

SagePoint Software & Services 125

Q4 2010 Valuation & Performance Review

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

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SagePoint Software & Services 125 Universe

Q4 Adds:

- Demand Media
- Mail.ru
- SouFun
- Youku.com

		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	AsialInfo				X								
9	AutoNavi									X			
10	Autonomy	X											
11	Avid						X						
12	Baidu											X	X
13	Bitstream								X				
14	BMC	X											
15	BroadSoft					X							
16	CA	X											
17	Changyou.com										X		
18	Check Point			X									
19	ChinaCache										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			

Q4 Drops:

- Aplix
- McAfee
- Sonic Solutions
- Syniverse

		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												
34	DigitalGlobe										X		
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	Interactive Intel.						X						
50	Intermap										X		
51	IntraLinks					X							
52	Ituran									X			
53	j2 Global					X							
54	Keynote Systems	X											
55	Leshi Internet										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	Netflix										X		
70	NetScout	X											
71	NeuStar				X								
72	Neutral Tandem				X								
73	NHN											X	
74	NICE Systems					X							
75	Novell	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	Univero 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

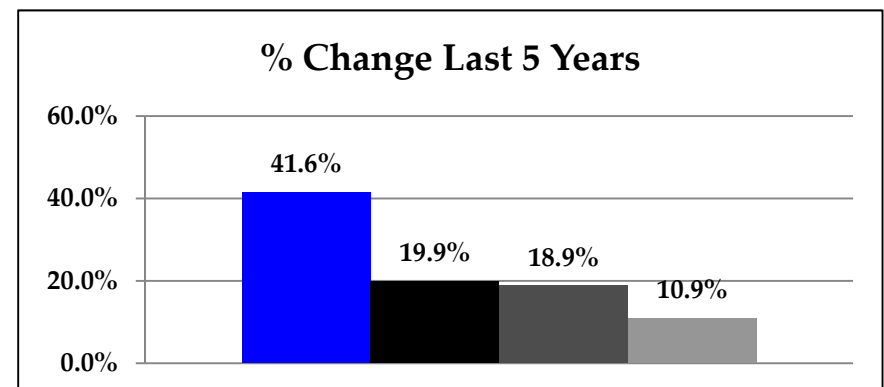
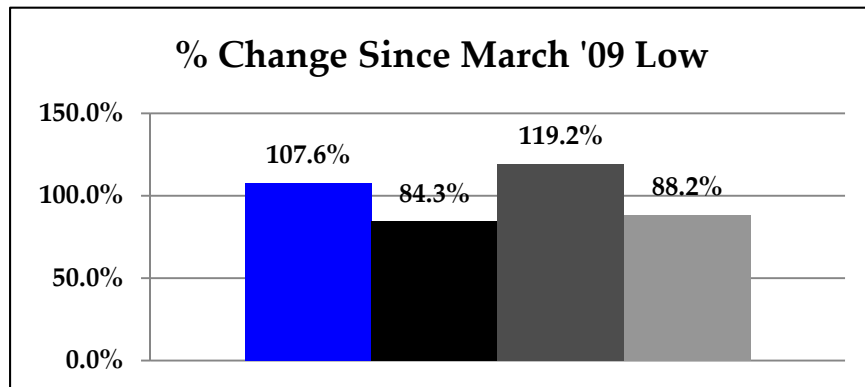
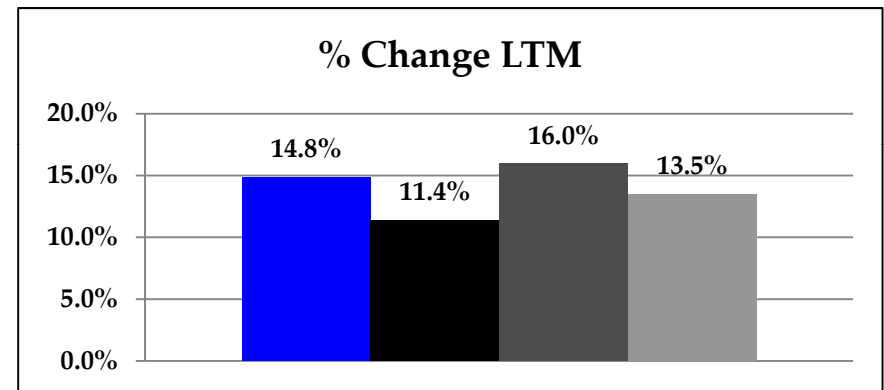
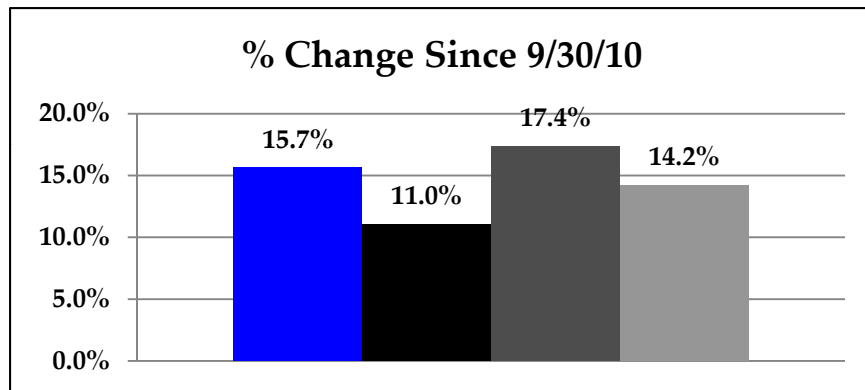
- The Software & Services 125 has outperformed all but the NASDAQ since the beginning of Q3 and over the last twelve months, up ~15% over both periods
 - Most segments posted median appreciation of 16-25% with Video/Multimedia and Mobile & LBS Apps as the biggest laggards again this quarter
- Median LTM revenue multiples are up significantly, passing 3x for the first time since Q4'07 on a strong rally since the start of September
 - Software & Services 125 trade at a median NTM multiple of 3x
 - Data Mgt & Infrastructure and Messaging & Conferencing segments command top median revenue multiples, both above 5x LTM and 3.9x NTM
- Median EBITDA multiples have rebounded to 12.7x, fueled by a strong rally starting in September, reaching their highest level in three years
 - 70% of Software & Services 125 companies trade above 10x EBITDA with just 5 still struggling with LTM EV/EBITDA below 5x
 - Most Software & Services segments are trading at relatively tight range of 9.5-12.5x NTM EBITDA
- Median P/E multiples continue to recover from the drop in H1'10 and now stand at 23.8x, still well below 2007 peak levels
 - Just 20 of the Software & Services 125 vendors trade at less than 15x EPS and only 5 under 10x
 - Software & Services 125 trade at a median NTM P/E multiple of 19.5x on median NTM growth expectations of 18%

SagePoint's Viewpoint - Key Takeaways Continued

- Software & Services 125 posted double digit median revenue growth for the fourth straight quarter, up 18.8%, the highest growth rate in two years
 - Software & Services 125 projects median revenue growth will continue at 18% NTM, which is encouraging given this growth rate is off higher, healthier revenue bases following the recovery over the past four quarters
- Median EPS growth for the Software & Services 125 decreased in Q4 but remains a strong 36%
 - Double digit median EPS growth is expected to continue at 22.7% over the next twelve months
 - All segments project ~15%+ EPS growth over the next twelve months
- M&A activity remained strong in Q4, though down slightly from Q3 in transaction volume
 - Notable Q4 deals included Carlyle Group/Syniverse (\$2.7B), Attachmate/Novell (\$2.1B), Rovi/Sonic Solutions (\$698M), DeNA/ngmoco (\$400M), News Corp/Wireless Generation (\$360M), Salesforce.com/Heroku (\$252M), J2/Protus IP Solutions (\$212M), Assa Abloy & HID/ActivIdentity (\$161M), RIM/The Astonishing Tribe (\$120M), Aksia & Wise/Eidos Media (\$112M)
 - With 35% of the Software & Services 125 below \$200 million in LTM revenues and 40% at market caps below \$1 billion, the sector remains fragmented which should be a catalyst for further consolidation
 - Hardware players are increasingly looking to software acquisitions to broaden portfolios and provide high margin, high growth business lines that are complementary to existing products

SagePoint Software & Services 125 Index Performance

- The Software & Services 125 has outperformed all but the NASDAQ since the beginning of Q3 and over the last twelve months, up ~15% over both periods
- Over the past 5 years Software & Services 125 has strongly outperformed the other indices, up over 40% and more than double the SagePoint 400 Index and NASDAQ and nearly 4x the DJIA



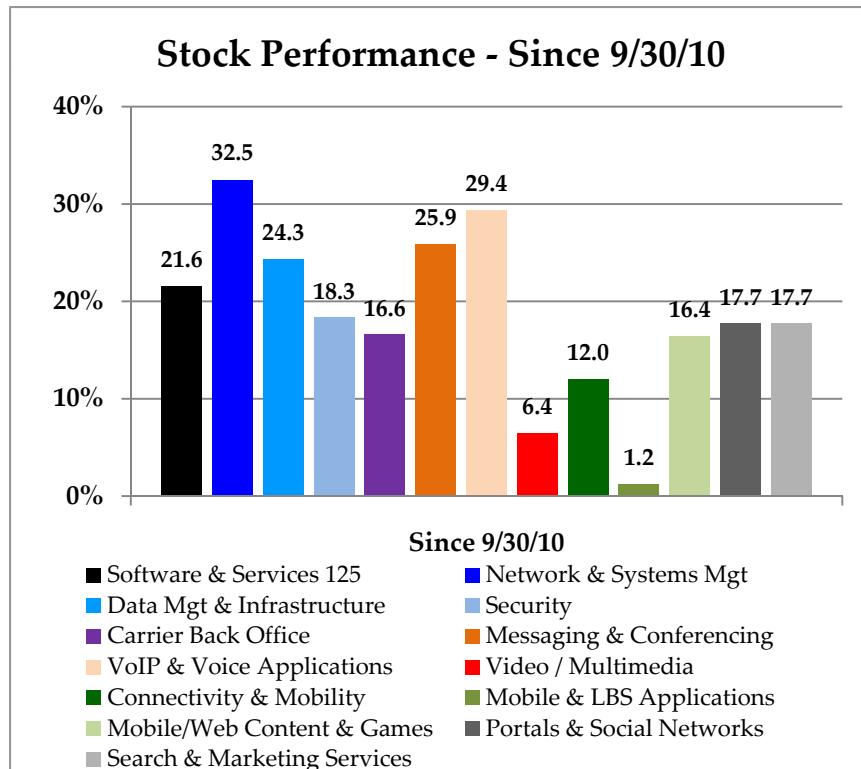
■ Software & Services 125* ■ SagePoint 400 Index* ■ NASDAQ ■ DJIA

* Market Value weighted index

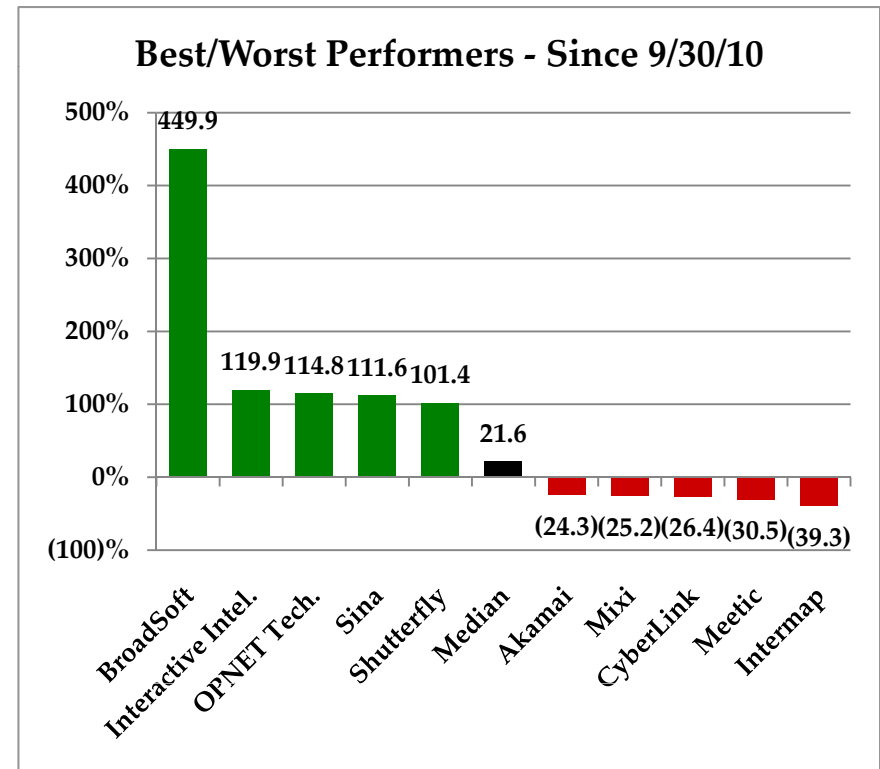
SagePoint Software & Services 125 – Q4 2010

Stock Performance Since Beginning of Q4

- The SagePoint Software & Services 125 is up a median of 21.6% since the start of Q4
 - Most segments appreciated ~16-25% with Video/Multimedia and Mobile & LBS Apps as the biggest laggards again this quarter
 - After hovering at its IPO price for 4 months out of the gates, Broadsoft has been on a tear
 - Interactive Intelligence jumped nearly 50% in Oct and again in Jan on positive guidance from mgt
 - OPNET, Sina and Shutterfly all more than doubled
 - Intermap continues to plummet on declining revenue as losses mount



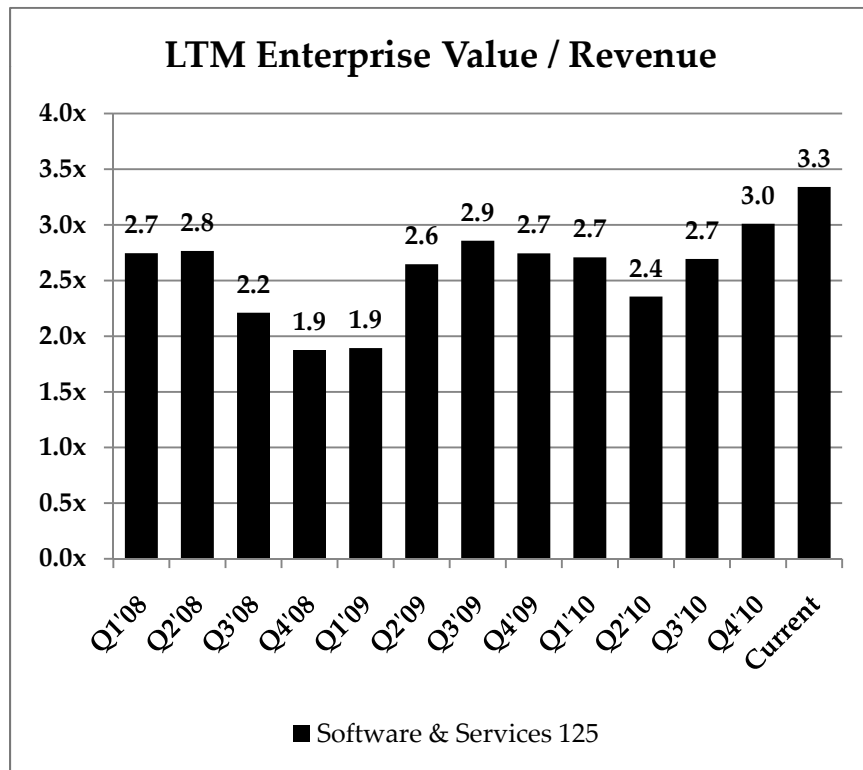
Source: SagePoint Advisors & Capital IQ



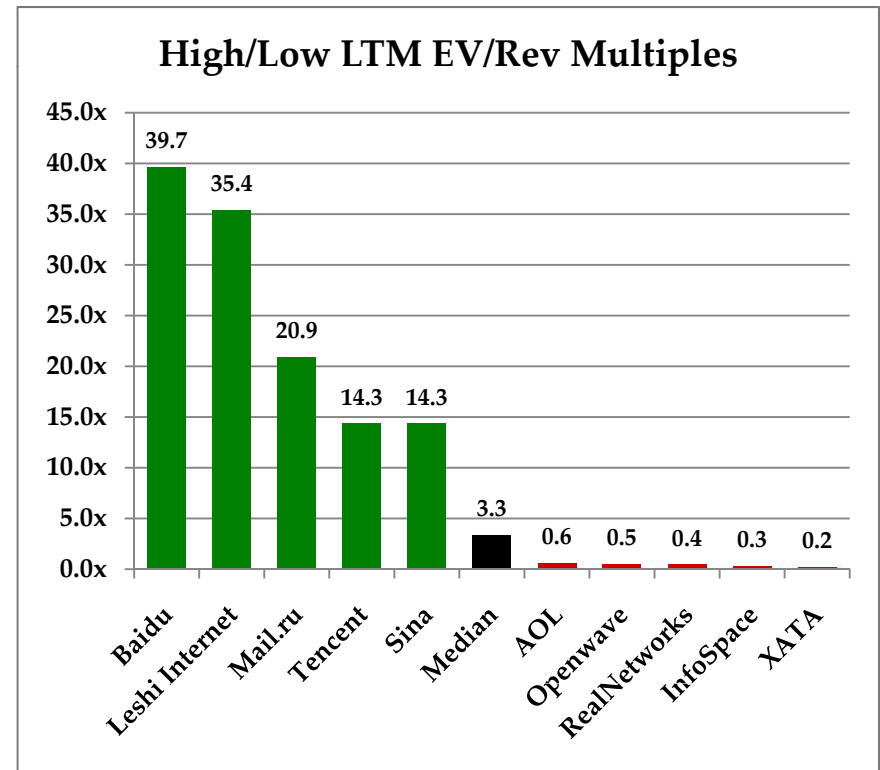
Source: SagePoint Advisors & Capital IQ

Valuation Metrics – LTM Revenue Multiples

- Median LTM revenue multiples are up significantly, passing 3x for the first time since Q4'07 on a strong rally since the start of September
 - Asian Internet and mobile companies continue to trade at high multiples due to strong margins and growth expectations, representing all but one of the top 5
 - Mail.ru provides the leading social and messaging networks in Russia
 - 13 of Software & Services 125 vendors are trading at less than 1x LTM revenues



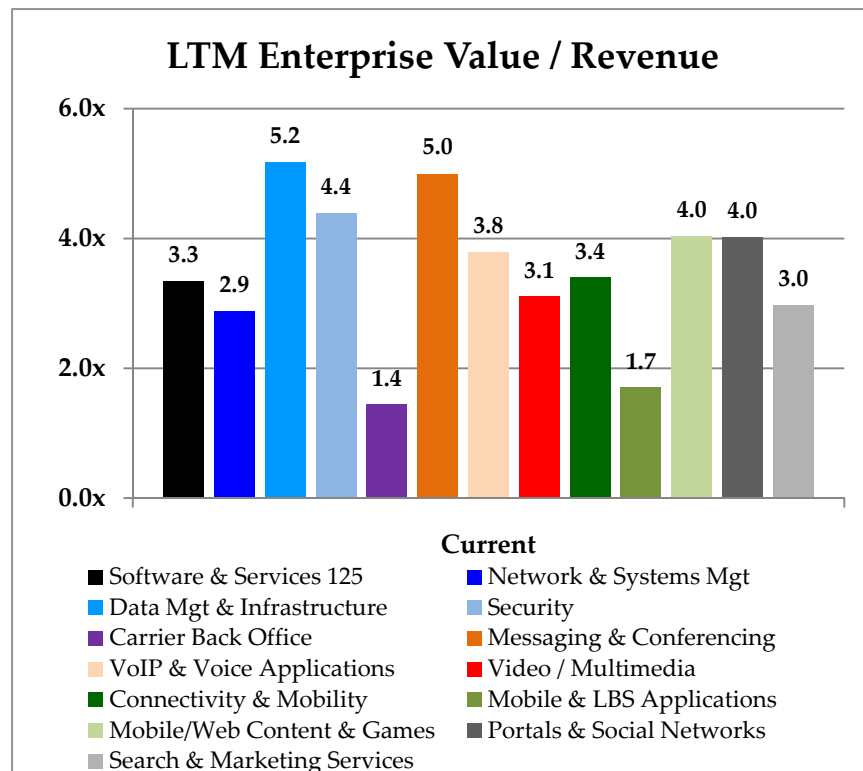
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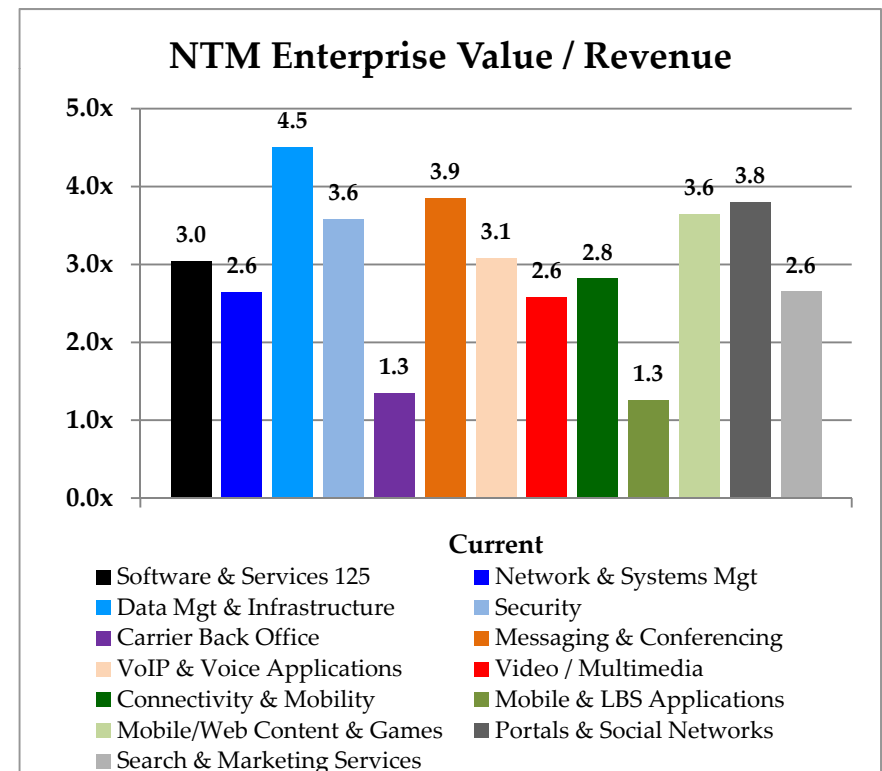
Source: SagePoint Advisors & Capital IQ

