

Thursday, February 16, 2012

## Capital Markets Overview

### Trend Update

Plastic Semiconductor PV 2

### Capital Market Activity

Private Equity 4

Public Equity: Creation 5

Public Equity: Elimination 6

Fixed Income 7

New Filings 8

Next Week's Activity 9

New Capital Performance 10

### SP Research Focus Areas

New Electronics 11

New Energy 12

New Environment 13

New Finance 14

New Media 15

## Scura Paley & Company Market Intelligence

Peter Wright

1-617-454-1030

[pwright@scurapartners.com](mailto:pwright@scurapartners.com)

**Disclosure: Please refer to the last page for important disclosures.**

## New Capital Weekly Update

### Fixed Income Leads: European Financials the Most Active

- **Despite Market price appreciation, the Capital Market's appetite for risk remains muted with record fixed income issuance offset by weak new equity at every stage.** US corporates are taking advantage of cheap debt capital and are aggressively refinancing resulting in corporate debt activity reaching record levels through January. This is offset by cautious equity market – private equity deal flow is the weakest since 2003 and the macro economic uncertainty lingers into 2012 causing a record number of IPOs and secondaries to be pushed out. We believe if macro concerns start to dissipate (as market price appreciation seems to be signaling) that mid-2012 could see very robust new capital opportunities.
- **There are two IPOs to watch this week to help determine investor interest for new capital and relative end market preferences.** CERE, a leader in the bioenergy industry, will represent the New Energy market. We believe the best comp for investors to be tracking is recent IPO REGI as well as GPPE. We expect BCOV, a New Media company focused on serving the video cloud for >3,900 customers to also add exposure to investors' "cloud" interest.
- **Scura Paley & Co. New Capital Indices indicate the Market believes that there is value to be bought.** New capital for growth investment has underperformed the market, while capital focused on the elimination of securities has performed more strongly, specifically over the last two months. The market seems to believe that equities are cheap and acquirers (whether through buy-back or M&A) are getting good value. Companies that are refinancing to lower their cost of capital are also outperforming.
- **Noteworthy News Across The Five Nu Capital Focus Areas:**
  - **New Electronics:** Mobile Internet to grow 100%; Nokia shedding jobs
  - **New Energy:** UK and Spain provide updates on planned subsidies – a mixed message to investors
  - **New Environment:** Fertilizer growth stalls in France despite strong agriculture business results this earnings season
  - **New Finance:** 5 Big Banks, States Agree on \$25 Billion Home Mortgage Deal
  - **New Media:** Facebook and LinkedIn eye the mobile advertizing market
- **Weekly Trend Update:** We believe that flexible plastic solar panels could herald a revolution in the \$40Bn solar energy market, specifically focusing on three niche markets: consumer & portable electronics, smart fabrics, and building-integrated photovoltaics (BIPV). We believe that plastic semiconductor solar panels, which are significantly more efficient than previously developed solar cells, are the future of plastic solar energy technology. Moreover, we expect companies that are dedicated to plastic semiconductor solar panels will also find opportunities to cross license the technology into the growing LED market. Next Energy Technologies, is one of the first companies developing plastic semiconductor solar panels, and we see them as a potential winner.

## Weekly Trend Update

### Plastic Semiconductor PVs: A Technology That Makes Sense in Niche Applications

- We believe that flexible plastic solar panels could herald a revolution in the \$40Bn solar energy market.** The cost of renewable energy has always been of great concern for individuals trying to get solar power to be more widely adopted. Solar cells can be very expensive, and the relatively low efficiency has made them even more expensive. Homeowners who install solar cell systems on their homes can expect to earn the cost back over 15 to 25 years. On a larger scale, power companies can install solar power with government subsidies, but they are often prohibitively expensive. However, plastic photovoltaics (PV) are cheaper, lighter and easier to install compared to the silicon solar panels which currently dominate the market.
- The plastic PV market could be worth >\$0.5Bn by 2015, with three major application areas – consumer & portable electronics, smart fabrics, and building-integrated photovoltaics (BIPV).** Use of plastic as the active material to convert solar energy into electricity is practical on several levels. Not only is it a low-cost material, but plastic has extraordinary light absorption capabilities. The plastics layer in the solar cell is only a few tenths of a micrometer thick – much thinner than in a silicon cell. Use of inexpensive printing techniques during the plastic solar cell manufacturing process results in reduced cost of equivalent energy (a fraction of that of silicon technology). Overall, less energy is required to make the plastic solar cells than “traditional” PV cells. The pliability of plastic and its low processing cost mean that the use of these solar panels could become quickly widespread.

**Chart 1: Plastic PV Application Areas – Portable Electronics, Smart Fabrics & BIPV**



Source: Scura Paley & Co., Solarmer

- Plastic solar cells can be seamlessly integrated into portable electronics as a primary or secondary power source on the go. Portable electronics is the most attractive near-term application for plastic solar cells because of its easy integration combined with the high demand for an alternative or replacement to existing battery technology. List of applications includes cell phones, MP3 players, PDAs, digital cameras, toys, remote controls, GPS navigation systems, and bluetooth devices.
- They are also well suited for BIPV applications because of their flexibility, easy installation, better performance in low and indirect lights, and aesthetic value for architects. The biggest advantage is the low cost of electricity generation, at 20% of the cost of traditional solar cells, which puts them on par with fossil fuels. Direct embedding into building materials during manufacturing and lightweight and flexibility further reduces the installation cost. List of applications include windows, roof, garage doors, skylights, walls, decorations, facades, tiles & shingles.



# Scura Paley & Company

- These cells will be used for smart fabrics and interactive textiles applications, because of their flexibility, ability to be printed on a variety of surfaces, and environmentally friendly profile (non-toxic, disposable and recyclable). List of applications include bags and backpacks, awnings, suitcases, jackets and vests, cases, tents, sails, etc.
- **Mitsubishi Chemical has developed a plastic organic photovoltaic (OPV) material showing a record-breaking conversion efficiency of more than 10%**, which would represent a significant improvement on the previous best of just over 8%, demonstrated by the US start-up Konarka Technologies and Solarmer Energy, and Germany-based Heliatek. Konarka has already started to implement this new technology to consumer products such as parasols and luggage, and even installed a 'curtain wall' of plastic PV on the outside of its Florida offices. The company has also fitted its 'Power Plastic' arrays to bus shelters in San Francisco and there are plans to expand the use of this innovative product to street furniture. However, efficiency improvements still need to be made to make the technology commercially viable. Further, the degradability of conductive plastic is also a problem and the lifetime of plastic PV currently doesn't come anywhere near that of more stable silicon solar panels, which can last around 20 years. However, the usable life of most of these products that are targeted to integrate these materials also have much shorter useful lives.
- **We believe that plastic semiconductor solar panels, which are significantly more efficient than previously developed solar cells, are the future of plastic solar energy technology.** According to the National Renewable Energy Laboratory, plastic semiconductors, which capture waste heat from photovoltaic cells, increase the theoretical efficiency of a solar cell from 31% (the current limit of commercial cells) to 66%. Not only does this improved efficiency reduce the cost of the solar cells by creating more power in the same cells, but it also allows for more energy creation per area (one of the bigger limitations of plastic solar energy).
- **Moreover, we expect companies that are dedicated to plastic semiconductor solar panels will also find opportunities to cross license the technology into the growing LED market.** Organic semiconducting molecules and polymers are promising components in emerging optoelectronic technologies, such as light emitting devices (PLEDs), flexible thin film transistors, and plastic solar cells. An important potential advantage, relative to inorganic systems, is the possibility to deposit device layers directly from solution and thereby to simplify fabrication methods. Physical organic chemistry principles can be used to tailor molecular properties relevant for function including emission color, ionization potential and electron affinity. We believe some interesting companies are focused on developing these trends and markets.
- **Next Energy Technologies, is one of the first companies developing plastic semiconductor solar panels, and we see them as a potential winner.** NET aims to produce ultra low-cost PVs based on proprietary plastic semiconductors that will make solar energy cost competitive with fossil fuels. The company uses small polymeric material/molecules, which overcome the technological and manufacturing barriers of long polymeric material based production. Small molecule cells have a lower cost of production and need ultra-low capital production facilities. The abundance of non-toxic raw material, and low installation, transportation and storage costs further enhance the attractiveness of these cells. We will continue to monitor Next Energy Technologies progress in the coming quarters, but it is these types of start-ups in the solar industry that we believe could generate attractive returns on new capital investments.



# Scura Paley & Company

## Capital Market Activity

### Private Equity Markets

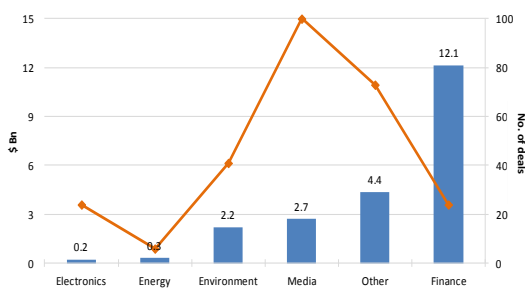
**Chart 2: Major Activity Across the Capital Markets**

Date	Deal Size (\$Mn)	Region	Comments
Private Equity Investment			
9-Feb-12	7,938	Asia - Emerging (China)	HSBC, National Social Security Fund, Ministry of Finance PRC to invest in Bank of Communications Co., Ltd. (SEHK:3328) through PIPE deal
IPO			
10-Feb-12	250	United States	Quicksilver Production Partners LP announces the IPO
Private Placement			
8-Feb-12	2,878	Asia - Emerging (India)	Air India Limited announces private placement of shares

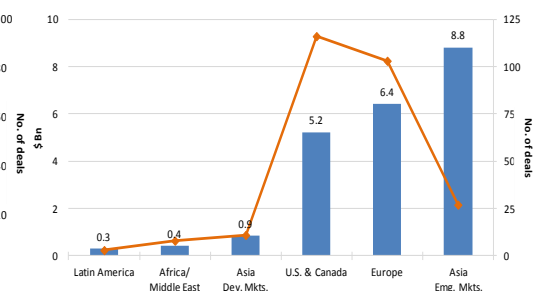
Source: Capital IQ, Scura Paley & Co..

