SagePoint Telecom Services 100
Q1 2011 Valuation & Performance Review

An Analysis of Public Telecom and Data Center Services Companies from a Valuation and M&A Perspective

June 2011

Prepared By:

SAGEPOINT ADVISORS

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SagePoint Telecom Services 100 Universe

Q1 Adds:

- Cogeco
- Fairpoint
- Primus
- Towerstream

Market Segment

#	Company	LEC/ICP - Intl	LEC/ICP - National	LEC/ICP - Regional	Data Access & Transport	Hosting & Data Center	VoIP Specialty	Cable & Satellite TV	Satellite Voice & Data	Wireless - Intl Emerging	Wireless - Intl Developed	Wireless - US	Wireless Towers
1	8x8						X						
2	Abovenet				X								
3	Alaska Comm			X									
4	America Movil									X			
5	American Tower												X
6	AOL				X								
7	AT&T		X									X	
8	Atlantic Tele											X	
9	BCE	X											
10	Bharti Airtel									X			
11	British Sky							X					
12	BT	X											
13	Cablevision							X					
14	Cbeyond						X						
15	CenturyLink			X									
16	Charter Comm							X					
17	China Mobile									X			
18	China Telecom	X											
19	China Unicom	X								X			
20	Chunghwa Telecom	X											
21	Cincinnati Bell			X									
22	Clearwire											X	
23	Cogent Comm				X								
24	COLT Telecom				X								
25	Comcast							X					

Q1 Drops:

- Hughes
- NaviSite
- Qwest
- Terremark

Market Segment

#	Company	LEC/ICP - Intl	LEC/ICP - National	LEC/ICP - Regional	Data Access & Transport	Hosting & Data Center	VoIP Specialty	Cable & Satellite TV	Satellite Voice & Data	Wireless - Intl Emerging	Wireless - Intl Developed	Wireless - US	Wireless Towers
26	Consolidated Comm			X									
27	Crown Castle												X
28	Deutsche Telekom	X									X		
29	DIRECTV							X					
30	Dish Network							X					
31	EarthLink				X								
32	Emirates Telecom	X											
33	Equinix					X							
34	Fairpoint			X									
35	France Telecom	X									X		
36	Frontier Comm			X									
37	General Comm			X									
38	Global Crossing				X								
39	Globalstar								X				
40	GTL Infrastructure												X
41	Hellenic Telecom	X											
42	Iliad				X								
43	Inmarsat								X				
44	Internap				X	X							
45	Interxion					X							
46	KDDI										X		
47	Leap Wireless											X	
48	Level 3 Comm				X								
49	Liberty Global							X					
50	Loral								X				

SagePoint Telecom Services 100 Universe – Continued

		Market Segment											
		LEC/ICP - Intl	LEC/ICP - National	LEC/ICP - Regional	Data Access & Transport	Hosting & Data Center	VoIP Specialty	Cable & Satellite TV	Satellite Voice & Data	Wireless - Intl Emerging	Wireless - Intl Developed	Wireless - US	Wireless Towers
51	Maroc Telecom									X			
52	MetroPCS											X	
53	Mobile Telecom									X			
54	Mobile Telesystems									X			
55	MTN Group									X			
56	NTELOS											X	
57	NTT	X											
58	NTT DoCoMo										X		
59	PAETEC			X									
60	Peer 1 Network					X							
61	Perusahaan Telekom									X			
62	Primus Telecom						X						
63	Qatar Telecom												
64	Rackspace					X							
65	Reliance									X			
66	Rogers							X			X		
67	Royal KPN										X		
68	Saudi Telecom									X			
69	SAVVIS					X							
70	SBA Comm												X
71	SES								X				
72	Shaw Comm							X					
73	Shenandoah											X	
74	Singapore Telecom									X			
75	SOFTBANK										X		

		Market Segment											
		LEC/ICP - Intl	LEC/ICP - National	LEC/ICP - Regional	Data Access & Transport	Hosting & Data Center	VoIP Specialty	Cable & Satellite TV	Satellite Voice & Data	Wireless - Intl Emerging	Wireless - Intl Developed	Wireless - US	Wireless Towers
76	Sprint Nextel											X	
77	Swisscom	X											
78	Telanetix						X						
79	Tele Norte	X											
80	Telecity					X							
81	Telecom Italia	X									X		
82	Telefonica										X		
83	Telenor									X			
84	TeliaSonera										X		
85	Telmex	X											
86	Telstra	X											
87	TELUS	X											
88	Time Warner Cable							X					
89	Tiscali				X								
90	TowerStream											X	
91	Tulip Telecom				X								
92	tw telecom			X									
93	United Internet					X							
94	US Cellular											X	
95	Verizon		X									X	
96	ViaSat								X				
97	Vodafone										X		
98	Vonage						X						
99	Web.com					X							
100	Windstream			X									

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SagePoint's Viewpoint - Key Takeaways

- Telecom Services is up 1.9% since the beginning of Q1, managing a gain while the SagePoint 400 and NASDAQ fell but underperforming the DJIA
  - Telecom Services has outperformed all the indices over the past twelve months, up 15.3%
  - Telecom Services was not hit as hard during the downturn and so hasn't seen the dramatic recovery since March '09 lows the other indices show
  - Over the past five years Telecom Services has slightly underperformed the SagePoint 400 and NASDAQ but has more than doubled the returns of the DJIA
- The median LTM revenue multiple rose to 2.3x, matching its three year high set in Q2'08
  - Median NTM revenue multiples stands at 2x, though multiples by segment are quite scattered
- Median EBITDA multiples continued to rebound, matching a three year high of 7.0x
- Telecom Services 100 posted a median of 12.7% revenue growth in Q1 as operators continue to drive stronger growth following the meltdown
  - Telecom Services revenue growth is expected to continue, though at a slower 9.5% over the next twelve months
- Telecom Services 100 median EBITDA growth continued at a healthy 7.9%, though down from Q4's 9.8% growth
  - EBITDA growth is expected to accelerate to 13.3% median growth over the next twelve months with most segments expecting double digit EBITDA growth

SagePoint's Viewpoint - Key Takeaways Continued

- 86% of service providers met or beat revenue estimates and 68.3% met or beat EBITDA
  - Beats slightly outnumbered misses for revenue with Loral's 15% miss the only big surprise
  - For EBITDA, misses slightly outnumbered misses
- Gross margins fell in Q1 but reduced opex as a % of sales drove improved profit margins
  - Gross margins fell to 56.3% after hitting their three year high of 57.7% in Q4
  - Adjusted Opex decreased to 21.2% setting a new three year low, down 3% from last quarter
  - Median EBITDA margins increased slightly to 32.4%, remaining at the low end of the historical range
  - D&A as a % of Sales increased to its second highest level in the past three years
  - CapEx as a % of Sales jumped in Q1 despite 12.7% revenue growth as operators invest to drive growth
- Continued market rally has improved leverage levels
  - Median Net Debt as a percent of Market Value has fallen to its lowest level since Q2'08 as market values improve despite a slight increase in aggregate Net Debt
  - Median Net Debt/EBITDA increased slightly despite increased EBITDA on increased net debt
- Telecom Services M&A dollar volume more than doubled, driven by the $39B telco megamerger of AT&T and T-Mobile (the largest telco deal in five years) and $17B consolidation of Telefonica's Telesp and Vivo subsidiaries
  - Six other $1B+ transaction occurred with EchoStar/ Hughes ($2.1B), Philippine Long Distance/Digital Telecommunications Phil ($2B), Verizon/Terremark ($1.9B), Dish Network/DBSD North America ($1.4B), ESU/Ukrtelecom ($1.3B) and Rostelecom-Center, Uralsvyazinform and North-West Telecom/National Telecommunications Group ($1.1B)
  - SagePoint expects deal activity to continue at a strong pace throughout 2011

SagePoint Telecom Services 100 Index Performance

- Telecom Services is up 1.9% since the beginning of Q1, managing a gain while the SagePoint 400 and NASDAQ fell but underperforming the DJIA
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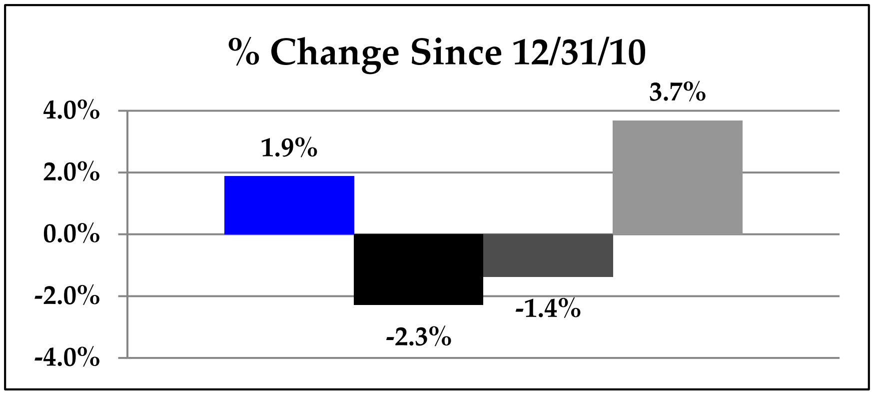

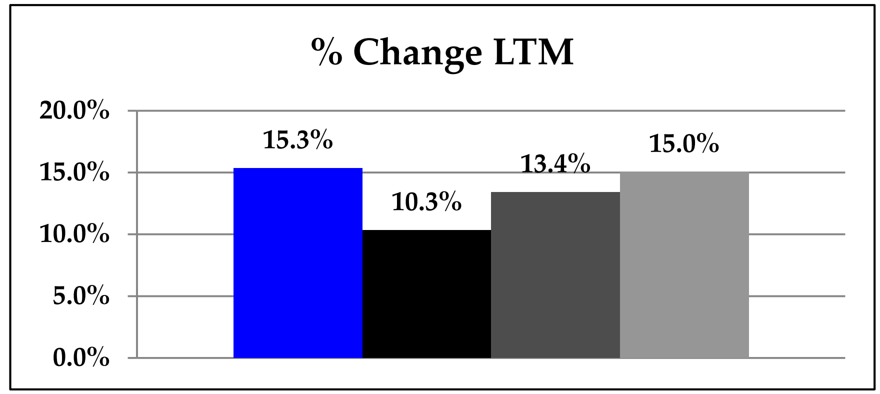

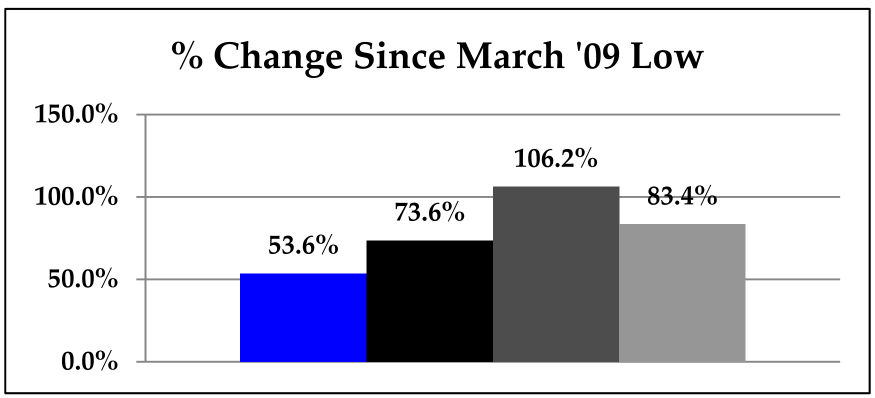

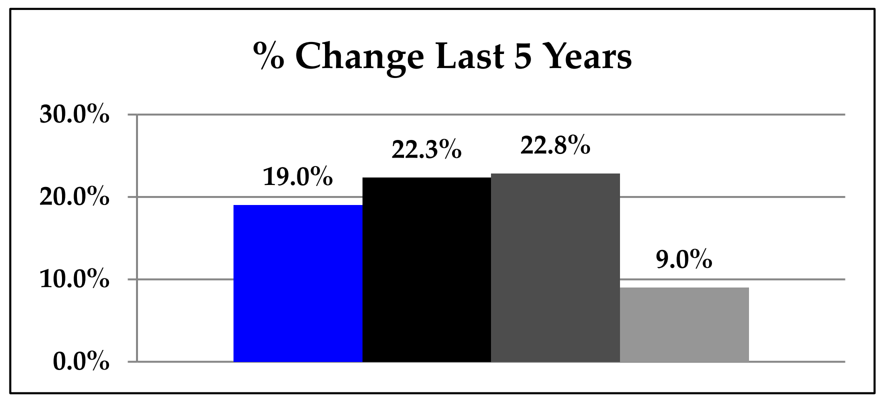

Telecom Services 100* | SagePoint 400 Index* | NASDAQ | DJIA

* Market Value weighted index

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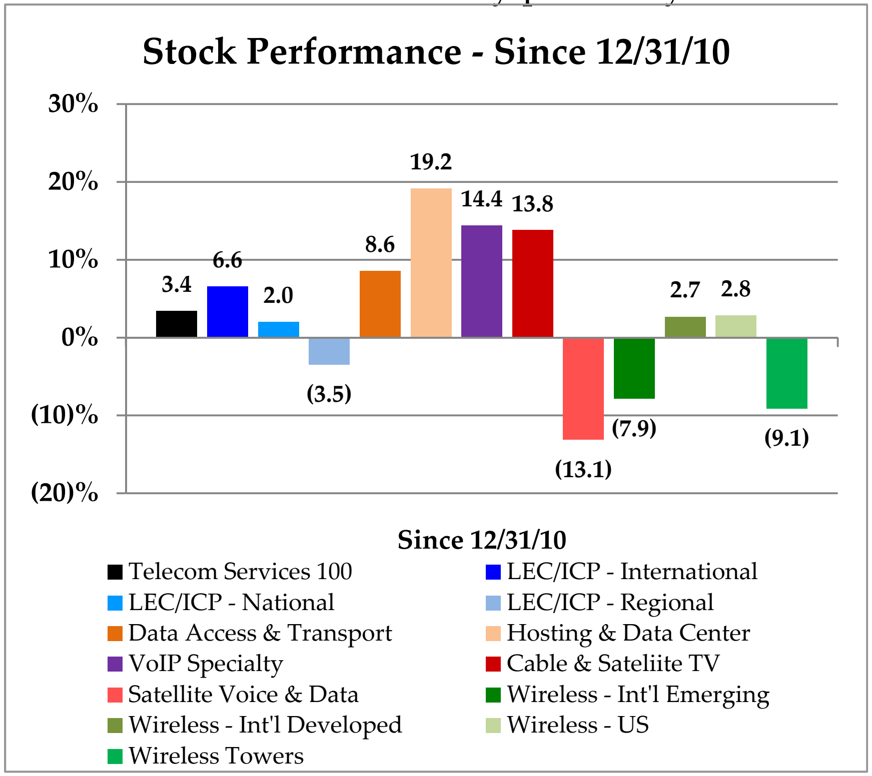
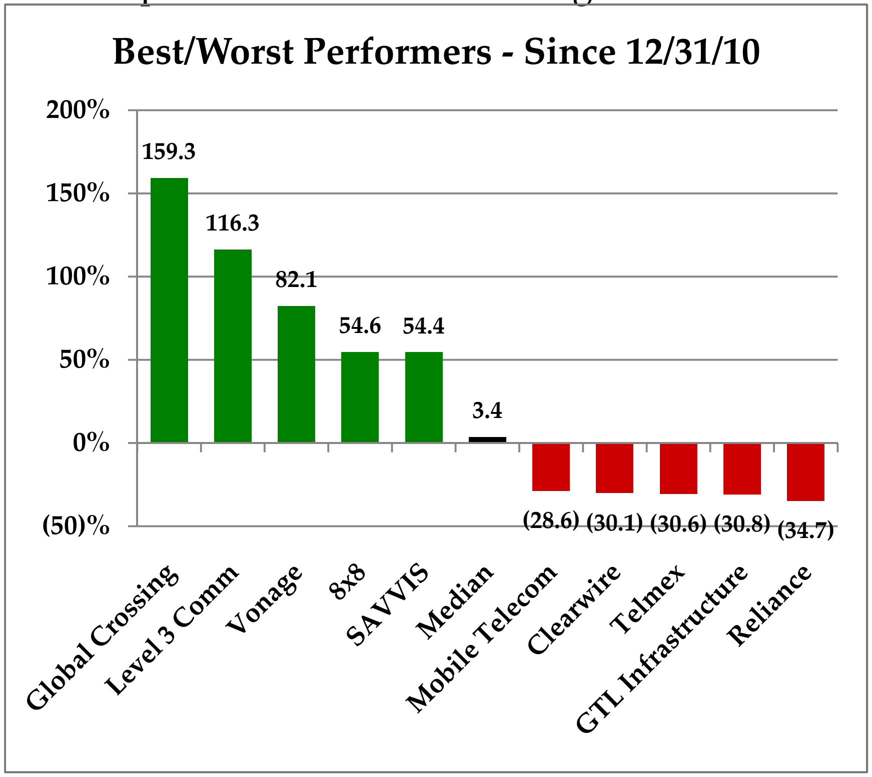
Stock Performance Since Beginning of Q1

- The SagePoint Telecom Services 100 managed a median gain of 3.4% during a rocky few months
  - Hosting & Data Center led gains again, up 19%, with strong growth in traffic expected with all companies posting double digit gains since the start of Q1, led by SAVVIS at 54%
  - VoIP Specialty also achieved double digit gains with Vonage and 8x8 leading the way
  - Cable & Wireless was the only other segment in double digits with Charter and Dish up 40%+
  - Satellite Voice & Data was the biggest loser with Wireless Towers, Intl Emerging Wireless and Regional LEC/ICP also down
  - The market reacted very positively to Level 3's proposed acquisition of Global Crossing



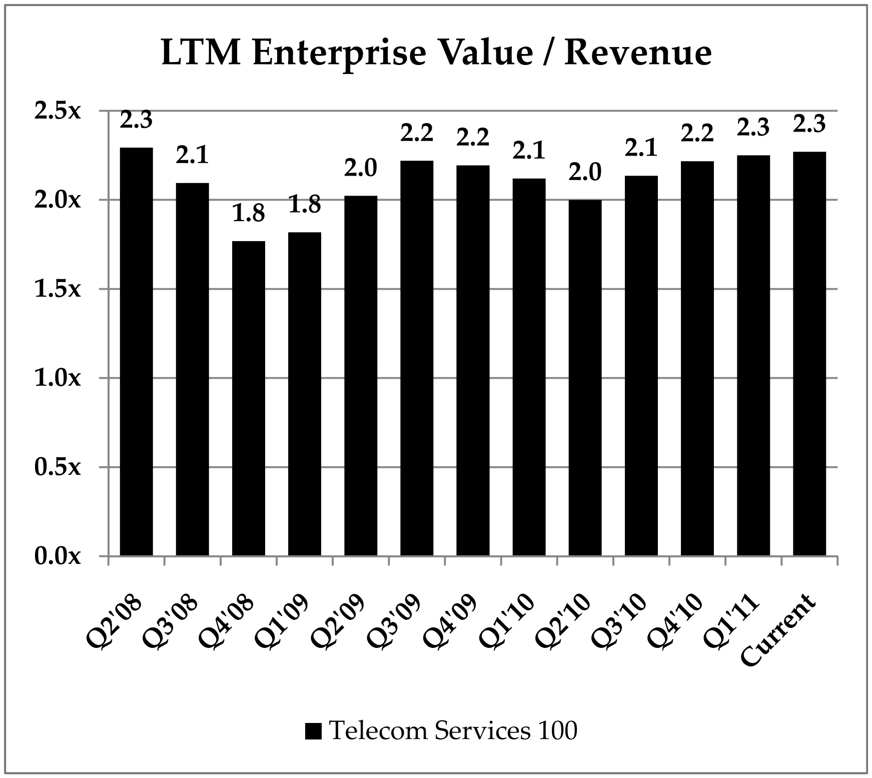
Source: SagePoint Advisors & Capital IQ



Source: SagePoint Advisors & Capital IQ

Valuation Metrics – LTM Revenue Multiples

- The median revenue multiple rose to 2.3x, matching its three year high set in Q2'08
  - Globalstar is expecting strong growth as it rapidly adds new subscribers and launches its second generation satellite network
  - The Wireless Tower companies command a premium due to very high operating leverage
  - TowerStream projects strong revenue growth and is expected to deliver huge earnings increases
- 10 of the Telecom Services 100 trade at or below 1x LTM revenue



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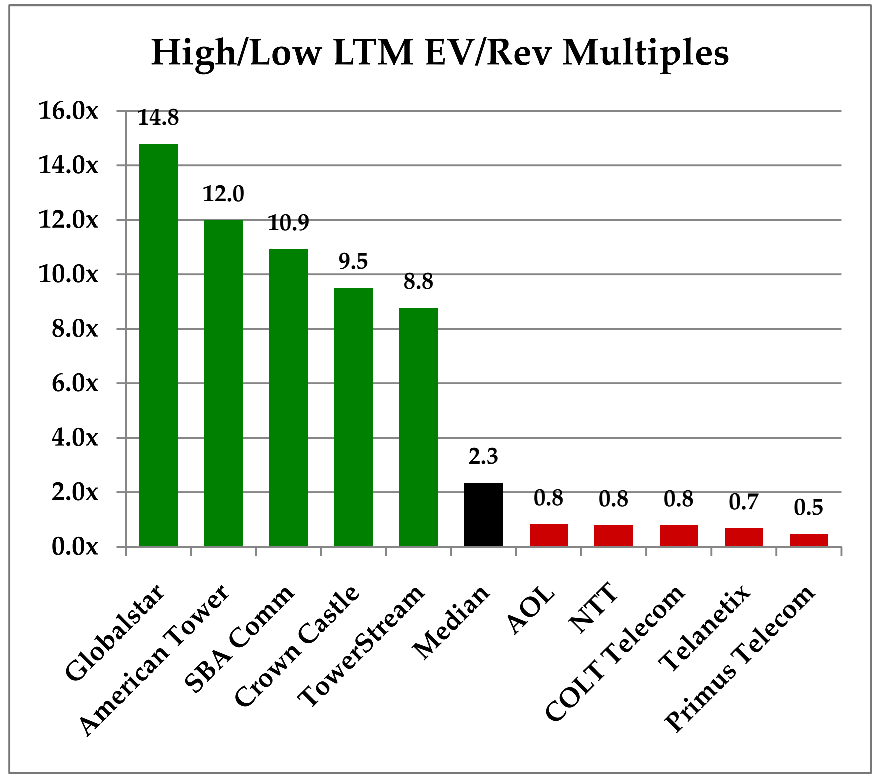
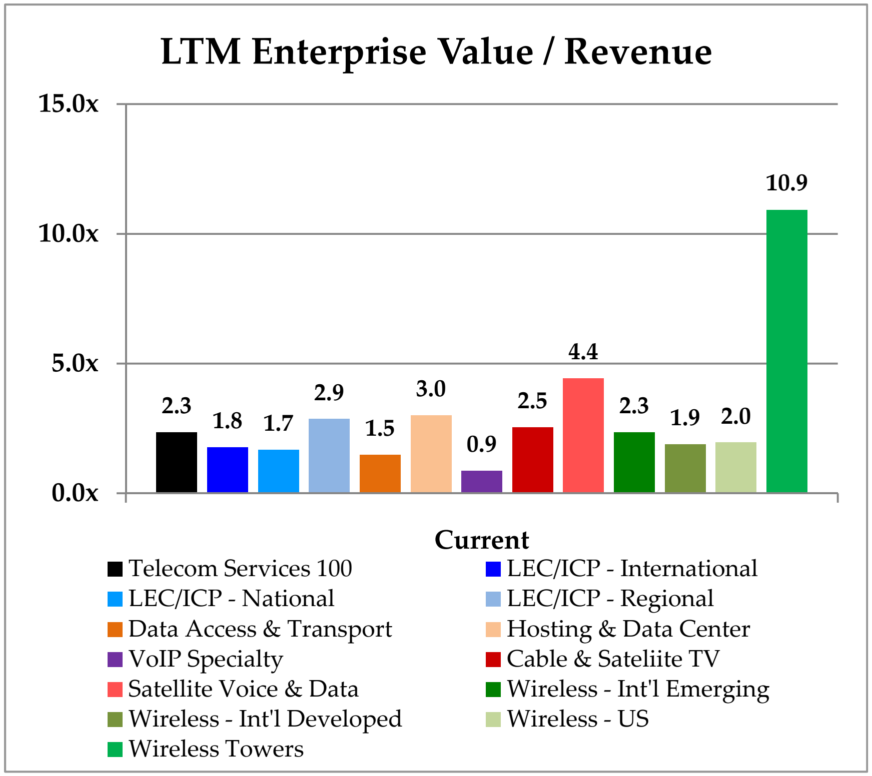