Valuation Metrics – Revenue Multiples By Segment

- Software & Services 125 trade at a median NTM multiple of 3x
- Data Mgt & Infrastructure and Messaging & Conferencing segments command top median revenue multiples, both above 5x LTM and 3.9x NTM
- Portals & Social Networks, Security and Mobile/Web Content & Games also trade at premium multiples above 3.5x NTM
 - Carrier Back Office and Mobile & LBS Applications trade at weak multiples due to weak margins



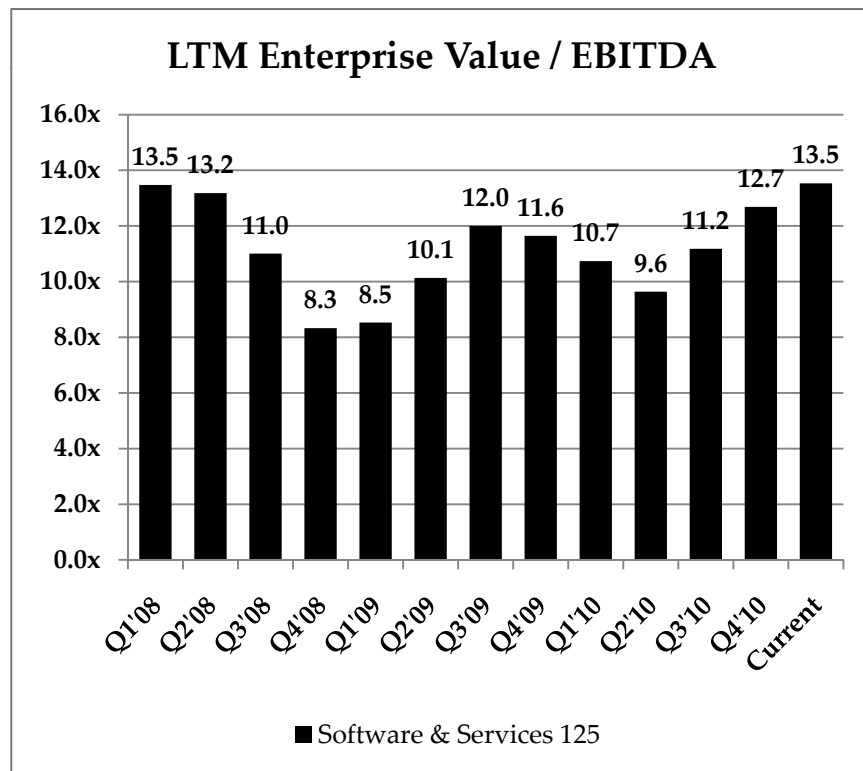
Source: SagePoint Advisors & Capital IQ



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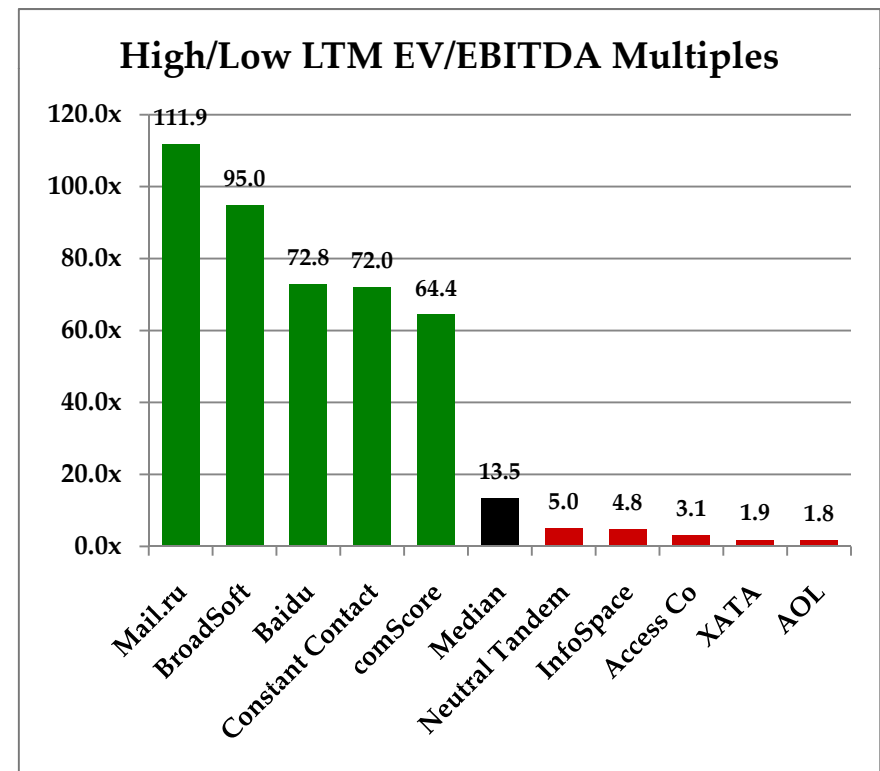
Valuation Metrics – LTM EBITDA Multiples

- Median EBITDA multiples have rebounded, fueled by a strong rally starting in September, reaching their highest level in three years
 - Mail.ru, Constant Contact and comScore all project triple digit NTM EBITDA growth
 - Broadsoft and Baidu both project solid growth with strong margins driving profits
- 70% of Software & Services 125 companies trade above 10x EBITDA with just 5 still struggling with LTM EV/EBITDA below 5x



Source: SagePoint Advisors & Capital IQ

Note: Excludes companies with an LTM EBITDA margin below 5%

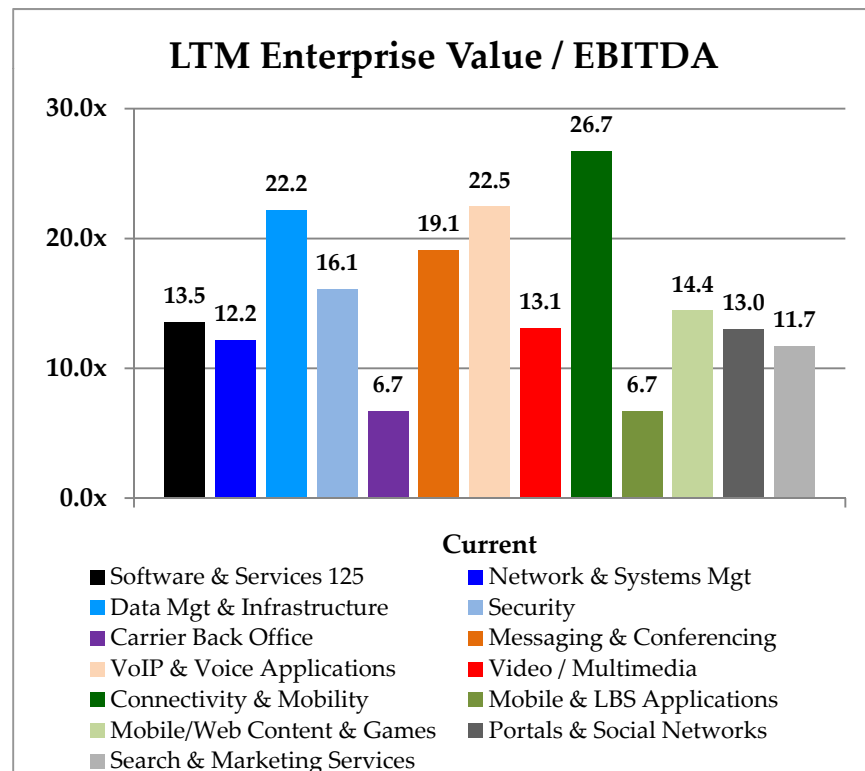


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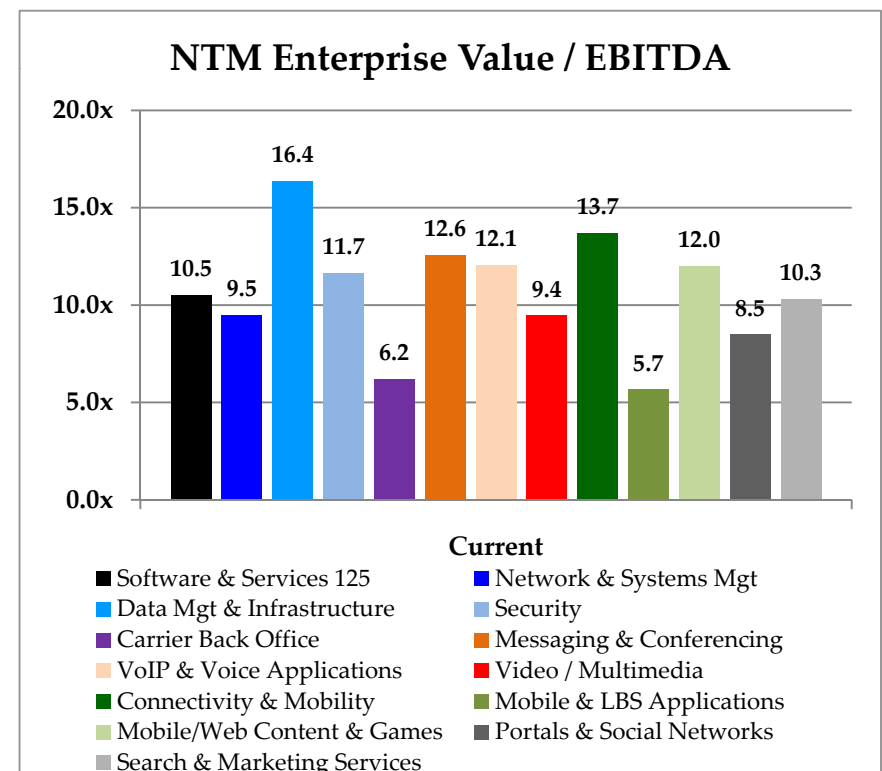
Valuation Metrics – EBITDA Multiples By Segment

- Most Software & Services segments are trading at relatively tight range of 9.5-12.5x NTM EBITDA
 - Data Mgt & Infrastructure investors appear willing to pay for slightly above median growth for a well positioned segment
 - Connectivity & Mobility trade at premium median NTM EBITDA multiples on generally strong growth expectations
 - Carrier Back Office and Mobile & LBS Applications considerably underperform the median



Source: SagePoint Advisors & Capital IQ

Note: Excludes companies with an LTM EBITDA margin below 5%

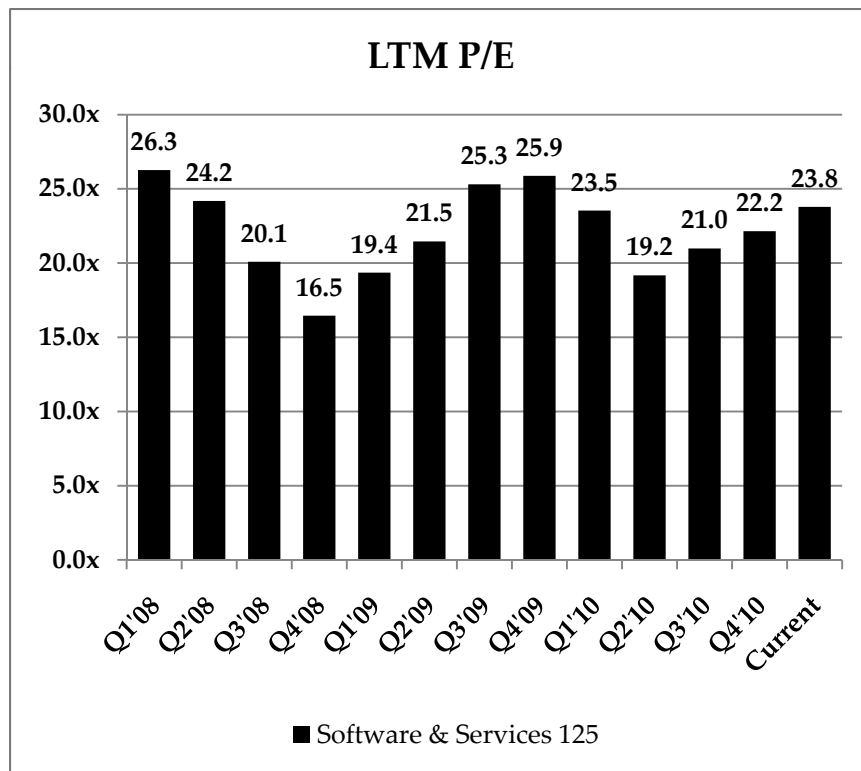


Source: SagePoint Advisors & Capital IQ

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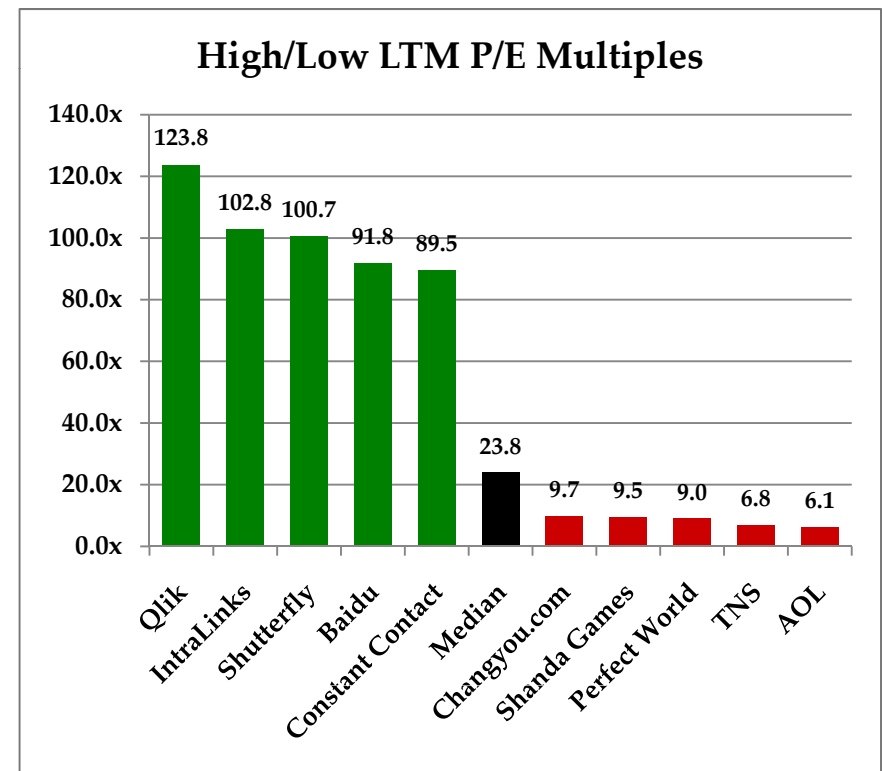
Valuation Metrics – LTM P/E Multiples

- Median P/E multiples continue to recover from the drop in H1'10 and now stand at 23.8x, still well below 2007 peak levels
 - IntraLinks projects triple digit EPS growth over the next twelve months while Qlik, Shutterfly, Baidu and Constant Contact project EPS growth in the 60-80% range
 - Qlik and Baidu's strong gross margins (91% and 81%, respectively) will help drive profitability, particularly for Qlik as SG&A becomes a smaller percentage of revenue
- Just 20 of the Software & Services 125 vendors trade at less than 15x EPS and only 5 under 10x



Source: SagePoint Advisors & Capital IQ

Note: Excludes companies with an LTM net margin below 2.5%

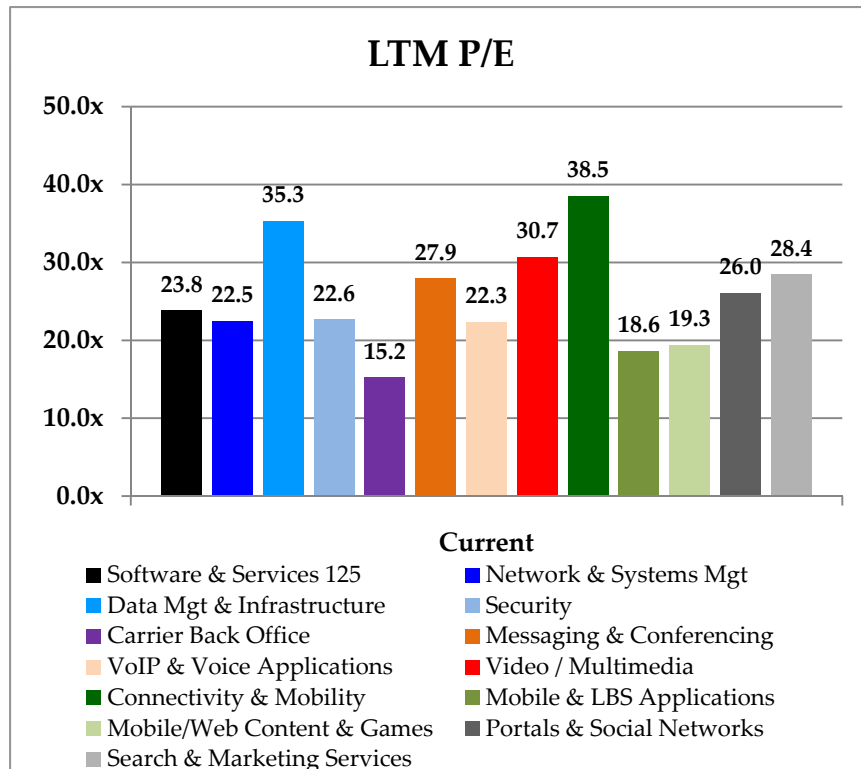


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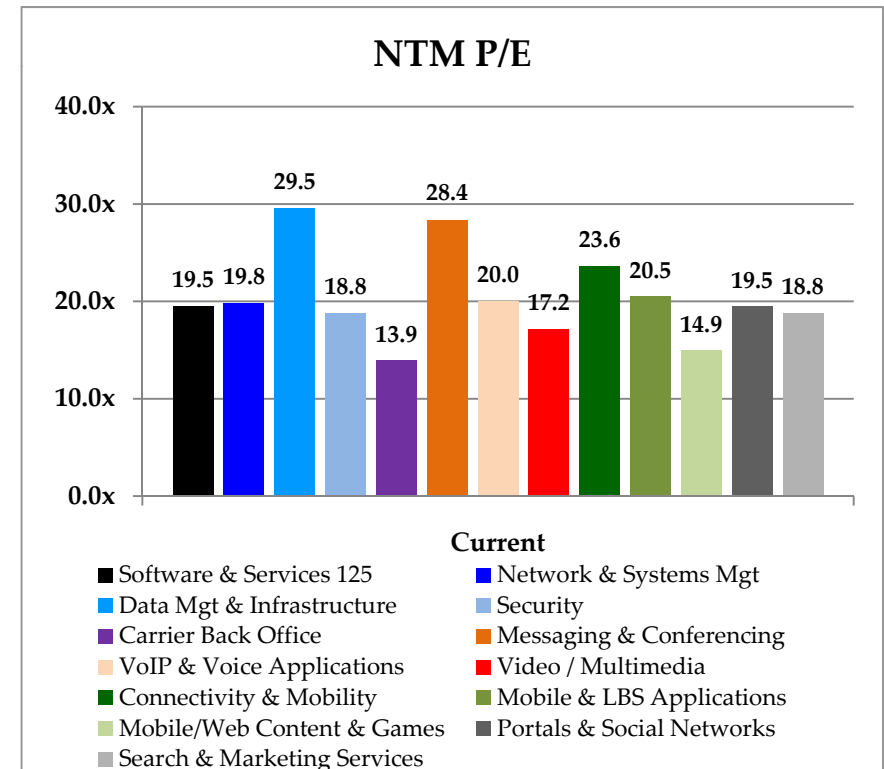
Valuation Metrics – P/E Multiples By Segment

