# SCURA PALEY

#### Wednesday, April 11, 2012

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#### Scura Paley & Company Market Intelligence

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Disclosure: Please refer to the last page of this report for important disclosures.

# **New Capital Sectors – Monthly Update**

Apple Returns \$45Bn in Excess Capital; Facebook Juices Ad Revenue with \$1Bn Acquisition of Instagram

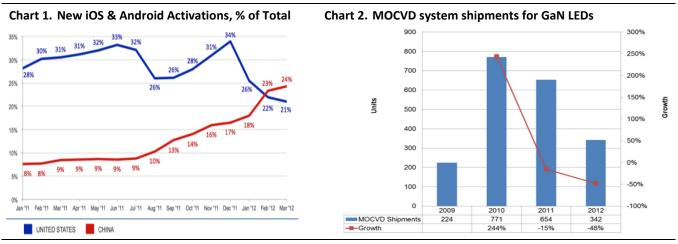
- New Electronics. China is fast establishing itself as the dominant market in the new electronics segment. The country is leading new iOS & Android activations worldwide, and is expected to become the largest smartphone market this year. Samsung has decided to spend \$7Bn on a NAND fab in Xian, China; while IDC expects China, along with India, to account for ~50% of the potential 14Mn jobs that the Cloud could create. Among the key players, Android topped 50% share in the US smartphone market, and is expected to dominate the tablets market, as well. Apple decides to return excess capital to shareholders -- \$45Bn on dividend and share buyback, which we expect will lead to outperformance of the broader market. Valuation of New Electronics companies are reasonable at 4.9x EV/Sales as compared to 5-year average of 3.0x. Market sentiment for New Electronics remains positive as the SP New Electronics Index gained +1% M/M and +13% YTD.
- New Energy. China continues to dominate both the supply-side & demand-side of the PV market with installations expected to reach 6GW in 2012, and 5 of top 10 solar module suppliers being Chinese. The country is also expected to spend ~\$100Bn on smart grid technologies through 2016. Although it is not a shift away from renewables, developments in the traditional fossil fuel markets continue to overshadow with Exxon announcing its intent to invest \$185Bn in oil and gas exploration. Sentiment for New Energy stocks is weak. The SP New Energy Index -10% M/M, but is +5% YTD. Valuation for New Energy companies declined to 1.8x EV/Sales, as compared to its 5-year average of 1.1x.
- New Environment. Rare earth elements led the activity in the new environment segment last month, with the EU, Japan, and US meeting to devise a strategy to secure long term supplies. The healthcare segment saw the maximum new capital activity led by Boston Scientific's decision to acquire Cameron Health for \$1.35Bn. The SP New Environment Index -3%M/M and is +9%YTD. Valuations remain modest and in-line with 5–year averages at 2.7x EV/Sales.
- New Finance. This segment has demonstrated strong fundamentals in 2012. 1) the MLFI Equipment & Leasing Finance index reported that new business volume in Feb 2012 stood at \$5bn, +22% Y/Y; 2) manufacturing technology orders are witnessing an upward trend; 3) consumer loan delinquencies are declining; 4) March vehicle sales point to 14.37Mn annual rate, +13%Y/Y. The key newsmakers in the last month were Ally, which renewed its \$15Bn credit facilities, and The Hartford, which decided to exit the Life & Annuities business and sell its large independent broker-dealer Woodbury Financial Services. The SP New Finance Index, although -3% M/M is +8% YTD. Despite active M&A, especially in Europe, valuations remain modest and in line with 5–year averages at 1.8x P/Book.
- New Media. This segment reported strong fundamentals worldwide with the Internet accounting for 4.7% of the U.S. economy, and with social networking surpassing portals in Lat Am Web activity. Google websites continue to dominate overall search engine rankings, even as Ark beat both Facebook & Google in People Searching. We believe that Facebook's decision to acquire Instagram for \$1Bn will further enhance Facebook's photo sharing capabilities, but more importantly will boost advertizing revenues ahead of its pending IPO. The SP New Media Index was the best performer in March, which is +4%M/M and is +14%YTD. New Media valuations stand at 5.9x EV/Sales and are secularly rising.



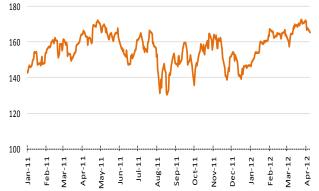
# **Notable Announcements in New Electronics**

Industry	Update
China leads world in new iOS & Android activations.	China to become world's largest smartphone market in 2012.
<u>Read More</u> , <u>See Chart on Page 3</u>	<u>Read More</u>
Android tops 50% smartphone share; to dominate tablet market.	IDC: Cloud could help make 14Mn jobs; 50% in China & India.
<u>Read More</u> , <u>Read More</u>	<u>Read More</u>
APAC, Lat Am enterprises most aggressive in Cloud adoption.	Gartner ups 2012 chip forecast to 4% growth.
<u>Read More</u>	<u>Read More</u>
Power electronics discrete component to grow to \$15Bn in 2020.	Fab tools sales topped \$43.5Bn in 2011.
<u>Read More</u>	<u>Read More</u>
MOCVD shipments for GaN LEDs to fall 48% to 342 in 2012.	HB-LED market grew 4.3% in 2011 to \$12bn.
<u>Read More</u> , <u>See Chart on Page 3</u>	<u>Read More</u>
Company	Update
Amazon S3: 905Bn objects stored, 1Bn added each day.	IBM & ASTRON to explore big bang with big data analytics.
<u>Read More</u>	<u>Read More</u>
Samsung to spend \$7Bn on NAND fab in Xian, China.	AT&T firing up 4G LTE in 12 more cities, including Staten Island.
<u>Read More</u>	<u>Read More</u>
Apple ties up with Baidu in China, reduces reliance on Google.	Samsung ships 5Mn Galaxy Notes in 5 months.
<u>Read More</u>	<u>Read More</u>
Chip company Movidius signs \$25Mn Chinese partnership deal.	HP merges PC and printer units in major restructuring.
<u>Read More</u>	<u>Read More</u>
Net-Results, Hubspot leaders in Marketing Automation Software.	nginx continues its rise to the top of the web server market.
<u>Read More</u>	<u>Read More</u>
New Capita	al Update
Apple to spend \$45Bn on dividend and share buyback.	Cisco \$5bn acquisition highlights content delivery push.
<u>Read More</u>	<u>Read More</u>
eBay sells off real estate listings site Rent.com to Primedia.	Amazon to buy robot maker Kiva Systems for \$775Mn.
<u>Read More</u>	<u>Read More</u>
Foxconn to invest \$1.6Bn in Sharp for flat panels.	Security company Palo Alto Networks files for \$175Mn IPO.
<u>Read More</u>	<u>Read More</u>
Intel completes \$120Mn RealNetworks patent buy.	Semtech buys French IP developer Cycleo SAS.
<u>Read More</u>	<u>Read More</u>
Mobile banking consolidation: Monitise buys Clairmail for \$173Mn.	5 Top Cloud IPOs to watch for in 2012.
<u>Read More</u>	<u>Read More</u>