- Private equity investments increase led by Emerging Asian markets.** Last week 42 deals were announced totaling \$9.3Bn, the dollar value of deals announced increased by 262% W/W and increased 200% Y/Y; however, this was skewed by a one large deal with the number of deals down -39% Y/Y. Moreover, aggregate private equity investment is down 26% Y/Y on a YTD basis. The largest deals announced was a PIPE into Bank of Communications Co. (SEHK: 03328) led by HSBC Bank, China's National Social Security Fund (NSSF), and the Ministry of Finance (MOF) worth \$8Bn. New Environment emerged as another hot sector for PE investment where six deals worth \$0.6Bn were announced last week. In addition to China's big deal, Europe attracted the most PE investment worth \$0.8Bn through 16 deals, with maximum money being invested in New Environment, \$0.5Bn through 4 deals. We note commentary coming from the commercial banks that it is hard to meet the capital adequacy ratio norms they might hit the streets and raise funds from PE players. It appears the 13-week moving average of PE investment might be bottoming.

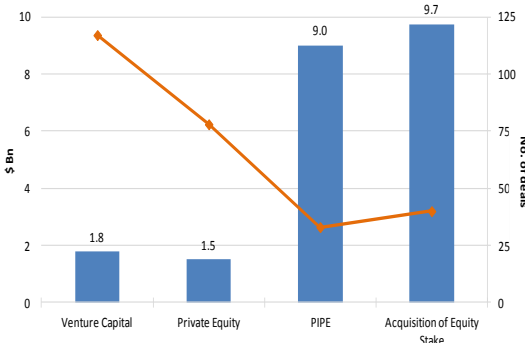
**Chart 3: PE Investments by Industry (YTD)**



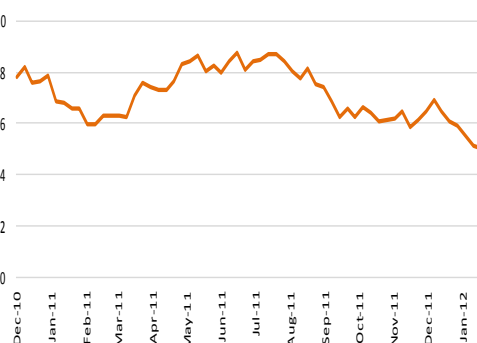
**Chart 4: PE Investments by Geography (YTD)**



**Chart 5: PE Investments by Nature (YTD)**



**Chart 6: PE Investment – 13 Week Mov. Avg.**



Source: Scura Paley & Co., Capital IQ.



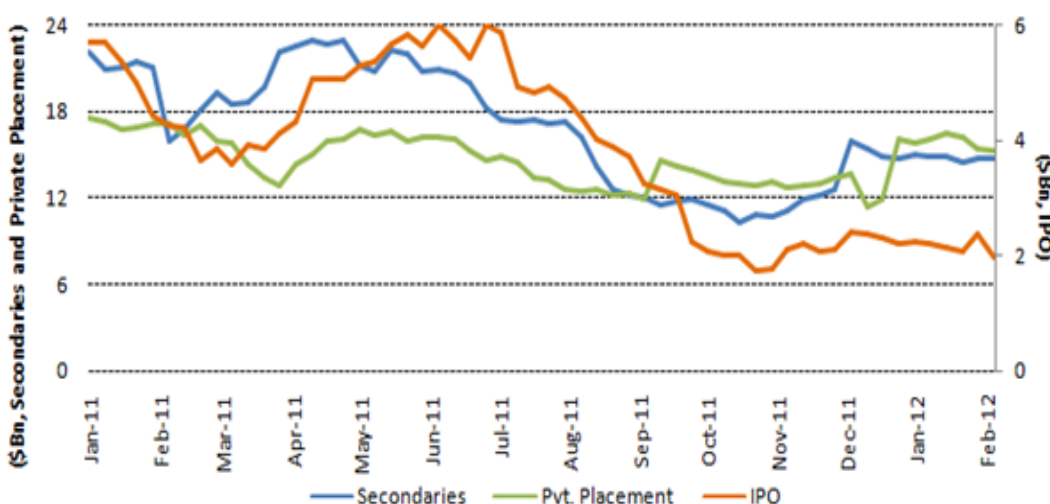
# Scura Paley & Company

## Public Equity (Creation)

- Corporates seem to be slowly returning to public equity markets, specifically for private placements with IPOs still weak.** As the equity markets are recovering the corporate have started tapping the public equity market raising money through private placements. Asia Emerging markets saw significant activity in private placement deals whereas American markets saw more activity in new securities, IPOs.
  - Initial Public Offering (IPOs).** There were 7 IPO deals announced last week, as against 18 deals in the previous week, raising \$0.5Bn. The total deal value was down significantly -92% W/W and -89% Y/Y. The U.S. announced two deals worth a total of \$336Mn, maintaining status as the largest capital market globally. IPO activity is still trending weak and capital markets need evidence of stability behind January move before next round of IPOs come to market.
  - Secondaries.** There were 49 secondary offerings last week for an aggregate value of \$8.4Bn down -35% W/W. The secondary offerings this week were down -51% Y/Y by number of deals and -65% Y/Y in terms of value when 99 deals worth \$23.9Bn were announced. New Finance, specifically in Europe, saw the majority of secondary offerings with 8 deals aggregating \$3.1Bn. followed by activity in the U.S. and Canada through 19 deals. WE note that the European financial sector is taking advantage of better sentiment and shifting capital raise exposure from fixed income to equity.
  - Private Placements.** There were 217 private placements worth \$17.8Bn announced last week, +206% W/W and by +184% Y/Y. Approximately, half the money was raised by New Finance companies -- they raised \$8.8Bn in 11 deals. New Electronics saw modest but recovering money flowing through private placement deals where 15 deals worth \$265Mn were announced. From a geographic perspective, Asia Emerging Markets saw the majority of activity by value with 35 deals worth \$12.5Bn being announced, as compared to America having 120 deals being announced aggregating \$3.3Bn. That said, the American market is recovering with deal value up 54% W/W.

New Finance companies are looking at raising funds from the market, however they are tapping the secondary market and considering private placement of their shares.

Chart 7: Public Equity Trend (IPO, Secondaries & Private Placement) - 13 Week MAs



Source: Scura Paley & Co., Capital IQ.



# Scura Paley & Company

## Public Equity (Elimination)

- Despite signs of gradual market strength and an increasing appetite for risk, buybacks and other eliminations of equities remains weak.** The uncertainty of 2011 is starting to fade to an improving economic situation in America, stability in Europe and emerging signs that China can control its recovery. However, corporate remain reluctant seeing a reduction in buybacks and M&A. That said, the number of bankruptcies announced declined.

  - Buy-Backs.** Last week 12 buyback deals were announced worth \$2.6Bn down -66%W/W and -94%Y/Y. The U.S. saw highest buyback's being announced with 6 buybacks aggregating \$1.0Bn. Healthcare companies announced the largest buyback in the last week, where two American companies Laboratory Corp. of America Holdings (LH) and CareFusion Corporation (CFN) announced buyback deals worth \$0.5Bn each.
  - Mergers & Acquisitions (M&A).** Few, big deals is the current trend. Last week 162 deals were announced which was down 43%W/W and 48%Y/Y; however, the aggregate dollar value was \$72Bn +177%W/W and +75%Y/Y. Metal and mining was the most active segment with 4 deals aggregated \$53Bn. New Media also so lot of M&A activity in which 11 deals worth \$11Bn were announced. In one of the largest deals Itau Unibanco (ITUB4.SA) has announced acquisition of remaining stake (49.99%) stake in Redecard (RDCD3.SA), taking the company private.. Europe remained the most active region for M&A (32 deals aggregating \$58Bn) as it saw the maximum dollar value of M&A deals in the previous week and also during the same period last year.
  - Bankruptcy.** Last week four US companies filed for bankruptcy, this was down from 18 filings in the previous week and 12 in the year ago period. Given the improving economic and financial conditions, we expect bankruptcies announced to remain benign through this year as compared to last year.

Healthcare companies in the U.S. are announcing buybacks.

Metal and mining companies are focusing on M&A.

Chart 8: Announced Buy-Backs - 13 Week MA

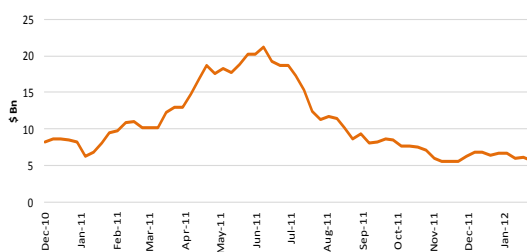


Chart 9: Completed Buy-Backs - 13 Week MA



Chart 10: M&A Activity - 13 Week MA

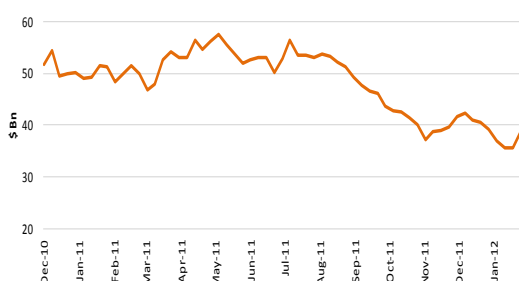
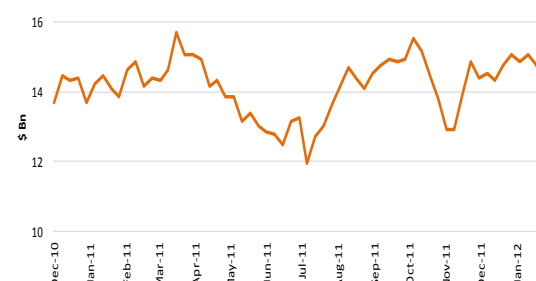


Chart 11: Bankruptcies - 13 Week MA



Source: Scura Paley & Co., Capital IQ.



