.7) x	11.6 %	1.1 %
HP	46.01	107,898	111,691	14,170	17,963	(10.7)%	0.9 x	0.9 x	6.6 x	5.9 x	10.9 x	9.8 x	3.5 %	(2.6)%	3.8 %	(3.5)%	0.2 x	9.9 %	2.3 %
IBM	125.26	160,627	173,083	13,979	26,435	(4.3)%	1.8 x	1.7 x	7.2 x	7.0 x	12.2 x	10.9 x	0.7 %	NA	1.6 %	(7.8)%	0.5 x	22.4 %	6.6 %
Lenovo	0.61	5,962	2,744	3,902	684	(2.9)%	0.2 x	NA	8.4 x	NA	NM	NA	NA	NA	NA	54.0%	(9.8) x	9.3 %	1.1 %
Silicon Graphics	8.16	250	107	143	0	16.4 %	0.3 x	0.2 x	NA	NA	NM	NM	(8.8)%	NA	232.3 %	57.2%	NA	27.8 %	13.7 %
Super Micro	13.75	504	438	67	2	23.7 %	0.7 x	0.5 x	11.4 x	NA	25.5 x	13.1 x	3.9 %	(29.4)%	(12.9)%	13.0%	(1.7) x	4.7 %	5.2 %
Mean	43,073	44,002	6,177	7,106	(1.5)%	0.6 x	0.6 x	7.8 x	5.7 x	15.2 x	11.5 x	(4.5)%	(10.0)%	30.0 %	27.8%	(102.9) x	17.6 %	8.2 %	
Median	5,962	2,744	3,902	684	(4.3)%	0.4 x	0.4 x	7.2 x	5.9 x	12.3 x	10.9 x	2.1 %	(2.6)%	2.7 %	23.8%	(1.7) x	11.6 %	5.2 %	

(\$ in millions, except per share data)

Company Name	Revenue			EBITDA			EPS			MRQ/PYQ Growth			NTM / LTM Growth			LQ Margin		
	MRQ	LTM	NTM	MRQ	LTM	NTM	MRQ	LTM	NTM	Revenue	EBITDA	EPS	Revenue	EBITDA	EPS	Gross	EBITDA	Net
Wireless Handset																		
Apple	13,499	52,044.0	64,125.7	4,195	16,449.0	19,725.5	3.33	10.17	14.34	48.6%	67.5%	150.4%	23.2%	19.9%	41.0%	41.7 %	31.1 %	22.8 %
China Wireless	122	336.0	1,008.5	13	30.7	107.2	0.01	0.01	0.04	NA	NA	NA	200.1%	249.2%	157.9%	24.4 %	10.4 %	11.0 %
China Zhenhua	91	355.1	NA	6	21.1	NA	0.00	0.01	NA	54.3%	19.6%	19.8%	NA	NA	NA	16.3 %	7.1 %	1.4 %
LG	12,109	48,735.9	52,556.1	1,398	3,689.2	3,070.9	4.15	13.90	11.68	26.8%	185.0%	NA	7.8%	(16.8)%	(16.0)%	25.3 %	11.5 %	4.9 %
Ningbo Bird	42	179.2	NA	3	(4.2)	NA	0.00	0.01	NA	32.9%	139.3%	149.8%	NA	NA	NA	12.0 %	6.2 %	1.6 %
Nokia	12,875	58,296.6	52,991.4	1,700	8,047.4	5,681.1	0.19	1.02	0.84	4.5%	31.3%	42.4%	(9.1)%	(29.4)%	(17.6)%	33.1 %	13.2 %	5.5 %
RIM	4,080	14,953.2	18,878.4	1,309	4,128.8	4,826.7	1.27	4.38	5.32	17.8%	54.1%	41.1%	26.3%	16.9%	21.5%	45.7 %	32.1 %	17.5 %
Mean	6,117	24,986	37,912	1,232	4,623	6,682	1.28	4.22	6.44	30.8%	82.8%	80.7%	49.7%	48.0%	37.4%	28.3 %	16.0 %	9.2 %
Median	4,080	14,953	52,556	1,309	3,689	4,827	0.19	1.02	5.32	29.9%	60.8%	42.4%	23.2%	16.9%	21.5%	25.3 %	11.5 %	5.5 %
Servers/Computing																		
Cray	28	238.0	320.2	(9)	0.2	NA	(0.34)	(0.22)	0.35	(61.9)%	NM	(126.7)%	34.6%	NM	259.1%	23.4 %	(33.1)%	(40.7)%
Dell	14,874	55,434.0	62,654.4	896	3,716.0	4,559.5	0.30	1.08	1.30	20.5%	45.7%	25.0%	13.0%	22.7%	19.9%	17.1 %	6.0 %	4.0 %
HP	30,849	120,427.0	127,792.2	4,299	16,914.0	19,060.5	1.09	4.24	4.70	12.8%	19.1%	26.7%	6.1%	12.7%	10.7%	23.5 %	13.9 %	8.5 %
IBM	22,858	96,907.0	100,906.9	4,821	24,032.0	24,689.3	1.97	10.28	11.47	5.3%	8.4%	15.9%	4.1%	2.7%	11.5%	43.6 %	21.1 %	11.4 %
Lenovo	4,317	16,657.7	NA	89	328.6	NA	0.00	0.01	NA	55.8%	NM	104.4%	NA	NM	NM	10.4 %	2.1 %	0.3 %
Silicon Graphics	108	360.5	548.5	(12)	NA	NA	(0.36)	(1.56)	(0.39)	143.1%	(26.4)%	(50.0)%	52.1%	NM	74.9%	26.8 %	(11.0)%	(10.0)%
Super Micro	189	643.2	848.7	12	38.6	NA	0.18	0.54	1.05	72.8%	NM	500.0%	31.9%	NA	94.4%	15.5 %	6.2 %	4.0 %
Mean	10,460	41,524	48,845	1,442	7,505	16,103	0.41	2.05	3.08	35.5%	11.7%	70.8%	23.7%	12.7%	78.4%	22.9 %	0.7 %	(3.2)%
Median	4,317	16,658	31,752	89	2,022	19,061	0.18	0.54	1.17	20.5%	13.8%	25.0%	22.5%	12.7%	47.4%	23.4 %	6.0 %	4.0 %

Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price	Market	Enterprise	Cash	Debt	% Change	Ent. Value/Rev.		Ent. Value/EBITDA		Price/EPS		Estimate Surprise			Net Cash /	Net Debt /	SG&A /	R&D /
	5/28/10	Cap	Value				LTM	NTM	LTM	NTM	LTM	NTM	Revenue	EBITDA	EPS	Mkt Cap	EBITDA	Revenue	Revenue
Consumer Electronics																			
Apple	256.88	233,745	210,590	23,155	0	21.9 %	4.0 x	3.3 x	12.8 x	10.7 x	25.3 x	17.9 x	12.2 %	26.8 %	36.2 %	9.9%	(1.4) x	9.0 %	3.2 %
D-Link	0.79	510	353	232	75	(25.3)%	0.4 x	0.3 x	8.3 x	5.4 x	15.2 x	8.4 x	NA	NA	NA	30.8%	(3.7) x	27.5 %	2.6 %
JVC KENWOOD	0.40	384	1,087	465	1,169	(14.1)%	0.3 x	NA	7.4 x	NA	NM	NA	NA	NA	NA	(183.3)%	4.8 x	25.9 %	3.1 %
LG	85.35	12,280	15,369	5,335	8,423	(18.1)%	0.3 x	0.3 x	4.2 x	5.0 x	6.1 x	7.3 x	NA	NA	NA	(25.2)%	0.8 x	NA	NA
Netgear	22.71	799	559	241	0	4.7 %	0.7 x	0.6 x	7.9 x	5.3 x	20.9 x	14.2 x	4.5 %	NA	51.7 %	30.1%	(3.4) x	18.8 %	4.2 %
Panasonic	12.89	26,697	37,539	12,860	23,702	(9.4)%	0.5 x	0.4 x	7.1 x	5.7 x	NM	NM	3.7 %	(8.4)%	NA	(40.6)%	2.1 x	25.0 %	NA
Philips Elec	30.11	28,381	28,303	6,165	6,087	1.6 %	0.8 x	0.9 x	6.9 x	7.7 x	23.6 x	16.4 x	7.3 %	253.2 %	235.5 %	0.3%	(0.0) x	25.0 %	6.6 %
Pioneer	3.57	1,185	2,018	966	1,798	16.2 %	0.4 x	0.4 x	8.7 x	3.7 x	NM	NM	NA	NA	NA	(70.3)%	3.6 x	10.2 %	NA
Sharp	11.00	12,126	17,127	3,728	8,728	(12.3)%	0.6 x	0.5 x	5.2 x	4.0 x	NM	NM	NA	NA	NA	(41.2)%	1.5 x	17.9 %	(2.8)%
Sony	30.72	30,832	36,612	10,573	16,353	7.1 %	0.5 x	0.4 x	7.1 x	5.8 x	NM	NM	(3.6)%	7.6 %	NA	(18.7)%	1.1 x	23.0 %	NA
Vtech	9.83	2,428	2,200	230	3	2.5 %	1.6 x	NA	10.3 x	NA	14.6 x	NA	NA	NA	NA	9.4%	(1.1) x	17.1 %	3.7 %
Mean	31,761	31,978	5,814	6,031	(2.3)%	0.9 x	0.8 x	7.8 x	5.9 x	17.6 x	12.8 x	4.8 %	69.8 %	107.8 %	(27.2)%	0.4 x	19.9 %	2.9 %	
Median	12,126	15,369	3,728	1,798	1.6 %	0.5 x	0.4 x	7.4 x	5.4 x	18.1 x	14.2 x	4.5 %	17.2 %	51.7 %	(18.7)%	0.8 x	20.9 %	3.2 %	

