

# **SagePoint Software & Services 125**

## **Q2 2010 Performance Review**

An Analysis of Public Communications, Internet and  
IT Infrastructure Software & Services Companies  
from a Valuation and M&A Perspective

September 2010

Prepared By:



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# SagePoint Software & Services 125 Universe

		Market Segment											
		Network & Systems Mgt	Data Mgt & Infrastructure	Security	Carrier Back Office	Messaging & Conferencing	VoIP & Voice Applications	Video / Multimedia	Connectivity & Mobility	Mobile & LBS Applications	Mobile/Web Content & Games	Portals & Social Ntwks	Search & Mktg Services
1	Access Co								X				
2	Adobe							X					
3	Akamai										X		
4	Amdocs				X								
5	Ancestry.com											X	
6	AOL											X	X
7	Aplix								X				
8	ArcSight			X									
9	AsiaInfo				X								
10	AutoNavi									X			
11	Autonomy		X										
12	Avid							X					
13	Baidu										X	X	
14	Bitstream								X				
15	BMC		X										
16	BroadSoft					X							
17	CA		X										
18	Changyou.com										X		
19	Check Point			X									
20	Citrix		X						X				
21	ClickSoftware									X			
22	Commtouch			X									
23	CommVault		X										
24	Compuware		X										
25	comScore											X	
26	Constant Contact					X							
27	Convergys				X								
28	CSG Systems				X								
29	CyberLink							X					
30	Daum Comm.										X		
31	DG FastChannel											X	
32	DigiCore									X			

		Market Segment											
		Network & Systems Mgt	Data Mgt & Infrastructure	Security	Carrier Back Office	Messaging & Conferencing	VoIP & Voice Applications	Video / Multimedia	Connectivity & Mobility	Mobile & LBS Applications	Mobile/Web Content & Games	Portals & Social Ntwks	Search & Mktg Services
33	Digital River											X	
34	DigitalGlobe												
35	Dolby							X					
36	DTS							X					
37	Enghouse Systems						X						
38	Fortinet				X								
39	F-Secure				X								
40	Giant Interactive										X		
41	Google											X	
42	Gree											X	
43	IAC/InterActive										X	X	
44	IBM		X										
45	Index Holdings										X		
46	Informatica		X										
47	InfoSpace												X
48	Infraware								X				
49	Intec Telecom				X								
50	Interactive Intel.						X						
51	Intermap									X			
52	IntraLinks					X							
53	Ituran									X			
54	j2 Global					X							
55	Keynote Systems		X										
56	Limelight Ntwks										X		
57	LivePerson					X							
58	LogMeIn								X				
59	Marchex												X
60	McAfee			X									
61	Meetic											X	
62	Microsoft		X			X							
63	MicroStrategy		X										
64	Mixi											X	

# SagePoint Software & Services 125 Universe – Continued

		Market Segment											
		Network & Systems Mgt	Data Mgt & Infrastructure	Security	Carrier Back Office	Messaging & Conferencing	VoIP & Voice Applications	Video / Multimedia	Connectivity & Mobility	Mobile & LBS Applications	Mobile/Web Content & Games	Portals & Social Ntwks	Search & Mktg Services
65	Motricity								X				
66	Myriad								X				
67	NEOWIZ										X		
68	Netease.com										X		
69	Netezza		X										
70	NetScout	X											
71	NeuStar				X								
72	Neutral Tandem				X								
73	NHN											X	
74	NICE Systems					X							
75	Novell	X				X							
76	Nuance					X							
77	Openwave					X			X				
78	Opera								X				
79	OPNET Tech.	X											
80	Oracle		X										
81	Perfect World										X		
82	Premiere Global					X							
83	Progress Software	X											
84	Qlik		X										
85	Quest Software	X											
86	RealNetworks										X		
87	Red Hat		X										
88	Rovi							X					
89	SAP		X										
90	SeaChange							X					
91	Shanda Games										X		
92	Shutterfly											X	
93	Sina											X	
94	Smith Micro								X				
95	Software AG	X											

		Market Segment											
		Network & Systems Mgt	Data Mgt & Infrastructure	Security	Carrier Back Office	Messaging & Conferencing	VoIP & Voice Applications	Video / Multimedia	Connectivity & Mobility	Mobile & LBS Applications	Mobile/Web Content & Games	Portals & Social Ntwks	Search & Mktg Services
96	Sohu.com											X	
97	SolarWinds	X											
98	Sonic Solutions							X					
99	Sourcefire			X									
100	SRS Labs							X					
101	Symantec			X									
102	Synchronoss				X								
103	Syniverse				X								
104	TCS									X			
105	TechTarget												X
106	Teleperformance				X								
107	TeleTech				X								
108	Tencent										X		
109	Teradata		X										
110	Tibco		X										
111	TNS				X								
112	TradeDoubler												X
113	Trend Micro			X									
114	Universo Online											X	
115	ValueClick												X
116	Verisign			X									
117	VIZRT							X					
118	VMware		X										
119	Wave Systems			X									
120	Websense			X									
121	Webtech									X			
122	XATA									X			
123	XING											X	
124	Yahoo Japan											X	X
125	Yahoo!											X	X

## SagePoint's Viewpoint - Key Takeaways

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- Concerns surrounding European economic stability resulted in a sharp drop in stock prices to start Q2 with the Software & Services 125 down a median of 3.9% for Q2
  - Data Mgt & Infrastructure posted impressive growth of 21.6% in Q2 with 73% of companies in the segment increasing in value while Security was the only other segment managing gains, up less than 1%
  - In recent months Software & Services 125 has rebounded, up 10% since start of Q3 while outperforming the SagePoint 400 (+7.1%), Nasdaq (+7.0%) and Dow Jones (+6.0%)
- The vast majority of Software & Services companies are consistently delivering on expectations
  - 81% of the Software & Services 125 met or beat Q2 revenue targets while 74% met or beat EPS targets
  - Most Q2 surprises are positive with 40% beating revenue estimates versus 19% missing and over 50% of companies beating EPS estimates
- Software & Services 125 posted double digit median revenue growth again in Q2, though Q2 growth of 14.5% was not quite as strong as Q1
  - Median NTM revenue growth of 11.6% is projected for the Software & Services 125
  - Mobile & LBS Applications project the strongest growth at 21% with VoIP & Voice Applications, Mobile/Web Content & Games and Portals and Social Networks also outperforming with 15-16% growth
- Median EPS growth for the Software & Services 125 decreased considerably in Q2 but still remains in the double digits at 13%
  - 25 companies posted revenue contraction and another 18 companies posted EPS contraction despite revenue growth as many vendors increased opex to fuel expected growth
  - Double digit median EPS growth is expected to continue at 14.3% over the next twelve months with all segments posting positive EPS growth

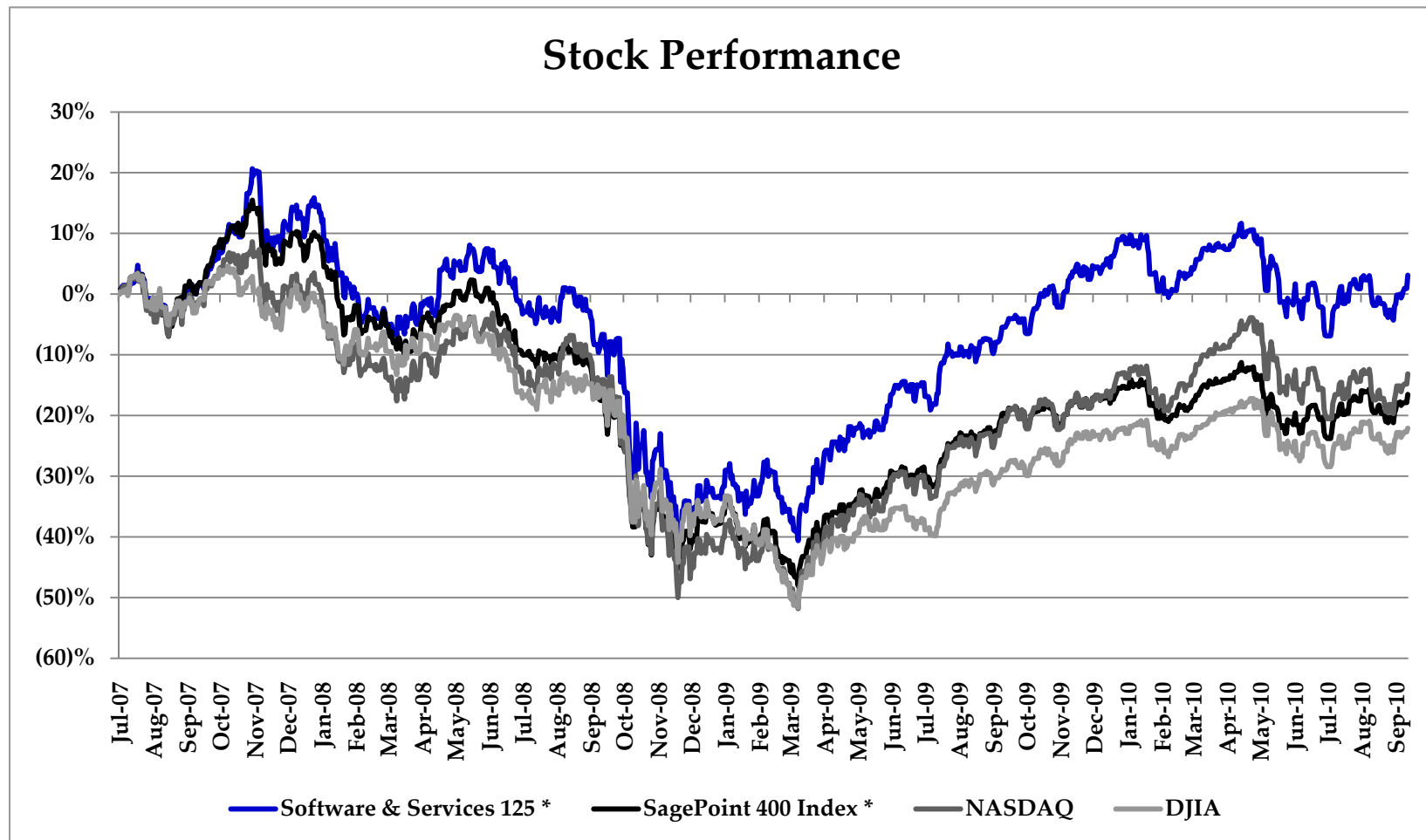
## SagePoint's Viewpoint - Key Takeaways Continued

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- Software & Services 125 vendors continued to increase spend in Q2 to fuel innovation & growth with revenue growth and improved gross margins driving improved operating models
  - Median gross margins were up to 70.3%, near a three year high
  - Median R&D spending as a % of revenues fell slightly to 13.6% as increased R&D spending was outpaced by revenue growth
  - Median SG&A fell slightly to 37.4% of revenues as increased SG&A spending was outpaced by revenue growth
  - Median net margins rose to 13.5% on revenue growth and improved gross and operating margins
- Valuation multiples had stabilized until concerns around European economic uncertainty sent stock prices falling during Q2 with valuations regaining some of the lost ground in recent months
  - Median LTM revenue multiple of 2.6x is 32% off the 2007 peak
  - Median LTM P/E multiple of 18.8x remains 41% off 2007 peak
- M&A activity was down from Q1 but remained strong and SagePoint expects continued deal activity though the remainder of 2010 and into 2011
  - Notable Q2 deals included SAP/Sybase (\$6.7B), Symantec/Verisign Authentication (\$1.3B), Thoma Bravo/SonicWALL (\$720M), Apax/Sophos (\$580M), Sonic Solutions/DivX (\$328M), Symantec/PGP (\$300M), Vision Solutions/Double-Take (\$242M), Apple/Siri (\$200M), Digital Sky/ICQ (\$188M)
  - With 34% of the Software & Services 125 below \$200 million in LTM revenues and 53% at market caps below \$1 billion, the sector remains fragmented which should be a catalyst for further consolidation
  - Hundreds of private Web 2.0 and mobile software and services companies will be looking for exits
  - Buyers may increasingly need to look outside for revenue growth as organic growth is slow to return

## SagePoint Software & Services 125 Index Performance

- The Software & Services 125 has outperformed over the past three years due to H2'09 rally
- Concerns surrounding European economic stability resulted in a sharp drop to start Q2
- In recent months Software & Services 125 has rebounded, up 10% since start of Q3 while outperforming the SagePoint 400 (+7.1%), Nasdaq (+7.0%) and Dow Jones (+6.0%)

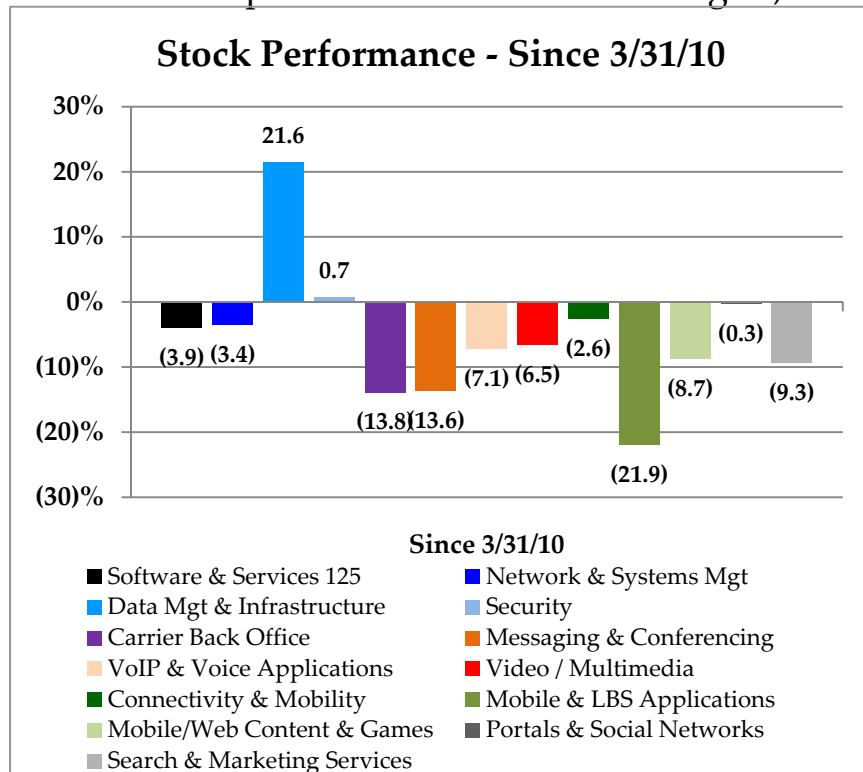


\* Market Value weighted index

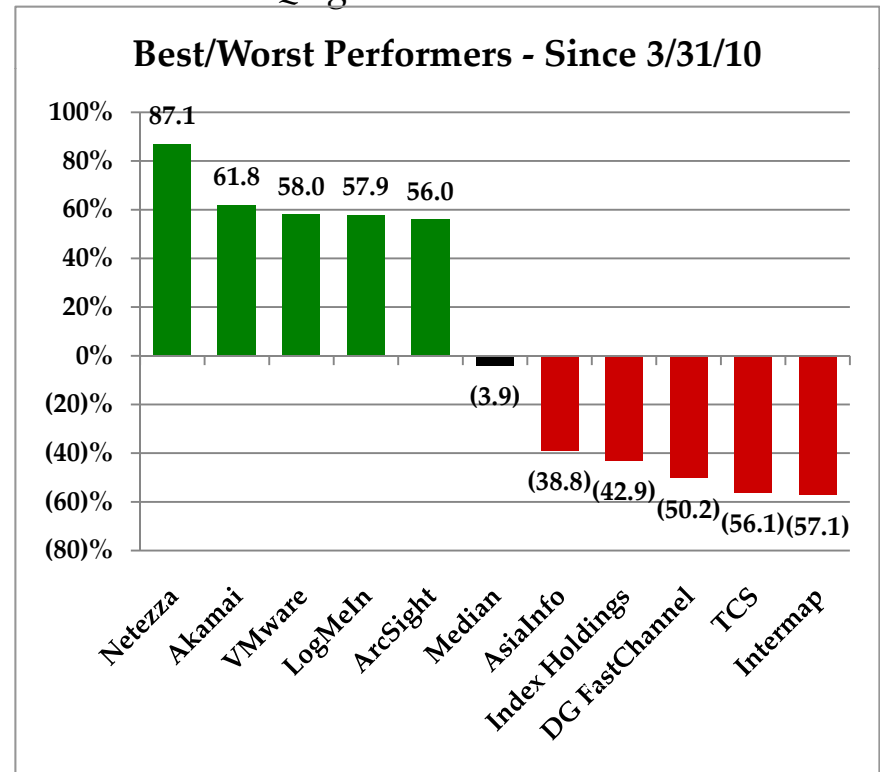
SagePoint Software & Services 125 – Q2 2010

## Stock Performance Since Beginning of Q2

- The SagePoint Software & Services 125 was down 3.9% since the end of Q1 amid European economic concerns
  - Data Mgt & Infrastructure was the only segment to post meaningful stock appreciation at 21.6% while Mobile & LBS Apps, Carrier Back Office and Messaging & Conferencing posted double digit declines
  - Netezza gained 87% since the start of Q2 on strong growth prospects, beating revenue estimates by 18%
  - Vmware & Arcsight posted very strong earnings growth, Akamai continued to benefit from increasing demand for video streaming and LogMeIn was upgraded
  - Intermap & TCS missed revenue targets, DG FastChannel lowered Q3 guidance & Index's revenue fell 47%



Source: SagePoint Advisors & Capital IQ

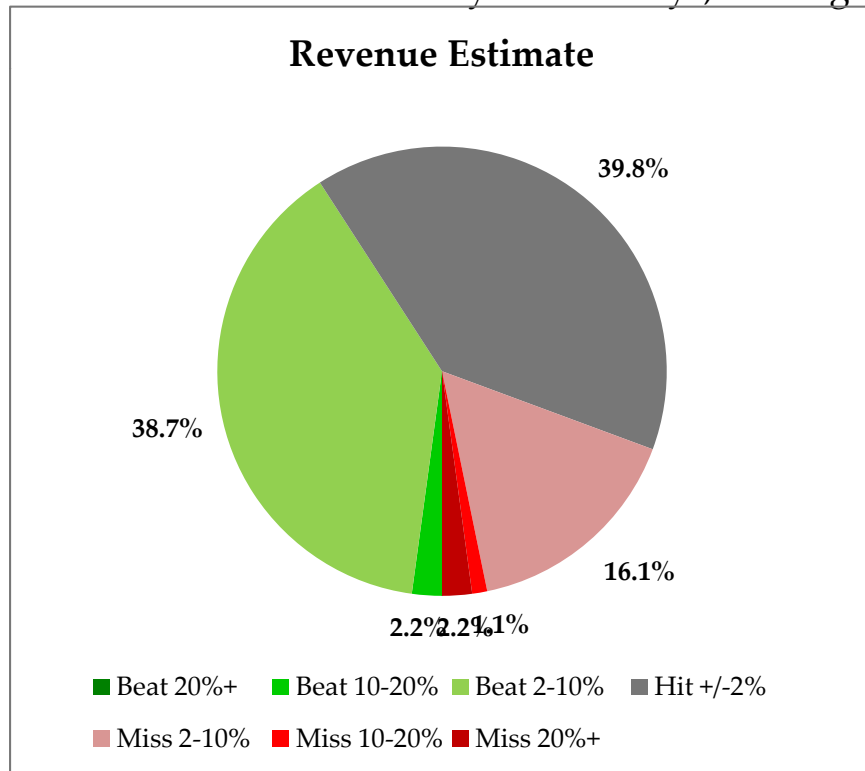


Source: SagePoint Advisors & Capital IQ

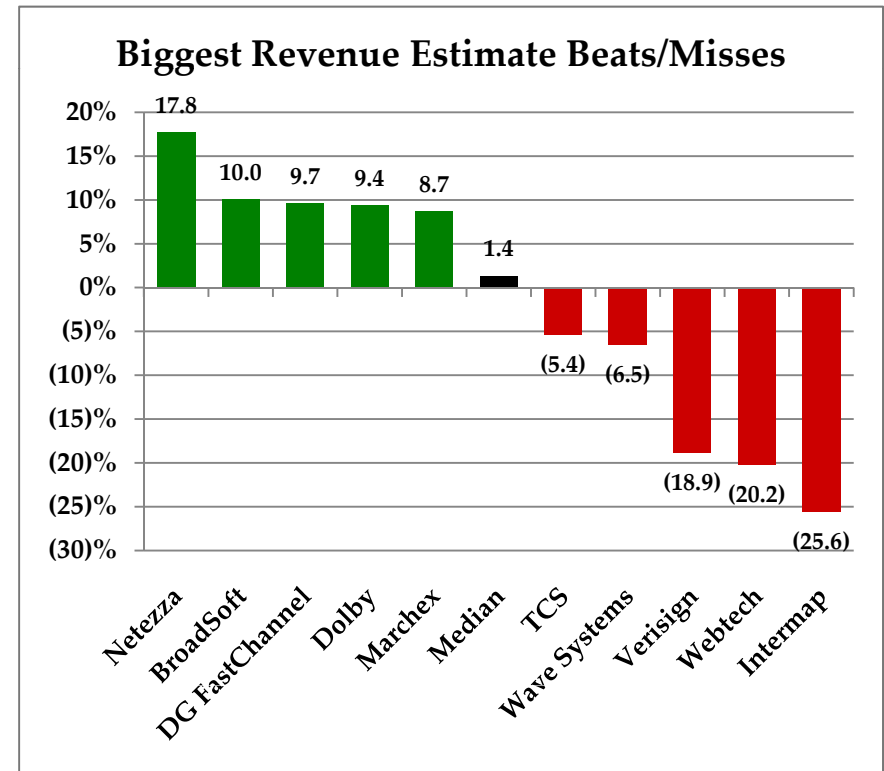


## Q2 Performance Versus Analyst Estimates – Revenue

- More positive news again this quarter as 81% of the Software & Services 125 met or beat revenue estimates with 40% beating expectations versus 19% missing targets
  - However, Netezza beating by 17.8% was the only >10% surprise beat
  - Broadsoft, DG FastChannel, Dolby and Marchex beat by 8.5-10% but DG FastChannel lowered Q3 guidance
  - Intermap continues to miss significantly as the company struggles to transition from a fee for service to licensing model with delays in contract signings impacting revenue
  - Webtech was hurt by order delays, causing a 20% revenue miss