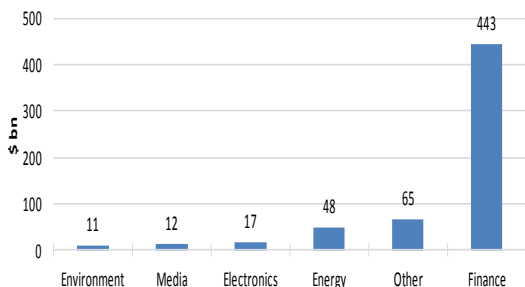
# Scura Paley & Company

## Fixed Income

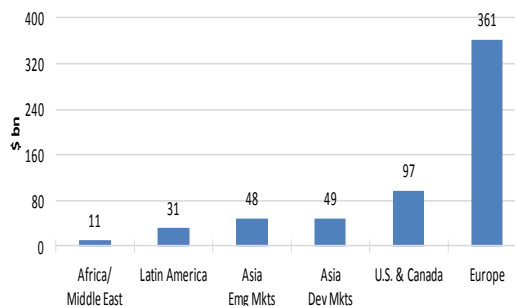
- New fixed income capital saw significant activity last week coming from refinance activity in the European financial sector and corporate America.** The fixed income market announced 232 bond issues to collect \$110Bn, this was down -5% W/W; however this volume was +6% Y/Y. New Finance market again saw highest number of bonds being issued aggregating \$76Bn through 136 bond issues. Europe accounted for majority of the fixed income activity accounting for >50% activity. New Finance market in Europe announced 81 deals to collect \$48Bn from the market. This is a response to raise money to retire the outstanding loans which are due in coming months and to strengthen the balance sheet of banks which may have to write off some loans as a result of poor economic condition in Europe. America also saw significant activity as the bond issue increased by 17% as compared to previous week to raise \$23Bn through 44 deals.
- As Eurozone rejected Greek's proposed austerity measures, corporate bonds weakened and new issuance has been put off for now.** According to Dealogic new bond issuance last week aggregated \$27Bn, better than expected. However most of the bond issues are being pushed because of the poor market condition. With the improvement in equity market and Eurozone rejecting austerity proposal placed by Greek, bonds market continued to weaken. New bonds such as Freeport-McMoRan Copper & Gold Inc. (FCX) 10-year bonds, issued Wednesday, widened 19 basis points in Friday trading whereas Bank of America (BAC) 10 year bonds widened 15 basis points.

With balance sheet of European banks under pressure, refinance and further leverage continue.

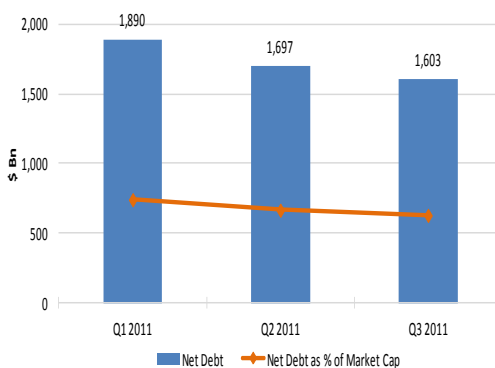
**Chart 12: Fixed Income by Industry (YTD)**



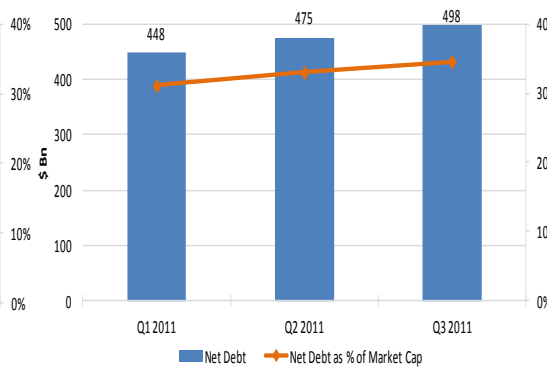
**Chart 13: Fixed Income by Geography (YTD)**



**Chart 14: S&P 500 – Net Debt & Gearing**



**Chart 15: Russell 2000 – Net Debt & Gearing**



Large companies (i.e. the S&P 500) are deleveraging while smaller companies are building leverage taking advantage of cheap debt.

Source: Scura Paley & Co., Capital IQ.



# Scura Paley & Company

## New Filings: Quicksilver Production Partners and Radius Health File For IPOs

- Quicksilver Production Partners LLP (QPP) Offering of \$250Mn.** Quicksilver Resources Inc. (NYSE: KWK) announced the IPO Quicksilver Production Partners LP (QPP), a wholly-owned . KWK will offer the common units held by it in the subsidiary through the public offering which is expected to aggregate \$250Mn. QPP was incorporated as a limited partnership firm formed in November 2011 by KWK to own and acquire oil and gas properties in North America. It owns assets which are mature onshore properties with long-lived reserves, predictable production profiles and modest capital requirements. As of December 31, 2010 the company owned 238 productive wells, all of which were natural gas wells. The proved reserves of QPP are 430.4bcfe of which approximately 80% is classified as proved developed reserves. Majority of the proved reserves are natural gas accounting for >50% whereas natural gas liquid account for close to 46% of total proved reserves. QPP reported revenue of \$114Mn for the nine month period ending September 2011 with an adjusted EBITDA of \$62Mn. QPP expects to generate revenue of \$155Mn for the year ending December 2012 with a minimum adjusted EBITDA of \$100Mn. The company reported zero outstanding borrowings as on September 30, 2011. The company intends to use its association with KWK to acquire assets either jointly or independently to help grow their business. KWK is one of the five largest producers in the Barnett Shale and QPP expects to take advantage of this. Quicksilver Production Partners filed to go public 2/10/2012.
- Radius Health Inc (RDUS) Offering \$86.25Mn.** Radius is bio-pharmaceutical company which develops new therapeutics for the treatment of osteoporosis and other women's health conditions. The company is developing BA058, its lead products, as a treatment for osteoporosis in both injection and transdermal methods of administration. It plans to complete the pivotal Phase 3 study of BA058 Injection for the treatment of osteoporosis in the first half of 2014 and pursue development of Microneedle Patch as a follow-on product for the treatment of osteoporosis. The company did not report the generation of any revenue for the last two years, 2010 and 2011. The company has been financing its operation since inception primarily through the private sale of preferred stock and \$5Mn it received in fees associated with an option agreement. The company has a revolving credit facility of \$25Mn of which approximately 50% was unused as on December 31, 2011. It expects to generate revenue from its products from 2014 onwards. The \$86.25Mn to be raised through IPO issue, of shares of par value \$0.0001 will primarily be used for clinical development of the most advanced product portofolio. The company received one of the more notable venture financings in 2011, with a \$91 million that was first announced in May and closed in December. Radius Health Inc filed to go public 2/6/2012.

**Chart 16: S-1 Filings – US Companies Anticipating to IPO in the Coming Year**

Filing Date	Name (Prop. Ticker)	Industry	SEC Filings	No. Shares (mil.)	Offer Amt. (mil.)	Expected Range Low-High	Expected IPO Date
FEB 10	<a href="#">Quicksilver Production Partners LP (QPP)</a>	<a href="#">Oil &amp; Gas Exploration &amp; Production</a>	<a href="#">Filings</a>	--	250.0	--	--
FEB 06	<a href="#">Radius Health, Inc. (RDUS)</a>	<a href="#">Biopharmaceuticals &amp; Biotherapeutics Manufacturing</a>	<a href="#">Filings</a>	--	86.3	--	--

Source: Scura Paley & Co., Hoovers.