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Company Name	Revenue			EBITDA			EPS			MRQ/PYQ Growth			NTM / LTM Growth			LQ Margin		
	MRQ	LTM	NTM	MRQ	LTM	NTM	MRQ	LTM	NTM	Revenue	EBITDA	EPS	Revenue	EBITDA	EPS	Gross	EBITDA	Net
Consumer Electronics																		
Apple	13,499	52,044.0	64,125.7	4,195	16,449.0	19,725.5	3.33	10.17	14.34	48.6%	67.5%	150.4%	23.2%	19.9%	41.0%	41.7 %	31.1 %	22.8 %
D-Link	249	999.7	1,231.2	12	42.7	65.3	0.01	0.05	0.09	24.1%	204.9%	181.0%	23.2%	52.9%	82.3%	33.9 %	4.6 %	3.4 %
JVC KENWOOD	998	4,288.5	NA	77	145.9	NA	(0.11)	(0.36)	NA	(61.0)%	NM	82.6%	NA	NA	NA	28.3 %	7.7 %	(10.5)%
LG	12,109	48,735.9	52,556.1	1,398	3,689.2	3,070.9	4.15	13.90	11.68	26.8%	185.0%	NA	7.8%	(16.8)%	(16.0)%	25.3 %	11.5 %	4.9 %
Netgear	212	746.1	866.9	27	70.4	105.4	0.46	1.09	1.60	39.2%	493.4%	NM	16.2%	49.6%	47.6%	34.4 %	12.9 %	7.7 %
Panasonic	23,518	79,771.1	98,573.4	1,750	5,276.2	6,623.2	(0.46)	(0.52)	0.41	50.9%	288.1%	78.7%	23.6%	25.5%	178.5%	27.7 %	7.4 %	(4.0)%
Philips Elec	7,651	33,686.8	32,198.8	980	4,091.9	3,689.3	0.33	1.28	1.83	13.6%	405.6%	NM	(4.4)%	(9.8)%	43.9%	38.4 %	12.8 %	4.1 %
Pioneer	1,243	4,723.2	5,169.9	136	231.4	550.2	(0.60)	(3.02)	0.29	22.9%	261.5%	76.1%	9.5%	137.8%	109.5%	21.7 %	10.9 %	(11.7)%
Sharp	7,831	29,657.9	33,567.2	1,038	3,316.2	4,313.7	0.10	0.02	0.58	41.0%	580.0%	112.2%	13.2%	30.1%	NM	21.6 %	13.3 %	1.8 %
Sony	18,350	77,566.1	83,129.2	707	5,121.0	6,262.9	(0.60)	(0.43)	0.95	19.1%	136.1%	63.7%	7.2%	22.3%	NM	21.3 %	3.9 %	(3.3)%
Vtech	369	1,407.7	NA	59	213.8	NA	0.19	0.67	NA	NA	NA	NA	NA	NA	NA	34.5 %	16.0 %	12.4 %
Mean	7,821	30,330	41,269	944	3,513	4,934	0.62	2.08	3.53	22.5%	291.3%	106.4%	13.3%	34.6%	69.5%	29.9 %	12.0 %	2.5 %
Median	7,651	29,658	33,567	707	3,316	3,689	0.10	0.05	0.95	25.4%	261.5%	82.6%	13.2%	25.5%	47.6%	28.3 %	11.5 %	3.4 %