- Software & Services 125 trade at a median NTM P/E multiple of 19.5x on median NTM EPS growth expectations of 18%
 - Data Mgt & Infrastructure, Messaging & Conferencing and Connectivity & Mobility trade at premium multiples of more than 23x NTM earnings
 - Mobile VoIP & Voice Applications and Mobile & LBS Applications also trade well at above 20x
 - Carrier Back Office and Mobile/Web Content & Games underperform with sub 15x NTM P/E multiples



Source: SagePoint Advisors & Capital IQ

Note: Excludes companies with an LTM net margin below 2.5%

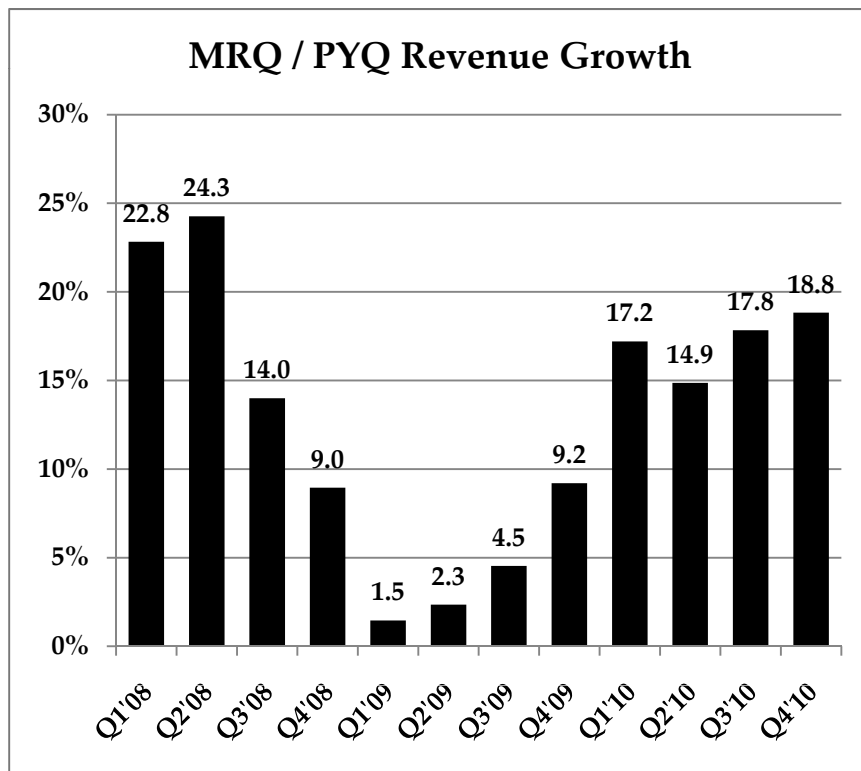


Source: SagePoint Advisors & Capital IQ

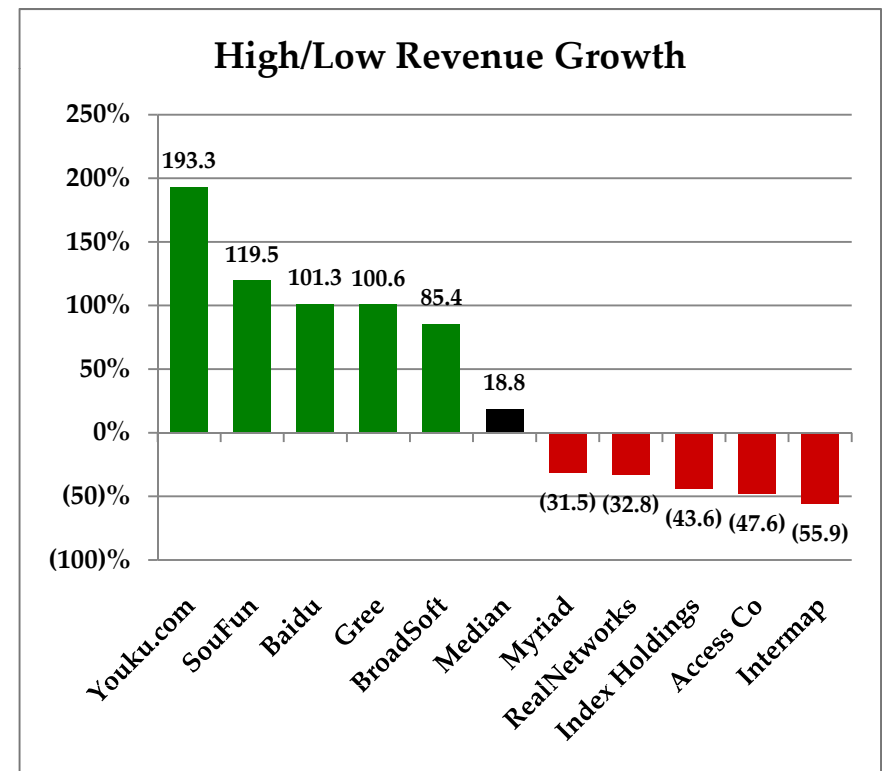
Note: Excludes companies with an NTM net margin below 2.5%

Operating Metrics – Revenue Growth

- Software & Services 125 posted double digit median revenue growth for the fourth straight quarter, up 18.8%, the highest growth rate in two years
 - Asian internet players lead revenue growth, taking the top 4 spots
 - Broadsoft came through with a very strong Q4, driving up its stock price
 - Intermap, Access, RealNetworks and Index Holdings all posted double digit sequential Q/Q growth in Q4, but remain well below PYQ numbers



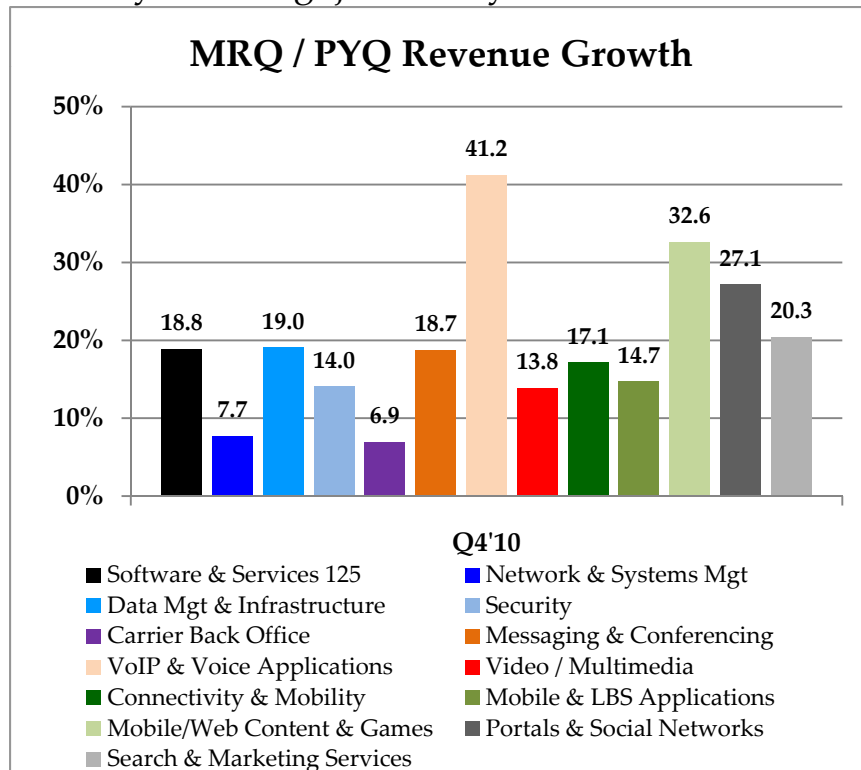
Source: SagePoint Advisors & Capital IQ



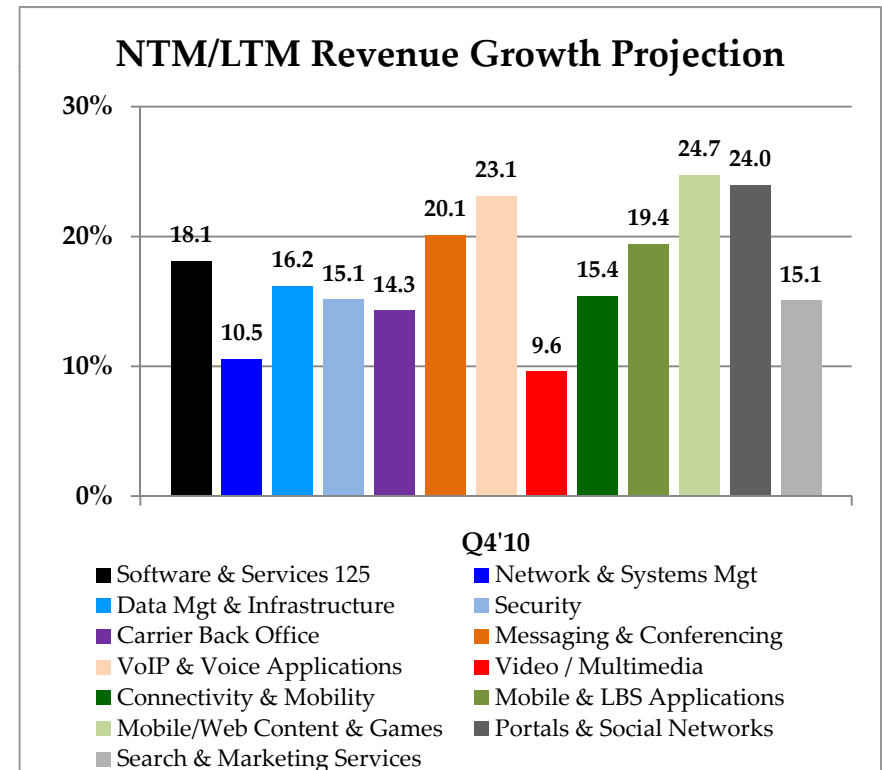
Source: SagePoint Advisors & Capital IQ

Operating Metrics – Revenue Growth by Segment

- Software & Services 125 projects median revenue growth will continue at 18% NTM, which is encouraging given this growth rate is off higher, healthier revenue bases following the recovery over the past four quarters
 - Mobile/Web Content & Games leads with 25% growth expected as increased content consumption, particularly video, will drive demand
 - Portals & Social Networks, VoIP & Voice Apps and Messaging & Conferencing also project 20%+ growth
 - Only Video/Multimedia projects less than double digit growth, though they come close, and Network & Systems Mgt just barely make it into double digits



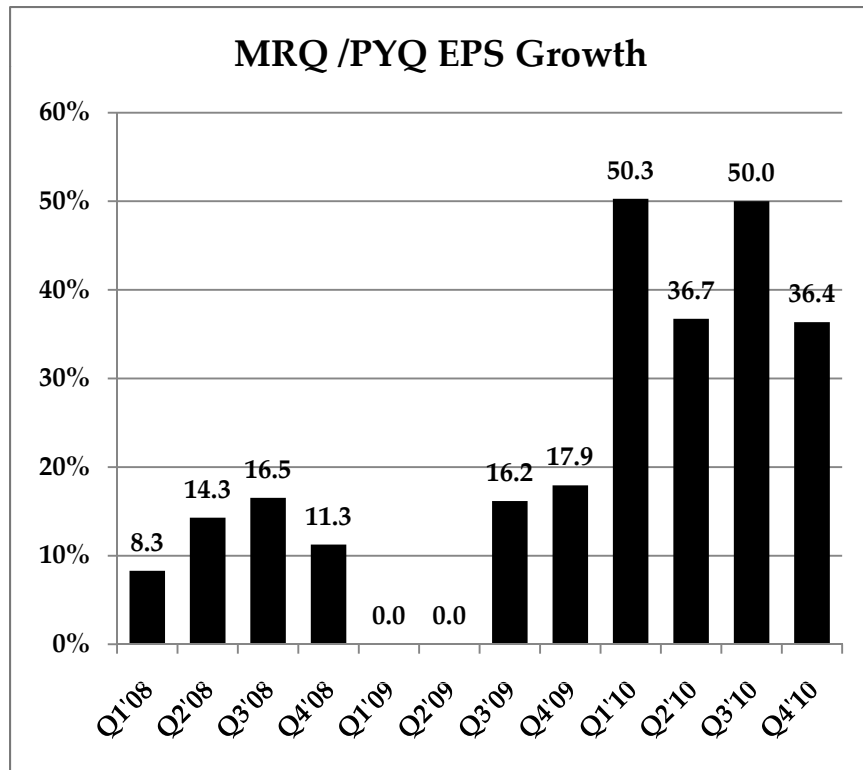
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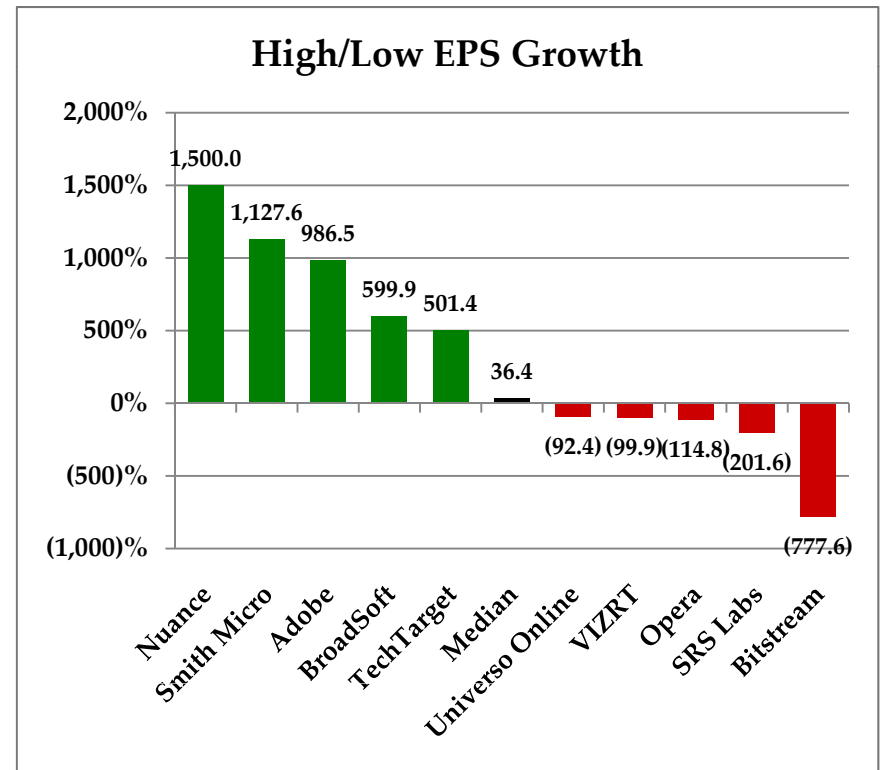
Operating Metrics – EPS Growth

- Median EPS growth for the Software & Services 125 decreased in Q4 but remains a strong 36%
- Numerous companies are posting huge EPS growth as growing revenues are driving operating leverage and strong cash flows, particularly compared to weaker prior year quarters
 - Nuance’s huge growth comes as the company turned a small loss into strong earnings
 - Bitstream, on the other hand, turned a few percent positive net margin into 10%+ negative net margin
 - 30 companies posted EPS contraction, though just 10 of those posted revenue contraction



Source: SagePoint Advisors & Capital IQ

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

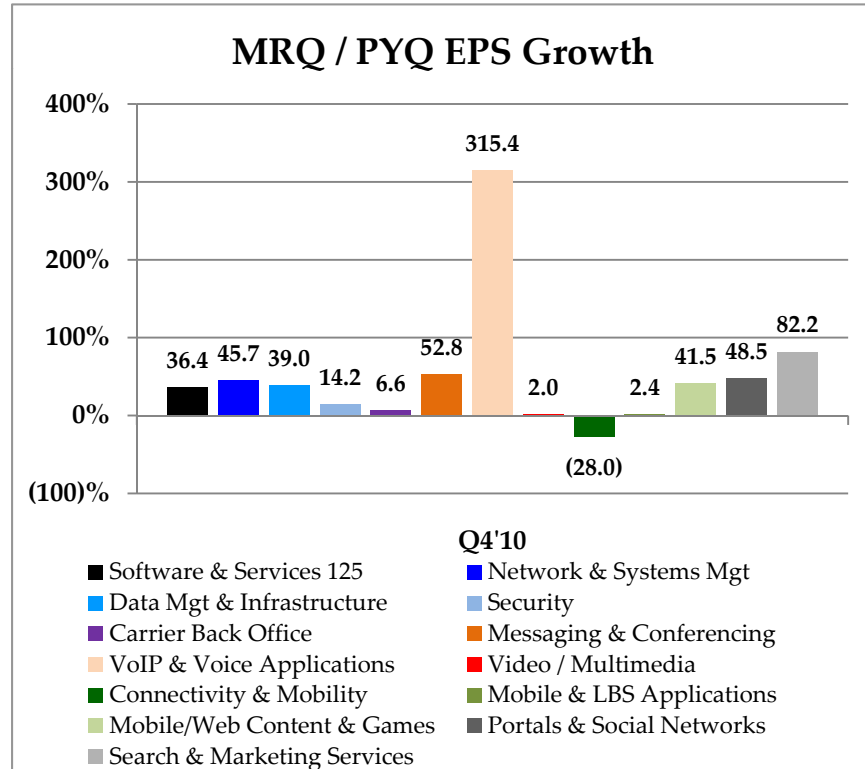


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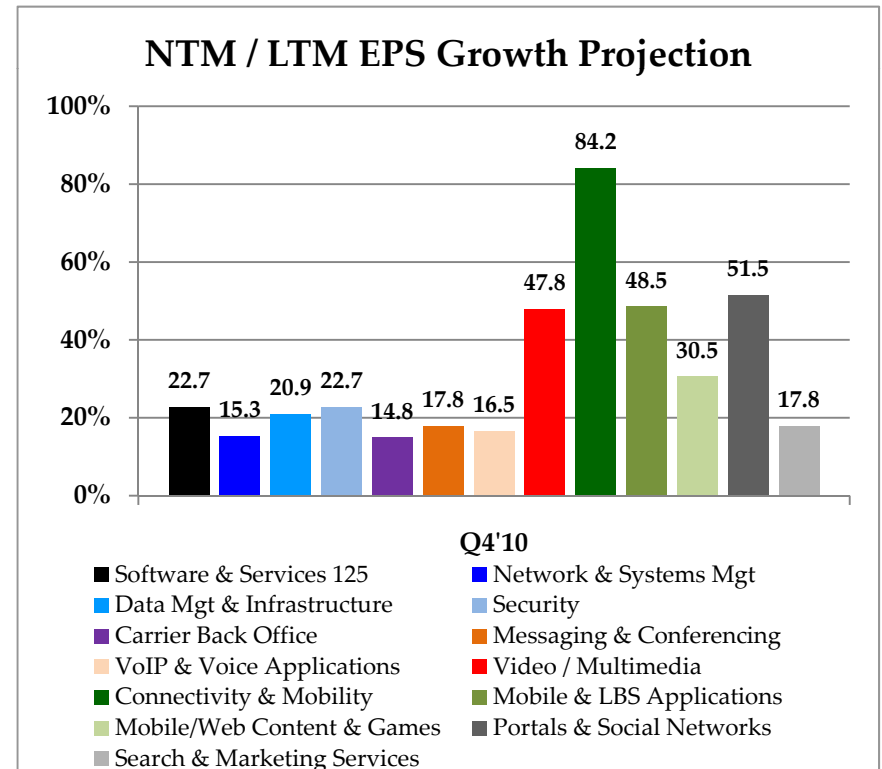
Operating Metrics – EPS Growth by Segment