# Scura Paley & Company

## Next Week's Activity: Another Bio-energy Deal

### NEW ENERGY

- Ceres, Inc. (CERE – IPO) brought by Barclays Capital Inc, & Goldman Sachs.** CERE is a biotech company that sells seeds used for the production of bioenergy feedstocks. It develops dedicated energy crops using its advanced plant breeding and biotechnology – these crops address the limitations of first-generation bioenergy feedstocks, such as corn and sugarcane, increase biomass productivity, reduce crop inputs and improve cultivation on marginal land. Apart from these advantages, these dedicated energy crops can also be used to produce second-generation biofuels and bio-based chemicals, including cellulosic ethanol, butanol, etc. Further, the biomass grown from the CERE's seeds can also be used for generating baseload utility-scale electric power. The company was incorporated in the State of Delaware in March 1996. **(Price Talk: \$16.00 - \$17.00).**

### NEW ELECTRONICS

- Brightcove, Inc. (BCOV – IPO) brought by Morgan Stanley, & Stifel Nicolaus & Company.** BCOV provides cloud-based solutions for publishing and distributing professional digital media through its flagship product and online video platform – Brightcove Video Cloud. The company's growth is driven by the rising broadband adoption, rapid growth in online video viewership, proliferation of new Internet-connected devices and the emergence of new media. It currently has ~3,900 customers (across sectors) in >50 countries, and generates revenue by offering its products to customers through the software as a service (SaaS) model. The services offered by the company include content management, format conversion, video player styling, distributed caching, advertising insertion, content protection and distribution to diverse device types and multiple websites, and user analytics. The company was incorporated in Delaware in August 2004 as Video Marketplace, Inc., and later changed its name to Brightcove Inc. in March 2005. **(Price Talk: \$10.00 - \$12.00).**

**Chart 17: Calendar – Upcoming IPOs**

	CERES, INC.	BRIGHTCOVE, INC.
<b>Sector</b>	New Energy	New Electronics
<b>Sub-Sector</b>	Bioenergy	Cloud (CaaS)
<b>IPO Details</b>		
Expected Date	2/16/2012	2/17/2012
Proposed Symbol	CERE	BCOV
Exchange	Nasdaq National Market	Nasdaq National Market
Share Price	\$16.00 - \$17.00	\$10.00 - \$12.00
Shares Offered	5,000,000	5,000,000
Offer Amount	\$97,750,000	\$69,000,000
Lead Underwriter(s)	- Barclays Capital, Inc. - Goldman, Sachs & Co.	- Morgan Stanley & Co., LLC - Stifel Nicolaus & Company, Inc.
<b>Company Details</b>		
Revenue	\$1,748,000	\$63,563,000
Net Income	(\$7,540,000)	(\$17,274,000)
Total Assets	\$33,125,000	\$47,338,000
Total Liabilities	\$46,781,000	\$32,072,000
Stockholders' Equity	(\$211,158,000)	(\$106,193,000)
<b>Competition</b>		
Key Competitors	- Advanta India Limited - The Dow Chemical Company - Monsanto Company - Pioneer Hi-Bred (DuPont) - KWS - Syngenta	- YouTube - VMIX - Kaltura

Source: Scura Paley & Co., NASDAQ.

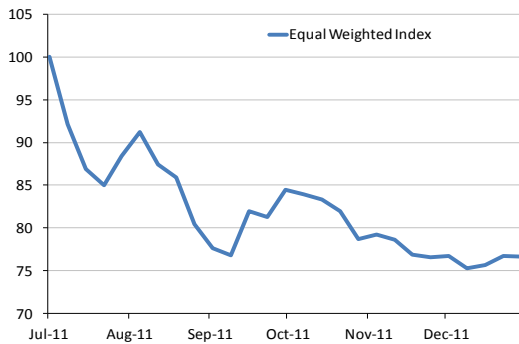


# Scura Paley & Company

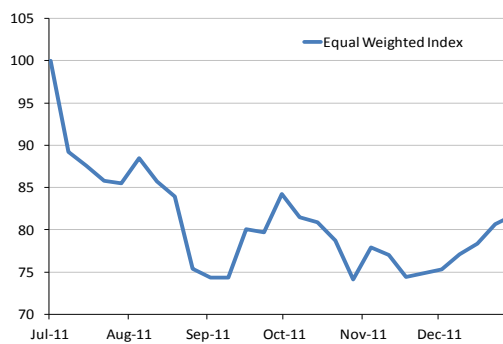
## New Capital Performance

Scura Paley & Co. New Capital Indices have all picked up since December, reflecting the Market's belief that there is value to be bought. We track new capital creation and elimination through the six indices below. We find that new capital for growth investment (IPO, secondary and private placement) has underperformed the market, while capital focused on the elimination of securities (M&A, buy-backs and refinancing) have all performed more strongly, specifically over the last two months. The market seems to believe that equities are cheap and acquirers (whether through buy-back or M&A) are getting good value. Additionally, with historic low rates, refinancing opportunities are present that can dramatically change the cost of capital and therefore the ROI of most assets. We expect these trends to persist through 1H12; however we see an opportunity for growth capital to come back in favor in 2H12 if more certainty in an economic recovery emerge and general market prices appreciate.

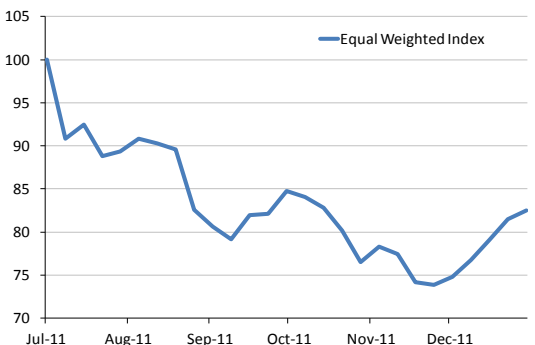
**Chart 18: Scura Paley & Co. IPO Index**



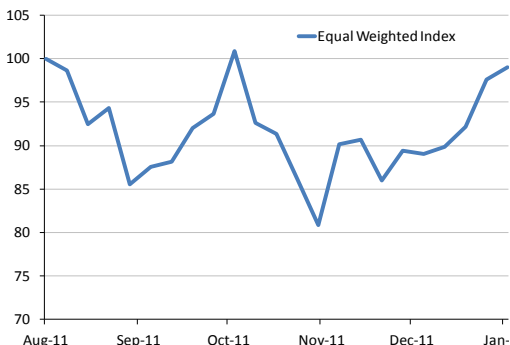
**Chart 19: Scura Paley & Co. Secondary Index**



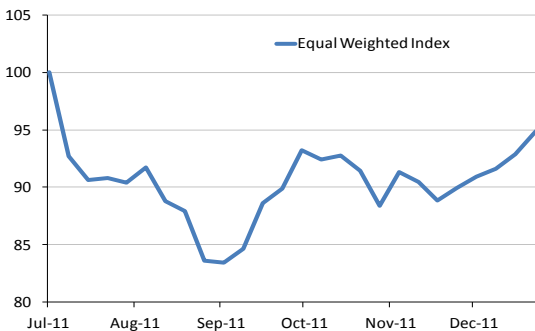
**Chart 20: Scura Paley & Co. Private Placement Index**



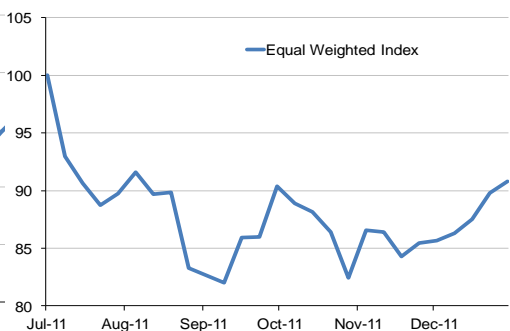
**Chart 21: Scura Paley & Co. Fixed Income Index**



**Chart 22: Scura Paley & Co. M&A Index**



**Chart 23: Scura Paley & Co. Buy-back Index**



Source: Scura Paley & Co., Capital IQ.



## Notable Announcements in New Electronics

Global Semiconductor Market to Recover & Grow in 2012 – SIA. <a href="#">Read More</a>	Mobile Internet Usage Growing by 100%. <a href="#">Read More</a>
VMware Claims Three-Fold Jump in 'vCloud Powered' clouds. <a href="#">Read More</a>	Apple to Unveil iPad 3 in March 2012. <a href="#">Read More</a>
Corning and Samsung join forces on OLED Display Technology. <a href="#">Read More</a>	Sony Looks at Semiconductors to Cut Losses. <a href="#">Read More</a>
Nokia to Cut 4,000 Jobs in Restructuring. <a href="#">Read More</a>	Kaspersky to buy back 20% stake from General Atlantic. <a href="#">Read More</a>
Crédit Agricole PE invests in IT consultancy e-Frontech. <a href="#">Read More</a>	Apax, Vodafone eye £700m Cable & Wireless sale. <a href="#">Read More</a>

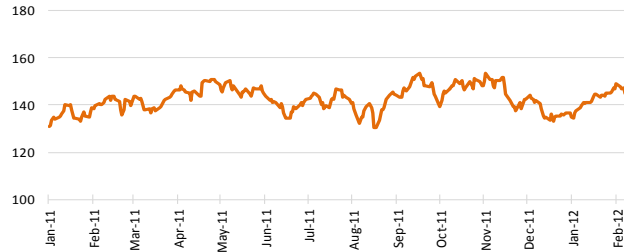
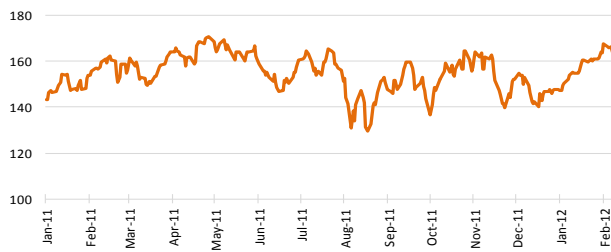
Chart 24: Comparative Analysis of New Electronics