Source: SagePoint Advisors & Capital IQ

Valuation Metrics – Revenue Multiples By Segment

- NTM median EV/Revenue multiple is 2x, though multiples by segment are quite scattered
  - Wireless Tower companies trade at a median of 9.5x NTM revenues due to high EBITDA margins, though their multiples have come down recently on lower growth expectations
  - Satellite Voice & Data, Hosting & Data Center, Regional LEC/ICP and Cable & Satellite TV trade at premium multiples of 2.3-3.8x with Intl Emerging Wireless also beating the median at 2.1x
  - VoIP Specialty remains the lowest median LTM revenue multiple due to relatively weak expected growth coupled with weak margins for 3 of the 5 players



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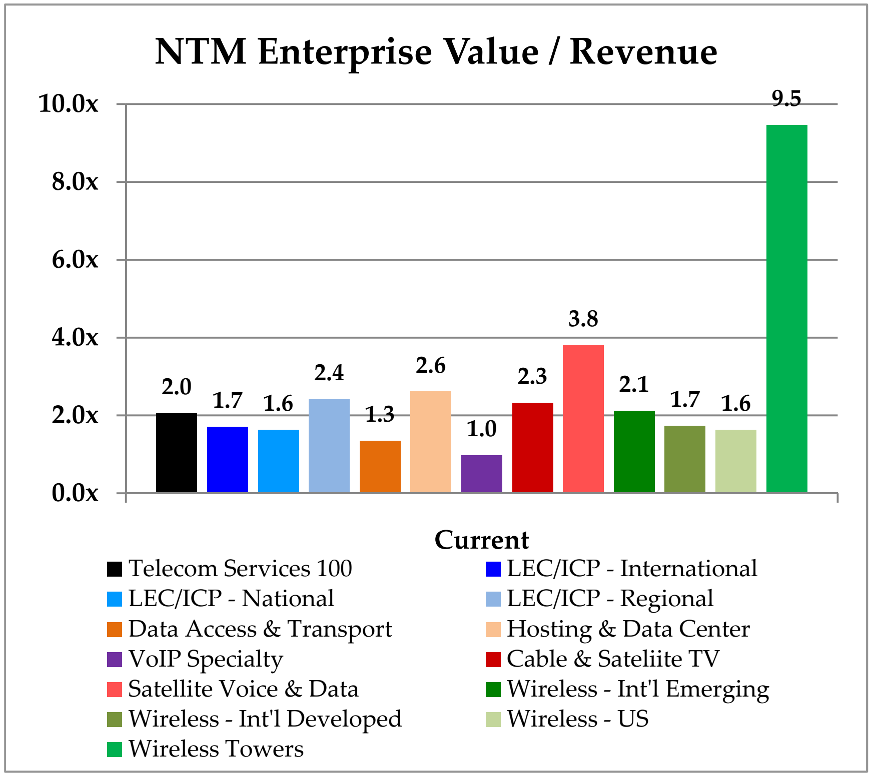
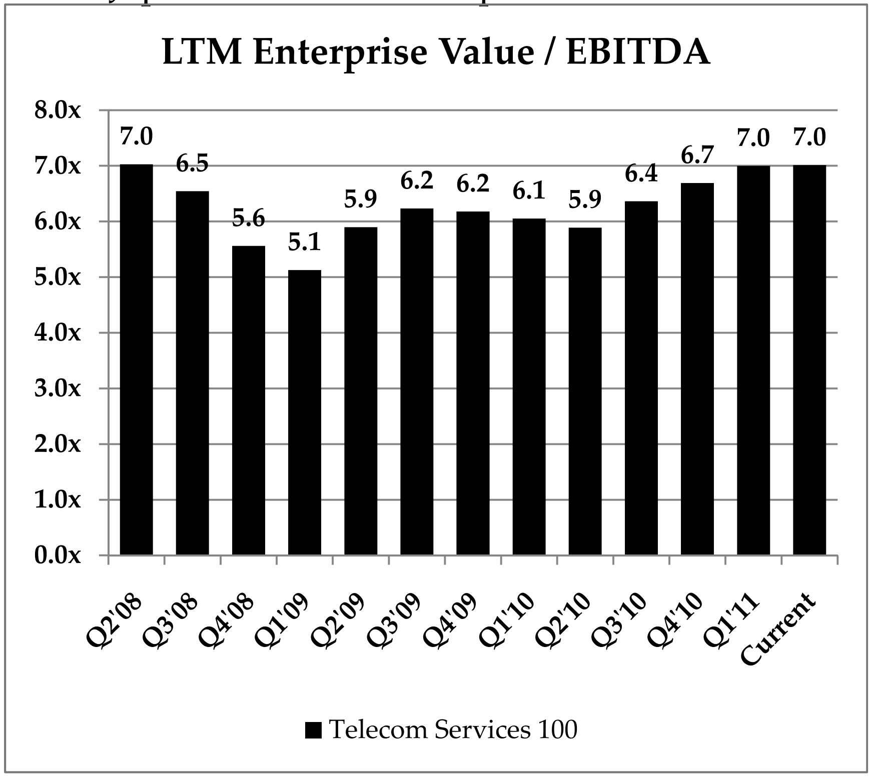


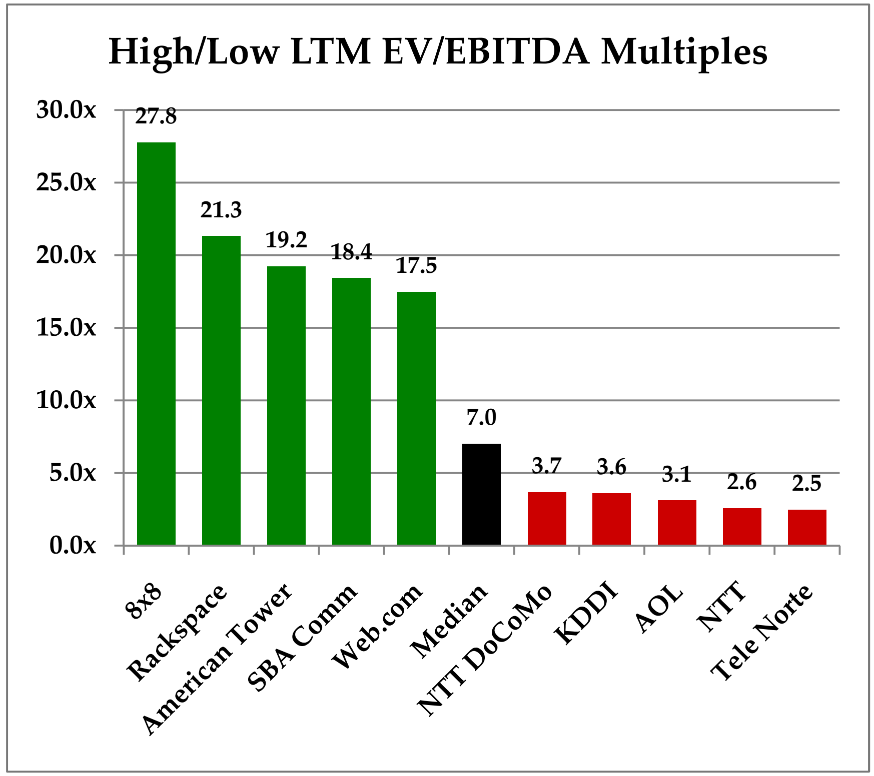
Source: SagePoint Advisors & Capital IQ

Valuation Metrics – LTM EBITDA Multiples

- Median EBITDA multiples continued to rebound, matching a three year high of 7.0x
  - 8x8 expects EBITDA growth of nearly 60% on improving gross margins and opex savings
  - Rackspace expects to generate 50+% EBITDA growth, driven by 25%+ revenue growth while Web.com is expecting 100% EBITDA growth on 35%+ revenue growth
  - American Tower & SBA trade at premium EBITDA multiples on strong, stable cash flows
  - International LEC/ICP trades at a median of just 4.8x EBITDA with Tele Norte and NTT the weakest in the segment at less than 3x EBITDA
  - Japanese wireless companies KDDI and NTT DoCoMo both trade at under 4x



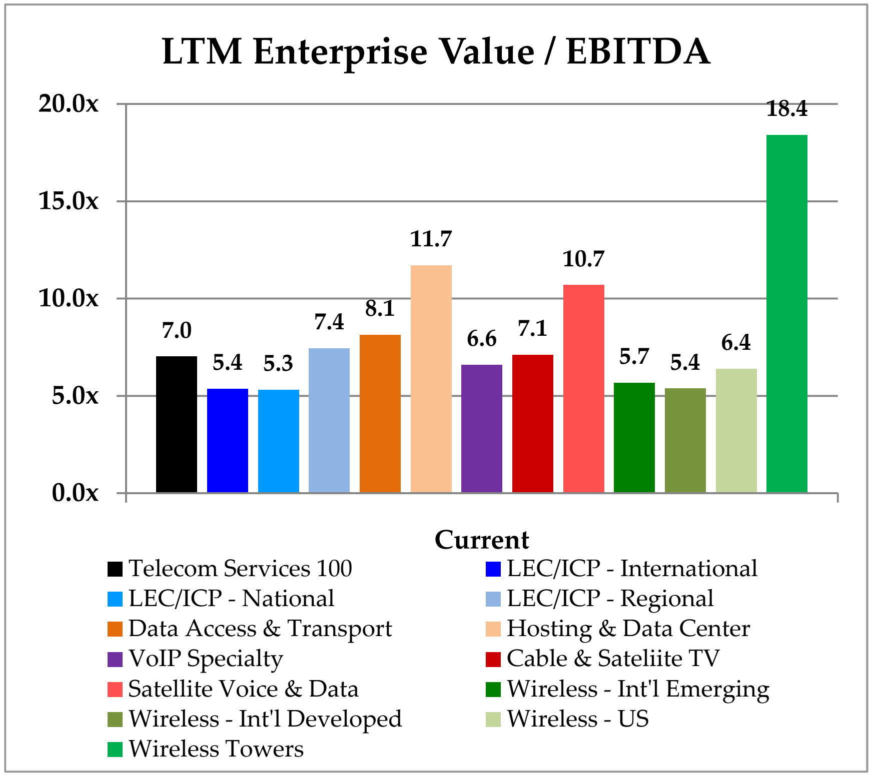
Source: SagePoint Advisors & Capital IQ
Note: Excludes companies with an LTM EBITDA margin below 5%



Source: SagePoint Advisors & Capital IQ
Note: Excludes companies with an LTM EBITDA margin below 5%

Valuation Metrics – EBITDA Multiples By Segment

- Wireless Tower trades at a premium median multiple due to strong, stable cash flows
- Hosting & Data Center benefits from good positioning for the much hyped move to the cloud while Data Access & Transport players with less specialized offerings don't receive the same premium despite strong growth prospects from increased traffic
- Satellite Voice & Data premium based on expectations of future earnings as the model scales
- 75% of the segments trade at in a tight range of 4.8-6.9x NTM EBITDA
  - Most carriers' multiples lag on weak growth prospects aside from expansion into emerging markets which generally come through increasingly competitive and costly acquisitions



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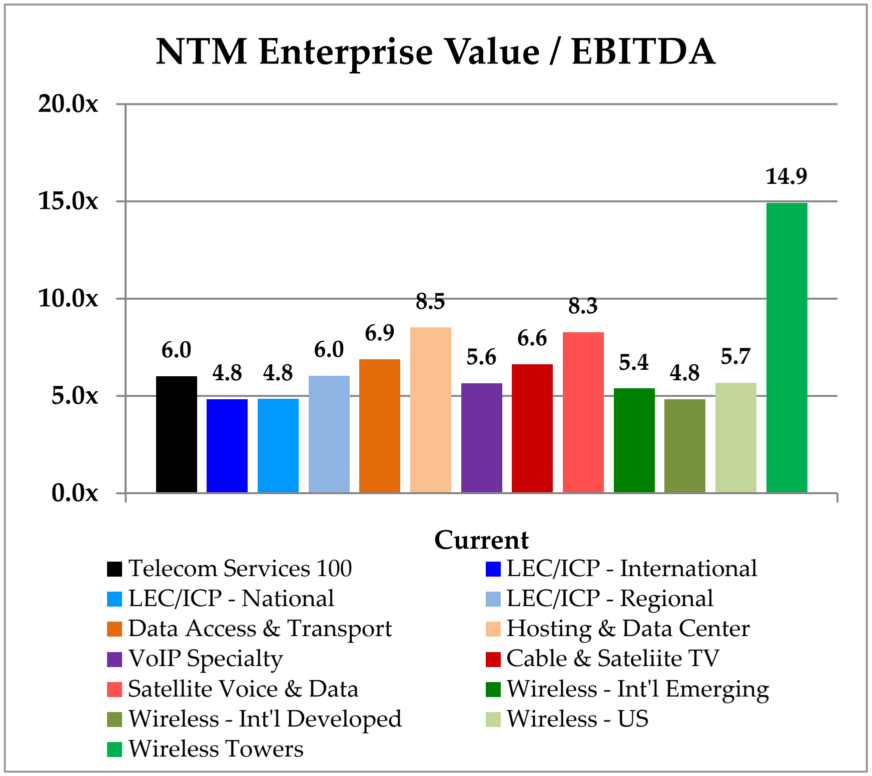

Source: SagePoint Advisors & Capital IQ
Note: Excludes companies with a NTM EBITDA margin below 5%

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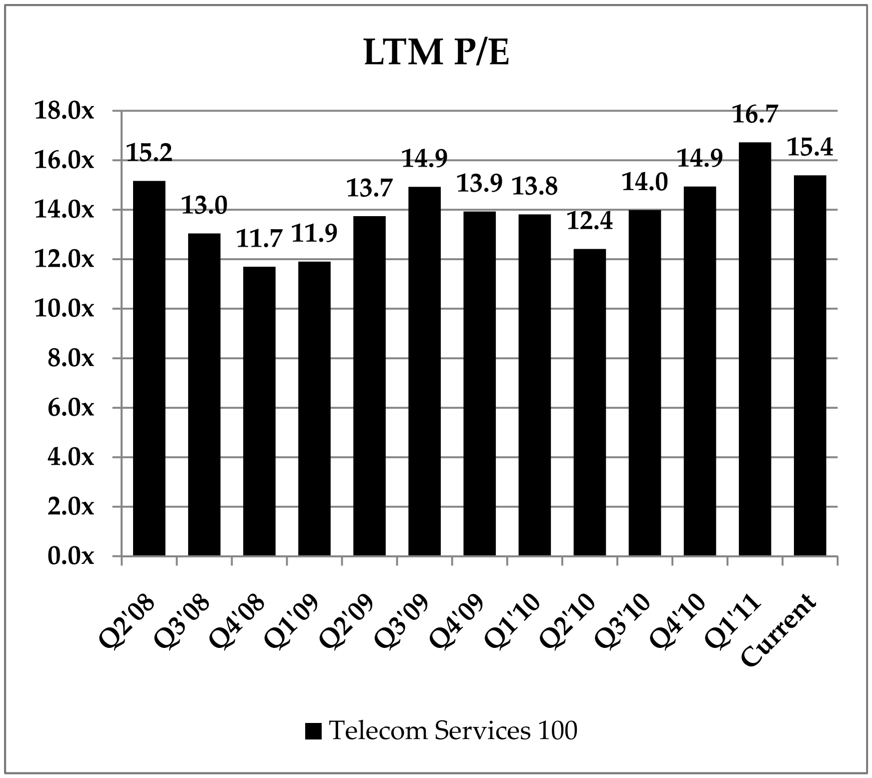
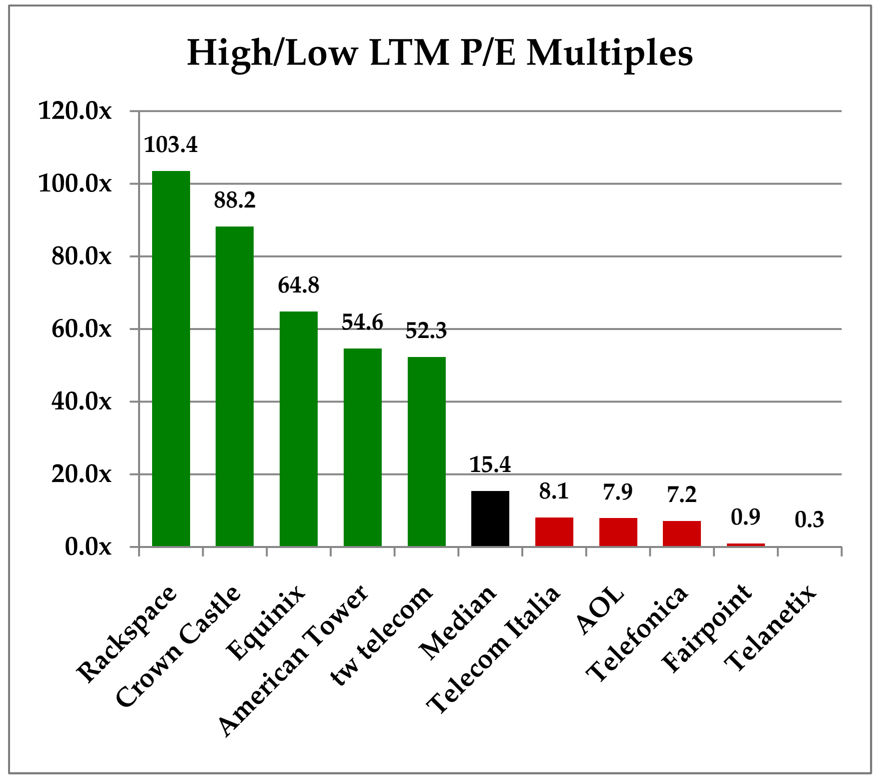
Valuation Metrics – LTM P/E Multiples

- Median P/E multiples have fallen to 15.4x after reaching a 3 year high of 16.7x to end Q1
- Rackspace, Crown Castle, Equinix, American Tower and tw telecom have very high P/E multiples but are really valued on EBITDA multiples due to high depreciation and/or interest expenses
- 14 vendors trading at P/Es below 10x are generally projecting flat or contracting EPS



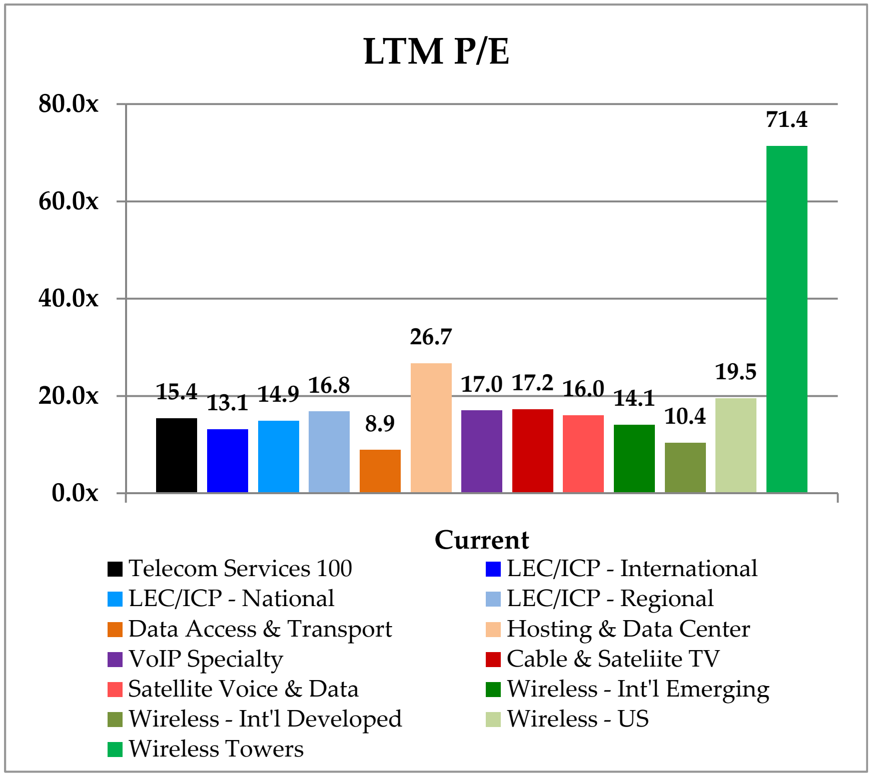
Source: SagePoint Advisors & Capital IQ
Note: Excludes companies with an LTM net margin below 2.5%



Source: SagePoint Advisors & Capital IQ
Note: Excludes companies with an LTM net margin below 2.5%

Valuation Metrics – P/E Multiples By Segment

- Wireless Towers command large median P/E multiples, though are really valued on EBITDA with high depreciation and interest expense resulting in the huge P/E multiples
- Hosting & Data Center commands lofty multiples as the segment projects strong EPS growth
- Other segments in Telecom Services primarily trade in the 12-16.5x NTM P/E range
- Regional LEC/ICP, Data Access & Transport and Hosting & Data Center NTM higher than LTM as some companies expected to achieve profitability are excluded from LTM



