



IRG Technology, Media and Telecommunications Weekly Market Review

Week of 7 March 2011 - March 13 2011

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Table of Contents

Equity Market Indicators	3
Technology, Media, and Telecommunications Market Activity	4
Weekly Highlights	5
International	5
Japan	7
Korea	7
China	8
Taiwan	8
Hong Kong	9
Singapore/Malaysia/Philippines/Indonesia/India/Australia	9
United States/Canada	13
Europe	18
Other Economic Data	20
Currency Exchange Rates	20
Fixed Income Prices and Yields	20

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IRG Technology, Media and Telecommunications

Weekly Market Review



Week of 7 March 2011 - March 13 2011

Equity Market Indicators					
Index	Closing Level (3/11/2011)	% Change 1 Week Ago	% Change 1 Month Ago	% Change 12/31/2010	% Change 12/31/2009
S&P 500	1,304.28	-1.3%	-1.3%	3.7%	17.0%
Dow Jones Industrial Avg.	12,044.40	-1.0%	-1.5%	4.0%	15.5%
Dow Jones Tech. Index	456.35	-3.5%	-4.3%	1.3%	13.4%
Dow Jones Telecom. Index	240.53	-0.5%	0.0%	2.6%	9.6%
NASDAQ Composite	2,715.61	-2.5%	-2.7%	2.4%	19.7%
Japan Nikkei 225	10,254.43	-4.1%	-3.3%	0.2%	-2.8%
JASDAQ	55.15	-1.8%	0.4%	5.4%	14.0%
Japan Mothers	494.83	-5.7%	2.0%	14.1%	18.9%
Korea KOSPI Composite	1,955.54	-2.5%	-2.6%	-4.7%	16.2%
Korea Kosdaq	518.55	0.0%	-0.8%	1.5%	1.0%
Taiwan Stock Exchange	8,567.82	-2.5%	-3.0%	-4.5%	4.6%
Singapore Strait Times	3,600.63	-0.1%	-2.8%	-7.9%	20.4%
Hong Kong Hang Seng	23,249.78	-0.7%	2.4%	0.9%	6.3%
Hong Kong GEM	752.43	0.6%	1.2%	-7.2%	11.1%
China Shanghai (A-Share)	3,071.79	-0.3%	4.1%	4.5%	-10.6%
China Shenzhen (A-Share)	1,360.36	1.0%	6.6%	0.7%	7.9%
China Shanghai (B-Share)	319.71	0.9%	4.3%	5.0%	26.7%
China Shenzhen (B-Share)	829.79	1.5%	0.6%	0.6%	32.6%

IRG Technology, Media and Telecommunications

Weekly Market Review



Week of 7 March 2011 - March 13 2011

Technology, Media, and Telecommunications Market Activity						
NASDAQ/NYSE TMT IPO Filings						
Filing Date	Issuer	Industry Sector	Size (US\$MM)	Description	Book-Runner	Co-Manager
3/11/11	HomeAway [NASDAQ: AWAY]	Internet	230.0	Online marketplace for vacation rentals	Morgan Stanley	Deutsche Bank AG / Goldman Sachs / JPMorgan
3/11/11	Fusion-io, Inc. [NYSE: FIO]	Hardware	150.0	Provider of solid-state technology and high-performance I/O solutions	Goldman Sachs / Morgan Stanley / JP Morgan / Credit Suisse	NA
3/11/11	Kabel BW [DAX: KBWHL]	Media	690.0	German cable network operator	Deutsche Bank / JP Morgan	BofA Merrill Lynch (BAC.N) and Royal Bank of Scotland

NASDAQ/NYSE Equity Markets: TMT IPO Pricing						
IPO Date	Issuer (Exchange)	Description	Size (US\$MM)	Offer Price	Price on 3/11/11	% Change From Offer
3/10/11	MagnaChip Semiconductor [NYSE: MX]	Former analog and mixed-signal semiconductor business of LG	US\$133.0	14.00	14.01	0.10%