Financial Metrics

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Company Name	Stock Price	Market	Enterprise	Cash	Debt	% Change	Ent. Value/Rev.		Ent. Value/EBITDA		Price/EPS		Estimate Surprise			Net Cash /	Net Debt /	SG&A /	R&D /
	5/28/10	Cap	Value				LTM	NTM	LTM	NTM	LTM	NTM	Revenue	EBITDA	EPS	Mkt Cap	EBITDA	Revenue	Revenue
Components & Subsystems																			
AAC Acoustic	1.44	1,766	1,540	255	29	(13.0)%	4.3 x	3.0 x	11.8 x	8.4 x	17.0 x	11.6 x	NA	NA	NA	12.8%	(1.7) x	8.2 %	6.3 %
Belden	25.90	1,211	1,516	239	544	18.2 %	1.0 x	0.9 x	9.7 x	6.9 x	20.1 x	15.5 x	5.4 %	7.8 %	18.0 %	(25.2)%	1.9 x	18.4 %	3.7 %
BYD Elec	0.62	1,395	1,178	216	0	(24.4)%	0.7 x	NA	6.4 x	NA	12.6 x	NA	NA	NA	NA	15.5%	(1.2) x	2.7 %	3.6 %
Comba Telecom	1.19	1,414	1,327	151	64	12.2 %	2.3 x	1.8 x	12.7 x	9.3 x	20.0 x	14.0 x	NA	NA	NA	6.1%	(0.8) x	15.0 %	3.4 %
CommScope	28.20	2,664	3,488	622	1,447	6.3 %	1.2 x	1.1 x	6.8 x	6.5 x	13.6 x	13.9 x	0.8 %	4.3 %	3.8 %	(31.0)%	1.6 x	15.6 %	4.1 %
Comtech	28.81	822	507	514	200	(17.8)%	0.8 x	0.6 x	4.6 x	3.5 x	17.0 x	13.1 x	12.6 %	28.4 %	40.9 %	38.2%	(2.8) x	13.4 %	6.7 %
Corning	17.43	27,204	25,324	3,873	1,993	(9.7)%	4.2 x	3.8 x	13.3 x	11.0 x	9.8 x	8.6 x	2.1 %	9.4 %	24.6 %	6.9%	(1.0) x	15.1 %	9.3 %
Finisar	15.20	1,127	1,210	76	158	70.4 %	1.9 x	1.6 x	21.7 x	12.6 x	31.7 x	17.4 x	NA	NA	0.0 %	(7.3)%	1.5 x	10.4 %	14.9 %
Jiangsu Zhongtian	2.96	951	1,050	97	196	(18.3)%	1.9 x	1.4 x	12.3 x	12.0 x	17.5 x	16.7 x	NA	NA	NA	(10.5)%	1.2 x	10.3 %	NA
Pow er w ave	1.65	219	431	63	275	31.0 %	0.8 x	0.7 x	12.2 x	NM	NM	NM	(14.5)%	NA	(1,648.3)%	(96.9)%	6.0 x	18.1 %	12.5 %
Sterlite	2.13	690	755	34	98	33.9 %	NA	NA	NA	NA	NA	NA	NA	NA	NA	(9.4)%	NA	2.2 %	0.5 %
TKH Group	18.75	680	795	62	177	(6.2)%	0.8 x	0.8 x	9.8 x	8.2 x	NM	14.7 x	NA	NA	NA	(16.8)%	1.4 x	20.5 %	NA
Wuhan	2.36	1,315	1,143	179	7	(25.9)%	6.5 x	3.9 x	18.2 x	12.7 x	28.0 x	19.4 x	NA	NA	NA	13.1%	(2.7) x	4.3 %	NA
Mean		3,189	3,097	491	399	4.4 %	2.2 x	1.8 x	11.6 x	9.1 x	18.7 x	14.5 x	1.3 %	12.5 %	(260.2)%	(8.0)%	0.3 x	11.9 %	6.5 %
Median		1,211	1,178	179	177	(6.2)%	1.5 x	1.4 x	12.0 x	8.8 x	17.3 x	14.4 x	2.1 %	8.6 %	10.9 %	(7.3)%	0.2 x	13.4 %	5.2 %

(\$ in millions, except per share data)