#### **Chart 5. Comparative Analysis of New Electronics**

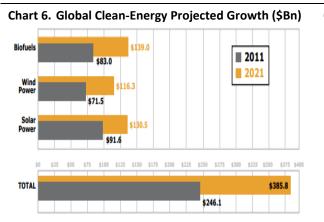
					S	hares	Price Pe	rformance		Sa	les		Book	Earnings			
		Share Price	Mkt Cap (Mns)	Ent Val (Mns)	Out	Daily Vol	% to High	% from Low	CY11	N. N/N (144)	% Y/Y ('12)	EV/ Sales	P/ Book	CY11	CY12		P/E (CY12)
NEW ELECTRONICS		FIICe	(MIIIS)	(MITS)	Out	Daily Voi	rigi	LOW	Criti	% 1/T ( TI)	% f/f (12)	Sales	DOOK	CHI	CTIZ	P/E (CTTI)	P/E (C112)
Mobile Electronics																	
1 Apple Inc.	AAPL	636.23	593,202	563,046	932	21.3	0%	105%	120,666	58%	37%	4.7 x	6.6 x	31.35	44.75	20.3 x	14.2 ×
2 Google Inc.	GOOG	630.84	205,109	167,994	325	2.2	-6%	33%	38,234	30%	21%	4.4 x	3.5 x	36.91	42.42	17.1 x	14.9 x
Virtualization																	
3 Microsoft Corporation	MSFT	31.10	260,953	223,065	8,391	30.9	-6%	32%	72,056	8%	6%	3.1 x	4.1 x	2.74	2.82	11.4 x	11.0 x
4 VMware, Inc.	VMW	112.51	47,827	43,765	425	0.8	-2%	51%	3,756	31%	21%	11.7 x	10.0 x	2.15	2.55	52.3 x	44.1 x
5 Citrix Systems, Inc.	CTXS	75.77	14,061	13,321	186	1.3	-14%	51%	2,205	18%	14%	6.0 x	5.2 x	2.44	2.71	31.0 x	27.9 x
Cloud																	
6 Amazon.com Inc.	AMZN	191.87	87,314	79,548	455	3.1	-22%	15%	48,906	43%	28%	1.6 x	11.3 x	1.18	1.25	N.M.	N.M.
7 salesforce.com, inc	CRM	157.52	21,580	21,360	137	1.8	-2%	67%	2,259	36%	31%	9.5 x	13.6 x	1.33	1.61	N.M.	N.M.
8 NetApp, Inc.	NTAP	42.77	15,525	11,848	363	5.8	-24%	30%	5,953	22%	13%	2.0 x	3.8 x	2.34	2.58	18.3 x	16.6 x
Display																	
9 Corning Inc.	GLW	13.48	20,515	17,132	1,522	12.1	-39%	17%	7,844	18%	2%	2.2 ×	1.0 x	1.77	1.35	7.6 x	10.0 x
10 Universal Display Corp.	PANL	35.06	1,618	1,272	46	0.5	-42%	54%	61	99%	73%	20.9 x	4.7 x	0.09	0.77	N.M.	45.7 x
Al/Robotics/Speech																	
11 International Business Machines Corp.	IBM	204.94	237,456	256,901	1,159	3.3	-3%	30%	107,132	7%	2%	2.4 x	11.8 x	13.37	14.91	15.3 x	13.7 x
12 Nuance Communications, Inc.	NUAN	24.98	7,699	8,218	308	3.7	-20%	61%	1,470	27%	19%	5.6 x	3.1 x	1.45	1.63	17.3 x	15.3 x
13 iRobot Corporation	IRBT	25.10	686	502	27	0.3	-36%	12%	470	17%	2%	1.1 x	2.8 x	1.32	1.14	19.1 x	22.0 x
Semiconductor																	
14 Intel Corporation	INTC	27.76	139,017	131,595	5,008	22.9	-2%	45%	53,840	23%	5%	2.4 x	3.0 x	2.41	2.54	11.5 x	10.9 x
15 Taiwan Semiconductor Manufacturing Co. Ltd.	2330	2.81	72,754	69,449	25,916	23.2	-4%	33%	14,093	-2%	13%	4.9 x	3.4 x	0.17	0.19	16.5 x	14.8 x
16 ARM Holdings plc	ARM	9.50	13,067	12,518	1,376	0.0	-8%	35%	743	17%	19%	16.8 x	7.6 x	0.18	0.23	51.8 x	41.7 x
17 SanDisk Corp.	SNDK	43.70	10,593	9,345	242	5.3	-18%	36%	5,663	17%	3%	1.7 x	1.5 x	4.64	3.92	9.4 x	11.2 x
18 Micron Technology Inc.	MU	7.35	7,260	8,854	988	17.3	-38%	85%	8,651	-4%	0%	1.0 x	0.9 x	(0.11)	(0.24)	N.M.	N.M.
Semi Equipment																	
19 ASML Holding NV	ASML	48.18	19,931	17,324	414	0.0	-4%	74%	7,234	20%	-15%	2.4 x	4.4 x	4.26	3.41	11.3 x	14.1 x
20 Applied Materials Inc.	AMAT	11.86	15,313	15,265	1,291	13.3	-26%	22%	9,804	-6%	0%	1.6 x	1.8 x	1.06	1.01	11.2 x	11.7 x
21 KLA-Tencor Corporation	KLAC	53.28	8,884	7,453	167	1.6	-3%	60%	3,152	27%	2%	2.4 x	3.0 x	4.63	4.49	11.5 x	11.9 x
22 Lam Research Corporation	LRCX	41.96	5,026	3,558	120	1.9	-21%	21%	2,813	-6%	1%	1.3 x	2.0 x	3.52	2.92	11.9 x	14.4 x
23 Teradyne Inc.	TER	16.08	2,998	2,491	186	2.4	-13%	55%	1,417	-9%	16%	1.8 x	2.0 x	1.33	1.52	12.1 x	10.6 x
Intellectual Property	ACTO	20.00	4.002	4.004	50	0.0	4504	4404	007	670/	2004	8.0 x	6.4.0	1.04	4.70	20.0	00.7
24 Acacia Research Corporation	ACTG	39.96 15.73	1,983 787	1,664 559	50 50	0.2	-15% -50%	41% 43%	207 154	57% 62%	30% 29%		5.4 x	1.24	1.76	32.2 ×	22.7 ×
25 RPX Corporation	RPXC	15.73	787	559	50	0.2	-50%	43%	154	62%	29%	3.6 ×	2.6 ×	0.69	0.83	22.7 ×	19.0 ×
TOTAL / AVG			50,748	46,875		6.4	-17%	42%	16,588	23%	14%	4.9 x	4.7 x				
	MIN					0.0	-50%	12%	61	-9%	-15%	1.0 x	0.9 x	11			
	MAX					30.9	-2%	85%	107,132	99%	73%	20.9 x	13.6 x				
		-		1 0		1	- 1										

