

**Harris Williams & Co.**  
middle market\*

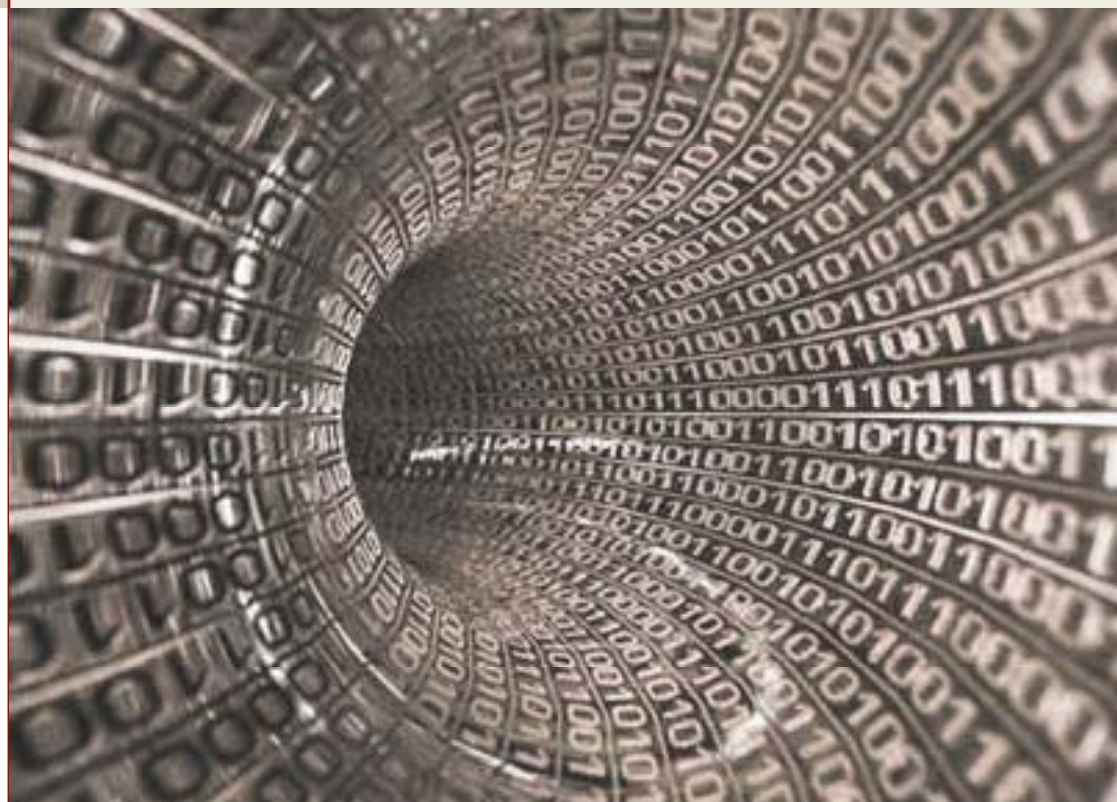
# European Technology Update

April 13, 2011

**Thierry Monjauze**  
Managing Director  
63 Brook Street  
London W1K 4HS  
United Kingdom  
Phone: +44 20 7518 8900  
tmonjauze@harriswilliams.com

**Francois Morin**  
Director  
63 Brook Street  
London W1K 4HS  
United Kingdom  
Phone: +44 20 7518 8900  
fmorin@harriswilliams.com

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



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Company  
Specific  
News

- Texas Instruments has agreed to acquire National Semiconductor for \$6.5 billion
- Apax Partners has agreed to acquire enterprise software providers **Epicor Software** and **Activant Solutions** for \$2 billion and to combine the businesses
- Vivendi has agreed to acquire Vodafone's 44% stake in **SFR**, a leading French mobile service provider, for €7.75 billion
- French 3D inspection software company **Metrologic** has agreed to be acquired by Carlyle for €95 million
- Investcorp Technology Partners has acquired travel booking site **Evio** for £30 million
- **GMT Communication Partners** has acquired the legal and tax accounting software business of Thomson Reuters in Denmark and Sweden
- Social media monitoring software provider **Radian6** has agreed to be acquired by Salesforce.com for \$326 million
- French online wine retailer 1855 has acquired competitor **ChateauOnline**
- Business management and accounting software company **Access UK** has secured a £50 million investment from Lyceum Capital
- Leading Chinese ecommerce site **360buy.com** has raised \$1.5 billion from DST, Tiger Fund and Wal-Mart
- Group buying site **LivingSocial** has raised \$400 million from Amazon, Lightspeed Venture Partners, T. Rowe Price and Institutional Venture Partners
- Spanish group buying site **Groupalia** has raised \$15 million from General Atlantic, Insight Venture Partners and Index Ventures
- Another Spanish group buying site, **Offerum**, has raised €2 million
- Russian online travel site **Okto.ru** has raised \$5 million from Mangrove Capital, ABRT and Ventech
- UK-based online restaurant reservations service **Livebookings** has raised £6 million from Balderton Capital and Wellington Partners
- Holiday lettings marketplace **HouseTrip** has raised \$2.7 million from Index Ventures
- **Borro**, an online pawn broker, has raised £7.5 million in a round led by Augmentum Capital
- Email advertising SaaS company **ividence** has raised \$4.2 million from A Plus Finance
- French mobile marketing services provider **MobPartner** has raised €2.4 million from Alven Capital and Newfund Management
- **BaseKit**, a website design tool, has raised \$6.5 million from Nauta Capital and Eden Ventures
- Swiss productivity software firm **me2me** has raised \$2.3 million from Credit Suisse, Swisscom Ventures and beelk Holding
- UK-based mobile social game developer **MindGames** has raised £1.5 million from Flair Pool
- Social game developer **MegaZebra** has raised several million Euros from Doughty Hanson Technology Ventures and Kizoo Technology Ventures
- Mobile software developer **Project Zebra** has raised a round of financing from Venista Ventures
- Sports digital media company **Perform Group** raised £67.5 million in a London IPO
- **Skrill Holdings**, the parent of online payments provider Moneybookers, and vacuum technology company **Edwards** have pulled their London IPOs after weak reception of Perform Group's IPO
- **Zipcar**, the provider of shared car services, has filed for a \$133 million Nasdaq IPO
- **American Express** has launched an online payments platform that will compete with PayPal
- **Amazon** has announced plans to launch a cloud music storage service accessible by web browser and Android app