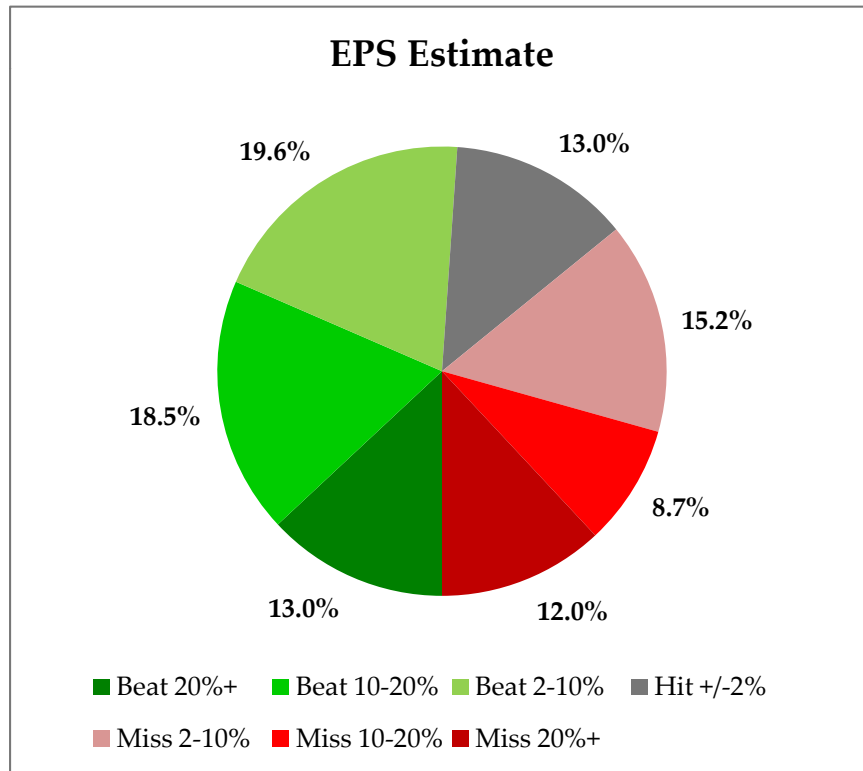
Source: SagePoint Advisors & Capital IQ



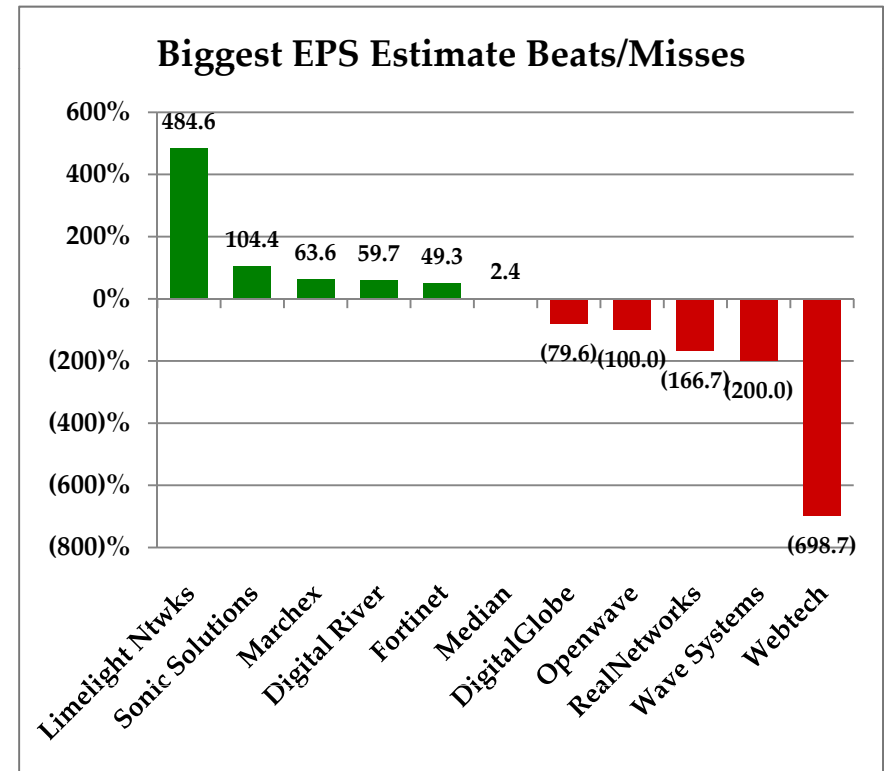
Source: SagePoint Advisors & Capital IQ

## Q2 Performance Versus Analyst Estimates – EPS

- 74% of Software & Services 125 met or beat EPS estimates with a pretty even distribution across beat, hit and misses
  - Limelight’s EPS beat due to tax credit with revenue slightly below and EBITDA slight above expectations
  - Sonic Solutions beat EPS on in line revenue
  - Marchex, Digital River and Fortinet all beat by ~50-65%
  - Webtech’s revenue delays hit earnings hard
  - Wave’s miss exaggerated by low base, RealNetworks’ miss due to restructuring and higher than expected SG&A and Openwave missed by 100% as the company broke even versus expected \$0.01 profits



Source: SagePoint Advisors & Capital IQ

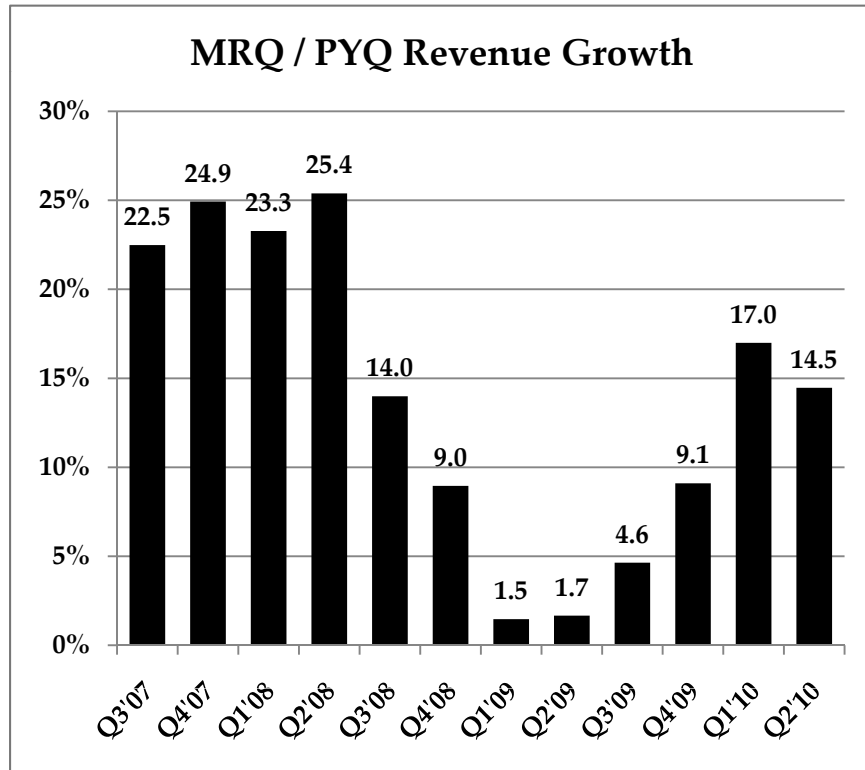


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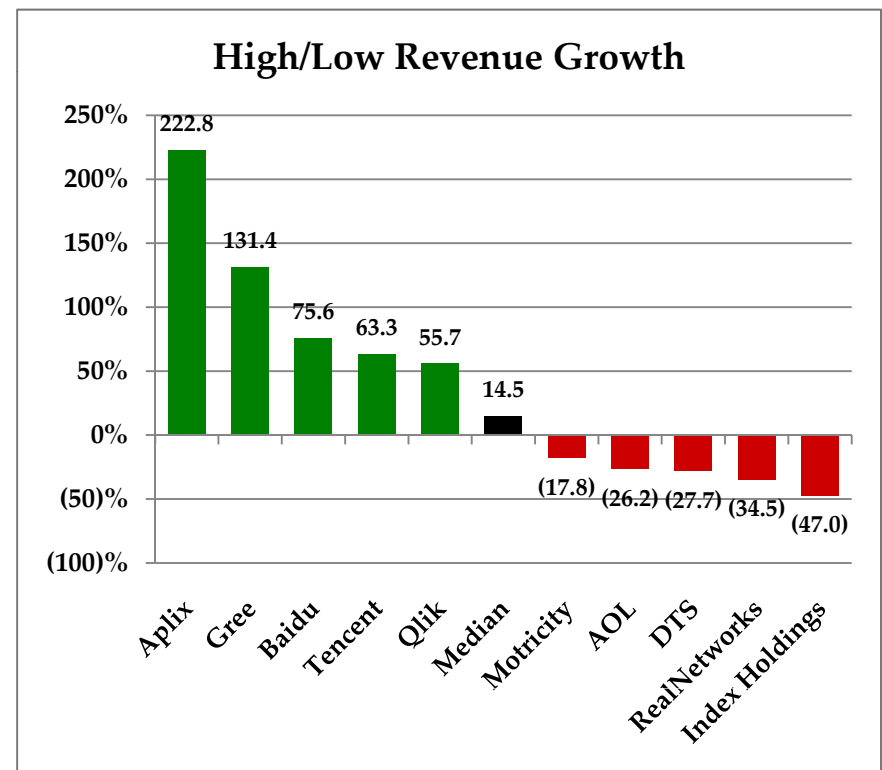
Note: Excludes companies projected to have a net margin between -1% and 1%

## Operating Metrics – Revenue Growth

- Software & Services 125 posted double digit median revenue growth again in Q2, though Q2 growth was not quite as strong as Q1
  - Aplix and Gree led revenue growth again at 223% and 131%, respectively
  - Baidu continues strong growth with continued strong growth forecasted
  - Tencent and Qlik also posted 50%+ revenue growth
  - Index, RealNetworks, DTS and AOL all posted revenue contraction of over 25%



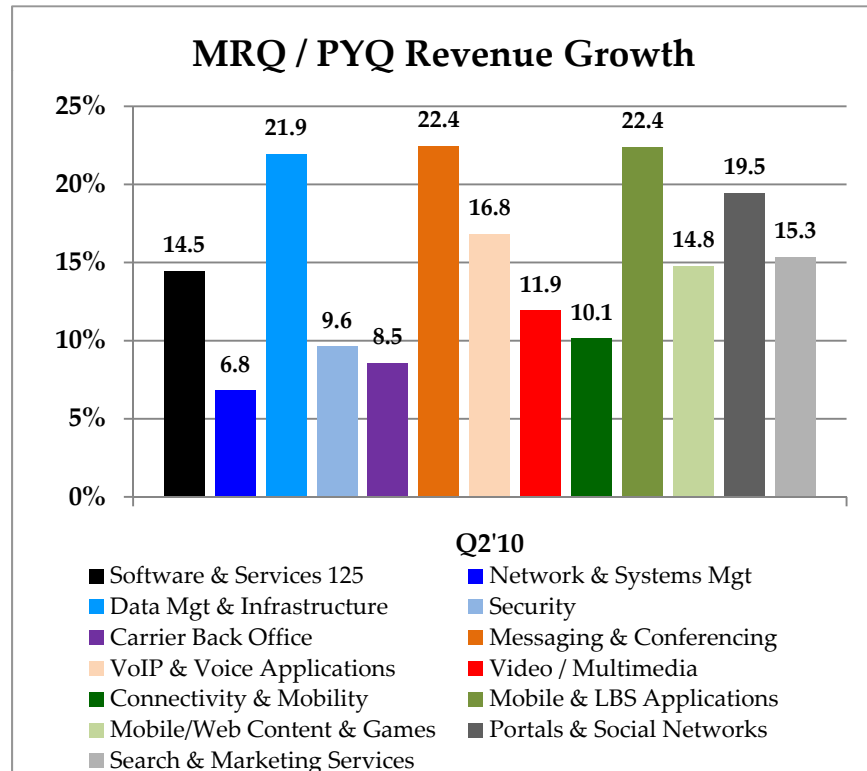
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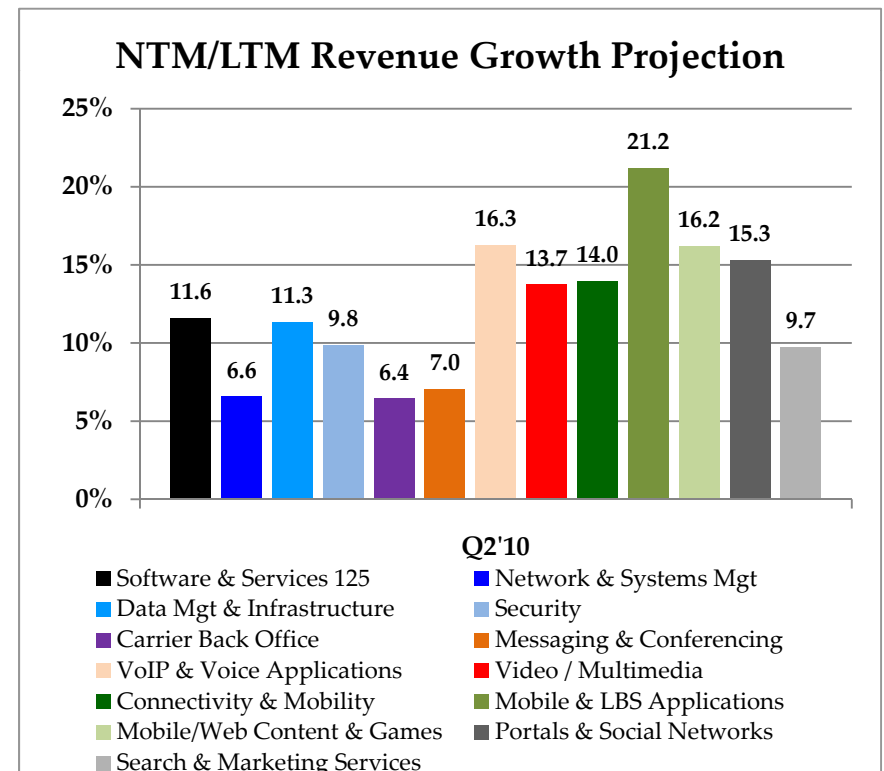
Source: SagePoint Advisors & Capital IQ

## Operating Metrics – Revenue Growth by Segment

- Data Mgt & Infrastructure, Messaging & Conferencing and Mobile & LBS outperformed with 20%+ growth with Portals & Social Networks close behind
- Median NTM revenue growth of 11.6% is projected for the Software & Services 125
  - Mobile & LBS Applications project the strongest growth at 21% with VoIP & Voice Applications, Mobile/Web Content & Games and Portals and Social Networks also outperforming with 15-16% growth
  - Network & Systems Mgt, Carrier Back Office and Messaging & Conferencing are expected to lag at 6-7% growth



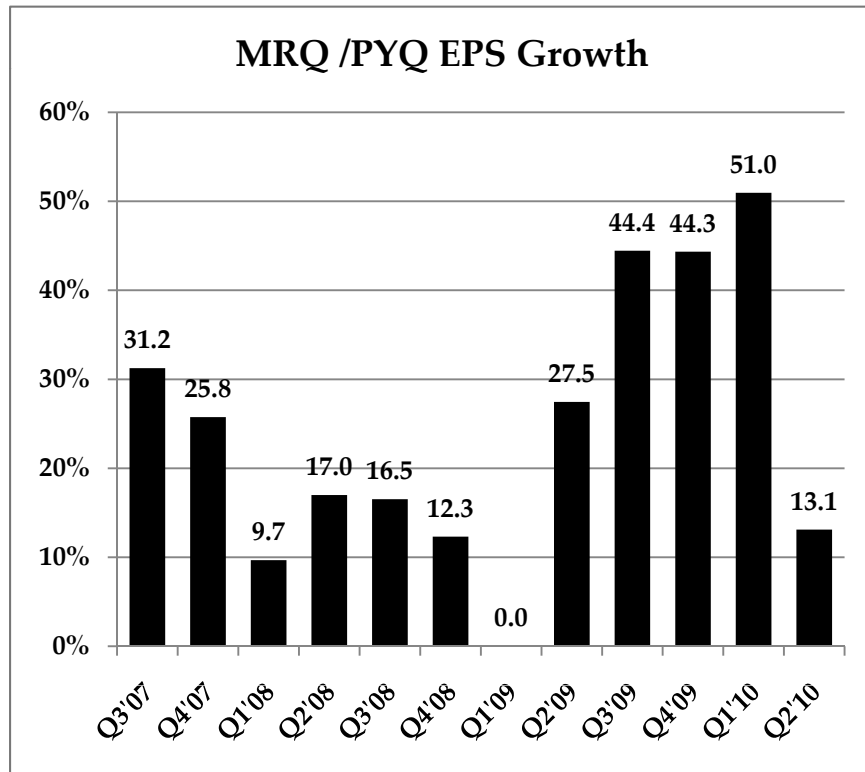
Source: SagePoint Advisors & Capital IQ



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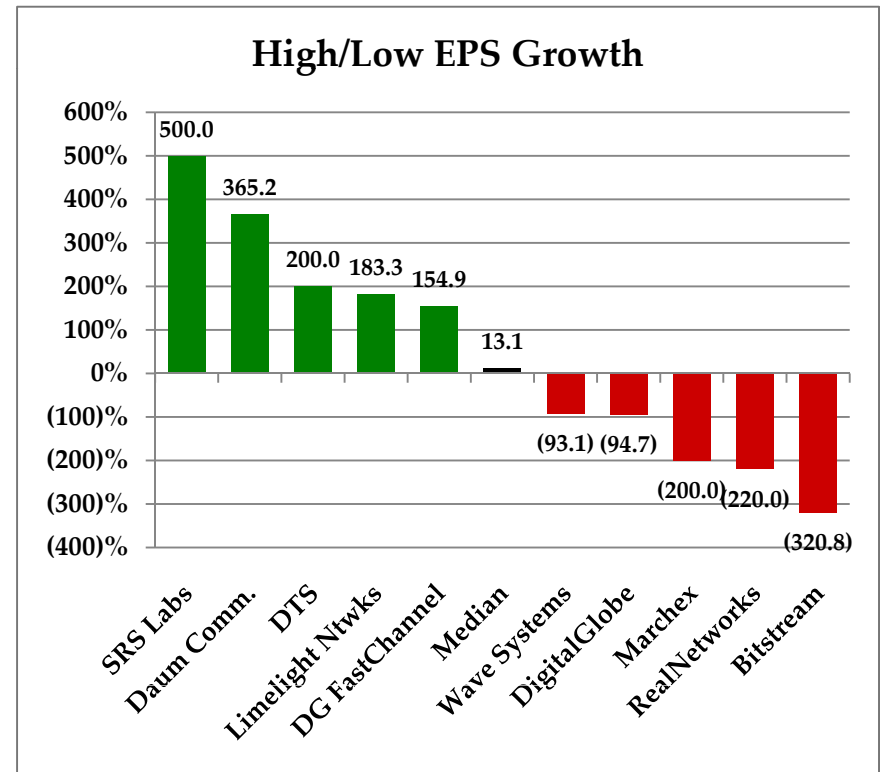
## Operating Metrics – EPS Growth

- Median EPS growth for the Software & Services 125 decreased considerably in Q2 but still remains in the double digits
  - 25 companies posted revenue contraction and another 18 companies posted EPS contraction despite revenue growth as many vendors increase opex to fuel expected growth
  - SRS EPS growth driven by 40% revenue growth and leveragability of licensing revenues
  - Daum capitalizes on strong growth in traffic in South Korea
  - Bitstream EPS contraction on weakening margins while Real is suffering from 34.5% revenue contraction



Source: SagePoint Advisors & Capital IQ

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

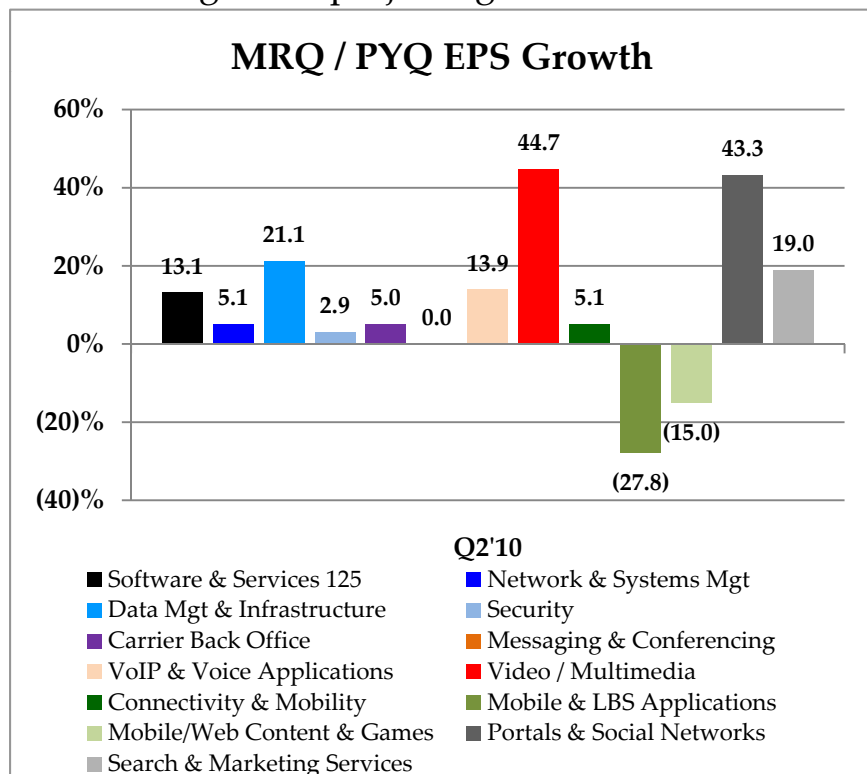


Source: SagePoint Advisors & Capital IQ

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

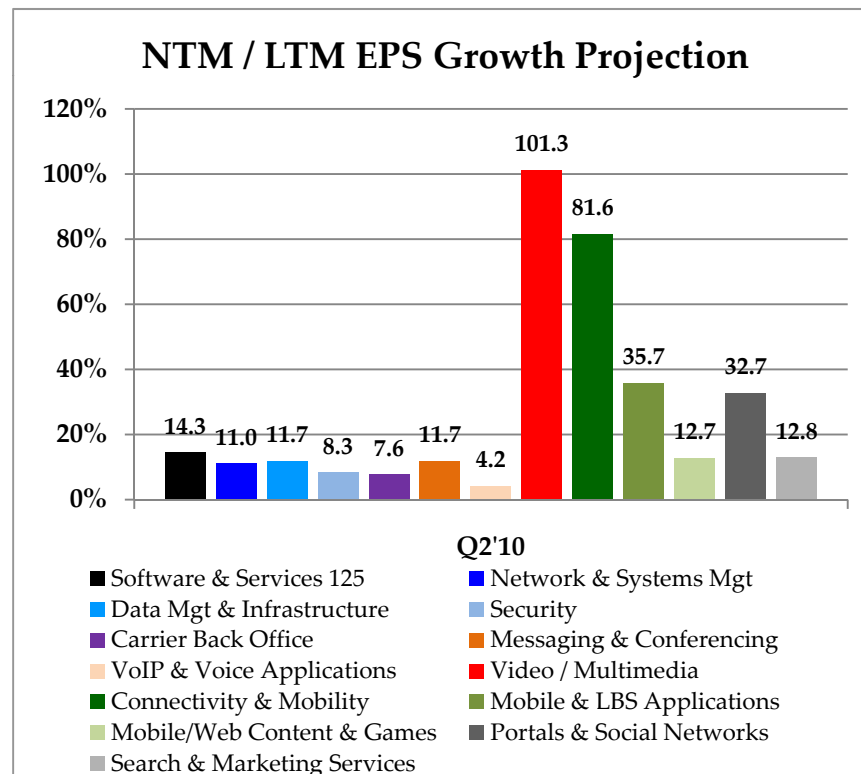
## Operating Metrics – EPS Growth by Segment

- Double digit median EPS growth is expected to continue at 14.3% over the next twelve months
  - Video/Multimedia led MRQ/PRQ growth at ~45% with over 100% growth expected NTM with Portals & Social Networks also posting strong MRQ/PYQ and expected growth
  - Connectivity & Mobility was up slightly from PYQ while 82% growth is expected NTM as Bitstream, Infraware and Opera are expecting major EPS growth
  - Mobile & LBS Applications was down 27.8% but projects a return to growth of 35.7%
  - Only Security, Carrier Back Office and VoIP & Voice Applications project single digit growth NTM with no segments projecting EPS contraction



Source: SagePoint Advisors & Capital IQ

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

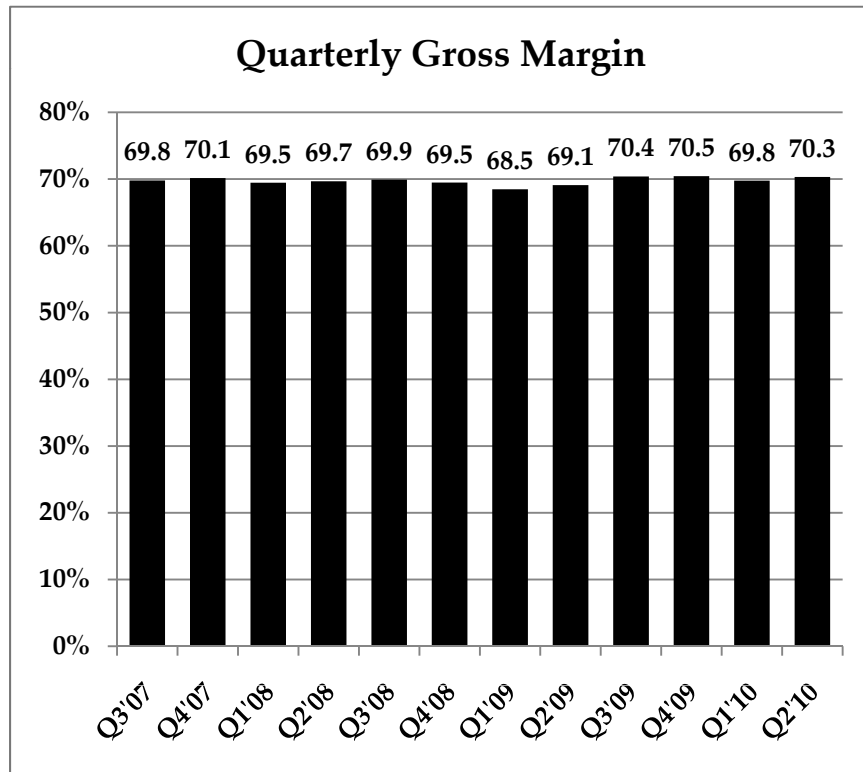


Source: SagePoint Advisors & Capital IQ

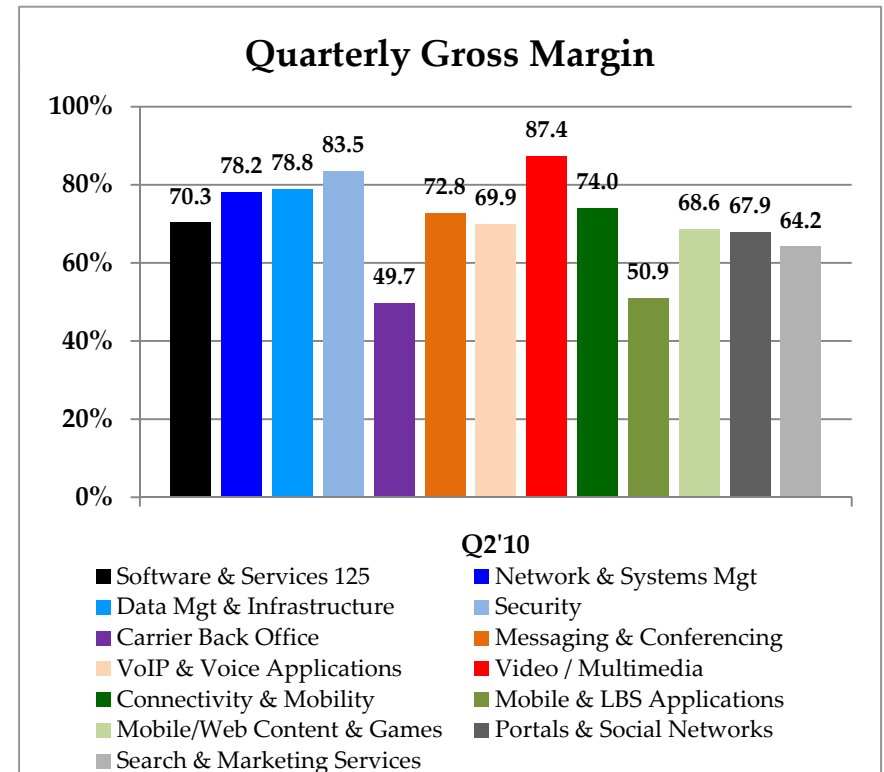
Note: Excludes companies with a net margin between -1% and 1% in the PYQ