- Double digit median EPS growth is expected to continue at 22.7% over the next twelve months
- All segments project ~15%+ EPS growth over the next twelve months
 - Connectivity & Mobility is expected to lead with 80+% growth after being the only segment to contract
 - Video/Multimedia and Mobile & LBS Apps expect nearly 50% growth after also being MRQ/PYQ laggards
 - 4 of the 5 VoIP and Voice Applications vendors posted triple digit MRQ/PRQ EPS growth
 - Portals & Social Networks EPS growth rate is expected to remain consistently high in the 50% range



Source: SagePoint Advisors & Capital IQ

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

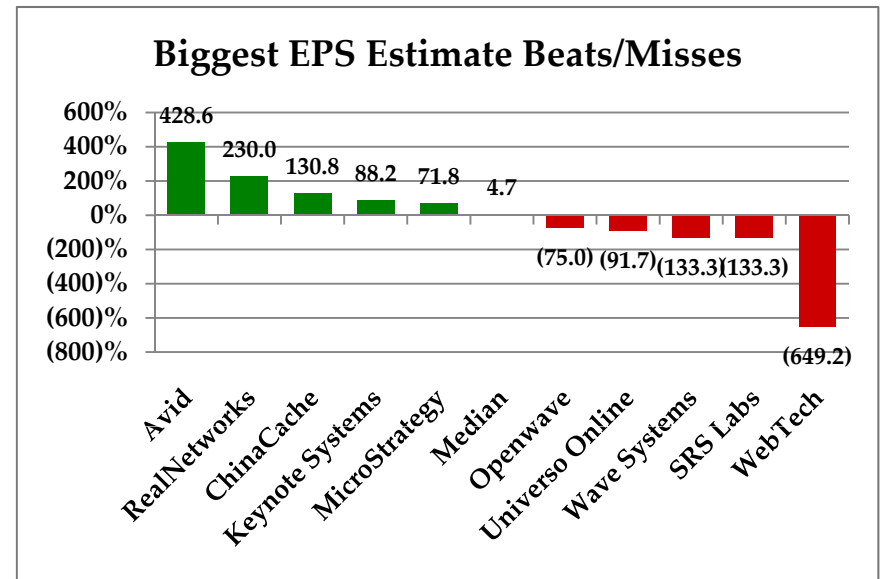
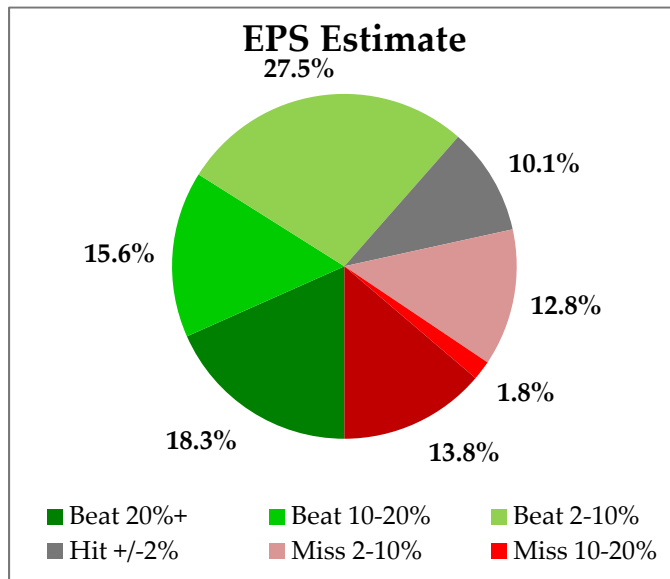
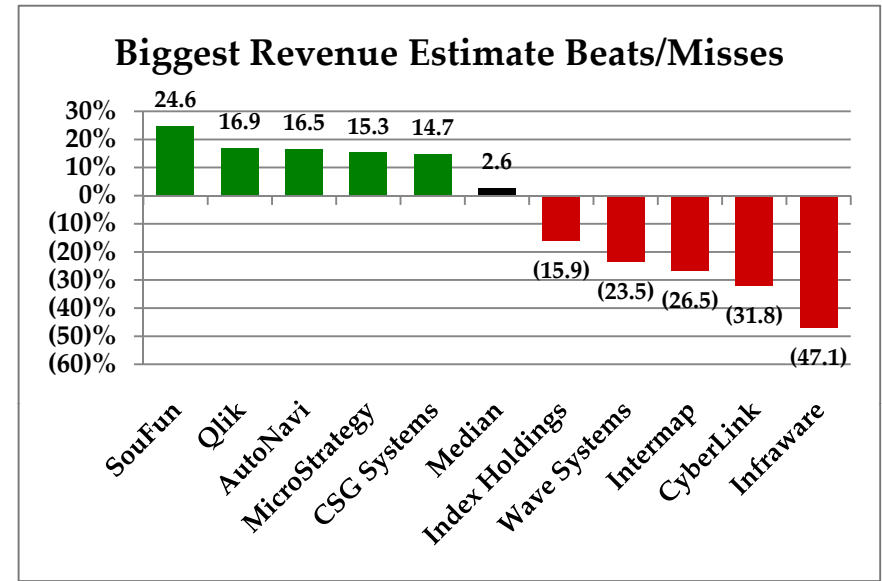
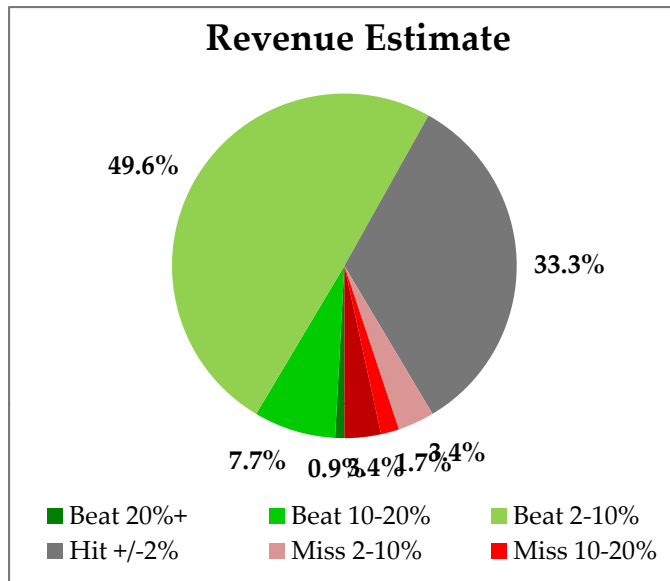


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Note: Excludes companies with a net margin between -1% and 1% in the PYQ

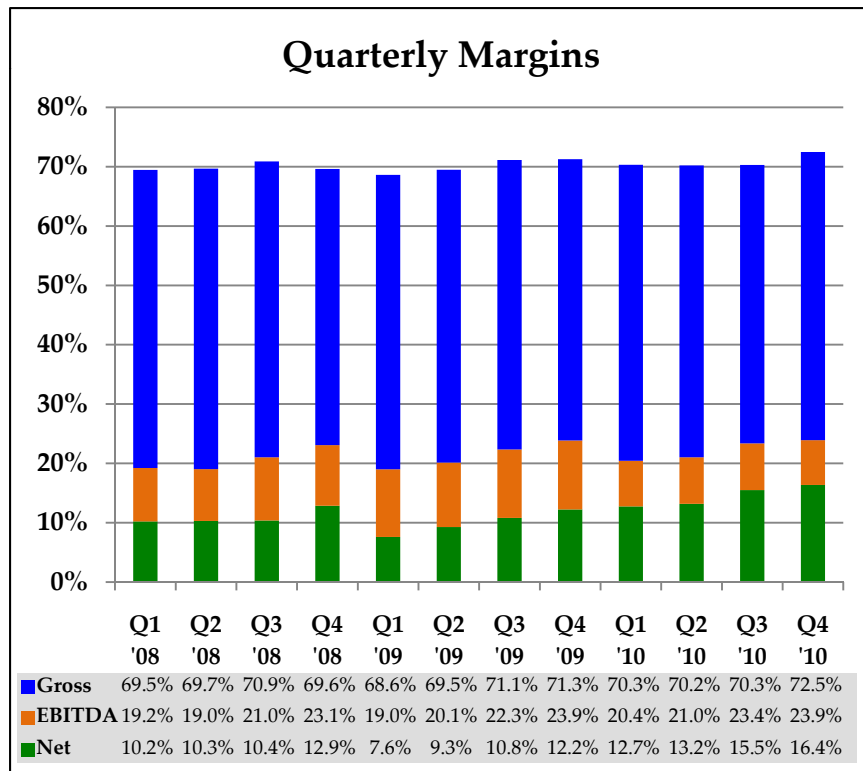
Performance Versus Analyst Estimates

- 91.5% of the Software & Services 125 met or beat revenue estimates and 71.5% met or beat EPS

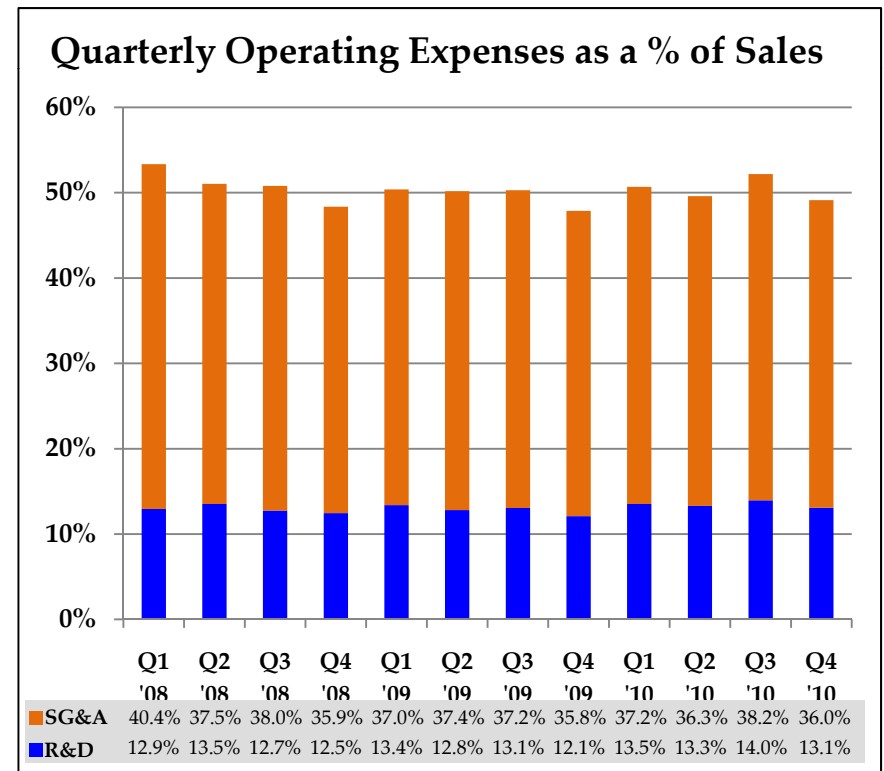


Quarterly Margins & Operating Expenses as a % of Sales Trends

- Operating models improved to record levels, driven by strong revenue growth
 - Gross margins increased to a three year high of 72.5%
 - EBITDA margins also hit their three year high of 23.9%
 - Net margins followed suit, up to a three year high of 16.4%
- Opex fell as a % of Sales to its third lowest level in three years as revenue growth provides improved scale despite aggregate spending increases



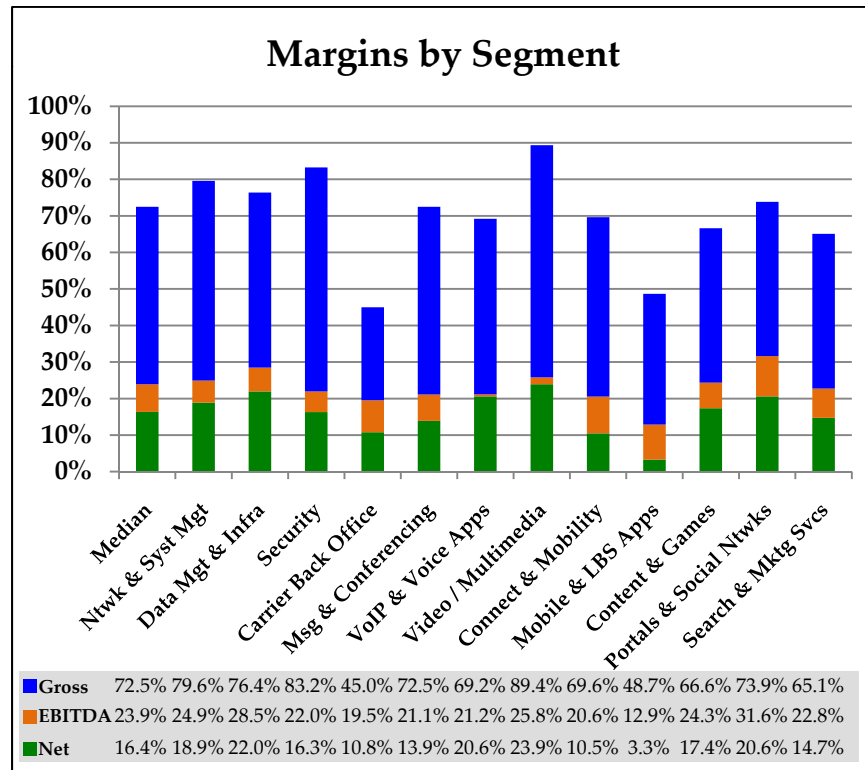
Source: SagePoint Advisors & Capital IQ



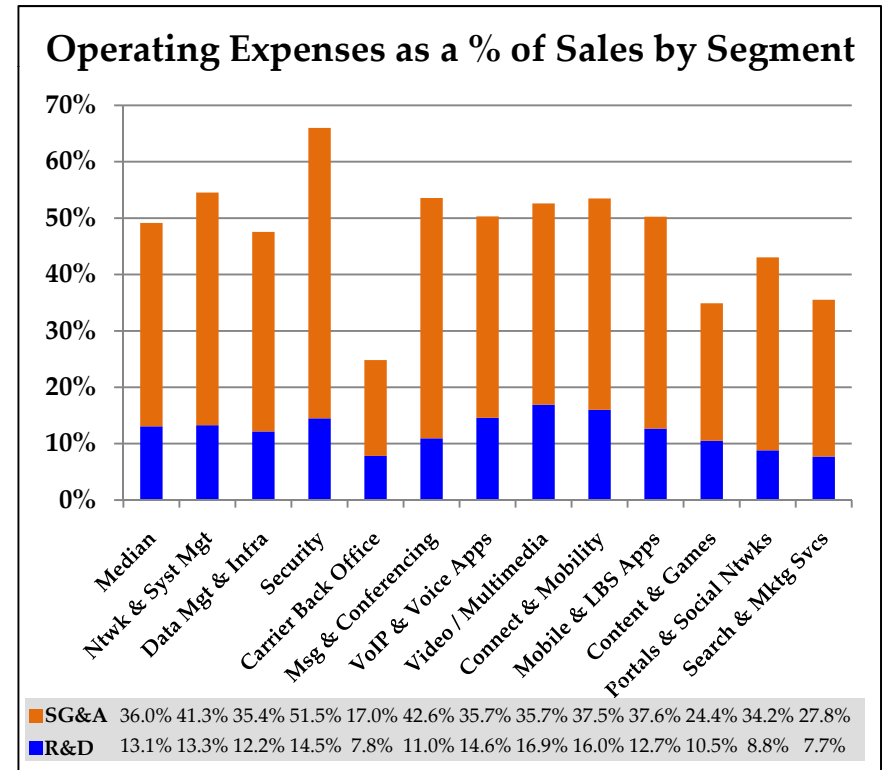
Source: SagePoint Advisors & Capital IQ

Margins & Operating Expenses as a % of Sales by Segment

- Video/Multimedia delivers high EBITDA and Net margins despite high R&D costs on industry leading gross margins of nearly 90%
- Security achieves healthy profits despite huge SG&A costs due to high gross margins
- Carrier Back Office manages decent profit margins despite very weak gross margins due to low opex requirements
- Mobile & LBS Apps' weak gross margins and relatively high opex results in low profit margins



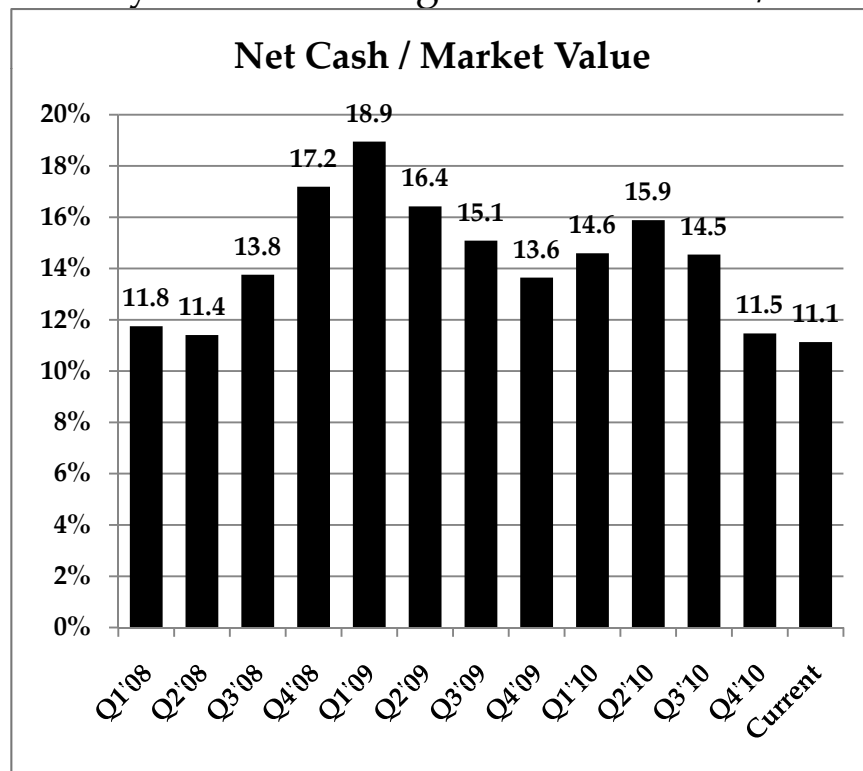
Source: SagePoint Advisors & Capital IQ



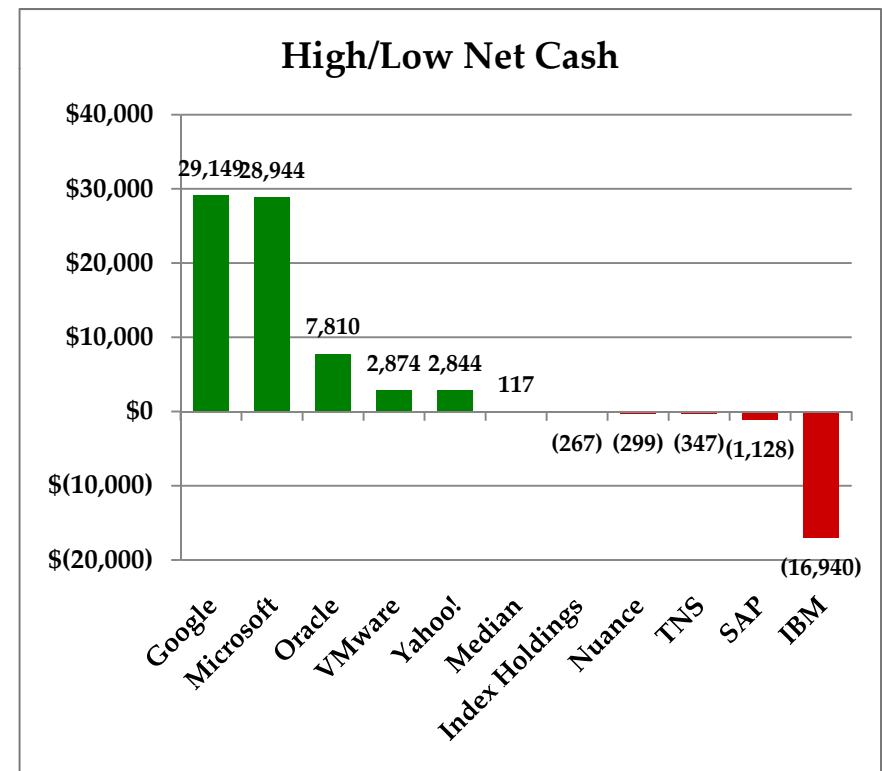
Source: SagePoint Advisors & Capital IQ

Balance Sheet Strength – Net Cash Position

- Median Net Cash / Market Value has fallen sharply to its lowest level in two years despite generally solid cash flows as the market rally drove up market values
- 27 companies have over \$500M in Net Cash which provides a war chest for acquisitions
 - Google, Oracle, VMware, CA and SAP all made sizable acquisitions in 2010 while Microsoft has made a number of smaller acquisitions
 - IBM spent over \$2B in cash on acquisitions despite heavy debt load
- Only Index Holdings has a Net Debt / EBITDA ratio of more than 3x