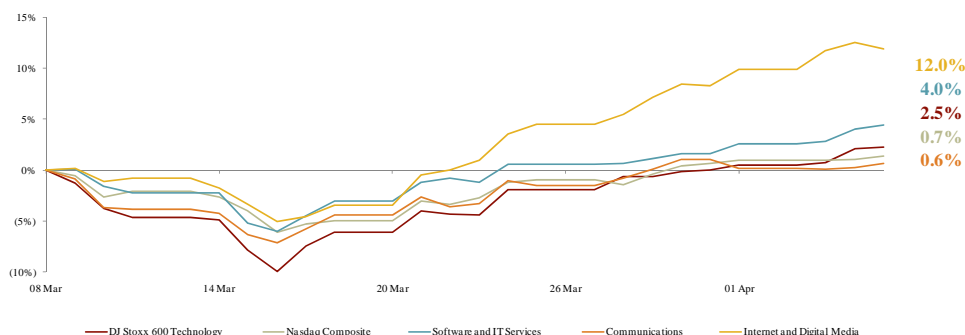
Industry  
Trends

- In Q1 2011, 14 **venture-backed IPOs** raised \$1.4 billion, a 47% increase on a dollar basis and 56% increase by number of deals compared to Q1 2010
- The **global smartphone market** is expected to grow 49.2% in 2011 with shipments exceeding 450 million, according to IDC
- Android is projected to capture 45% of the smartphone market by 2016, according to ABI Research
- **UK online advertising spend** grew 12.8% in 2010 to reach £4.1 billion
- According to Borrell Associates, **local online advertising spend** will comprise 17.8% of total spend in 2011, up from 14.9% in 2010
- **US digital music revenue** is projected to exceed CD sales in the US in 2012, according to Strategy Analytics
- **Global recorded music sales** fell by nearly \$1.5 billion in 2010 to \$15.9 billion as physical sales fell 14.2% and digital revenues grew by 5.3%
- Juniper Research expects **mobile data traffic** to surpass 14 million terabytes by 2015, which is lower than previous estimates as traffic is absorbed by wi-fi and femtocell networks

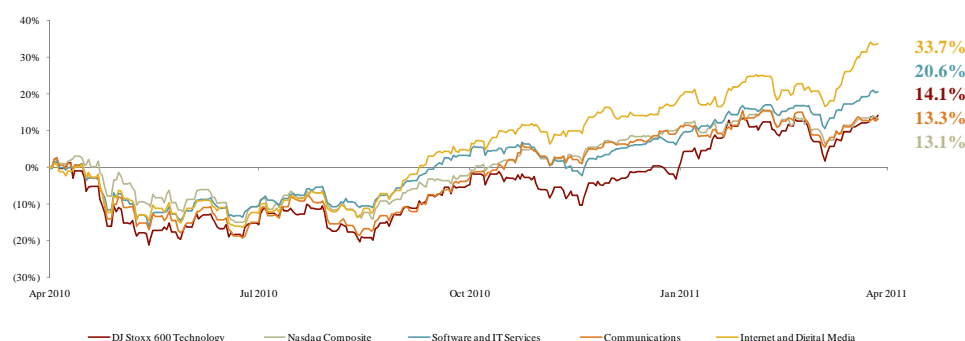
Source: Industry news sources.

Stock Performance

Last 30 Days



Last Twelve Months

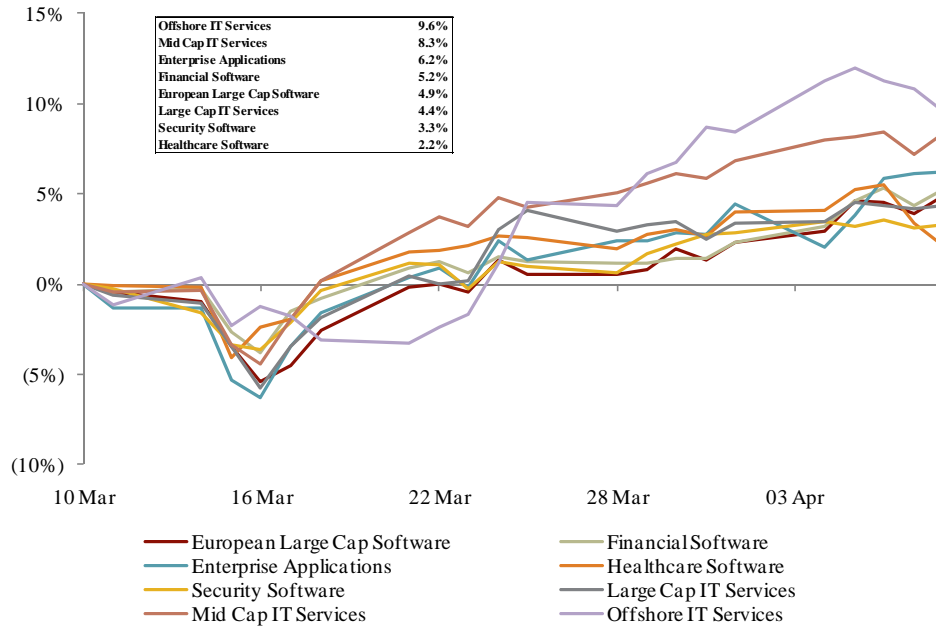


Sources: Capital IQ, 11 April 2011; Brokers' reports.