Company Name	Revenue			EBITDA			EPS			MRQ/PYQ Growth			NTM / LTM Growth			LQ Margin		
	MRQ	LTM	NTM	MRQ	LTM	NTM	MRQ	LTM	NTM	Revenue	EBITDA	EPS	Revenue	EBITDA	EPS	Gross	EBITDA	Net
Components & Subsystems																		
AAC Acoustic	88	355.5	511.8	31	130.7	184.2	0.02	0.08	0.12	59.9%	90.8%	126.1%	44.0%	41.0%	47.1%	43.0 %	35.3 %	28.3 %
Belden	400	1,487.1	1,652.7	45	156.8	219.1	0.29	1.29	1.67	21.9%	56.1%	81.3%	11.1%	39.8%	29.3%	30.9 %	11.1 %	3.4 %
BYD Elec	542	1,639.4	NA	61	183.7	NA	0.02	0.05	NA	NA	NA	NA	NA	NA	NA	14.0 %	11.2 %	7.2 %
Comba Telecom	172	572.8	758.1	32	104.2	143.1	0.02	0.06	0.09	NA	NA	NA	32.4%	37.3%	42.7%	35.6 %	18.8 %	12.4 %
CommScope	722	3,004.2	3,283.8	93	516.4	538.5	0.26	2.07	2.03	(2.8)%	25.6%	85.7%	9.3%	4.3%	(1.8)%	28.9 %	13.0 %	3.4 %
Comtech	216	643.3	806.9	41	110.4	143.3	0.67	1.69	2.20	68.3%	153.3%	131.0%	25.4%	29.9%	30.3%	37.1 %	18.8 %	10.2 %
Corning	1,553	5,959.0	6,677.7	557	1,909.0	2,295.1	0.52	1.77	2.03	57.0%	540.2%	420.0%	12.1%	20.2%	14.5%	47.1 %	35.9 %	52.9 %
Finisar	183	624.4	750.5	25	55.8	96.3	0.20	0.48	0.87	70.3%	NM	NM	20.2%	72.5%	82.0%	31.7 %	13.7 %	6.8 %
Jiangsu Zhongtian	120	562.3	727.0	21	85.4	87.4	0.04	0.17	0.18	16.7%	50.1%	37.6%	29.3%	2.3%	5.2%	25.7 %	17.7 %	11.2 %
Pow er w ave	114	532.2	632.8	1	35.3	21.6	(0.05)	(0.04)	0.11	(23.6)%	(69.8)%	NM	18.9%	(38.8)%	NM	26.1 %	1.0 %	(5.8)%
Sterlite	147	NA	NA	24	NA	NA	0.05	NA	NA	22.4%	64.7%	100.0%	NA	NM	NA	35.9 %	16.2 %	10.9 %
TKH Group	245	1,023.7	1,004.8	25	80.9	96.6	0.22	0.29	1.27	3.1%	NA	NM	(1.8)%	19.4%	342.8%	41.0 %	9.7 %	1.5 %
Wuhan	35	176.1	290.9	12	62.8	90.0	0.01	0.08	0.12	(38.4)%	(19.8)%	(28.7)%	65.1%	43.2%	44.3%	31.9 %	35.4 %	21.4 %
Mean	349	1,382	1,554	75	286	356	0.17	0.67	0.97	23.2%	99.0%	119.1%	24.2%	24.6%	63.6%	33.0 %	18.3 %	12.6 %
Median	183	634	758	31	107	143	0.05	0.23	0.87	21.9%	56.1%	92.9%	20.2%	29.9%	36.5%	31.9 %	16.2 %	10.2 %

Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price 5/28/10	Market Cap	Enterprise Value	Cash	Debt	% Change 12/31/09	Ent. Value/Rev.		Ent. Value/EBITDA		Price/EPS		Estimate Surprise			Net Cash / Mkt Cap	Net Debt / EBITDA	SG&A / Revenue	R&D / Revenue
							LTM	NTM	LTM	NTM	LTM	NTM	Revenue	EBITDA	EPS				
ODMs & EMS																			
Alpha Networks	0.81	381	260	141	19	(7.5)%	0.4 x	NA	NA	NA	16.3 x	NA	NA	NA	NA	31.8%	NA	5.0 %	8.3 %
Compal	1.22	4,921	4,239	2,064	1,382	(12.2)%	0.2 x	0.1 x	4.3 x	NM	6.9 x	NM	NA	NA	NA	13.9%	(0.7) x	1.2 %	1.1 %
Cybertan	1.05	348	200	148	0	(32.3)%	0.5 x	NA	10.2 x	NA	16.8 x	NA	NA	NA	NA	42.5%	(7.5) x	2.6 %	2.8 %
Flextronics	6.56	5,344	6,520	1,928	3,104	(10.3)%	0.3 x	0.2 x	6.9 x	NM	12.1 x	NM	(1.7)%	4.6 %	8.8 %	(22.0)%	1.2 x	3.1 %	NA
Foxconn	3.69	3,584	3,374	788	579	(4.9)%	0.7 x	0.7 x	9.5 x	8.1 x	18.4 x	15.8 x	NA	NA	NA	5.8%	(0.6) x	2.6 %	1.0 %
Gemtek	1.30	351	309	130	88	(27.8)%	0.6 x	NA	9.2 x	NA	20.2 x	NA	NA	NA	NA	11.9%	(1.2) x	4.5 %	6.4 %
Lite-On	1.14	2,503	2,131	1,691	1,319	(24.4)%	0.3 x	0.5 x	3.5 x	6.3 x	9.6 x	9.8 x	NA	NA	NA	14.9%	(0.6) x	8.0 %	1.9 %
Melco	26.89	601	354	254	7	49.9 %	0.3 x	NA	3.6 x	NA	11.1 x	NA	NA	NA	NA	41.2%	(2.5) x	12.7 %	NA
MTAC	0.39	595	455	224	114	(25.1)%	0.2 x	NA	NM	NA	NM	NA	NA	NA	NA	18.6%	NA	9.8 %	5.0 %
Qisda	0.51	981	1,668	407	1,094	(18.7)%	0.3 x	NA	8.3 x	NA	11.7 x	NA	NA	NA	NA	(70.1)%	3.4 x	7.4 %	2.8 %
Quanta	1.80	6,834	6,025	2,910	2,163	(17.3)%	0.3 x	0.2 x	7.4 x	NM	11.6 x	NM	NA	NA	NA	10.9%	(0.9) x	1.1 %	0.9 %
Wistron	1.65	3,079	2,585	760	266	(15.2)%	0.1 x	NA	4.7 x	NA	9.7 x	NA	NA	NA	NA	16.0%	(0.9) x	1.7 %	1.4 %
Mean		2,460	2,343	954	845	(12.1)%	0.4 x	0.4 x	6.8 x	7.2 x	13.1 x	12.8 x	(1.7)%	4.6 %	8.8 %	9.6%	(1.0) x	5.0 %	3.2 %
Median		1,742	1,900	583	422	(16.2)%	0.3 x	0.2 x	7.2 x	7.2 x	11.7 x	12.8 x	(1.7)%	4.6 %	8.8 %	14.4%	(0.8) x	3.8 %	2.4 %