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	Cash	Debt	% Change 9/30/10	Ent. Value/Rev.		Ent. Value/EBITDA		Price/EPS		Estimate Surprise			Net Cash /	Net Debt /	SG&A /	R &D /
	3/3/11	Cap	Value				LTM	NTM	LTM	NTM	LTM	NTM	Revenue	EBITDA	EPS	Mkt Cap	EBITDA	Revenue	Revenue
Software & Services 125																			
Software & Services 125 Mean	10,423	9,812	1,382	664	26.3 %	4.8 x	4.2 x	20.3 x	13.2 x	31.8 x	26.8 x	2.3 %	6.1 %	0.2 %	11.2%	(3.7) x	35.5 %	12.6 %	
Software & Services 125 Median	1,356	1,160	179	0	21.6 %	3.3 x	3.0 x	13.5 x	10.5 x	23.8 x	19.5 x	2.6 %	5.5 %	4.7 %	11.1%	(1.9) x	36.0 %	13.1 %	
Network & Systems Mgt																			
BMC	49.74	8,885	7,701	1,547	363	22.9 %	3.9 x	3.6 x	11.0 x	8.0 x	17.3 x	15.9 x	2.1 %	5.5 %	(1.2)%	13.3%	(1.7) x	39.5 %	8.3 %
CA	24.18	12,333	11,299	2,589	1,555	14.5 %	2.5 x	2.4 x	7.1 x	6.3 x	13.5 x	11.8 x	2.0 %	6.0 %	4.1 %	8.4%	(0.7) x	39.7 %	9.4 %
Compuware	11.55	2,527	2,445	82	0	35.6 %	2.7 x	2.4 x	12.4 x	9.5 x	23.0 x	18.9 x	0.1 %	(4.6)%	(2.4)%	3.2%	(0.4) x	41.4 %	9.1 %
Keynote Systems	18.55	285	216	69	0	59.6 %	2.6 x	2.2 x	22.4 x	11.2 x	28.1 x	20.7 x	13.2 %	56.8 %	88.2 %	24.2%	(7.2) x	40.4 %	NA
NetScout	27.32	1,154	1,040	186	72	33.2 %	3.7 x	3.3 x	15.7 x	12.4 x	27.9 x	23.8 x	(1.2)%	10.6 %	6.9 %	9.9%	(1.7) x	43.7 %	13.3 %
Novell	5.93	2,094	962	1,131	0	(0.7)%	1.2 x	1.2 x	8.7 x	6.3 x	22.0 x	25.2 x	(3.5)%	(5.9)%	8.8 %	54.0%	(10.2) x	52.0 %	20.1 %
OPNET Tech.	38.99	862	761	101	0	114.8 %	5.4 x	4.6 x	35.7 x	22.7 x	67.6 x	50.3 x	8.0 %	21.6 %	31.8 %	11.7%	(4.7) x	42.6 %	22.1 %
Progress Software	29.09	1,948	1,626	322	1	31.8 %	3.1 x	2.8 x	10.9 x	8.0 x	18.3 x	16.5 x	2.3 %	20.3 %	8.4 %	16.5%	(2.2) x	41.1 %	15.3 %
Quest Software	25.40	2,366	1,953	447	33	3.3 %	2.5 x	2.2 x	11.9 x	9.5 x	18.5 x	17.3 x	1.5 %	(19.1)%	(7.7)%	17.5%	(2.5) x	52.8 %	19.3 %
SolarWinds	23.46	1,700	1,558	142	0	35.9 %	10.2 x	8.3 x	22.5 x	17.1 x	31.6 x	27.3 x	1.3 %	10.8 %	20.3 %	8.4%	(2.1) x	40.9 %	10.2 %
Mean	3,415	2,956	662	202	35.1 %	3.8 x	3.3 x	15.8 x	11.1 x	26.8 x	22.8 x	2.6 %	10.2 %	15.7 %	16.7%	(3.3) x	43.4 %	14.1 %	
Median	2,021	1,592	254	0	32.5 %	2.9 x	2.6 x	12.2 x	9.5 x	22.5 x	19.8 x	1.7 %	8.3 %	7.6 %	12.5%	(2.1) x	41.3 %	13.3 %	

(\$ 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
Software & Services 125																		
Software & Services 125 Mean	761	2,698	3,020	265	891	1,106	1.23	2.28	3.61	19.8%	40.5%	89.0%	24.7%	109.4%	46.8%	69.7 %	24.1 %	15.2 %
Software & Services 125 Median	92	333	408	21	75	125	0.31	0.81	1.03	18.3%	20.4%	41.5%	18.1%	37.0%	20.7%	72.5 %	23.9 %	16.4 %
Network & Systems Mgt																		
BMC	540	1,994.4	2,141.0	190	703.0	963.4	0.79	2.88	3.13	6.3%	(1.5)%	33.9%	7.4%	37.0%	8.5%	75.8 %	35.2 %	26.7 %
CA	1,165	4,469.0	4,680.3	434	1,586.0	1,784.7	0.51	1.79	2.05	3.8%	1.9%	4.9%	4.7%	12.5%	14.7%	86.4 %	37.3 %	22.2 %
Compuware	247	909.4	998.0	59	197.1	257.6	0.15	0.50	0.61	7.5%	29.6%	36.4%	9.7%	30.7%	21.3%	70.5 %	24.1 %	13.7 %
Keynote Systems	25	84.0	96.5	5	9.6	19.3	0.32	0.66	0.90	19.9%	92.9%	357.1%	14.9%	99.7%	36.0%	56.6 %	19.5 %	20.3 %
NetScout	76	284.4	316.7	20	66.4	83.7	0.31	0.98	1.15	7.9%	12.3%	55.0%	11.3%	26.0%	16.9%	78.9 %	25.8 %	17.5 %
Novell	191	800.2	792.6	19	111.0	152.7	0.07	0.27	0.24	(5.8)%	(40.3)%	0.0%	(1.0)%	37.6%	(12.8)%	78.2 %	9.9 %	12.9 %
OPNET Tech.	40	141.3	167.0	7	21.3	33.5	0.22	0.58	0.78	18.2%	49.1%	103.7%	18.2%	57.1%	34.3%	80.2 %	17.9 %	12.6 %
Progress Software	145	529.1	575.1	45	149.5	204.5	0.47	1.59	1.77	6.1%	27.0%	77.2%	8.7%	36.8%	11.0%	85.9 %	31.2 %	22.1 %
Quest Software	217	767.1	884.9	42	163.6	206.2	0.40	1.37	1.47	11.4%	(10.2)%	(1.0)%	15.4%	26.0%	7.0%	89.5 %	19.3 %	17.5 %
SolarWinds	41	152.4	187.5	20	69.1	91.1	0.23	0.74	0.86	25.6%	22.5%	144.9%	23.0%	31.7%	15.9%	94.5 %	47.3 %	40.6 %
Mean	269	1,013	1,084	84	308	380	0.35	1.14	1.29	10.1%	18.3%	81.2%	11.2%	39.5%	15.3%	79.6 %	26.7 %	20.6 %
Median	168	648	684	31	130	179	0.32	0.86	1.02	7.7%	17.4%	45.7%	10.5%	34.2%	15.3%	79.6 %	24.9 %	18.9 %

Software & Services 125 Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price 3/3/11	Market Cap	Enterprise Value	Cash	Debt	% Change 9/30/10	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				
Data Mgt & Infrastructure																			
Autonomy	25.50	6,183	5,950	1,061	827	(10.4)%	6.8 x	6.1 x	15.0 x	12.3 x	24.9 x	20.7 x	1.1 %	5.1 %	(1.6)%	3.8%	(0.6) x	30.4 %	12.2 %
Citrix	73.46	13,782	12,889	894	0	7.6 %	6.9 x	6.1 x	27.9 x	18.9 x	35.3 x	31.7 x	4.2 %	(3.4)%	8.8 %	6.5%	(1.9) x	50.2 %	15.5 %
CommVault	39.88	1,739	1,545	194	0	53.2 %	5.2 x	4.5 x	41.4 x	24.0 x	54.6 x	47.7 x	6.9 %	0.9 %	5.1 %	11.1%	(5.2) x	62.7 %	11.5 %
IBM	163.07	198,870	215,810	11,684	28,624	21.6 %	2.2 x	2.1 x	8.7 x	8.3 x	14.1 x	12.5 x	2.6 %	4.1 %	2.4 %	(8.5)%	0.7 x	20.4 %	5.4 %
Informatica	52.19	4,952	4,682	471	201	35.9 %	7.2 x	6.2 x	30.5 x	23.0 x	46.2 x	39.6 x	7.5 %	11.4 %	8.0 %	5.5%	(1.8) x	43.3 %	14.8 %
Microsoft	25.39	213,336	184,392	39,976	11,032	3.7 %	2.8 x	2.6 x	6.3 x	6.0 x	10.8 x	9.7 x	4.0 %	7.7 %	13.3 %	13.6%	(1.0) x	23.9 %	11.0 %
MicroStrategy	134.48	1,434	1,260	174	0	55.3 %	2.8 x	2.5 x	22.2 x	17.7 x	35.8 x	35.2 x	15.3 %	40.1 %	71.8 %	12.1%	(3.1) x	52.9 %	9.9 %
Oracle	33.43	169,186	161,376	24,845	17,035	24.5 %	5.0 x	4.3 x	12.8 x	8.7 x	17.5 x	14.5 x	3.8 %	10.9 %	12.1 %	4.6%	(0.6) x	19.6 %	13.0 %
Qlik	26.00	2,054	1,896	159	0	17.9 %	8.4 x	6.6 x	63.4 x	42.5 x	123.8 x	75.9 x	16.9 %	1.9 %	(2.8)%	7.7%	(5.3) x	64.1 %	5.8 %
Red Hat	45.39	8,758	7,913	845	0	10.7 %	9.2 x	7.4 x	43.6 x	25.8 x	59.7 x	47.2 x	3.7 %	(2.0)%	0.6 %	9.7%	(4.7) x	48.7 %	18.3 %
SAP	61.26	72,760	73,888	4,717	5,845	24.3 %	4.5 x	3.6 x	13.0 x	10.5 x	20.4 x	15.9 x	5.5 %	9.7 %	6.6 %	(1.5)%	0.2 x	22.9 %	13.1 %
Software AG	55.26	4,715	4,940	137	362	37.7 %	3.3 x	2.9 x	11.9 x	10.0 x	20.2 x	15.6 x	5.0 %	1.7 %	4.0 %	(4.8)%	0.5 x	28.4 %	7.3 %
Teradata	50.70	8,539	7,656	883	0	31.5 %	4.0 x	3.5 x	16.1 x	13.6 x	28.6 x	23.4 x	3.0 %	(2.7)%	2.2 %	10.3%	(1.9) x	27.2 %	7.1 %
Tibco	27.25	4,366	4,161	245	40	53.6 %	5.5 x	4.7 x	24.3 x	16.4 x	36.3 x	29.5 x	5.6 %	8.2 %	11.5 %	4.7%	(1.2) x	35.4 %	14.8 %
VMware	81.54	34,106	31,232	3,324	450	(4.0)%	10.9 x	8.9 x	53.2 x	25.1 x	54.0 x	44.7 x	4.1 %	6.4 %	4.6 %	8.4%	(4.9) x	47.2 %	22.0 %
Mean	49,652	47,972	5,974	4,294	24.2 %	5.6 x	4.8 x	26.0 x	17.5 x	38.8 x	30.9 x	5.9 %	6.7 %	9.8 %	5.5%	(2.0) x	38.5 %	12.1 %	
Median	8,539	7,656	883	201	24.3 %	5.2 x	4.5 x	22.2 x	16.4 x	35.3 x	29.5 x	4.2 %	5.1 %	5.1 %	6.5%	(1.8) x	35.4 %	12.2 %	

(\$ 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
Data Mgt & Infrastructure																		
Autonomy	245	870.4	972.0	100	395.6	483.0	0.31	1.02	1.23	9.6%	(10.9)%	9.3%	11.7%	22.1%	20.1%	86.3 %	41.0 %	31.4 %
Citrix	530	1,874.7	2,129.8	151	461.8	683.0	0.65	2.08	2.31	17.4%	28.2%	39.0%	13.6%	47.9%	11.3%	90.5 %	28.5 %	23.5 %
CommVault	84	298.6	342.5	11	37.3	64.5	0.22	0.73	0.84	18.3%	14.6%	83.3%	14.7%	73.0%	14.4%	87.9 %	13.8 %	12.2 %
IBM	29,019	99,871.0	104,539.8	8,291	24,736.0	26,090.4	4.18	11.58	13.06	6.6%	6.2%	16.4%	4.7%	5.5%	12.8%	49.0 %	28.6 %	18.1 %
Informatica	198	650.1	758.3	56	153.3	203.7	0.39	1.13	1.32	31.2%	36.7%	59.1%	16.6%	32.9%	16.8%	85.6 %	28.2 %	22.0 %
Microsoft	19,953	66,690.0	71,830.5	8,828	29,084.0	30,607.4	0.77	2.35	2.61	4.9%	(3.3)%	4.1%	7.7%	5.2%	11.2%	75.8 %	44.2 %	33.1 %
MicroStrategy	139	454.6	503.7	21	56.8	71.1	1.60	3.76	3.82	31.5%	(21.6)%	(3.4)%	10.8%	25.2%	1.7%	76.4 %	14.9 %	12.9 %
Oracle	8,582	31,993.0	37,855.9	3,465	12,628.0	18,571.7	0.51	1.91	2.31	46.5%	32.3%	75.9%	18.3%	47.1%	20.9%	74.9 %	40.4 %	30.4 %
Qlik	81	226.5	288.1	17	29.9	44.6	0.15	0.21	0.34	31.6%	(18.5)%	(25.2)%	27.2%	49.2%	63.2%	90.6 %	21.2 %	15.8 %
Red Hat	236	860.3	1,066.8	50	181.5	306.7	0.20	0.76	0.96	21.2%	24.0%	150.0%	24.0%	69.0%	26.5%	83.1 %	21.1 %	16.7 %
SAP	5,442	16,467.7	20,364.3	2,269	5,693.8	7,008.8	1.25	3.01	3.86	19.0%	27.8%	52.7%	23.7%	23.1%	28.6%	73.7 %	41.7 %	27.2 %
Software AG	438	1,478.7	1,713.3	146	413.6	495.3	1.02	2.73	3.54	4.6%	25.7%	29.4%	15.9%	19.7%	29.8%	64.1 %	33.4 %	19.9 %
Teradata	548	1,936.0	2,186.5	134	475.0	563.3	0.50	1.77	2.17	10.5%	8.9%	4.0%	12.9%	18.6%	22.4%	55.7 %	24.5 %	15.6 %
Tibco	241	754.0	887.5	70	171.4	254.2	0.31	0.75	0.92	23.3%	26.1%	71.9%	17.7%	48.3%	23.0%	76.0 %	29.2 %	22.2 %
VMware	836	2,857.3	3,522.3	176	586.9	1,244.4	0.46	1.51	1.82	37.4%	77.0%	232.9%	23.3%	112.0%	20.7%	83.1 %	21.1 %	23.6 %
Mean	4,438	15,152	16,597	1,586	5,007	5,779	0.83	2.35	2.74	20.9%	16.9%	53.3%	16.2%	39.9%	21.6%	76.8 %	28.8 %	21.6 %
Median	438	1,479	1,713	134	414	495	0.50	1.77	2.17	19.0%	24.0%	39.0%	15.9%	32.9%	20.7%	76.4 %	28.5 %	22.0 %

Software & Services 125 Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price 3/31/11	Market Cap	Enterprise Value	Cash	Debt	% Change 9/30/10	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				
Security																			
Check Point	51.05	10,639	9,549	1,089	0	38.2 %	8.7 x	7.9 x	16.1 x	13.3 x	20.5 x	18.7 x	4.2 %	(9.7)%	6.3 %	10.2%	(1.8) x	25.1 %	9.2 %
CommTouch	3.58	84	71	13	0	(5.8)%	3.9 x	3.0 x	17.5 x	NA	17.9 x	13.8 x	9.7 %	NA	40.0 %	16.0%	(3.3) x	53.0 %	22.4 %
Fortinet	22.08	3,321	3,008	314	0	76.6 %	9.3 x	7.8 x	49.3 x	35.1 x	76.1 x	69.9 x	8.1 %	30.2 %	61.2 %	9.4%	(5.1) x	38.3 %	13.7 %
F-Secure	3.30	521	476	44	0	7.1 %	2.8 x	2.4 x	16.4 x	11.4 x	22.6 x	18.9 x	2.5 %	NA	50.0 %	8.5%	(1.5) x	54.8 %	29.7 %
Sourcefire	27.51	777	638	139	0	(4.6)%	4.9 x	4.1 x	35.8 x	24.6 x	51.9 x	52.2 x	0.1 %	(7.0)%	(1.0)%	17.9%	(7.8) x	48.7 %	14.5 %
Symantec	18.54	14,151	14,260	2,452	2,561	22.5 %	2.4 x	2.2 x	8.4 x	6.4 x	12.9 x	12.4 x	1.4 %	(4.3)%	4.7 %	(0.8)%	0.1 x	49.9 %	13.7 %
Trend Micro	26.73	3,570	2,131	1,439	0	(10.3)%	1.9 x	1.8 x	6.1 x	5.8 x	24.3 x	18.9 x	2.2 %	NA	NA	40.3%	(4.1) x	56.6 %	NA
Verisign	36.21	6,281	4,801	2,061	582	14.1 %	7.1 x	6.2 x	15.1 x	12.0 x	30.4 x	24.6 x	0.9 %	3.2 %	3.7 %	23.6%	(4.7) x	31.9 %	7.3 %
Wave Systems	3.13	258	254	4	0	39.7 %	9.8 x	5.6 x	NM	NA	NM	14.9 x	(23.5)%	NA	(133.3)%	1.3%	NA	73.3 %	37.1 %
Websense	22.97	933	923	77	67	29.5 %	2.8 x	2.5 x	13.4 x	10.0 x	18.2 x	15.0 x	0.7 %	12.0 %	4.7 %	1.1%	(0.2) x	59.0 %	15.5 %
Mean		4,053	3,611	763	321	20.7 %	5.3 x	4.4 x	19.8 x	14.8 x	30.5 x	25.9 x	0.6 %	4.1 %	4.0 %	12.8%	(3.2) x	49.1 %	18.1 %
Median		2,127	1,527	226	0	18.3 %	4.4 x	3.6 x	16.1 x	11.7 x	22.6 x	18.8 x	1.8 %	(0.6)%	4.7 %	9.8%	(3.3) x	51.5 %	14.5 %