## Operating Metrics – Gross Margins

- Median gross margins were up in Q2 to 70.3%, close to their 3 year high of 70.5%
- Video/Multimedia, Security, Network & Systems Mgt and Data Mgt & Infrastructure posted the strongest margins as the fast growth of traffic and their highly specialized solutions enable high price points
- Carrier Back Office and Mobile & LBS Applications have the lowest gross margins as pricing pressure squeezes margins



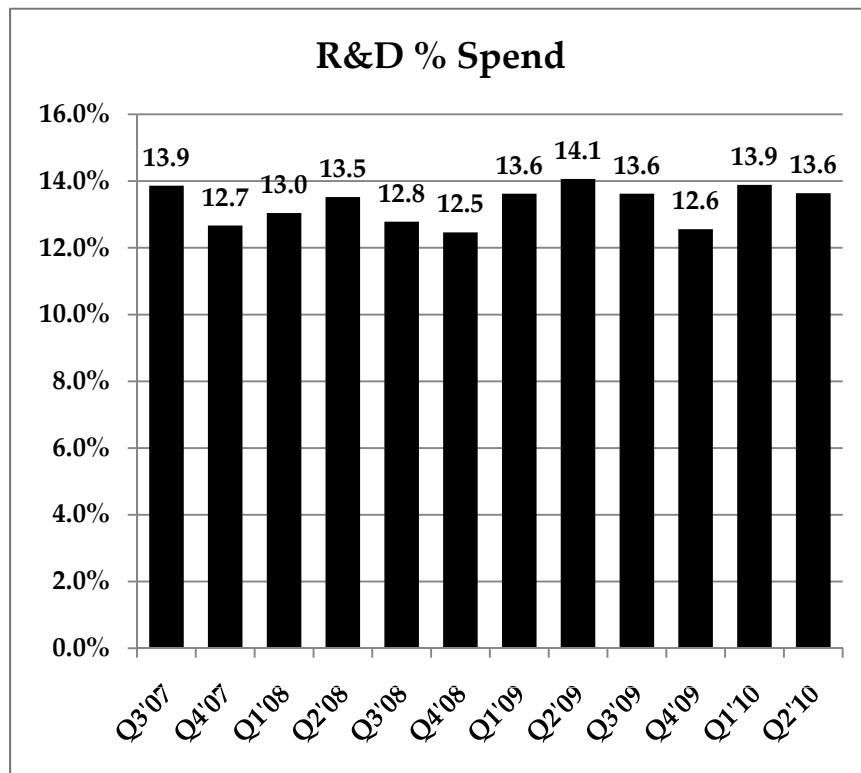
Source: SagePoint Advisors & Capital IQ



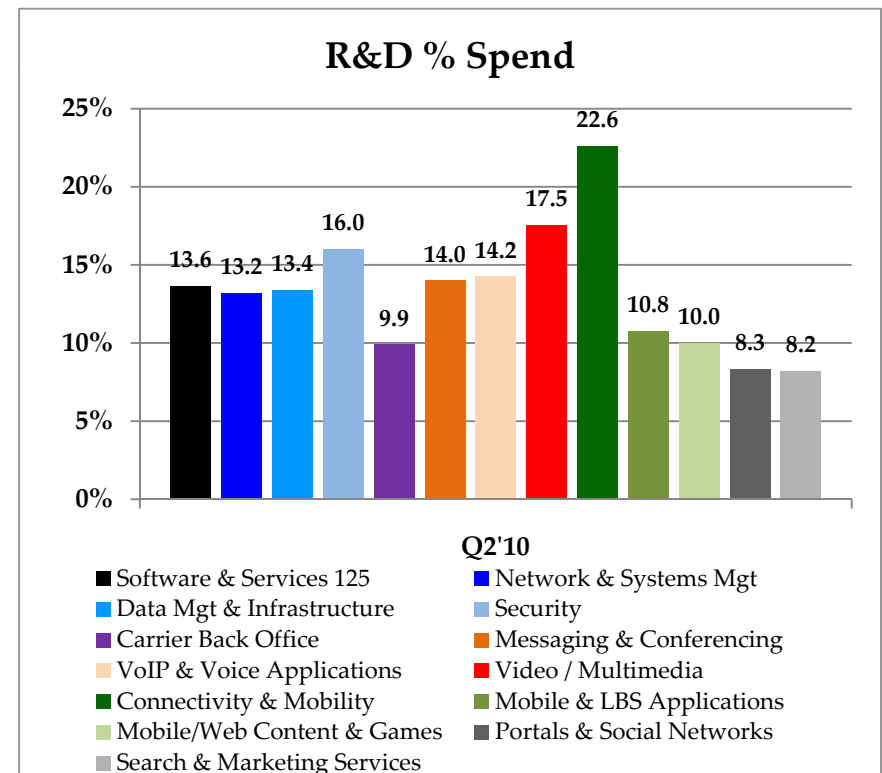
Source: SagePoint Advisors & Capital IQ

## Operating Metrics – R&D as a % of Revenues

- Median R&D as a % of revenues fell slightly to 13.6% after a sharp increase in Q1
  - Aggregate R&D spend increased 4.8% but was outpaced by revenue growth
  - Google, Microsoft and Oracle boosted aggregate R&D spend while SAP continued to make cuts
  - Mobile & LBS Applications lead R&D spending at 22.6% with Data Mgt & Infrastructure and Video/Multimedia also above the median with 16-17.5%
  - Portals & Social Networks, Search & Marketing Services and Carrier Back Office have single digit R&D as a % of Revenues



Source: SagePoint Advisors & Capital IQ

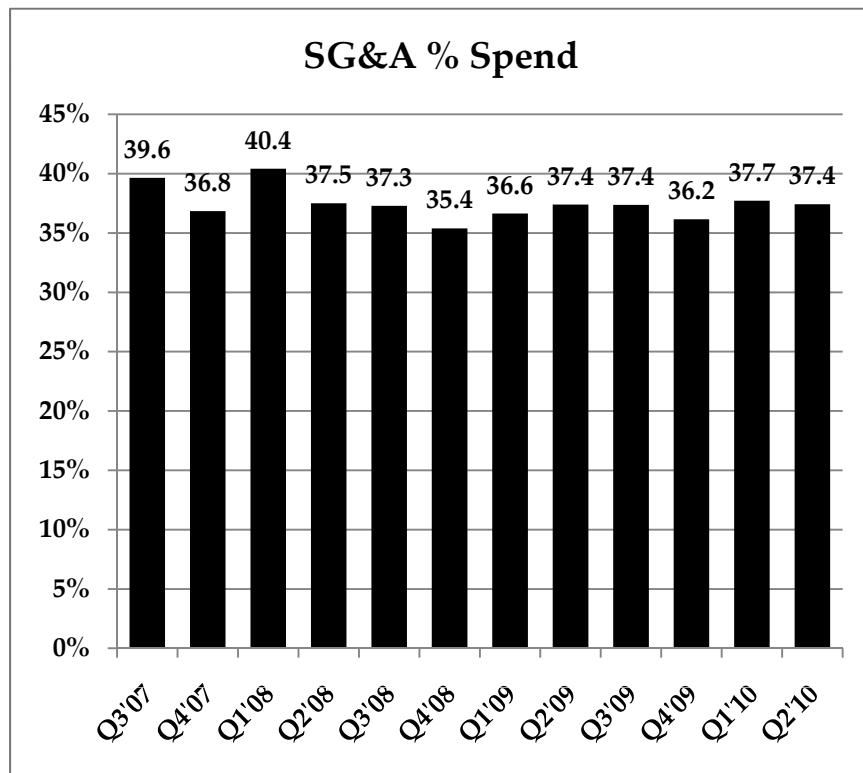


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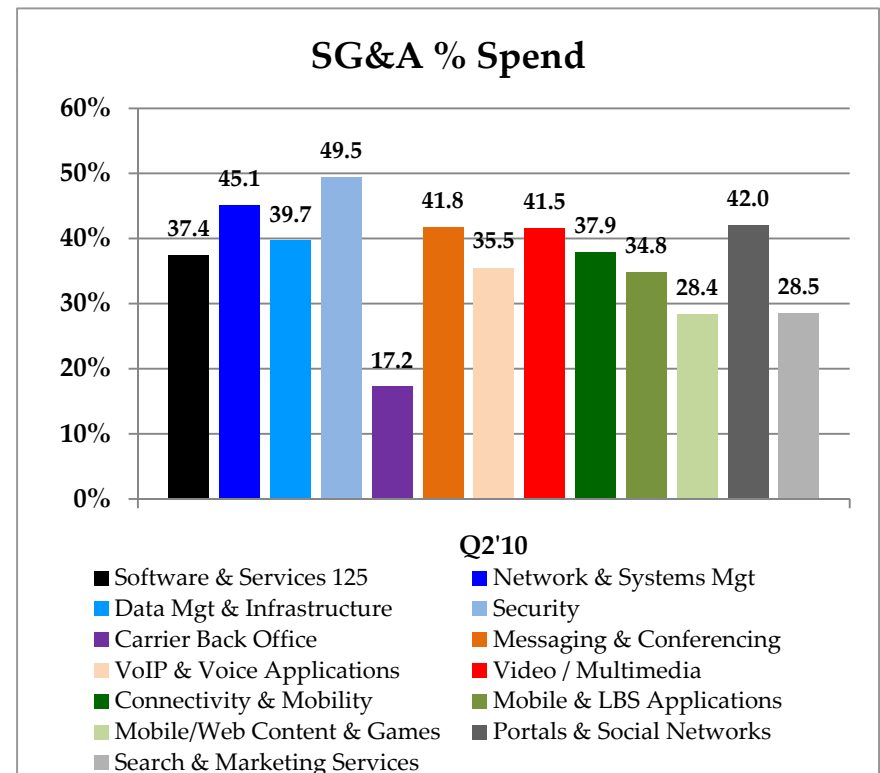


## Operating Metrics – SG&A as a % of Revenues

- Median SG&A as a % of revenues fell slightly to 37.4% after a strong increase in Q1,
  - Aggregate SG&A spending increased 6% but was outpaced by revenue growth
  - Software & Services 125 was balanced between companies continuing to cut SG&A and those increasing SG&A spend
  - Security and Network & Systems Mgmt have the highest SG&A spend at 45% or more with Messaging & Conferencing, Video/Multimedia and Portals & Social Networks also in the 40s
  - Carrier Back Office has lowest SG&A% as selling directly to limited number of carriers keeps costs down



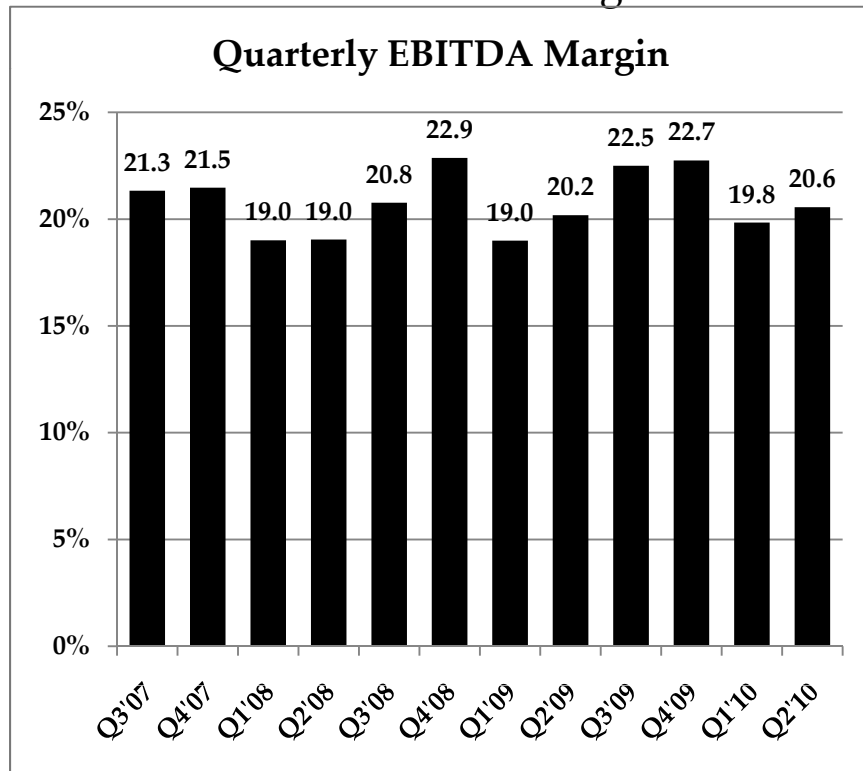
Source: SagePoint Advisors & Capital IQ



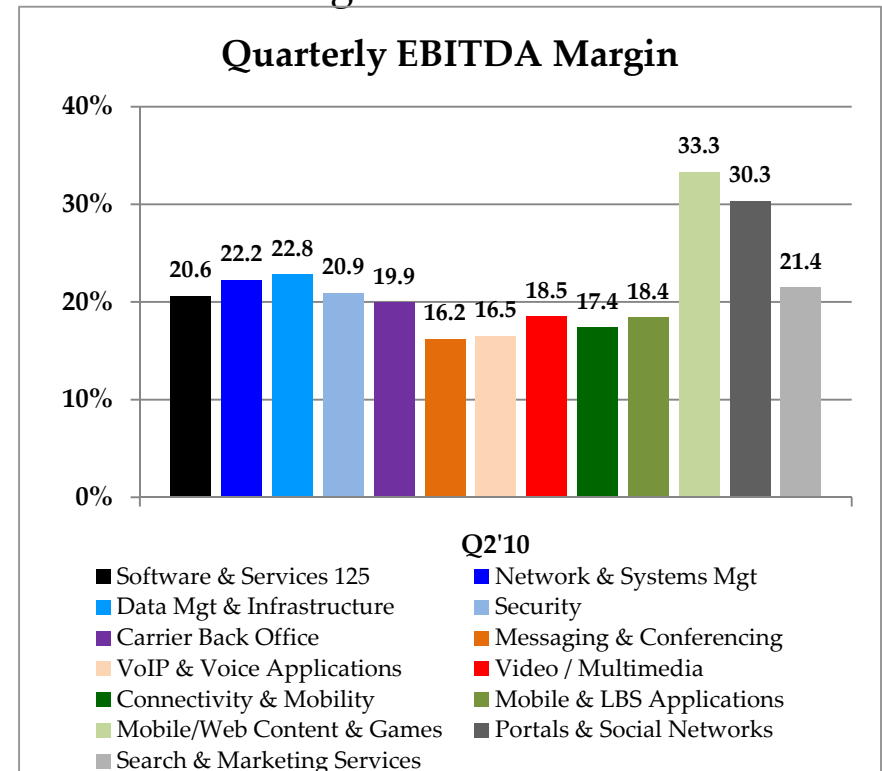
Source: SagePoint Advisors & Capital IQ

## Operating Metrics – EBITDA Margins

- Median EBITDA margins improved to 20.6% after dipping in Q1
  - Q1 increases in operating expenses mitigated revenue growth and held back margin growth
  - Q2 revenue growth and improved GMs outpaced increases in R&D and SG&A spend resulting in stronger operating models
- Mobile/Web Content & Games and Portals & Social Networks not surprisingly deliver strong EBITDA margins on high gross margins and lower R&D costs
- Other Software & Services segments deliver 16-23% EBITDA margins



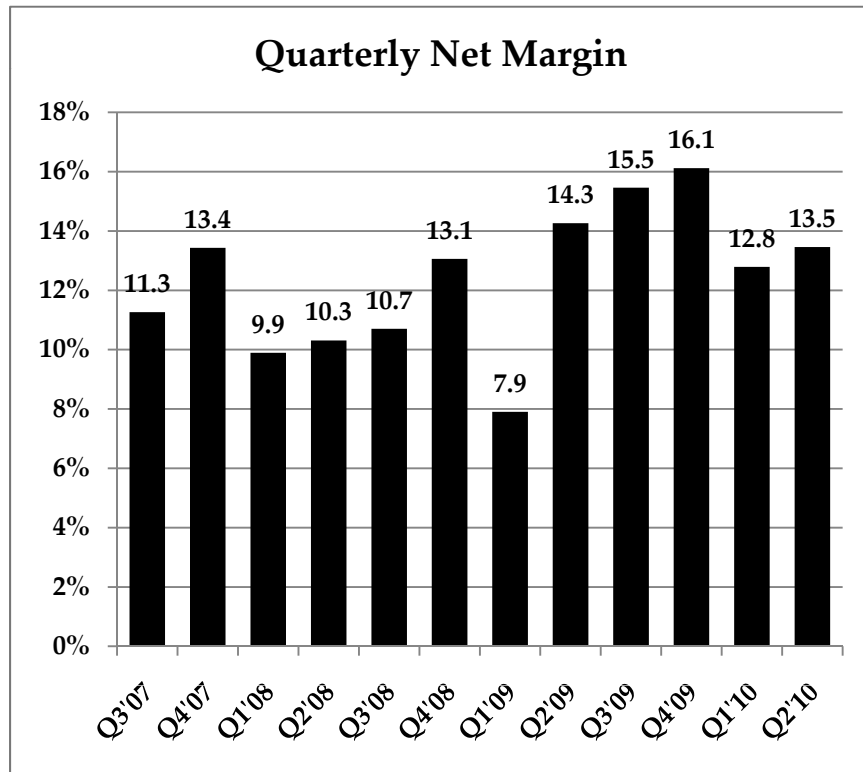
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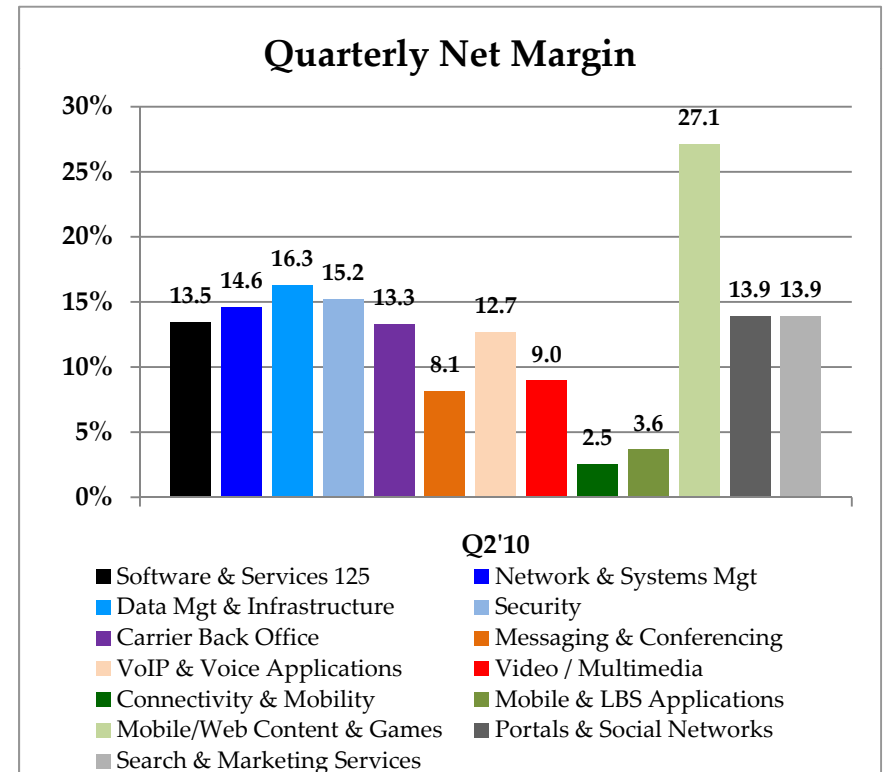
Source: SagePoint Advisors & Capital IQ

## Operating Metrics – Net Margins

- Median net margins rose to 13.5% after dropping in Q1
  - Net margin increase was driven by improved gross margins and revenue growth outpacing increased spending on R&D and SG&A
  - Mobile/Web Content & Games leads with 27% net margins
  - Most other segments posted median net margins in the 12-16% range
  - Connectivity & Mobility and Mobile & LBS Applications lagging behind with 2-4% median net margins due to higher interest and amortization expenses and one-time write downs



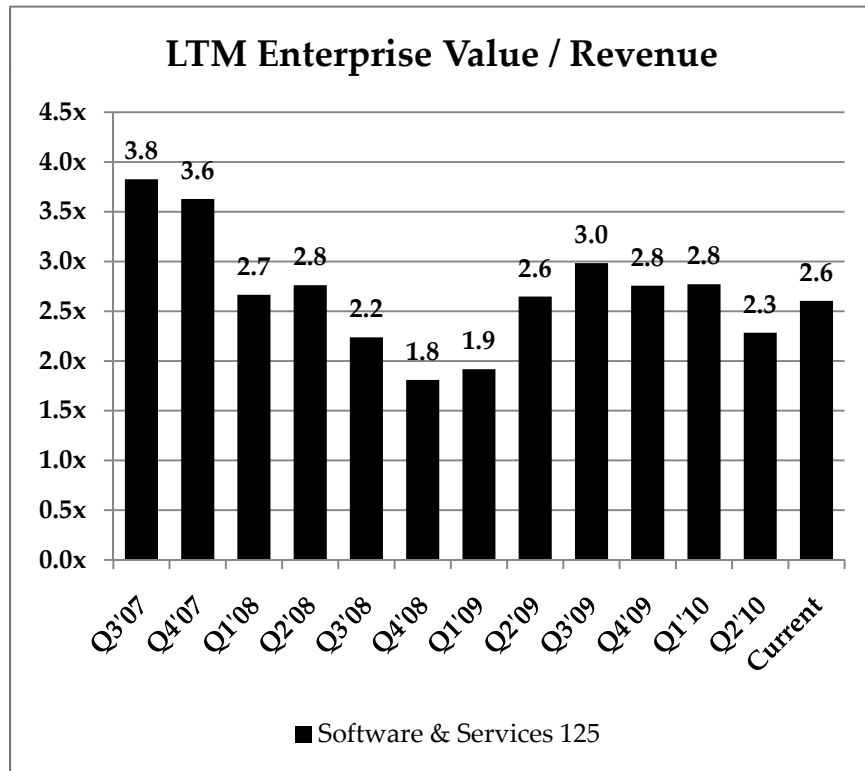
Source: SagePoint Advisors & Capital IQ



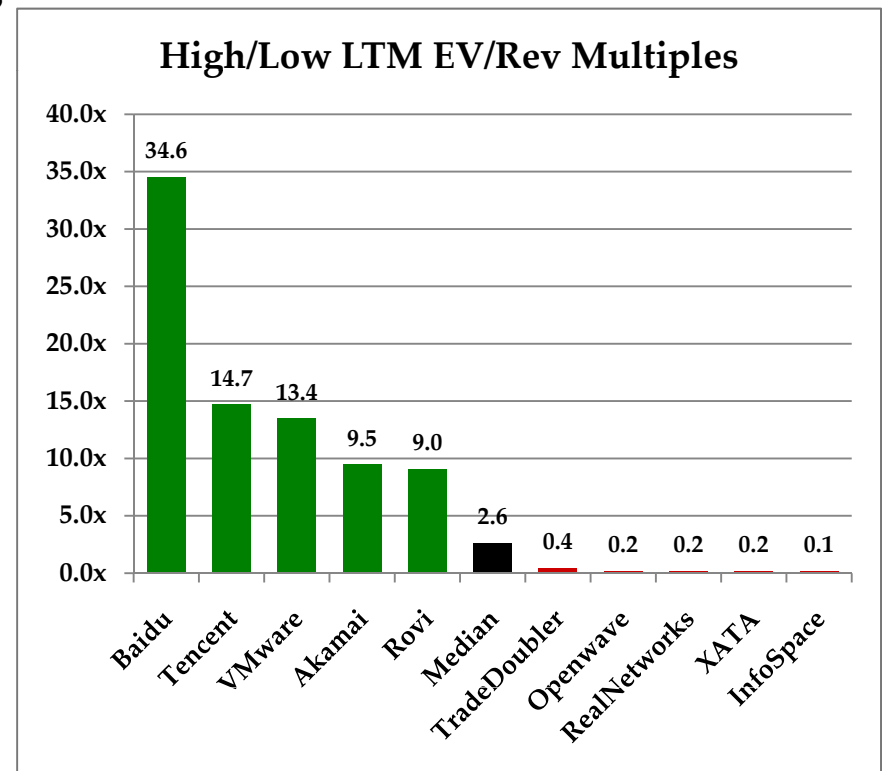
Source: SagePoint Advisors & Capital IQ

## Valuation Metrics – LTM Revenue Multiples

- Median LTM revenue multiples fell sharply in Q2 as concerns around European economic uncertainty sent stock prices falling, however in recent months the Software & Services 125 have rebounded and regained much of their lost value
  - Asian Internet and mobile companies, particularly Baidu and Tencent, continue to trade at high multiples due to strong margins and growth
  - Investors appear willing to pay a high price for the strong growth and improving margins at VMware as the company is well positioned as the leader in its space
  - 20 of Software & Services 125 vendors are trading at less than 1x LTM revenues