(\$ in millions, except per share data)

Company Name	Revenue			EBITDA			EPS			MRQ/PYQ Growth			NTM / LTM Growth			LQ Margin		
	MRQ	LTM	NTM	MRQ	LTM	NTM	MRQ	LTM	NTM	Revenue	EBITDA	EPS	Revenue	EBITDA	EPS	Gross	EBITDA	Net
ODMs & EMS																		
Alpha Networks	151	589.8	NA	14	NA	NA	0.01	0.05	NA	61.9%	NA	(22.5)%	NA	NM	NA	16.5 %	9.0 %	3.2 %
Compal	7,209	24,447.6	28,264.5	265	980.0	743.2	0.06	0.18	0.16	103.7%	69.7%	190.9%	15.6%	(24.2)%	(8.5)%	5.4 %	3.7 %	3.7 %
Cybertan	114	399.4	NA	1	19.6	NA	0.01	0.06	NA	37.8%	NA	0.9%	NA	NA	NA	8.5 %	1.0 %	2.9 %
Flextronics	5,940	24,110.7	27,218.2	250	942.8	1,305.7	0.16	0.54	0.79	6.4%	(38.3)%	NM	12.9%	38.5%	46.0%	5.7 %	4.2 %	2.2 %
Foxconn	1,038	4,618.9	4,824.7	113	353.9	415.6	0.05	0.20	0.23	(11.1)%	NA	68.2%	4.5%	17.4%	16.0%	9.1 %	7.5 %	4.4 %
Gemtek	129	538.9	NA	6	33.6	NA	0.02	0.06	NA	(6.5)%	(37.8)%	(29.5)%	NA	NA	NA	12.4 %	5.0 %	3.6 %
Lite-On	1,717	6,364.3	3,883.4	142	607.2	339.0	0.03	0.12	0.12	60.9%	103.3%	411.2%	(39.0)%	(44.2)%	(1.6)%	15.5 %	8.3 %	3.3 %
Melco	352	1,255.7	NA	41	98.9	NA	1.15	2.42	NA	22.9%	128.5%	367.9%	NA	NA	NA	23.6 %	11.8 %	7.3 %
MTAC	418	1,873.9	NA	1	(31.7)	NA	0.00	(0.03)	NA	1.0%	NM	107.7%	NA	NM	NA	11.6 %	0.2 %	0.2 %
Qisda	1,180	4,800.0	NA	35	200.8	NA	0.03	0.04	NA	20.1%	NM	185.3%	NA	NA	NA	11.3 %	3.0 %	4.6 %
Quanta	7,954	23,036.6	36,159.5	201	812.2	1,018.3	0.04	0.16	0.19	62.4%	25.9%	28.4%	57.0%	NM	23.2%	4.1 %	2.5 %	2.1 %
Wistron	4,514	17,974.2	NA	135	548.4	NA	0.04	0.17	NA	36.0%	73.6%	84.6%	NA	NA	NA	5.3 %	3.0 %	1.9 %
Mean	2,560	9,168	20,070	100	415	764	0.13	0.33	0.30	33.0%	46.4%	126.6%	10.2%	(3.1)%	15.0%	10.7 %	4.9 %	3.3 %
Median	1,109	4,709	27,218	77	354	743	0.04	0.14	0.19	29.5%	69.7%	84.6%	12.9%	(3.4)%	16.0%	10.2 %	3.9 %	3.3 %



Introduction to SagePoint Advisors

SagePoint Advisors is a boutique investment banking firm providing merger, acquisition and strategic advisory services to technology and telecom companies and their venture backers.