Sources: Scura Paley & Co., Capital IQ, Flurry, Tech Crunch, Semiconductor-Today



# **Notable Announcements in New Energy**

Industry	Update
Grid-scale energy storage demand to be worth \$113.5Bn by 2017.	China to spend \$100Bn on Smart Grid technologies by 2016.
<u>Read More</u>	<u>Read More</u>
Global PV market reached >\$91Bn in 2011, installations up 69%.	Solar PV materials demand to double by 2016.
<u>Read More</u> , <u>See Chart on Page 5</u>	<u>Read More</u>
50% drop in poly, wafer prices in 2011, revenue to decline in 2012.	PV installations in China could reach 6GW level in 2012.
<u>Read More</u> , <u>See Chart on Page 5</u>	<u>Read More</u>
India's wind potential 30x greater than believed.	California leads way as US geothermal capacity reaches 3.18GW.
<u>Read More</u>	<u>Read More</u>
EPA proposes carbon pollution standard for new power plants.	Heavy metal nuclear power reactor slated for 2017.
<u>Read More</u>	<u>Read More</u>
Company	Update
Vestas to supply turbines for Latin America's largest wind farm.	RWE Installs world's most powerful wind turbine In Belgium.
<u>Read More</u>	<u>Read More</u>
Suzlon to develop 800MW with China Guangdong Nuclear.	Energy storage: Q1 2012 winners and losers.
<u>Read More</u>	<u>Read More</u>
NextEra acquires 40MW Ontario solar project from First Solar.	SunPower tops in Mono C-Si Solar Cell efficiency.
<u>Read More</u>	<u>Read More</u>
Echelon and Holley Metering partner in China smart meter deal.	McAfee and NitroSecurity take lead in Smart Grid Security.
<u>Read More</u>	<u>Read More</u>
Ecova named as smart grid vendor to watch.	Lux recognizes eIQ as inverter company to watch.
<u>Read More</u>	<u>Read More</u>
New Capita	al Update
\$263Bn: Germany launches largest energy investment since WWII.	\$70Bn IDB capital injection to boost renewables in Americas.
<u>Read More</u>	<u>Read More</u>
Cleantech VC deal volume up, \$ value down in Q1.	CIGS PV firm MiaSolé raises a further \$55Mn from VCs.
<u>Read More</u>	<u>Read More</u>
Comverge to sell for \$49Mn to Private Equity firm HIG.	Exxon to spend \$185Bn searching for new oil & gas resources.
<u>Read More</u>	<u>Read More</u>
S.A. & Caribbean to receive \$600Mn renewable energy funding.	Apollo, Riverstone launch O&G Co. Talos Energy with \$600Mn.
<u>Read More</u>	<u>Read More</u>
Samsung C&T takes 15% stake in UK carbon capture project.	World Bank gives Lom Pangar hydro project \$132Mn.
<u>Read More</u>	<u>Read More</u>