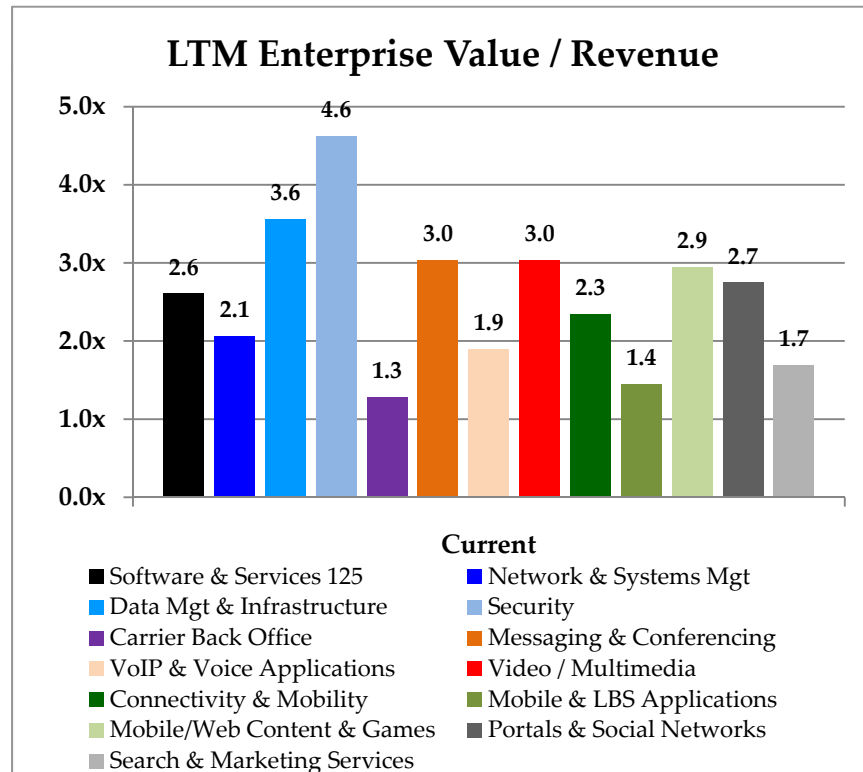
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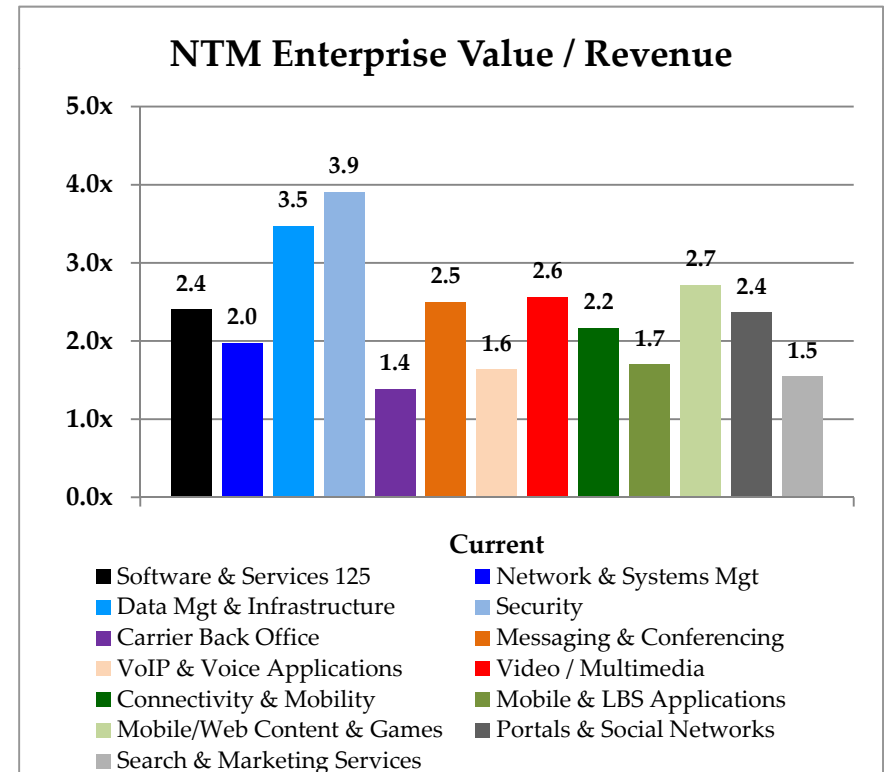
Source: SagePoint Advisors & Capital IQ

## Valuation Metrics – Revenue Multiples By Segment

- Data Mgt & Infrastructure and Security segments command top median revenue multiples on an LTM and NTM basis
  - Video/Multimedia, Messaging & Conferencing and Mobile/Web Content & Games also trade at premium median LTM and NTM multiples
  - Carrier Back Office and Mobile & LBS Applications NTM multiple higher than LTM due to several lower multiple companies without NTM projections



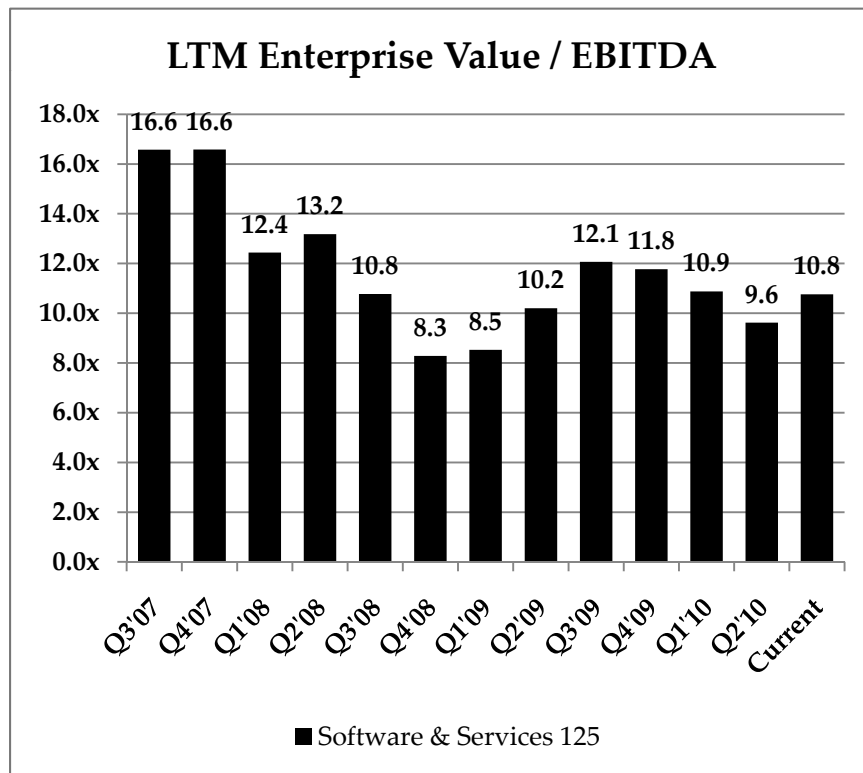
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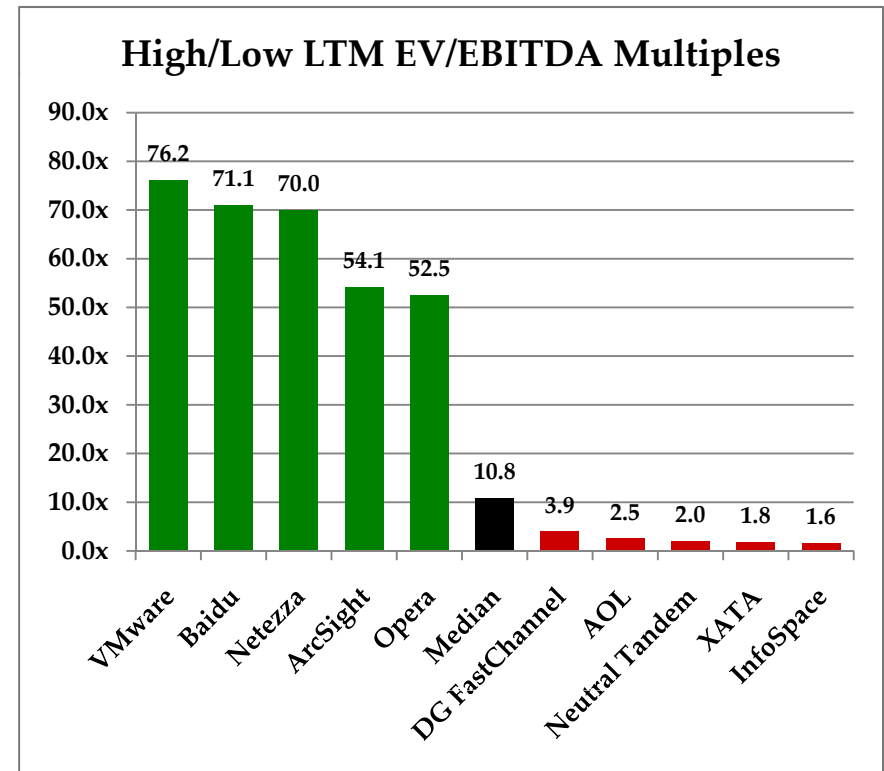
## Valuation Metrics – LTM EBITDA Multiples

- Median EBITDA multiples fell sharply during Q2 but have regained most of their lost ground in recent months, however remain well below their '07 highs
  - VMware, Baidu, Netezza, ArcSight and Opera are all expected to deliver 80%+ NTM EBITDA growth
- 11 Software & Services companies trade below 5x EBITDA as some companies continue to struggle as the economy stabilizes



Source: SagePoint Advisors & Capital IQ

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

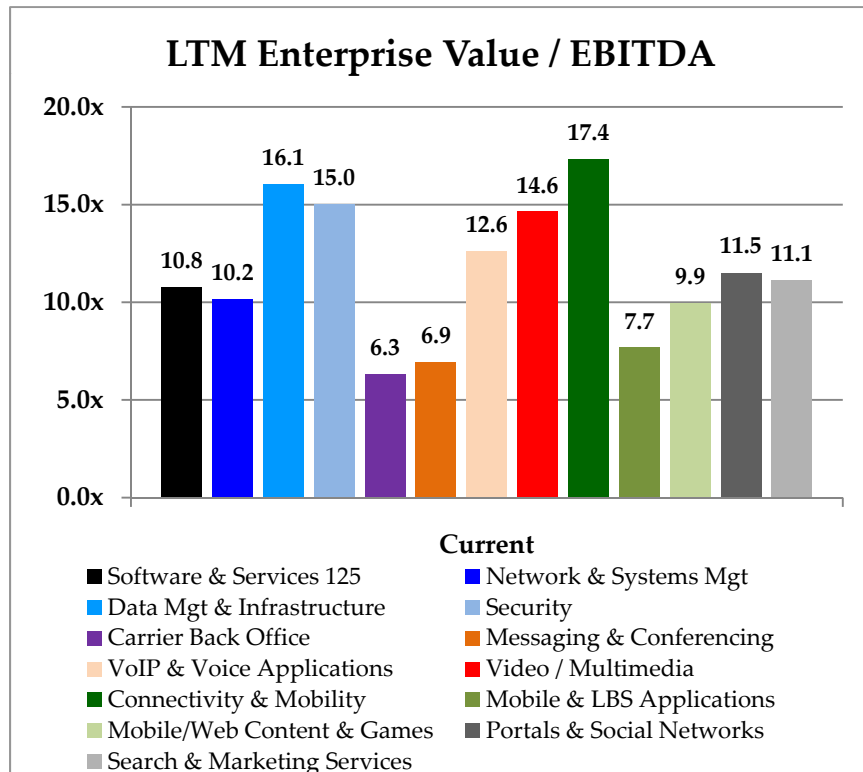


Source: SagePoint Advisors & Capital IQ

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

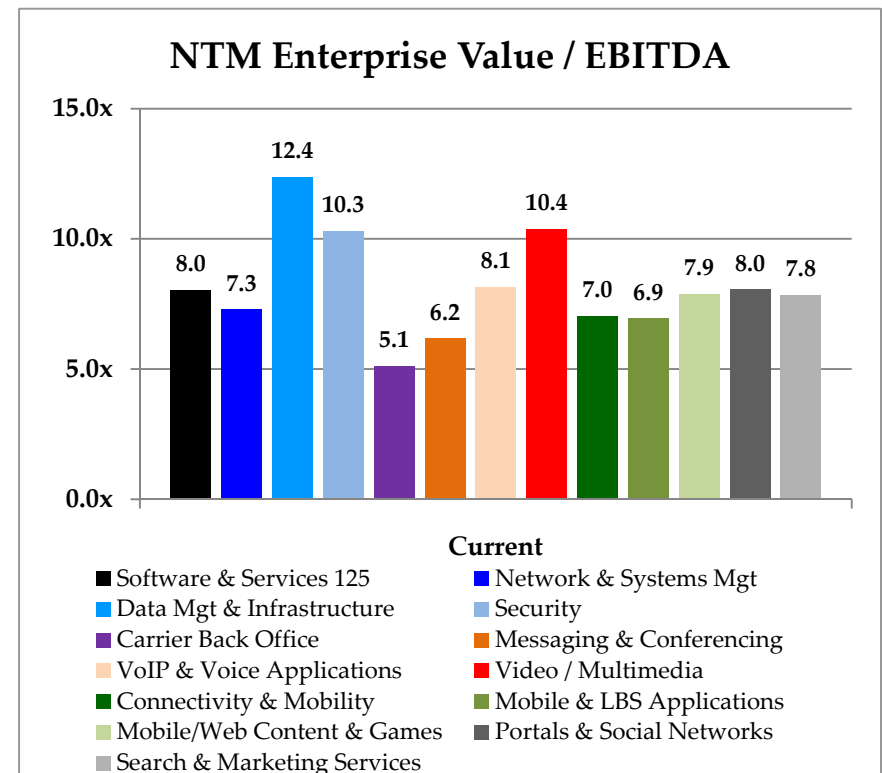
## Valuation Metrics – EBITDA Multiples By Segment

- Most Software & Services segments are trading at rational range of 7-10x NTM EBITDA
- Data Mgt & Infrastructure, Security and Video/Multimedia trade at premium median EBITDA multiples on both an LTM and NTM basis
- Connectivity/Mobility segment trades at premium LTM multiples but in line NTM due to strong EBITDA growth projections
- Carrier Back Office and Messaging & Conferencing underperform the median



Source: SagePoint Advisors & Capital IQ

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

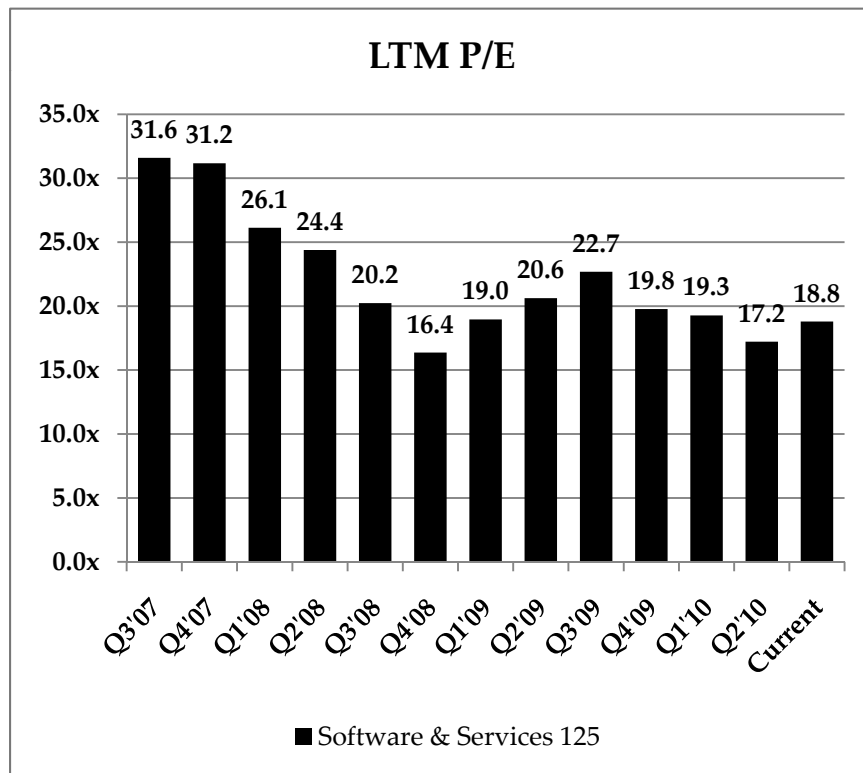


Source: SagePoint Advisors & Capital IQ

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

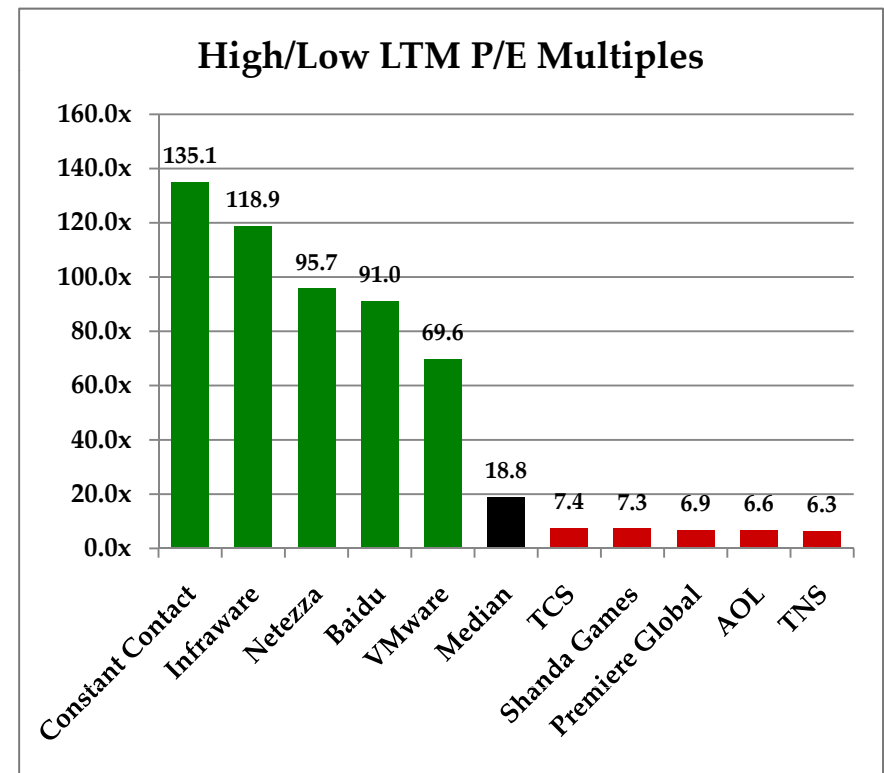
## Valuation Metrics – LTM P/E Multiples

- Median P/E multiples are recovering following the drop in Q2 and now stand at 18.8x, still well below 2007 peak levels
  - Constant Contact and Infraware are expected to post triple digit EPS growth over the next twelve months with Baidu also expecting strong EPS growth
  - Netezza and VMware are projecting ~100%+ EBITDA growth
- 10 Software & Services 125 vendors trade at less than 10x EPS



Source: SagePoint Advisors & Capital IQ

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



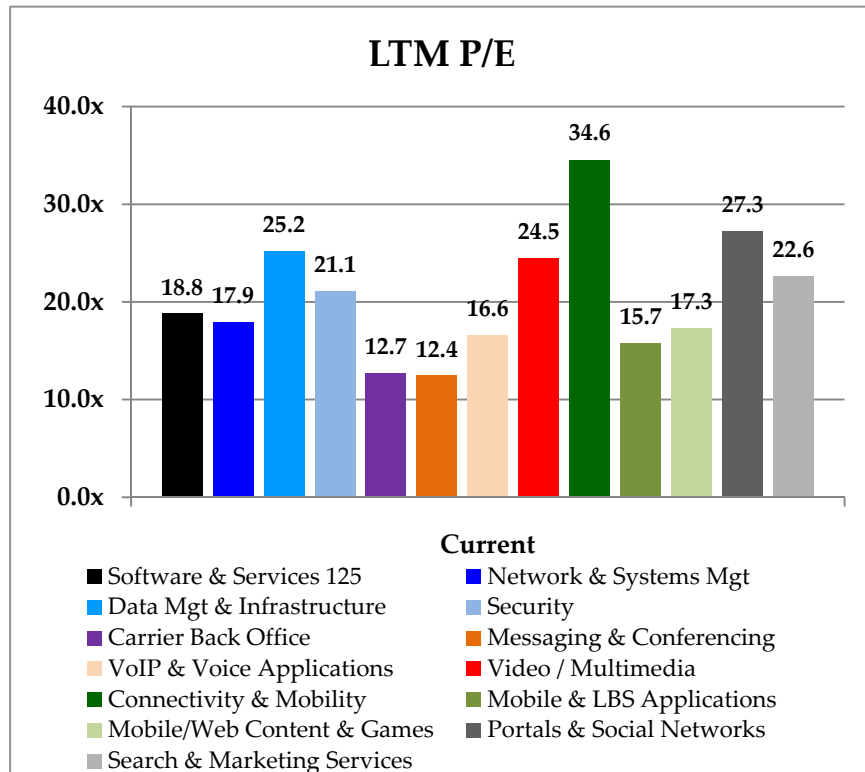
Source: SagePoint Advisors & Capital IQ

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



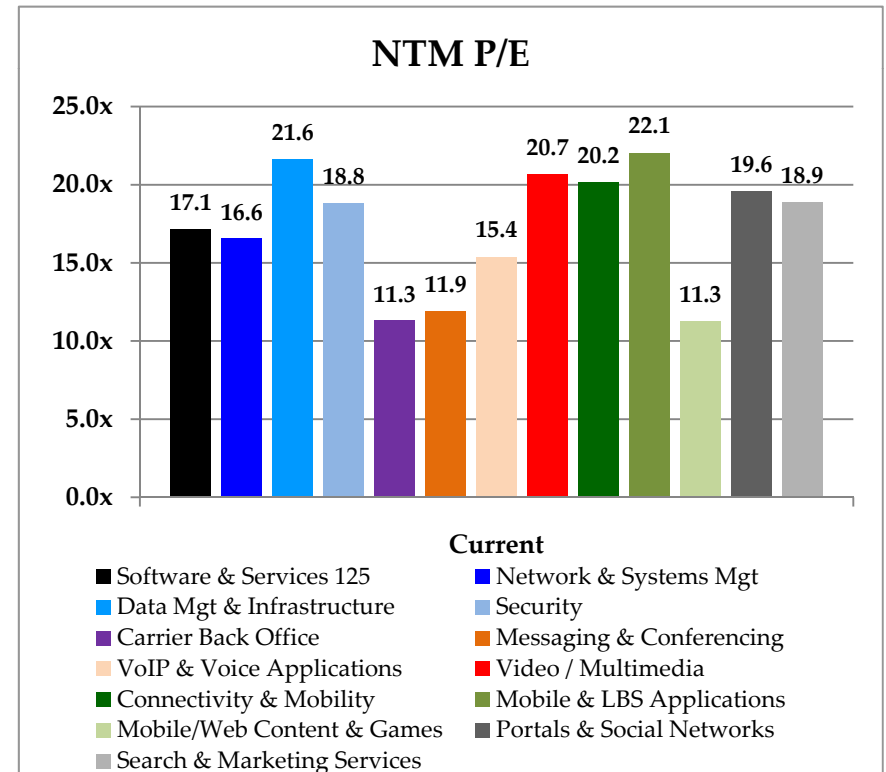
## Valuation Metrics – P/E Multiples By Segment