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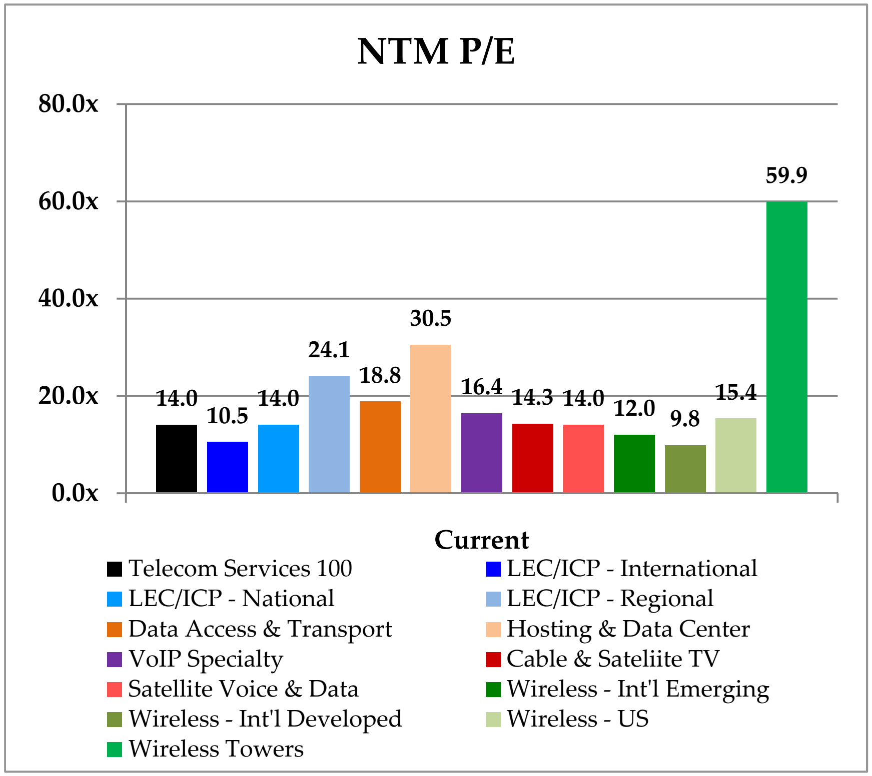
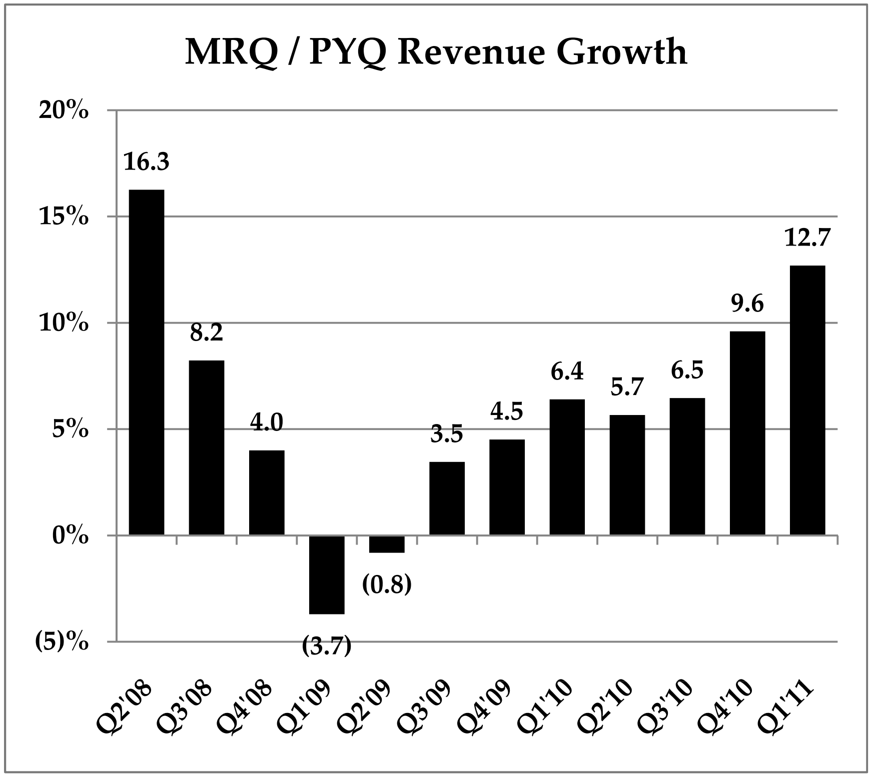


Source: SagePoint Advisors & Capital IQ

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

Operating Metrics – Revenue Growth

- Telecom Services 100 posted a median of 12.7% revenue growth in Q1 as operators continue to drive stronger growth following the meltdown
  - Atlantic Tele, Frontier Comm and Bharti Airtel growth driven by acquisitions of Alltel, Verizon Wireless Assets and Zain Africa, respectively
  - Clearwire's strong revenue growth due to continued roll out of its WiMax service
  - AOL revenues drop as the company fights declining legacy business and sheds non-core assets as it continues to execute on its turnaround



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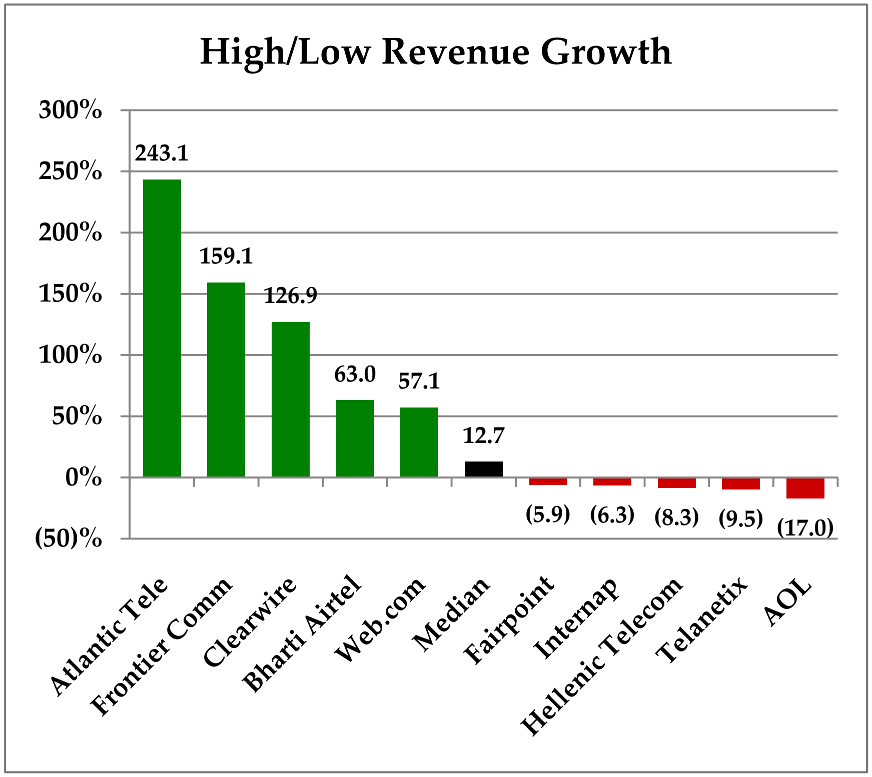

Source: SagePoint Advisors & Capital IQ

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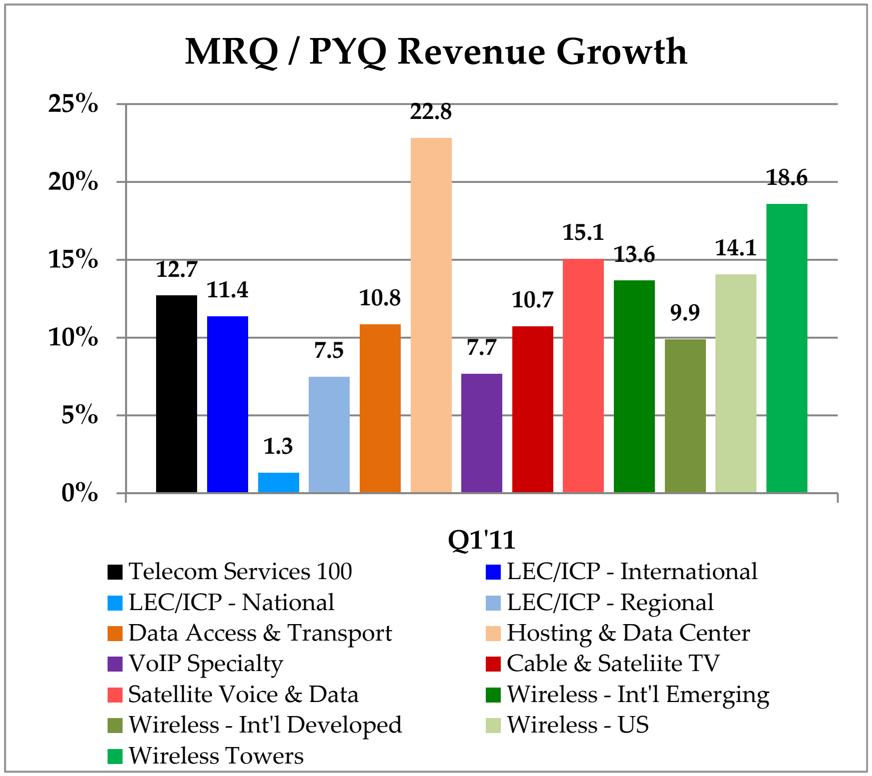
Operating Metrics – Revenue Growth by Segment

- Telecom Services revenue growth is expected to continue, though at a slower 9.5% over the next twelve months
- Hosting & Data Center led MRQ/PYQ growth and is expected to post 20% growth NTM
- Satellite Voice & Data, Wireless Towers, US Wireless, Data Access & Transport and Intl Emerging Wireless expect double digit growth to continue over the next twelve months
- National LEC/ICP and VoIP Specialty expect weak growth of less than 5% growth NTM



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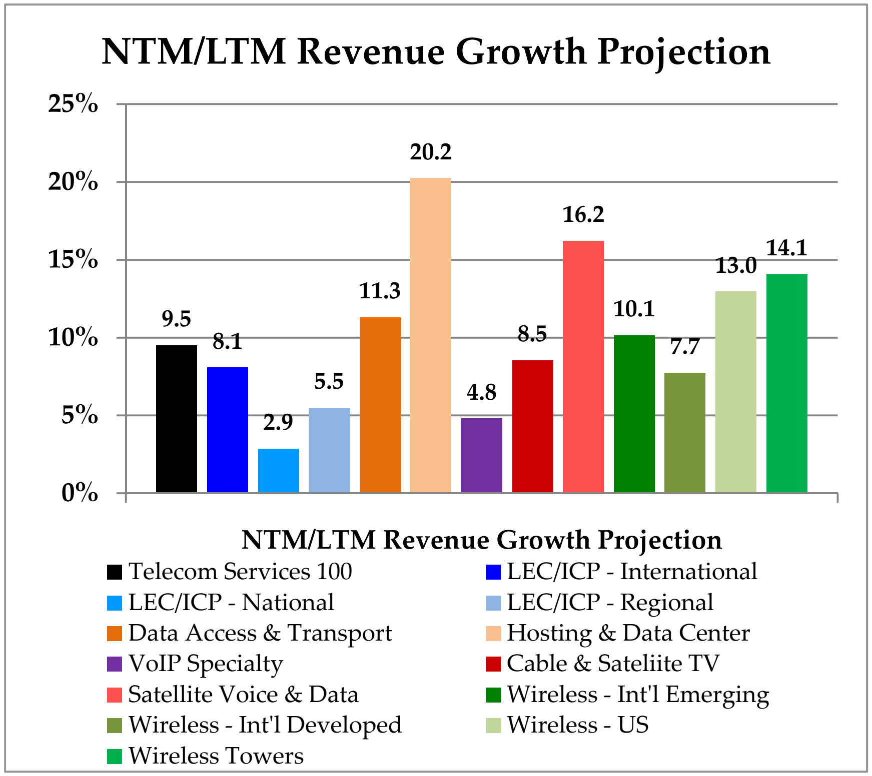
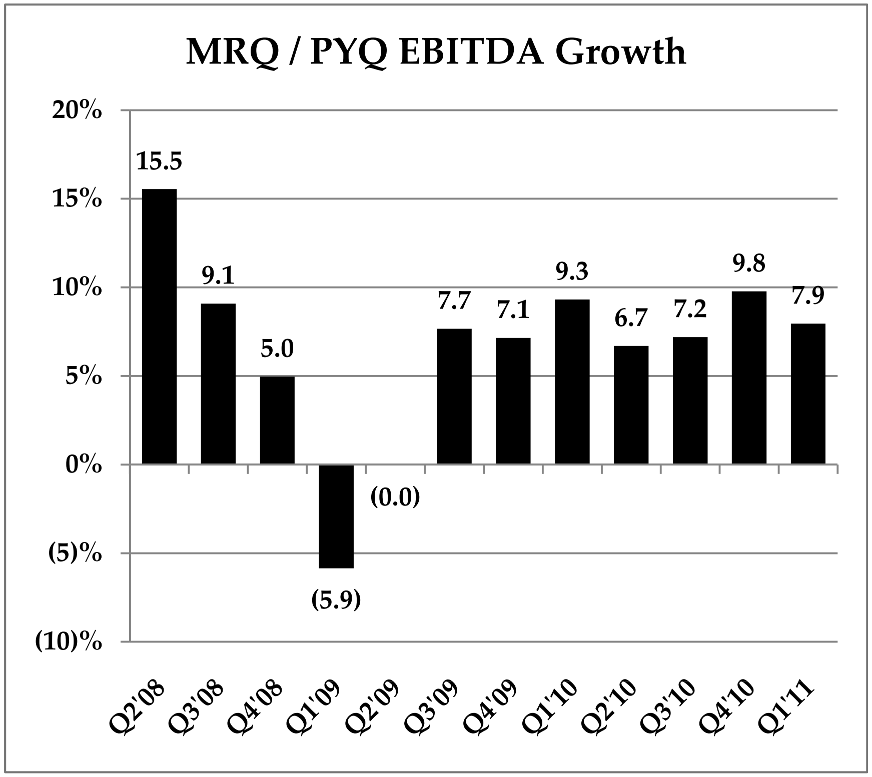


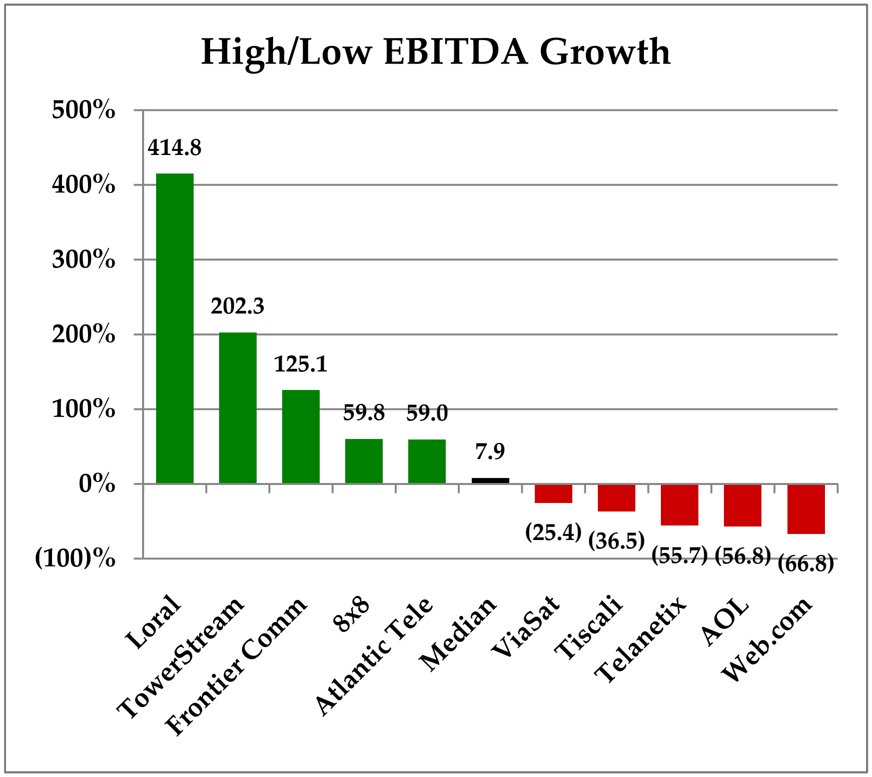
Source: SagePoint Advisors & Capital IQ

Operating Metrics – EBITDA Growth

- Telecom Services 100 median EBITDA growth continued at a healthy 7.9%, though down from Q4's 9.8% growth
  - Loral's 20%+ revenue growth combined with gross margin improvements and opex reduction drove huge EBITDA growth
  - TowerStream's 40% revenue growth drove improved scale in their model with further growth expected
  - Frontier Comm growth driven by Verizon Wireless Assets acquisition
  - Web.com EBITDA fell 67% despite 57% revenue growth due to a fair value adjustment on acquired deferred revenue



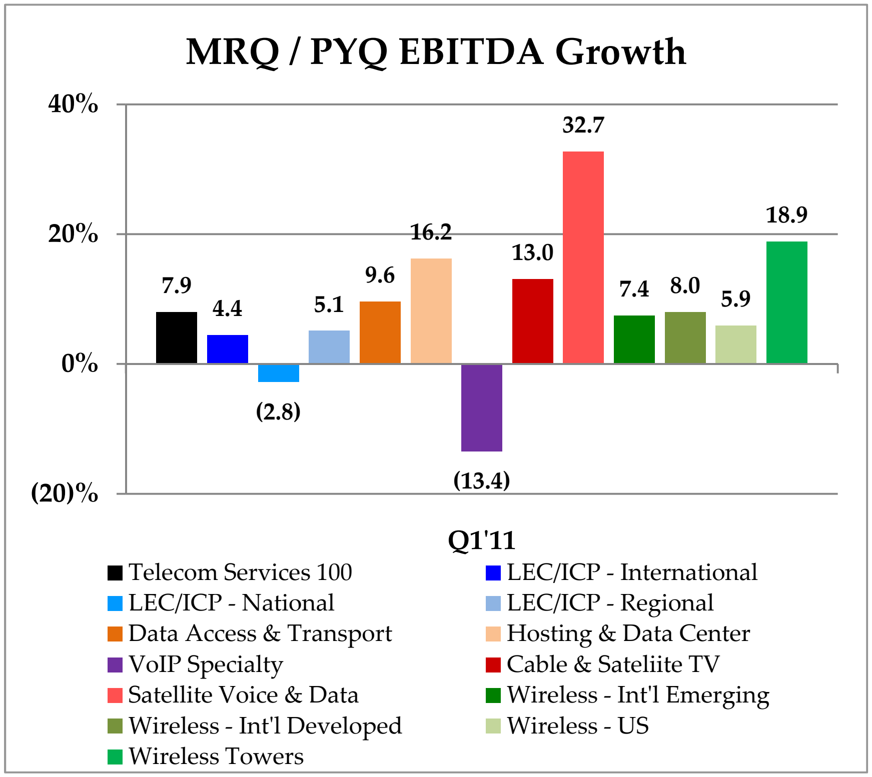
Source: SagePoint Advisors & Capital IQ
Note: Excludes companies with a EBITDA margin between -2% and 2% in the PYQ



Source: SagePoint Advisors & Capital IQ
Note: Excludes companies with a EBITDA margin between -2% and 2% in the PYQ

Operating Metrics – EBITDA Growth by Segment

- EBITDA growth is expected to accelerate to 13.3% median growth over the next twelve months with most segments expecting double digit EBITDA growth
  - Satellite Voice & Data led MRQ/PYQ growth with 23.6% growth expected NTM
  - Hosting & Data Center posted strong growth which is expected to accelerate to 33.5% NTM
  - Wireless Towers expects growth of just under 19% to continue at a steady rate
  - VoIP Specialty expects to reverse its 13.4% MRQ/PYQ EBITDA drop with 20% growth projected
  - Data Access & Transport and US Wireless expect strong growth of 17-18% NTM



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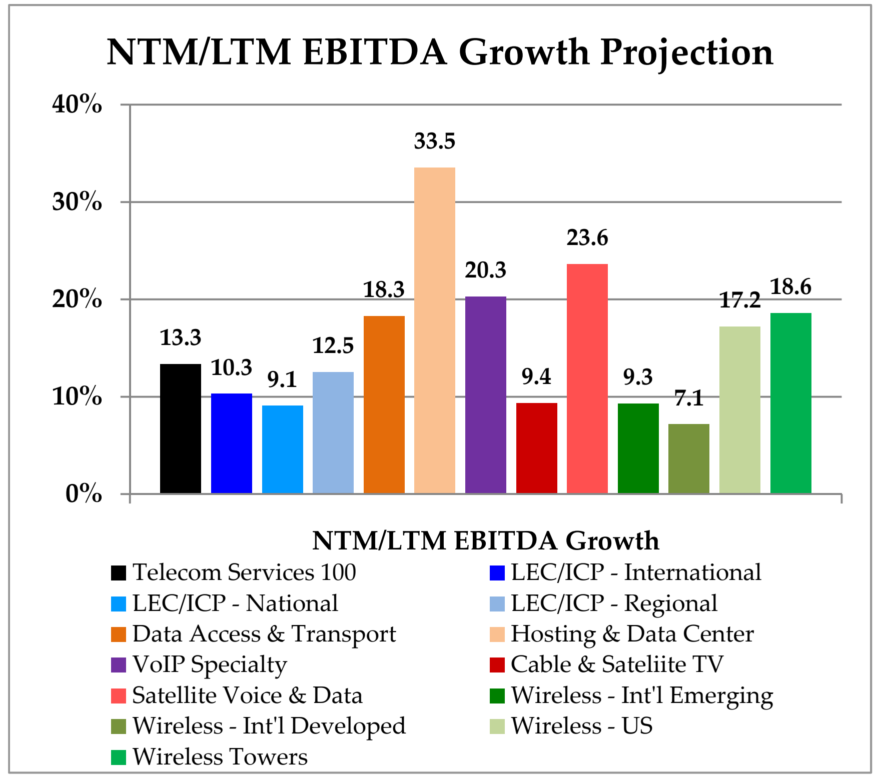

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Performance Versus Analyst Estimates