(\$ 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
Security																		
Check Point	319	1,097.9	1,216.0	177	594.4	719.7	0.73	2.49	2.73	17.0%	20.8%	43.3%	10.8%	21.1%	9.6%	87.8 %	55.5 %	49.1 %
CommTouch	5	18.2	23.2	1	4.0	NA	0.07	0.20	0.26	34.0%	(25.1)%	(41.5)%	27.7%	NA	30.0%	83.2 %	12.9 %	32.2 %
Fortinet	94	324.7	383.2	22	61.0	85.8	0.11	0.29	0.32	32.4%	93.5%	(67.8)%	18.0%	40.5%	8.9%	74.1 %	23.7 %	18.9 %
F-Secure	46	171.8	200.0	6	29.1	42.0	0.04	0.15	0.17	1.4%	(12.8)%	96.5%	16.5%	44.4%	19.7%	94.2 %	12.4 %	14.4 %
Sourcefire	38	130.6	155.3	6	17.8	26.0	0.17	0.53	0.53	7.6%	(18.6)%	(27.2)%	18.9%	45.6%	(0.6)%	79.3 %	16.2 %	13.0 %
Symantec	1,604	6,048.0	6,420.7	412	1,695.0	2,237.6	0.35	1.44	1.50	3.6%	(10.4)%	(5.4)%	6.2%	32.0%	4.2%	85.0 %	25.7 %	17.0 %
Trend Micro	299	1,104.4	1,209.3	95	346.9	367.0	0.29	1.10	1.41	14.2%	(0.7)%	2.3%	9.5%	5.8%	28.4%	82.6 %	32.0 %	13.1 %
Verisign	177	679.7	773.6	86	317.2	401.6	0.31	1.19	1.47	13.9%	(1.0)%	71.5%	13.8%	26.6%	23.8%	79.6 %	48.4 %	30.2 %
Wave Systems	7	26.1	45.8	(1)	(3.7)	NA	(0.01)	(0.04)	0.21	35.0%	(24.1)%	26.1%	75.6%	NA	625.0%	93.2 %	(16.4)%	(11.5)%
Websense	86	332.8	363.4	18	68.7	92.0	0.32	1.26	1.53	8.4%	54.2%	226.4%	9.2%	33.9%	21.6%	83.3 %	20.3 %	15.6 %
Mean	267	993	1,079	82	313	496	0.24	0.86	1.01	16.8%	7.6%	32.4%	20.6%	31.3%	77.1%	84.2 %	23.1 %	19.2 %
Median	90	329	373	20	65	230	0.23	0.81	0.97	14.0%	(5.7)%	14.2%	15.1%	33.0%	20.6%	83.2 %	22.0 %	16.3 %

Software & Services 125 Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price 3/31/11	Market Cap	Enterprise Value	Cash	Debt	% Change 9/30/10	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
Carrier Back Office																			
Amdocs	28.85	5,483	4,231	1,252	0	0.7 %	1.4 x	1.3 x	7.1 x	6.2 x	14.6 x	12.6 x	0.7 %	8.7 %	(17.5)%	22.8%	(2.1) x	13.5 %	7.1 %
Asialfo	21.65	1,625	1,345	280	0	9.7 %	3.7 x	2.8 x	14.8 x	11.0 x	14.8 x	22.8 x	3.3 %	(10.4)%	(4.9)%	17.2%	(3.1) x	21.9 %	9.3 %
Convergys	14.36	1,759	1,783	186	210	37.4 %	0.8 x	0.8 x	7.7 x	6.5 x	14.4 x	13.2 x	1.3 %	7.0 %	1.3 %	(1.4)%	0.1 x	23.6 %	2.4 %
CSG Systems	19.94	644	804	216	375	9.4 %	1.5 x	1.1 x	5.6 x	4.7 x	11.4 x	9.2 x	14.7 %	22.6 %	10.7 %	(24.7)%	1.1 x	14.6 %	13.9 %
NeuStar	25.58	1,888	1,553	345	10	2.9 %	2.9 x	2.6 x	6.6 x	6.1 x	16.7 x	14.6 x	(0.6)%	1.3 %	(6.9)%	17.7%	(1.4) x	28.4 %	2.3 %
Neutral Tandem	14.75	490	383	107	0	23.4 %	1.9 x	1.5 x	5.0 x	4.1 x	15.5 x	14.7 x	(0.6)%	(2.0)%	(42.0)%	21.8%	(1.4) x	9.1 %	NA
Synchronoss	34.75	1,302	1,129	182	9	95.1 %	6.8 x	5.2 x	42.5 x	19.1 x	51.9 x	44.0 x	1.6 %	9.5 %	19.8 %	13.3%	(6.5) x	20.7 %	18.4 %
Teleperformance	37.73	2,134	2,132	159	157	32.9 %	0.8 x	0.7 x	6.2 x	5.0 x	22.6 x	11.1 x	3.8 %	NA	NA	0.1%	(0.0) x	16.5 %	NA
TeleTech	19.38	1,104	987	119	2	30.6 %	0.9 x	0.9 x	6.8 x	6.3 x	18.8 x	15.6 x	0.5 %	(6.6)%	(2.7)%	10.6%	(0.8) x	14.9 %	NA
TNS	15.57	396	743	57	404	(8.1)%	1.4 x	1.4 x	5.9 x	5.5 x	6.8 x	7.6 x	(0.4)%	(1.3)%	(2.8)%	(87.5)%	2.7 x	17.6 %	7.8 %
Mean		1,682	1,509	290	117	23.4 %	2.2 x	1.8 x	10.8 x	7.5 x	18.8 x	16.5 x	2.4 %	3.2 %	(5.0)%	(1.0)%	(1.1) x	18.1 %	8.8 %
Median		1,463	1,237	184	10	16.6 %	1.4 x	1.3 x	6.7 x	6.2 x	15.2 x	13.9 x	1.0 %	1.3 %	(2.8)%	11.9%	(1.1) x	17.0 %	7.8 %

(\$ 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
Carrier Back Office																		
Amdocs	775	3,034.6	3,185.5	137	593.9	677.7	0.44	1.98	2.28	6.9%	(8.4)%	2.3%	5.0%	14.1%	15.4%	34.4 %	17.6 %	11.0 %
Asialfo	114	362.2	488.9	28	90.7	122.3	0.37	1.46	0.95	NA	NA	NA	35.0%	34.9%	(35.0)%	45.3 %	24.3 %	24.4 %
Convergys	573	2,203.4	2,214.8	65	232.0	274.8	0.31	1.00	1.09	(3.8)%	8.3%	NM	0.5%	18.5%	9.0%	37.5 %	11.4 %	6.6 %
CSG Systems	154	549.4	763.7	64	142.4	170.4	0.68	1.75	2.17	20.6%	42.5%	171.8%	39.0%	19.7%	24.0%	63.7 %	41.8 %	14.5 %
NeuStar	138	526.8	591.4	64	233.7	254.1	0.41	1.53	1.75	3.0%	3.6%	10.9%	12.3%	8.7%	14.3%	76.8 %	46.1 %	22.4 %
Neutral Tandem	64	199.8	262.3	23	76.7	94.3	0.18	0.95	1.01	42.6%	18.0%	(41.9)%	31.2%	22.9%	5.9%	44.7 %	35.6 %	9.5 %
Synchronoss	49	166.0	219.0	6	26.5	59.0	0.19	0.67	0.79	38.3%	(20.9)%	37.7%	31.9%	122.2%	17.9%	52.1 %	13.0 %	13.1 %
Teleperformance	721	2,716.0	3,147.0	109	341.8	423.2	0.38	1.67	3.41	11.4%	38.4%	(18.1)%	15.9%	23.8%	104.5%	30.9 %	15.2 %	2.9 %
TeleTech	280	1,094.9	1,153.1	37	145.7	156.2	0.28	1.03	1.24	(0.1)%	(18.7)%	(10.1)%	5.3%	7.2%	20.2%	27.7 %	13.1 %	6.0 %
TNS	135	527.1	546.4	29	126.3	134.7	0.56	2.28	2.05	(1.7)%	(13.1)%	356.8%	3.6%	6.7%	(10.0)%	51.1 %	21.5 %	10.6 %
Mean	300	1,138	1,257	56	201	237	0.38	1.43	1.67	13.0%	5.5%	63.7%	18.0%	27.9%	16.6%	46.4 %	24.0 %	12.1 %
Median	146	538	678	50	144	163	0.37	1.49	1.49	6.9%	3.6%	6.6%	14.1%	19.1%	14.8%	45.0 %	19.5 %	10.8 %

Software & Services 125 Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price 3/31/11	Market Cap	Enterprise Value	Cash	Debt	% Change 9/30/10	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				
Messaging & Conferencing																			
Constant Contact	34.90	1,027	902	124	0	62.9 %	5.2 x	4.1 x	72.0 x	25.8 x	89.5 x	54.6 x	0.4 %	2.8 %	11.1 %	12.1%	(9.9) x	54.3 %	13.8 %
IntraLinks	26.74	1,386	1,468	50	133	58.1 %	8.0 x	6.6 x	27.5 x	19.3 x	102.8 x	49.8 x	5.7 %	12.9 %	47.0 %	(5.9)%	1.5 x	55.7 %	8.0 %
j2 Global	29.51	1,356	1,277	79	0	24.0 %	5.0 x	3.9 x	10.7 x	7.8 x	15.0 x	12.7 x	0.9 %	7.9 %	20.9 %	5.8%	(0.7) x	37.9 %	5.7 %
LivePerson	12.64	660	598	61	0	50.5 %	5.4 x	4.5 x	27.7 x	17.4 x	40.8 x	36.3 x	(1.2)%	(3.4)%	0.7 %	9.3%	(2.8) x	44.5 %	14.2 %
Microsoft	25.39	213,336	184,392	39,976	11,032	3.7 %	2.8 x	2.6 x	6.3 x	6.0 x	10.8 x	9.7 x	4.0 %	7.7 %	13.3 %	13.6%	(1.0) x	23.9 %	11.0 %
Openwave	2.14	182	82	99	0	25.9 %	0.5 x	0.5 x	NM	NM	NM	NM	(2.0)%	NA	(75.0)%	54.8%	NA	42.1 %	26.2 %
Premiere Global	7.62	398	567	15	184	7.6 %	1.1 x	1.2 x	7.4 x	7.3 x	11.4 x	20.5 x	0.8 %	6.2 %	4.2 %	(42.3)%	2.2 x	42.6 %	3.3 %
Mean		31,192	27,041	5,772	1,621	33.2 %	4.0 x	3.3 x	25.3 x	13.9 x	45.0 x	30.6 x	1.2 %	5.7 %	3.2 %	6.8%	(1.8) x	43.0 %	11.7 %
Median		1,027	902	79	0	25.9 %	5.0 x	3.9 x	19.1 x	12.6 x	27.9 x	28.4 x	0.8 %	6.9 %	11.1 %	9.3%	(0.8) x	42.6 %	11.0 %

VoIP & Voice Applications																			
BroadSoft	47.62	1,246	1,187	61	2	449.9 %	12.4 x	9.9 x	95.0 x	60.1 x	NM	87.1 x	13.0 %	NA	48.6 %	4.7%	(4.7) x	35.7 %	15.1 %
Enghouse Systems	10.40	262	178	83	0	29.4 %	1.8 x	1.4 x	7.4 x	5.9 x	23.5 x	18.4 x	3.5 %	0.1 %	(7.7) %	31.8%	(3.5) x	31.8 %	13.5 %
Interactive Intel.	38.71	717	631	86	0	119.9 %	3.8 x	3.1 x	22.5 x	17.0 x	27.8 x	31.5 x	1.5 %	7.4 %	7.6 %	12.0%	(3.1) x	35.1 %	15.4 %
NICE Systems	36.97	2,353	2,001	352	0	19.8 %	2.9 x	2.5 x	18.8 x	10.6 x	21.1 x	20.0 x	3.1 %	5.6 %	2.0 %	15.0%	(3.3) x	37.2 %	14.6 %
Nuance	19.55	5,876	6,176	559	859	25.0 %	5.3 x	4.5 x	25.9 x	12.1 x	16.4 x	14.1 x	(0.0)%	0.6 %	(8.7)%	(5.1)%	1.3 x	36.0 %	13.6 %
Mean		2,091	2,035	228	172	128.8 %	5.2 x	4.3 x	33.9 x	21.1 x	22.2 x	34.2 x	4.2 %	3.4 %	8.4 %	11.7%	(2.7) x	35.2 %	14.4 %
Median		1,246	1,187	86	0	29.4 %	3.8 x	3.1 x	22.5 x	12.1 x	22.3 x	20.0 x	3.1 %	3.1 %	2.0 %	12.0%	(3.3) x	35.7 %	14.6 %

(\$ 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
Messaging & Conferencing																		
Constant Contact	47	174.2	218.1	3	12.5	35.0	0.15	0.39	0.64	30.2%	NM	347.4%	25.2%	179.2%	63.9%	71.1 %	6.0 %	9.6 %
IntraLinks	52	184.3	221.4	12	53.4	75.9	0.14	0.26	0.54	33.0%	14.7%	NM	20.1%	42.0%	106.6%	75.9 %	22.7 %	13.9 %
j2 Global	71	255.4	331.7	31	119.5	164.3	0.60	1.97	2.32	16.6%	3.3%	52.8%	29.9%	37.5%	17.8%	82.1 %	43.5 %	39.2 %
LivePerson	30	109.9	133.5	6	21.6	34.4	0.09	0.31	0.35	20.9%	6.9%	53.9%	21.5%	59.0%	12.2%	72.5 %	21.1 %	16.2 %
Microsoft	19,953	66,690.0	71,830.5	8,828	29,084.0	30,607.4	0.77	2.35	2.61	4.9%	(3.3)%	4.1%	7.7%	5.2%	11.2%	75.8 %	44.2 %	33.1 %
Openwave	40	165.2	164.3	(2)	(1.9)	4.5	(0.03)	(0.05)	(0.01)	(19.8)%	(161.0)%	NM	(0.5)%	NM	84.2%	59.8 %	(5.2)%	(6.3)%
Premiere Global	109	508.2	456.0	13	76.3	78.2	0.10	0.67	0.37	NM	731.2%	(41.4)%	(10.3)%	2.5%	(44.5)%	59.2 %	11.5 %	5.2 %
Mean	2,900	9,727	10,479	1,270	4,195	4,429	0.26	0.84	0.97	14.3%	98.7%	83.4%	13.4%	54.3%	35.9%	70.9 %	20.6 %	15.8 %
Median	52	184	221	12	53	76	0.14	0.39	0.54	16.7%	5.1%	52.8%	20.1%	39.8%	17.8%	72.5 %	21.1 %	13.9 %

VoIP & Voice Applications																		
BroadSoft	36	95.6	119.9	13	12.5	19.8	0.41	(0.15)	0.55	85.4%	533.4%	599.9%	25.3%	58.0%	464.4%	85.8 %	35.5 %	31.5 %
Enghouse Systems	29	101.6	126.8	7	24.1	30.3	0.12	0.44	0.57	55.7%	90.3%	11.1%	24.8%	25.7%	27.7%	70.5 %	25.2 %	10.7 %
Interactive Intel.	51	166.3	204.8	11	28.1	37.1	0.54	1.39	1.23	41.2%	79.2%	315.4%	23.1%	31.9%	(11.5)%	69.2 %	21.2 %	20.6 %
NICE Systems	186	689.5	786.9	28	106.2	188.8	0.51	1.75	1.85	17.2%	2.7%	154.7%	14.1%	77.8%	5.7%	62.1 %	15.1 %	17.6 %
Nuance	304	1,159.8	1,376.9	56	238.7	511.7	0.28	1.19	1.39	15.5%	0.4%	1,500.0%	18.7%	114.3%	16.5%	65.9 %	18.3 %	27.5 %
Mean	121	443	523	23	82	158	0.37	0.92	1.12	43.0%	141.2%	516.2%	21.2%	61.6%	100.6%	70.7 %	23.0 %	21.6 %
Median	51	166	205	13	28	37	0.41	1.19	1.23	41.2%	79.2%	315.4%	23.1%	58.0%	16.5%	69.2 %	21.2 %	20.6 %

Software & Services 125 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 /
	3/31/11	Cap	Value				LTM	NTM	LTM	NTM	LTM	NTM	Revenue	EBITDA	EPS	Mkt Cap	EBITDA	Revenue	Revenue
Video / Multimedia																			
Adobe	33.16	16,783	15,837	2,468	1,522	26.8 %	4.2 x	3.8 x	12.1 x	9.3 x	17.1 x	14.9 x	2.0 %	12.3 %	7.8 %	5.6%	(0.7) x	42.0 %	16.9 %
Avid	22.30	855	812	43	0	70.1 %	1.2 x	1.1 x	NM	11.3 x	NM	33.7 x	8.6 %	(37.6)%	428.6 %	5.0%	(2.3) x	32.3 %	15.8 %
CyberLink	3.06	361	211	150	0	(26.4)%	1.5 x	1.4 x	5.6 x	5.3 x	12.0 x	12.2 x	(31.8)%	NA	0.0 %	41.5%	(3.9) x	57.3 %	16.9 %
Dolby	49.21	5,514	4,810	704	0	(13.4)%	5.1 x	4.9 x	9.7 x	9.6 x	19.6 x	17.2 x	3.3 %	1.6 %	(2.6)%	12.8%	(1.4) x	31.0 %	11.7 %
DTS	46.63	794	697	96	0	22.2 %	8.0 x	6.7 x	23.8 x	17.0 x	54.2 x	36.7 x	9.0 %	13.4 %	19.3 %	12.1%	(3.3) x	47.2 %	14.6 %
Rovi	53.65	6,077	6,090	495	509	6.4 %	11.2 x	7.8 x	23.2 x	17.9 x	25.7 x	22.7 x	0.3 %	0.6 %	0.5 %	(0.2)%	0.1 x	25.3 %	17.3 %
SeaChange	9.50	300	220	80	0	28.2 %	1.0 x	1.0 x	9.8 x	5.2 x	45.2 x	14.2 x	8.2 %	8.4 %	8.0 %	26.8%	(3.6) x	20.7 %	18.0 %
SRS Labs	8.54	126	97	30	0	(8.6)%	3.1 x	2.6 x	26.3 x	NA	42.7 x	20.6 x	(15.5)%	NA	(133.3)%	23.5%	(8.1) x	73.2 %	32.7 %
VIZRT	4.28	281	224	57	0	5.9 %	2.1 x	1.8 x	14.1 x	8.7 x	35.7 x	15.0 x	6.7 %	1.5 %	(26.7)%	20.3%	(3.6) x	35.7 %	14.1 %
Mean		3,454	3,222	458	226	12.4 %	4.2 x	3.5 x	15.6 x	10.5 x	31.5 x	20.8 x	(1.0)%	0.0 %	33.5 %	16.4%	(3.0) x	40.5 %	17.6 %
Median		794	697	96	0	6.4 %	3.1 x	2.6 x	13.1 x	9.4 x	30.7 x	17.2 x	3.3 %	1.6 %	0.5 %	12.8%	(3.3) x	35.7 %	16.9 %

(\$ 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
Video / Multimedia																		
Adobe	1,008	3,800.0	4,163.7	365	1,309.1	1,705.4	0.56	1.94	2.22	33.1%	38.3%	986.5%	9.6%	30.3%	14.6%	89.4 %	36.2 %	28.4 %
Avid	195	678.5	710.5	16	18.9	72.0	0.37	0.24	0.66	11.8%	NM	177.2%	4.7%	281.2%	175.8%	54.1 %	8.4 %	7.2 %
CyberLink	35	144.0	154.8	9	37.9	39.7	0.09	0.25	0.25	(12.6)%	(9.9)%	7.3%	7.5%	4.8%	(1.6)%	99.5 %	25.8 %	29.6 %
Dolby	243	944.2	980.8	120	496.1	500.9	0.63	2.51	2.87	NA	NA	NA	3.9%	1.0%	14.3%	88.0 %	49.2 %	29.5 %
DTS	27	87.1	103.8	11	29.3	41.0	0.36	0.86	1.27	26.6%	21.0%	34.5%	19.2%	40.0%	47.8%	98.7 %	41.5 %	23.9 %
Rovi	140	542.4	780.6	92	262.6	340.6	0.54	2.09	2.36	2.2%	58.2%	NM	43.9%	29.7%	13.1%	108.0 %	65.4 %	43.5 %
SeaChange	61	216.7	226.2	12	22.3	42.0	0.18	0.21	0.67	15.8%	122.3%	NM	4.4%	88.2%	219.0%	54.2 %	19.5 %	9.4 %
SRS Labs	7	31.2	37.5	(0)	3.7	NA	(0.03)	0.20	0.42	1.3%	(172.5)%	(201.6)%	20.0%	NA	107.5%	98.3 %	(5.3)%	(6.3)%
VIZRT	32	105.6	125.5	6	15.9	25.8	0.05	0.12	0.28	21.6%	36.6%	4.7%	18.9%	62.6%	137.5%	63.1 %	18.6 %	10.3 %
Mean	194	728	809	70	244	346	0.31	0.94	1.22	12.5%	13.4%	168.1%	14.7%	67.2%	80.9%	83.7 %	28.8 %	19.5 %
Median	61	217	226	12	29	57	0.36	0.25	0.67	13.8%	36.6%	20.9%	9.6%	35.1%	47.8%	89.4 %	25.8 %	23.9 %