- Software & Services 125 trade at a median NTM P/E multiple of 17.1x
  - Mobile & LBS Applications, Data Mgt & Infrastructure, Video/Multimedia and Connectivity & Mobility trade at premium multiples of more than 20x NTM earnings
  - Portals & Social Networks, Search & Marketing Services and Security segments also trade at strong NTM P/E multiples of 18.8-20x
  - Carrier Back Office, Messaging & Conferencing and Mobile/Web Content & Games underperform with NTM P/E multiples in the 11-12x range



Source: SagePoint Advisors & Capital IQ

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

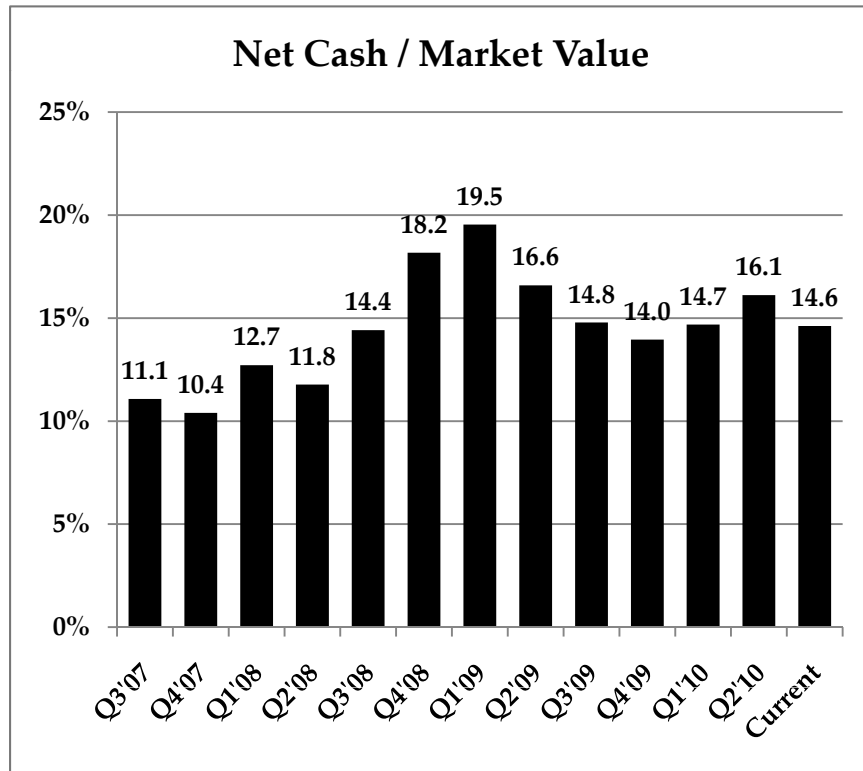


Source: SagePoint Advisors & Capital IQ

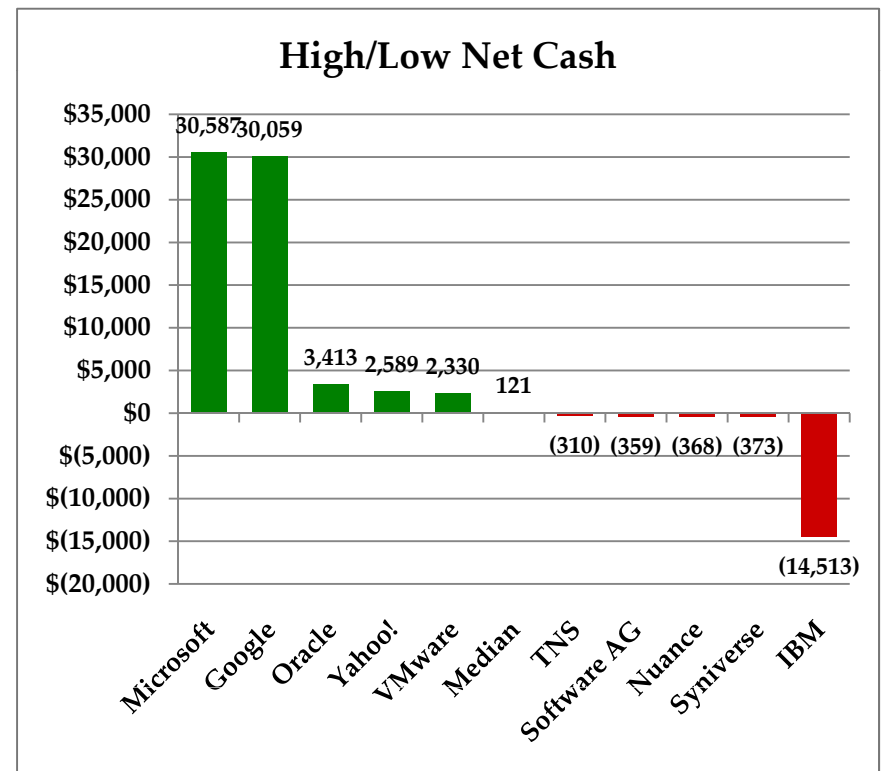
Note: Excludes companies with an NTM net margin below 2.5% and P/E >40x

## Balance Sheet Strength – Net Cash Position

- Median Net Cash / Market Value increased in Q2 on falling valuations but has returned to Q1 levels as valuations recovered
- 28 companies have over \$500M in Net Cash which provides a war chest for acquisitions
  - Microsoft, Google, Oracle, Yahoo, VMware and SAP all completed acquisitions in the past six months
- Only 1 vendor has a Net Debt / EBITDA ratio of more than 3x
  - The equity markets have reopened for companies looking to raise cash to pay down debt



Source: SagePoint Advisors & Capital IQ



Source: SagePoint Advisors & Capital IQ

# Software & Services 125 Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price	Market	Enterprise		% Change	Ent. Value/Rev.		Ent. Value/EBITDA		Price/EPS		Estimate Surprise			Net Cash /	Net Debt /	SG&A /	R & D /	
	9/13/10	Cap	Value	Cash		Debt	3/31/10	LTM	NTM	LTM	NTM	LTM	NTM	Revenue	EBITDA	EPS	Mkt Cap	EBITDA	Revenue
<b>Software &amp; Services 125</b>																			
Software & Services 125 Mean		8,688	8,001	1,210	512	(1.2)%	3.5 x	3.1 x	15.4 x	10.6 x	26.8 x	23.1 x	1.1 %	8.7 %	(3.5)%	13.6%	(5.1) x	39.0 %	13.5 %
Software & Services 125 Median		892	793	153	2	(3.9)%	2.6 x	2.4 x	10.8 x	8.0 x	18.8 x	17.1 x	1.4 %	3.6 %	2.4 %	14.6%	(2.1) x	37.4 %	13.6 %
<b>Network &amp; Systems Mgt</b>																			
BMC	39.58	7,070	6,028	1,420	378	4.2 %	3.1 x	3.0 x	8.8 x	6.6 x	14.7 x	13.9 x	(2.7)%	(23.8)%	(3.7)%	14.7%	(1.5) x	42.3 %	8.2 %
CA	20.17	10,407	9,491	2,476	1,560	(14.1)%	2.2 x	2.1 x	5.9 x	5.6 x	12.2 x	10.6 x	1.2 %	27.4 %	1.9 %	8.8%	(0.6) x	38.1 %	11.7 %
Compu are	8.42	1,880	1,741	139	0	0.2 %	2.0 x	1.8 x	9.6 x	7.6 x	17.9 x	15.8 x	(4.4)%	7.1 %	(10.0)%	7.4%	(0.8) x	46.1 %	10.4 %
Keynote Systems	10.48	156	96	60	0	(8.0)%	1.2 x	1.2 x	13.0 x	7.0 x	21.0 x	17.6 x	(0.6)%	(8.9)%	(33.3)%	38.6%	(8.1) x	46.4 %	(44.5)%
NetScout	17.91	751	666	162	77	21.1 %	2.5 x	2.3 x	10.7 x	7.8 x	19.9 x	17.2 x	5.1 %	NA	18.3 %	11.3%	(1.4) x	45.5 %	14.6 %
Novell	5.58	1,959	916	1,043	0	(7.1)%	1.1 x	1.1 x	7.4 x	6.2 x	18.0 x	21.4 x	0.5 %	3.6 %	(8.9)%	53.3%	(8.5) x	47.3 %	19.8 %
OPNET Tech.	16.87	362	251	112	0	4.7 %	1.9 x	1.7 x	15.3 x	10.4 x	38.1 x	38.2 x	(3.2)%	11.5 %	(8.8)%	30.8%	(6.8) x	43.0 %	25.9 %
Progress Softw are	28.35	1,227	968	261	1	(9.8)%	1.9 x	1.8 x	8.0 x	5.5 x	13.3 x	12.2 x	(1.7)%	41.7 %	11.3 %	21.2%	(2.1) x	42.0 %	18.1 %
Quest Softw are	23.19	2,094	1,757	370	34	30.4 %	2.4 x	2.3 x	10.7 x	7.5 x	17.6 x	15.9 x	8.6 %	17.0 %	15.7 %	16.1%	(2.0) x	49.4 %	19.6 %
SolarWinds	16.11	1,105	1,006	100	0	(25.6)%	7.4 x	6.1 x	18.8 x	12.2 x	24.0 x	21.5 x	(3.5)%	1.8 %	(2.2)%	9.0%	(1.9) x	44.7 %	10.8 %
Mean		2,701	2,292	614	205	(0.4)%	2.6 x	2.3 x	10.8 x	7.6 x	19.7 x	18.4 x	(0.1)%	8.6 %	(2.0)%	21.1%	(3.4) x	44.5 %	9.5 %
Median		1,554	987	211	0	(3.4)%	2.1 x	2.0 x	10.2 x	7.3 x	17.9 x	16.6 x	(1.2)%	7.1 %	(3.0)%	15.4%	(2.0) x	45.1 %	13.2 %

(\$ 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
<b>Software &amp; Services 125</b>																		
Software & Services 125 Mean	648	2,601	2,919	213	857	1,056	0.87	2.51	4.12	17.7%	23.5%	21.3%	14.1%	58.5%	66.5%	68.5 %	21.6 %	12.4 %
Software & Services 125 Median	81	367	408	17	83	116	0.18	0.76	1.03	14.5%	18.1%	13.1%	11.6%	34.6%	14.3%	70.3 %	20.6 %	13.5 %
<b>Network &amp; Systems Mgt</b>																		
BMC	461	1,922.1	2,029.4	156	688.7	909.5	0.62	2.69	2.84	2.4%	2.5%	5.1%	5.6%	32.1%	5.7%	76.5 %	33.8 %	24.7 %
CA	1,091	4,394.0	4,477.5	399	1,615.0	1,708.2	0.45	1.65	1.90	4.5%	(2.0)%	7.1%	1.9%	5.8%	14.9%	86.4 %	36.6 %	21.1 %
Compu are	206	884.3	954.5	32	180.9	227.7	0.06	0.47	0.53	(3.7)%	(10.1)%	(33.3)%	7.9%	25.9%	13.1%	67.4 %	15.4 %	6.6 %
Keynote Systems	19	79.1	83.5	0	7.4	13.7	0.08	0.50	0.60	(4.4)%	(87.9)%	(68.0)%	5.6%	84.4%	19.0%	47.4 %	2.1 %	6.1 %
NetScout	67	269.1	295.8	14	62.1	85.6	0.21	0.90	1.04	15.1%	22.6%	16.7%	9.9%	37.9%	15.8%	78.2 %	21.0 %	13.4 %
Novell	199	821.0	805.6	29	123.4	148.2	0.06	0.31	0.26	(7.9)%	(10.3)%	(14.3)%	(1.9)%	20.1%	(15.9)%	78.1 %	14.5 %	10.7 %
OPNET Tech.	31	129.7	143.7	4	16.4	24.0	0.07	0.44	0.44	12.1%	437.5%	NM	10.8%	46.3%	(0.3)%	77.9 %	11.8 %	5.1 %
Progress Softw are	128	511.4	540.2	34	121.6	175.2	0.59	2.13	2.33	9.1%	55.7%	51.3%	5.6%	44.1%	9.3%	84.4 %	26.3 %	20.4 %
Quest Softw are	186	722.7	776.7	44	164.4	233.6	0.32	1.32	1.46	13.3%	31.2%	10.3%	7.5%	42.1%	10.4%	90.6 %	23.4 %	15.8 %
SolarWinds	36	135.2	165.0	15	53.4	82.7	0.16	0.67	0.75	31.3%	24.3%	(4.7)%	22.1%	55.0%	11.6%	94.6 %	43.0 %	33.4 %
Mean	242	987	1,027	73	303	361	0.26	1.11	1.21	7.2%	46.4%	(3.3)%	7.5%	39.4%	8.3%	78.1 %	22.8 %	15.7 %
Median	157	617	658	30	122	162	0.19	0.79	0.90	6.8%	12.5%	5.1%	6.6%	40.0%	11.0%	78.2 %	22.2 %	14.6 %

# Software & Services 125 Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price	Market	Enterprise	Cash	Debt	% Change 3/31/10	Ent. Value/Rev.		Ent. Value/EBITDA		Price/EPS		Estimate Surprise			Net Cash /	Net Debt /	SG&A /	R&D /
	9/13/10	Cap	Value				LTM	NTM	LTM	NTM	LTM	NTM	Revenue	EBITDA	EPS	Mkt Cap	EBITDA	Revenue	Revenue
<b>Data Mgt &amp; Infrastructure</b>																			
Autonomy	27.81	6,718	6,555	962	799	0.5 %	7.9 x	6.7 x	16.9 x	12.8 x	32.5 x	21.7 x	NA	NA	NA	2.4%	(0.4) x	30.7 %	12.5 %
Citrix	65.68	12,278	11,463	823	8	38.4 %	6.6 x	6.0 x	28.5 x	17.8 x	34.6 x	31.7 x	4.9 %	3.3 %	(4.6)%	6.6%	(2.0) x	54.0 %	17.4 %
CommVault	27.01	1,166	986	180	0	26.5 %	3.6 x	3.2 x	29.8 x	16.4 x	39.7 x	34.1 x	(0.0)%	(0.7)%	0.0 %	15.5%	(5.5) x	65.7 %	13.0 %
IBM	129.61	163,474	177,987	12,254	26,767	1.1 %	1.8 x	1.8 x	7.4 x	7.3 x	12.3 x	11.0 x	(1.8)%	NA	1.7 %	(8.9)%	0.6 x	21.3 %	6.2 %
Informatica	35.30	3,267	3,105	363	201	31.3 %	5.5 x	4.6 x	24.0 x	17.8 x	35.7 x	30.7 x	8.3 %	15.7 %	9.3 %	5.0%	(1.3) x	45.6 %	17.2 %
Microsoft	25.11	217,291	186,704	36,559	5,972	(14.3)%	3.0 x	2.8 x	6.9 x	6.4 x	12.0 x	10.7 x	4.6 %	15.6 %	9.2 %	14.1%	(1.1) x	28.0 %	14.7 %
MicroStrategy	84.03	959	757	203	0	(1.2)%	1.8 x	1.7 x	9.1 x	8.7 x	17.1 x	20.5 x	7.8 %	(4.0)%	12.5 %	21.1%	(2.4) x	54.0 %	10.1 %
Netezza	23.93	1,502	1,366	136	0	87.1 %	6.1 x	5.1 x	70.0 x	35.7 x	95.7 x	89.8 x	17.8 %	NA	0.0 %	9.1%	(7.0) x	39.7 %	17.2 %
Oracle	25.11	126,320	122,907	18,469	15,056	(2.3)%	4.6 x	3.7 x	10.2 x	8.0 x	15.0 x	13.1 x	1.4 %	4.5 %	11.1 %	2.7%	(0.3) x	21.4 %	11.2 %
Qlik	20.90	1,612	1,581	36	5	NA	NA	7.1 x	NA	44.2 x	NA	76.1 x	NA	NA	NA	1.9%	NA	71.5 %	5.8 %
Red Hat	38.95	7,359	6,535	824	0	33.1 %	8.3 x	7.5 x	39.6 x	25.2 x	52.6 x	51.0 x	3.2 %	(2.2)%	1.8 %	11.2%	(5.0) x	48.3 %	19.4 %
SAP	46.27	55,003	52,836	4,434	2,268	(4.5)%	3.5 x	3.3 x	11.3 x	8.8 x	17.1 x	15.4 x	6.1 %	6.1 %	(0.3)%	3.9%	(0.5) x	27.3 %	13.7 %
Software AG	111.53	3,203	3,562	191	551	(6.4)%	2.5 x	2.5 x	9.2 x	8.4 x	15.3 x	13.3 x	NA	NA	NA	(11.2)%	0.9 x	29.4 %	8.6 %
Teradata	35.12	5,876	5,152	724	0	21.6 %	2.8 x	2.6 x	11.4 x	9.7 x	20.8 x	19.7 x	1.4 %	2.4 %	7.9 %	12.3%	(1.6) x	26.8 %	7.7 %
Tibco	15.88	2,603	2,368	277	42	47.0 %	3.5 x	3.2 x	16.1 x	12.0 x	25.2 x	21.5 x	7.4 %	25.2 %	15.7 %	9.0%	(1.6) x	39.7 %	17.4 %
VMware	84.20	34,675	32,345	2,780	450	58.0 %	13.4 x	10.6 x	76.2 x	29.4 x	69.6 x	55.7 x	2.8 %	7.3 %	6.4 %	6.7%	(5.5) x	43.3 %	23.8 %
Mean	40,207	38,513	4,951	3,257	21.0 %	5.0 x	4.5 x	24.4 x	16.8 x	33.0 x	32.3 x	4.9 %	6.7 %	5.4 %	6.3%	(2.2) x	40.4 %	13.5 %	
Median	6,297	5,843	774	122	21.6 %	3.6 x	3.5 x	16.1 x	12.4 x	25.2 x	21.6 x	4.6 %	4.5 %	6.4 %	6.7%	(1.6) x	39.7 %	13.4 %	

(\$ 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
<b>Data Mgt &amp; Infrastructure</b>																		
Autonomy	221	830.0	981.9	107	388.6	511.6	0.21	0.86	1.28	13.3%	9.9%	2.1%	18.3%	31.6%	49.4%	86.3 %	48.3 %	23.7 %
Citrix	458	1,724.9	1,920.5	108	402.9	645.6	0.41	1.90	2.07	16.7%	33.5%	5.1%	11.3%	60.2%	9.1%	91.0 %	23.6 %	16.9 %
CommVault	66	277.1	309.2	5	33.1	60.0	0.11	0.68	0.79	10.0%	(34.3)%	(26.7)%	11.6%	81.2%	16.5%	85.6 %	6.9 %	7.6 %
IBM	23,723	97,379.0	100,089.3	5,771	24,157.0	24,244.8	2.62	10.58	11.80	2.0%	2.2%	12.9%	2.8%	0.4%	11.5%	45.6 %	24.3 %	14.3 %
Informatica	156	565.1	671.9	33	129.1	174.2	0.25	0.99	1.15	32.7%	42.4%	31.6%	18.9%	34.9%	16.1%	83.2 %	21.3 %	17.3 %
Microsoft	16,039	62,484.0	67,592.6	6,579	26,948.0	29,234.4	0.51	2.10	2.35	22.4%	42.1%	41.7%	8.2%	8.5%	11.7%	80.2 %	41.0 %	28.0 %
MicroStrategy	108	410.7	439.4	16	82.8	87.0	0.97	4.92	4.10	22.5%	(11.2)%	19.8%	7.0%	5.1%	(16.6)%	77.4 %	14.7 %	10.9 %
Netezza	64	223.3	265.9	7	19.5	38.2	0.05	0.25	0.27	45.2%	200.5%	25.0%	19.1%	95.9%	6.6%	64.6 %	10.3 %	5.2 %
Oracle	9,505	26,821.0	33,516.7	4,265	12,109.0	15,328.9	0.60	1.67	1.91	38.5%	22.7%	30.4%	25.0%	26.6%	14.5%	76.4 %	44.9 %	32.1 %
Qlik	51	NA	223.1	6	NA	35.8	0.02	NA	0.27	55.7%	350.9%	112.0%	NA	NM	NA	88.8 %	12.2 %	1.0 %
Red Hat	209	783.0	872.7	46	165.1	259.3	0.18	0.74	0.76	19.9%	28.1%	20.0%	11.5%	57.1%	3.2%	84.1 %	22.0 %	16.6 %
SAP	3,554	15,185.7	16,078.1	1,174	4,673.4	6,035.3	0.56	2.71	3.00	(1.6)%	(1.7)%	0.7%	5.9%	29.1%	10.6%	69.9 %	33.0 %	18.9 %
Software AG	328	1,397.6	1,424.8	86	387.0	421.8	1.62	7.28	8.38	32.8%	21.9%	13.1%	1.9%	9.0%	15.1%	58.4 %	26.1 %	13.9 %
Teradata	470	1,820.0	1,946.3	120	450.0	532.9	0.44	1.69	1.78	11.6%	23.7%	22.2%	6.9%	18.4%	5.4%	57.0 %	25.5 %	15.9 %
Tibco	173	674.1	750.4	34	147.5	198.0	0.15	0.63	0.74	21.4%	36.7%	36.4%	11.3%	34.2%	17.2%	72.7 %	19.7 %	14.7 %
VMware	674	2,405.4	3,039.8	139	424.4	1,098.7	0.34	1.21	1.51	47.9%	112.1%	70.0%	26.4%	158.9%	24.8%	82.5 %	20.6 %	21.3 %
Mean	3,487	14,199	14,383	1,156	4,701	4,932	0.57	2.55	2.64	24.5%	55.0%	26.0%	12.4%	43.4%	13.0%	75.2 %	24.7 %	16.2 %
Median	275	1,398	1,203	96	389	467	0.38	1.67	1.65	21.9%	25.9%	21.1%	11.3%	31.6%	11.7%	78.8 %	22.8 %	16.3 %

# Software & Services 125 Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price 9/13/10	Market Cap	Enterprise Value	Cash	Debt	% Change 3/31/10	Ent. Value/Rev.		Ent. Value/EBITDA		Price/EPS		Estimate Surprise			Net Cash /	Net Debt /	SG&A /	R & D /
							LTM	NTM	LTM	NTM	LTM	NTM	Revenue	EBITDA	EPS	Mkt Cap	EBITDA	Revenue	Revenue
<b>Security</b>																			
ArcSight	43.91	1,520	1,369	151	0	56.0 %	7.0 x	5.8 x	54.1 x	30.2 x	65.4 x	54.3 x	5.7 %	NA	42.3 %	9.9%	(6.0) x	53.0 %	15.4 %
Check Point	35.00	7,267	6,283	983	0	(0.2)%	6.2 x	5.7 x	11.7 x	9.7 x	15.5 x	14.3 x	2.9 %	0.7 %	3.6 %	13.5%	(1.8) x	28.6 %	9.9 %
CommTouch	3.86	90	74	16	0	1.6 %	4.6 x	3.8 x	19.6 x	NA	16.5 x	17.5 x	NA	NA	NA	17.8%	(4.2) x	46.2 %	13.7 %
Fortinet	21.90	1,563	1,310	252	0	24.6 %	4.6 x	4.1 x	31.7 x	23.1 x	56.1 x	54.2 x	5.3 %	40.7 %	49.3 %	16.1%	(6.1) x	44.2 %	16.6 %
F-Secure	2.89	448	411	36	0	(14.7)%	2.4 x	2.4 x	12.2 x	10.8 x	21.1 x	12.6 x	NA	NA	NA	8.1%	(1.1) x	54.2 %	25.7 %
McAfee	47.21	7,264	6,475	788	0	17.6 %	3.2 x	3.0 x	15.0 x	9.1 x	19.0 x	17.5 x	(3.6)%	(10.9)%	4.9 %	10.9%	(1.8) x	41.8 %	16.8 %
Sourcefire	28.15	781	655	125	0	22.7 %	5.5 x	4.4 x	39.0 x	22.0 x	44.7 x	47.3 x	8.5 %	23.7 %	27.5 %	16.1%	(7.5) x	52.8 %	14.2 %
Symantec	15.01	11,848	11,006	2,739	1,897	(11.3)%	1.8 x	1.8 x	6.2 x	5.5 x	9.9 x	11.6 x	(2.5)%	(16.6)%	(0.3)%	7.1%	(0.5) x	46.1 %	14.5 %
Trend Micro	32.18	4,297	2,917	1,380	0	(7.7)%	2.8 x	2.5 x	7.9 x	8.1 x	25.2 x	22.3 x	NA	NA	NA	32.1%	(3.7) x	59.2 %	23.0 %
Verisign	31.57	5,497	4,788	1,337	628	21.3 %	5.6 x	6.5 x	13.1 x	12.5 x	25.3 x	25.5 x	(18.9)%	(33.3)%	(18.3)%	12.9%	(1.9) x	33.3 %	8.2 %
Wave Systems	2.51	203	198	4	0	(37.3)%	8.9 x	5.3 x	NM	NA	NM	20.1 x	(6.5)%	NA	(200.0)%	2.1%	NA	71.0 %	36.9 %
WebSense	19.91	845	833	82	70	(12.6)%	2.6 x	2.4 x	15.2 x	7.7 x	17.5 x	15.7 x	(1.1)%	(15.7)%	13.1 %	1.4%	(0.2) x	58.9 %	16.7 %
<b>Mean</b>	<b>3,469</b>	<b>3,027</b>	<b>658</b>	<b>216</b>	<b>5.0 %</b>	<b>4.6 x</b>	<b>4.0 x</b>	<b>20.5 x</b>	<b>13.9 x</b>	<b>28.7 x</b>	<b>26.1 x</b>	<b>(1.1)%</b>	<b>(1.6)%</b>	<b>(8.6)%</b>	<b>12.3%</b>	<b>(3.2) x</b>	<b>49.1 %</b>	<b>17.6 %</b>	
<b>Median</b>	<b>1,541</b>	<b>1,340</b>	<b>202</b>	<b>0</b>	<b>0.7 %</b>	<b>4.6 x</b>	<b>3.9 x</b>	<b>15.0 x</b>	<b>10.3 x</b>	<b>21.1 x</b>	<b>18.8 x</b>	<b>(1.1)%</b>	<b>(10.9)%</b>	<b>4.9 %</b>	<b>11.9%</b>	<b>(1.9) x</b>	<b>49.5 %</b>	<b>16.0 %</b>	