	Share Price	Mkt Cap (Mns)	Ent Val (Mns)	Shares		Price Performance		Sales				Book	Earnings				
				Out	Daily Vol	% to High	% from Low	CY11	% Y/Y (11)	% Y/Y (12)	EV/ Sales	P/ Book	CY11	CY12	P/E (CY11)	P/E (CY12)	
<b>NEW ELECTRONICS</b>																	
<b>Mobile Electronics</b>																	
1 Apple Inc.	AAPL	493.42	460,050	429,894	932	22.6	-1%	59%	120,666	58%	34%	3.6 x	5.1 x	31.35	42.71	15.7 x	11.6 x
2 Google Inc.	GOOG	605.91	197,003	159,888	325	2.3	-10%	28%	38,234	30%	19%	4.2 x	3.4 x	36.91	42.11	16.4 x	14.4 x
<b>Virtualization</b>																	
3 Microsoft Corporation	MSFT	30.50	255,877	217,989	8,391	44.6	-1%	29%	72,056	8%	6%	3.0 x	4.0 x	2.74	2.82	11.1 x	10.8 x
4 VMware, Inc.	VMW	94.48	40,023	35,960	424	1.1	-15%	28%	3,757	31%	21%	9.6 x	8.4 x	2.15	2.56	43.9 x	36.9 x
5 Citrix Systems, Inc.	CTXS	71.46	13,327	12,587	187	1.4	-19%	42%	2,205	18%	14%	5.7 x	4.9 x	2.46	2.72	29.1 x	26.3 x
<b>Cloud</b>																	
6 Amazon.com Inc.	AMZN	185.54	84,433	76,667	455	5.8	-25%	16%	48,906	43%	29%	1.6 x	10.9 x	1.18	1.25	N.M.	N.M.
7 Salesforce.com	CRM	128.44	17,468	17,365	136	4.1	-20%	37%	2,259	37%	29%	7.7 x	11.7 x	1.33	1.65	N.M.	78.0 x
8 NetApp, Inc.	NTAP	39.69	14,231	10,765	359	10.0	-35%	20%	5,954	24%	13%	1.8 x	3.7 x	2.34	2.62	17.0 x	15.2 x
<b>Display</b>																	
9 Corning Inc.	GLW	13.60	21,373	17,990	1,572	17.2	-42%	18%	7,844	18%	3%	2.3 x	1.0 x	1.77	1.37	7.7 x	9.9 x
10 Universal Display Corp.	PANL	45.46	2,092	1,754	46	0.5	-28%	100%	61	126%	80%	28.8 x	6.2 x	0.10	0.89	N.M.	51.2 x
<b>AI/Robotics/Speech</b>																	
11 International Business Machines Corp	IBM	192.42	223,207	242,702	1,160	3.4	-1%	30%	107,132	10%	2%	2.3 x	11.1 x	13.37	14.91	14.4 x	12.9 x
12 Nuance Communications, Inc.	NUAN	26.50	8,166	8,685	308	29.7	-15%	70%	1,470	20%	19%	5.9 x	3.3 x	1.45	1.64	18.3 x	16.1 x
13 iRobot Corporation	IRBT	25.27	683	499	27	1.7	-35%	28%	470	18%	2%	1.1 x	2.8 x	1.32	1.41	19.2 x	18.0 x
<b>Semiconductor</b>																	
14 Intel Corporation	INTC	26.70	135,931	128,425	5,092	33.6	-1%	39%	53,841	23%	5%	2.4 x	3.0 x	2.41	2.54	11.1 x	10.5 x
15 Taiwan Semiconductor Manufacturi	2330	2.60	67,388	62,986	25,913	1.4	-3%	24%	14,436	5%	9%	4.4 x	3.3 x	0.18	0.19	14.9 x	13.9 x
16 ARM Holdings plc	ARM	8.94	12,080	11,535	1,351	13.2	-13%	34%	752	21%	15%	15.3 x	7.2 x	0.19	0.22	48.1 x	41.0 x
17 SanDisk Corp.	SHDK	46.44	11,158	9,911	240	4.7	-13%	44%	5,663	17%	14%	1.8 x	1.6 x	4.64	4.80	10.0 x	9.7 x
18 Micron Technology Inc.	MU	7.91	7,809	9,451	988	26.2	-34%	99%	8,651	-4%	2%	1.1 x	0.9 x	(0.11)	(0.10)	N.M.	N.M.
<b>Semi Equipment</b>																	
19 ASML Holding NV	ASML	45.57	19,158	16,524	420	3.1	-1%	63%	7,339	26%	-16%	2.3 x	4.2 x	4.33	3.42	10.5 x	13.3 x
20 Applied Materials Inc.	AMAT	12.95	16,761	12,465	1,294	10.3	-24%	34%	9,800	-5%	-5%	1.3 x	1.9 x	1.06	0.95	12.3 x	13.6 x
21 KLA-Tencor Corporation	KLAC	49.41	8,238	6,808	167	2.9	-7%	49%	3,152	27%	1%	2.2 x	2.8 x	4.63	4.48	10.7 x	11.0 x
22 Lam Research Corporation	LRCX	42.33	5,075	3,607	120	1.8	-28%	22%	2,813	-6%	1%	1.3 x	2.1 x	3.52	2.92	12.0 x	14.5 x
23 Teradyne Inc.	TER	16.50	3,037	2,529	184	2.4	-14%	59%	1,417	-11%	17%	1.8 x	2.0 x	1.33	1.48	12.4 x	11.1 x
<b>Intellectual Property</b>																	
24 Acacia Research Corporation	ACTG	40.55	1,740	1,425	43	0.3	-14%	83%	207	50%	24%	6.9 x	5.4 x	1.24	1.91	32.6 x	21.2 x
25 RPX Corporation	RPXC	19.13	938	694	49	0.8	-39%	74%	154	62%	31%	4.5 x	3.2 x	0.66	0.76	29.2 x	25.2 x
<b>TOTAL / AVG</b>			48,633	44,551		9.3	-18%	45%	16,607	25%	14%	5.0 x	4.5 x				
<b>MIN</b>						0.3	-42%	16%	61	-11%	-16%	1.1 x	0.9 x				
<b>MAX</b>						44.6	-1%	100%	107,132	126%	80%	28.8 x	11.7 x				

Chart 25: Scura Paley & Co. New Electronics Index – Eq. Chart 26: Scura Paley & Co. New Electronics Index – vs. S&P500 Wt



# Scura Paley & Company



Source: Scura Paley & Co., Capital IQ.

## Notable Announcements in New Energy

IMS Research: Record 26GW of PV inverters shipped in 2011.  
[Read More](#)

UK claims FIT reforms will spur 22GW of Solar by decade's end.  
[Read More](#)

India received >\$10 Bn in Clean Energy Investment in 2011.  
[Read More](#)

Spain Approves Suspension of Renewable Energy Subsidies.  
[Read More](#)

DONG Energy opens World's Largest Offshore Wind Farm.  
[Read More](#)

E.ON and Envivia Sign 240,000 metric ton Biomass Supply Deal.  
[Read More](#)

AEG Power increases 2011 sales on polysilicon and PV projects.  
[Read More](#)

First Solar cuts output; attempts to save jobs at German plant.  
[Read More](#)

Enerkem Files for \$125Mn IPO.  
[Read More](#)

Biofuel IPO Pipeline: Delays, Shifts, and Accelerations.  
[Read More](#)