Software & Services 125 Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price 3/31/11	Market Cap	Enterprise Value	Cash	Debt	% Change 9/30/10	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				
Connectivity & Mobility																			
Access Co	1,086.10	426	200	248	22	(13.7)%	0.7 x	0.7 x	3.1 x	3.7 x	NM	22.9 x	1.5 %	NA	NA	53.1%	(3.5) x	12.6 %	11.4 %
Bitstream	6.40	66	63	3	0	(4.8)%	2.7 x	NA	NM	NA	NM	NM	NA	NA	NA	4.8%	NA	38.0 %	32.3 %
Citrix	73.46	13,782	12,889	894	0	7.6 %	6.9 x	6.1 x	27.9 x	18.9 x	35.3 x	31.7 x	4.2 %	(3.4)%	8.8 %	6.5%	(1.9) x	50.2 %	15.5 %
Infracore	7.00	128	95	49	17	(23.6)%	4.1 x	1.8 x	NM	3.7 x	NM	9.5 x	(47.1)%	NA	NA	25.2%	NA	(75.0)%	(33.7)%
LogMeIn	42.16	1,009	842	167	0	17.2 %	8.3 x	7.1 x	38.4 x	27.7 x	54.5 x	58.6 x	3.3 %	8.7 %	14.9 %	16.6%	(7.6) x	57.1 %	14.0 %
Motricity	15.03	648	569	79	0	25.1 %	4.3 x	3.3 x	NM	13.7 x	38.5 x	23.6 x	1.0 %	10.0 %	13.4 %	12.1%	(16.3) x	29.0 %	16.0 %
Myriad	5.33	259	228	34	3	47.2 %	2.3 x	NA	27.6 x	NA	NM	NA	NA	NA	NA	11.8%	(3.7) x	37.0 %	23.3 %
Openwave	2.14	182	82	99	0	25.9 %	0.5 x	0.5 x	NM	NM	NM	NM	(2.0)%	NA	(75.0)%	54.8%	NA	42.1 %	26.2 %
Opera	5.31	630	543	87	0	16.3 %	4.7 x	3.3 x	25.9 x	12.8 x	74.5 x	22.9 x	2.5 %	7.6 %	(75.0)%	13.8%	(4.2) x	21.4 %	NA
Smith Micro	9.36	327	255	73	0	(5.8)%	2.0 x	2.3 x	8.4 x	18.4 x	10.8 x	38.9 x	0.2 %	153.5 %	58.8 %	22.2%	(2.4) x	39.0 %	32.8 %
Mean	1,746	1,577	173	4	9.2 %	3.6 x	3.1 x	21.9 x	14.1 x	42.7 x	29.7 x	(4.5)%	35.3 %	(9.0)%	22.1%	(5.7) x	25.1 %	15.3 %	
Median	377	242	83	0	12.0 %	3.4 x	2.8 x	26.7 x	13.7 x	38.5 x	23.6 x	1.2 %	8.7 %	11.1 %	15.2%	(3.7) x	37.5 %	16.0 %	

(\$ 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
Connectivity & Mobility																		
Access Co	98	292.2	286.3	42	64.8	53.5	51.71	11.46	47.43	(47.6)%	(57.0)%	(58.1)%	(2.0)%	(17.4)%	313.7%	74.4 %	43.3 %	20.8 %
Bitstream	7	23.1	NA	(1)	(2.3)	NA	(0.07)	(0.29)	0.01	16.8%	(324.9)%	(777.6)%	NA	NA	103.4%	55.2 %	(12.3)%	(10.8)%
Citrix	530	1,874.7	2,129.8	151	461.8	683.0	0.65	2.08	2.31	17.4%	28.2%	39.0%	13.6%	47.9%	11.3%	90.5 %	28.5 %	23.5 %
Infracore	6	23.5	52.7	0	(0.5)	25.9	0.02	(0.33)	0.74	(25.2)%	(91.4)%	(80.9)%	124.3%	5,156.7%	321.4%	271.7 %	2.4 %	5.5 %
LogMeIn	31	101.1	118.4	7	21.9	30.3	0.27	0.77	0.72	52.7%	113.5%	164.2%	17.2%	38.6%	(6.9)%	92.2 %	23.9 %	22.0 %
Motricity	36	133.4	171.0	7	4.8	41.5	0.14	0.39	0.64	42.2%	1,007.0%	300.0%	28.2%	759.6%	63.2%	64.9 %	19.9 %	15.4 %
Myriad	22	101.0	NA	(2)	8.3	NA	(0.34)	(0.67)	NA	(31.5)%	(156.2)%	(28.0)%	NA	NA	NA	61.7 %	(10.0)%	(76.2)%
Openwave	40	165.2	164.3	(2)	(1.9)	4.5	(0.03)	(0.05)	(0.01)	(19.8)%	(161.0)%	NM	(0.5)%	NM	84.2%	59.8 %	(5.2)%	(6.3)%
Opera	33	115.0	165.6	7	21.0	42.3	0.01	0.07	0.23	35.3%	412.9%	82.2%	44.0%	101.4%	225.4%	43.5 %	21.3 %	3.8 %
Smith Micro	35	130.5	109.0	9	30.2	13.8	0.37	0.87	0.24	18.8%	25.8%	1,127.6%	(16.5)%	(54.1)%	(72.3)%	88.5 %	24.9 %	36.8 %
Mean	84	296	400	22	61	112	5.27	1.43	5.81	5.9%	79.7%	85.4%	26.0%	861.8%	115.9%	90.2 %	13.7 %	3.5 %
Median	34	123	165	7	15	36	0.08	0.23	0.64	17.1%	(15.6)%	39.0%	15.4%	47.9%	84.2%	69.6 %	20.6 %	10.5 %

Software & Services 125 Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price 3/31/11	Market Cap	Enterprise Value	Cash	Debt	% Change 9/30/10	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				
Mobile & LBS Applications																			
AutoNavi	17.71	807	641	166	0	1.2 %	7.5 x	5.4 x	23.2 x	13.9 x	40.3 x	26.3 x	16.5 %	NA	60.0 %	20.5%	(6.0) x	23.2 %	15.6 %
ClickSoftware	8.59	263	213	50	0	30.9 %	3.0 x	2.6 x	17.3 x	12.1 x	27.5 x	18.5 x	2.6 %	(32.2)%	(25.0)%	19.1%	(4.1) x	40.6 %	11.1 %
DigiCore	0.41	86	95	11	20	(13.4)%	1.1 x	1.0 x	6.4 x	4.7 x	13.1 x	10.2 x	NA	NA	NA	(11.1)%	0.6 x	NA	NA
DigitalGlobe	28.03	1,291	1,458	179	346	(7.8)%	4.5 x	4.1 x	8.9 x	6.4 x	NM	65.7 x	(0.6)%	13.0 %	(26.8)%	(12.9)%	1.0 x	37.4 %	NA
Intermap	0.41	25	24	4	3	(39.3)%	1.7 x	0.8 x	NM	NA	NM	NM	(26.5)%	NA	6.3 %	5.4%	NA	136.0 %	12.7 %
Ituran	14.92	313	271	48	6	4.5 %	1.8 x	1.5 x	5.8 x	4.9 x	18.6 x	NA	7.1 %	6.9 %	0.0 %	13.4%	(0.9) x	27.6 %	0.4 %
TCS	4.14	234	313	82	161	5.9 %	0.8 x	0.7 x	6.7 x	4.7 x	15.3 x	20.5 x	(7.6)%	4.5 %	5.0 %	(33.7)%	1.7 x	14.5 %	7.3 %
WebTech	0.48	51	49	4	2	28.1 %	1.2 x	1.0 x	NM	NM	NM	NM	(2.7)%	NA	(649.2)%	4.6%	NA	37.7 %	17.9 %
XATA	2.38	25	13	14	2	(4.7)%	0.2 x	NA	1.9 x	NA	NM	NA	NA	NA	NA	48.8%	(1.8) x	43.7 %	15.9 %
Mean		344	342	62	60	0.6 %	2.4 x	2.1 x	10.0 x	7.8 x	23.0 x	28.2 x	(1.6)%	(2.0)%	(90.0)%	6.0%	(1.4) x	45.1 %	11.6 %
Median		234	213	48	3	1.2 %	1.7 x	1.3 x	6.7 x	5.7 x	18.6 x	20.5 x	(0.6)%	5.7 %	0.0 %	5.4%	(0.9) x	37.6 %	12.7 %

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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
Mobile & LBS Applications																		
AutoNavi	23	85.8	118.8	8	27.6	46.1	0.12	0.44	0.67	46.7%	65.2%	71.4%	38.5%	66.9%	53.0%	65.0 %	33.9 %	26.2 %
ClickSoftware	18	71.0	83.2	2	12.3	17.6	0.06	0.31	0.46	7.6%	(31.8)%	(49.7)%	17.2%	43.4%	48.5%	61.8 %	12.9 %	10.4 %
DigiCore	24	85.0	94.4	4	15.0	20.1	0.01	0.03	0.04	44.9%	34.6%	13.1%	11.1%	34.4%	29.0%	12.5 %	17.5 %	7.0 %
DigitalGlobe	84	322.2	352.3	32	164.1	226.8	0.03	0.09	0.43	14.7%	(6.9)%	(90.3)%	9.3%	38.2%	373.9%	87.4 %	38.8 %	1.7 %
Intermap	4	13.9	28.1	(5)	(20.6)	NA	(0.15)	(0.74)	(0.52)	(55.9)%	(158.6)%	10.2%	101.6%	NA	29.1%	7.9 %	(140.7)%	(251.6)%
Ituran	41	147.8	179.3	13	46.5	55.5	0.07	0.80	NA	21.0%	20.0%	(72.8)%	21.3%	19.2%	NA	48.7 %	31.5 %	3.8 %
TCS	102	388.8	456.8	12	46.8	67.1	0.06	0.27	0.20	12.6%	14.1%	36.4%	17.5%	43.2%	(25.2)%	33.7 %	12.0 %	3.3 %
WebTech	11	40.4	50.2	(1)	(3.3)	(0.0)	(0.05)	(0.09)	(0.05)	38.7%	82.0%	49.4%	24.2%	99.2%	50.9%	46.0 %	(9.6)%	(41.2)%
XATA	14	67.1	NA	1	6.9	NA	(0.01)	(0.12)	NA	(20.2)%	10.9%	NM	NA	NA	NA	59.5 %	10.2 %	(0.7)%
Mean	36	136	170	7	33	62	0.02	0.11	0.18	12.2%	3.3%	(4.0)%	30.1%	49.2%	79.9%	47.0 %	0.7 %	(26.8)%
Median	23	85	107	4	15	46	0.03	0.09	0.20	14.7%	14.1%	11.6%	19.4%	43.2%	48.5%	48.7 %	12.9 %	3.3 %

Software & Services 125 Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price 3/31/11	Market Cap	Enterprise Value	Cash	Debt	% Change 9/30/10	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				
Mobile/Web Content & Games																			
Akamai	38.00	7,112	6,505	607	0	(24.3)%	6.4 x	5.5 x	16.8 x	12.0 x	26.6 x	23.7 x	0.6 %	0.4 %	5.0 %	8.5%	(1.6) x	37.9 %	4.8 %
Changyou.com	32.13	1,681	1,330	351	0	16.8 %	4.1 x	3.2 x	6.4 x	5.4 x	9.7 x	8.2 x	4.0 %	NA	7.5 %	20.9%	(1.7) x	15.7 %	11.0 %
ChinaCache	18.23	440	352	90	2	NA	NA	4.0 x	NA	15.5 x	NA	NM	2.9 %	(5.5)%	130.8 %	20.0%	NA	21.2 %	5.4 %
Demand Media	23.55	1,951	1,919	32	0	NA	7.6 x	6.1 x	34.8 x	24.7 x	NM	158.8 x	NA	NA	NA	1.7%	(0.6) x	24.4 %	10.1 %
Digital River	37.43	1,461	1,086	728	354	10.0 %	3.0 x	2.7 x	24.6 x	12.3 x	43.0 x	33.0 x	1.0 %	(25.8)%	12.7 %	25.6%	(8.5) x	51.3 %	15.3 %
Giant Interactive	7.45	1,699	784	915	0	16.0 %	4.0 x	3.0 x	6.7 x	5.3 x	14.1 x	12.2 x	3.9 %	NA	16.8 %	53.8%	(7.8) x	17.7 %	18.1 %
Index Holdings	48.21	189	456	27	294	22.8 %	1.3 x	NM	NM	9.1 x	NM	10.1 x	(15.9)%	NA	NA	(140.7)%	18.0 x	36.8 %	NA
Leshi Internet	4.12	907	835	82	11	63.3 %	35.4 x	14.7 x	NA	28.3 x	NA	53.3 x	NA	NA	NA	7.9%	NA	34.0 %	NA
Limelight Ntw ks	7.16	800	734	69	3	21.6 %	4.0 x	3.4 x	NM	25.4 x	NM	NM	4.0 %	9.8 %	(460.4)%	8.2%	(8.6) x	41.3 %	9.3 %
NEOWIZ	45.91	1,006	NA	NA	0	13.7 %	NA	NA	NA	NA	NM	10.6 x	NA	NA	0.0 %	NA	NA	NA	NA
Netease.com	49.51	6,429	4,991	1,438	0	25.5 %	6.1 x	4.7 x	12.1 x	9.4 x	19.3 x	14.9 x	11.8 %	13.5 %	16.4 %	22.4%	(3.5) x	14.4 %	5.3 %
Neflix	237.78	12,576	12,462	350	236	46.6 %	5.8 x	3.9 x	38.7 x	24.9 x	78.2 x	54.5 x	(0.2)%	6.8 %	19.9 %	0.9%	(0.4) x	13.8 %	7.7 %
Perfect World	21.20	1,064	795	270	0	(17.4)%	2.2 x	1.8 x	5.6 x	4.9 x	9.0 x	8.3 x	(0.4)%	NA	(34.8)%	25.3%	(1.9) x	37.6 %	23.1 %
RealNetworks	3.72	507	173	334	0	14.1 %	0.4 x	0.5 x	NM	5.6 x	NM	NM	4.9 %	47.9 %	230.0 %	65.9%	(122.2) x	36.9 %	19.6 %
Shanda Games	6.36	1,815	1,626	330	141	18.7 %	2.4 x	2.1 x	7.0 x	6.0 x	9.5 x	8.5 x	2.3 %	NA	17.5 %	10.4%	(0.8) x	20.7 %	11.9 %
Tencent	24.37	44,431	41,878	3,357	804	11.5 %	14.3 x	10.2 x	27.1 x	19.3 x	37.8 x	26.6 x	2.3 %	4.8 %	(3.4)%	5.7%	(1.7) x	20.7 %	NA
Mean		5,254	5,062	599	115	17.1 %	6.9 x	4.7 x	18.0 x	13.9 x	27.5 x	32.5 x	1.6 %	6.5 %	(3.2)%	9.1%	(10.9) x	28.3 %	11.8 %
Median		1,571	1,086	334	1	16.4 %	4.0 x	3.6 x	14.4 x	12.0 x	19.3 x	14.9 x	2.3 %	5.8 %	12.7 %	10.4%	(1.7) x	24.4 %	10.5 %

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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
Mobile/Web Content & Games																		
Akamai	285	1,023.6	1,180.1	119	387.5	542.3	0.40	1.43	1.60	19.5%	7.2%	86.2%	15.3%	39.9%	12.0%	74.9 %	41.8 %	27.0 %
Changyou.com	92	327.2	410.0	61	208.8	246.3	0.93	3.32	3.91	29.8%	34.0%	29.3%	25.3%	17.9%	17.9%	90.3 %	66.0 %	53.8 %
ChinaCache	19	NA	88.4	3	NA	22.7	0.10	NA	0.01	80.6%	65.6%	116.4%	NA	NM	NA	32.2 %	18.3 %	13.5 %
Demand Media	74	252.9	315.4	17	55.2	77.8	(0.54)	(2.88)	0.15	32.6%	91.9%	44.7%	24.7%	40.9%	105.2%	50.9 %	22.9 %	(10.3)%
Digital River	98	363.2	405.7	16	44.3	88.1	0.32	0.87	1.14	(6.8)%	(21.8)%	(10.9)%	11.7%	99.0%	30.5%	83.1 %	16.6 %	12.6 %
Giant Interactive	56	198.4	263.0	31	117.7	147.8	0.16	0.53	0.61	38.1%	10.9%	28.5%	32.6%	25.5%	15.5%	84.5 %	56.1 %	67.0 %
Index Holdings	72	339.9	0.3	7	14.8	49.8	0.83	(22.73)	4.77	(43.6)%	(63.3)%	6.5%	(99.9)%	236.1%	121.0%	39.1 %	9.5 %	4.5 %
Leshi Internet	10	23.6	56.9	5	NA	29.5	0.01	NA	0.08	60.5%	42.7%	41.5%	141.4%	NM	NA	66.6 %	48.1 %	30.0 %
Limelight Ntw ks	55	183.3	219.1	4	7.7	28.9	(0.00)	(0.01)	(0.04)	64.3%	519.2%	96.4%	19.5%	277.3%	NM	57.3 %	6.7 %	(0.7)%
NEOWIZ	0	80.4	479.0	0	0.1	137.4	1.09	3.43	4.33	(99.8)%	NA	197.6%	496.1%	NM	NM	NA	23.2 %	10.4 %
Netease.com	248	820.4	1,054.0	129	413.5	530.4	0.83	2.56	3.32	35.4%	32.2%	26.0%	28.5%	28.2%	29.5%	68.2 %	52.0 %	43.8 %
Neflix	596	2,162.6	3,160.1	88	321.7	499.7	0.87	3.04	4.36	34.1%	38.1%	57.3%	46.1%	55.3%	43.5%	34.4 %	14.7 %	7.9 %
Perfect World	90	367.4	438.0	23	142.1	160.8	0.36	2.35	2.55	1.0%	(52.2)%	(51.9)%	19.2%	13.1%	8.5%	82.1 %	25.4 %	21.2 %
RealNetworks	98	401.7	357.3	4	2.7	30.7	0.01	(0.29)	(0.08)	(32.8)%	135.8%	123.4%	(11.1)%	NM	73.5%	63.5 %	3.9 %	1.8 %
Shanda Games	175	669.9	785.5	61	231.4	271.3	0.20	0.67	0.75	(10.7)%	(21.8)%	(4.7)%	17.2%	17.2%	11.5%	60.8 %	34.8 %	32.4 %
Tencent	838	2,925.5	4,116.4	428	1,543.3	2,171.9	0.18	0.64	0.92	55.1%	58.6%	50.8%	40.7%	40.7%	41.9%	66.8 %	51.0 %	39.8 %
Mean	175	676	833	62	249	315	0.36	(0.50)	1.77	16.1%	58.5%	52.3%	53.8%	74.3%	42.5%	63.7 %	30.7 %	22.2 %
Median	91	363	408	20	130	143	0.26	0.77	1.03	31.2%	34.0%	43.1%	24.7%	40.3%	30.0%	66.6 %	24.3 %	17.4 %