(\$ in millions, except per share data)

Company Name	Revenue			EBITDA			EPS			MRQ/PYQ Growth			NTM / LTM Growth			LO Margin		
	MRQ	LTM	NTM	MRQ	LTM	NTM	MRQ	LTM	NTM	Revenue	EBITDA	EPS	Revenue	EBITDA	EPS	Gross	EBITDA	Net
<b>Security</b>																		
ArcSight	48	195.0	235.2	6	25.3	45.4	0.18	0.67	0.81	39.3%	132.9%	100.0%	20.7%	79.4%	20.4%	78.7 %	11.5 %	13.8 %
Check Point	261	1,011.9	1,104.3	137	536.1	644.7	0.58	2.26	2.45	16.7%	23.3%	20.8%	9.1%	20.3%	8.2%	88.6 %	52.6 %	47.1 %
CommTouch	4	16.1	19.7	1	3.8	NA	0.04	0.23	0.22	9.9%	36.3%	28.9%	22.4%	NA	(6.2)%	84.1 %	26.9 %	21.6 %
Fortinet	76	282.7	323.4	11	41.3	56.8	0.11	0.39	0.40	24.4%	58.4%	NA	14.4%	37.5%	3.7%	73.6 %	14.7 %	10.9 %
F-Secure	40	173.1	173.1	7	33.9	37.9	0.02	0.14	0.23	(10.7)%	(37.5)%	(41.6)%	(0.0)%	12.0%	67.6%	94.1 %	17.8 %	11.8 %
McAfee	489	2,002.9	2,142.3	107	431.2	708.0	0.63	2.49	2.70	4.4%	5.9%	5.0%	7.0%	64.2%	8.3%	77.4 %	21.9 %	20.1 %
Sourcefire	31	119.1	147.4	4	16.8	29.7	0.11	0.63	0.60	38.1%	195.9%	57.1%	23.7%	77.1%	(5.6)%	79.4 %	12.6 %	10.3 %
Symantec	1,433	5,986.0	6,116.4	405	1,785.0	2,000.4	0.35	1.51	1.30	0.1%	(1.2)%	2.9%	2.2%	12.1%	(14.1)%	84.6 %	28.3 %	19.7 %
Trend Micro	265	1,058.4	1,170.0	84	369.7	360.0	0.27	1.28	1.45	5.4%	(6.7)%	(12.5)%	10.5%	(2.6)%	13.3%	82.9 %	31.7 %	13.8 %
Verisign	169	851.8	731.6	76	366.7	384.0	0.24	1.25	1.24	9.3%	19.3%	(22.6)%	(14.1)%	4.7%	(1.0)%	75.9 %	45.1 %	26.0 %
Wave Systems	6	22.4	37.7	(1)	(2.9)	NA	(0.01)	(0.04)	0.13	34.4%	(204.7)%	(93.1)%	68.4%	NA	410.9%	92.9 %	(13.0)%	(12.5)%
WebSense	82	320.0	344.5	16	54.9	108.1	0.31	1.14	1.27	5.2%	16.6%	(3.1)%	7.7%	96.8%	11.4%	84.2 %	19.9 %	16.6 %
<b>Mean</b>	<b>242</b>	<b>1,003</b>	<b>1,045</b>	<b>71</b>	<b>305</b>	<b>437</b>	<b>0.24</b>	<b>1.00</b>	<b>1.06</b>	<b>14.7%</b>	<b>19.9%</b>	<b>3.8%</b>	<b>14.3%</b>	<b>40.1%</b>	<b>43.1%</b>	<b>83.0 %</b>	<b>22.5 %</b>	<b>16.6 %</b>
<b>Median</b>	<b>79</b>	<b>301</b>	<b>334</b>	<b>14</b>	<b>48</b>	<b>234</b>	<b>0.21</b>	<b>0.91</b>	<b>1.02</b>	<b>9.6%</b>	<b>17.9%</b>	<b>2.9%</b>	<b>9.8%</b>	<b>28.9%</b>	<b>8.3%</b>	<b>83.5 %</b>	<b>20.9 %</b>	<b>15.2 %</b>

# Software & Services 125 Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price 9/13/10	Market Cap	Enterprise Value	Cash	Debt	% Change 3/31/10	Ent. Value/Rev.		Ent. Value/EBITDA		Price/EPS		Estimate Surprise			Net Cash /	Net Debt /	SG&A /	R&D /
							LTM	NTM	LTM	NTM	LTM	NTM	Revenue	EBITDA	EPS	Mkt Cap	EBITDA	Revenue	Revenue
<b>Carrier Back Office</b>																			
Amdocs	27.54	5,685	4,395	1,290	0	(8.5)%	1.5 x	1.4 x	7.3 x	6.5 x	12.9 x	12.0 x	(0.7)%	(1.8)%	(9.5)%	22.7%	(2.1) x	12.4 %	6.9 %
Asialfo	16.20	1,202	936	268	3	(38.8)%	3.5 x	2.0 x	15.9 x	7.9 x	11.9 x	13.1 x	(2.4)%	(24.8)%	11.0 %	22.1%	(4.5) x	23.0 %	14.6 %
Convergys	10.34	1,283	1,319	130	166	(15.7)%	0.5 x	0.6 x	6.1 x	4.5 x	10.2 x	9.7 x	(1.3)%	0.7 %	(13.8)%	(2.8)%	0.2 x	26.7 %	2.7 %
CSG Systems	20.31	692	623	230	161	(3.3)%	1.2 x	1.2 x	6.5 x	4.6 x	14.2 x	9.3 x	(0.1)%	13.9 %	(17.8)%	9.9%	(0.7) x	12.7 %	14.5 %
Intec Telecom	0.97	299	198	102	1	10.5 %	0.8 x	NA	4.7 x	NA	11.7 x	NA	NA	NA	NA	33.9%	(2.4) x	27.7 %	12.9 %
NeuStar	23.88	1,792	1,446	362	16	(5.2)%	2.8 x	2.6 x	6.5 x	5.7 x	16.5 x	13.6 x	(1.1)%	3.0 %	(2.3)%	19.3%	(1.5) x	29.2 %	2.5 %
Neutral Tandem	10.35	342	150	192	0	(35.2)%	0.8 x	0.8 x	2.0 x	1.8 x	9.2 x	9.1 x	(2.1)%	(2.2)%	(10.5)%	56.3%	(2.5) x	16.1 %	NA
Synchronoss	17.02	534	449	94	9	(12.0)%	3.2 x	2.4 x	15.2 x	8.2 x	27.0 x	23.0 x	0.5 %	1.2 %	17.3 %	16.0%	(2.9) x	16.3 %	13.2 %
Syniverse	22.40	1,554	1,927	121	494	15.0 %	3.4 x	2.9 x	8.3 x	7.2 x	12.6 x	11.3 x	4.4 %	5.7 %	9.3 %	(24.0)%	1.6 x	22.8 %	NA
Teleperformance	25.39	1,435	1,391	285	241	(26.4)%	0.5 x	0.5 x	4.0 x	4.2 x	14.7 x	9.9 x	NA	NA	NA	3.1%	(0.1) x	17.2 %	NA
TeleTech	13.95	839	713	131	5	(18.3)%	0.6 x	0.7 x	4.4 x	4.8 x	12.8 x	13.1 x	0.6 %	1.2 %	2.6 %	15.1%	(0.8) x	14.6 %	NA
TNS	15.99	418	728	30	340	(28.3)%	1.4 x	1.4 x	5.7 x	5.1 x	6.3 x	6.8 x	0.2 %	(1.9)%	9.9 %	(74.1)%	2.4 x	17.3 %	6.9 %
<b>Mean</b>	<b>1,340</b>	<b>1,190</b>	<b>270</b>	<b>120</b>	<b>(13.9)%</b>	<b>1.7 x</b>	<b>1.5 x</b>	<b>7.2 x</b>	<b>5.5 x</b>	<b>13.3 x</b>	<b>11.9 x</b>	<b>(0.2)%</b>	<b>(0.5)%</b>	<b>(0.4)%</b>	<b>8.1%</b>	<b>(1.1) x</b>	<b>19.7 %</b>	<b>9.3 %</b>	
<b>Median</b>	<b>1,021</b>	<b>832</b>	<b>162</b>	<b>13</b>	<b>(13.8)%</b>	<b>1.3 x</b>	<b>1.4 x</b>	<b>6.3 x</b>	<b>5.1 x</b>	<b>12.7 x</b>	<b>11.3 x</b>	<b>(0.4)%</b>	<b>0.9 %</b>	<b>0.2 %</b>	<b>15.5%</b>	<b>(1.2) x</b>	<b>17.2 %</b>	<b>9.9 %</b>	

(\$ 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
<b>Carrier Back Office</b>																		
Amdocs	753	2,929.4	3,117.8	154	600.7	674.4	0.50	2.14	2.30	9.1%	7.8%	(5.7)%	6.4%	12.3%	7.6%	36.2 %	20.4 %	13.6 %
Asialfo	67	270.1	467.6	15	59.0	118.3	0.35	1.36	1.24	14.2%	118.6%	34.6%	73.1%	100.6%	(8.9)%	59.4 %	23.1 %	25.3 %
Convergys	528	2,524.0	2,170.2	54	215.2	292.6	0.19	1.01	1.06	(13.4)%	(23.8)%	(32.1)%	(14.0)%	35.9%	5.4%	39.5 %	10.2 %	4.5 %
CSG Systems	131	513.9	537.3	20	95.8	135.3	0.42	1.43	2.19	5.2%	(15.2)%	5.0%	4.5%	41.1%	53.6%	43.0 %	15.5 %	10.6 %
Intec Telecom	53	251.8	NA	5	42.4	NA	0.01	0.08	NA	NA	NA	NA	NA	NA	NA	50.7 %	10.0 %	5.6 %
NeuStar	129	509.4	555.3	58	223.4	251.6	0.38	1.45	1.75	11.4%	17.9%	18.8%	9.0%	12.6%	20.7%	76.9 %	45.1 %	22.5 %
Neutral Tandem	45	179.0	195.6	17	76.1	83.9	0.25	1.13	1.14	8.5%	(12.6)%	(19.4)%	9.3%	10.3%	0.8%	54.7 %	38.6 %	18.7 %
Synchronoss	37	141.0	188.6	7	29.5	54.5	0.15	0.63	0.74	21.8%	6.9%	87.5%	33.8%	84.6%	17.5%	48.9 %	19.5 %	13.0 %
Syniverse	159	568.4	653.7	63	232.1	268.9	0.50	1.78	1.99	39.9%	33.8%	35.1%	15.0%	15.9%	11.6%	62.3 %	39.7 %	21.7 %
Teleperformance	605	2,567.8	2,600.5	58	346.5	329.4	0.44	1.73	2.56	(9.0)%	(29.9)%	(32.2)%	1.3%	(4.9)%	48.4%	28.5 %	9.6 %	4.1 %
TeleTech	272	1,105.8	1,093.1	36	160.7	147.4	0.24	1.09	1.06	(9.8)%	(19.2)%	(25.0)%	(1.2)%	(8.3)%	(2.4)%	27.1 %	13.2 %	5.5 %
TNS	131	538.4	526.2	38	128.2	142.8	0.69	2.55	2.36	7.6%	23.3%	23.2%	(2.3)%	11.4%	(7.4)%	50.5 %	28.7 %	14.1 %
<b>Mean</b>	<b>243</b>	<b>1,008</b>	<b>1,101</b>	<b>44</b>	<b>184</b>	<b>227</b>	<b>0.34</b>	<b>1.36</b>	<b>1.67</b>	<b>7.8%</b>	<b>9.8%</b>	<b>8.2%</b>	<b>12.3%</b>	<b>28.3%</b>	<b>13.3%</b>	<b>48.2 %</b>	<b>22.8 %</b>	<b>13.3 %</b>
<b>Median</b>	<b>131</b>	<b>526</b>	<b>555</b>	<b>37</b>	<b>144</b>	<b>147</b>	<b>0.37</b>	<b>1.39</b>	<b>1.75</b>	<b>8.5%</b>	<b>6.9%</b>	<b>5.0%</b>	<b>6.4%</b>	<b>12.6%</b>	<b>7.6%</b>	<b>49.7 %</b>	<b>19.9 %</b>	<b>13.3 %</b>

# Software & Services 125 Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price 9/13/10	Market Cap	Enterprise Value		Cash	Debt	% Change 3/31/10	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						
<b>Messaging &amp; Conferencing</b>																				
Constant Contact	20.26	587	471	116	0	(12.9)%	3.1 x	2.4 x	NM	16.3 x	135.1 x	37.2 x	1.4 %	(0.3)%	18.9 %	19.8%	(16.3) x	58.5 %	14.0 %	
IntraLinks	13.28	655	936	21	302	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	(42.9)%	NA	60.1 %	10.0 %	
j2 Global	22.63	1,031	808	223	0	(3.1)%	3.3 x	3.1 x	6.8 x	5.9 x	12.4 x	11.9 x	(2.0)%	4.8 %	2.8 %	21.7%	(1.9) x	36.1 %	4.7 %	
LivePerson	7.02	358	305	53	0	(8.5)%	3.1 x	2.6 x	15.2 x	10.0 x	23.4 x	20.5 x	0.2 %	(12.4)%	(15.0)%	14.8%	(2.6) x	47.8 %	14.8 %	
Microsoft	25.11	217,291	186,704	36,559	5,972	(14.3)%	3.0 x	2.8 x	6.9 x	6.4 x	12.0 x	10.7 x	4.6 %	15.6 %	9.2 %	14.1%	(1.1) x	28.0 %	14.7 %	
Openwave	1.67	141	35	106	0	(27.4)%	0.2 x	0.2 x	7.1 x	2.4 x	NM	NM	2.5 %	(3.2)%	(100.0)%	75.4%	(21.8) x	41.8 %	24.8 %	
Premiere Global	5.28	319	544	42	266	(36.1)%	0.9 x	0.9 x	6.0 x	4.8 x	6.9 x	11.5 x	(1.1)%	7.0 %	3.5 %	(70.2)%	2.5 x	34.8 %	3.2 %	
<b>Mean</b>		<b>31,483</b>	<b>27,115</b>	<b>5,303</b>	<b>934</b>	<b>(17.0)%</b>	<b>2.3 x</b>	<b>2.0 x</b>	<b>8.4 x</b>	<b>7.6 x</b>	<b>37.9 x</b>	<b>18.4 x</b>	<b>0.9 %</b>	<b>1.9 %</b>	<b>(13.4)%</b>	<b>4.7%</b>	<b>(6.9) x</b>	<b>43.9 %</b>	<b>12.3 %</b>	
<b>Median</b>		<b>587</b>	<b>544</b>	<b>106</b>	<b>0</b>	<b>(13.6)%</b>	<b>3.0 x</b>	<b>2.5 x</b>	<b>6.9 x</b>	<b>6.2 x</b>	<b>12.4 x</b>	<b>11.9 x</b>	<b>0.8 %</b>	<b>2.2 %</b>	<b>3.1 %</b>	<b>14.8%</b>	<b>(2.3) x</b>	<b>41.8 %</b>	<b>14.0 %</b>	

<b>VoIP &amp; Voice Applications</b>																				
BroadSoft	8.16	202	157	47	3	NA	NA	1.6 x	NA	13.1 x	NA	NM	10.0 %	NA	9.1 %	22.1%	NA	57.2 %	25.0 %	
Enghouse Systems	7.92	199	125	75	0	1.0 %	1.5 x	1.2 x	6.5 x	5.1 x	17.6 x	17.7 x	1.7 %	5.7 %	18.2 %	37.5%	(3.9) x	35.2 %	11.2 %	
Interactive Intel.	16.53	289	214	76	0	(11.6)%	1.5 x	1.3 x	9.8 x	7.9 x	15.6 x	15.3 x	5.9 %	6.5 %	(6.2)%	26.1%	(3.5) x	40.0 %	17.9 %	
NICE Systems	28.52	1,786	1,447	339	0	(10.4)%	2.3 x	2.0 x	15.4 x	8.1 x	17.6 x	15.5 x	1.4 %	18.3 %	2.0 %	19.0%	(3.6) x	35.4 %	13.6 %	
Nuance	15.99	4,699	5,067	492	860	(3.9)%	4.7 x	3.9 x	21.9 x	9.3 x	13.4 x	12.6 x	(1.7)%	20.0 %	7.2 %	(7.8)%	1.6 x	35.5 %	14.2 %	
<b>Mean</b>		<b>1,435</b>	<b>1,402</b>	<b>206</b>	<b>173</b>	<b>(6.2)%</b>	<b>2.5 x</b>	<b>2.0 x</b>	<b>13.4 x</b>	<b>8.7 x</b>	<b>16.1 x</b>	<b>15.3 x</b>	<b>3.5 %</b>	<b>12.6 %</b>	<b>6.1 %</b>	<b>19.4%</b>	<b>(2.3) x</b>	<b>40.7 %</b>	<b>16.4 %</b>	
<b>Median</b>		<b>289</b>	<b>214</b>	<b>76</b>	<b>0</b>	<b>(7.1)%</b>	<b>1.9 x</b>	<b>1.6 x</b>	<b>12.6 x</b>	<b>8.1 x</b>	<b>16.6 x</b>	<b>15.4 x</b>	<b>1.7 %</b>	<b>12.4 %</b>	<b>7.2 %</b>	<b>22.1%</b>	<b>(3.5) x</b>	<b>35.5 %</b>	<b>14.2 %</b>	

(\$ 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
<b>Messaging &amp; Conferencing</b>																		
Constant Contact	42	151.9	194.6	2	7.1	28.9	0.04	0.15	0.55	37.2%	(1.7)%	0.0%	28.1%	305.5%	263.5%	70.1 %	4.3 %	2.7 %
IntraLinks	44	NA	NA	7	NA	NA	(1.78)	NA	NA	35.1%	(24.1)%	46.0%	NA	NM	NA	74.0 %	16.0 %	(8.9)%
j2 Global	61	244.3	258.8	30	118.6	136.4	0.46	1.82	1.90	(0.7)%	(2.5)%	(4.2)%	5.9%	15.0%	4.3%	83.1 %	48.6 %	34.4 %
LivePerson	26	98.7	119.0	4	20.1	30.5	0.06	0.30	0.34	28.5%	31.8%	0.0%	20.5%	52.0%	14.1%	72.8 %	16.2 %	12.1 %
Microsoft	16,039	62,484.0	67,592.6	6,579	26,948.0	29,234.4	0.51	2.10	2.35	22.4%	42.1%	41.7%	8.2%	8.5%	11.7%	80.2 %	41.0 %	28.0 %
Openwave	44	183.3	170.2	1	4.9	14.2	0.00	0.02	(0.01)	(9.0)%	(20.3)%	NM	(7.2)%	191.7%	NM	67.3 %	3.4 %	0.0 %
Premiere Global	145	583.5	573.9	24	90.4	113.0	0.20	0.77	0.46	(6.1)%	(19.2)%	(16.7)%	(1.6)%	25.0%	(40.4)%	56.8 %	16.7 %	8.1 %
<b>Mean</b>	<b>2,343</b>	<b>10,624</b>	<b>11,485</b>	<b>950</b>	<b>4,532</b>	<b>4,926</b>	<b>(0.07)</b>	<b>0.86</b>	<b>0.93</b>	<b>15.3%</b>	<b>0.9%</b>	<b>11.1%</b>	<b>9.0%</b>	<b>99.6%</b>	<b>50.7%</b>	<b>72.0 %</b>	<b>20.9 %</b>	<b>10.9 %</b>
<b>Median</b>	<b>44</b>	<b>214</b>	<b>227</b>	<b>7</b>	<b>55</b>	<b>72</b>	<b>0.06</b>	<b>0.54</b>	<b>0.50</b>	<b>22.4%</b>	<b>(2.5)%</b>	<b>0.0%</b>	<b>7.0%</b>	<b>38.5%</b>	<b>11.7%</b>	<b>72.8 %</b>	<b>16.2 %</b>	<b>8.1 %</b>

<b>VoIP &amp; Voice Applications</b>																		
BroadSoft	20	NA	96.1	(1)	NA	12.0	(0.20)	NA	0.15	11.5%	39.9%	52.5%	NA	NM	NA	75.4 %	(4.2)%	(8.9)%
Enghouse Systems	25	83.1	100.7	6	19.3	24.4	0.13	0.45	0.45	16.8%	18.0%	(14.9)%	21.2%	26.5%	(0.7)%	70.0 %	23.5 %	12.7 %
Interactive Intel.	39	142.9	161.0	6	21.8	27.1	0.26	1.06	1.08	18.0%	41.5%	8.3%	12.7%	24.2%	1.9%	69.9 %	14.7 %	12.6 %
NICE Systems	169	632.0	708.7	28	93.8	177.7	0.41	1.62	1.84	20.0%	18.3%	13.9%	12.2%	89.4%	13.6%	60.1 %	16.5 %	15.7 %
Nuance	273	1,072.5	1,285.1	53	231.4	543.5	0.30	1.19	1.27	13.3%	(10.9)%	15.4%	19.8%	134.9%	6.4%	67.1 %	19.3 %	32.0 %
<b>Mean</b>	<b>105</b>	<b>483</b>	<b>470</b>	<b>18</b>	<b>92</b>	<b>157</b>	<b>0.18</b>	<b>1.08</b>	<b>0.96</b>	<b>15.9%</b>	<b>21.3%</b>	<b>15.0%</b>	<b>16.5%</b>	<b>68.8%</b>	<b>5.3%</b>	<b>68.5 %</b>	<b>14.0 %</b>	<b>12.8 %</b>
<b>Median</b>	<b>39</b>	<b>387</b>	<b>161</b>	<b>6</b>	<b>58</b>	<b>27</b>	<b>0.26</b>	<b>1.13</b>	<b>1.08</b>	<b>16.8%</b>	<b>18.3%</b>	<b>13.9%</b>	<b>16.3%</b>	<b>58.0%</b>	<b>4.2%</b>	<b>69.9 %</b>	<b>16.5 %</b>	<b>12.7 %</b>