Chart 27: Comparative Analysis of New Energy

	Share Price	Mkt Cap (Mns)	Ent Val (Mns)	Shares		Price Performance		Sales			Book		Earnings					
				Out	Daily Vol	% to High	% from Low	CY11	% Y/Y (11)	% Y/Y (12)	EV/ Sales	P/ Book	CY11	CY12	P/E (CY11)	P/E (CY12)		
<b>NEW ENERGY</b>																		
<b>Solar</b>																		
1	First Solar, Inc.	FSLR	43.91	3,795	3,642	86	7.4	-75%	47%	2,876	11%	32%	1.3 x	0.9 x	5.75	4.22	7.6 x	10.4 x
2	MEMC Electronic Materials Inc.	WFR	5.39	1,242	2,505	230	8.4	-64%	48%	3,222	50%	-4%	0.8 x	0.6 x	0.20	0.33	27.1 x	16.2 x
3	SunPower Corporation	SPWR	8.03	956	1,549	119	1.1	-8%	63%	2,423	10%	11%	0.6 x	0.7 x	(0.20)	0.00	N.M.	N.M.
4	Trina Solar Limited	TSL	10.15	797	1,130	79	8.3	-67%	92%	1,973	13%	-16%	0.6 x	0.6 x	0.02	(0.30)	N.M.	N.M.
5	Suntech Power Holdings Co. Ltd.	STP	4.03	726	2,647	180	6.0	-63%	137%	3,038	11%	-21%	0.9 x	0.5 x	(0.92)	(0.84)	N.M.	N.M.
<b>Wind</b>																		
6	MasTec, Inc.	MTZ	17.75	1,503	1,938	85	0.7	-23%	29%	2,911	31%	11%	0.7 x	1.7 x	1.12	1.42	15.9 x	12.5 x
7	American Superconductor Corporati	AMSC	5.11	263	199	51	1.3	-82%	59%	105	-74%	15%	1.9 x	1.4 x	(1.99)	(0.95)	N.M.	N.M.
<b>BioFuel</b>																		
8	Amryis, Inc.	AMRS	6.99	318	211	46	1.2	-79%	2%	153	105%	108%	1.4 x	1.6 x	(3.33)	(1.40)	N.M.	N.M.
9	Green Plains Renewable Energy, In	GPRE	11.19	368	667	33	0.3	-14%	34%	3,481	72%	-8%	0.2 x	0.7 x	1.04	1.47	10.7 x	7.6 x
<b>Nuclear</b>																		
10	The Babcock & Wilcox Company	BWC	26.56	3,134	2,843	118	1.0	-26%	47%	2,922	10%	10%	1.0 x	3.6 x	1.29	1.72	20.5 x	15.5 x
11	USEC Inc.	USU	1.32	161	744	122	8.3	-79%	22%	1,718	-15%	16%	0.4 x	0.1 x	(0.40)	0.20	N.M.	6.6 x
<b>Hydro</b>																		
12	Alstom SA	ALO	39.35	11,586	15,878	294	2.2	-34%	37%	-	-	-	-	2.2 x	-	-	-	-
<b>Geothermal</b>																		
13	Ormat Technologies Inc.	ORA	17.11	777	1,621	45	0.1	-45%	21%	422	13%	10%	3.8 x	0.8 x	0.17	0.57	N.M.	29.8 x
14	LSB Industries Inc.	LXU	35.56	793	771	22	0.2	-28%	65%	789	35%	6%	1.0 x	3.0 x	3.11	3.64	11.4 x	9.8 x
<b>Smart Grid &amp; Efficiency</b>																		
15	Johnson Controls Inc.	JCI	32.95	22,421	28,594	680	8.4	-23%	36%	41,804	18%	5%	0.7 x	2.0 x	2.49	2.93	13.2 x	11.2 x
16	Cree, Inc.	CREE	28.35	3,276	2,589	116	2.3	-57%	40%	1,041	2%	27%	2.5 x	1.3 x	1.06	1.17	26.8 x	24.3 x
17	Itron, Inc.	ITRI	41.45	1,688	2,056	41	0.5	-36%	54%	2,375	7%	-5%	0.9 x	1.6 x	4.11	3.95	10.1 x	10.5 x
<b>Storage &amp; Fuel Cell</b>																		
18	Polyprop International Inc.	PPO	43.50	1,987	2,597	46	2.9	-41%	19%	770	27%	16%	3.4 x	4.4 x	2.30	2.87	18.9 x	15.1 x
19	EnerSys	ENS	33.41	1,595	1,765	48	0.6	-17%	93%	2,228	21%	6%	0.8 x	1.7 x	2.70	3.11	12.4 x	10.7 x
20	Maxwell Technologies Inc.	MXWL	20.20	564	539	28	0.1	-5%	47%	158	30%	29%	3.4 x	5.5 x	0.06	0.52	N.M.	38.9 x
21	A123 Systems, Inc.	AONE	2.03	281	258	139	5.8	-82%	34%	162	62%	83%	1.6 x	0.7 x	(1.65)	(1.30)	N.M.	N.M.
22	FuelCell Energy Inc.	FCEL	1.21	170	191	141	1.0	-46%	51%	127	66%	21%	1.5 x	NM	(0.29)	(0.21)	N.M.	N.M.
<b>Advanced Fossil Fuel</b>																		
23	Westport Innovations Inc.	WPT	42.19	2,044	2,025	48	0.2	-2%	198%	244	69%	47%	8.3 x	10.5 x	(0.95)	(0.24)	N.M.	N.M.
24	Clean Energy Fuels Corp.	CLNE	16.28	1,392	1,524	85	1.4	-9%	80%	280	40%	20%	5.4 x	2.8 x	(0.43)	(0.39)	N.M.	N.M.
25	Fuel Systems Solutions, Inc.	FSYS	24.16	484	400	20	0.2	-22%	57%	402	-6%	11%	1.0 x	1.4 x	0.33	0.91	73.2 x	26.5 x
<b>TOTAL / AVG</b>				2,491	3,163		2.4	-39%	57%	3,160	25%	18%	1.9 x	2.2 x				
<b>MIN</b>							0.1	-82%	2%	105	-74%	-21%	0.2 x	0.1 x				
<b>MAX</b>							8.4	-2%	198%	41,804	105%	108%	8.3 x	10.5 x				

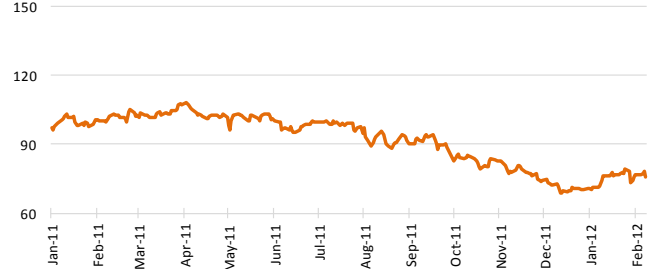
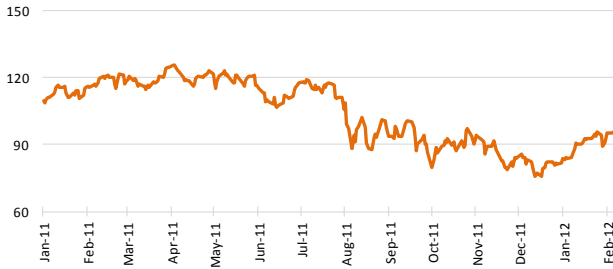
Chart 28: Scura Paley & Co. New Energy Index – Equal

Chart 29: Scura Paley & Co. New Energy Index – vs. S&P500



# Scura Paley & Company

## Wtd



Source: Scura Paley & Co., Capital IQ.

## Notable Announcements in New Environment

Global GM plantings up by 8% to 160m ha in 2011.  
[Read More](#)

California farmers spending \$900Mn annually fighting weeds.  
[Read More](#)

Dow AgroSciences & BioDuro to Collaborate on Research.  
[Read More](#)

French fertilizer shipments decline by 19% in 2011.  
[Read More](#)

DuPont's agriculture segment sales up 8% in Q4.  
[Read More](#)

Lynas Wins Approval for 22,000 tonnes of REO/year plant.  
[Read More](#)

Desalination JV helps Clean TeQ shares rise 136%.  
[Read More](#)

EU wants more medical device controls after PIP scare.  
[Read More](#)

NASA Might Build a Deep Space Outpost Near the Moon.  
[Read More](#), [Read More](#)

African Agri Investor EmVest inks funding from Truestone.  
[Read More](#)

## Chart 30: Comparative Analysis of New Environment

	Share Price	Mkt Cap (Mns)	Ent Val (Mns)	Shares		Price Performance		Sales				Book	Earnings					
				Out	Daily Vol	% to High	% from Low	CY11	% Y/Y (11)	% Y/Y (12)	EV/ Sales	P/ Book	CY11	CY12	P/E (CY11)	P/E (CY12)		
<b>NEW ENVIRONMENT</b>																		
<b>Waste</b>																		
1	Waste Management, Inc.	WM	35.21	16,208	25,944	460	2.9	-11%	27%	13,290	6%	4%	2.0 x	2.7 x	2.11	2.32	16.7 x	15.2 x
2	Waste Connections Inc.	WCN	31.48	3,492	4,684	111	2.2	-12%	17%	1,502	14%	8%	3.1 x	2.5 x	1.47	1.59	21.4 x	19.8 x
3	Clean Harbors, Inc.	CLH	63.59	3,374	3,658	53	0.2	-6%	44%	1,903	13%	14%	1.9 x	4.0 x	2.07	2.47	30.7 x	25.7 x
4	US Ecology, Inc.	ECOL	19.25	363	395	18	0.1	-4%	30%	153	63%	7%	2.6 x	3.7 x	0.94	1.05	20.5 x	18.3 x
5	EnergySolutions, Inc	ES	4.07	362	1,027	89	0.4	-44%	47%	1,793	2%	-1%	0.6 x	0.7 x	0.31	0.34	13.3 x	12.0 x
<b>Recycling</b>																		
6	Darling International Inc.	DAR	15.88	1,859	2,140	117	0.6	-19%	41%	1,793	151%	-5%	1.2 x	2.1 x	1.56	1.43	10.2 x	11.1 x
7	Heritage-Crystal Clean, Inc	HCCI	20.50	294	304	14	0.0	-9%	116%	146	31%	43%	2.1 x	3.8 x	0.17	0.74	N.M.	27.8 x
<b>Water</b>																		
8	Flowserv Corp.	FLS	115.35	6,409	6,699	56	0.4	-15%	73%	4,497	12%	6%	1.5 x	2.8 x	7.81	8.70	14.8 x	13.3 x
9	CLARCOR Inc.	CLC	52.17	2,622	2,486	50	0.2	-4%	33%	1,123	11%	8%	2.2 x	3.1 x	2.37	2.68	22.0 x	19.5 x
10	Watts Water Technologies, Inc.	WTS	39.08	1,419	1,623	36	0.1	-4%	61%	1,438	13%	5%	1.1 x	1.5 x	2.22	2.61	17.6 x	15.0 x
11	Franklin Electric Co. Inc.	FELE	52.52	1,220	1,274	23	0.1	-2%	60%	825	16%	6%	1.5 x	2.7 x	2.68	2.97	19.6 x	17.7 x
12	Calgon Carbon Corporation	CCC	16.11	913	931	57	0.3	-11%	24%	545	15%	11%	1.7 x	2.4 x	-	0.93	-	17.4 x
13	Aegion Corporation	AEGN	18.38	717	884	39	0.3	-39%	76%	946	4%	12%	0.9 x	1.1 x	0.88	1.49	20.8 x	12.4 x
14	Energy Recovery, Inc.	ERII	2.41	127	82	53	0.1	-45%	15%	30	-41%	30%	2.7 x	1.2 x	(0.32)	(0.13)	N.M.	N.M.
<b>Crop Mgmt/Fertilizers</b>																		
15	Monsanto Co.	MON	77.34	41,404	40,466	535	2.6	-8%	31%	12,016	13%	9%	3.4 x	3.8 x	3.09	3.62	25.0 x	21.4 x
16	Potash Corp. of Saskatchewan, Inc.	POT	44.70	38,384	42,491	859	5.1	-30%	16%	8,555	41%	6%	5.0 x	4.9 x	3.63	3.70	12.3 x	12.1 x
17	Syngenta AG	SYNN	318.23	29,097	30,583	91	0.2	-10%	38%	13,308	17%	8%	2.3 x	3.8 x	19.22	22.02	16.6 x	14.5 x
18	The Mosaic Company	MOS	54.42	23,151	21,094	425	4.2	-39%	21%	11,359	34%	-3%	1.9 x	2.1 x	4.61	4.71	11.8 x	11.6 x
19	Agrium Inc.	AGU	81.58	12,875	13,911	158	0.7	-17%	28%	15,204	51%	2%	0.9 x	2.0 x	8.81	8.58	9.3 x	9.5 x
20	Origin Agritech Limited	SEED	2.51	59	46	23	0.0	-79%	20%	-	-	-	-	1.5 x	-	-	-	-
<b>Rare Earth Elements</b>																		
21	Molycorp, Inc.	MCP	26.68	2,238	1,884	84	2.7	-66%	16%	394	1229%	60%	4.8 x	2.6 x	1.54	2.91	17.3 x	9.2 x
22	Rare Element Resources Ltd.	RES	6.37	282	215	44	0.1	-64%	102%	0	-100%	-	-	4.1 x	-	-	-	-
<b>Human Health</b>																		
23	Novavax, Inc.	NVAX	1.35	155	136	115	0.5	-61%	19%	16	3900%	136%	8.5 x	2.8 x	(0.20)	(0.21)	N.M.	N.M.
24	Harvard Bioscience Inc.	HBIO	4.13	118	118	29	0.0	-34%	9%	108	1%	7%	1.1 x	1.2 x	0.21	0.25	19.5 x	16.9 x
25	Transgenomic Inc.	TBIO	1.19	59	68	49	0.2	-36%	198%	32	55%	19%	2.1 x	NM	(0.16)	(0.04)	N.M.	N.M.
<b>TOTAL / AVG</b>				7,488	8,126		1.0	-27%	46%	3,791	231%	17%	2.4 x	2.6 x				
<b>MIN</b>							0.0	-79%	9%	0	-100%	-6%	0.6 x	0.7 x				
<b>MAX</b>							5.1	-2%	198%	15,204	3900%	136%	8.5 x	4.9 x				