# Chart 7. Industry Revenues for Solar PV Polysilicon and Wafers

AND

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COMPANY

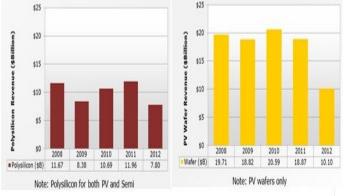


Chart 8. SP Research New Energy Index - Eq. Wt

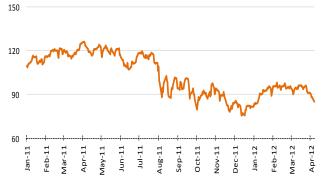


Chart 9. SP Research New Energy Index – vs. S&P 500



Chart 10.	Comparative A	Analysis	of New	Energy
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				1	S	hares	Price Pe	rformance		S	ales		В	look	Earnings				
		Share Price	Mkt Cap (Mns)	Ent Val (Mns)	Out	Daily Vol	% to High	% from Low	CY11	% Y/Y (11)	% Y/Y ('12)	EV/ Sales		P/ look	CY11	CY12	P/E (CY11)	P/E (CY12)	
NEW ENERGY			()	()	out	bully vor	ingi	con	0111	<i>x n</i> ( 11)	N 111 ( 12)	ouroo		oon	0111	0112	112 (0111)	112 (0112)	
Solar																			
1 First Solar, Inc.	FSLR	20.19	1,746	1,738	86	4.7	-86%	-2%	2,885	13%	25%	0.6 x	0	.5 x	5.82	3.99	3.5 x	5.1 x	
2 MEMC Electronic Materials Inc.	WFR	3.34	771	2,164	231	4.9	-73%	-1%	3,222	44%	-18%	0.7 x	1	.0 x	0.20	0.21	16.8 x	15.8 x	
3 SunPower Corporation	SPWR	5.53	654	971	118	0.8	-42%	12%	2,427	9%	11%	0.4 x	0	.5 x	(0.16)	(0.06)	N.M.	N.M.	
4 Trina Solar Limited	TSL	6.11	497	718	81	3.2	-80%	16%	1,978	6%	-10%	0.4 x	0	.4 x	0.05	(0.67)	N.M.	N.M.	
5 Suntech Power Holdings Co. Ltd.	STP	2.54	458	2,276	180	1.5	-73%	49%	3,067	6%	-29%	0.7 x	0	.5 x	(1.05)	(1.19)	N.M.	N.M.	
Wind																			
6 MasTec, Inc.	MTZ	17.20	1,387	1,862	81	0.6	-26%	25%	2,911	26%	12%	0.6 x	1	.7 x	1.12	1.41	15.3 x	12.2 x	
7 American Superconductor Corporation	AMSC	3.60	187	123	52	0.5	-76%	12%	105	-67%	24%	1.2 x	1	.0 x	(1.99)	(1.06)	N.M.	N.M.	
BioFuel																			
8 Amyris, Inc.	AMRS	3.86	217	161	56	0.4	-87%	-4%	151	89%	55%	1.1 x	1	.1 x	(3.55)	(1.35)	N.M.	N.M.	
9 Green Plains Renewable Energy, Inc.	GPRE	10.38	307	763	30	0.1	-19%	24%	3,481	63%	-10%	0.2 x	0	.7 x	1.04	1.05	10.0 x	9.9 x	
Nuclear																			
10 The Babcock & Wilcox Company	BWC	24.78	2,936	2,467	118	0.4	-24%	37%	2,922	9%	12%	0.8 x	3	.5 x	1.29	1.73	19.2 x	14.3 x	
11 USEC Inc.	USU	1.10	134	800	122	0.9	-77%	10%	1,718	-16%	-5%	0.5 x	0	.2 x	(0.40)	0.31	N.M.	3.5 x	
Hydro																			
12 Alstom SA	ALO	36.57	10,769	15,024	295	0.0	-38%	28%	NA	NA	-		2	.1 x	NA	NA			
Geothermal																			
13 Ormat Technologies Inc.	ORA	18.82	855	1,770	45	0.1	-27%	33%	422	13%	12%	4.2 x	1	.0 x	0.18	0.55	N.M.	34.3 x	
14 LSB Industries Inc.	LXU	36.81	822	775	22	0.1	-25%	48%	789	29%	6%	1.0 x	2	.8 x	3.11	3.68	11.8 x	10.0 x	
Smart Grid & Efficiency																			
15 Johnson Controls Inc.	JCI	31.33	21,328	27,501	681	3.9	-27%	29%	41,804	18%	6%	0.7 x	1	.9 x	2.49	2.90	12.6 x	10.8 x	
16 Cree, Inc.	CREE	28.44	3,287	2,599	116	2.5	-37%	40%	1,041	2%	27%	2.5 x	1	.3 x	1.06	1.19	26.9 x	24.0 x	
17 Itron, Inc.	ITRI	42.77	1,709	2,028	40	0.3	-24%	59%	2,375	5%	-6%	0.9 x	1	.9 x	4.11	3.97	10.4 x	10.8 x	
Storage & Fuel Cell																			
18 Polypore International Inc.	PPO	36.99	1,720	2,341	46	0.9	-50%	9%	769	25%	6%	3.0 x	3	.5 x	2.30	2.46	16.1 x	15.0 x	
19 EnerSys	ENS	33.64	1,606	1,776	48	0.4	-14%	94%	2,228	19%	7%	0.8 x	1	.7 x	2.70	3.22	12.5 x	10.4 x	
20 Maxwell Technologies Inc.	MXWL	16.85	470	447	28	0.1	-22%	22%	158	29%	28%	2.8 x	4	.6 x	0.03	0.48	N.M.	34.9 x	
21 A123 Systems, Inc.	AONE	0.98	144	159	147	4.0	-85%	20%	160	64%	44%	1.0 x	0	.4 x	(1.87)	(1.45)	N.M.	N.M.	
22 FuelCell Energy Inc.	FCEL	1.32	213	252	161	1.7	-33%	65%	127	53%	26%	2.0 x		NM	(0.29)	(0.15)	N.M.	N.M.	
Advanced Fossil Fuel																			
23 Westport Innovations Inc.	WPT	35.68	1,957	1,957	55	0.2	-28%	85%	245	70%	67%	8.0 x	10	0.0 x	(0.93)	(0.41)	N.M.	N.M.	
24 Clean Energy Fuels Corp.	CLNE	19.49	1,672	1,693	86	1.9	-21%	116%	280	32%	32%	6.0 x	3	.1 x	(0.43)	(0.61)	N.M.	N.M.	
25 Fuel Systems Solutions, Inc.	FSYS	22.61	453	366	20	0.3	-25%	47%	405	-6%	8%	0.9 x	1	.4 x	0.36	0.51	62.8 ×	44.3 x	
TOTAL / AVG			2,338	2,993		1.1	-42%	38%	3,162	22%	15%	1.8 x	2	.1 x					
	MIN MAX					0.0 4.0	-87% -14%	-4% 116%	105 41,804	-67% 89%	-29% 67%	0.2 x 8.0 x		0.2 x 0.0 x					

Sources: Scura Paley & Co., Capital IQ, Clean Edge, Inc., Renewable Energy World, Solar Buzz



## **Notable Announcements in New Environment**

Industry	Update
US medication spent \$320Bn in 2011; per capita spending up 0.5%.	Global carbon markets plummet by 21% in 1Q 2012.
<u>Read More</u> , <u>See Chart on Page 7</u>	<u>Read More</u> , <u>See Chart on Page 7</u>
World space expenditures reach ceiling of \$70Bn.	Maritime satellite communication market worth \$1.4Bn in 2011.
<u>Read More</u>	<u>Read More</u>
Rare earth supplies in U.S. to meet defense needs.	EU, Japan, and US work on strategy for rare earth supply.
<u>Read More</u>	<u>Read More</u>
Report suggests Nebraska mineral deposit promising.	Polish Biogas industry poised for growth if regulations eased.
<u>Read More</u>	<u>Read More</u>
Spain told to raise water prices or lose EU funding.	IFC lines up third loan for Brazilian water sector.
<u>Read More</u>	<u>Read More</u>
Company	Update
GenMark, Advanced Liquid to develop diagnostic platform.	GE Healthcare, Dyax in c-Met imaging peptides agreement.
<u>Read More</u>	<u>Read More</u>
Areva bags contract for 9.9MW Thai biomass plant.	E.ON receives approval for 150MW biomass plant in UK.
<u>Read More</u>	<u>Read More</u>
Abengoa to develop Bio-AndaluS project in Spain.	BioNitrogen, LEDC to build second fertilizer plant in Texas.
<u>Read More</u>	<u>Read More</u>
Aquatech wins water treatment contract for Amal Steam Project.	Saltworks Technologies wins NASA water recovery unit contract.
<u>Read More</u>	<u>Read More</u>
China's Rare Earths Global forecasts better 2012, in JV talks.	Lynas plant faces further political, construction delays.
<u>Read More</u>	<u>Read More</u>
New Capita	al Update
Russia's \$10Bn state fund could team with PE for healthcare deal.	Boston Scientific to acquire Cameron Health, Inc. for \$1.35Bn.
<u>Read More</u>	<u>Read More</u>
GE Healthcare takes over SeqWright.	Advent makes \$105Mn investment in India's CARE Hospitals.
<u>Read More</u>	<u>Read More</u>
Carlyle, TPG in talks for \$250Mn share in Fortis Healthcare India.	Promethera Biosciences inks €23.3Mn Series B financing.
<u>Read More</u>	<u>Read More</u>
Biotech co. ImaginAba seals oversubscribed Series A round.	Bluewater Bio raises £22.5Mn from Hermes GPE, Ombu.
<u>Read More</u>	<u>Read More</u>
Molycorp seen too cheap as rare earth lures deal talk.	Great Western announces closing of \$90Mn convertible bonds.
<u>Read More</u>	<u>Read More</u>