Mission	To deliver the senior-level attention, trusted relationships and market insight on \$10-100 million M&A transactions that other investment banks reserve only for much larger transactions.
Services	Sell Side Advisory; Divestitures; Buy Side Advisory; Strategic Investments
Industry Focus	Software, hardware and services in the Wireless, VoIP, IP Video, Networking, Internet, Telecom Equipment, IT Infrastructure and Enabling Technology sectors
Offices	San Diego, CA

David P. Michaels - Founder & Managing Director



Prior to founding SagePoint Advisors in 2008, David Michaels was a Co-Founder, Partner and Managing Director at Montgomery & Co., a leading investment bank focused on serving emerging-growth technology companies and their venture backers. Mr. Michaels co-founded Montgomery's investment banking business in 1996 as the lead banker and played an instrumental role in building the business to over \$50 million in revenues and 80 employees. Mr. Michaels launched Montgomery's San Diego office in 2003 and established Montgomery as the dominant brand in the region. Mr. Michaels also ran the firm's Communications and Digital Media Technology practice areas for several years prior to his departure. During his 14 year tenure at Montgomery, Mr. Michaels advised CEOs and Boards on more than 75 corporate strategy, M&A and fund raising engagements.

Mr. Michaels has intimate knowledge of the strategic landscape, market dynamics and technology underpinnings of several high technology market segments including wireless infrastructure, software and services, voice, video and data infrastructure, software and services, storage infrastructure and software, networking equipment, Internet software and services and semiconductors. Prior to co-founding Montgomery's investment banking business, Mr. Michaels managed strategic consulting assignments for the firm including market entry analysis, acquisition search studies and strategic portfolio assessments.

Prior to joining the Montgomery in 1994, Mr. Michaels held various investment banking positions including a position within Bankers Trust Corporate Finance Department, where he helped execute merger and acquisition assignments such as sale mandates and valuation analyses. Prior to that, Mr. Michaels worked as a structural engineer at General Dynamics, where he assisted on the Advanced Tactical Fighter program. Mr. Michaels received an M.B.A. with an emphasis in marketing and entrepreneurship from the Anderson School of Management at UCLA and holds a B.S. in Mechanical Engineering from the University of Michigan.

Teak Murphy - Senior Associate



Prior to joining SagePoint, Teak worked as a Senior Associate with Enterprise Partners Venture Capital, the largest Southern California based VC firm, where he evaluated investment opportunities and worked closely with senior management and board members to successfully grow portfolio companies. Prior to Enterprise Partners, Teak worked as an Associate in technology investment banking at Montgomery & Co. where he spent three years working closely with SagePoint's founder David Michaels on buy-side and sell-side M&A transactions. Prior to Montgomery, Teak worked at Cowen & Co. advising technology companies on M&A and IPO transactions.

Teak's experience working on fund raising, mergers and acquisitions, and initial public offerings as both an advisor and investor provides unique insight into the needs of venture-backed companies. Teak graduated from the University of Southern California with honors, receiving a B.S. in Business Administration and Finance .

Primary Industry Focus – Communications & Networking

Value Chain	Wireless	VoIP	Video	Data
Services	Mobile messaging, content, search, LBS, social networking, gaming, etc.	VoIP service providers, voice search, website voice enablement, etc.	Cable & DBS, Internet video, conferencing, video delivery networks, etc.	Internet access, web hosting, co-location, SaaS delivery networks, etc.
Software	Mobile and fixed wireless application and infrastructure software, etc.	VoIP softphone client and server software, FMC software, etc.	Video encoding, transcoding, editing, sharing and player software, etc.	Networking & Internet client and server software, etc.
Equipment	Handsets and modules, fixed and mobile wireless equipment, etc.	VoIP handsets, gateways, IP-PBXs, SBCs, media servers, etc.	Cable & IPTV equipment, video conferencing, VOD, DVRs, STBs, etc.	WAN, LAN and optical data networking and telecom equipment, etc.
Semiconductors	3G/4G, WiMax, WLAN, & WPAN RF & BB ICs, etc.	VoIP DSPs and ASICs	Video encode/decode, processing and transport ICs, etc.	WAN, LAN, I/O storage and security networking ICs