# Scura Paley & Company

**Chart 31: Scura Paley & Co. New Environment Index – Equal Wtd**



**Chart 32: Scura Paley & Co. New Envirnt Index – vs. S&P500**



Source: Scura Paley & Co., Capital IQ.

## Notable Announcements in New Finance

Investec bolsters Debt Finance Team. <a href="#">Read More</a>	AXA looks to raise additional \$1Bn for secondaries fund. <a href="#">Read More</a>
Apollo Global Management suffers \$300Mn loss in 2011. <a href="#">Read More</a>	Responsible investment criteria climbing up PE agendas. <a href="#">Read More</a>
KKR Profit Falls 68% as Market Volatility Erodes Income. <a href="#">Read More</a>	5 Big Banks, States Agree on \$25 Billion Home Mortgage Deal. <a href="#">Read More</a>
SKS Microfinance completes INR 243 Cr Securitization deal. <a href="#">Read More</a>	S&P puts 4 Su Casita securitizations ratings on watch negative. <a href="#">Read More</a>
Birmingham, Alabama Looks For Alternatives To Payday Lenders. <a href="#">Read More</a>	ING to Split Investment Unit from Insurance Sale. <a href="#">Read More</a>

**Chart 33: Comparative Analysis of New Finance**



# Scura Paley & Company

	Share Price	Mkt Cap (Mns)	Ent Val (Mns)	Shares		Price Performance		Sales			Book	Earnings						
				Out	Daily Vol	% to High	% from Low	CY11	% YY ('11)	% YY ('12)	EV/ Sales	P/ Book	CY11	CY12	P/E (CY11)	P/E (CY12)		
<b>NEW FINANCE</b>																		
<b>Student Loan</b>																		
1	SLM Corporation	SLM	15.88	8,079	182,390	509	3.3	-7%	46%	3,024	-47%	23%	60.3 x	1.7 x	1.81	2.08	8.8 x	7.6x
2	MRU Holdings, Inc.	UNCLQ	0.00	0	-	32	0.0	-	-	-	-	-	-	NM	-	-	-	-
3	Nelnet Inc.	NNI	25.78	1,215	25,940	47	0.1	-2%	56%	744	-1%	-1%	34.9 x	1.2 x	4.30	4.25	6.0 x	6.1x
4	First Marblehead Corp.	FMD	1.41	143	189	102	0.2	-44%	70%	296	69%	-82%	0.6 x	0.6 x	-	(1.27)	-	-1.1x
<b>Auto Loan</b>																		
5	Credit Acceptance Corp.	CACC	92.67	2,379	3,460	26	0.0	-3%	64%	524	36%	15%	6.6 x	4.5 x	7.05	8.10	13.1 x	11.4x
6	Nicholas Financial Inc.	NICK	13.35	160	273	12	0.0	-5%	47%	61	26%	-	4.4 x	1.2 x	-	-	-	-
7	White River Capital Inc	RVR	21.00	74	136	4	0.0	-24%	25%	-	-	-	-	0.9 x	-	-	-	-
8	Consumer Portfolio Services, Inc.	CPSS	1.11	22	871	20	0.0	-25%	34%	133	-15%	-100%	6.6 x	NM	(0.91)	0.07	-1.2 x	15.9x
<b>Equipment Leasing</b>																		
9	MicroFinancial Inc.	MFI	6.74	96	155	14	0.0	-5%	69%	34	37%	-	4.6 x	1.3 x	0.62	0.64	10.9 x	10.5x
10	Marlin Business Services Corp.	MRLN	14.34	170	240	12	0.0	-2%	53%	46	-2%	21%	5.3 x	1.1 x	0.46	0.73	31.4 x	19.6x
11	Aircastle LTD	AYR	13.64	986	3,768	72	0.5	-6%	60%	601	13%	3%	6.3 x	0.7 x	1.24	1.31	11.0 x	10.4x
12	Willis Lease Finance Corp.	WLFC	14.00	128	853	9	0.0	0%	41%	155	7%	3%	5.5 x	0.6 x	1.27	1.63	11.0 x	8.6x
<b>Payday Loans</b>																		
13	Western Capital Resources, Inc.	WCRS	0.04	0	1	7	0.0	-33%	300%	-	-	-	-	0.0 x	-	-	-	-
14	Xponential Inc.	XPOI	0.10	0	29	3	0.0	-67%	-	-	-	-	-	NM	-	-	-	-
15	QC Holdings, Inc.	QCCO	3.52	60	91	17	0.0	-33%	41%	188	0%	-	0.5 x	0.8 x	-	-	-	-
16	Advance America, Cash Advance Centers Inc.	AEA	8.03	493	540	61	0.2	-15%	71%	624	3%	12%	0.9 x	1.9 x	0.95	1.17	8.5 x	6.8x
17	First Cash Financial Services Inc.	FCFS	42.70	1,284	1,214	30	0.2	-18%	56%	524	21%	16%	2.3 x	4.1 x	2.25	2.69	19.0 x	15.9x
18	Cash America International, Inc.	CSH	45.00	1,318	1,798	29	0.2	-28%	15%	1,541	19%	8%	1.2 x	1.5 x	4.27	4.95	10.5 x	9.1x
19	EZCORP, Inc.	EZPW	29.90	1,506	1,524	50	0.3	-28%	24%	899	17%	16%	1.7 x	2.2 x	2.69	3.15	11.1 x	9.5x
<b>Small Consumer Loan</b>																		
20	World Acceptance Corp.	WRLD	65.43	970	1,284	15	0.1	-13%	31%	532	11%	-	2.4 x	2.2 x	6.22	7.18	10.5 x	9.1x
21	Medallion Financial Corp.	TAXI	10.97	192	523	17	0.1	-13%	45%	-	-	-	-	1.1 x	-	-	-	-
22	DFC Global Corp.	DLLR	18.66	823	1,581	44	0.2	-25%	18%	956	40%	18%	1.7 x	1.9 x	1.88	2.32	9.9 x	8.1x
23	CompuCredit Holdings Corp.	CCRT	4.09	98	495	24	0.0	-45%	88%	-	-	-	-	1.2 x	-	-	-	-
<b>Life Settlement</b>																		
24	Imperial Holdings, Inc.	IFT	2.50	53	63	21	0.0	-78%	69%	70	-2%	91%	0.9 x	0.3 x	1.19	1.23	2.1 x	2.0x
25	Life Partners Holdings, Inc.	LPHI	4.86	91	72	19	0.1	-74%	52%	-	-	-	-	2.2 x	-	-	-	-
<b>TOTAL / AVG</b>																		
		MIN	814		9,479	0.2		-25%	60%	608	13%	3%	-	1.5 x				
		MAX				0.5		-78%	15%	34	-15%	-100%	0.5 x	0.0 x				
								0%	300%	1,541	69%	91%	34.9 x	4.5 x				

Chart 34: Scura Paley & Co. New Finance Index – Equal Wtd

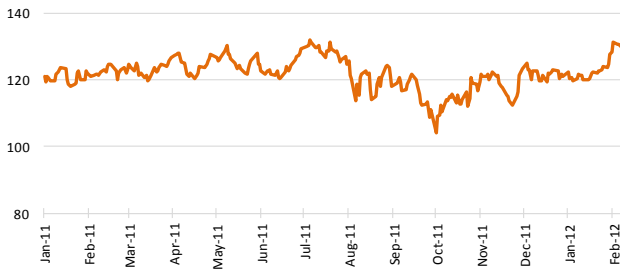


Chart 35: Scura Paley & Co. New Finance Index – vs. S&P500



Source: Scura Paley & Co., Capital IQ.

## Notable Announcements in New Media

ComScore: Social Universe Still Quickly Expanding.

[Read More](#)

LinkedIn Hits 150 Million Members, Plans Mobile Ads in 2012.