Asian Equity Markets: TMT IPO Filings						
Filing Date	Issuer	Industry Sector	Size (US\$MM)	Description	Book-Runner	Co-Manager
2/24/11	TD Power Systems [BSE]	Hardware	6.1	AC generators manufacturer	NA	NA

Asian Equity Markets: TMT IPO Pricing						
IPO Date	Issuer (Exchange)	Description	Size (US\$MM)	Offer Price	Price on 2/15/08	% Change From Offer
N/A						

Asian Markets: TMT Convertibles						
Issuance Date	Issuer [Equity Ticker]	Description of Issuer	Maturity Date	Size (US\$MM)	Per US\$10,000 converts to	Convertible Until
N/A						

IRG Technology, Media and Telecommunications

Weekly Market Review



Week of 7 March 2011 - March 13 2011

Weekly Highlights

International

Telecommunications

- **The 8.9 magnitude earthquake that struck Japan Friday has left damaged submarine cables and a telecommunications crisis in its wake.** The Wall Street Journal's MarketWatch reported a China Unicom (Hong Kong) spokesperson saying 'two or three' cables had been damaged but traffic had been re-routed to undamaged portions so disruption was minimized. A spokesperson from Chunghwa Telecom also told of damage to the Asia Pacific Cable Network 2 (APCN2), near Kita, on Japan's eastern coast. Japan is a major hub for trans-Pacific and Intra-Asia cable networks, with more than 20 submarine cable systems landing in the country. The APCN2 is a 19,000 km long cable network owned by 14 operators with landing points in China, Singapore, Hong Kong, Malaysia, the Philippines, South Korea and Taiwan. While Internet access in and out of Japan remained relatively unaffected, Japan's top three wireless carriers reported service disruptions across many parts of the country, due in part to capacity overload and damage caused to base stations.

Internet

- **Social networking sites are appealing to the hearts of Internet users in Southeast Asia, according to digital research firm comScore.** Facebook is proving especially popular in the Philippines, with 93.7% of the country's Internet users signed up to the social network. Facebook is so rampantly used among the country's Internet users that it effectively took over Google as the country's most-surfed site. According to the report, the Philippines, Malaysia and Indonesia are among the world's top 15 countries for Facebook penetration. Indonesia remained the country with the world's largest number of Facebook users and its registered 87.4% penetration rate for Facebook in the study did not include access via the mobile channel. Indonesia, Singapore and the Philippines came out tops in the region for Twitter visits, coming in at fourth, eighth and ninth in global rankings.

Mobile/ Wireless

- **Mobile data plan revenues will boost at a CAGR of approximately 9 percent, to exceed US\$102 billion worldwide by 2016, according to ABI Research.** By 2016, smartphones are expected to be the largest portion of each region's mobile data plan revenues with over 50 percent share. Regionally, data plan revenue share among different device classes varies significantly. Currently in North America, data plans for smartphones deliver the lion's share of revenue. However in regions lacking fixed line access such as Eastern Europe and Latin America, connections to other computing devices constitute the majority share.
- **Mobile operators are switching to data services as the source of future revenue growth, but new research shows that in Europe it could be some time before data is able to offset falling voice ARPUs.** Average revenue per user (ARPU) across the EU's 27 member states has fallen by 20 percent over the past three years, according to Wireless Intelligence. Blended mobile ARPU reached an average of 20 pounds (US\$32) in the EU in 2010 due to ongoing declines in the average per-minute price for voice calls, which dropped to 0.14 pounds (US\$.22). Revenue growth from non-voice services has helped to stabilize ARPUs but is not yet fully compensating for falling voice revenue. Revenue from mobile data services still contributes an average of less than 15 percent to total monthly ARPUs. Non-voice revenue including messaging stands at an average of 6 pounds (US\$9.6).