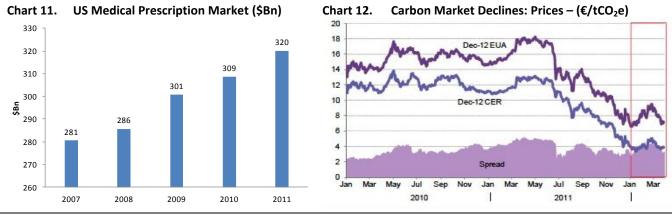


Chart 13. SP Research New Environment Index – Eq. Wt Chart 14. SP Research New Environment Index – vs. S&P 500



					S	hares	Price Pe	erformance				Sa	ales		Book		Ea	mings	
		Share Price	Mkt Cap (Mns)	Ent Val (Mns)	Out	Daily Vol	% to High	% from Low	CY10	CY12	CY11	% Y/Y ('11)	% Y/Y ('12)	EV/ Sales	P/ Book	CY11	CY12	P/E (CY11)	P/E (CY1
NEW ENVIRONMENT																			
Waste																			
1 Waste Management, Inc.	WM	34.95	16,170	26,062	463	2.0	-12%	26%	12,515	13,779	13,290	6%	4%	2.0 x	2.7 x	2.11	2.25	16.5 x	15.5 x
2 Waste Connections Inc.	WCN	32.35	3,987	5,179	123	0.6	-10%	11%	1,320	1,620	1,502	14%	8%	3.4 x	2.6 x	1.47	1.52	22.0 x	21.3 x
3 Clean Harbors, Inc.	CLH	65.59	3,491	3,769	53	0.4	-8%	46%	1,731	2,248	1,919	11%	17%	2.0 x	3.9 x	2.08	2.56	31.5 x	25.6 x
4 US Ecology, Inc.	ECOL	21.98	401	437	18	0.1	-3%	48%	105	166	152	45%	10%	2.9 x	4.0 x	0.95	1.16	23.2 x	18.9 x
5 Energy Solutions, Inc	ES	4.38	391	956	89	1.1	-26%	59%	1,752	1,827	1,799	3%	2%	0.5 x	1.4 x	0.32	0.34	13.8 x	12.8 x
Recycling																			
6 Darling International Inc.	DAR	16.98	1,997	2,238	118	0.8	-13%	51%	725	1,709	1,792	147%	-5%	1.2 x	2.2 x	1.55	1.35	11.0 x	12.6 x
7 Heritage-Crystal Clean, Inc	HCCI	21.30	312	332	15	0.0	-6%	60%	112	223	146	30%	53%	2.3 x	3.9 x	0.17	0.62	N.M.	34.5 x
Water																			
8 Flowserve Corp.	FLS	112.79	6,147	6,323	54	0.2	-17%	69%	4,032	4,800	4,497	12%	7%	1.4 x	2.7 x	7.86	8.65	14.3 x	13.0 x
9 CLARCOR Inc.	CLC	47.79	2,401	2,279	50	0.5	-12%	22%	1,011	1,200	1,123	11%	7%	2.0 x	2.8 x	2.37	2.66	20.2 x	18.0 x
10 Watts Water Technologies, Inc.	WTS	39.40	1,447	1,592	37	0.3	-7%	62%	1,275	1,519	1,438	13%	6%	1.1 x	1.6 x	2.22	2.58	17.7 x	15.3 x
11 Franklin Electric Co. Inc.	FELE	47.72	1,115	1,133	23	0.1	-11%	45%	714	933	825	16%	13%	1.4 x	2.5 x	2.69	2.96	17.8 x	16.1 x
12 Calgon Carbon Corporation	CCC	14.70	836	849	57	0.2	-19%	13%	482	591	542	12%	9%	1.6 x	2.2 x	0.74	0.82	20.0 x	18.0 x
13 Aegion Corporation	AEGN	17.20	666	817	39	0.2	-36%	65%	915	1,055	946	3%	12%	0.9 x	1.0 x	0.89	1.50	19.4 x	11.5 x
14 Energy Recovery, Inc.	ERII	2.07	109	79	53	0.2	-41%	2%	46	39	30	-35%	33%	2.7 x	1.1 x	(0.32)	(0.18)	N.M.	N.M.
Crop Mgmt/Fertilizers																			
15 Monsanto Co.	MON	76.59	40,856	39,872	533	4.3	-9%	30%	10,615	13,384	12,016	13%	11%	3.3 x	3.4 x	3.09	3.65	24.8 x	21.0 x
16 Potash Corp. of Saskatchewan, Inc.	POT	44.10	37,872	41,979	859	5.9	-30%	15%	6,051	8,581	8,515	41%	1%	4.9 x	4.8 x	3.63	3.64	12.1 x	12.1 x
17 Syngenta AG	SYNN	341.26	31,149	32,433	91	0.0	-2%	49%	11,641	14,276	13,308	14%	7%	2.4 x	4.1 x	19.22	21.97	17.8 x	15.5 x
18 The Mosaic Company	MOS	51.63	21,967	19,877	425	5.8	-36%	15%	8,455	10,342	11,359	34%	-9%	1.7 x	1.9 x	4.37	4.29	11.8 x	12.0 x
19 Agrium Inc.	AGU	85.80	13,541	14,580	158	0.3	-4%	34%	10,743	15,626	15,204	42%	3%	1.0 x	2.1 x	8.81	9.39	9.7 x	9.1 x
20 Origin Agritech Limited	SEED	2.08	49	39	23	0.2	-75%	-1%	-		-		-		1.4 x				
Rare Earth Elements																			
21 Molycorp, Inc.	MCP	34.71	3,346	3,126	96	7.3	-56%	51%	35	551	393	1019%	40%	7.9 x	3.4 x	1.54	0.91	22.5 x	38.3 x
22 Rare Element Resources Ltd.	RES	5.95	263	202	44	0.1	-63%	88%	0	0	0		-	-	4.4 x	-	-		-
Human Health																			
23 Novavax, Inc.	NVAX	1.19	139	121	117	1.1	-56%	5%	0	32	16	4561%	99%	7.6 x	2.6 x	(0.20)	(0.21)	N.M.	N.M.
24 Harvard Bioscience Inc.	HBIO	3.94	113	112	29	0.1	-36%	8%	108	120	108	0%	11%	1.0 x	1.2 x	0.21	0.22	18.6 x	17.8 x
25 Transgenomic Inc.	TBIO	0.92	66	73	72	1.0	-50%	39%	20	37	32	59%	15%	2.3 x	4.1 x	(0.16)	(0.07)	N.M.	N.M.
TOTAL / AVG			7,553	8,178		1.3	-26%	36%			3,790	264%	15%	2.5 x	2.7 x				
	MIN MAX					0.0 7.3	-75% -2%	-1% 88%			0 15,204	-35% 4561%	-9% 99%	0.5 x 7.9 x	1.0 x 4.8 x				