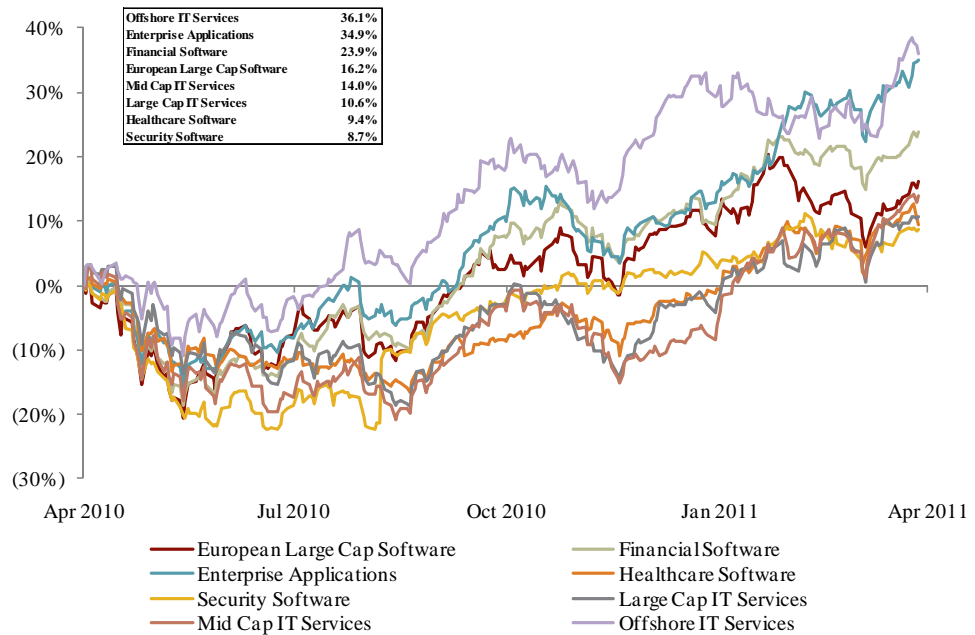
Comparable Trading Summary

	CY2011E		EV / Revenue		EV / EBITDA		P / E		
	EBITDA Margin	Growth	CY2011E	CY2012E	CY2011E	CY2012E	CY2011E	CY2012E	
<b><u>Software and IT Services</u></b>									
Enterprise Applications	20.4%	5.2%	1.8x	1.7x	8.9x	7.8x	16.8x	13.9x	
European Large Cap Software	33.1%	6.1%	3.6x	3.3x	10.5x	9.3x	18.3x	15.8x	
Financial Software	23.9%	5.4%	2.2x	2.0x	8.8x	7.7x	18.3x	15.3x	
Healthcare Software	20.9%	14.6%	2.0x	1.8x	8.8x	7.8x	17.9x	14.9x	
Large Cap IT Services	13.4%	13.3%	0.9x	0.9x	6.7x	6.1x	13.9x	12.1x	
Mid Cap IT Services	11.3%	5.1%	0.7x	0.7x	6.4x	6.0x	11.0x	9.8x	
Offshore IT Services	24.4%	24.2%	3.9x	3.2x	15.5x	13.0x	22.5x	19.0x	
Security Software	36.3%	7.8%	3.6x	3.3x	9.3x	8.2x	17.5x	15.3x	
<b><u>Communications</u></b>									
Digital Broadband	13.1%	12.3%	0.7x	0.7x	5.4x	4.8x	12.0x	10.9x	
Diversified Communication Equipment	14.6%	11.8%	1.5x	1.3x	9.4x	8.0x	18.6x	16.3x	
Mobile Content / Solutions Providers	17.4%	28.9%	1.6x	1.4x	8.6x	6.1x	20.8x	16.7x	
Mobile Infrastructure Software	19.6%	11.0%	2.4x	2.3x	12.9x	8.2x	25.8x	18.7x	
<b><u>Internet and Digital Media</u></b>									
Chinese Internet Leaders	40.1%	30.2%	8.8x	6.8x	17.7x	16.7x	23.8x	25.3x	
Online Classifieds	39.5%	21.0%	6.3x	5.5x	17.5x	13.5x	28.7x	24.3x	
Content Providers / Communities	23.3%	11.6%	2.3x	2.0x	10.2x	8.3x	25.5x	24.0x	
Ecommerce	16.4%	26.9%	3.9x	3.1x	21.8x	16.3x	31.6x	33.5x	
Global Internet Leaders	34.8%	26.4%	6.6x	5.2x	17.2x	13.4x	21.5x	21.7x	
Interactive Entertainment	19.8%	32.6%	1.1x	1.0x	7.0x	5.7x	20.3x	17.0x	
Intermediation and Comparison	25.6%	7.3%	2.0x	1.8x	7.9x	6.9x	21.6x	18.8x	
Online Gambling	26.7%	39.1%	1.9x	1.7x	6.9x	5.8x	11.7x	10.0x	
Online Marketing	15.7%	14.0%	1.7x	1.4x	10.6x	8.4x	20.6x	17.9x	
Online Travel	29.8%	16.9%	5.2x	4.4x	16.5x	13.0x	23.5x	21.0x	

**Last 30 Days Performance**



**Last Twelve Months Performance**



Source: Capital IQ, 11 April 2011.

Software and IT Services  
(Continued)

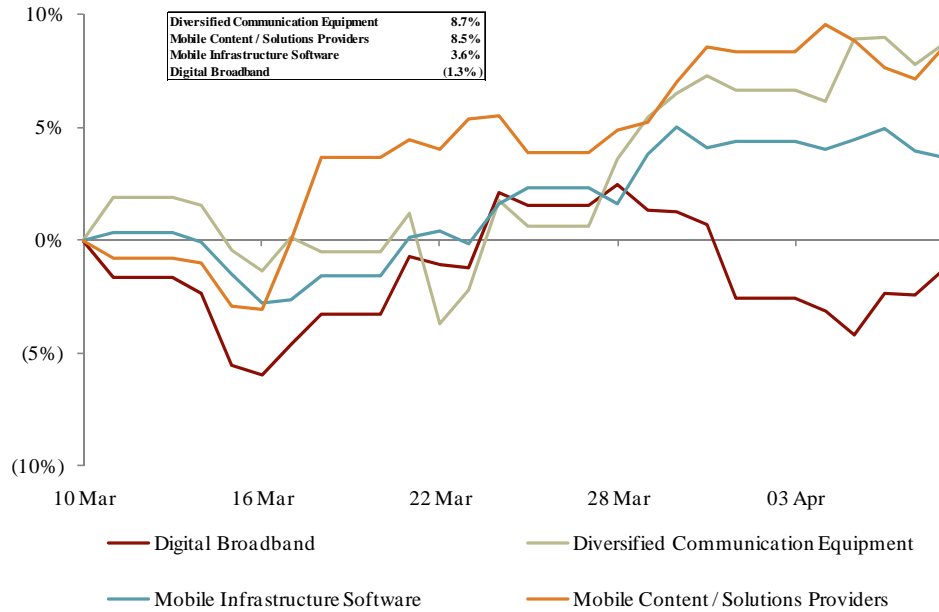
	Market Cap (\$m)	Enterprise Value (\$m)	CY2011E		EV / Revenue		EV / EBITDA		P / E	
			EBITDA Margin	Growth	CY2011E	CY2012E	CY2011E	CY2012E	CY2011E	CY2012E
<b>European Large Cap Software</b>										
SAP	75,700	76,938	35.0%	13.3%	3.8x	3.5x	11.0x	10.0x	16.5x	14.8x
Dassault Systemes	9,563	8,382	30.6%	13.1%	3.3x	3.1x	10.8x	9.8x	19.3x	17.3x
Autonomy	6,337	6,092	51.1%	11.5%	6.3x	5.7x	12.3x	10.9x	21.3x	18.2x
Sage	5,941	6,240	26.8%	3.6%	2.5x	2.4x	9.5x	8.9x	13.8x	12.8x
Software	4,927	5,169	28.9%	7.2%	3.0x	2.9x	10.5x	9.7x	16.3x	14.8x
Temenos	2,658	2,681	29.2%	22.8%	4.8x	4.2x	16.3x	13.3x	21.6x	18.6x
Aveva	1,819	1,589	35.4%	11.7%	5.4x	4.8x	15.2x	13.1x	25.1x	21.5x
Misys	1,755	346	24.0%	(29.1%)	0.5x	0.5x	2.1x	1.7x	20.3x	14.6x
Micro Focus	1,074	1,115	36.6%	1.3%	2.5x	2.5x	6.9x	6.6x	10.0x	9.6x
<i>Mean</i>			33.1%	6.1%	3.6x	3.3x	10.5x	9.3x	18.3x	15.8x
<i>Median</i>			30.6%	11.5%	3.3x	3.1x	10.8x	9.8x	19.3x	14.8x
<b>Financial Software</b>										
Intuit	16,079	16,185	37.3%	12.2%	4.1x	3.7x	10.9x	10.1x	20.3x	18.2x
Temenos	2,658	2,681	29.2%	22.8%	4.8x	4.2x	16.3x	13.3x	21.6x	18.6x
Misys	1,755	346	24.0%	(29.1%)	0.5x	0.5x	2.1x	1.7x	20.3x	14.6x
Fidessa	1,046	943	20.9%	9.5%	2.0x	1.8x	9.5x	8.9x	22.7x	20.6x
SimCorp	732	672	23.4%	7.2%	2.3x	2.0x	10.0x	8.1x	16.5x	12.9x
ORC	358	322	24.3%	12.0%	1.8x	1.7x	7.6x	5.8x	17.3x	12.2x
Innovation	257	214	13.2%	7.5%	0.7x	0.7x	5.6x	5.0x	17.4x	14.6x
Microgen	198	160	25.0%	11.4%	2.7x	2.4x	10.6x	9.6x	19.9x	17.6x
Linedata	194	190	20.8%	(2.3%)	0.9x	0.9x	4.6x	4.3x	10.1x	9.4x
StatPro	118	127	21.2%	3.1%	2.3x	2.1x	10.7x	9.6x	16.3x	14.4x
<i>Mean</i>			23.9%	5.4%	2.2x	2.0x	8.8x	7.7x	18.3x	15.3x
<i>Median</i>			23.7%	8.5%	2.1x	1.9x	9.7x	8.5x	18.7x	14.6x
<b>Enterprise Applications</b>										
Unit 4	1,006	1,207	21.1%	10.4%	1.8x	1.7x	8.5x	7.6x	22.3x	16.7x
SDL	831	756	19.6%	7.2%	2.1x	2.0x	10.9x	9.8x	18.3x	16.6x
Exact	757	674	23.5%	0.3%	2.0x	2.0x	8.7x	8.2x	15.4x	14.4x
Kofax	746	674	20.4%	(14.4%)	2.6x	2.3x	12.6x	11.0x	23.9x	19.6x
F-Secure	539	491	20.9%	10.4%	2.4x	2.2x	11.4x	9.6x	19.0x	15.7x
IFS	467	416	16.9%	3.9%	0.9x	0.9x	5.6x	4.9x	13.2x	11.3x
Cegid	286	391	24.5%	4.9%	1.0x	1.0x	4.2x	4.0x	9.4x	8.7x
Alterian	161	148	22.7%	19.0%	2.0x	1.7x	8.9x	7.7x	16.9x	12.0x
Kewill	156	136	14.0%	5.4%	1.3x	1.3x	9.6x	7.7x	13.3x	9.8x
<i>Mean</i>			20.4%	5.2%	1.8x	1.7x	8.9x	7.8x	16.8x	13.9x
<i>Median</i>			20.9%	5.4%	2.0x	1.7x	8.9x	7.7x	16.9x	14.4x
<b>Healthcare Software</b>										
McKesson	19,959	20,808	2.6%	5.7%	0.2x	0.2x	7.0x	6.7x	14.5x	12.9x
Cerner	9,169	8,691	31.9%	12.6%	4.2x	3.7x	13.1x	11.2x	30.6x	25.6x
Allscripts-Misys	3,900	4,262	24.0%	14.4%	3.0x	2.7x	12.4x	10.3x	NA	NA
Cegedim	970	1,624	19.9%	4.4%	1.2x	1.1x	5.8x	5.4x	9.8x	8.4x
CompuGroup	787	1,043	22.0%	26.5%	1.8x	1.6x	8.1x	7.0x	16.6x	12.4x
Advanced Computer Software	201	254	25.1%	24.0%	1.6x	1.5x	6.3x	6.0x	NA	NA
<i>Mean</i>			20.9%	14.6%	2.0x	1.8x	8.8x	7.8x	17.9x	14.9x
<i>Median</i>			23.0%	13.5%	1.7x	1.6x	7.5x	6.8x	15.5x	12.7x