Software & Services 125 Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price 3/31/11	Market Cap	Enterprise Value	Cash	Debt	% Change 9/30/10	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				
Portals & Social Networks																			
Ancestry.com	35.45	1,612	1,547	66	0	55.8 %	5.1 x	4.1 x	15.9 x	12.1 x	46.0 x	31.8 x	1.8 %	0.4 %	(8.0)%	4.0%	(0.7) x	39.4 %	14.3 %
AOL	19.53	2,088	1,372	802	86	(21.1)%	0.6 x	0.6 x	1.8 x	3.4 x	6.1 x	16.0 x	2.7 %	0.9 %	37.3 %	34.3%	(1.0) x	7.2 %	NA
Baidu	137.81	48,026	46,813	1,241	28	34.3 %	39.7 x	24.3 x	72.8 x	42.6 x	91.8 x	54.2 x	2.2 %	2.1 %	9.3 %	2.5%	(1.9) x	12.8 %	9.5 %
Daum Comm.	89.45	1,199	1,020	179	0	29.5 %	3.2 x	2.7 x	9.4 x	8.4 x	12.4 x	14.2 x	4.2 %	11.3 %	0.0 %	14.9%	(1.7) x	NA	NA
Gree	16.83	3,851	3,593	258	0	3.7 %	6.6 x	4.5 x	13.0 x	8.5 x	24.1 x	15.8 x	3.8 %	NA	NA	6.7%	(0.9) x	43.0 %	NA
IA/InterActive	30.91	2,734	1,524	1,306	96	17.7 %	0.9 x	0.8 x	8.8 x	5.0 x	37.7 x	20.2 x	4.3 %	(6.9)%	(21.1)%	44.3%	(7.0) x	45.3 %	4.0 %
Mail.ru	29.95	5,879	5,741	138	0	NA	20.9 x	12.7 x	111.9 x	28.4 x	39.5 x	41.3 x	NA	NA	NA	2.4%	(2.7) x	61.7 %	0.6 %
Meetic	21.91	500	450	54	5	(30.5)%	1.9 x	1.6 x	10.0 x	7.2 x	18.5 x	12.2 x	(0.4)%	NA	NA	9.8%	(1.1) x	41.4 %	NA
Mixi	3,891.87	604	452	152	0	(25.2)%	2.4 x	1.9 x	11.1 x	8.3 x	39.7 x	24.5 x	5.6 %	NA	NA	25.1%	(3.7) x	53.4 %	NA
NHN	174.80	7,896	NA	NA	0	1.7 %	NA	NA	NA	NA	18.0 x	15.3 x	9.8 %	NA	2.9 %	NA	NA	NA	NA
Shutterfly	52.36	1,489	1,237	252	0	101.4 %	4.0 x	3.2 x	26.6 x	15.3 x	100.7 x	55.2 x	7.9 %	10.7 %	10.1 %	16.9%	(5.4) x	23.9 %	7.3 %
Sina	107.04	6,546	5,763	883	99	111.6 %	14.3 x	11.7 x	49.0 x	50.3 x	62.2 x	62.9 x	1.9 %	NA	4.0 %	12.0%	(6.7) x	24.1 %	8.8 %
Sohu.com	89.36	3,411	2,657	754	0	55.1 %	4.3 x	3.5 x	10.4 x	8.4 x	24.6 x	18.7 x	3.4 %	0.8 %	2.1 %	22.1%	(2.9) x	21.9 %	12.0 %
SouFun	18.66	1,387	1,160	230	4	14.5 %	8.6 x	5.0 x	23.4 x	12.1 x	27.5 x	17.8 x	24.6 %	NA	48.9 %	16.3%	(4.6) x	34.2 %	NA
Univero Online	9.65	1,155	1,232	276	353	68.8 %	2.6 x	2.2 x	16.6 x	9.7 x	20.6 x	13.8 x	4.5 %	(56.7)%	(91.7)%	(6.7)%	1.0 x	70.4 %	NA
XING	59.10	306	227	79	0	51.0 %	3.2 x	2.4 x	11.3 x	7.6 x	32.0 x	21.5 x	2.6 %	6.8 %	24.3 %	25.9%	(3.9) x	22.4 %	NA
Yahoo Japan	359.14	20,884	19,065	1,819	0	4.0 %	5.7 x	5.0 x	9.9 x	8.5 x	19.7 x	16.8 x	(0.4)%	NA	NA	8.7%	(0.9) x	35.9 %	NA
Yahoo!	16.68	21,841	18,997	2,884	40	17.7 %	3.0 x	4.2 x	13.5 x	11.3 x	22.5 x	21.3 x	0.1 %	7.4 %	17.2 %	13.0%	(2.0) x	27.8 %	18.2 %
Youku.com	47.51	5,005	4,737	275	6	NA	NA	43.5 x	NA	NM	NA	NM	11.0 %	NA	36.8 %	5.4%	NA	32.1 %	6.6 %
Mean	7,180	6,533	647	38	28.8 %	7.5 x	7.4 x	24.4 x	14.5 x	35.8 x	26.3 x	5.0 %	(2.3)%	5.2 %	14.3%	(2.7) x	35.1 %	9.0 %	
Median	2,734	1,536	267	0	17.7 %	4.0 x	3.8 x	13.0 x	8.5 x	26.0 x	19.5 x	3.6 %	1.5 %	6.6 %	12.5%	(2.0) x	34.2 %	8.8 %	

(\$ 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
Portals & Social Networks																		
Ancestry.com	83	300.9	374.6	30	97.3	128.0	0.25	0.77	1.11	37.6%	49.2%	24.2%	24.5%	31.5%	44.8%	82.9 %	35.7 %	15.1 %
AOL	614	2,425.8	2,135.4	193	743.1	399.4	0.71	3.21	1.22	(26.5)%	(25.0)%	(22.8)%	(12.0)%	(46.3)%	(61.9)%	38.8 %	31.5 %	12.5 %
Baidu	372	1,180.3	1,926.1	210	642.6	1,098.6	0.50	1.50	2.54	101.3%	164.9%	178.5%	63.2%	71.0%	69.4%	80.8 %	56.5 %	47.0 %
Daum Comm.	90	316.0	379.3	30	108.2	122.1	1.40	7.19	6.31	41.9%	83.4%	126.5%	20.0%	12.8%	(12.2)%	26.7 %	32.8 %	20.0 %
Gree	176	547.6	805.7	85	276.5	424.1	0.23	0.70	1.06	100.6%	56.6%	58.4%	47.1%	53.3%	52.0%	91.4 %	48.5 %	31.0 %
IA/InterActive	426	1,629.1	1,824.5	45	172.3	305.1	0.26	0.82	1.53	26.1%	3.0%	103.3%	12.0%	77.1%	86.8%	59.9 %	10.5 %	5.9 %
Mail.ru	83	275.3	452.2	11	51.3	202.3	0.41	0.76	0.73	77.7%	208.5%	240.1%	64.2%	294.2%	(4.1)%	76.6 %	13.7 %	96.2 %
Meetic	63	237.1	287.6	20	45.2	62.5	0.56	1.18	1.80	(0.6)%	(15.0)%	30.4%	21.3%	38.2%	52.1%	73.9 %	31.6 %	21.2 %
Mixi	56	190.0	234.3	15	40.7	54.2	41.38	98.14	158.67	52.5%	68.8%	86.5%	23.4%	33.2%	61.7%	77.2 %	26.9 %	11.5 %
NHN	0	860.3	1,482.8	0	430.2	700.6	2.68	9.70	11.45	(99.9)%	(99.9)%	NA	72.3%	62.9%	18.1%	NA	48.9 %	NA
Shutterfly	166	307.7	381.8	52	46.5	80.9	1.09	0.52	0.95	26.8%	30.8%	23.9%	24.1%	73.8%	82.4%	61.6 %	31.6 %	19.6 %
Sina	110	402.6	493.8	31	117.6	114.5	0.46	1.72	1.70	12.0%	NM	(92.4)%	22.6%	(2.7)%	(1.1)%	57.8 %	28.4 %	25.8 %
Sohu.com	173	612.8	766.6	74	256.5	317.6	1.07	3.63	4.77	27.5%	27.2%	41.7%	25.1%	23.8%	31.3%	73.8 %	42.8 %	23.9 %
SouFun	99	135.0	232.3	43	49.6	96.1	0.51	0.68	1.05	119.5%	106.6%	62.0%	72.0%	NM	54.5%	77.8 %	43.9 %	42.4 %
Univero Online	137	471.4	556.1	3	74.1	127.2	0.01	0.47	0.70	3.3%	(78.8)%	(95.5)%	18.0%	71.7%	50.1%	48.7 %	2.5 %	1.1 %
XING	20	70.7	94.4	7	20.2	29.8	0.62	1.84	2.75	22.4%	63.8%	155.8%	33.6%	47.9%	49.2%	77.5 %	34.1 %	19.4 %
Yahoo Japan	925	3,355.6	3,845.0	542	1,930.9	2,245.0	5.25	18.20	21.35	21.3%	28.6%	36.2%	14.6%	16.3%	17.3%	90.8 %	58.6 %	32.9 %
Yahoo!	1,525	6,324.7	4,547.4	347	1,405.0	1,674.4	0.26	0.74	0.78	(11.9)%	62.9%	136.4%	(28.1)%	19.2%	5.8%	63.4 %	22.8 %	22.4 %
Youku.com	23	NA	108.9	2	NA	(4.9)	(0.04)	NA	(0.20)	193.3%	148.4%	88.0%	NA	NM	NA	43.0 %	9.4 %	(7.4)%
Mean	271	1,091	1,102	92	362	430	3.03	8.43	11.59	38.2%	49.1%	65.6%	28.8%	51.6%	33.1%	66.8 %	32.1 %	24.5 %
Median	110	437	494	31	113	128	0.51	1.34	1.53	26.8%	52.9%	60.2%	23.7%	38.2%	47.0%	73.9 %	31.6 %	20.6 %

Software & Services 125 Financial Metrics

(\$ in millions, except per share data)

Company Name	Stock Price 3/31/11	Market Cap	Enterprise Value			% Change 9/30/10	Ent. Value/Rev.		Ent. Value/EBITDA		Price/EPS		Estimate Surprise			Net Cash / Mkt Cap	Net Debt / EBITDA	SG&A / Revenue	R&D / Revenue
			Cash	Debt			LTM	NTM	LTM	NTM	LTM	NTM	Revenue	EBITDA	EPS				
Search & Marketing Services																			
AOL	19.53	2,088	1,372	802	86	(21.1)%	0.6 x	0.6 x	1.8 x	3.4 x	6.1 x	16.0 x	2.7 %	0.9 %	37.3 %	34.3%	(1.0) x	7.2 %	NA
Baidu	137.81	48,026	46,813	1,241	28	34.3 %	39.7 x	24.3 x	72.8 x	42.6 x	91.8 x	54.2 x	2.2 %	2.1 %	9.3 %	2.5%	(1.9) x	12.8 %	9.5 %
comScore	29.50	938	917	34	13	25.4 %	5.2 x	3.9 x	64.4 x	18.4 x	34.3 x	NM	1.6 %	1.6 %	(3.0)%	2.3%	(1.5) x	53.4 %	15.6 %
DG FastChannel	32.19	899	826	73	0	48.0 %	3.3 x	2.9 x	7.4 x	6.2 x	18.5 x	15.4 x	10.8 %	19.7 %	43.4 %	8.2%	(0.7) x	16.3 %	4.4 %
Google	586.76	188,656	159,507	34,975	5,826	11.6 %	5.4 x	4.5 x	13.5 x	10.3 x	19.8 x	17.0 x	4.9 %	2.8 %	9.1 %	15.5%	(2.5) x	17.3 %	12.5 %
IAC/InterActive	30.91	2,734	1,524	1,306	96	17.7 %	0.9 x	0.8 x	8.8 x	5.0 x	37.7 x	20.2 x	4.3 %	(6.9)%	(21.1)%	44.3%	(7.0) x	45.3 %	4.0 %
InfoSpace	8.66	315	62	254	0	0.0 %	0.3 x	0.2 x	4.8 x	2.7 x	46.0 x	45.2 x	8.8 %	13.3 %	(54.3)%	80.4%	(19.8) x	35.6 %	4.4 %
Marchex	7.87	280	243	37	0	44.4 %	2.5 x	2.0 x	NM	13.9 x	NM	NM	4.1 %	2.8 %	(3.0)%	13.3%	NA	27.2 %	15.4 %
TechTarget	8.91	332	282	50	0	69.7 %	3.0 x	2.6 x	32.0 x	10.7 x	38.7 x	25.3 x	3.8 %	6.0 %	(15.5)%	15.1%	(5.7) x	50.9 %	7.3 %
TradeDoubler	7.42	316	285	31	0	43.8 %	0.7 x	0.6 x	17.6 x	11.2 x	37.2 x	18.8 x	4.3 %	4.5 %	(24.2)%	9.9%	(1.9) x	18.0 %	1.3 %
ValueClick	14.45	1,167	970	197	0	10.5 %	2.3 x	2.0 x	8.1 x	6.7 x	20.4 x	17.2 x	3.3 %	6.4 %	11.4 %	16.9%	(1.6) x	35.2 %	7.7 %
Yahoo Japan	359.14	20,884	19,065	1,819	0	4.0 %	5.7 x	5.0 x	9.9 x	8.5 x	19.7 x	16.8 x	(0.4)%	NA	NA	8.7%	(0.9) x	35.9 %	NA
Yahoo!	16.68	21,841	18,997	2,884	40	17.7 %	3.0 x	4.2 x	13.5 x	11.3 x	22.5 x	21.3 x	0.1 %	7.4 %	17.2 %	13.0%	(2.0) x	27.8 %	18.2 %
Mean		22,191	19,297	3,362	468	23.5 %	5.6 x	4.1 x	21.2 x	11.6 x	32.7 x	24.3 x	3.9 %	5.1 %	0.5 %	20.3%	(3.9) x	29.5 %	9.1 %
Median		1,167	970	254	0	17.7 %	3.0 x	2.6 x	11.7 x	10.3 x	28.4 x	18.8 x	3.8 %	3.6 %	3.1 %	13.3%	(1.9) x	27.8 %	7.7 %

(\$ 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
Search & Marketing Services																		
AOL	614	2,425.8	2,135.4	193	743.1	399.4	0.71	3.21	1.22	(26.5)%	(25.0)%	(22.8)%	(12.0)%	(46.3)%	(61.9)%	38.8 %	31.5 %	12.5 %
Baidu	372	1,180.3	1,926.1	210	642.6	1,098.6	0.50	1.50	2.54	101.3%	164.9%	178.5%	63.2%	71.0%	69.4%	80.8 %	56.5 %	47.0 %
comScore	51	175.0	237.8	3	14.2	49.8	0.24	0.86	0.12	51.4%	(46.4)%	381.8%	35.9%	249.5%	(86.0)%	69.8 %	6.0 %	14.7 %
DG FastChannel	76	247.5	285.1	38	112.3	133.3	0.65	1.74	2.10	32.4%	50.0%	61.0%	15.2%	18.8%	20.6%	68.9 %	50.3 %	24.3 %
Google	8,440	29,321.0	35,410.4	3,363	11,778.0	15,504.0	8.75	29.60	34.53	26.5%	18.2%	42.8%	20.8%	31.6%	16.6%	65.1 %	39.8 %	33.7 %
IAC/InterActive	426	1,629.1	1,824.5	45	172.3	305.1	0.26	0.82	1.53	26.1%	3.0%	103.3%	12.0%	77.1%	86.8%	59.9 %	10.5 %	5.9 %
InfoSpace	64	246.8	250.0	(2)	12.8	22.8	0.02	0.19	0.19	(9.2)%	(134.5)%	(90.7)%	1.3%	77.7%	1.6%	35.6 %	(3.0)%	1.2 %
Marchex	28	97.6	119.5	0	(2.9)	17.4	0.04	0.06	(0.03)	19.4%	(63.8)%	NM	22.5%	708.0%	(147.6)%	40.5 %	1.7 %	6.3 %
TechTarget	27	95.0	106.4	5	8.8	26.3	0.07	0.23	0.35	15.8%	234.6%	501.4%	12.0%	198.0%	53.3%	77.9 %	19.7 %	11.7 %
TradeDoubler	115	401.4	483.9	6	16.2	25.5	0.07	0.20	0.40	13.3%	40.1%	NM	20.6%	57.3%	98.5%	23.5 %	5.0 %	2.6 %
ValueClick	129	430.8	482.9	40	119.8	145.0	0.26	0.71	0.84	NA	NA	NA	12.1%	21.1%	18.4%	72.5 %	30.9 %	16.5 %
Yahoo Japan	925	3,355.6	3,845.0	542	1,930.9	2,245.0	5.25	18.20	21.35	21.3%	28.6%	36.2%	14.6%	16.3%	17.3%	90.8 %	58.6 %	32.9 %
Yahoo!	1,525	6,324.7	4,547.4	347	1,405.0	1,674.4	0.26	0.74	0.78	(11.9)%	62.9%	136.4%	(28.1)%	19.2%	5.8%	63.4 %	22.8 %	22.4 %
Mean	984	3,533	3,973	369	1,304	1,665	1.31	4.47	5.07	21.6%	27.7%	132.8%	14.6%	115.3%	7.1%	60.6 %	25.4 %	17.8 %
Median	129	431	484	40	120	145	0.26	0.82	0.84	20.3%	23.4%	82.2%	14.6%	57.3%	17.3%	65.1 %	22.8 %	14.7 %



Introduction to SagePoint Advisors

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SagePoint Advisors is a boutique investment banking firm focused exclusively on providing merger, acquisition and strategic advisory services to growth companies in the technology and telecom sectors.

Mission	To deliver the senior-level attention, trusted relationships and market insight on \$20-150 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	Internet, Communications & IT Infrastructure
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

Segment	Subcategory Examples	
Cloud, SaaS & Internet	<ul style="list-style-type: none"> • Cloud Computing • Cloud Storage • Cloud Security • Software-as-a-Service 	<ul style="list-style-type: none"> • Web Hosting & Colocation • Web-Based Communications • Social Networking • Internet Search & Marketing
Wireless & Mobile	<ul style="list-style-type: none"> • Mobile Applications • Mobile Advertising • Mobile Payments • Location Based Services • Wireless Gateways 	<ul style="list-style-type: none"> • Network Infrastructure • Network Software • Client Devices • Semiconductors
Voice, Video & Data	<ul style="list-style-type: none"> • Service Providers • Client Software • Server Software • Telecom Equipment 	<ul style="list-style-type: none"> • Customer Premise Equipment • Consumer Devices • Semiconductors
IT Infrastructure	<ul style="list-style-type: none"> • Data Networking • Computing • Storage • Security • Virtualization 	<ul style="list-style-type: none"> • Network Management • Systems Management • Application Acceleration • Data Analytics

Transaction Experience of SagePoint Team









































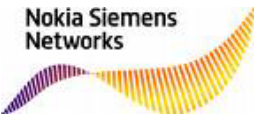



















 <i>has been acquired by</i>  Up to \$120,000,000 Pending	 <i>has been acquired by</i>  August 2009	 <i>has been acquired by</i> Undisclosed Buyer November 2008	 <i>has sold certain assets to</i> Undisclosed Handset OEM October 2008	 Buyside Advisory 2008	 <i>has been acquired by</i>  April 2008	 <i>has 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 been acquired by</i>  \$150,000,000 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> THOMSON August 2004
 <i>has been acquired by</i>  \$122,500,000 April 2004	 <i>has been acquired by</i>  December 2003	 <i>has been acquired by</i>  August 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	 <i>has merged with</i>  \$157,000,000 March 2000

Transaction Experience by Market Segment

The SagePoint Team has led more than 75 M&A and fund raising engagements with deal experience across the Internet, Communications and IT Infrastructure value chain.

Segment	Transaction Experience Examples	
Cloud, SaaS & Internet	<ul style="list-style-type: none"> • Xumii sale to Myriad Group • AccessLine sale to Telanetix • Neven Vision sale to Google • Unicru sale to Kronos • Element5 sale to Digital River 	<ul style="list-style-type: none"> • ZoneOfTrust sale to Guardent • GeoNet sale to Level 3 • Compute Intensive sale to Verio • Speakeasy Capital Raise • Cephren Strategic Investment
Wireless & Mobile	<ul style="list-style-type: none"> • CCPU sale to Radisys • Xumii sale to Myriad Group • Strix sale to Idream • Sky Mobile Media Asset Sale • Neven Vision sale to Google 	<ul style="list-style-type: none"> • CommAsic sale to Freescale • Peregrine Strategic Investment • Synad sale to STMicro • Airprime sale to Sierra Wireless • Tachyon Capital Raise
Voice, Video & Data	<ul style="list-style-type: none"> • Vativ sale to Entropic • AccessLine sale to Telanetix • CrystalVoice sale to GIPS • DivX IPO • TIR sale to Philips 	<ul style="list-style-type: none"> • Gyration sale to Philips • Compute Intensive sale to Verio • Speakeasy Capital Raise • Tachyon Capital Raise • Telecore sale to ViaSource
IT Infrastructure	<ul style="list-style-type: none"> • Network Physics sale to OpNet • AuthenTec IPO • Raptor Networks Capital Raise • Procom sale to Sun 	<ul style="list-style-type: none"> • LVL7 sale to Broadcom • Netreon sale to CA • ZoneOfTrust sale to Guardent • DataDirect Capital Raise

Representative Buyer Relationships

Internet / Media	Service Providers	IT Infrastructure & Software	Telecom Equipment	Consumer Electronics	Semiconductors
          	         	           	       	        	         

Why Work With SagePoint?

- SagePoint delivers the senior-level attention, trusted relationships and market insight on \$20-150M transactions that larger investment banks reserve only for much larger transactions
- SagePoint's domain knowledge is world-class across most segments of the Internet, Communications and IT Infrastructure value chain
- SagePoint has developed trusted relationships with the most active strategic buyers across the Internet, Communications and IT Infrastructure 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