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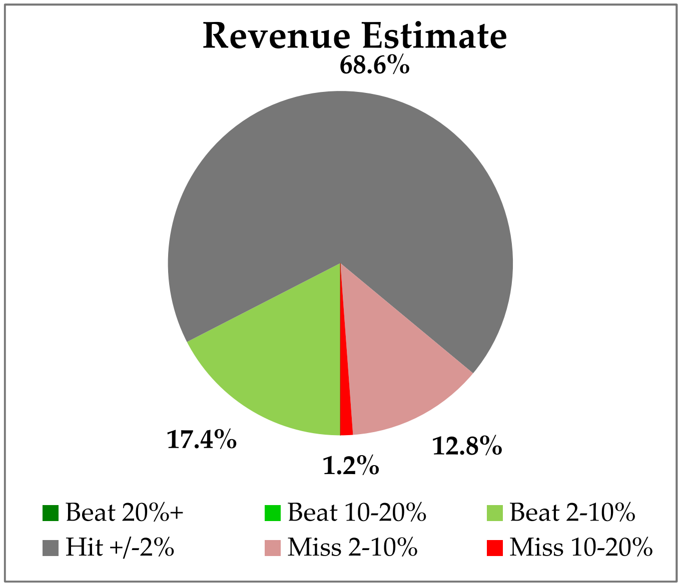
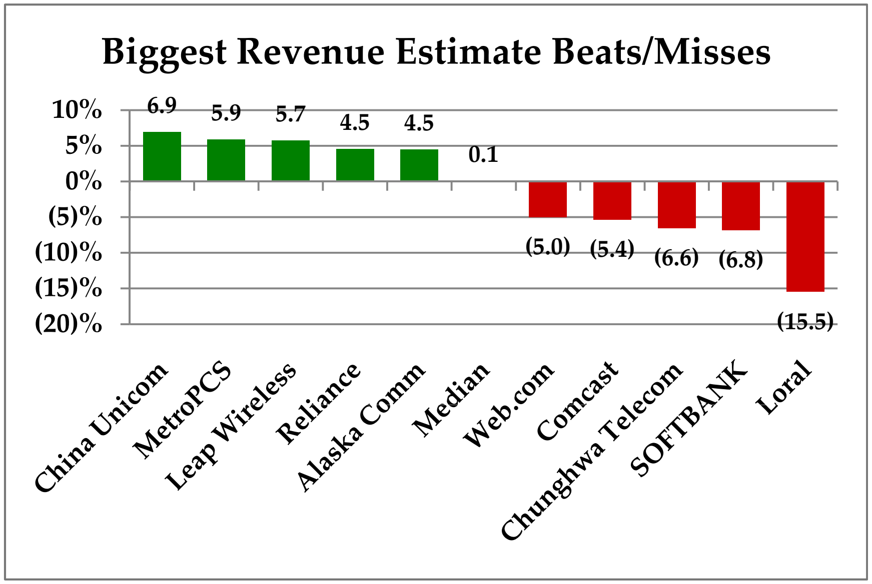
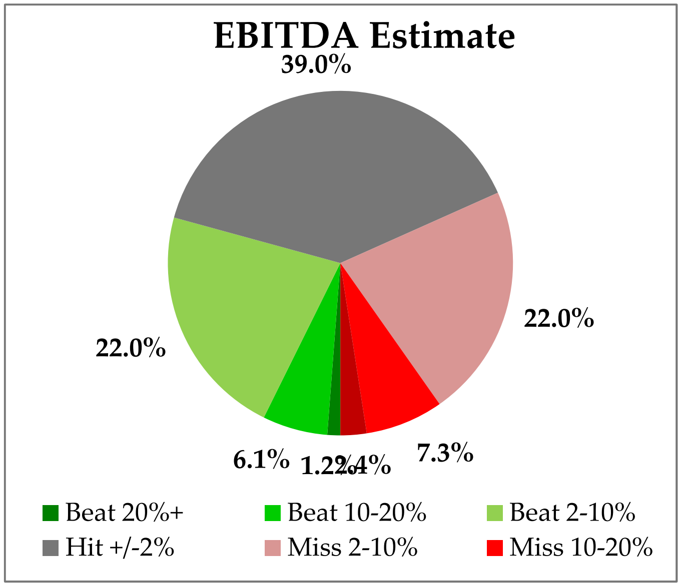
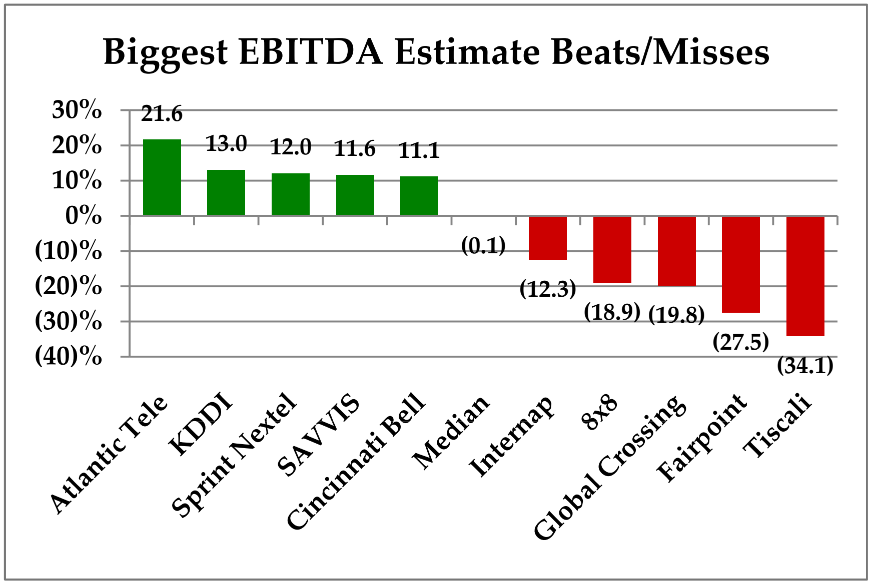




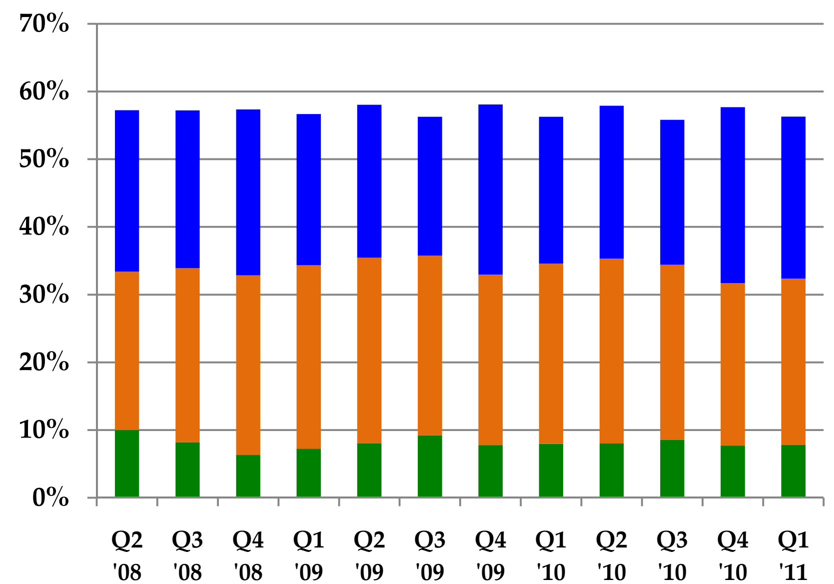




Quarterly Margin & Operating Expenses as a % of Sales Trends

- Gross margins fell in Q1 but reduced opex as a % of sales drove improved profit margins
  - Median gross margins fell to 56.3% after hitting their three year high of 57.7% in Q4
  - Adjusted Opex decreased to 21.2% setting a new three year low, down 3% from last quarter
  - Median EBITDA margins increased slightly to 32.4%, remaining towards the low end of the historical range
  - D&A as a % of Sales increased to its second highest level in the past three years

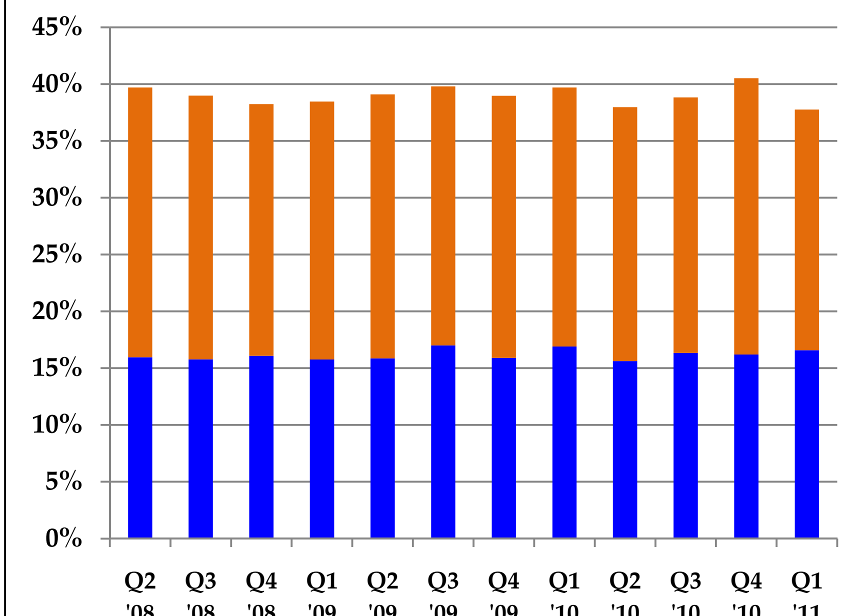
Quarterly Margins



	Q2 '08	Q3 '08	Q4 '08	Q1 '09	Q2 '09	Q3 '09	Q4 '09	Q1 '10	Q2 '10	Q3 '10	Q4 '10	Q1 '11
Gross	57.2%	57.2%	57.4%	56.7%	58.0%	56.3%	58.1%	56.3%	57.9%	55.8%	57.7%	56.3%
EBITDA	33.4%	33.9%	32.9%	34.3%	35.5%	35.8%	33.0%	34.6%	35.3%	34.4%	31.7%	32.4%
Net	10.0%	8.2%	6.3%	7.3%	8.1%	9.2%	7.8%	8.0%	8.0%	8.5%	7.7%	7.8%

Source: SagePoint Advisors & Capital IQ

Quarterly Operating Expenses as a % of Sales



	Q2 '08	Q3 '08	Q4 '08	Q1 '09	Q2 '09	Q3 '09	Q4 '09	Q1 '10	Q2 '10	Q3 '10	Q4 '10	Q1 '11
Adj Opex*	23.7%	23.2%	22.1%	22.7%	23.2%	22.8%	23.1%	22.8%	22.3%	22.5%	24.3%	21.2%
D&A	16.0%	15.8%	16.1%	15.8%	15.9%	17.0%	15.9%	16.9%	15.6%	16.3%	16.2%	16.6%

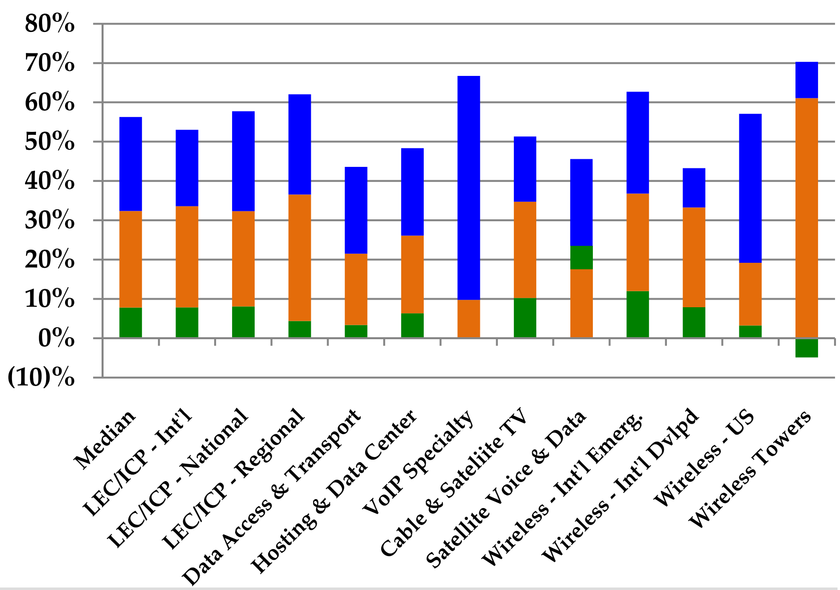
Source: SagePoint Advisors & Capital IQ

** Adjusted Opex is Operating Expenses less D&A and extraordinary items*

Margins & Operating Expenses as a % of Sales by Segment

- Wireless Towers' strong gross margins and low opex drive strong EBITDA margins, though high depreciation and interest expenses result in slightly negative net margin
- VoIP Specialty achieves low profit margins despite high gross margins due to high marketing costs
- International Emerging Wireless' high gross and profit margins, particularly in comparison to Intl Developed, show why larger carriers are aggressively acquiring in emerging regions

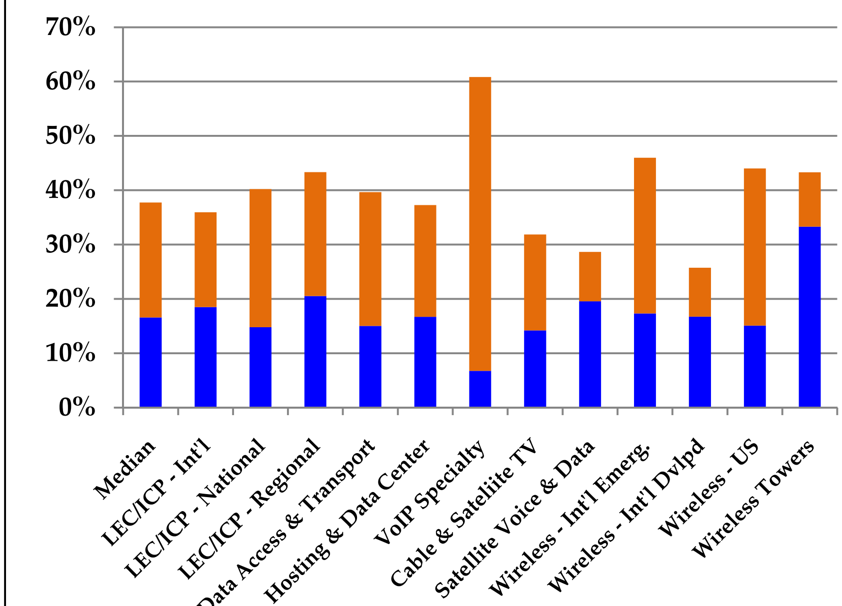
Margins by Segment



	Median	LEC/ICP - Int'l	LEC/ICP - National	LEC/ICP - Regional	Data Access & Transport	Hosting & Data Center	VoIP Specialty	Cable & Satellite TV	Satellite Voice & Data	Wireless - Int'l Emerg.	Wireless - Int'l Dvlpd	Wireless - US	Wireless Towers
Gross	56.3%	53.0%	57.8%	62.1%	43.6%	48.3%	66.7%	51.3%	45.6%	62.7%	43.3%	57.1%	70.3%
EBITDA	32.4%	33.6%	32.3%	36.6%	21.5%	26.1%	9.8%	34.7%	17.7%	36.8%	33.3%	19.2%	61.1%
Net	7.8%	7.9%	8.1%	4.4%	3.4%	6.4%	(0.1)%	10.3%	23.5%	12.0%	7.9%	3.3%	(4.9)%

Source: SagePoint Advisors & Capital IQ

Operating Expenses as a % of Sales by Segment



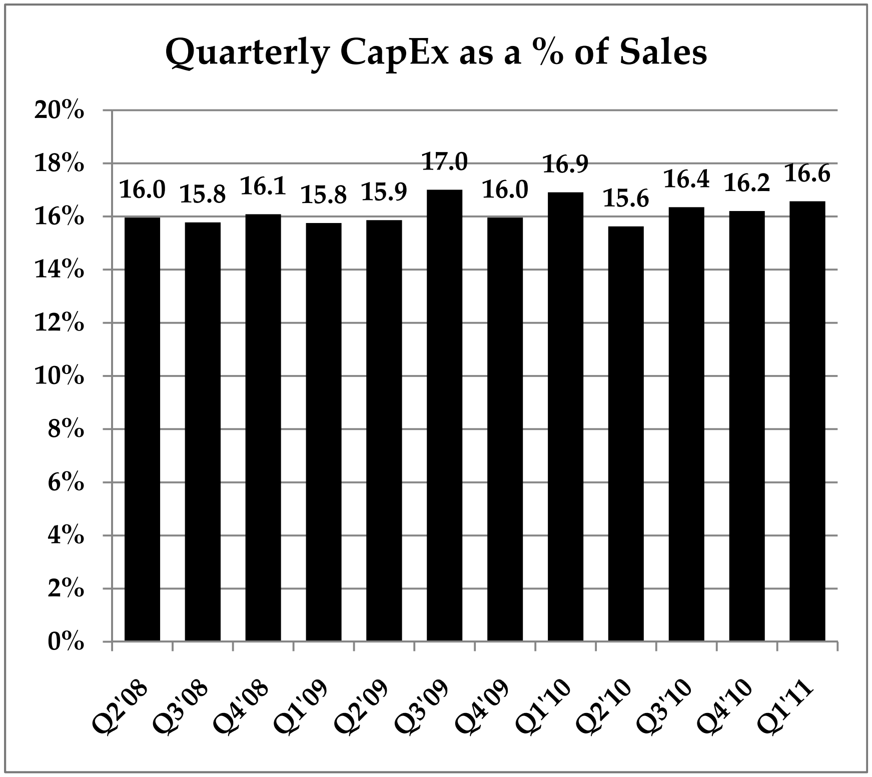
	Median	LEC/ICP - Int'l	LEC/ICP - National	LEC/ICP - Regional	Data Access & Transport	Hosting & Data Center	VoIP Specialty	Cable & Satellite TV	Satellite Voice & Data	Wireless - Int'l Emerg.	Wireless - Int'l Dvlpd	Wireless - US	Wireless Towers
Adj Opex*	21.2%	17.4%	25.4%	22.8%	24.6%	20.5%	54.1%	17.7%	9.1%	28.7%	9.0%	28.9%	10.0%
D&A	16.6%	18.5%	14.8%	20.5%	15.0%	16.7%	6.8%	14.2%	19.6%	17.3%	16.7%	15.1%	33.3%

Source: SagePoint Advisors & Capital IQ

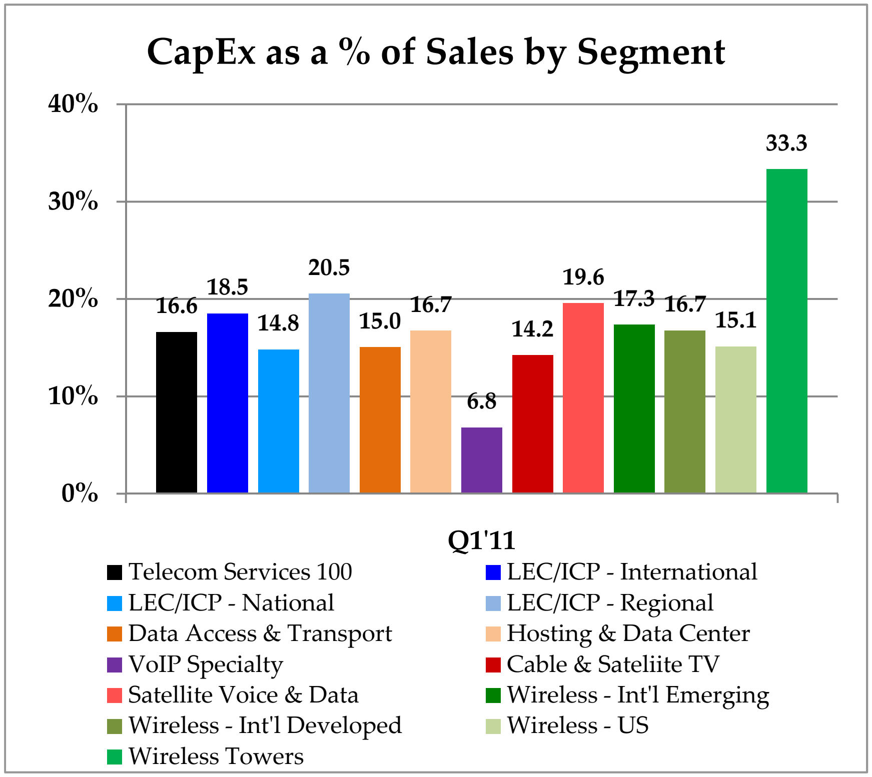
** Adjusted Opex is Operating Expenses less D&A and extraordinary items*

Capital Expenditures as a % of Sales

- CapEx as a % of Sales jumped in Q1 despite 12.7% revenue growth as companies invest in their businesses to drive future growth
- Wireless Tower's, not surprisingly, have the highest CapEx needs
- Regional LEC/ICP's smaller scale results in higher CapEx as a % of Sales
- VoIP Specialty's low CapEx requirements will help drive cash flow as the model scales