# Software & Services 125 Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price 9/13/10	Market Cap	Enterprise Value	Cash	Debt	% Change 3/31/10	Ent. Value/Rev.		Ent. Value/EBITDA		Price/EPS		Estimate Surprise			Net Cash /	Net Debt /	SG&A /	R & D /
							LTM	NTM	LTM	NTM	LTM	NTM	Revenue	EBITDA	EPS	Mkt Cap	EBITDA	Revenue	Revenue
<b>Video / Multimedia</b>																			
Adobe	32.24	16,933	15,782	2,645	1,494	(8.8)%	4.8 x	3.9 x	14.8 x	8.8 x	20.4 x	15.7 x	4.2 %	(0.8)%	3.0 %	6.8%	(1.1) x	43.6 %	17.7 %
Avid	11.64	443	397	47	0	(15.5)%	0.6 x	0.6 x	NM	8.0 x	NM	NM	1.9 %	NA	(66.7)%	10.6%	NA	36.0 %	18.7 %
CyberLink	4.17	483	328	155	0	(10.2)%	2.2 x	1.8 x	8.1 x	6.3 x	15.8 x	7.9 x	NA	NA	NA	32.1%	(3.8) x	60.9 %	14.8 %
Dolby	55.16	6,218	5,424	823	28	(6.0)%	6.3 x	5.6 x	12.3 x	10.5 x	24.4 x	20.7 x	9.4 %	5.2 %	0.9 %	12.8%	(1.8) x	28.5 %	11.9 %
DTS	37.56	644	567	77	0	10.3 %	7.5 x	6.2 x	35.8 x	16.0 x	54.4 x	39.1 x	2.2 %	3.5 %	9.6 %	11.9%	(4.8) x	67.2 %	16.3 %
Rovi	44.79	4,620	4,684	460	524	20.6 %	9.0 x	8.4 x	24.6 x	16.7 x	24.5 x	21.0 x	4.1 %	12.9 %	18.4 %	(1.4)%	0.3 x	25.2 %	17.3 %
SeaChange	7.25	228	160	68	0	1.0 %	0.8 x	0.7 x	10.2 x	4.5 x	35.9 x	12.7 x	(4.4)%	NA	(4.0)%	29.7%	(4.3) x	22.0 %	23.7 %
Sonic Solutions	8.71	268	213	55	0	(7.0)%	2.0 x	1.9 x	NM	29.3 x	NM	92.7 x	1.8 %	2.5 %	104.4 %	20.4%	(16.8) x	46.4 %	23.4 %
SRS Labs	9.87	145	117	28	0	(0.7)%	3.9 x	3.2 x	25.6 x	14.6 x	51.9 x	20.9 x	6.7 %	263.3 %	33.3 %	19.4%	(6.1) x	65.0 %	25.5 %
VIZRT	3.56	232	182	50	0	(7.9)%	1.9 x	1.7 x	14.5 x	10.2 x	NM	20.4 x	NA	NA	NA	21.7%	(4.0) x	39.5 %	15.2 %
<b>Mean</b>		<b>3,021</b>	<b>2,785</b>	<b>441</b>	<b>205</b>	<b>(2.4)%</b>	<b>3.9 x</b>	<b>3.4 x</b>	<b>18.2 x</b>	<b>12.5 x</b>	<b>32.5 x</b>	<b>27.9 x</b>	<b>3.2 %</b>	<b>47.8 %</b>	<b>12.4 %</b>	<b>16.4%</b>	<b>(4.7) x</b>	<b>43.4 %</b>	<b>18.4 %</b>
<b>Median</b>		<b>463</b>	<b>362</b>	<b>72</b>	<b>0</b>	<b>(6.5)%</b>	<b>3.0 x</b>	<b>2.6 x</b>	<b>14.6 x</b>	<b>10.4 x</b>	<b>24.5 x</b>	<b>20.7 x</b>	<b>3.1 %</b>	<b>4.4 %</b>	<b>6.3 %</b>	<b>16.1%</b>	<b>(4.0) x</b>	<b>41.5 %</b>	<b>17.5 %</b>

(\$ 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
<b>Video / Multimedia</b>																		
Adobe	943	3,256.5	4,078.1	314	1,066.4	1,783.5	0.44	1.58	2.05	33.8%	36.6%	25.7%	25.2%	67.2%	29.7%	88.6 %	33.3 %	24.9 %
Avid	162	644.9	674.7	(1)	(0.2)	49.5	(0.05)	(0.19)	0.10	7.7%	NM	66.7%	4.6%	NM	152.6%	51.3 %	(0.4)%	(1.2)%
CyberLink	36	152.3	185.1	9	40.7	51.8	0.05	0.26	0.53	9.3%	18.0%	27.1%	21.6%	27.2%	101.3%	99.7 %	25.9 %	17.6 %
Dolby	230	858.8	968.3	115	442.0	514.1	0.53	2.26	2.67	34.5%	32.5%	20.5%	12.8%	16.3%	18.2%	86.8 %	49.8 %	26.5 %
DTS	17	75.5	92.0	4	15.9	35.5	0.09	0.69	0.96	(27.7)%	(40.9)%	200.0%	21.9%	124.1%	39.3%	97.4 %	20.9 %	9.2 %
Rovi	135	518.1	560.7	61	190.2	280.9	0.55	1.83	2.13	12.8%	25.6%	44.7%	8.2%	47.7%	16.6%	88.1 %	45.6 %	43.5 %
SeaChange	52	212.5	224.7	3	15.7	35.5	0.12	0.20	0.57	11.0%	30.6%	NM	5.7%	126.7%	182.2%	48.1 %	5.7 %	7.4 %
Sonic Solutions	25	104.2	111.2	0	3.3	7.3	0.00	0.01	0.09	(0.5)%	NM	101.4%	6.7%	123.2%	NM	69.8 %	1.9 %	0.1 %
SRS Labs	7	29.8	36.5	1	4.6	8.0	0.04	0.19	0.47	41.6%	834.9%	500.0%	22.7%	75.5%	148.3%	98.6 %	11.4 %	8.7 %
VIZRT	24	95.5	109.6	4	12.5	17.8	0.02	(0.07)	0.18	16.9%	94.1%	39.5%	14.7%	41.6%	359.7%	64.5 %	16.0 %	4.4 %
<b>Mean</b>	<b>163</b>	<b>595</b>	<b>704</b>	<b>51</b>	<b>179</b>	<b>278</b>	<b>0.18</b>	<b>0.68</b>	<b>0.98</b>	<b>13.9%</b>	<b>128.9%</b>	<b>114.0%</b>	<b>14.4%</b>	<b>72.2%</b>	<b>116.4%</b>	<b>79.3 %</b>	<b>21.0 %</b>	<b>14.1 %</b>
<b>Median</b>	<b>44</b>	<b>182</b>	<b>205</b>	<b>4</b>	<b>16</b>	<b>43</b>	<b>0.07</b>	<b>0.23</b>	<b>0.55</b>	<b>11.9%</b>	<b>31.6%</b>	<b>44.7%</b>	<b>13.7%</b>	<b>67.2%</b>	<b>101.3%</b>	<b>87.4 %</b>	<b>18.5 %</b>	<b>9.0 %</b>



# Software & Services 125 Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price 9/13/10	Market Cap	Enterprise Value	Cash	Debt	% Change 3/31/10	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				
<b>Connectivity &amp; Mobility</b>																			
Access Co	1,375.81	539	323	239	24	(9.2)%	0.8 x	0.8 x	4.1 x	7.1 x	20.0 x	11.0 x	NA	NA	NA	40.0%	(2.7) x	35.1 %	27.7 %
Aplix	1,612.08	163	86	101	24	37.3 %	1.2 x	NA	17.4 x	NA	NM	NA	NA	NA	NA	47.5%	(15.7) x	37.9 %	3.8 %
Bitstream	6.47	65	61	4	0	(20.5)%	2.8 x	NA	NM	NA	NM	39.2 x	NA	NA	NA	6.3%	(11.7) x	29.8 %	29.9 %
Citrix	65.68	12,278	11,463	823	8	38.4 %	6.6 x	6.0 x	28.5 x	17.8 x	34.6 x	31.7 x	4.9 %	3.3 %	(4.6)%	6.6%	(2.0) x	54.0 %	17.4 %
Infraw are	9.14	166	136	46	15	(19.9)%	5.1 x	2.7 x	43.9 x	6.9 x	118.9 x	8.9 x	NA	NA	NA	18.4%	(9.9) x	27.4 %	7.0 %
LogMeIn	32.66	761	615	147	0	57.9 %	7.3 x	5.9 x	41.4 x	24.3 x	59.1 x	46.7 x	3.8 %	(8.5)%	(4.2)%	19.3%	(9.9) x	57.4 %	16.0 %
Motricity	8.00	320	246	74	0	NA	NA	1.6 x	NA	6.2 x	NA	13.2 x	1.4 %	24.2 %	(3.0)%	23.1%	NA	86.0 %	20.3 %
Myriad	4.16	202	173	38	9	2.3 %	1.4 x	NA	8.7 x	NA	NM	NA	NA	NA	NA	14.5%	(1.5) x	30.8 %	28.8 %
Openw ave	1.67	141	35	106	0	(27.4)%	0.2 x	0.2 x	7.1 x	2.4 x	NM	NM	2.5 %	(3.2)%	(100.0)%	75.4%	(21.8) x	41.8 %	24.8 %
Opera	4.33	517	436	81	0	8.6 %	4.4 x	3.4 x	52.5 x	14.2 x	NM	27.1 x	NA	NA	NA	15.7%	(9.8) x	23.5 %	NA
Smith Micro	8.18	280	225	55	0	(7.5)%	1.9 x	1.7 x	8.6 x	4.7 x	11.2 x	10.6 x	1.3 %	6.4 %	(23.8)%	19.6%	(2.1) x	43.4 %	32.2 %
<b>Mean</b>	<b>1,403</b>	<b>1,254</b>	<b>156</b>	<b>7</b>	<b>6.0 %</b>	<b>3.2 x</b>	<b>2.8 x</b>	<b>23.6 x</b>	<b>10.5 x</b>	<b>48.7 x</b>	<b>23.5 x</b>	<b>2.8 %</b>	<b>4.5 %</b>	<b>(27.1)%</b>	<b>26.0%</b>	<b>(8.7) x</b>	<b>42.5 %</b>	<b>20.8 %</b>	
<b>Median</b>	<b>280</b>	<b>225</b>	<b>81</b>	<b>0</b>	<b>(2.6)%</b>	<b>2.3 x</b>	<b>2.2 x</b>	<b>17.4 x</b>	<b>7.0 x</b>	<b>34.6 x</b>	<b>20.2 x</b>	<b>2.5 %</b>	<b>3.3 %</b>	<b>(4.6)%</b>	<b>19.3%</b>	<b>(9.8) x</b>	<b>37.9 %</b>	<b>22.6 %</b>	

(\$ 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
<b>Connectivity &amp; Mobility</b>																		
Access Co	78	402.5	399.1	13	79.1	45.3	24.85	68.76	124.88	NA	NA	NA	(0.8)%	(42.7)%	81.6%	74.0 %	17.4 %	(25.7)%
Aplix	28	70.7	NA	4	4.9	NA	6.82	(30.42)	NA	222.8%	238.4%	111.7%	NA	NA	NA	42.2 %	14.0 %	2.5 %
Bitstream	5	21.9	NA	(0)	0.4	NA	(0.07)	(0.04)	0.17	3.5%	(166.4)%	(320.8)%	NA	NM	486.8%	52.5 %	(5.3)%	(12.6)%
Citrix	458	1,724.9	1,920.5	108	402.9	645.6	0.41	1.90	2.07	16.7%	33.5%	5.1%	11.3%	60.2%	9.1%	91.0 %	23.6 %	16.9 %
Infraw are	5	26.7	50.9	0	3.1	19.5	0.02	0.08	1.02	(10.2)%	(89.9)%	(56.1)%	90.8%	532.4%	1,232.8%	100.0 %	2.5 %	5.5 %
LogMeIn	23	84.0	104.5	5	14.8	25.2	0.14	0.55	0.70	30.5%	47.6%	32.3%	24.4%	70.1%	26.5%	90.4 %	20.5 %	14.4 %
Motricity	30	NA	153.4	(12)	NA	39.9	0.05	NA	0.61	(17.8)%	(274.0)%	103.2%	NA	NM	NA	67.1 %	(39.3)%	1.5 %
Myriad	29	120.4	NA	6	19.9	NA	0.00	(0.53)	NA	36.3%	330.0%	100.1%	NA	NA	NA	75.8 %	21.8 %	0.1 %
Openw ave	44	183.3	170.2	1	4.9	14.2	0.00	0.02	(0.01)	(9.0)%	(20.3)%	NM	(7.2)%	191.7%	NM	67.3 %	3.4 %	0.0 %
Opera	26	99.4	128.0	5	8.3	30.7	0.02	(0.01)	0.16	(2.7)%	4.6%	(13.7)%	28.8%	269.9%	1,784.2%	41.3 %	20.3 %	11.3 %
Smith Micro	31	118.7	135.3	7	26.1	47.5	0.13	0.73	0.77	20.7%	28.2%	(23.5)%	14.0%	82.0%	6.0%	87.4 %	21.3 %	14.4 %
<b>Mean</b>	<b>69</b>	<b>285</b>	<b>383</b>	<b>13</b>	<b>56</b>	<b>108</b>	<b>2.94</b>	<b>4.10</b>	<b>14.49</b>	<b>29.1%</b>	<b>13.2%</b>	<b>(6.8)%</b>	<b>23.0%</b>	<b>166.2%</b>	<b>518.1%</b>	<b>71.7 %</b>	<b>9.1 %</b>	<b>2.6 %</b>
<b>Median</b>	<b>29</b>	<b>109</b>	<b>144</b>	<b>5</b>	<b>12</b>	<b>35</b>	<b>0.05</b>	<b>0.05</b>	<b>0.70</b>	<b>10.1%</b>	<b>16.4%</b>	<b>5.1%</b>	<b>14.0%</b>	<b>82.0%</b>	<b>81.6%</b>	<b>74.0 %</b>	<b>17.4 %</b>	<b>2.5 %</b>

# Software & Services 125 Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price 9/13/10	Market Cap	Enterprise Value	Cash	Debt	% Change 3/31/10	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				
<b>Mobile &amp; LBS Applications</b>																			
AutoNavi	16.00	729	668	64	3	NA	NA	8.1 x	NA	20.2 x	NA	32.0 x	NA	NA	NA	8.4%	NA	20.9 %	12.7 %
ClickSoftware	5.82	176	134	42	0	(15.7)%	1.9 x	1.7 x	9.5 x	8.0 x	15.7 x	12.9 x	3.8 %	18.4 %	(11.1)%	23.8%	(3.0) x	35.5 %	10.8 %
DigiCore	0.46	101	102	7	9	7.8 %	1.5 x	NA	8.9 x	NA	18.0 x	NA	NA	NA	NA	(1.8)%	0.2 x	5.8 %	NA
DigitalGlobe	32.24	1,474	1,676	143	345	15.3 %	5.5 x	4.1 x	10.2 x	7.1 x	48.8 x	31.3 x	3.2 %	3.9 %	(79.6)%	(13.7)%	1.2 x	34.8 %	NA
Intermap	0.63	38	37	3	2	(57.1)%	1.4 x	1.2 x	NM	NA	NM	NM	(25.6)%	NA	(69.3)%	2.8%	NA	117.5 %	11.9 %
Ituran	14.32	300	274	37	11	(9.3)%	2.0 x	1.8 x	6.4 x	5.7 x	15.2 x	NA	(1.3)%	(14.6)%	NA	8.9%	(0.6) x	28.2 %	0.3 %
TCS	3.22	171	257	97	184	(56.1)%	0.7 x	0.6 x	5.6 x	3.2 x	7.4 x	7.9 x	(5.4)%	(13.6)%	(30.8)%	(50.6)%	1.9 x	17.0 %	7.1 %
Webtech	0.37	34	31	5	2	(34.3)%	0.9 x	0.6 x	NM	6.8 x	NM	NM	(20.2)%	NA	(698.7)%	8.6%	NA	41.2 %	23.1 %
XATA	2.55	25	11	16	1	(28.2)%	0.2 x	NA	1.8 x	NA	NM	NA	NA	NA	NA	57.1%	(2.4) x	36.9 %	9.8 %
<b>Mean</b>		<b>339</b>	<b>355</b>	<b>46</b>	<b>62</b>	<b>(22.2)%</b>	<b>1.8 x</b>	<b>2.6 x</b>	<b>7.1 x</b>	<b>8.5 x</b>	<b>21.0 x</b>	<b>21.0 x</b>	<b>(7.6)%</b>	<b>(1.5)%</b>	<b>(177.9)%</b>	<b>4.8%</b>	<b>(0.5) x</b>	<b>37.5 %</b>	<b>10.8 %</b>
<b>Median</b>		<b>171</b>	<b>134</b>	<b>37</b>	<b>3</b>	<b>(21.9)%</b>	<b>1.4 x</b>	<b>1.7 x</b>	<b>7.7 x</b>	<b>6.9 x</b>	<b>15.7 x</b>	<b>22.1 x</b>	<b>(3.3)%</b>	<b>(4.8)%</b>	<b>(69.3)%</b>	<b>8.4%</b>	<b>(0.2) x</b>	<b>34.8 %</b>	<b>10.8 %</b>

(\$ 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
<b>Mobile &amp; LBS Applications</b>																		
AutoNavi	22	NA	82.1	8	NA	33.1	0.15	NA	0.50	NA	NA	NA	NA	NM	NA	66.2 %	37.3 %	28.1 %
ClickSoftware	18	68.8	79.0	3	14.0	16.7	0.08	0.37	0.45	22.4%	17.0%	0.0%	14.8%	18.8%	22.3%	61.7 %	18.4 %	14.5 %
DigiCore	17	66.9	NA	3	11.5	NA	0.01	0.03	NA	NA	NA	NA	NA	NA	NA	14.0 %	18.9 %	9.0 %
DigitalGlobe	81	302.8	408.4	42	164.4	237.2	0.01	0.66	1.03	15.7%	(0.2)%	(94.7)%	34.9%	44.3%	56.3%	87.5 %	51.6 %	0.6 %
Intermap	5	27.4	30.7	(4)	(12.1)	NA	(0.18)	(0.63)	(0.40)	(14.3)%	(35.3)%	(27.8)%	11.9%	NA	35.7%	53.1 %	(76.3)%	(178.0)%
Ituran	35	135.7	149.6	11	42.5	48.2	0.23	0.94	NA	23.2%	25.1%	94.8%	10.2%	13.4%	NA	49.5 %	31.8 %	13.6 %
TCS	93	346.0	441.8	11	46.4	81.7	0.06	0.43	0.41	38.0%	(13.7)%	(78.6)%	27.7%	76.1%	(5.9)%	35.8 %	11.7 %	3.6 %
Webtech	9	33.8	50.1	(1)	(8.3)	4.6	(0.02)	(0.10)	0.00	45.3%	(526.0)%	NM	48.6%	154.9%	103.8%	50.9 %	(13.4)%	(18.8)%
XATA	18	69.8	NA	2	6.0	NA	0.02	(0.25)	NA	2.1%	77.8%	NM	NA	NA	NA	50.4 %	11.4 %	2.9 %
<b>Mean</b>	<b>33</b>	<b>131</b>	<b>177</b>	<b>8</b>	<b>33</b>	<b>70</b>	<b>0.04</b>	<b>0.18</b>	<b>0.33</b>	<b>18.9%</b>	<b>(65.0)%</b>	<b>(21.3)%</b>	<b>24.7%</b>	<b>61.5%</b>	<b>42.4%</b>	<b>52.1 %</b>	<b>10.1 %</b>	<b>(13.8)%</b>
<b>Median</b>	<b>18</b>	<b>69</b>	<b>82</b>	<b>3</b>	<b>13</b>	<b>41</b>	<b>0.02</b>	<b>0.20</b>	<b>0.43</b>	<b>22.4%</b>	<b>(0.2)%</b>	<b>(27.8)%</b>	<b>21.2%</b>	<b>44.3%</b>	<b>35.7%</b>	<b>50.9 %</b>	<b>18.4 %</b>	<b>3.6 %</b>

# Software & Services 125 Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price 9/13/10	Market Cap	Enterprise Value	Cash	Debt	% Change 3/31/10	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				
<b>Mobile/Web Content &amp; Games</b>																			
Akamai	50.84	9,233	8,793	504	64	61.8 %	9.5 x	8.1 x	24.3 x	17.7 x	33.2 x	34.6 x	0.8 %	(1.0)%	1.2 %	4.8%	(1.2) x	40.3 %	5.5 %
Changyou.com	25.99	1,340	1,046	295	0	(15.6)%	3.6 x	3.0 x	5.7 x	4.7 x	8.7 x	7.6 x	1.7 %	NA	2.3 %	22.0%	(1.6) x	20.9 %	10.0 %
Digital River	30.83	1,222	882	349	9	1.7 %	2.3 x	2.5 x	14.8 x	12.3 x	26.4 x	31.5 x	(0.4)%	41.5 %	59.7 %	27.8%	(5.7) x	57.3 %	19.8 %
Giant Interactive	6.09	1,379	645	737	3	(19.9)%	3.7 x	3.0 x	5.7 x	4.4 x	12.7 x	11.3 x	(2.3)%	NA	(4.0)%	53.2%	(6.5) x	22.1 %	10.3 %
Index Holdings	41.88	160	438	50	327	(42.9)%	0.9 x	1.0 x	9.9 x	7.3 x	NM	10.1 x	NA	NA	NA	(173.0)%	6.3 x	25.8 %	NA
Limelight Ntw ks	4.61	454	371	83	0	26.0 %	2.6 x	1.9 x	NM	15.5 x	NM	NM	(0.6)%	26.1 %	484.6 %	18.2%	(76.2) x	44.5 %	8.2 %
NEOWIZ	37.54	792	779	87	74	20.7 %	3.0 x	NA	NA	NA	17.3 x	NA	NA	NA	NA	1.6%	NA	34.7 %	NA
Netease.com	39.79	5,167	3,944	1,220	(2)	12.0 %	5.9 x	4.5 x	11.2 x	8.4 x	18.6 x	14.2 x	5.0 %	(1.7)%	(6.7)%	23.7%	(3.5) x	15.0 %	5.5 %
Perfect World	25.47	1,287	1,040	254	6	(32.0)%	2.9 x	2.7 x	5.8 x	5.5 x	8.6 x	10.0 x	(0.3)%	NA	(19.7)%	19.3%	(1.4) x	31.0 %	15.3 %
RealNetw orks	2.99	406	92	313	0	(38.1)%	0.2 x	0.3 x	NM	NM	NM	NM	(1.5)%	NA	(166.7)%	77.2%	NA	47.2 %	31.0 %
Shanda Games	5.24	1,509	1,125	418	34	(27.1)%	1.6 x	1.7 x	4.3 x	4.7 x	7.3 x	8.2 x	(1.5)%	NA	(0.8)%	25.5%	(1.5) x	16.8 %	9.7 %
Tencent	19.70	36,009	34,371	2,053	415	(1.8)%	14.7 x	11.0 x	27.9 x	21.0 x	37.6 x	27.7 x	NA	NA	NA	4.5%	(1.3) x	19.2 %	NA
<b>Mean</b>	<b>4.913</b>	<b>4,461</b>	<b>530</b>	<b>77</b>	<b>(4.6)%</b>	<b>4.2 x</b>	<b>3.6 x</b>	<b>12.2 x</b>	<b>10.1 x</b>	<b>18.9 x</b>	<b>17.2 x</b>	<b>0.1 %</b>	<b>16.2 %</b>	<b>38.9 %</b>	<b>8.7%</b>	<b>(9.3) x</b>	<b>31.2 %</b>	<b>12.8 %</b>	
<b>Median</b>	<b>1.314</b>	<b>961</b>	<b>331</b>	<b>7</b>	<b>(8.7)%</b>	<b>2.9 x</b>	<b>2.7 x</b>	<b>9.9 x</b>	<b>7.9 x</b>	<b>17.3 x</b>	<b>11.3 x</b>	<b>(0.4)%</b>	<b>12.5 %</b>	<b>(0.8)%</b>	<b>20.6%</b>	<b>(1.5) x</b>	<b>28.4 %</b>	<b>10.0 %</b>	