IRG Technology, Media and Telecommunications

Weekly Market Review



Week of 7 March 2011 - March 13 2011

Hardware

- **Apple Inc. secured 73 percent of the global tablet market share in the fourth quarter of 2010 amid increasing competition, according to IDC.** Apple's iPad continued to dominate the market despite the drop in market share. Samsung's Galaxy Tab was a distant second to Apple during the holiday season as it registered at least 17 percent share, as several smaller regional players also grabbed market share, IDC said. Apple captured 83 percent of the tablet market last year and the firm sees Apple to maintain 70 percent to 80 percent market share throughout 2011. Tablet manufacturers are under pressure to create new products that stand out from the iPad, considered the flagship of tablet devices. Apple sold nearly 15 million iPads in 2010 and has high expectations this year. It will start selling a lighter, thinner and faster version of the original iPad, dubbed iPad 2. IDC's projections are a bit lower than Apple Chief Executive Steve Jobs' bold proclamation that Apple holds at least a 90 percent share of the tablet market. 10.1 million tablets were shipped in the fourth quarter, at least doubling the 4.5 million tablets shipped a quarter earlier.
- **As tablets may be a hot market this year, companies hoping to compete with the popular iPad may be overestimating their prospects, leading to a potential glut of inventory later in the year.** JP Morgan analyst Mark Moskowitz warns that many of those competing products may be overestimating their chances for success against the Apple juggernaut. Some competing devices already have hit the market. The Xoom from Motorola Mobility Holdings Inc. went on sale in late February. Samsung introduced its first Galaxy Tab late last year. ViewSonic released its ViewPad, supporting both the Windows and Android operating systems. The BlackBerry Playbook from Research In Motion Ltd. is seen to release between late March and mid-April. The TouchPad from Hewlett-Packard Co. is expected by this summer. Companies like Toshiba, LG and Acer are also developing tablet devices for a release later this year.

Semiconductor

- **The value of semiconductors used across all mobile handsets exceeded US\$55 billion in 2010, according to In-Stat.** The mobile phone semiconductor component revenue will exceed US\$80 billion in 2015, a CAGR of 10.8 percent. The baseband semiconductor content of non-smartphones is slowly decreasing, as all costs are being wrung out of non-smartphone chips, and volume surges are not enough to compensate for the loss per device. Bluetooth semiconductor revenue in handsets is shrinking, as the Bluetooth function is integrated with other functions. The revenue from smartphone processors Wi-Fi, GPS, touch screen controllers, gyros and pico projectors will boost much faster than the average. Smartphones are seen to make up 45.3 percent of all handsets shipped by 2015. Semiconductor revenue associated with accelerometers and/or gyros will exceed US\$300 million by 2014.

Software

- **Content security appliance and software revenue boosted 19 percent in 2010 to US\$2.7 billion, according to Infonetics Research.** For the fourth quarter, the market was in negative 0.3 percent from the previous quarter, but is up 14 percent from the fourth quarter of the previous year. Threat trends are pointing buyers to cloud-based services or cloud-aware gateway systems that connect back to a threat hive-mind that keeps products updated continuously in response to threats. The content security gateway market will boost to US\$3.6 billion in 2015. The vendor landscape is competitive, with McAfee in first for overall revenue share in 2010, followed closely by Blue Coat, Cisco, Websense, and Symantec. Cisco's content security gateway revenue dropped 26 percent in Q4

IRG Technology, Media and Telecommunications

Weekly Market Review



Week of 7 March 2011 - March 13 2011

2010 on the heels of growth of positive 30 percent in Q3 2010. The worldwide network security appliance and software market boosted 11 percent to US\$5.6 billion in 2010 over 2009.

Japan

Telecommunications

- **Japan's telecommunications services remain severely disrupted after a massive earthquake and tsunami.** Cell phone service across a wide area of eastern Japan is either unavailable or it remains difficult to make connections. Many calls to phones in the affected region are either directed to voicemail or a recorded message: "This is NTT DoCoMo". To help alleviate the problems caused by destroyed or damaged cell phone towers, Japan's three major cellular carriers have sent mobile base stations to the region. The base stations connect to the telecom network via satellite and can provide coverage in the immediate surrounding area. Retail outlets of the cellular carriers are providing recharging services. Several WiFi hotspot providers have responded to the quake by offering free access through their networks. Softbank opened up its network, and access points that are part of the "Fon" network were also made free.