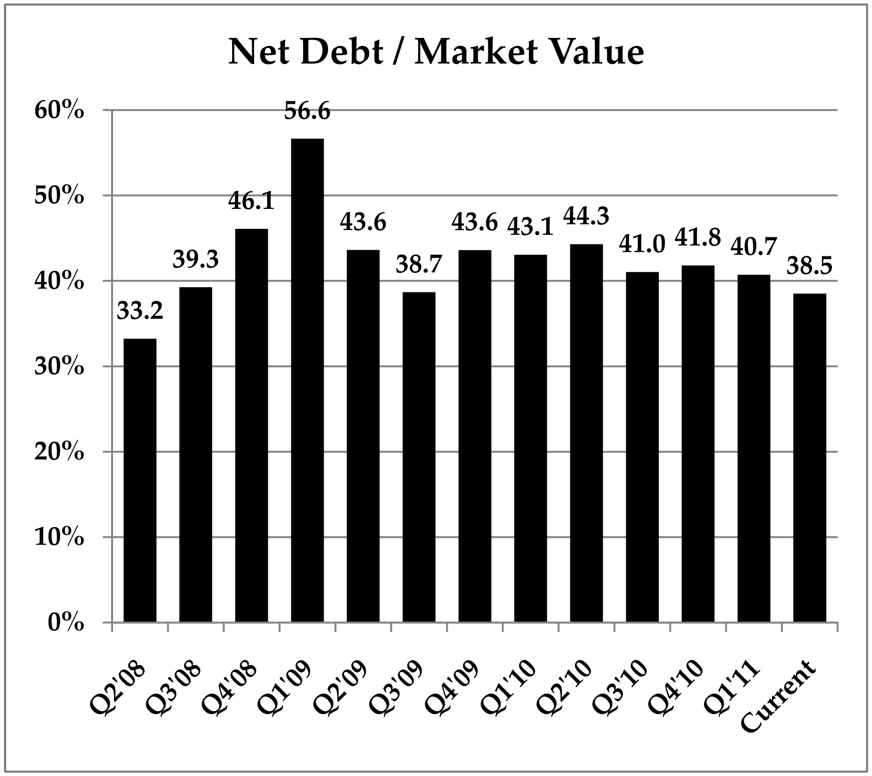
Source: SagePoint Advisors & Capital IQ



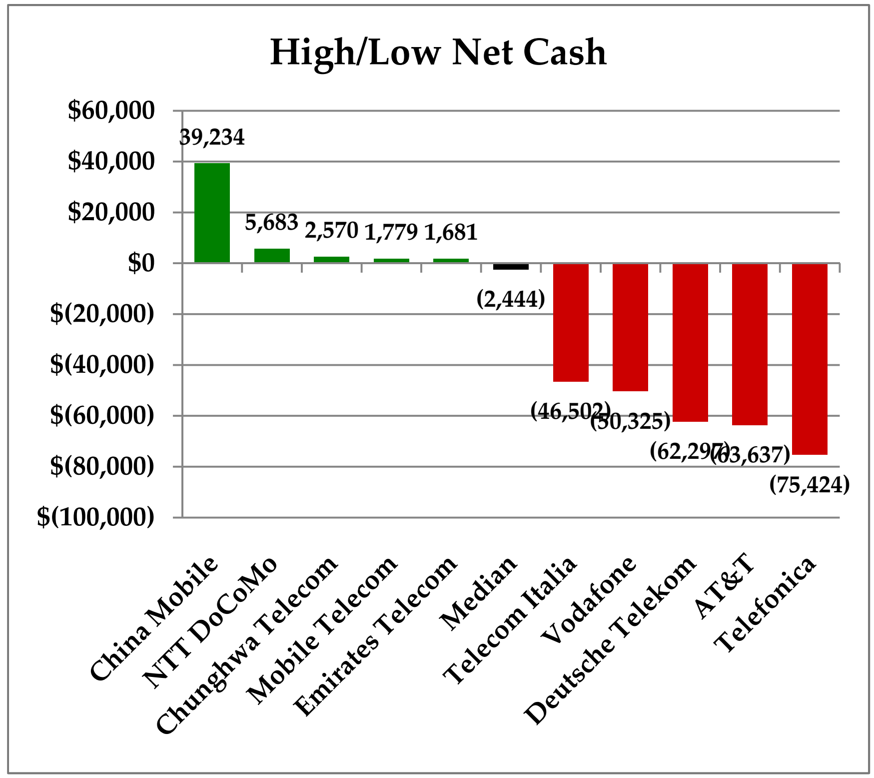
Source: SagePoint Advisors & Capital IQ

Balance Sheet Strength – Net Debt Position

- Median Net Debt as a percent of Market Value has fallen to its lowest level since Q2'08 as market values improve despite a slight increase in aggregate Net Debt
- Very few Telecom Services 100 carriers other than China Mobile have strong cash positions
  - Telecom Telefonica, AT&T, Deutsche Telekom, Vodafone and Telecom Italia all have sizable net debt



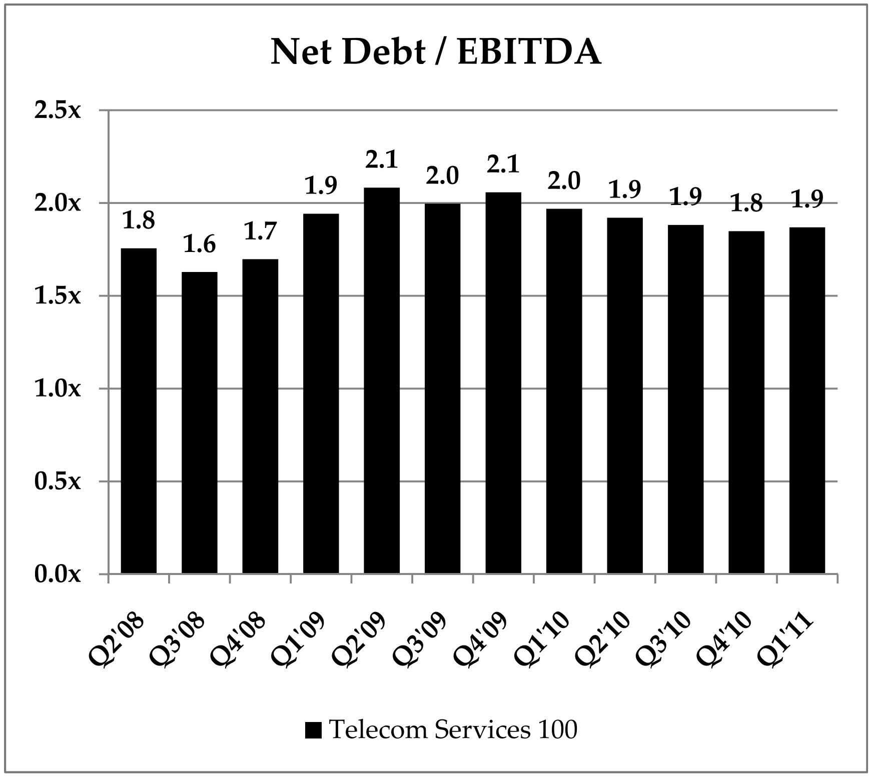
Source: SagePoint Advisors & Capital IQ



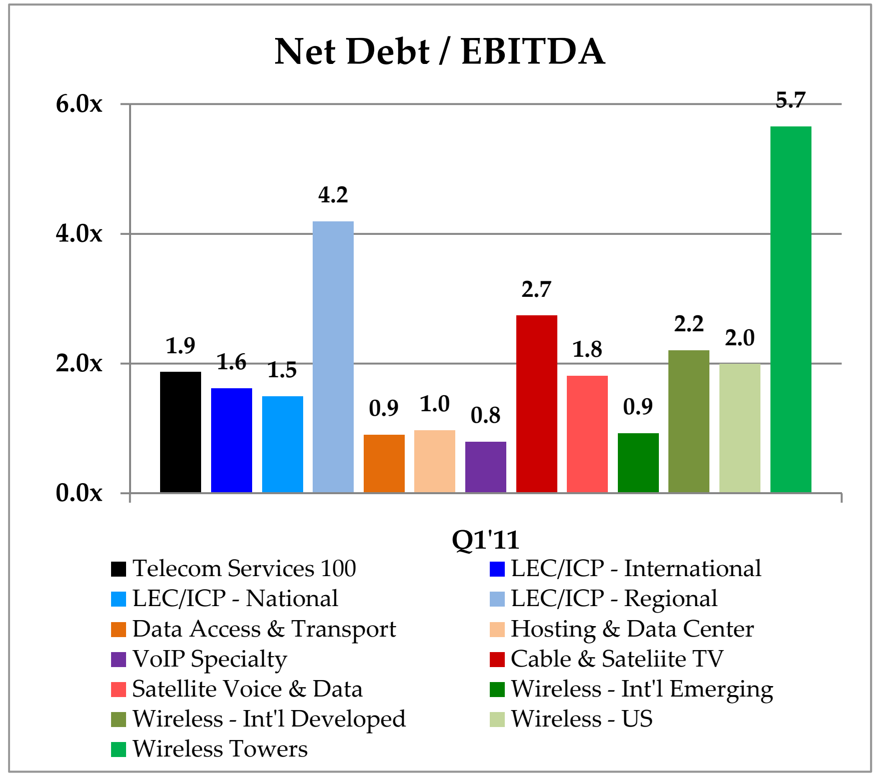
Source: SagePoint Advisors & Capital IQ

Balance Sheet Strength – Debt / EBITDA

- Median Net Debt/EBITDA increased slightly despite increased EBITDA on increased net debt
  - Telecom Services providers appear to be forgoing an opportunity to reduce debt loads in favor of investing cash flow into capex to drive growth
- Wireless Tower companies are able to highly leverage their predictable cash flows
- Regional LEC/ICP's are highly leveraged with just two companies below 2x
- VoIP Specialty's low capital requirements reduce debt needs



Source: SagePoint Advisors & Capital IQ



Source: SagePoint Advisors & Capital IQ

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Financial Metrics

($ in millions, except per share data)

Company Name	Stock Price 6/17/11	Market Cap	Enterprise Value	Cash	Debt	% Change 12/31/10	Ent. Value/Rev. LTM	Ent. Value/Rev. NTM	Ent. Value/EBITDA LTM	Ent. Value/EBITDA NTM	Price/EPS LTM	Price/EPS NTM	Estimate Surprise Revenue	Estimate Surprise EBITDA	Estimate Surprise EPS	Net Cash / Mkt Cap	Net Debt / EBITDA	SG&A / Revenue	D&A / Revenue	CapEx / Revenue
Telecom Services 100																				
Telecom Services 100 Mean		21,243	29,330	2,499	10,585	7.4 %	2.8 x	2.5 x	8.0 x	6.8 x	19.7 x	18.8 x	(0.1)%	(0.6)%	(1.9)%	(63.6)%	3.4 x	23.9 %	19.0 %	17.6 %
Telecom Services 100 Median		7,006	14,154	403	4,085	3.5 %	2.4 x	2.1 x	7.0 x	6.0 x	15.4 x	14.1 x	0.1 %	(0.1)%	0.0 %	(38.0)%	1.9 x	21.7 %	16.4 %	13.3 %
LEC/ICP - International																				
BCE	37.97	29,455	42,255	2,236	15,037	6.8 %	2.4 x	2.1 x	6.0 x	5.3 x	13.1 x	12.1 x	0.0 %	0.7 %	6.8 %	(43.5)%	1.8 x	0.2 %	17.7 %	14.2 %
BT	3.16	24,256	39,481	594	15,819	11.8 %	1.3 x	1.3 x	4.8 x	4.2 x	9.8 x	9.0 x	(1.2)%	4.3 %	12.0 %	(62.8)%	1.9 x	137.2 %	4.3 %	14.9 %
China Telecom	0.59	47,555	54,547	4,244	11,237	12.2 %	1.6 x	1.5 x	4.8 x	4.3 x	18.7 x	16.1 x	3.7 %	(6.4)%	0.0 %	(14.7)%	0.6 x	29.1 %	21.7 %	NA
China Unicom	1.90	44,743	56,238	3,805	15,300	32.7 %	2.1 x	1.7 x	6.3 x	5.6 x	NM	46.5 x	6.9 %	(3.4)%	(76.7)%	(25.7)%	1.3 x	35.8 %	28.7 %	NA
Chunghwa Telecom	3.41	26,450	23,881	2,691	121	7.3 %	3.5 x	3.3 x	8.1 x	7.9 x	19.2 x	15.5 x	(6.6)%	NA	NA	9.7%	(0.9) x	12.3 %	15.4 %	8.3 %
Deutsche Telekom	14.97	64,377	126,674	5,498	67,796	16.0 %	1.7 x	1.5 x	5.9 x	4.8 x	15.4 x	16.7 x	0.7 %	1.0 %	4.9 %	(96.8)%	2.9 x	10.6 %	19.9 %	15.9 %
Emirates Telecom	2.98	23,568	21,888	3,491	1,811	1.4 %	2.5 x	2.4 x	7.4 x	4.9 x	11.6 x	10.0 x	NA	NA	NA	7.1%	(0.6) x	19.3 %	10.0 %	13.5 %
France Telecom	20.65	54,700	97,116	6,954	49,370	(1.3)%	1.6 x	1.5 x	4.8 x	4.5 x	9.8 x	9.4 x	(0.3)%	(0.1)%	0.0 %	(77.5)%	2.1 x	11.7 %	NA	NA
Hellenic Telecom	8.74	4,283	10,386	683	6,786	6.3 %	1.5 x	1.4 x	4.2 x	4.2 x	13.6 x	9.7 x	(1.6)%	(10.6)%	(23.8)%	(142.5)%	2.5 x	24.5 %	21.5 %	13.6 %
NTT	46.83	61,956	97,758	19,337	55,139	3.4 %	0.8 x	0.8 x	2.6 x	2.5 x	10.2 x	9.0 x	3.6 %	NA	NA	(57.8)%	0.9 x	31.9 %	18.3 %	NA
Swisscom	455.22	23,577	33,258	659	10,341	3.5 %	2.7 x	2.3 x	7.1 x	6.0 x	12.2 x	10.5 x	(1.1)%	(1.1)%	(2.2)%	(41.1)%	2.1 x	17.5 %	16.7 %	14.7 %
Tele Norte	15.45	7,222	15,569	8,600	16,947	5.1 %	0.9 x	0.8 x	2.5 x	2.5 x	9.0 x	8.7 x	NA	(11.0)%	0.0 %	(115.6)%	1.3 x	9.0 %	21.0 %	15.6 %
Telecom Italia	1.33	24,626	71,128	9,639	56,141	2.7 %	1.9 x	1.7 x	4.5 x	4.5 x	8.1 x	9.0 x	0.3 %	0.1 %	14.9 %	(188.8)%	2.9 x	7.4 %	20.2 %	7.0 %
Telmex	0.65	6,182	8,414	178	2,410	(30.6)%	1.1 x	NA	3.9 x	NA	34.6 x	NA	NA	NA	NA	(36.1)%	1.0 x	1.4 %	18.7 %	20.8 %
Telstra	3.23	39,953	52,302	2,739	15,088	13.1 %	2.2 x	2.0 x	5.9 x	5.0 x	13.5 x	11.8 x	NA	NA	NA	(30.9)%	1.4 x	NA	NA	NA
TELUS	52.82	16,803	24,006	27	7,229	15.5 %	2.5 x	2.3 x	6.5 x	6.1 x	15.7 x	13.5 x	2.9 %	1.2 %	3.2 %	(42.9)%	2.0 x	17.4 %	17.7 %	16.3 %
Mean		31,232	48,431	4,461	21,661	6.6 %	1.9 x	1.8 x	5.3 x	4.8 x	14.3 x	13.9 x	0.6 %	(2.3)%	(5.5)%	(60.0)%	1.5 x	24.4 %	18.0 %	14.1 %
Median		25,538	40,868	3,115	15,062	6.6 %	1.8 x	1.7 x	5.4 x	4.8 x	13.1 x	10.5 x	0.1 %	(0.1)%	0.0 %	(43.2)%	1.6 x	17.4 %	18.5 %	14.7 %

($ in millions, except per share data)

Company Name	Revenue MRQ	Revenue LTM	Revenue NTM	EBITDA MRQ	EBITDA LTM	EBITDA NTM	EPS MRQ	EPS LTM	EPS NTM	MRQ/PYQ Growth Revenue	MRQ/PYQ Growth EBITDA	MRQ/PYQ Growth EPS	NTM / LTM Growth Revenue	NTM / LTM Growth EBITDA	NTM / LTM Growth EPS	LQ Margin Gross	LQ Margin EBITDA	LQ Margin Net
Telecom Services 100																		
Telecom Services 100 Mean	3,954	15,566	17,135	1,283	5,268	5,978	2.08	10.07	10.93	18.5%	16.3%	19.0%	14.1%	31.5%	25.1%	51.3 %	29.9 %	8.8 %
Telecom Services 100 Median	1,170	4,252	5,104	486	1,819	2,099	0.15	0.66	0.81	12.7%	7.9%	9.1%	10.0%	13.7%	15.7%	56.2 %	31.6 %	7.8 %
LEC/ICP - International																		
BCE	4,598	17,863.5	20,501.2	1,889	7,019.6	7,937.6	0.77	2.90	3.14	5.5%	17.7%	20.9%	14.8%	13.1%	8.3%	41.3 %	41.1 %	12.7 %
BT	8,113	31,290.6	31,434.3	1,510	8,148.2	9,449.3	0.09	0.32	0.35	(0.2)%	6.1%	46.1%	0.5%	16.0%	8.0%	155.8 %	18.6 %	9.3 %
China Telecom	8,961	33,950.6	37,578.8	3,045	11,439.8	12,616.6	0.01	0.03	0.04	16.1%	4.4%	(12.9)%	10.7%	10.3%	15.8%	63.1 %	34.0 %	7.9 %
China Unicom	7,487	27,045.7	32,970.4	2,245	8,889.5	10,007.1	0.00	0.02	0.04	26.5%	1.9%	(79.1)%	21.9%	12.6%	128.2%	65.8 %	30.0 %	0.5 %
Chunghwa Telecom	1,781	6,738.7	7,242.1	747	2,943.1	3,014.3	0.05	0.18	0.22	14.0%	0.6%	4.3%	7.5%	2.4%	23.3%	40.5 %	41.9 %	22.6 %
Deutsche Telekom	15,358	76,379.3	85,453.5	4,817	21,539.6	26,302.7	0.23	0.97	0.89	(5.4)%	(4.9)%	(16.1)%	11.9%	22.1%	(8.2)%	42.0 %	31.4 %	6.4 %
Emirates Telecom	2,189	8,719.0	9,206.8	681	2,951.9	4,422.9	0.06	0.26	0.30	2.1%	(3.8)%	(8.0)%	5.6%	49.8%	15.8%	50.4 %	31.1 %	22.6 %
France Telecom	15,923	61,048.2	65,772.5	5,295	20,103.1	21,539.4	0.51	2.11	2.20	18.4%	14.7%	(1.1)%	7.7%	7.1%	4.0%	45.0 %	33.3 %	6.8 %
Hellenic Telecom	1,737	7,081.4	7,249.6	614	2,452.2	2,490.9	0.11	0.64	0.90	(8.3)%	(12.0)%	(50.6)%	2.4%	1.6%	40.6%	59.9 %	35.4 %	3.2 %
NTT	33,335	122,833.0	128,900.8	7,935	37,883.6	39,624.5	0.47	4.57	5.18	17.3%	7.6%	(21.0)%	4.9%	4.6%	13.4%	55.7 %	23.8 %	1.9 %
Swisscom	3,124	12,215.2	14,301.2	1,229	4,691.7	5,543.2	9.88	37.27	43.26	11.4%	22.3%	36.6%	17.1%	18.1%	16.1%	56.9 %	39.3 %	16.4 %
Tele Norte	4,265	17,078.6	18,455.4	1,413	6,347.6	6,147.5	0.23	1.72	1.78	2.3%	(4.5)%	(68.4)%	8.1%	(3.2)%	3.5%	42.2 %	33.1 %	2.5 %
Telecom Italia	10,030	37,685.6	41,136.3	4,137	15,824.0	15,817.2	0.04	0.16	0.15	15.7%	8.8%	32.3%	9.2%	(0.0)%	(10.0)%	48.6 %	41.2 %	7.9 %
Telmex	1,947	7,990.9	NA	524	2,172.1	NA	0.01	0.02	NA	12.7%	(2.5)%	(37.3)%	NA	NA	NA	28.3 %	26.9 %	5.0 %
Telstra	6,286	23,296.3	26,280.0	2,459	8,797.2	10,485.2	0.05	0.24	0.27	NA	NA	NA	12.8%	19.2%	14.3%	59.5 %	39.1 %	9.7 %
TELUS	2,580	9,783.0	10,506.4	1,000	3,691.6	3,946.0	1.00	3.37	3.90	11.0%	7.8%	21.0%	7.4%	6.9%	15.7%	56.2 %	38.7 %	12.6 %
Mean	7,982	31,312	35,799	2,471	10,306	11,956	0.84	3.42	4.17	9.3%	4.3%	(8.9)%	9.5%	12.0%	19.3%	56.9 %	33.7 %	9.2 %
Median	5,442	20,580	26,280	1,700	7,584	9,449	0.10	0.48	0.89	11.4%	4.4%	(8.0)%	8.1%	10.3%	14.3%	53.0 %	33.6 %	7.9 %

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Financial Metrics

($ in millions, except per share data)

Company Name	Stock Price 6/17/11	Market Cap	Enterprise Value	Cash	Debt	% Change 12/31/10	Ent. Value/Rev. LTM	Ent. Value/Rev. NTM	Ent. Value/EBITDA LTM	Ent. Value/EBITDA NTM	Price/EPS LTM	Price/EPS NTM	Estimate Surprise Revenue	Estimate Surprise EBITDA	Estimate Surprise EPS	Net Cash / Mkt Cap	Net Debt / EBITDA	SG&A / Revenue	D&A / Revenue	CapEx / Revenue
LEC/ICP - National																				
AT&T	30.77	182,220	245,857	1,391	65,028	4.7 %	2.0 x	1.9 x	6.4 x	5.6 x	13.5 x	12.7 x	0.0 %	(3.8)%	(0.1)%	(34.9)%	1.7 x	23.8 %	14.7 %	13.3 %
Verizon	35.51	100,461	146,928	14,730	61,197	(0.8)%	1.4 x	1.3 x	4.2 x	4.0 x	16.2 x	15.4 x	0.6 %	(1.6)%	1.2 %	(46.3)%	1.3 x	27.0 %	14.9 %	16.2 %
Mean		**141,340**	**196,392**	**8,061**	**63,113**	**2.0 %**	**1.7 x**	**1.6 x**	**5.3 x**	**4.8 x**	**14.9 x**	**14.0 x**	**0.3 %**	**(2.7)%**	**0.5 %**	**(40.6)%**	**1.5 x**	**25.4 %**	**14.8 %**	**14.8 %**
Median		**141,340**	**196,392**	**8,061**	**63,113**	**2.0 %**	**1.7 x**	**1.6 x**	**5.3 x**	**4.8 x**	**14.9 x**	**14.0 x**	**0.3 %**	**(2.7)%**	**0.5 %**	**(40.6)%**	**1.5 x**	**25.4 %**	**14.8 %**	**14.8 %**
LEC/ICP - Regional																				
Alaska Comm	8.82	398	937	15	554	(20.5)%	2.7 x	2.7 x	7.7 x	7.4 x	NM	27.7 x	4.5 %	2.8 %	15.4 %	(135.2)%	4.4 x	26.9 %	17.2 %	9.5 %
CenturyLink	39.45	23,691	30,602	270	7,180	(14.6)%	4.4 x	1.7 x	8.6 x	4.0 x	12.2 x	14.6 x	(0.2)%	4.8 %	7.7 %	(29.2)%	1.9 x	14.6 %	21.7 %	12.4 %
Cincinnati Bell	2.99	594	3,034	84	2,523	6.8 %	2.1 x	2.1 x	5.9 x	5.8 x	10.7 x	10.7 x	3.6 %	11.1 %	28.6 %	(410.4)%	4.7 x	17.9 %	13.4 %	14.5 %
Consolidated Comm	19.13	573	1,404	77	908	(0.9)%	3.7 x	3.8 x	9.2 x	8.2 x	18.9 x	21.8 x	2.0 %	7.4 %	15.6 %	(145.1)%	5.4 x	21.7 %	23.2 %	10.5 %
Fairpoint	10.27	269	1,258	15	1,005	NA	1.2 x	1.2 x	6.4 x	4.8 x	0.9 x	NA	NA	(27.5)%	NA	(367.8)%	5.0 x	35.6 %	33.1 %	21.1 %
Frontier Comm	7.87	7,832	15,739	359	8,266	(19.1)%	3.4 x	3.0 x	7.3 x	6.2 x	20.7 x	26.6 x	0.1 %	(0.3)%	0.1 %	(100.9)%	3.7 x	21.9 %	26.1 %	15.5 %
General Comm	12.22	565	1,415	29	879	(3.5)%	2.1 x	2.0 x	6.5 x	5.8 x	NM	26.3 x	(0.6)%	(5.8)%	(52.0)%	(150.3)%	3.9 x	35.7 %	19.3 %	17.5 %
PAETEC	4.66	676	2,019	104	1,447	24.6 %	1.2 x	1.0 x	7.2 x	5.1 x	NM	NM	0.6 %	3.3 %	48.8 %	(198.7)%	4.8 x	34.9 %	12.8 %	9.5 %
tw telecom	20.07	3,024	3,894	480	1,350	17.7 %	3.0 x	2.8 x	8.4 x	7.7 x	52.3 x	47.2 x	0.9 %	2.7 %	(7.1)%	(28.8)%	1.9 x	23.7 %	21.0 %	23.8 %
Windstream	13.08	6,670	14,154	36	7,520	(6.2)%	3.6 x	3.5 x	7.5 x	7.0 x	16.8 x	16.1 x	(0.4)%	1.7 %	(8.8)%	(112.2)%	4.0 x	13.6 %	20.1 %	15.6 %
Mean		**4,429**	**7,446**	**147**	**3,163**	**(1.7)%**	**2.8 x**	**2.4 x**	**7.5 x**	**6.2 x**	**18.9 x**	**23.9 x**	**1.2 %**	**0.0 %**	**5.4 %**	**(167.9)%**	**4.0 x**	**24.6 %**	**20.8 %**	**15.0 %**
Median		**635**	**2,527**	**81**	**1,399**	**(3.5)%**	**2.9 x**	**2.4 x**	**7.4 x**	**6.0 x**	**16.8 x**	**24.1 x**	**0.6 %**	**2.7 %**	**7.7 %**	**(140.1)%**	**4.2 x**	**22.8 %**	**20.5 %**	**15.0 %**