(\$ 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
<b>Mobile/Web Content &amp; Games</b>																		
Akamai	245	930.2	1,081.1	81	361.5	497.5	0.34	1.53	1.47	19.9%	6.0%	(15.0)%	16.2%	37.6%	(3.8)%	70.7 %	33.2 %	26.4 %
Changyou.com	78	289.2	351.7	48	182.0	221.2	0.79	2.98	3.42	16.7%	18.8%	19.7%	21.6%	21.5%	14.7%	91.0 %	61.3 %	53.9 %
Digital River	82	384.8	348.9	2	59.5	72.0	0.08	1.17	0.98	(15.3)%	(88.7)%	(81.0)%	(9.3)%	21.0%	(16.4)%	79.9 %	2.7 %	3.7 %
Giant Interactive	47	174.9	216.4	29	112.9	146.9	0.12	0.48	0.54	(11.0)%	(19.3)%	(20.0)%	23.7%	30.1%	12.7%	85.4 %	61.5 %	59.3 %
Index Holdings	94	484.6	440.0	17	44.1	60.0	0.16	(12.22)	4.14	(47.0)%	(19.0)%	103.1%	(9.2)%	36.2%	133.9%	38.7 %	18.0 %	0.6 %
Limelight Ntw ks	42	144.4	198.2	1	1.1	24.0	0.05	(0.18)	(0.01)	30.5%	(15.7)%	183.3%	37.2%	NM	96.4%	56.2 %	3.4 %	11.1 %
NEOWIZ	80	263.1	NA	NA	NA	NA	0.71	2.17	NA	NA	NA	NA	NA	NM	NA	56.9 %	24.9 %	9.6 %
Netease.com	193	673.6	877.0	99	351.9	466.9	0.55	2.14	2.79	52.7%	25.2%	3.8%	30.2%	32.7%	30.5%	67.1 %	51.1 %	37.2 %
Perfect World	88	354.5	383.7	35	178.4	190.5	0.55	2.95	2.55	14.8%	(17.1)%	(23.6)%	8.2%	6.8%	(13.5)%	83.6 %	40.3 %	33.3 %
RealNetw orks	89	503.3	361.2	(2)	(10.1)	6.8	(0.16)	(0.27)	(0.35)	(34.5)%	82.6%	(220.0)%	(28.2)%	167.4%	(28.9)%	68.9 %	(1.9)%	(24.4)%
Shanda Games	164	713.3	675.9	55	262.7	241.2	0.16	0.72	0.64	(3.3)%	(21.1)%	(15.8)%	(5.2)%	(8.2)%	(10.7)%	59.0 %	33.5 %	27.8 %
Tencent	688	2,340.3	3,126.2	367	1,230.0	1,639.6	0.15	0.52	0.71	63.3%	68.9%	60.4%	33.6%	33.3%	35.6%	68.2 %	53.3 %	41.0 %
<b>Mean</b>	<b>158</b>	<b>605</b>	<b>733</b>	<b>67</b>	<b>252</b>	<b>324</b>	<b>0.29</b>	<b>0.17</b>	<b>1.54</b>	<b>7.9%</b>	<b>1.9%</b>	<b>(0.5)%</b>	<b>10.8%</b>	<b>37.8%</b>	<b>22.8%</b>	<b>68.8 %</b>	<b>31.8 %</b>	<b>23.3 %</b>
<b>Median</b>	<b>88</b>	<b>435</b>	<b>384</b>	<b>35</b>	<b>178</b>	<b>191</b>	<b>0.16</b>	<b>0.95</b>	<b>0.98</b>	<b>14.8%</b>	<b>(15.7)%</b>	<b>(15.0)%</b>	<b>16.2%</b>	<b>31.4%</b>	<b>12.7%</b>	<b>68.6 %</b>	<b>33.3 %</b>	<b>27.1 %</b>

# Software & Services 125 Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price 9/13/10	Market Cap	Enterprise Value	Cash	Debt	% Change 3/31/10	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				
<b>Portals &amp; Social Networks</b>																			
Ancestry.com	20.36	892	834	134	76	20.1 %	3.3 x	2.6 x	10.9 x	8.0 x	33.9 x	23.8 x	5.9 %	10.2 %	5.9 %	6.5 %	(0.8) x	43.7 %	13.4 %
AOL	22.93	2,448	2,125	392	69	(9.3)%	0.8 x	1.0 x	2.5 x	3.6 x	6.6 x	11.3 x	(3.0)%	(3.7)%	46.0 %	13.2%	(0.4) x	21.6 %	NA
Baidu	86.26	30,019	29,147	872	0	44.5 %	34.6 x	20.2 x	71.1 x	36.0 x	91.0 x	49.5 x	2.0 %	20.5 %	13.3 %	2.9%	(2.1) x	13.8 %	8.3 %
Daum Comm.	61.63	820	746	74	0	3.4 %	2.7 x	2.4 x	8.9 x	8.0 x	17.1 x	12.1 x	NA	NA	NA	9.0%	(0.9) x	159.3 %	0.1 %
Gree	79.23	3,604	3,363	241	0	29.7 %	8.7 x	NA	15.6 x	NA	30.5 x	NA	NA	NA	NA	6.7%	(1.1) x	42.0 %	NA
IAC/InterActive	26.09	2,729	1,418	1,467	156	14.5 %	1.0 x	0.9 x	10.8 x	5.4 x	42.1 x	24.6 x	5.0 %	22.5 %	18.5 %	48.0%	(10.0) x	49.0 %	3.8 %
Meetic	30.12	686	628	63	6	(1.9)%	2.7 x	NA	12.5 x	NA	29.6 x	NA	NA	NA	NA	8.4%	(1.1) x	53.8 %	NA
Mixi	5,494.90	850	716	135	1	(19.4)%	4.5 x	3.3 x	18.8 x	15.9 x	58.2 x	38.8 x	NA	NA	NA	15.8%	(3.5) x	48.7 %	NA
NHN	171.95	7,767	NA	NA	0	8.1 %	NA	NA	NA	NA	21.1 x	17.1 x	NA	NA	NA	NA	NA	NA	NA
Shutterstock	23.97	654	495	159	0	(0.5)%	1.9 x	1.7 x	14.6 x	8.6 x	NM	69.1 x	3.6 %	NA	13.5 %	24.3%	(4.7) x	44.7 %	26.7 %
Sina	44.80	2,740	2,012	828	100	18.9 %	5.3 x	4.7 x	26.1 x	16.1 x	31.8 x	25.5 x	4.6 %	NA	21.6 %	26.6%	(9.5) x	23.9 %	8.0 %
Sohu.com	53.58	2,027	1,525	599	98	(1.9)%	2.8 x	2.3 x	6.8 x	5.3 x	16.8 x	13.6 x	1.5 %	(0.2)%	(2.6)%	24.7%	(2.2) x	26.7 %	11.6 %
Universo Online	5.58	668	387	322	40	(4.0)%	0.9 x	0.8 x	4.4 x	3.8 x	9.0 x	10.4 x	NA	NA	NA	42.1%	(3.2) x	48.8 %	NA
XING	36.15	187	120	66	0	(7.2)%	1.8 x	1.6 x	7.4 x	4.7 x	NM	15.3 x	NA	NA	NA	35.5%	(4.1) x	11.5 %	NA
Yahoo Japan	363.94	21,115	19,975	1,166	26	(0.1)%	6.4 x	5.4 x	11.5 x	9.7 x	22.4 x	18.9 x	NA	NA	NA	5.4%	(0.7) x	35.8 %	0.2 %
Yahoo!	13.73	18,512	15,923	2,760	170	(16.9)%	2.4 x	3.4 x	12.0 x	9.2 x	25.0 x	20.3 x	(2.6)%	(1.2)%	12.3 %	14.0%	(1.9) x	28.5 %	16.8 %
<b>Mean</b>		<b>5,982</b>	<b>5,294</b>	<b>619</b>	<b>46</b>	<b>4.9 %</b>	<b>5.3 x</b>	<b>3.9 x</b>	<b>15.6 x</b>	<b>10.3 x</b>	<b>31.1 x</b>	<b>25.0 x</b>	<b>2.1 %</b>	<b>8.0 %</b>	<b>16.1 %</b>	<b>18.9%</b>	<b>(3.1) x</b>	<b>43.5 %</b>	<b>9.9 %</b>
<b>Median</b>		<b>2,237</b>	<b>1,418</b>	<b>322</b>	<b>16</b>	<b>(0.3)%</b>	<b>2.7 x</b>	<b>2.4 x</b>	<b>11.5 x</b>	<b>8.0 x</b>	<b>27.3 x</b>	<b>19.6 x</b>	<b>2.8 %</b>	<b>5.0 %</b>	<b>13.4 %</b>	<b>14.0%</b>	<b>(2.1) x</b>	<b>42.0 %</b>	<b>8.3 %</b>

(\$ 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
<b>Portals &amp; Social Networks</b>																		
Ancestry.com	74	256.0	319.9	24	76.3	103.8	0.18	0.60	0.86	36.4%	39.9%	(10.0)%	25.0%	36.1%	42.5%	83.2 %	32.2 %	11.6 %
AOL	584	2,825.7	2,156.1	169	849.3	593.4	0.71	3.45	2.03	(26.2)%	(39.7)%	(41.2)%	(23.7)%	(30.1)%	(41.3)%	42.9 %	28.8 %	13.0 %
Baidu	282	843.5	1,440.1	155	410.1	809.2	0.35	0.95	1.74	75.6%	114.7%	104.7%	70.7%	97.3%	83.8%	79.3 %	54.9 %	43.3 %
Daum Comm.	79	271.7	315.7	27	83.7	92.7	1.07	3.61	5.08	51.7%	96.4%	365.2%	16.2%	10.7%	40.7%	27.3 %	33.8 %	20.5 %
Gree	124	387.1	NA	60	215.1	NA	0.72	2.60	NA	131.4%	119.2%	138.1%	NA	NA	NA	90.4 %	48.6 %	28.5 %
IAC/InterActive	403	1,492.5	1,663.7	46	131.3	261.3	0.24	0.62	1.06	18.5%	59.0%	NM	11.5%	99.0%	70.9%	64.2 %	11.4 %	6.7 %
Meetic	53	230.1	NA	0	50.2	NA	0.00	1.02	NA	NA	NA	NA	NA	NA	NA	67.9 %	0.0 %	5.6 %
Mixi	45	159.8	220.0	13	38.1	45.0	34.53	94.48	141.75	42.7%	31.5%	12.3%	37.7%	18.0%	50.0%	75.5 %	29.4 %	11.8 %
NHN	290	1,110.0	1,270.0	140	510.0	630.0	1.98	8.16	10.06	NA	NA	NA	14.4%	23.5%	23.2%	NA	48.3 %	NA
Shutterstock	47	264.1	297.4	(3)	33.8	57.2	(0.22)	0.23	0.35	20.5%	(11.5)%	0.0%	12.6%	69.0%	50.8%	50.5 %	(6.3)%	(12.7)%
Sina	99	379.0	429.6	31	77.0	125.3	0.42	1.41	1.76	10.1%	70.6%	44.8%	13.4%	62.7%	24.6%	58.4 %	31.2 %	27.7 %
Sohu.com	146	548.0	655.6	57	225.9	288.5	0.82	3.19	3.94	15.0%	8.0%	3.8%	19.6%	27.7%	23.6%	73.4 %	39.2 %	21.5 %
Universo Online	110	441.5	498.3	21	87.9	102.0	0.14	0.62	0.54	30.9%	43.4%	43.3%	12.9%	16.1%	(13.4)%	69.9 %	19.0 %	15.6 %
XING	16	65.5	76.8	4	16.3	25.9	0.32	(0.36)	2.36	6.1%	77.9%	153.0%	17.2%	58.8%	755.4%	63.3 %	25.8 %	10.4 %
Yahoo Japan	796	3,102.5	3,690.0	453	1,733.9	2,055.0	4.21	16.23	19.24	13.4%	17.8%	22.7%	18.9%	18.5%	18.5%	89.2 %	56.8 %	30.7 %
Yahoo!	1,601	6,505.7	4,718.2	343	1,328.0	1,740.0	0.16	0.55	0.68	1.8%	1.4%	60.0%	(27.5)%	31.0%	22.9%	57.4 %	21.4 %	13.9 %
<b>Mean</b>	<b>297</b>	<b>1,180</b>	<b>1,268</b>	<b>96</b>	<b>367</b>	<b>495</b>	<b>2.85</b>	<b>8.58</b>	<b>13.67</b>	<b>30.6%</b>	<b>44.9%</b>	<b>69.0%</b>	<b>15.6%</b>	<b>38.5%</b>	<b>82.3%</b>	<b>66.2 %</b>	<b>29.7 %</b>	<b>16.5 %</b>
<b>Median</b>	<b>117</b>	<b>414</b>	<b>577</b>	<b>38</b>	<b>110</b>	<b>193</b>	<b>0.39</b>	<b>1.21</b>	<b>1.89</b>	<b>19.5%</b>	<b>41.6%</b>	<b>43.3%</b>	<b>15.3%</b>	<b>29.4%</b>	<b>32.7%</b>	<b>67.9 %</b>	<b>30.3 %</b>	<b>13.9 %</b>

# Software & Services 125 Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price 9/13/10	Market Cap	Enterprise Value	Cash	Debt	% Change 3/31/10	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				
<b>Search &amp; Marketing Services</b>																			
AOL	22.93	2,448	2,125	392	69	(9.3)%	0.8 x	1.0 x	2.5 x	3.6 x	6.6 x	11.3 x	(3.0)%	(3.7)%	46.0 %	13.2%	(0.4) x	21.6 %	NA
Baidu	86.26	30,019	29,147	872	0	44.5 %	34.6 x	20.2 x	71.1 x	36.0 x	91.0 x	49.5 x	2.0 %	20.5 %	13.3 %	2.9%	(2.1) x	13.8 %	8.3 %
comScore	19.68	613	533	86	6	17.9 %	3.7 x	2.7 x	27.8 x	12.6 x	26.2 x	86.6 x	5.9 %	12.0 %	8.5 %	13.0%	(4.2) x	48.1 %	14.5 %
DG FastChannel	15.90	452	373	80	0	(50.2)%	1.7 x	1.5 x	3.9 x	3.3 x	11.8 x	8.7 x	9.7 %	10.9 %	32.5 %	17.6%	(0.8) x	20.7 %	4.0 %
Google	482.27	153,864	123,805	30,059	0	(15.0)%	4.7 x	4.1 x	11.4 x	9.2 x	18.6 x	16.7 x	2.1 %	0.4 %	(0.6)%	19.5%	(2.8) x	16.0 %	13.2 %
IAC/InterActive	26.09	2,729	1,418	1,467	156	14.5 %	1.0 x	0.9 x	10.8 x	5.4 x	42.1 x	24.6 x	5.0 %	22.5 %	18.5 %	48.0%	(10.0) x	49.0 %	3.8 %
InfoSpace	7.19	259	36	223	0	(34.9)%	0.1 x	0.1 x	1.6 x	1.1 x	20.9 x	NM	1.2 %	14.7 %	(34.1)%	86.2%	(10.2) x	26.5 %	4.7 %
Marchex	4.41	156	123	33	0	(13.7)%	1.3 x	1.2 x	NM	10.3 x	55.1 x	NM	8.7 %	NA	63.6 %	21.2%	(120.9) x	36.5 %	20.2 %
TechTarget	5.03	214	144	70	0	(3.8)%	1.6 x	1.4 x	NM	6.5 x	22.9 x	20.0 x	0.9 %	15.7 %	21.6 %	32.9%	(18.0) x	55.0 %	8.1 %
TradeDoubler	4.03	172	157	16	0	(27.0)%	0.4 x	0.4 x	NM	NM	NM	13.9 x	NA	NA	NA	9.1%	(2.5) x	21.0 %	1.6 %
ValueClick	11.97	979	807	172	0	18.2 %	1.9 x	1.9 x	6.9 x	6.5 x	19.3 x	18.4 x	3.0 %	0.6 %	18.9 %	17.5%	(1.5) x	40.6 %	8.3 %
Yahoo Japan	363.94	21,115	19,975	1,166	26	(0.1)%	6.4 x	5.4 x	11.5 x	9.7 x	22.4 x	18.9 x	NA	NA	NA	5.4%	(0.7) x	35.8 %	0.2 %
Yahoo!	13.73	18,512	15,923	2,760	170	(16.9)%	2.4 x	3.4 x	12.0 x	9.2 x	25.0 x	20.3 x	(2.6)%	(1.2)%	12.3 %	14.0%	(1.9) x	28.5 %	16.8 %
<b>Mean</b>	<b>17.810</b>	<b>14,966</b>	<b>2,877</b>	<b>33</b>	<b>(5.8)%</b>	<b>4.7 x</b>	<b>3.4 x</b>	<b>16.0 x</b>	<b>9.4 x</b>	<b>30.2 x</b>	<b>26.3 x</b>	<b>3.0 %</b>	<b>9.2 %</b>	<b>18.2 %</b>	<b>23.1%</b>	<b>(13.5) x</b>	<b>31.8 %</b>	<b>8.6 %</b>	
<b>Median</b>	<b>979</b>	<b>807</b>	<b>223</b>	<b>0</b>	<b>(9.3)%</b>	<b>1.7 x</b>	<b>1.5 x</b>	<b>11.1 x</b>	<b>7.8 x</b>	<b>22.6 x</b>	<b>18.9 x</b>	<b>2.1 %</b>	<b>11.4 %</b>	<b>18.5 %</b>	<b>17.5%</b>	<b>(2.5) x</b>	<b>28.5 %</b>	<b>8.2 %</b>	

(\$ in millions, except per share data)

Company Name	Revenue			EBITDA			EPS			MRQ/PYQ Growth			NTM / LTM Growth			LO Margin		
	MRQ	LTM	NTM	MRQ	LTM	NTM	MRQ	LTM	NTM	Revenue	EBITDA	EPS	Revenue	EBITDA	EPS	Gross	EBITDA	Net
<b>Search &amp; Marketing Services</b>																		
AOL	584	2,825.7	2,156.1	169	849.3	593.4	0.71	3.45	2.03	(26.2)%	(39.7)%	(41.2)%	(23.7)%	(30.1)%	(41.3)%	42.9 %	28.8 %	13.0 %
Baidu	282	843.5	1,440.1	155	410.1	809.2	0.35	0.95	1.74	75.6%	114.7%	104.7%	70.7%	97.3%	83.8%	79.3 %	54.9 %	43.3 %
comScore	42	143.8	194.3	5	19.1	42.3	0.20	0.75	0.23	33.7%	15.7%	17.6%	35.1%	121.0%	(69.7)%	70.5 %	12.4 %	15.1 %
DG FastChannel	60	220.2	241.7	27	95.5	112.4	0.41	1.35	1.84	37.9%	71.8%	154.9%	9.7%	17.7%	36.2%	69.5 %	44.7 %	19.1 %
Google	6,820	26,213.7	30,125.0	2,707	10,824.8	13,509.6	6.45	25.89	28.86	23.5%	20.3%	20.3%	14.9%	24.8%	11.5%	63.8 %	39.7 %	30.5 %
IAC/InterActive	403	1,492.5	1,663.7	46	131.3	261.3	0.24	0.62	1.06	18.5%	59.0%	NM	11.5%	99.0%	70.9%	64.2 %	11.4 %	6.7 %
InfoSpace	59	246.0	268.7	7	21.8	31.2	0.06	0.34	0.12	35.7%	67.0%	(7.8)%	9.2%	43.1%	(66.6)%	40.9 %	11.2 %	4.1 %
Marchex	21	91.0	101.6	(3)	0.3	11.9	(0.03)	0.08	(0.11)	1.5%	(644.4)%	(200.0)%	11.6%	NM	(237.5)%	36.2 %	(14.6)%	(4.6)%
TechTarget	25	92.4	99.7	3	3.9	22.2	0.09	0.22	0.25	15.3%	158.2%	80.0%	7.9%	467.7%	14.1%	75.7 %	12.6 %	16.2 %
TradeDoubler	85	386.8	407.2	2	6.4	20.2	0.08	0.06	0.29	(10.1)%	(58.5)%	(55.6)%	5.3%	NM	NM	24.0 %	2.7 %	4.1 %
ValueClick	100	435.8	434.2	25	116.6	123.9	0.15	0.62	0.65	(4.3)%	(8.4)%	(11.8)%	(0.4)%	6.2%	5.2%	72.5 %	25.2 %	12.4 %
Yahoo Japan	796	3,102.5	3,690.0	453	1,733.9	2,055.0	4.21	16.23	19.24	13.4%	17.8%	22.7%	18.9%	18.5%	18.5%	89.2 %	56.8 %	30.7 %
Yahoo!	1,601	6,505.7	4,718.2	343	1,328.0	1,740.0	0.16	0.55	0.68	1.8%	1.4%	60.0%	(27.5)%	31.0%	22.9%	57.4 %	21.4 %	13.9 %
<b>Mean</b>	<b>837</b>	<b>3,277</b>	<b>3,503</b>	<b>303</b>	<b>1,195</b>	<b>1,487</b>	<b>1.01</b>	<b>3.93</b>	<b>4.37</b>	<b>16.6%</b>	<b>(17.3)%</b>	<b>12.0%</b>	<b>11.0%</b>	<b>81.5%</b>	<b>(12.7)%</b>	<b>60.5 %</b>	<b>23.6 %</b>	<b>15.7 %</b>
<b>Median</b>	<b>100</b>	<b>436</b>	<b>434</b>	<b>27</b>	<b>117</b>	<b>124</b>	<b>0.20</b>	<b>0.62</b>	<b>0.68</b>	<b>15.3%</b>	<b>17.8%</b>	<b>19.0%</b>	<b>9.7%</b>	<b>31.0%</b>	<b>12.8%</b>	<b>64.2 %</b>	<b>21.4 %</b>	<b>13.9 %</b>



# Introduction to SagePoint Advisors

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## 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.*

<b>Mission</b>	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.
<b>Services</b>	Sell Side Advisory; Divestitures; Buy Side Advisory; Strategic Investments
<b>Industry Focus</b>	Software, hardware and services in the Wireless, VoIP, IP Video, Networking, Internet, Telecom Equipment, IT Infrastructure and Enabling Technology sectors
<b>Offices</b>	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






























 <i>has been acquired by</i>  August 2009	 <i>has been acquired by</i> Undisclosed Buyer November 2008	 <i>has sold certain assets to</i> Undisclosed Handset OEM October 2008	 Buyside Advisory 2008	 <i>has been acquired by</i>  April 2008	 <i>has sold its assets to</i>  \$10,000,000 October 2007	 <i>has been acquired by</i>  \$34,875,000 September 2007
 Initial Public Offering \$82,500,000 Co-manage June 2007	 <i>has been acquired by</i>  January 2007	 Initial Public Offering \$167,440,000 Co-manager September 2006	 <i>has been acquired by</i>  August 2006	 <i>has been acquired by</i>  August 2006	 Senior Convertible Debentures \$5,000,000 Financial Advisor and Placement Agent July 2006	 <i>has sold its SRAM assets to</i>  January 2006
 Private Investment in Public Equity \$14,400,000 Co-Agent January 2006	 <i>has been acquired by</i>  October 2005	 <i>has agreed to the sale of their NAS Software Intellectual Property to</i>  \$50,000,000 May 2005	 <i>has sold a minority stake to</i> Strategic Investor 2005	 <i>has been acquired by</i> <b>THOMSON</b> August 2004	 <i>has been acquired by</i>  \$122,500,000 April 2004	 <i>has been acquired by</i>  March 2004
 <i>has been acquired by</i>  August 2003	 <i>has been acquired by</i>  December 2003	 <i>has been acquired by</i>  February 2003	 <i>has been acquired by</i>  April 2002	 Private Placement \$9,900,000 Placement Agent July 2001	 Private Placement \$11,000,000 Placement Agent May 2000	 <i>has merged with</i>  \$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"> <li>• Sale of Xumii to Myriad Group</li> <li>• Capital Raise for InfoSonics</li> </ul>	<ul style="list-style-type: none"> <li>• Sale of AccessLine to Telanetix</li> <li>• Strategic Advisory for Voice 2.0 Service Provider</li> </ul>	<ul style="list-style-type: none"> <li>• Strategic Advisory for DirecTV Reseller</li> </ul>	<ul style="list-style-type: none"> <li>• Sale of Compute Intensive to Verio</li> <li>• Sale of GeoNet to Level 3</li> <li>• Capital Raise for Speakeasy</li> </ul>
Software	<ul style="list-style-type: none"> <li>• Sale of Neven Vision to Google</li> <li>• Sale of SKY MobileMedia;</li> </ul>	<ul style="list-style-type: none"> <li>• Sale of CrystalVoice to Global IP Solutions</li> <li>• Buyside Advisory for VOIP Softphone Vendor</li> </ul>	<ul style="list-style-type: none"> <li>• IPO for Divx</li> <li>• Strategic Advisory for Mobile Video SW Vendor</li> </ul>	<ul style="list-style-type: none"> <li>• Sale of LVL7 to Broadcom</li> <li>• Sale of Neteon to CA</li> </ul>
Equipment	<ul style="list-style-type: none"> <li>• Sale of Strix to Idream</li> <li>• Sale of Aiprime to Sierra Wireless</li> </ul>	<ul style="list-style-type: none"> <li>• Strategic Advisory for Unified Messaging Vendor</li> <li>• Strategic Advisory for IP-PBX Vendor</li> </ul>	<ul style="list-style-type: none"> <li>• Sale of Gyration to Philips</li> <li>• Sale of TIR to Philips</li> </ul>	<ul style="list-style-type: none"> <li>• Sale of Network Physics to OpNet</li> <li>• Capital Raise for Raptor Networks</li> <li>• Sale of Procom to Sun</li> </ul>
Semis	<ul style="list-style-type: none"> <li>• Sale of CommAsic to Freescale</li> <li>• Peregrine Strategic Investment</li> <li>• Sale of Synad to ST</li> </ul>	<ul style="list-style-type: none"> <li>• Strategic Advisory for Noise Cancellation IC Vendor</li> </ul>	<ul style="list-style-type: none"> <li>• Sale of Vativ to Entropic</li> <li>• Strategic Advisory for Video Processing IC Vendor</li> </ul>	<ul style="list-style-type: none"> <li>• Strategic Advisory for Storage Networking IC Vendor</li> </ul>

# Representative Buyer Relationships

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

## Why Work With SagePoint?

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- 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