Sources: Capital IQ, 11 April 2011; Brokers' reports.

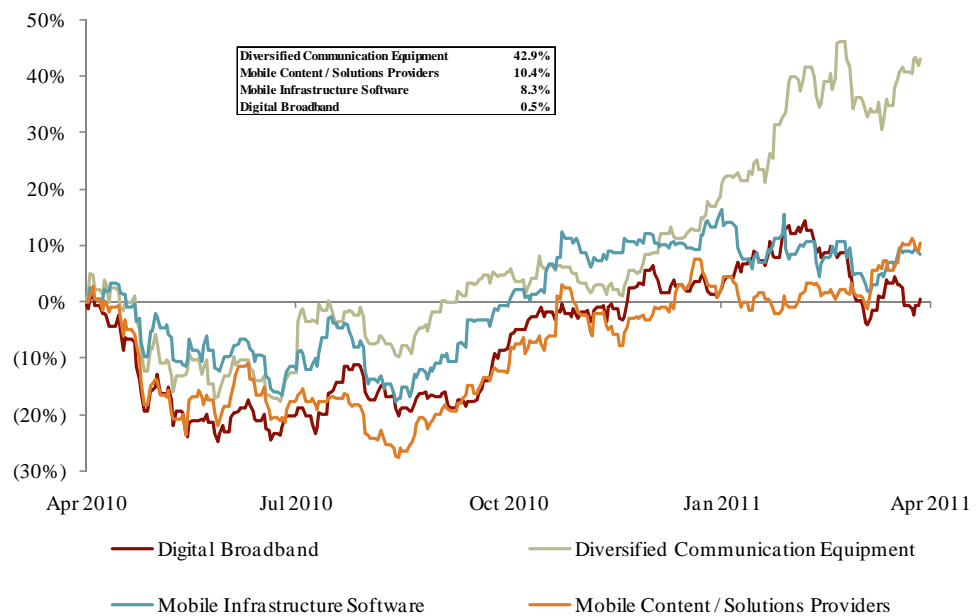
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			EBITDA Margin	Growth	CY2011E	CY2012E	CY2011E	CY2012E	CY2011E	CY2012E
<b>Security Software</b>										
Symantec	13,899	14,094	34.9%	6.5%	2.2x	2.1x	6.3x	5.4x	12.1x	10.4x
Check Point	10,723	9,633	59.2%	12.1%	7.9x	7.2x	13.4x	12.3x	18.8x	17.0x
Trend Micro	3,506	2,133	30.3%	2.4%	1.9x	1.8x	6.1x	5.6x	19.9x	18.2x
F-Secure	539	491	20.9%	10.4%	2.4x	2.2x	11.4x	9.6x	19.0x	15.7x
<i>Mean</i>			36.3%	7.8%	3.6x	3.3x	9.3x	8.2x	17.5x	15.3x
<i>Median</i>			32.6%	8.4%	2.3x	2.1x	8.8x	7.6x	18.9x	16.3x
<b>Large Cap IT Services</b>										
Accenture	35,775	31,552	15.6%	15.5%	1.2x	1.2x	8.0x	7.7x	16.4x	14.9x
Cap Gemini	9,251	8,107	9.4%	10.8%	0.6x	0.6x	6.3x	5.6x	15.7x	13.3x
Computer Sciences	7,685	8,925	14.8%	1.7%	0.5x	0.5x	3.6x	3.4x	9.4x	8.5x
Capita Group	7,307	9,166	16.8%	7.7%	1.9x	1.7x	11.2x	10.3x	15.3x	13.7x
Atos Origin	4,249	4,462	10.2%	30.6%	0.5x	0.4x	4.6x	3.6x	12.9x	10.3x
<i>Mean</i>			13.4%	13.3%	0.9x	0.9x	6.7x	6.1x	13.9x	12.1x
<i>Median</i>			14.8%	10.8%	0.6x	0.6x	6.3x	5.6x	15.3x	13.3x
<b>Mid Cap IT Services</b>										
CGI	5,582	6,633	18.9%	14.5%	1.4x	1.3x	7.4x	7.1x	13.2x	11.8x
Indra Sistemas	3,402	3,826	12.4%	2.0%	1.0x	1.0x	8.2x	7.7x	12.1x	11.3x
Logica	3,316	3,774	9.2%	3.6%	0.6x	0.6x	6.5x	6.1x	9.7x	8.8x
Tieto	1,321	1,405	10.9%	4.3%	0.5x	0.5x	5.0x	4.7x	11.1x	9.5x
Sopra	1,308	1,391	11.3%	7.6%	0.8x	0.7x	6.9x	6.3x	11.7x	10.7x
Groupe Steria	927	1,076	8.8%	(0.3%)	0.4x	0.4x	5.0x	4.5x	10.1x	8.9x
GFI Informatique	306	453	7.7%	4.4%	0.5x	0.4x	5.9x	5.5x	8.9x	8.0x
<i>Mean</i>			11.3%	5.1%	0.7x	0.7x	6.4x	6.0x	11.0x	9.8x
<i>Median</i>			10.9%	4.3%	0.6x	0.6x	6.5x	6.1x	11.1x	9.5x
<b>Offshore IT Services</b>										
Tata	53,098	51,776	29.3%	25.8%	5.2x	4.1x	17.8x	14.5x	24.3x	20.6x
Infosys	41,856	38,246	32.1%	23.1%	5.4x	4.6x	16.7x	14.3x	22.8x	18.6x
Wipro	25,780	24,673	21.6%	16.6%	3.1x	2.8x	14.4x	12.4x	19.0x	16.9x
Cognizant	24,416	22,190	21.0%	28.4%	3.8x	3.1x	18.0x	14.9x	29.5x	24.5x
HCL	7,541	7,652	18.0%	27.3%	1.9x	1.5x	10.6x	9.0x	16.7x	14.5x
<i>Mean</i>			24.4%	24.2%	3.9x	3.2x	15.5x	13.0x	22.5x	19.0x
<i>Median</i>			21.6%	25.8%	3.8x	3.1x	16.7x	14.3x	22.8x	18.6x