[Read More](#), [Read More](#)

Facebook likely to Launch Mobile Ads For Revenue.

[Read More](#)

Google to Launch Home Entertainment System in 2012.

[Read More](#)

Video Chat Use Upside - 550 Billion Minutes in 2015.

[Read More](#)

Amazon and Viacom to Sign Video Deal.

[Read More](#)

GigaOm acquires paidContent's parent company ContentNext.

[Read More](#)

LinkedIn to acquire Smart Email Startup Rapportive.

[Read More](#)

Silver Lake to buy user engagement tools co. Conduit for \$250Mn.

[Read More](#)

Wooga – Fast Growing Game Developer with 40Mn Users.

[Read More](#)



### Chart 36: Comparative Analysis of New Media

	Share Price	Mkt Cap (Mns)	Ent Val (Mns)	Shares		Price Performance		Sales				Book	Earnings					
				Out	Daily Vol	% to High	% from Low	CY11	% YY (11)	% YY (12)	EV/Sales	P/Book	CY11	CY12	P/E (CY11)	P/E (CY12)		
<b>NEW MEDIA</b>																		
<b>Search</b>																		
1	Google Inc.	GOOG	605.91	197,003	159,888	325	2.3	-10%	28%	38,234	30%	19%	4.2 x	3.4 x	36.91	42.11	16.4 x	14.4 x
2	Baidu, Inc.	BIIDU	136.59	47,674	46,416	349	7.1	-18%	45%	2,243	92%	55%	20.7 x	23.2 x	2.98	4.57	45.9 x	29.9 x
3	Yahoo! Inc.	YHOO	16.14	20,018	18,148	1,240	27.8	-14%	46%	4,401	-30%	0%	4.1 x	1.6 x	0.84	0.83	19.3 x	19.5 x
4	Yandex N.V.	YNDX	21.27	6,870	6,437	323	0.6	-49%	28%	665	-	37%	9.7 x	8.3 x	0.59	0.80	36.3 x	26.7 x
<b>Social Networks</b>																		
5	LinkedIn Corporation	LNKD	89.96	8,776	8,199	98	13.3	-27%	61%	514	111%	64%	16.0 x	14.2 x	0.05	0.21	N.M.	N.M.
6	TripAdvisor Inc.	TRIP	30.04	4,009	4,252	133	3.6	-16%	25%	633	-	19%	6.7 x	13.7 x	1.37	1.35	21.9 x	22.3 x
7	Pandora Media, Inc.	P	13.37	2,157	2,067	161	2.1	-49%	46%	276	-	55%	7.5 x	20.0 x	(0.02)	(0.00)	N.M.	N.M.
8	Renren Inc.	RENN	5.20	2,039	844	392	15.9	-78%	62%	118	-	48%	7.1 x	NM	(0.03)	(0.01)	N.M.	N.M.
9	WebMD Health Corp.	WBMD	27.09	1,526	1,223	56	0.4	-54%	8%	557	5%	-7%	2.2 x	2.3 x	1.31	0.63	20.6 x	43.0 x
10	Ancestry.com Inc.	ACOM	30.96	1,364	1,317	44	0.7	-32%	50%	400	33%	16%	3.3 x	4.2 x	1.33	1.59	23.3 x	19.5 x
11	Monster Worldwide, Inc.	MWW	7.22	889	827	123	2.9	-63%	14%	1,054	1%	-7%	0.8 x	0.7 x	0.40	0.28	18.2 x	26.1 x
12	Phoenix New Media Limited	FENG	6.43	486	300	76	0.1	-57%	53%	147	-	46%	2.0 x	2.5 x	(0.40)	0.44	N.M.	14.7 x
13	Move, Inc.	MOVE	8.74	337	298	39	2.0	-21%	116%	195	-2%	3%	1.5 x	4.0 x	0.23	0.34	37.7 x	25.7 x
14	XO Group Inc.	XOXO	8.77	240	157	27	0.1	-28%	31%	124	11%	9%	1.3 x	1.5 x	0.18	0.29	48.7 x	30.7 x
15	TheStreet, Inc.	TST	1.73	55	(7)	32	0.5	-52%	10%	-	-	-	-	0.6 x	(0.15)	0.05	N.M.	34.6 x
<b>Discount Retail</b>																		
16	eBay Inc.	EBAY	33.03	42,500	38,661	1,287	7.3	-7%	23%	11,593	27%	19%	3.3 x	2.4 x	2.00	2.29	16.5 x	14.4 x
17	priceline.com Incorporated	PCLN	545.04	27,134	25,381	50	1.0	-3%	39%	4,333	40%	24%	5.9 x	11.4 x	23.04	29.77	23.7 x	18.3 x
18	Groupon, Inc.	GRPN	21.03	13,413	12,292	638	2.0	-32%	42%	1,592	409%	47%	7.7 x	15.4 x	(0.30)	0.28	N.M.	74.8 x
<b>Games</b>																		
19	Zynga, Inc.	ZNGA	13.33	9,322	8,397	699	7.7	-8%	67%	1,138	91%	23%	7.4 x	11.5 x	0.23	0.26	57.5 x	51.1 x
20	Electronic Arts Inc.	EA	17.42	5,773	4,516	331	15.9	-33%	4%	4,171	13%	5%	1.1 x	2.6 x	0.86	0.98	20.3 x	17.8 x
<b>Communication</b>																		
21	AOL, Inc.	AOL	18.35	1,786	1,490	97	1.6	-29%	82%	2,194	-7%	-4%	0.7 x	0.8 x	0.76	0.72	24.0 x	25.7 x
<b>Content</b>																		
22	Walt Disney Co.	DIS	41.46	74,293	87,079	1,792	10.1	-7%	47%	41,366	6%	4%	2.1 x	2.1 x	2.57	3.03	16.1 x	13.7 x
23	Demand Media, Inc.	DMD	6.17	504	425	82	0.2	-77%	18%	320	26%	17%	1.3 x	1.1 x	0.24	0.31	25.7 x	19.6 x
<b>Services</b>																		
24	Salesforce.com	CRM	128.44	17,468	17,365	136	4.1	-20%	37%	2,259	37%	29%	7.7 x	11.7 x	1.33	1.65	N.M.	78.0 x
25	IAC/InterActiveCorp.	IACI	45.05	3,663	2,994	81	0.7	-6%	65%	2,029	24%	25%	1.5 x	2.0 x	2.11	2.69	21.4 x	16.8 x
<b>TOTAL / AVG</b>				19,572	17,959		5.2	-32%	42%	5,023	48%	23%	5.2 x	6.7 x				
<b>MIN</b>							0.1	-78%	4%	118	-30%	-7%	0.7 x	0.6 x				
<b>MAX</b>							27.8	-3%	116%	41,366	409%	64%	16.0 x	20.0 x				

### Chart 37: Scura Paley & Co. New Media Index – Equal Wtd



### Chart 38: Scura Paley & Co. New Media Index – vs. S&P500



Source: Scura Paley & Co., Capital IQ.





## Important Disclosures

This market intelligence report is prepared and provided by Scura Paley & Company (“Scura Paley & Co.”), a broker dealer. Opinions and estimates constitute Scura Paley & Co.’s sole judgment as of the date of these reports and are subject to change without notice. Past performance should not be taken as an indication or guarantee of future performance, and no representation or warranty, express or implied, is made regarding future performance.

This market intelligence is for information purposes only and is not intended to provide tax, legal or investment advice. You should not rely on any material contained in this report without independent advice wherever necessary. Any decisions you make based upon any information contained in this report are your sole responsibility. The information does not constitute a solicitation of any order to buy or sell any securities. The information provided herein may be displayed and printed for your personal, noncommercial use only. You may not reproduce, retransmit, distribute, disseminate, sell, publish, broadcast or circulate the information to anyone, without the express written consent of Peter Wright Investment Holdings, LLC or Scura Partners Securities, LLC.

Scura Paley & Co., its officers, employees and affiliates do not accept any liability for the results of any actions taken or not taken on the basis of information in this report, or for any negligent misstatements, errors or omissions. This report is not personalized investment advice. Information and opinions regarding specific companies referenced in these reports are not to be construed as recommendations to purchase securities of such companies.

Scura Paley & Co. may be compensated in cash or otherwise in connection with this licensed research. Scura Paley & Co.’s officers and its affiliates may, to the extent permitted by law, participate or invest in financing transactions with the issuer(s) of the securities referred to in this report, perform services for or solicit business from such issuers, and/or have a position or holding, or other material interest, or effect transactions, in such securities thereon, or other investments related thereto. Scura Paley & Co. and its affiliates may earn brokerage, commissions, fees and other benefits and advantages, whether pecuniary or not and whether direct or indirect, in connection with these securities.

## Ownership and material conflicts of interest

Scura Paley & Co. is a member of FINRA, SIPC and other principal exchanges. Neither Scura Paley & Co. nor its affiliates holds any beneficial ownership in any of the recommended securities and does not hold 1% or more of the subject company’s equity securities.

Neither we, nor any member of our household, nor any person that depends on us for financial support, holds a financial interest in the securities of this report or related companies.

The persons who prepared this report does not receive compensation based on investment banking revenues, nor receive compensation directly from the subject company.

Scura Paley & Co. has not received compensation for investment banking activity or from any activity from any company mentioned in this report within the twelve months preceding publication. However, Scura Paley & Co. does expect to receive or seek compensation for investment banking activity in the three months following publication.

Scura Paley & Co. does compensate its research personnel for investment banking services.

Scura Paley & Co. does not act as a market maker in the stock of the subject company.

To the best of our knowledge, there are no other actual, material conflicts of interest to disclose.