Chart 15. (	Comparative A	Analysis of Ne	w Environment
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Sources: Scura Paley & Co., Capital IQ, IMS, Bloomberg, Environmental Leader



# **Notable Announcements in New Finance**

Industry	Update
Equipment Leasing & Finance volume up 22% Y/Y at \$5Bn.	Secondary market surges even as \$8Bn new ABS hits screens.
<u>Read More</u> , <u>See Chart on Page 9</u>	<u>Read More</u>
Strong start for manufacturing technology orders in 2012.	4Q consumer loan delinquencies tumble to 2.49% — ABA.
<u>Read More</u> , <u>See Chart on Page 9</u>	<u>Read More</u>
Equifax, Moody's predict growth in auto finance market.	March vehicle sales pace at 14.37Mn annual rate, +13%Y/Y.
<u>Read More</u>	<u>Read More</u>
Private student Ioan ABS prices tight.	Private equity fundraising at risk over ESG 'expectations gap'.
<u>Read More</u>	<u>Read More</u>
Microinsurance reaches 3Mn in Philippines, expansion predicted.	Bitcoin seeks new life in Africa.
<u>Read More</u>	<u>Read More</u>
Company	Update
Ally renews \$15Bn credit facilities; launches 2 <sup>nd</sup> floorplan issue.	Wells Fargo – record \$2.8Bn in environ. financing in 2011.
<u>Read More</u> , <u>Read More</u>	<u>Read More</u>
Wells Fargo & six others commit to \$600Mn credit facility.	Nearly \$2Bn in deals on wheel prices.
<u>Read More</u>	<u>Read More</u>
Tab Bank's Leasing division provides Blue Bridge \$12Mn funding.	Prestige securitizes \$245Mn loan portfolio.
<u>Read More</u>	<u>Read More</u>
Access Capital rebrands Auto Finance Co. to AC AUTOPAY.	AutoNation Inc. realizes 15% sales increase in March.
<u>Read More</u>	<u>Read More</u>
The Hartford exits Life & Annuity, to sell BD Woodbury.	Saxon Mortgage to lay off 680 workers.
<u>Read More</u>	<u>Read More</u>
New Capita	al Update
Dow Jones: 20 cos. raised \$1.4Bn in Q1 2012 IPOs; M&As decline.	Serial bank buyers lining up capital for new deals.
<u>Read More</u>	<u>Read More</u>
Insurance claims mgt. co. Cunningham Lindsey up for sale for \$1Bn.	JC Flowers to sell stake in BTG Pactual during flotation.
<u>Read More</u>	<u>Read More</u>
ING puts \$775Mn Thailand Bank stake up for sale.	Capital Bank Financial to buy Southern Community for \$48Mn.
<u>Read More</u>	<u>Read More</u>
Tompkins of New York plans \$30Mn stock sale.	Bowmark exits securities info outfit Data Explorers to Markit.
<u>Read More</u>	<u>Read More</u>
Accion's \$10Mn Venture Lab to invest in Microfinance cos.	Warburg Pincus exits Kotak Mahindra Bank after 7 years.
<u>Read More</u>	<u>Read More</u>