Sources: Capital IQ, 11 April 2011; Brokers' reports.

**Last 30 Days Performance**



**Last Twelve Months Performance**



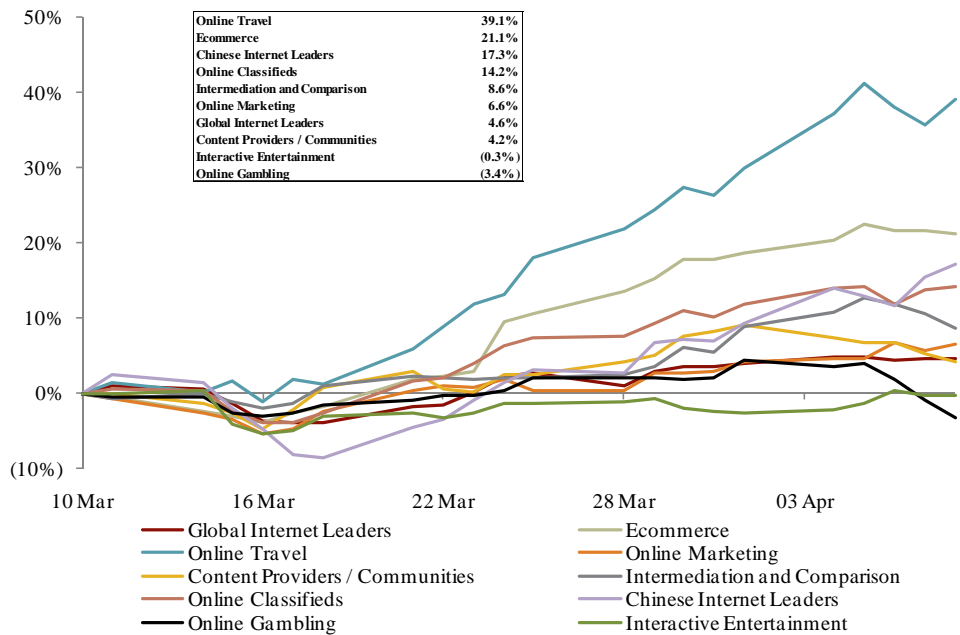
Source: Capital IQ, 11 April 2011.