($ in millions, except per share data)

Company Name	Revenue MRQ	Revenue LTM	Revenue NTM	EBITDA MRQ	EBITDA LTM	EBITDA NTM	EPS MRQ	EPS LTM	EPS NTM	MRQ/PYQ Growth Revenue	MRQ/PYQ Growth EBITDA	MRQ/PYQ Growth EPS	NTM / LTM Growth Revenue	NTM / LTM Growth EBITDA	NTM / LTM Growth EPS	LQ Margin Gross	LQ Margin EBITDA	LQ Margin Net
LEC/ICP - National																		
AT&T	31,247	124,997.0	126,135.1	10,392	38,511.0	43,752.9	0.57	2.28	2.42	2.3%	(3.3)%	(3.4)%	0.9%	13.6%	6.4%	57.1 %	33.3 %	10.8 %
Verizon	26,990	106,642.0	111,751.4	8,477	34,735.0	36,295.6	0.51	2.19	2.31	0.3%	(2.2)%	(8.9)%	4.8%	4.5%	5.6%	58.4 %	31.4 %	5.4 %
Mean	**29,119**	**115,820**	**118,943**	**9,435**	**36,623**	**40,024**	**0.54**	**2.24**	**2.37**	**1.3%**	**(2.8)%**	**(6.2)%**	**2.9%**	**9.1%**	**6.0%**	**57.8 %**	**32.3 %**	**8.1 %**
Median	**29,119**	**115,820**	**118,943**	**9,435**	**36,623**	**40,024**	**0.54**	**2.24**	**2.37**	**1.3%**	**(2.8)%**	**(6.2)%**	**2.9%**	**9.1%**	**6.0%**	**57.8 %**	**32.3 %**	**8.1 %**
LEC/ICP - Regional																		
Alaska Comm	87	345.7	346.3	30	122.4	127.2	0.06	(0.59)	0.32	5.0%	3.9%	100.0%	0.2%	3.9%	153.9%	62.0 %	35.1 %	3.2 %
CenturyLink	1,696	6,936.8	17,684.4	868	3,555.5	7,702.4	0.76	3.23	2.71	(5.8)%	(7.1)%	(18.3)%	154.9%	116.6%	(16.2)%	65.8 %	51.2 %	13.6 %
Cincinnati Bell	361	1,414.1	1,432.1	137	516.0	525.7	0.08	0.28	0.28	11.5%	11.7%	(33.3)%	1.3%	1.9%	0.1%	55.9 %	38.0 %	4.4 %
Consolidated Comm	95	380.5	370.5	39	152.5	172.2	0.25	1.01	0.88	(2.9)%	(1.3)%	8.7%	(2.6)%	12.9%	(13.3)%	62.6 %	40.9 %	7.8 %
Fairpoint	255	1,051.5	1,048.0	38	197.1	261.0	13.17	10.86	NA	(5.9)%	(3.9)%	1,457.5%	(0.3)%	32.4%	NA	50.6 %	15.0 %	220.8 %
Frontier Comm	1,347	4,624.5	5,237.6	615	2,144.7	2,527.8	0.06	0.38	0.30	159.1%	125.1%	(62.5)%	13.3%	17.9%	(22.1)%	67.6 %	45.7 %	4.4 %
General Comm	165	663.6	703.4	52	216.5	242.9	0.03	0.18	0.47	8.1%	3.7%	0.0%	6.0%	12.2%	158.3%	67.4 %	31.6 %	0.9 %
PAETEC	496	1,729.3	2,119.0	89	279.6	398.1	(0.07)	(0.29)	(0.08)	27.0%	41.0%	(62.5)%	22.5%	42.4%	70.3%	52.8 %	17.9 %	(2.0)%
tw telecom	333	1,294.5	1,389.5	114	461.9	507.0	0.08	0.38	0.43	6.9%	6.3%	0.0%	7.3%	9.8%	10.8%	58.0 %	34.3 %	3.6 %
Windstream	1,023	3,887.2	4,080.7	497	1,880.3	2,032.4	0.18	0.78	0.81	20.7%	16.8%	(18.2)%	5.0%	8.1%	4.1%	62.1 %	48.6 %	8.8 %
Mean	**586**	**2,233**	**3,441**	**248**	**953**	**1,450**	**1.46**	**1.62**	**0.68**	**22.4%**	**19.6%**	**137.1%**	**20.8%**	**25.8%**	**38.4%**	**60.5 %**	**35.8 %**	**26.6 %**
Median	**347**	**1,354**	**1,411**	**101**	**371**	**453**	**0.08**	**0.38**	**0.43**	**7.5%**	**5.1%**	**(9.1)%**	**5.5%**	**12.5%**	**4.1%**	**62.1 %**	**36.6 %**	**4.4 %**

SagePoint Advisors

Financial Metrics

($ in millions, except per share data)

	Stock Price	Market	Enterprise			% Change	Ent. Value/Rev.		Ent. Value/EBITDA		Price/EPS		Estimate Surprise			Net Cash /	Net Debt /	SG&A /	D&A /	CapEx /
Company Name	6/17/11	Cap	Value	Cash	Debt	12/31/10	LTM	NTM	LTM	NTM	LTM	NTM	Revenue	EBITDA	EPS	Mkt Cap	EBITDA	Revenue	Revenue	Revenue
Data Access & Transport																				
Abovenet	70.48	1,820	1,804	71	55	20.6 %	4.2 x	3.8 x	10.2 x	8.7 x	26.1 x	29.1 x	2.6 %	8.0 %	(14.0)%	0.9%	(0.1) x	26.0 %	16.0 %	27.2 %
AOL	20.57	2,200	1,916	382	99	(13.2)%	0.8 x	0.9 x	3.1 x	4.6 x	7.9 x	20.3 x	3.1 %	3.3 %	(20.8)%	12.9%	(0.5) x	12.2 %	12.4 %	3.8 %
Cogent Comm	15.35	687	839	225	377	8.6 %	3.1 x	2.7 x	10.7 x	8.1 x	NM	NM	2.6 %	9.3 %	38.1 %	(22.0)%	1.9 x	26.7 %	20.1 %	17.5 %
COLT Telecom	2.30	2,050	1,647	403	0	6.9 %	0.8 x	0.7 x	3.8 x	3.3 x	NA	15.5 x	(3.6)%	(9.6)%	NA	19.7%	(0.9) x	23.2 %	NA	NA
EarthLink	7.41	815	862	552	598	(13.8)%	1.2 x	0.7 x	3.9 x	2.8 x	8.9 x	19.2 x	0.9 %	(3.9)%	(6.9)%	(5.7)%	0.2 x	30.1 %	8.9 %	7.3 %
Global Crossing	33.50	2,048	3,278	265	1,495	159.3 %	1.3 x	1.2 x	8.1 x	7.9 x	NM	NM	(3.2)%	(19.8)%	22.0 %	(60.1)%	3.1 x	18.3 %	12.1 %	5.4 %
Iliad	128.21	7,006	7,933	462	1,389	17.5 %	2.9 x	2.5 x	7.7 x	6.9 x	17.6 x	18.4 x	(1.1)%	NA	NA	(13.2)%	0.9 x	NA	NA	NA
Internap	7.02	356	358	46	48	15.5 %	1.5 x	1.4 x	10.5 x	7.9 x	NM	NM	(1.9)%	(12.3)%	(142.9)%	(0.6)%	0.1 x	28.6 %	15.0 %	21.3 %
Level 3 Comm	2.12	3,613	9,601	1,079	7,067	116.3 %	2.6 x	2.5 x	12.0 x	10.6 x	NM	NM	0.7 %	2.0 %	11.0 %	(165.7)%	7.5 x	38.4 %	22.0 %	12.4 %
Tiscali	0.10	189	475	13	300	(6.1)%	1.3 x	1.1 x	13.3 x	5.6 x	NM	NM	(2.8)%	(34.1)%	NA	(152.2)%	8.1 x	12.1 %	18.9 %	NA
Tulip Telecom	3.49	506	848	56	399	(11.2)%	1.6 x	1.3 x	6.1 x	4.8 x	8.3 x	7.2 x	0.0 %	1.9 %	NA	(67.7)%	2.5 x	6.1 %	7.5 %	NA
Mean		**1,935**	**2,687**	**323**	**1,075**	**27.3 %**	**1.9 x**	**1.7 x**	**8.1 x**	**6.5 x**	**13.8 x**	**18.3 x**	**(0.2)%**	**(5.5)%**	**(16.2)%**	**(41.3)%**	**2.1 x**	**22.2 %**	**14.8 %**	**13.6 %**
Median		**1,820**	**1,647**	**265**	**377**	**8.6 %**	**1.5 x**	**1.3 x**	**8.1 x**	**6.9 x**	**8.9 x**	**18.8 x**	**0.0 %**	**(1.0)%**	**(6.9)%**	**(13.2)%**	**0.9 x**	**24.6 %**	**15.0 %**	**12.4 %**

($ in millions, except per share data)

	Revenue			EBITDA			EPS			MRQ/PYQ Growth			NTM / LTM Growth			LQ Margin		
Company Name	MRQ	LTM	NTM	MRQ	LTM	NTM	MRQ	LTM	NTM	Revenue	EBITDA	EPS	Revenue	EBITDA	EPS	Gross	EBITDA	Net
Data Access & Transport																		
Abovenet	114	426.9	479.7	44	176.0	208.2	0.54	2.70	2.43	17.7%	9.6%	3.8%	12.4%	18.3%	(10.2)%	64.9 %	38.8 %	12.6 %
AOL	551	2,312.9	2,155.6	95	617.7	412.4	0.19	2.61	1.01	(17.0)%	(56.8)%	(75.9)%	(6.8)%	(33.2)%	(61.2)%	29.5 %	17.3 %	3.7 %
Cogent Comm	73	274.1	313.0	22	78.3	104.0	(0.01)	0.02	0.10	17.0%	37.1%	NM	14.2%	32.8%	NM	56.9 %	30.2 %	(0.6)%
COLT Telecom	535	2,088.6	2,254.1	109	438.5	493.5	0.02	NA	0.15	10.8%	15.6%	NA	7.9%	12.5%	NA	43.6 %	20.4 %	3.4 %
EarthLink	243	708.0	1,286.3	66	220.7	309.0	0.18	0.84	0.39	54.5%	21.1%	(28.0)%	81.7%	40.0%	(53.9)%	57.3 %	27.2 %	8.1 %
Global Crossing	661	2,622.0	2,749.4	80	403.0	415.2	(0.56)	(1.49)	(2.25)	2.0%	9.6%	71.9%	4.9%	3.0%	(51.3)%	30.4 %	12.1 %	(5.1)%
Iliad	723	2,727.3	3,117.6	198	1,026.2	1,152.8	1.69	7.27	6.96	16.6%	NA	NA	14.3%	12.3%	(4.3)%	51.5 %	28.8 %	14.8 %
Internap	59	240.2	251.7	8	34.0	45.4	(0.01)	0.03	0.10	(6.3)%	(6.6)%	NM	4.8%	33.5%	NM	42.5 %	14.0 %	(0.8)%
Level 3 Comm	929	3,670.0	3,799.0	200	799.0	908.5	(0.09)	(0.38)	(0.34)	2.1%	8.7%	18.2%	3.5%	13.7%	11.7%	60.0 %	21.5 %	(16.3)%
Tiscali	98	371.9	413.9	12	35.6	84.6	(0.00)	(0.02)	(0.01)	5.6%	(36.5)%	NM	11.3%	137.3%	59.2%	24.2 %	12.1 %	(9.3)%
Tulip Telecom	143	521.3	632.2	39	139.1	177.1	0.11	0.42	0.49	26.9%	17.8%	(78.1)%	21.3%	27.3%	16.5%	33.1 %	27.1 %	13.0 %
Mean	**376**	**1,451**	**1,587**	**79**	**361**	**392**	**0.19**	**1.20**	**0.82**	**11.8%**	**2.0%**	**(14.7)%**	**15.4%**	**27.1%**	**(11.7)%**	**44.9 %**	**22.7 %**	**2.1 %**
Median	**243**	**708**	**1,286**	**66**	**221**	**309**	**0.02**	**0.22**	**0.15**	**10.8%**	**9.6%**	**(12.1)%**	**11.3%**	**18.3%**	**(7.2)%**	**43.6 %**	**21.5 %**	**3.4 %**

SAGEPOINT ADVISORS

Financial Metrics

($ in millions, except per share data)

Company Name	Stock Price 6/17/11	Market Cap	Enterprise Value	Cash	Debt	% Change 12/31/10	Ent. Value/Rev. LTM	Ent. Value/Rev. NTM	Ent. Value/EBITDA LTM	Ent. Value/EBITDA NTM	Price/EPS LTM	Price/EPS NTM	Estimate Surprise Revenue	Estimate Surprise EBITDA	Estimate Surprise EPS	Net Cash / Mkt Cap	Net Debt / EBITDA	SG&A / Revenue	D&A / Revenue	CapEx / Revenue
Hosting & Data Center																				
Equinix	95.83	4,489	6,159	455	2,124	17.9 %	4.6 x	3.8 x	11.7 x	8.5 x	64.8 x	41.9 x	2.2 %	(0.1)%	90.6 %	(37.2)%	3.2 x	4.6 %	21.9 %	52.4 %
Internap	7.02	356	358	46	48	15.5 %	1.5 x	1.4 x	10.5 x	7.9 x	NM	NM	(1.9)%	(12.3)%	(142.9)%	(0.6)%	0.1 x	28.6 %	15.0 %	21.3 %
Interxion	13.86	909	952	325	368	NA	3.3 x	2.6 x	8.5 x	6.7 x	22.8 x	30.5 x	1.8 %	1.8 %	5.2 %	(4.7)%	0.4 x	18.8 %	14.7 %	33.0 %
Peer 1 Network	1.73	209	248	24	62	10.6 %	2.3 x	1.9 x	11.6 x	7.6 x	NM	61.1 x	0.0 %	(3.9)%	(600.0)%	(18.4)%	1.8 x	17.8 %	18.4 %	38.2 %
Rackspace	38.27	4,948	4,949	134	135	21.8 %	6.0 x	4.7 x	21.3 x	13.7 x	103.4 x	65.5 x	1.7 %	0.3 %	(13.4)%	(0.0)%	0.0 x	40.1 %	19.2 %	25.1 %
SAVVIS	39.40	2,270	2,932	122	784	54.4 %	3.0 x	2.7 x	12.8 x	9.9 x	NM	NM	0.4 %	11.6 %	71.2 %	(29.2)%	2.9 x	22.3 %	19.7 %	12.0 %
Telecity	8.74	1,734	1,823	38	127	19.0 %	6.0 x	4.9 x	14.2 x	11.2 x	29.8 x	23.5 x	NA	NA	NA	(5.1)%	0.7 x	NA	NA	NA
United Internet	19.20	4,080	4,533	100	552	19.3 %	1.7 x	1.5 x	9.7 x	8.3 x	23.7 x	14.9 x	0.0 %	8.5 %	13.3 %	(11.1)%	1.0 x	16.3 %	4.1 %	1.4 %
Web.com	10.82	296	376	18	99	28.0 %	2.8 x	2.0 x	17.5 x	8.7 x	14.1 x	10.0 x	(5.0)%	(1.6)%	(1.3)%	(27.4)%	3.8 x	51.8 %	12.2 %	5.0 %
Mean		2,143	2,481	140	478	23.3 %	3.5 x	2.9 x	13.1 x	9.2 x	43.1 x	35.3 x	(0.1)%	0.5 %	(72.2)%	(14.8)%	1.5 x	25.0 %	15.6 %	23.5 %
Median		1,734	1,823	100	135	19.2 %	3.0 x	2.6 x	11.7 x	8.5 x	26.7 x	30.5 x	0.2 %	0.1 %	1.9 %	(11.1)%	1.0 x	20.5 %	16.7 %	23.2 %
VoIP Specialty																				
8x8	3.68	229	210	18	0	54.6 %	3.0 x	2.8 x	27.8 x	17.4 x	33.5 x	22.1 x	(0.2)%	(18.9)%	(25.0)%	8.0%	(2.4) x	57.6 %	2.0 %	0.9 %
Cbeyond	13.24	414	397	17	0	(13.4)%	0.9 x	0.8 x	6.3 x	4.8 x	NM	NM	0.7 %	7.9 %	90.5 %	4.2%	(0.3) x	54.1 %	13.8 %	17.5 %
Primus Telecom	14.30	191	369	66	244	14.4 %	0.5 x	0.5 x	4.7 x	5.1 x	NM	NA	NA	NA	NA	(93.2)%	2.3 x	23.4 %	6.8 %	2.8 %
Telanetix	2.75	13	19	2	8	(3.5)%	0.7 x	NA	NM	NA	0.3 x	NA	NA	NA	NA	(43.7)%	163.6 x	55.4 %	14.2 %	2.6 %
Vonage	4.08	912	1,030	80	198	82.1 %	1.2 x	1.1 x	6.9 x	6.2 x	17.0 x	10.7 x	0.5 %	10.3 %	44.9 %	(13.0)%	0.8 x	49.0 %	5.0 %	0.6 %
Mean		352	405	37	90	26.9 %	1.2 x	1.3 x	11.4 x	8.4 x	16.9 x	16.4 x	0.3 %	(0.2)%	36.8 %	(27.5)%	32.8 x	47.9 %	8.4 %	4.9 %
Median		229	369	18	8	14.4 %	0.9 x	1.0 x	6.6 x	5.6 x	17.0 x	16.4 x	0.5 %	7.9 %	44.9 %	(13.0)%	0.8 x	54.1 %	6.8 %	2.6 %

($ in millions, except per share data)

Company Name	Revenue MRQ	Revenue LTM	Revenue NTM	EBITDA MRQ	EBITDA LTM	EBITDA NTM	EPS MRQ	EPS LTM	EPS NTM	MRQ/PYQ Growth Revenue	MRQ/PYQ Growth EBITDA	MRQ/PYQ Growth EPS	NTM / LTM Growth Revenue	NTM / LTM Growth EBITDA	NTM / LTM Growth EPS	LQ Margin Gross	LQ Margin EBITDA	LQ Margin Net
Hosting & Data Center																		
Equinix	363	1,334.7	1,604.8	152	526.2	723.7	0.55	1.48	2.29	46.0%	48.3%	14.6%	20.2%	37.5%	54.7%	46.4 %	41.8 %	7.2 %
Internap	59	240.2	251.7	8	34.0	45.4	(0.01)	0.03	0.10	(6.3)%	(6.6)%	NM	4.8%	33.5%	NM	42.5 %	14.0 %	(0.8)%
Interxion	82	292.7	364.5	31	112.2	142.2	0.09	0.61	0.45	27.0%	33.5%	159.0%	24.5%	26.8%	(25.3)%	57.2 %	38.4 %	6.4 %
Peer 1 Network	29	108.5	127.2	6	21.3	32.5	(0.01)	(0.02)	0.03	14.6%	(1.7)%	(300.0)%	17.2%	52.5%	265.1%	37.7 %	19.9 %	(4.2)%
Rackspace	230	831.8	1,051.8	68	232.3	360.2	0.10	0.37	0.58	28.6%	27.4%	42.9%	26.5%	55.1%	57.9%	69.7 %	29.6 %	5.9 %
SAVVIS	257	973.4	1,084.7	67	229.5	297.1	(0.03)	(0.56)	(0.03)	18.7%	47.4%	85.7%	11.4%	29.4%	94.6%	48.3 %	26.1 %	(0.7)%
Telecity	80	301.7	370.0	36	128.3	163.2	0.10	0.29	0.37	NA	NA	NA	22.6%	27.2%	26.6%	57.4 %	44.4 %	25.0 %
United Internet	707	2,599.4	3,003.7	128	465.4	543.1	0.28	0.81	1.29	13.0%	5.1%	23.4%	15.6%	16.7%	58.5%	34.4 %	18.1 %	8.8 %
Web.com	39	134.6	184.8	1	21.6	43.1	0.21	0.77	1.08	57.1%	(66.8)%	75.0%	37.2%	100.1%	40.5%	55.2 %	3.4 %	14.2 %
Mean	205	757	894	55	197	261	0.14	0.42	0.68	24.8%	10.8%	14.4%	20.0%	42.1%	71.6%	49.9 %	26.2 %	6.9 %
Median	82	302	370	36	128	163	0.10	0.37	0.45	22.8%	16.2%	42.9%	20.2%	33.5%	56.3%	48.3 %	26.1 %	6.4 %
VoIP Specialty																		
8x8	18	70.2	75.9	2	7.6	12.1	0.03	0.11	0.17	14.6%	59.8%	50.0%	8.2%	59.4%	51.5%	67.4 %	9.8 %	10.9 %
Cbeyond	119	460.4	492.7	15	63.2	81.9	(0.00)	(0.07)	(0.01)	7.7%	(19.0)%	NM	7.0%	29.6%	NM	66.7 %	12.6 %	(0.1)%
Primus Telecom	224	784.3	747.0	19	78.4	73.0	(1.73)	(2.60)	NA	15.9%	(13.4)%	NM	(4.8)%	(6.9)%	NA	31.9 %	8.5 %	(8.6)%
Telanetix	7	27.8	NA	0	0.0	NA	(0.35)	9.40	NA	(9.5)%	(55.7)%	97.2%	NA	NM	NA	58.6 %	3.2 %	(23.2)%
Vonage	220	876.9	899.5	41	149.0	165.4	0.09	0.24	0.38	(3.6)%	5.6%	50.0%	2.6%	11.0%	59.2%	67.6 %	18.6 %	9.8 %
Mean	118	444	554	15	60	83	(0.39)	1.42	0.18	5.0%	(4.5)%	65.7%	3.3%	23.3%	55.3%	58.4 %	10.6 %	(2.2)%
Median	119	460	620	15	63	77	(0.00)	0.11	0.17	7.7%	(13.4)%	50.0%	4.8%	20.3%	55.3%	66.7 %	9.8 %	(0.1)%