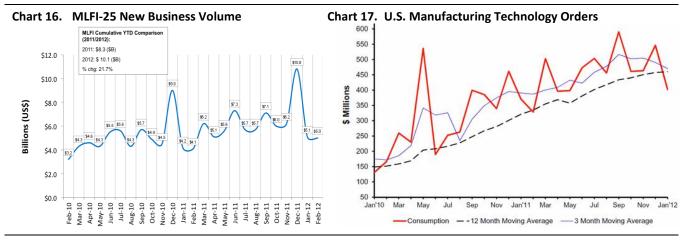


Chart 18. SP Research New Finance Index – Eq. Wt





					S	hares	Price Pe	erformance			1	Si	ales		Book		Ea	rnings	
		Share Price	Mkt Cap (Mns)	Ent Val (Mns)	Out	Daily Vol	% to High	% from Low	CY10	CY12	CY11	% Y/Y ('11)	% Y/Y ('12)	EV/ Sales	P/ Book	CY11	CY12	P/E (CY11)	P/E (CY12)
NEW FINANCE																			
Student Loan																			
1 SLM Corporation	SLM	15.13	7,706	183,100	509	2.7	-12%	39%	2,761	3,718	3,024	10%	23%	60.6 x	1.6 x	1.81	2.08	8.4 x	7.3 x
2 MRU Holdings, Inc.	UNCL.Q	0.01	0		32	0.0	-60%	2567%			-				NM				
3 Nelnet Inc.	NNI	25.00	1,178	25,520	47	0.1	-8%	52%	725	771	744	3%	4%	34.3 x	1.1 x	4.30	4.60	5.8 x	5.4 x
4 First Marblehead Corp.	FMD	1.08	110	156	102	0.1	-50%	30%	175	46	25	-86%	84%	6.3 x	0.5 x	3.87	4.71	0.3 x	0.2 x
Auto Loan																			
5 Credit Acceptance Corp.	CACC	95.64	2,451	3,570	26	0.0	-11%	69%	384	593	524	36%	13%	6.8 x	4.6 x	7.05	8.10	13.6 x	11.8 x
6 Nicholas Financial Inc.	NICK	12.42	149	270	12	0.0	-14%	37%	49	-	-	-	-	-	1.1 x	-			-
7 White River Capital Inc	RVR	22.30	79	157	4	0.0	-20%	32%	25		-				1.1 x		1.1		
8 Consumer Portfolio Services, Inc.	CPSS	1.36	26	892	19	0.0	-20%	58%	39	190	133	240%	43%	6.7 x	NM	(0.91)	0.10	N.M.	13.6 x
Equipment Leasing																			
9 MicroFinancial Inc.	MEL	6.95	99	160	14	0.0	-2%	60%	25	-	-	-	-	-	1.3 x	0.62	0.62	11.2 x	11.2 x
10 Marlin Business Services Corp.	MRLN	14.19	170	222	12	0.0	-14%	51%	42	61	45	9%	35%	4.9 x	1.0 x	0.46	0.77	31.1 x	18.3 x
11 Aircastle LTD	AYR	11.96	866	3,808	72	0.5	-18%	40%	547	631	601	10%	5%	6.3 x	0.6 x	1.20	1.35	10.0 x	8.9 x
12 Willis Lease Finance Corp.	WLFC	12.66	116	872	9	0.0	-15%	28%	146	159	155	6%	3%	5.6 x	0.6 x	1.27	1.1	10.0 x	1.1
Payday Loans																			
13 Western Capital Resources, Inc.	WCRS	0.09	0	2	5	0.0	0%	592%	18	-	-	-	-	-	0.1 x		-	-	-
14 Xponential Inc.	XPOI	0.07	0	29	3	0.0	-76%	42%	32	-	-	-	-	-	NM	-	-	-	-
15 QC Holdings, Inc.	QCCO	4.17	72	103	17	0.0	-20%	67%	184	-	-	-	-	-	0.9 x	-	-	-	-
16 Advance America, Cash Advance Centers Inc.	AEA	10.44	643	724	62	0.3	-1%	122%	600	695	624	4%	11%	1.2 x	2.2 x	0.95	1.18	11.0 x	8.8 x
17 First Cash Financial Services Inc.	FCFS	41.31	1,218	1,147	29	0.2	-21%	24%	423	608	524	24%	16%	2.2 x	3.9 x	2.25	2.70	18.4 x	15.3 x
18 Cash America International, Inc.	CSH	45.67	1,341	1,816	29	0.2	-27%	14%	1,293	1,655	1,486	15%	11%	1.2 x	1.5 x	4.27	4.93	10.7 x	9.3 x
19 EZCORP, Inc.	EZPW	31.13	1,568	1,586	50	0.2	-19%	23%	767	1,037	901	18%	15%	1.8 x	2.2 x	2.69	3.15	11.6 x	9.9 x
Small Consumer Loan																			
20 World Acceptance Corp.	WRLD	58.15	862	1,176	15	0.1	-22%	9%	479	574	532	11%	8%	2.2 x	2.0 x	6.22	7.26	9.4 x	8.0 x
21 Medallion Financial Corp.	TAXI	11.06	196	524	18	0.1	-12%	30%	37	-	-	-	-	-	1.1 x	1.03	1.12	10.7 x	9.9 x
22 DFC Global Corp.	DLLR	17.59	776	1,582	44	0.5	-29%	11%	684	1,126	956	40%	18%	1.7 x	1.8 x	1.88	2.31	9.3 x	7.6 x
23 CompuCredit Holdings Corp.	CCRT	5.32	117	437	22	0.0	-21%	144%	39	-	-			-	1.5 x				-
Life Settlement																			
24 Imperial Holdings, Inc.	IFT	2.67	57	66	21	0.0	-75%	80%	37	-	70	91%	-	0.9 x	0.3 x	0.06	(0.07)	44.5 x	N.M.
25 Life Partners Holdings, Inc.	LPHI	3.98	74	56	19	0.0	-57%	24%	106	-	-		-	-	1.8 x	-	-	-	-
TOTAL / AVG			795	9,499		0.2	-25%	170%			690	29%	21%		1.5 x				
	MIN					0.0	-76%	9%			25	-86%	3%	0.9 x	0.1 x				
	MAX					0.5	0%	2567%	1		1,486	240%	84%	34.3 x	4.6 x				

#### Chart 20. Comparative Analysis of New Finance

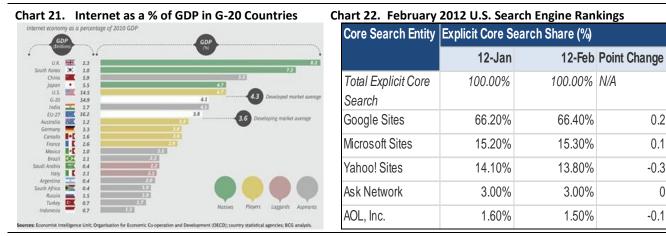
Sources: Scura Paley & Co., Capital IQ, ELFA, AMTDA

#### Market Intelligence



# **Notable Announcements in New Media**

Industry	Update
Internet accounts for 4.7% of the U.S. economy.	Google sites leads February 2012 U.S. search engine rankings.
<u>Read More</u> , <u>See Chart on Page 11</u>	<u>Read More</u> , <u>See Chart on Page 11</u>
Social networking eclipses portals in Lat Am Web activity.	3.58Mn Americans to cut the TV Cord by end of 2012.
<u>Read More</u>	<u>Read More</u>
Tablet and smartphone use while watching TV high in U.S. & U.K. <u>Read More</u>	US & European tablet owners comfortable paying for content. <u>Read More</u>
More movies will be streamed than watched on disc in 2012.	comScore: Top 50 U.S. Web properties for February 2012.
<u>Read More</u>	<u>Read More</u>
JOBS Act: Crowdfunding platforms to create self-regulatory body.	FTC calls for 'Do-Not-Track' Internet browser & other rules.
<u>Read More</u>	<u>Read More</u>
Company	y Update
Google+ grew 27% in March, logged 61Mn visits.	Ark beats Facebook, Google at People Search.
<u>Read More</u>	<u>Read More</u>
Facebook working on search engine; Google on 3 <sup>rd</sup> party commenting. <u>Read More</u> , <u>Read More</u>	Groupon stock price plummets after SEC probe. <u>Read More</u>
Yahoo lays off 2,000 employees as part of restructuring effort.	Warner Bros. offers in-store DVD-to-Cloud service.
<u>Read More</u>	<u>Read More</u>
Google to sell movies through Google play.	Facebook buys 750 IBM patents to defend against Yahoo.
<u>Read More</u>	<u>Read More</u>
Pinterest is now the # 3 social network in the U.S.	Twitter says it has 140Mn users.
<u>Read More</u>	<u>Read More</u>
New Capit	al Update
Facebook buys Instagram for \$1Bn.	Zynga files for \$400M secondary offering.
<u>Read More</u>	<u>Read More</u>
Zynga acquires 'Draw Something' creator OMGPOP for \$180Mn.	Nuance buys transcription & speech co. Transcend for \$300Mn.
<u>Read More</u>	<u>Read More</u>
Groupon acquires FeeFighters.	Taiwan's PVG invests in China's largest mobile games company.
<u>Read More</u>	<u>Read More</u>
Firsthand Technology Value Fund adds to Facebook stake.	oDesk raises \$15Mn from T. Rowe Price, Benchmark.
<u>Read More</u>	<u>Read More</u>
King.com buys Fabrication Games, eyes possible 2013 IPO.	Millennial Media to IPO, valued At \$974Mn.
<u>Read More</u>	<u>Read More</u>