	Market Cap (\$m)	Enterprise Value (\$m)	CY2011E		EV / Revenue		EV / EBITDA		P / E	
			EBITDA Margin	Growth	CY2011E	CY2012E	CY2011E	CY2012E	CY2011E	CY2012E
<b>Digital Broadband</b>										
Logitech	2,611	2,138	11.0%	7.5%	0.9x	0.8x	7.8x	6.6x	12.8x	22.0x
TomTom	1,993	2,400	17.7%	1.3%	1.1x	1.1x	6.2x	5.9x	9.9x	8.6x
Technicolor	1,283	2,719	13.9%	9.0%	0.5x	0.5x	3.7x	3.4x	17.2x	10.6x
Kudelski	994	1,248	13.7%	(5.7%)	1.1x	1.0x	7.9x	6.8x	14.9x	11.3x
Pace	787	1,116	10.3%	18.9%	0.4x	0.4x	4.2x	3.9x	6.0x	5.0x
Parrot	434	303	16.6%	13.5%	0.8x	0.7x	4.6x	4.1x	13.3x	11.6x
Advanced Digital Broadcast	179	155	8.3%	41.5%	0.3x	0.3x	3.6x	3.0x	10.0x	7.3x
<i>Mean</i>			13.1%	12.3%	0.7x	0.7x	5.4x	4.8x	12.0x	10.9x
<i>Median</i>			13.7%	9.0%	0.8x	0.7x	4.6x	4.1x	12.8x	10.6x
<b>Diversified Communication Equipment</b>										
LM Ericsson Telephone	42,691	33,894	15.7%	6.9%	1.0x	0.9x	6.3x	5.8x	15.7x	14.0x
Nokia	33,418	25,532	8.6%	1.8%	0.4x	0.4x	4.8x	4.4x	19.0x	14.5x
Alcatel-Lucent	12,995	13,499	9.2%	6.9%	0.6x	0.5x	6.0x	5.2x	19.7x	13.1x
ADTRAN	2,704	2,562	29.5%	17.4%	3.7x	3.3x	12.4x	11.6x	20.2x	18.5x
CIENA	2,483	3,300	10.1%	25.9%	1.8x	1.5x	17.5x	13.0x	NM	21.3x
<i>Mean</i>			14.6%	11.8%	1.5x	1.3x	9.4x	8.0x	18.6x	16.3x
<i>Median</i>			10.1%	6.9%	1.0x	0.9x	6.3x	5.8x	19.3x	14.5x
<b>Mobile Infrastructure Software</b>										
QUALCOMM	88,154	78,951	42.9%	24.8%	5.5x	5.0x	12.8x	11.2x	17.6x	15.8x
VeriSign	6,319	4,840	51.9%	4.6%	6.3x	5.6x	12.0x	10.6x	24.7x	19.3x
Amdocs	5,483	4,231	21.3%	5.1%	1.3x	1.3x	6.2x	6.1x	12.6x	11.0x
Comverse Technology	1,539	1,603	6.6%	27.0%	0.8x	NA	12.8x	NA	NM	NA
Synchronoss Technologies	1,258	1,085	26.9%	31.0%	5.0x	4.2x	18.4x	14.3x	42.4x	31.8x
Sonus Networks	988	667	14.4%	16.2%	2.4x	2.4x	16.9x	12.0x	NM	31.0x
Tekelec	562	341	13.2%	(10.0%)	0.9x	0.9x	6.8x	6.0x	34.9x	NA
Smith Micro Software	318	245	12.7%	(16.4%)	2.2x	1.7x	17.7x	5.7x	37.7x	12.5x
TeleCommunication Systems	250	329	14.7%	15.0%	0.7x	0.7x	4.9x	4.1x	15.8x	12.3x
Openwave Systems	189	90	2.7%	(1.0%)	0.5x	0.5x	19.9x	4.2x	NM	21.2x
Redknee Solutions	85	77	8.6%	24.4%	1.1x	1.0x	13.3x	7.7x	20.4x	13.1x
<i>Mean</i>			19.6%	11.0%	2.4x	2.3x	12.9x	8.2x	25.8x	18.7x
<i>Median</i>			14.4%	15.0%	1.3x	1.5x	12.8x	6.9x	22.6x	15.8x
<b>Mobile Content / Solutions Providers</b>										
Opera Software	635	541	25.6%	30.3%	3.3x	2.6x	12.7x	8.9x	23.0x	16.0x
GameLoft	496	457	21.3%	12.5%	2.0x	1.8x	9.5x	7.6x	22.7x	18.5x
Buongiorno	209	270	12.1%	6.6%	0.7x	0.7x	5.9x	5.9x	10.6x	13.2x
Danal	163	140	17.7%	23.0%	1.0x	0.8x	5.6x	4.2x	15.0x	11.0x
Dada	95	168	12.0%	3.9%	0.7x	0.7x	5.9x	5.2x	36.4x	35.8x
Synchronica	42	42	15.7%	97.1%	1.9x	1.5x	12.4x	4.6x	17.2x	5.6x
<i>Mean</i>			17.4%	28.9%	1.6x	1.4x	8.6x	6.1x	20.8x	16.7x
<i>Median</i>			16.7%	17.8%	1.5x	1.2x	7.7x	5.5x	19.9x	14.6x

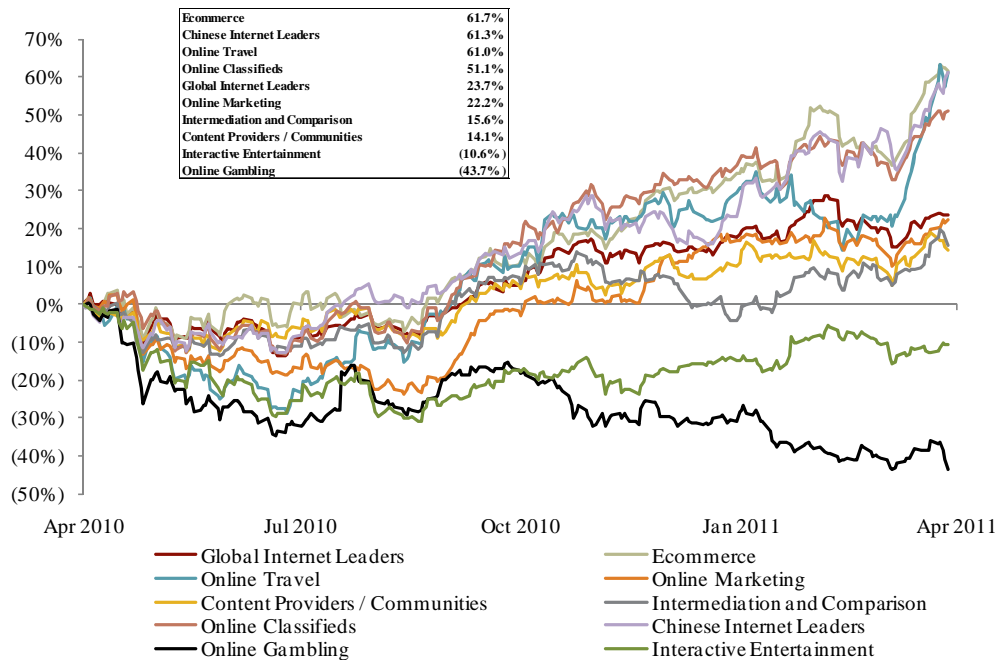
Sources: Capital IQ, 11 April 2011; Brokers' reports.



Last 30 Days Performance



Last Twelve Months Performance



Source: Capital IQ, 11 April 2011.