SAGEPOINT ADVISORS

Financial Metrics

($ in millions, except per share data)

Company Name	Stock Price 6/17/11	Market Cap	Enterprise Value	Cash	Debt	% Change 12/31/10	Ent. Value/Rev. LTM	Ent. Value/Rev. NTM	Ent. Value/EBITDA LTM	Ent. Value/EBITDA NTM	Price/EPS LTM	Price/EPS NTM	Estimate Surprise Revenue	Estimate Surprise EBITDA	Estimate Surprise EPS	Net Cash / Mkt Cap	Net Debt / EBITDA	SG&A / Revenue	D&A / Revenue	CapEx / Revenue
Cable & Sateliite TV																				
British Sky	13.40	23,366	25,329	1,873	3,836	16.6 %	2.6 x	2.3 x	12.2 x	10.1 x	22.2 x	16.6 x	(0.2)%	9.3 %	(1.3)%	(8.4)%	0.9 x	NA	NA	NA
Cablevision	36.04	10,369	23,002	610	13,243	6.5 %	3.1 x	3.0 x	8.9 x	8.2 x	26.8 x	19.3 x	0.7 %	(5.8)%	(12.4)%	(121.8)%	4.9 x	23.6 %	14.1 %	6.9 %
Charter Comm	56.81	6,251	18,825	26	12,600	45.9 %	2.7 x	2.5 x	7.2 x	6.9 x	NM	NM	(1.0)%	1.9 %	(428.8)%	(201.1)%	4.8 x	19.5 %	21.6 %	20.1 %
Comcast	23.65	64,593	103,123	1,896	40,426	7.6 %	2.5 x	1.8 x	6.8 x	5.6 x	17.4 x	14.3 x	(5.4)%	4.3 %	4.0 %	(59.6)%	2.5 x	8.1 %	15.2 %	9.1 %
DIRECTV	46.65	35,817	45,643	4,295	14,121	16.8 %	1.8 x	1.7 x	7.0 x	6.5 x	17.0 x	13.8 x	1.5 %	3.7 %	19.7 %	(27.4)%	1.5 x	22.5 %	9.7 %	10.2 %
Dish Network	27.75	12,342	15,434	3,414	6,506	41.1 %	1.2 x	1.1 x	4.7 x	4.3 x	9.5 x	9.7 x	(0.4)%	4.3 %	13.4 %	(25.1)%	0.9 x	14.3 %	7.1 %	7.2 %
Liberty Global	40.53	10,021	33,075	2,841	25,896	14.6 %	3.6 x	3.2 x	8.0 x	7.0 x	NM	25.4 x	0.3 %	(0.5)%	442.5 %	(230.1)%	5.6 x	18.3 %	25.4 %	21.0 %
Rogers	36.07	19,896	30,345	333	10,782	3.7 %	2.5 x	2.4 x	6.7 x	6.2 x	12.3 x	11.1 x	NA	NA	0.0 %	(52.5)%	2.3 x	13.7 %	14.0 %	13.2 %
Shaw Comm	20.76	9,104	14,719	348	5,962	(3.3)%	3.6 x	2.9 x	9.1 x	6.8 x	15.4 x	13.2 x	(1.1)%	(1.9)%	(4.8)%	(61.7)%	3.5 x	NA	14.2 %	16.9 %
Time Warner Cable	74.64	25,109	45,464	3,033	23,388	13.0 %	2.4 x	2.3 x	6.6 x	6.3 x	19.0 x	15.6 x	0.9 %	0.1 %	(6.7)%	(81.1)%	2.9 x	17.1 %	15.5 %	13.7 %
Mean		**21,687**	**35,496**	**1,867**	**15,676**	**16.3 %**	**2.6 x**	**2.3 x**	**7.7 x**	**6.8 x**	**17.5 x**	**15.4 x**	**(0.5)%**	**1.7 %**	**2.6 %**	**(86.9)%**	**3.0 x**	**17.1 %**	**15.2 %**	**13.2 %**
Median		**16,119**	**27,837**	**1,885**	**12,922**	**13.8 %**	**2.5 x**	**2.3 x**	**7.1 x**	**6.6 x**	**17.2 x**	**14.3 x**	**(0.2)%**	**1.9 %**	**(0.7)%**	**(60.7)%**	**2.7 x**	**17.7 %**	**14.2 %**	**13.2 %**
Satellite Voice & Data																				
Globalstar	1.20	374	1,045	8	679	(17.2)%	14.8 x	11.7 x	NM	NM	NM	NM	NA	NA	NA	(179.3)%	NA	55.8 %	58.1 %	182.7 %
Inmarsat	9.14	4,209	5,352	344	1,487	(13.1)%	4.4 x	3.8 x	7.3 x	6.2 x	16.0 x	11.6 x	1.7 %	5.9 %	NA	(27.2)%	1.6 x	5.1 %	NA	NA
Loral	64.06	1,967	1,860	107	0	(16.3)%	1.5 x	1.4 x	12.4 x	NA	10.2 x	NA	(15.5)%	NA	NA	5.4%	(0.7) x	4.7 %	2.8 %	2.6 %
SES	26.65	10,534	15,725	355	5,546	8.0 %	6.6 x	6.1 x	8.9 x	8.3 x	NA	14.0 x	(1.5)%	0.9 %	NA	(49.3)%	3.0 x	NA	26.9 %	NA
ViaSat	40.58	1,694	1,989	40	335	(8.6)%	2.5 x	2.1 x	13.9 x	10.7 x	29.2 x	38.2 x	(0.9)%	(1.6)%	(1.7)%	(17.4)%	2.1 x	13.1 %	12.2 %	26.1 %
Mean		**3,755**	**5,194**	**171**	**1,609**	**(9.4)%**	**6.0 x**	**5.0 x**	**10.6 x**	**8.4 x**	**18.5 x**	**21.3 x**	**(4.0)%**	**1.7 %**	**(1.7)%**	**(53.5)%**	**1.5 x**	**19.7 %**	**25.0 %**	**70.5 %**
Median		**1,967**	**1,989**	**107**	**679**	**(13.1)%**	**4.4 x**	**3.8 x**	**10.7 x**	**8.3 x**	**16.0 x**	**14.0 x**	**(1.2)%**	**0.9 %**	**(1.7)%**	**(27.2)%**	**1.8 x**	**9.1 %**	**19.6 %**	**26.1 %**

($ in millions, except per share data)

Company Name	Revenue MRQ	Revenue LTM	Revenue NTM	EBITDA MRQ	EBITDA LTM	EBITDA NTM	EPS MRQ	EPS LTM	EPS NTM	MRQ/PYQ Growth Revenue	MRQ/PYQ Growth EBITDA	MRQ/PYQ Growth EPS	NTM / LTM Growth Revenue	NTM / LTM Growth EBITDA	NTM / LTM Growth EPS	LQ Margin Gross	LQ Margin EBITDA	LQ Margin Net
Cable & Sateliite TV																		
British Sky	2,643	9,921.0	11,163.9	551	2,069.8	2,508.8	0.17	0.60	0.81	19.4%	35.1%	41.8%	12.5%	21.2%	33.6%	15.8 %	20.8 %	11.2 %
Cablevision	1,922	7,400.4	7,766.4	646	2,578.3	2,802.3	0.36	1.34	1.87	9.7%	8.2%	38.5%	4.9%	8.7%	39.2%	57.2 %	33.6 %	5.5 %
Charter Comm	1,770	7,094.0	7,443.4	657	2,598.0	2,745.9	(0.38)	(1.93)	1.16	2.0%	4.0%	(281.0)%	4.9%	5.7%	160.0%	56.6 %	37.1 %	(2.4)%
Comcast	12,128	40,863.0	56,458.7	4,066	15,163.0	18,467.9	0.36	1.36	1.66	31.8%	14.1%	16.1%	38.2%	21.8%	21.8%	41.6 %	33.5 %	8.3 %
DIRECTV	6,319	24,813.0	27,320.7	1,761	6,556.0	7,066.4	0.85	2.74	3.38	12.7%	12.0%	44.1%	10.1%	7.8%	23.4%	50.4 %	27.9 %	10.7 %
Dish Network	3,224	12,807.5	13,700.0	872	3,295.8	3,626.3	0.75	2.93	2.86	5.5%	20.0%	33.9%	7.0%	10.0%	(2.6)%	41.4 %	27.1 %	10.4 %
Liberty Global	2,432	9,270.3	10,302.9	1,086	4,130.8	4,699.9	0.85	(0.22)	1.59	11.8%	15.4%	134.8%	11.1%	13.8%	NM	62.9 %	44.7 %	10.1 %
Rogers	3,075	12,119.4	12,862.1	1,186	4,554.8	4,871.0	0.74	2.94	3.24	8.8%	8.0%	9.5%	6.1%	6.9%	10.0%	52.3 %	38.6 %	13.5 %
Shaw Comm	1,228	4,061.9	5,160.6	486	1,624.4	2,165.5	0.36	1.35	1.58	39.3%	28.0%	18.3%	27.0%	33.3%	17.2%	37.1 %	39.5 %	12.8 %
Time Warner Cable	4,827	19,096.0	19,876.1	1,731	6,937.0	7,238.3	0.93	3.93	4.79	5.0%	3.7%	13.4%	4.1%	4.3%	22.0%	52.9 %	35.9 %	6.7 %
Mean	**3,957**	**14,745**	**17,205**	**1,304**	**4,951**	**5,619**	**0.50**	**1.51**	**2.29**	**14.6%**	**14.8%**	**7.0%**	**12.6%**	**13.4%**	**36.1%**	**46.8 %**	**33.9 %**	**8.7 %**
Median	**2,859**	**11,020**	**12,013**	**979**	**3,713**	**4,163**	**0.55**	**1.35**	**1.76**	**10.7%**	**13.0%**	**26.1%**	**8.5%**	**9.4%**	**22.0%**	**51.3 %**	**34.7 %**	**10.3 %**
Satellite Voice & Data																		
Globalstar	18	70.6	89.2	(2)	(17.3)	(5.0)	(0.03)	(0.22)	(0.31)	17.2%	32.7%	75.0%	26.4%	71.3%	(40.9)%	45.6 %	(10.2)%	(48.2)%
Inmarsat	324	1,210.2	1,406.4	204	732.0	863.7	0.17	0.57	0.79	15.1%	41.6%	NA	16.2%	18.0%	37.5%	68.1 %	63.0 %	28.9 %
Loral	280	1,210.0	1,290.5	35	149.5	NA	2.10	6.28	NA	22.3%	414.8%	116.6%	6.7%	NA	NA	17.3 %	12.6 %	23.5 %
SES	608	2,368.4	2,560.0	465	1,758.1	1,902.8	0.57	NA	1.90	6.1%	10.7%	37.9%	8.1%	8.2%	NA	75.0 %	76.5 %	36.6 %
ViaSat	216	802.2	942.6	38	143.5	185.5	0.41	1.39	1.06	1.8%	(25.4)%	(4.7)%	17.5%	29.3%	(23.5)%	30.8 %	17.7 %	8.3 %
Mean	**289**	**1,132**	**1,258**	**148**	**553**	**737**	**0.64**	**2.01**	**0.86**	**12.5%**	**94.9%**	**56.2%**	**15.0%**	**31.7%**	**(9.0)%**	**47.4 %**	**31.9 %**	**9.8 %**
Median	**280**	**1,210**	**1,291**	**38**	**150**	**525**	**0.41**	**0.98**	**0.92**	**15.1%**	**32.7%**	**56.4%**	**16.2%**	**23.6%**	**(23.5)%**	**45.6 %**	**17.7 %**	**23.5 %**

SagePoint Advisors

Financial Metrics

($ in millions, except per share data)

Company Name	Stock Price 6/17/11	Market Cap	Enterprise Value	Cash	Debt	% Change 12/31/10	Ent. Value/Rev. LTM	Ent. Value/Rev. NTM	Ent. Value/EBITDA LTM	Ent. Value/EBITDA NTM	Price/EPS LTM	Price/EPS NTM	Estimate Surprise Revenue	Estimate Surprise EBITDA	Estimate Surprise EPS	Net Cash / Mkt Cap	Net Debt / EBITDA	SG&A / Revenue	D&A / Revenue	CapEx / Revenue
Wireless - Int'l Emerging																				
America Movil	2.49	99,106	116,833	7,821	25,548	(13.2)%	2.6 x	2.2 x	6.4 x	5.4 x	13.2 x	23.3 x	0.1 %	(3.9)%	87.7 %	(17.9)%	1.0 x	5.4 %	15.6 %	11.8 %
Bharti Airtel	8.49	32,214	45,678	371	13,835	5.7 %	3.5 x	2.9 x	10.3 x	8.1 x	23.8 x	18.0 x	2.8 %	0.4 %	(18.0)%	(41.8)%	3.0 x	NA	18.3 %	22.0 %
China Mobile	8.87	177,897	138,663	44,340	5,106	(10.7)%	1.9 x	1.7 x	3.8 x	3.6 x	9.8 x	9.3 x	(0.7)%	0.6 %	NA	22.1%	(1.1) x	28.9 %	NA	NA
China Unicom	1.90	44,743	56,238	3,805	15,300	32.7 %	2.1 x	1.7 x	6.3 x	5.6 x	NM	46.5 x	6.9 %	(3.4)%	(76.7)%	(25.7)%	1.3 x	35.8 %	28.7 %	NA
Maroc Telecom	18.31	16,099	16,629	111	642	1.9 %	4.4 x	4.0 x	7.6 x	7.0 x	14.3 x	13.4 x	(1.4)%	(4.9)%	NA	(3.3)%	0.2 x	20.7 %	NA	NA
Mobile Telecom	3.85	14,955	13,176	3,802	2,023	(28.6)%	2.8 x	2.6 x	5.1 x	5.6 x	13.8 x	10.4 x	(4.8)%	(5.4)%	NA	11.9%	(0.7) x	28.4 %	12.9 %	12.6 %
Mobile Telesystems	19.23	18,431	24,213	1,675	7,457	(7.9)%	2.1 x	1.9 x	5.0 x	4.3 x	22.8 x	10.0 x	0.5 %	(0.6)%	(57.3)%	(31.4)%	1.2 x	32.2 %	19.2 %	7.9 %
MTN Group	20.10	37,879	37,785	5,456	5,362	(1.5)%	2.3 x	2.1 x	5.7 x	4.8 x	18.9 x	12.2 x	NA	NA	NA	0.2%	(0.0) x	NA	NA	NA
Perusahaan Telekom	0.80	15,694	16,693	1,266	2,265	(9.7)%	2.2 x	2.0 x	4.1 x	3.7 x	12.0 x	10.9 x	NA	NA	NA	(6.4)%	0.2 x	9.0 %	20.6 %	18.0 %
Reliance	2.12	4,381	11,571	1,195	8,385	(34.7)%	2.6 x	2.2 x	8.0 x	6.9 x	15.2 x	16.5 x	4.5 %	(8.8)%	(46.6)%	(164.1)%	5.0 x	33.7 %	67.9 %	NA
Saudi Telecom	9.71	19,412	25,254	2,683	8,524	(14.6)%	1.8 x	1.8 x	4.7 x	4.5 x	8.6 x	8.7 x	(4.7)%	(10.7)%	NA	(30.1)%	1.1 x	19.6 %	16.4 %	15.3 %
Singapore Telecom	2.45	39,020	42,628	2,172	5,780	2.9 %	3.1 x	2.8 x	10.9 x	10.0 x	13.3 x	12.0 x	(1.3)%	3.5 %	4.3 %	(9.2)%	0.9 x	NA	10.8 %	11.2 %
Telenor	15.23	24,864	27,620	3,620	6,376	(6.6)%	1.7 x	1.5 x	5.5 x	4.8 x	15.7 x	10.7 x	0.1 %	(1.0)%	(2.6)%	(11.1)%	0.6 x	29.9 %	15.4 %	12.1 %
Mean		**41,900**	**44,075**	**6,025**	**8,200**	**(6.5)%**	**2.5 x**	**2.3 x**	**6.4 x**	**5.7 x**	**15.1 x**	**15.5 x**	**0.2 %**	**(3.1)%**	**(15.6)%**	**(23.6)%**	**1.0 x**	**24.4 %**	**22.6 %**	**13.9 %**
Median		**24,864**	**27,620**	**2,683**	**6,376**	**(7.9)%**	**2.3 x**	**2.1 x**	**5.7 x**	**5.4 x**	**14.1 x**	**12.0 x**	**0.1 %**	**(3.4)%**	**(18.0)%**	**(11.1)%**	**0.9 x**	**28.7 %**	**17.3 %**	**12.4 %**

($ in millions, except per share data)

Company Name	Revenue MRQ	Revenue LTM	Revenue NTM	EBITDA MRQ	EBITDA LTM	EBITDA NTM	EPS MRQ	EPS LTM	EPS NTM	MRQ/PYQ Growth Revenue	MRQ/PYQ Growth EBITDA	MRQ/PYQ Growth EPS	NTM / LTM Growth Revenue	NTM / LTM Growth EBITDA	NTM / LTM Growth EPS	LQ Margin Gross	LQ Margin EBITDA	LQ Margin Net
Wireless - Int'l Emerging																		
America Movil	11,995	45,157.1	54,262.5	4,011	18,177.2	21,767.1	0.05	0.19	0.11	9.9%	0.9%	17.4%	20.2%	19.7%	(43.5)%	38.9 %	33.4 %	32.9 %
Bharti Airtel	3,649	13,195.3	15,784.9	1,223	4,448.8	5,620.0	0.08	0.36	0.47	63.0%	44.9%	(33.9)%	19.6%	26.3%	32.1%	33.5 %	33.5 %	8.6 %
China Mobile	18,047	73,430.6	80,880.4	8,870	36,079.4	38,797.9	0.24	0.91	0.95	7.2%	4.7%	NA	10.1%	7.5%	5.3%	78.1 %	49.1 %	25.6 %
China Unicom	7,487	27,045.7	32,970.4	2,245	8,889.5	10,007.1	0.00	0.02	0.04	26.5%	1.9%	(79.1)%	21.9%	12.6%	128.2%	65.8 %	30.0 %	0.5 %
Maroc Telecom	957	3,773.1	4,113.9	514	2,191.1	2,382.1	0.34	1.28	1.36	15.1%	7.4%	NA	9.0%	8.7%	6.7%	74.4 %	53.7 %	31.1 %
Mobile Telecom	1,170	4,744.0	5,104.1	525	2,573.3	2,357.8	0.05	0.28	0.37	2.9%	9.5%	12.2%	7.6%	(8.4)%	33.6%	73.3 %	44.9 %	16.8 %
Mobile Telesystems	2,934	11,611.7	13,011.6	1,135	4,829.6	5,581.3	0.17	0.84	1.92	12.2%	(1.6)%	(14.5)%	12.1%	15.6%	128.5%	70.9 %	38.7 %	5.6 %
MTN Group	4,454	16,106.1	17,861.5	1,767	6,661.1	7,823.5	0.25	1.07	1.64	NA	NA	NA	10.9%	17.4%	54.0%	62.7 %	39.7 %	10.6 %
Perusahaan Telekom	1,918	7,705.4	8,328.4	992	4,109.5	4,452.3	0.02	0.07	0.07	6.5%	(0.5)%	6.2%	8.1%	8.3%	9.8%	60.7 %	51.7 %	16.9 %
Reliance	1,173	4,532.0	5,246.6	350	1,444.3	1,672.8	0.02	0.14	0.13	17.6%	7.5%	(83.7)%	15.8%	15.8%	(8.0)%	63.6 %	29.9 %	3.1 %
Saudi Telecom	3,487	13,956.8	14,345.4	1,284	5,326.1	5,560.4	0.21	1.13	1.12	4.4%	7.9%	(11.2)%	2.8%	4.4%	(1.6)%	56.4 %	36.8 %	12.0 %
Singapore Telecom	3,683	13,796.2	15,191.6	1,109	3,906.6	4,269.3	0.05	0.18	0.20	15.3%	15.6%	7.7%	10.1%	9.3%	10.8%	29.3 %	30.1 %	21.5 %
Telenor	4,355	16,584.9	18,389.1	1,330	5,001.5	5,738.7	0.31	0.97	1.42	15.8%	9.0%	182.5%	10.9%	14.7%	46.0%	60.5 %	30.5 %	11.6 %
Mean	**5,024**	**19,357**	**21,961**	**1,951**	**7,972**	**8,925**	**0.14**	**0.57**	**0.75**	**16.4%**	**8.9%**	**0.4%**	**12.2%**	**11.7%**	**30.9%**	**59.1 %**	**38.6 %**	**15.1 %**
Median	**3,649**	**13,796**	**15,192**	**1,223**	**4,830**	**5,581**	**0.08**	**0.36**	**0.47**	**13.6%**	**7.4%**	**(2.5)%**	**10.9%**	**12.6%**	**10.8%**	**62.7 %**	**36.8 %**	**12.0 %**

SAGEPOINT ADVISORS

Financial Metrics

($ in millions, except per share data)