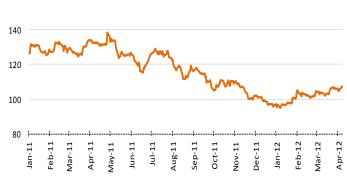


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Chart 24. SP Research New Media Index – vs. S&P 500



#### Share Price Performance Earning Book Mkt Cap (Mns) Ent Val (Mns) % to High % from EV/ P/ Bool Share Out Daily Vo CY11 % Y/Y (11) % Y/Y (12) CY11 CY12 P/E (CY11) P/E (CY12 Google Inc GOOG 630.84 205,109 167,9 2.2 38,234 4.4 x 3.5 x 42.42 17.15 14.9> BIDU 87% Baidu, Inc. 148.80 51,952 50,284 349 4.5 -10% 47% 2,248 60% 22.4 x 21.4 x 2.98 4.69 49.9 x 31.8 x -20% -37% 0% 43% Yahoo! Inc үноо 15.10 18,328 16,353 1,214 11.3 36% 4,401 -30% 3.7 x 1.4 x 0.84 0.83 18.0 x 18.2 x 60% 62% 12.5 x 9.5 x 0.58 Yandex N.V YNDX 26.60 8,621 8,269 324 0.6 663 0.84 45.5 x 31.8 x ocial Net LinkedIn Corporation LNKD 102 1.9 -19% 77% 514 111% 18.6 x 16.1 x 0.05 0.16 N.M. N.M. 99.00 10,139 9,562 68% 48% 0% 73% 35.50 9.18 134 165 1.1 4.8 31% 100% 18% 51% 7.9 x 5.2 x 16.1 x 1.29 (0.15) 25.9 x N.M. TripAdvisor Inc. TRIP 4,757 5,000 -6% -65% 633 1.37 27.5 x 1,514 276 14.4 x N.M. Pandora Media, Inc. 1,424 (0.03) Renren Inc. RENN 5.54 2.172 1.131 392 9.3 -77% 118 54% 50% 9.6 x 1.8 x 0.00 (0.09) N.M. N.M. WebMD Health Corp. WBMD 22.99 1,281 56 0.9 -61% 0% 557 4% -9% 1.7 x 1.9 x 1.31 0.12 17.5 x N.M. 960 -50% -50% 12% 46% 33% 15% 15% -7% 1.59 0.27 10 Ancestry.com Inc. ACOM 23 11 991 952 43 0.4 399 24 x 32 x 1.33 174 x 14.5 x 11 9.27 1,141 1,080 123 2.6 1,054 1.0 x 0.9 x 23.4 x Monster Worldwide, MWW 0.40 34.9 x 12 Phoenix New Media Limited FENG 7.51 567 380 76 0.1 -50% 79% 147 83% 46% 2.6 x 2.8 x (2.70) 0.42 N.M. 17.7 x 13 Move, Inc. MOVE 9.03 356 317 39 0.2 -12% 123% 195 -1% 1% 1.6 x 4.2 x 0.23 0.34 38.9 x 26.6 x -17% 14 XO Group Inc хохо 9.30 242 165 26 0.1 39% 124 10% 10% 1.3 x 1.6 x 0.15 0.30 63.1 x 31.0 x 15 The Street, Inc тят 2.02 32 0.1 -45% 29% 0.7 x (0.15) N.M. N.M 65 (0.15) Disco unt Retail 16 17 eBay Inc. EBAY 36.30 46,831 42,99 1,290 10.7 35% 11,593 27% 3.7 x 2.6 x 2.00 2.29 18.2 x 15.8 x 19% priceline.com Incorporated PCLN 764.75 38,084 36,128 50 1.3 1% 86% 4,333 40% 28% 8.3 x 14.8 x 23.04 31.19 33.2 x 24.5 x 18 Groupon, Inc GRPN 13.89 8,957 7,832 645 3.2 -55% -1% 1,592 409% 46% 4.9 x 12.7 x (0.55) (0.01 N.M. N.M. 19 Zynga, Inc ZNGA 12.00 8,659 6.852 722 6.3 -25% 51% 1,138 90% 21% 6.0 x 4.9 x 0.23 0.27 51.8 x 44.0 x 20 Electronic Arts Inc EA 15.90 5,269 4,012 331 4.7 -39% -1% 4,171 20% 6% 1.0 x 2.3 x 0.86 1.00 18.5 x 15.9 x Соп 21 AOL, Inc. AOL 26.40 2,502 95 26.0 17% 162% -9% -4% 1.0 x 1.1 x 0.76 0.78 34.6 x 33.8 x 2,205 2,194 22 Walt Disney Co. DIS 42.11 75,476 88,262 1,792 6.8 -5% 49% 41,366 6% 4% 2.1 x 2.1 x 2.57 2.99 16.4 x 14.1 x 23 Demand Media, Inc DMD 7.19 575 489 80 0.1 -69% 37% 27% 9% 1.5 x 1.3 x 0 24 0.30 30.0 x 23.9 x 320 Sen es 24 salesforce.com, inc CRM 157.52 21,580 21.360 137 1.8 -2% 67% 2.259 36% 31% 9.5 x 13.6 x 1.33 1.61 N.M. N.M. 25 IAC/InterActiveCorp. IACI 48.49 0.8 61% 24% 24% 1.6 x 2.11 2.65 18.3 x 3,941 3,272 81 -5% 2,029 23.0 x 2.1 x TOTAL / AVG 20 76 19 09 5 02 63 x 1.0 x 18.6 x MIN MAX 0.7 x 16.1 x 118 41,366 0.1 26.0 -77% 17% -1% 162% -9% 68%

Sources: Scura Paley & Co., Capital IQ, Boston Consulting Group, comScore

#### Chart 25. Comparative Analysis of New Media



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