# Internet and Digital Media (Continued)

	Market Cap (\$m)	Enterprise Value (\$m)	CY2011E		EV / Revenue		EV / EBITDA		P / E	
			EBITDA Margin	Growth	CY2011E	CY2012E	CY2011E	CY2012E	CY2011E	CY2012E
<b>Global Internet Leaders</b>										
Apple	308,683	281,706	30.4%	35.7%	2.8x	2.4x	9.2x	7.8x	14.5x	12.6x
Microsoft	219,050	188,751	42.8%	9.0%	2.6x	2.5x	6.1x	5.6x	10.0x	9.0x
Google	185,891	156,742	43.6%	23.3%	4.4x	3.8x	10.1x	8.6x	16.7x	14.5x
Amazon	83,305	75,408	6.7%	31.8%	1.7x	1.3x	25.1x	19.2x	NM	40.2x
Baidu	49,445	48,231	57.0%	65.0%	25.0x	17.2x	43.9x	30.3x	NM	38.2x
eBay	40,406	35,598	35.6%	14.8%	3.4x	3.0x	9.5x	8.5x	16.2x	14.3x
Yahoo!	21,959	19,153	37.1%	(1.2%)	4.2x	4.0x	11.4x	10.4x	21.4x	17.9x
Alibaba	9,144	7,665	33.4%	26.2%	7.2x	5.9x	21.5x	16.8x	29.4x	23.3x
Mail.ru	6,183	6,013	44.7%	48.1%	13.4x	10.7x	30.0x	22.2x	43.2x	30.3x
IAC	2,740	1,589	16.4%	11.2%	0.9x	0.8x	5.3x	4.6x	20.3x	17.0x
<i>Mean</i>			34.8%	26.4%	6.6x	5.2x	17.2x	13.4x	21.5x	21.7x
<i>Median</i>			36.3%	24.7%	3.8x	3.4x	10.8x	9.5x	18.5x	17.4x
<b>Ecommerce</b>										
Amazon	83,305	75,408	6.7%	31.8%	1.7x	1.3x	25.1x	19.2x	NM	40.2x
eBay	40,406	35,598	35.6%	14.8%	3.4x	3.0x	9.5x	8.5x	16.2x	14.3x
Netflix	12,422	12,308	15.8%	46.0%	3.9x	3.0x	24.6x	16.8x	NM	36.5x
Mercadolibre	3,768	3,706	36.0%	33.6%	13.0x	10.0x	36.1x	26.9x	NM	40.3x
OpenTable	2,563	2,521	37.1%	50.0%	17.0x	13.0x	46.0x	31.8x	NM	NM
Vistaprint	2,246	2,068	20.8%	19.2%	2.4x	2.0x	11.5x	9.5x	21.7x	16.9x
Asos	2,169	2,162	9.6%	45.1%	3.0x	2.3x	30.6x	23.3x	NM	41.6x
GSI Commerce	2,122	2,047	10.5%	31.2%	1.1x	1.0x	11.0x	8.8x	36.7x	26.0x
Ocado	1,975	2,143	6.3%	23.2%	2.2x	1.8x	34.3x	21.2x	NM	36.1x
Shutterstock	1,482	1,230	21.2%	31.6%	3.2x	2.6x	14.9x	11.9x	NM	39.8x
Digital River	1,454	1,080	21.7%	12.1%	2.7x	2.3x	12.3x	9.4x	32.8x	24.7x
Blue Nile	835	723	8.7%	11.2%	2.0x	1.8x	22.7x	20.6x	NM	44.8x
YOOX	788	755	9.8%	30.0%	1.9x	1.5x	19.3x	13.9x	49.7x	35.8x
Drugstore	408	389	3.8%	16.3%	0.7x	0.6x	19.2x	14.4x	NM	38.5x
Overstock	349	275	2.3%	7.4%	0.2x	0.2x	9.9x	9.0x	32.3x	NM
<i>Mean</i>			16.4%	26.9%	3.9x	3.1x	21.8x	16.3x	31.6x	33.5x
<i>Median</i>			10.5%	30.0%	2.4x	2.0x	19.3x	14.4x	32.5x	36.5x
<b>Online Travel</b>										
Priceline	24,911	23,771	30.6%	29.2%	6.0x	5.0x	19.4x	15.3x	27.5x	21.6x
Expedia	6,934	7,413	27.2%	10.8%	2.0x	1.8x	7.4x	6.8x	14.1x	12.3x
Ctrip	6,561	6,069	41.1%	29.7%	10.9x	8.5x	26.6x	20.6x	23.0x	18.0x
Travelzoo	1,263	1,221	25.1%	21.5%	8.9x	7.6x	35.5x	26.5x	NM	49.0x
Wotif	1,216	1,090	56.3%	8.9%	6.8x	6.1x	12.1x	10.6x	20.6x	17.8x
Orbitz	360	758	17.9%	2.6%	1.0x	0.9x	5.5x	4.9x	37.9x	17.3x
hotel.de	76	60	10.7%	15.8%	1.0x	0.8x	9.0x	6.5x	17.8x	10.8x
<i>Mean</i>			29.8%	16.9%	5.2x	4.4x	16.5x	13.0x	23.5x	21.0x
<i>Median</i>			27.2%	15.8%	6.0x	5.0x	12.1x	10.6x	21.8x	17.8x
<b>Online Marketing</b>										
ValueClick	1,265	1,068	30.0%	13.2%	2.2x	2.0x	7.4x	6.6x	18.6x	16.3x
Constant Contact	1,035	911	16.0%	25.3%	4.2x	3.4x	26.1x	19.0x	NM	39.1x
LBI	377	363	NA	NA	NA	NA	NA	NA	15.0x	12.1x
TradeDoubler	328	294	5.3%	9.2%	0.6x	0.5x	11.1x	9.6x	18.5x	15.9x
InfoSpace	321	67	9.1%	2.9%	0.3x	0.3x	3.0x	2.8x	46.0x	26.3x
Marchex	265	227	14.8%	22.4%	1.9x	1.7x	13.0x	9.9x	NM	NM
Hi-Media	242	292	9.4%	10.2%	0.8x	0.7x	8.6x	7.4x	13.9x	12.0x
1000mercis	226	206	42.6%	15.4%	3.7x	3.0x	8.8x	7.6x	17.3x	12.6x
Sedo	140	130	7.7%	9.8%	0.7x	0.7x	9.3x	7.4x	20.5x	14.8x
ad pepper media	54	38	6.2%	17.0%	0.5x	0.4x	7.7x	5.7x	15.0x	11.6x
<i>Mean</i>			15.7%	14.0%	1.7x	1.4x	10.6x	8.4x	20.6x	17.9x
<i>Median</i>			9.4%	13.2%	0.8x	0.7x	8.8x	7.4x	17.9x	14.8x
<b>Content Providers / Communities</b>										
WebMD Health	2,990	2,589	35.6%	18.8%	4.1x	3.5x	11.5x	9.6x	34.7x	28.2x
Meetic	510	485	22.3%	7.1%	1.7x	1.6x	7.5x	6.7x	12.1x	11.0x
The Knot	351	211	13.5%	8.0%	1.7x	1.6x	12.8x	9.2x	NM	42.9x
Move	344	302	13.3%	2.3%	1.5x	1.4x	11.2x	9.9x	32.8x	20.5x
XING	318	233	31.6%	21.8%	2.5x	2.1x	7.8x	6.3x	22.4x	17.4x
<i>Mean</i>			23.3%	11.6%	2.3x	2.0x	10.2x	8.3x	25.5x	24.0x
<i>Median</i>			22.3%	8.0%	1.7x	1.6x	11.2x	9.2x	27.6x	20.5x

Sources: Capital IQ, 11 April 2011; Brokers' reports.