Transaction Experience of SagePoint Team













































 ...stay connected has been acquired by  August 2009	 has been acquired by Undisclosed Buyer November 2008	 has sold certain assets to Undisclosed Handset OEM October 2008	 Buyside Advisory 2008	 has been acquired by  April 2008	 has sold its assets to  \$10,000,000 October 2007	 has been acquired by  \$34,875,000 September 2007
 The Power of Touch Initial Public Offering \$82,500,000 Co-manage June 2007	 has been acquired by  January 2007	 Initial Public Offering \$167,440,000 Co-manager September 2006	 has been acquired by  August 2006	 has been acquired by  August 2006	 Senior Convertible Debentures \$5,000,000 Financial Advisor and Placement Agent July 2006	 has sold its SRAM assets to  January 2006
 Private Investment in Public Equity \$14,400,000 Co-Agent January 2006	 has been acquired by  October 2005	 has agreed to the sale of their NAS Software Intellectual Property to  \$50,000,000 May 2005	 has sold a minority stake to Strategic Investor 2005	 has been acquired by  August 2004	 the e-way of software has been acquired by  \$122,500,000 April 2004	 has been acquired by  March 2004
 has been acquired by  August 2003	 has been acquired by  December 2003	 has been acquired by  February 2003	 has been acquired by  April 2002	 Private Placement \$9,900,000 Placement Agent July 2001	 Private Placement \$11,000,000 Placement Agent May 2000	 the leader in emerging data technology has merged with  \$157,000,000 March 2000

Transaction Experience by Market Segment

SagePoint's Founder has led more than 75 M&A and fund raising engagements with deal experience across the entire communications and networking value chain.

Value Chain	Wireless	VoIP	Video	Data
Services	<ul style="list-style-type: none"> • Sale of Xumii to Myriad Group • Capital Raise for InfoSonics 	<ul style="list-style-type: none"> • Sale of AccessLine to Telanetix • Strategic Advisory for Voice 2.0 Service Provider 	<ul style="list-style-type: none"> • Strategic Advisory for DirecTV Reseller 	<ul style="list-style-type: none"> • Sale of Compute Intensive to Verio • Sale of GeoNet to Level 3 • Capital Raise for Speakeasy
Software	<ul style="list-style-type: none"> • Sale of Neven Vision to Google • Sale of SKY MobileMedia; 	<ul style="list-style-type: none"> • Sale of CrystalVoice to Global IP Solutions • Buyside Advisory for VOIP Softphone Vendor 	<ul style="list-style-type: none"> • IPO for Divx • Strategic Advisory for Mobile Video SW Vendor 	<ul style="list-style-type: none"> • Sale of LVL7 to Broadcom • Sale of Neteon to CA
Equipment	<ul style="list-style-type: none"> • Sale of Strix to Idream • Sale of Aiprime to Sierra Wireless 	<ul style="list-style-type: none"> • Strategic Advisory for Unified Messaging Vendor • Strategic Advisory for IP-PBX Vendor 	<ul style="list-style-type: none"> • Sale of Gyration to Philips • Sale of TIR to Philips 	<ul style="list-style-type: none"> • Sale of Network Physics to OpNet • Capital Raise for Raptor Networks • Sale of Procom to Sun
Semis	<ul style="list-style-type: none"> • Sale of CommAsic to Freescale • Peregrine Strategic Investment • Sale of Synad to ST 	<ul style="list-style-type: none"> • Strategic Advisory for Noise Cancellation IC Vendor 	<ul style="list-style-type: none"> • Sale of Vativ to Entropic • Strategic Advisory for Video Processing IC Vendor 	<ul style="list-style-type: none"> • Strategic Advisory for Storage Networking IC Vendor

Representative Buyer Relationships

Internet / Media	Service Providers	Communications Software / SaaS	Communications Equipment	Communications Semiconductors
         	         	         	        	         

Why Work With SagePoint?

- SagePoint delivers the senior-level attention, trusted relationships and market insight on \$10-100M transactions that larger investment banks reserve only for much larger transactions
- SagePoint's domain knowledge is world-class across the entire communications and networking value chain
- SagePoint has developed trusted relationships with the most active strategic buyers across the communications value chain
- SagePoint has the M&A expertise that comes only from decades of experience focusing on strategic transactions
- SagePoint's unwavering integrity and commitment to intellectual honesty ensures that we tell our clients what they need to hear to make sound business decisions
- At SagePoint, we offer sage advice that points our clients in the right direction to ensure an optimal outcome