Company Name	Stock Price 6/17/11	Market Cap	Enterprise Value	Cash	Debt	% Change 12/31/10	Ent. Value/Rev. LTM	Ent. Value/Rev. NTM	Ent. Value/EBITDA LTM	Ent. Value/EBITDA NTM	Price/EPS LTM	Price/EPS NTM	Estimate Surprise Revenue	Estimate Surprise EBITDA	Estimate Surprise EPS	Net Cash / Mkt Cap	Net Debt / EBITDA	SG&A / Revenue	D&A / Revenue	CapEx / Revenue
Wireless - Int'l Developed																				
Deutsche Telekom	14.97	64,377	126,674	5,498	67,796	16.0 %	1.7 x	1.5 x	5.9 x	4.8 x	15.4 x	16.7 x	0.7 %	1.0 %	4.9 %	(96.8)%	2.9 x	10.6 %	19.9 %	15.9 %
France Telecom	20.65	54,700	97,116	6,954	49,370	(1.3)%	1.6 x	1.5 x	4.8 x	4.5 x	9.8 x	9.4 x	(0.3)%	(0.1)%	0.0 %	(77.5)%	2.1 x	11.7 %	NA	NA
KDDI	7,142.41	30,326	40,066	1,956	11,697	23.6 %	1.0 x	0.9 x	3.6 x	3.5 x	10.3 x	9.7 x	(1.4)%	13.0 %	NA	(32.1)%	0.9 x	(62.7)%	14.1 %	11.8 %
NTT DoCoMo	1,759.38	72,957	67,275	10,940	5,258	0.7 %	1.3 x	1.3 x	3.7 x	3.4 x	12.6 x	11.5 x	(3.1)%	(2.2)%	NA	7.8%	(0.3) x	NA	39.5 %	10.3 %
Rogers	36.07	19,896	30,345	333	10,782	3.7 %	2.5 x	2.4 x	6.7 x	6.2 x	12.3 x	11.1 x	NA	NA	0.0 %	(52.5)%	2.3 x	13.7 %	14.0 %	13.2 %
Royal KPN	14.27	21,103	37,626	1,339	17,861	(2.6)%	2.1 x	2.0 x	5.4 x	5.0 x	8.4 x	8.4 x	(1.9)%	(3.5)%	36.4 %	(78.3)%	2.4 x	4.8 %	17.4 %	9.9 %
SOFTBANK	35.71	38,653	56,684	11,341	29,372	3.1 %	1.6 x	1.4 x	5.2 x	4.7 x	16.9 x	12.1 x	(6.8)%	(0.4)%	NA	(46.6)%	1.6 x	24.7 %	9.9 %	7.9 %
Telecom Italia	1.33	24,626	71,128	9,639	56,141	2.7 %	1.9 x	1.7 x	4.5 x	4.5 x	8.1 x	9.0 x	0.3 %	0.1 %	14.9 %	(188.8)%	2.9 x	7.4 %	20.2 %	7.0 %
Telefonica	23.63	106,543	181,967	10,118	85,542	3.9 %	2.1 x	1.9 x	6.1 x	5.1 x	7.2 x	8.6 x	(0.7)%	(1.6)%	(8.6)%	(70.8)%	2.5 x	4.1 %	16.1 %	NA
TeliaSonera	7.18	31,111	38,463	4,066	11,418	(9.4)%	2.5 x	2.3 x	7.2 x	6.7 x	10.6 x	9.8 x	(3.0)%	(1.1)%	(7.1)%	(23.6)%	1.4 x	11.5 %	12.9 %	10.2 %
Vodafone	2.58	132,312	182,637	11,116	61,441	(0.2)%	2.6 x	2.4 x	8.0 x	7.7 x	10.4 x	10.0 x	NA	NA	0.0 %	(38.0)%	2.2 x	0.9 %	17.3 %	9.4 %
Mean		54,237	84,544	6,664	36,971	3.6 %	1.9 x	1.8 x	5.5 x	5.1 x	11.1 x	10.6 x	(1.8)%	0.6 %	5.1 %	(63.4)%	1.9 x	2.7 %	18.1 %	10.6 %
Median		38,653	67,275	6,954	29,372	2.7 %	1.9 x	1.7 x	5.4 x	4.8 x	10.4 x	9.8 x	(1.4)%	(0.4)%	0.0 %	(52.5)%	2.2 x	9.0 %	16.7 %	10.2 %

($ in millions, except per share data)

Company Name	Revenue MRQ	Revenue LTM	Revenue NTM	EBITDA MRQ	EBITDA LTM	EBITDA NTM	EPS MRQ	EPS LTM	EPS NTM	MRQ/PYQ Growth Revenue	MRQ/PYQ Growth EBITDA	MRQ/PYQ Growth EPS	NTM / LTM Growth Revenue	NTM / LTM Growth EBITDA	NTM / LTM Growth EPS	LQ Margin Gross	LQ Margin EBITDA	LQ Margin Net
Wireless - Int'l Developed																		
Deutsche Telekom	15,358	76,379.3	85,453.5	4,817	21,539.6	26,302.7	0.23	0.97	0.89	(5.4)%	(4.9)%	(16.1)%	11.9%	22.1%	(8.2)%	42.0 %	31.4 %	6.4 %
France Telecom	15,923	61,048.2	65,772.5	5,295	20,103.1	21,539.4	0.51	2.11	2.20	18.4%	14.7%	(1.1)%	7.7%	7.1%	4.0%	45.0 %	33.3 %	6.8 %
KDDI	10,411	40,912.8	42,498.4	2,544	11,108.4	11,403.3	150.05	691.66	737.42	13.6%	19.0%	NM	3.9%	2.7%	6.6%	(92.3)%	24.4 %	6.1 %
NTT DoCoMo	12,250	50,306.5	53,121.7	3,417	18,307.3	19,564.2	13.58	140.15	153.47	9.9%	(0.6)%	(30.0)%	5.6%	6.9%	9.5%	8.5 %	27.9 %	4.6 %
Rogers	3,075	12,119.4	12,862.1	1,186	4,554.8	4,871.0	0.74	2.94	3.24	8.8%	8.0%	9.5%	6.1%	6.9%	10.0%	52.3 %	38.6 %	13.5 %
Royal KPN	4,531	17,692.1	19,189.6	1,743	7,012.5	7,533.7	0.55	1.69	1.70	2.4%	(2.1)%	46.1%	8.5%	7.4%	0.7%	43.3 %	38.5 %	18.5 %
SOFTBANK	9,108	35,843.6	39,765.9	2,680	10,927.9	12,182.9	0.53	2.11	2.95	18.5%	41.2%	NM	10.9%	11.5%	39.7%	54.2 %	29.4 %	6.6 %
Telecom Italia	10,030	37,685.6	41,136.3	4,137	15,824.0	15,817.2	0.04	0.16	0.15	15.7%	8.8%	32.3%	9.2%	(0.0)%	(10.0)%	48.6 %	41.2 %	7.9 %
Telefonica	22,129	85,403.9	93,795.4	7,487	30,054.3	35,868.3	0.51	3.30	2.75	16.2%	7.7%	4.9%	9.8%	19.3%	(16.6)%	38.0 %	33.8 %	10.4 %
TeliaSonera	3,918	15,318.4	16,464.9	1,399	5,370.8	5,781.0	0.16	0.68	0.73	7.7%	15.7%	12.3%	7.5%	7.6%	7.6%	47.2 %	35.7 %	18.7 %
Vodafone	18,683	71,527.3	74,764.8	5,866	22,837.5	23,659.3	0.07	0.25	0.26	8.4%	6.2%	15.7%	4.5%	3.6%	3.6%	32.3 %	31.4 %	18.7 %
Mean	11,401	45,840	49,530	3,688	15,240	16,775	15.18	76.91	82.34	10.4%	10.3%	8.2%	7.8%	8.7%	4.3%	29.0 %	33.2 %	10.7 %
Median	10,411	40,913	42,498	3,417	15,824	15,817	0.51	2.11	2.20	9.9%	8.0%	9.5%	7.7%	7.1%	4.0%	43.3 %	33.3 %	7.9 %

SagePoint Advisors

Financial Metrics

($ in millions, except per share data)

Company Name	Stock Price 6/17/11	Market Cap	Enterprise Value	Cash	Debt	% Change 12/31/10	Ent. Value/Rev.		Ent. Value/EBITDA		Price/EPS		Estimate Surprise			Net Cash / Mkt Cap	Net Debt / EBITDA	SG&A / Revenue	D&A / Revenue	CapEx / Revenue
							LTM	NTM	LTM	NTM	LTM	NTM	Revenue	EBITDA	EPS					
Wireless - US																				
AT&T	30.77	182,220	245,857	1,391	65,028	4.7 %	2.0 x	1.9 x	6.4 x	5.6 x	13.5 x	12.7 x	0.0 %	(3.8)%	(0.1)%	(34.9)%	1.7 x	23.8 %	14.7 %	13.3 %
Atlantic Tele	36.36	560	811	47	299	(5.2)%	1.1 x	1.1 x	5.7 x	5.3 x	32.2 x	26.9 x	1.4 %	21.6 %	234.6 %	(45.0)%	1.8 x	42.3 %	13.2 %	8.6 %
Clearwire	3.60	886	3,768	1,203	4,085	(30.1)%	5.4 x	2.6 x	NM	NM	NM	NM	1.5 %	NA	86.1 %	(325.1)%	NA	123.5 %	76.4 %	112.8 %
Leap Wireless	15.47	1,216	3,664	394	2,842	26.2 %	1.3 x	1.1 x	7.6 x	5.8 x	NM	NM	5.7 %	(2.2)%	(20.4)%	(201.4)%	5.1 x	26.3 %	16.2 %	11.9 %
MetroPCS	16.02	5,747	8,387	1,659	4,298	26.8 %	2.0 x	1.6 x	7.0 x	5.7 x	19.5 x	14.6 x	5.9 %	(7.4)%	(20.7)%	(45.9)%	2.2 x	14.1 %	10.9 %	17.2 %
NTELOS	19.59	825	1,551	22	748	2.8 %	2.8 x	2.4 x	7.1 x	6.0 x	18.6 x	13.3 x	0.1 %	(1.2)%	(6.5)%	(88.1)%	3.3 x	29.3 %	16.4 %	16.8 %
Shenandoah	17.87	425	590	27	192	(4.6)%	2.8 x	2.4 x	8.2 x	6.3 x	24.8 x	18.2 x	(0.1)%	(2.4)%	4.0 %	(39.0)%	2.3 x	22.1 %	23.1 %	26.7 %
Sprint Nextel	5.19	15,527	30,067	3,998	18,538	22.7 %	0.9 x	0.9 x	5.2 x	5.5 x	NM	NM	1.5 %	12.0 %	22.0 %	(93.6)%	2.5 x	28.9 %	15.1 %	7.7 %
TowerStream	4.93	209	187	22	0	21.4 %	8.8 x	6.2 x	NM	24.4 x	NM	NM	(0.8)%	NA	0.0 %	10.5%	(34.6) x	54.0 %	33.2 %	44.0 %
US Cellular	46.81	3,990	4,315	543	868	(6.3)%	1.0 x	1.0 x	5.7 x	5.5 x	32.7 x	28.6 x	0.7 %	(2.2)%	(4.8)%	(8.2)%	0.4 x	41.8 %	13.7 %	9.1 %
Verizon	35.51	100,461	146,928	14,730	61,197	(0.8)%	1.4 x	1.3 x	4.2 x	4.0 x	16.2 x	15.4 x	0.6 %	(1.6)%	1.2 %	(46.3)%	1.3 x	27.0 %	14.9 %	16.2 %
Mean		28,370	40,557	2,185	14,372	5.3 %	2.7 x	2.1 x	6.3 x	7.4 x	22.5 x	18.5 x	1.5 %	1.4 %	26.8 %	(83.4)%	(1.4) x	39.4 %	22.5 %	25.9 %
Median		1,216	3,768	543	2,842	2.8 %	2.0 x	1.6 x	6.4 x	5.7 x	19.5 x	15.4 x	0.7 %	(2.2)%	0.0 %	(45.9)%	2.0 x	28.9 %	15.1 %	16.2 %
Wireless Towers																				
American Tower	50.20	19,911	25,103	374	5,566	(2.8)%	12.0 x	10.2 x	19.2 x	15.6 x	54.6 x	48.5 x	1.5 %	1.4 %	(0.5)%	(26.1)%	4.0 x	13.8 %	23.3 %	17.4 %
Crown Castle	40.41	11,736	18,386	82	6,732	(7.8)%	9.5 x	9.1 x	15.6 x	14.3 x	88.2 x	71.3 x	1.8 %	3.4 %	45.7 %	(56.7)%	5.7 x	9.0 %	27.5 %	6.1 %
GTL Infrastructure	0.66	635	1,706	60	1,131	(30.8)%	NA	4.8 x	NA	8.4 x	NA	NM	NA	NA	NA	(168.7)%	NA	10.5 %	39.1 %	NA
SBA Comm	36.68	4,157	7,065	97	3,005	(10.4)%	10.9 x	9.9 x	18.4 x	15.5 x	NM	NM	0.4 %	0.3 %	(41.1)%	(69.9)%	7.6 x	9.5 %	44.6 %	12.0 %
Mean		9,110	13,065	153	4,108	(13.0)%	10.8 x	8.5 x	17.8 x	13.5 x	71.4 x	59.9 x	1.3 %	1.7 %	1.4 %	(80.4)%	5.7 x	10.7 %	33.6 %	11.8 %
Median		7,947	12,726	90	4,285	(9.1)%	10.9 x	9.5 x	18.4 x	14.9 x	71.4 x	59.9 x	1.5 %	1.4 %	(0.5)%	(63.3)%	5.7 x	10.0 %	33.3 %	12.0 %

($ in millions, except per share data)

Company Name	Revenue			EBITDA			EPS			MRQ/PYQ Growth			NTM / LTM Growth			LQ Margin		
	MRQ	LTM	NTM	MRQ	LTM	NTM	MRQ	LTM	NTM	Revenue	EBITDA	EPS	Revenue	EBITDA	EPS	Gross	EBITDA	Net
Wireless - US																		
AT&T	31,247	124,997.0	126,135.1	10,392	38,511.0	43,752.9	0.57	2.28	2.42	2.3%	(3.3)%	(3.4)%	0.9%	13.6%	6.4%	57.1 %	33.3 %	10.8 %
Atlantic Tele	188	752.2	735.7	35	141.9	152.8	0.29	1.13	1.35	243.1%	59.0%	(39.6)%	(2.2)%	7.6%	19.5%	61.1 %	18.8 %	2.4 %
Clearwire	242	692.2	1,461.2	(299)	(1,570.3)	(490.9)	(0.07)	(1.08)	(1.65)	126.9%	8.8%	85.1%	111.1%	68.7%	(53.2)%	(0.0)%	(123.5)%	(7.1)%
Leap Wireless	780	2,823.2	3,249.0	109	484.3	628.3	(1.26)	(4.81)	(2.05)	14.1%	(6.0)%	(40.0)%	15.1%	29.8%	57.5%	40.3 %	14.0 %	(12.3)%
MetroPCS	1,194	4,293.2	5,141.5	275	1,196.0	1,469.8	0.15	0.82	1.10	23.1%	29.8%	150.0%	19.8%	22.9%	34.0%	37.1 %	23.0 %	4.5 %
NTELOS	156	563.7	636.7	57	219.3	257.1	0.28	1.06	1.47	13.1%	5.9%	(8.0)%	13.0%	17.2%	39.1%	66.0 %	36.7 %	7.5 %
Shenandoah	60	213.8	250.3	21	72.4	94.0	0.13	0.72	0.98	45.3%	6.0%	(53.6)%	17.1%	29.9%	35.7%	56.9 %	34.8 %	5.1 %
Sprint Nextel	8,313	32,791.0	33,543.0	1,514	5,753.0	5,441.8	(0.15)	(0.91)	(0.54)	2.8%	2.4%	11.8%	2.3%	(5.4)%	40.7%	47.1 %	18.2 %	(5.4)%
TowerStream	6	21.4	30.2	0	0.6	7.7	(0.03)	(0.13)	(0.07)	40.3%	202.3%	25.0%	41.2%	1,112.1%	50.0%	61.8 %	7.7 %	(21.3)%
US Cellular	1,057	4,210.9	4,295.4	203	760.2	790.5	0.40	1.43	1.64	3.2%	(10.1)%	(27.3)%	2.0%	4.0%	14.6%	61.0 %	19.2 %	3.3 %
Verizon	26,990	106,642.0	111,751.4	8,477	34,735.0	36,295.6	0.51	2.19	2.31	0.3%	(2.2)%	(8.9)%	4.8%	4.5%	5.6%	58.4 %	31.4 %	5.4 %
Mean	6,385	25,273	26,112	1,890	7,300	8,036	0.07	0.24	0.63	46.8%	26.6%	8.3%	20.4%	118.6%	22.7%	49.7 %	10.3 %	(0.6)%
Median	780	2,823	3,249	109	484	628	0.15	0.82	1.10	14.1%	5.9%	(8.0)%	13.0%	17.2%	34.0%	57.1 %	19.2 %	3.3 %
Wireless Towers																		
American Tower	563	2,093.6	2,457.3	350	1,305.0	1,609.4	0.23	0.92	1.04	23.8%	20.7%	(4.2)%	17.4%	23.3%	12.6%	76.0 %	62.1 %	16.4 %
Crown Castle	499	1,933.4	2,028.7	309	1,175.8	1,283.0	0.14	0.46	0.57	12.3%	16.6%	161.5%	4.9%	9.1%	23.8%	70.8 %	61.9 %	8.0 %
GTL Infrastructure	31	NA	351.9	17	NA	203.3	(0.01)	NA	(0.11)	37.3%	34.5%	(539.7)%	NA	NM	NA	64.9 %	54.4 %	(30.3)%
SBA Comm	168	646.4	716.0	101	383.7	455.0	(0.26)	(1.08)	(0.51)	13.4%	17.1%	13.3%	10.8%	18.6%	52.8%	69.8 %	60.3 %	(17.7)%
Mean	315	1,558	1,388	194	955	888	0.02	0.10	0.25	21.7%	22.2%	(92.3)%	11.0%	17.0%	29.7%	70.4 %	59.7 %	(5.9)%
Median	333	1,933	1,372	205	1,176	869	0.06	0.46	0.23	18.6%	18.9%	4.6%	10.8%	18.6%	23.8%	70.3 %	61.1 %	(4.9)%

Introduction to SagePoint Advisors

Introduction to SagePoint Advisors

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

SagePoint Advisors Team

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 .

SagePoint Advisors

Primary Industry Focus – Communications & Networking

Segment	Subcategory Examples	
Cloud, SaaS & Internet	• Cloud Computing • Cloud Storage • Cloud Security • Software-as-a-Service	• Web Hosting & Colocation • Web-Based Communications • Social Networking • Internet Search & Marketing
Wireless & Mobile	• Mobile Applications • Mobile Advertising • Mobile Payments • Location Based Services • Wireless Gateways	• Network Infrastructure • Network Software • Client Devices • Semiconductors
Voice, Video & Data	• Service Providers • Client Software • Server Software • Telecom Equipment	• Customer Premise Equipment • Consumer Devices • Semiconductors
IT Infrastructure	• Data Networking • Computing • Storage • Security • Virtualization	• Network Management • Systems Management • Application Acceleration • Data Analytics

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Transaction Experience of SagePoint Team

Continuous Computing *has been acquired by* RadiSys *Up to $120,000,000* *Pending*	Xumii ...stay connected *has been acquired by* myriad *August 2009*	Strix Systems *has been acquired by* Undisclosed Buyer *November 2008*	Sky MobileMedia *has sold certain assets to* Undisclosed Handset OEM *October 2008*	Sky MobileMedia Buyside Advisory 2008	vativ technologies *has been acquired by* Entropic communications *April 2008*	Network Physics *has sold its assets to* OPNET *$10,000,000* *October 2007*
AccessLine communications *has been acquired by* Telanetix *$34,875,000* *September 2007*	AuthenTec *Initial Public Offering* *$82,500,000* *Co-manage* *June 2007*	CrystalVoice communications *has been acquired by* gips *January 2007*	DivX *Initial Public Offering* *$167,440,000* *Co-manager* *September 2006*	neven vision machine vision technology *has been acquired by* Google *August 2006*	GERS Retail Systems *has been acquired by* Golden Gate Capital *August 2006*	Raptor Networks Technology Inc Senior Convertible Debentures $5,000,000 Financial Advisor and Placement Agent July 2006
unicru *has been acquired by* Kronos *$150,000,000* *July 2006*	ZMD *has sold its SRAM assets to* Simtek *January 2006*	InfoSonics *Private Investment in Public Equity* *$14,400,000* *Co-Agent* *January 2006*	Commasic *has been acquired by* freescale semiconductor *October 2005*	Procom Technology *has agreed to the sale of their NAS Software Intellectual Property to* Sun microsystems *$50,000,000* *May 2005*	Peregrine Semiconductor *has sold a minority stake to* *Strategic Investor* *2005*	Gyration *has been acquired by* Thomson *August 2004*
element the e-way of software *has been acquired by* Digital River *$122,500,000* *April 2004*	Synad Technologies *has been acquired by* ST *December 2003*	AirPrime *has been acquired by* Sierra Wireless *August 2003*	Netreon *has been acquired by* ca *February 2003*	ZoneOfTrust *has been acquired by* Guardent *April 2002*	dataDirect Networks *Private Placement* *$9,900,000* *Placement Agent* *July 2001*	TeleCore the leader in emerging data technology *has merged with* viaSource Communications, Inc. *$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	• Xumii sale to Myriad Group • AccessLine sale to Telanetix • Neven Vision sale to Google • Unicru sale to Kronos • Element5 sale to Digital River	• ZoneOfTrust sale to Guardent • GeoNet sale to Level 3 • Compute Intensive sale to Verio • Speakeasy Capital Raise • Cephren Strategic Investment
Wireless & Mobile	• CCPU sale to Radisys • Xumii sale to Myriad Group • Strix sale to Idream • Sky Mobile Media Asset Sale • Neven Vision sale to Google	• CommAsic sale to Freescale • Peregrine Strategic Investment • Synad sale to STMicro • Airprime sale to Sierra Wireless • Tachyon Capital Raise
Voice, Video & Data	• Vativ sale to Entropic • AccessLine sale to Telanetix • CrystalVoice sale to GIPS • DivX IPO • TIR sale to Philips	• Gyration sale to Philips • Compute Intensive sale to Verio • Speakeasy Capital Raise • Tachyon Capital Raise • Telecore sale to ViaSource
IT Infrastructure	• Network Physics sale to OpNet • AuthenTec IPO • Raptor Networks Capital Raise • Procom sale to Sun	• LVL7 sale to Broadcom • Netreon sale to CA • ZoneOfTrust sale to Guardent • DataDirect Capital Raise

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Representative Buyer Relationships

Internet / Media	Service Providers	IT Infrastructure & Software	Telecom Equipment	Consumer Electronics	Semiconductors
amazon.com	at&t	ca	AVAYA	LG	AMD
AOL	BT	CITRIX	Alcatel·Lucent	NOKIA Connecting People	BROADCOM
Disney	comcast	DELL	Cisco Systems	RIM	freescale semiconductor
facebook	COX COMMUNICATIONS	EMC²	ERICSSON	Panasonic	infineon
Google	orange	hp	HUAWEI	PHILIPS	intel
IAC InterActiveCorp	NTT/VERIO	IBM	Juniper Networks	SAMSUNG	MARVELL
LinkedIn	Sprint	Microsoft	Nokia Siemens Networks	SHARP	MEDIATEK
Microsoft	T-Mobile	NetApp		SONY	QUALCOMM
News Corporation	verizon	ORACLE			ST ERICSSON
YAHOO!	vodafone	SAP			Texas Instruments
zynga		symantec.			
		vmware			

SAGEPOINT ADVISORS

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