Internet and Digital Media  
(Continued)

	Market Cap (\$m)	Enterprise Value (\$m)	CY2011E		EV / Revenue		EV / EBITDA		P / E	
			EBITDA Margin	Growth	CY2011E	CY2012E	CY2011E	CY2012E	CY2011E	CY2012E
<b>Intermediation and Comparison</b>										
Moneysupermarket	724	664	27.9%	9.8%	2.5x	2.3x	9.0x	8.0x	15.6x	13.7x
Liquidity Services	487	406	14.2%	12.5%	1.2x	1.1x	8.7x	7.4x	24.5x	18.8x
Gruppo MutuiOnline	296	269	43.0%	13.9%	3.3x	2.9x	7.7x	6.4x	13.1x	10.8x
eHealth	278	149	17.2%	(7.1%)	1.0x	1.0x	6.1x	5.6x	33.3x	31.9x
<i>Mean</i>			25.6%	7.3%	2.0x	1.8x	7.9x	6.9x	21.6x	18.8x
<i>Median</i>			22.5%	11.2%	1.9x	1.7x	8.2x	6.9x	20.1x	16.2x
<b>Online Classifieds</b>										
SEEK	2,358	2,602	44.1%	19.2%	6.7x	5.9x	15.1x	13.0x	19.4x	15.7x
Monster	2,228	2,189	17.1%	18.9%	1.9x	1.7x	11.4x	8.4x	39.7x	21.7x
51job	1,771	1,521	17.7%	40.8%	6.7x	5.5x	37.9x	23.8x	34.7x	27.5x
Rightmove	1,649	1,611	68.4%	13.7%	10.3x	9.2x	15.1x	13.2x	22.1x	18.6x
SouFun	1,532	1,306	41.4%	13.2%	5.6x	4.7x	13.6x	11.2x	NA	NA
Carsales.au	1,277	1,256	55.2%	17.8%	7.4x	6.6x	13.4x	11.8x	20.3x	17.7x
Dice	1,048	1,043	40.5%	34.6%	6.1x	5.1x	14.9x	12.1x	35.8x	26.1x
LoopNet	584	491	31.6%	10.0%	5.7x	5.0x	18.1x	14.1x	NM	42.7x
<i>Mean</i>			39.5%	21.0%	6.3x	5.5x	17.5x	13.5x	28.7x	24.3x
<i>Median</i>			41.0%	18.3%	6.4x	5.3x	15.0x	12.6x	28.4x	21.7x
<b>Chinese Internet Leaders</b>										
Baidu	49,445	48,231	57.0%	65.0%	25.0x	17.2x	43.9x	30.3x	NM	38.2x
Tencent	48,311	45,769	52.7%	36.9%	11.2x	8.7x	21.3x	16.4x	29.2x	22.8x
Alibaba	9,144	7,665	33.4%	26.2%	7.2x	5.9x	21.5x	16.8x	29.4x	23.3x
Sina	7,299	6,517	22.9%	23.7%	13.3x	10.4x	NM	40.7x	NM	50.0x
Netease	6,873	5,433	50.3%	31.4%	5.2x	4.5x	10.2x	8.8x	16.0x	13.9x
Focus Media	4,187	3,596	39.7%	19.3%	5.5x	4.7x	13.9x	11.3x	23.2x	18.2x
Sohu	3,678	3,102	41.4%	26.7%	4.0x	3.4x	9.8x	8.3x	20.4x	17.2x
Shanda Interactive	2,513	1,808	21.9%	29.3%	1.7x	1.5x	7.7x	6.1x	24.8x	18.7x
SouFun	1,532	1,306	41.4%	13.2%	5.6x	4.7x	13.6x	11.2x	NA	NA
<i>Mean</i>			40.1%	30.2%	8.8x	6.8x	17.7x	16.7x	23.8x	25.3x
<i>Median</i>			41.4%	26.7%	5.6x	4.7x	13.7x	11.3x	24.0x	20.8x
<b>Online Gambling</b>										
bwin.party digital entertainment	1,869	1,673	22.8%	129.0%	1.5x	1.3x	6.4x	5.4x	10.3x	8.3x
Betfair	1,654	1,371	20.0%	19.5%	2.1x	1.9x	10.3x	7.6x	24.2x	16.1x
Playtech	1,235	1,155	55.9%	36.2%	4.0x	3.6x	7.2x	6.5x	8.9x	7.4x
Sportingbet	388	313	23.1%	6.1%	0.9x	0.8x	3.7x	3.5x	6.8x	6.4x
888	244	180	11.5%	4.7%	0.7x	0.6x	5.8x	5.1x	7.5x	10.4x
<i>Mean</i>			26.7%	39.1%	1.8x	1.6x	6.7x	5.6x	11.5x	9.7x
<i>Median</i>			22.8%	19.5%	1.5x	1.3x	6.4x	5.4x	8.9x	8.3x
<b>Interactive Entertainment</b>										
Activision	13,170	9,662	39.0%	(13.0%)	2.4x	2.1x	6.2x	5.5x	15.5x	12.8x
Electronic Arts	6,640	4,669	13.9%	6.0%	1.2x	1.2x	8.6x	8.3x	25.7x	22.0x
Take-Two Interactive Software	1,331	1,139	9.1%	(5.2%)	1.0x	0.9x	11.4x	7.6x	18.6x	13.3x
Ubisoft Entertainment	1,001	1,080	31.4%	26.3%	0.7x	0.6x	2.2x	1.7x	22.2x	17.1x
THQ	318	308	4.8%	29.8%	0.3x	0.3x	6.7x	5.2x	19.5x	20.0x
<i>Mean</i>			19.8%	32.6%	1.1x	1.0x	7.0x	5.7x	20.3x	17.0x
<i>Median</i>			17.3%	16.2%	1.0x	0.9x	6.7x	5.5x	19.5x	17.1x

Sources: Capital IQ, 11 April 2011; Brokers' reports.

1001 Haxall Point  
9th Floor  
Richmond, VA 23219  
USA  
Phone: +1 (804) 648-0072  
Fax: +1 (804) 648-0073

Two International Place  
24th Floor  
Boston, MA 02110  
USA  
Phone: +1 (617) 482-7501  
Fax: +1 (617) 482-7503

1900 East 9th Street  
20th Floor  
Cleveland, OH 44114  
USA  
Phone: +1 (216) 689-2400  
Fax: +1 (216) 689-2401

63 Brook St  
London, W1K 4HS  
United Kingdom  
Phone: +44 20 7518 8900  
Fax: +44 20 7526 2187

222 South Ninth Street  
Suite 3350  
Minneapolis, MN 55402  
USA  
Phone: +1 (612) 359-2700  
Fax: +1 (612) 359-2701

1600 Market Street  
21st Floor  
Philadelphia, PA 19103  
USA  
Phone: +1 (267) 675-5900  
Fax: +1 (267) 675-5901

575 Market Street  
31st Floor  
San Francisco, CA 94105  
USA  
Phone: +1 (415) 288-4260  
Fax: +1 (415) 288-4269

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

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**Thierry Monjauze**  
Managing Director  
63 Brook Street  
London W1K 4HS  
United Kingdom  
Phone: +44 20 7518 8900  
tmonjauze@harriswilliams.com

**Jeff Bistrong**  
Managing Director  
Two International Place, 24<sup>th</sup> Floor  
Boston, MA 02110  
USA  
Phone: +1 (617) 482-7501  
jbbistrong@harriswilliams.com

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