Wireless

- **As Japan continues to grapple with the aftermath of its massive earthquake, Japanese telecom company eAccess said it is pushing ahead with plans for a rare benchmark sized high-yield bond deal.** Announced last Wednesday just days before the earthquake struck, marketing of the U.S. dollar and euro-denominated deal will continue in the U.S. the first half of this week before moving to Europe for the second half. Pricing is scheduled for Friday (March 18). The proceeds of the deal, along with a new senior secured credit facility will be used to repay all of its existing credit facility. EAccess is a provider of mobile broadband and voice services through EMOBILE Limited, a wholly-owned subsidiary, as well as a provider of ADSL Internet services. The issuer is marketing a dual tranche 7-year NC4 144A/Reg S senior note issue, rated Ba3/BB. EMOBILE is also a guarantor on the deal. UBS, ING and Credit Agricole are the joint book managers.

Internet

- **Internet Initiative Japan secured a contract from the Japanese Ministry of Education, Culture, Sports, Science and Technology for website infrastructure that uses the IIJ GIO cloud service.** The website, called Jukugi Kakeai is a bulletin board for parents, educators, and school and regional volunteers to voice their opinions from the frontlines of the educational system in order to inform the development of educational policy.

Korea

Mobile/Wireless

- **Indian mobile phone Karbonn said it will acquire a South Korean mobile phone design house for about US\$40 million in an all-cash deal, cites The Economic Times.** The deal will be financed with a portion of the US\$250 million that Karbonn expects to raise from private equity firms over the next three months. The Korean design house will be merged and its 150-member team will work with Karbonn's team of software developers in Bangalore on go to-market timelines for multiple geographies. Handsets designed by the Korean firm will be tested at Karbonn's Bangalore software development facility before being shipped overseas.

IRG Technology, Media and Telecommunications

Weekly Market Review



Week of 7 March 2011 - March 13 2011

China

Internet

- **Sogou Inc. an online search engine of Sohu.com plans to launch its initial public offering.** Sogou intends to use the proceeds from the IPO to repay a US\$45 million loan from Sohu. Sogou expects to add its share of China's online search market in competition with Baidu Inc. and Google Inc. The loan consists mainly of losses from the company's online search business that were previously funded by Sohu.

Telecommunications

- **China will not release commercial 4G mobile services nationwide until 2014, cited Chinese Minister of Industry and Information Technology Miao Wei.** Mobile operators worldwide are upgrading to 4G networks to fuel growth. 4G services offer faster data speeds and higher revenue per user than the more widely available third-generation services. China will need three to five years to start large-scale commercial use of 4G services, slowed by the country's promotion of a 4G technology called TD-LTE that isn't yet fully mature. China Mobile Ltd. is likely to adopt the TD-LTE standard for 4G services but China may also allow carriers to adopt a different standard. China's government and its three big mobile operators, China Mobile, China Unicom and China Telecom Corp., invested billions of yuan to build 3G networks after China released 3G services in 2009.
- **Macau ended January with 167,667 fixed-line subscribers, up by 122 from the end of 2010. The total comprises 115,019 residential lines and 52,648 corporate lines, according to DSRT.** The number of internet subscribers totaled 133,229 in January. The number of dial-up subscribers declined by 95 in the month to 1,283 as the number of broadband subscribers went up by 570 to 131,229. The number of mobile subscribers surged by 28,447 in the month to a total of 1.15 million. Macau counts 97,076 2G prepaid users, 183,741 2G postpaid subscribers, 502,900 3G prepaid users, and 366,991 3G postpaid users.

Technology

- **VisionChina Media had a net loss of US\$44.9 million in the fourth quarter of 2010.** The loss is mainly due to a goodwill impairment charge of US\$56.6 million from the company's acquisition of Digital Media Group last year, but also includes a tax benefit associated with the impairment of US\$10.4 million. Revenues for the quarter boosted 18.4 percent sequentially to US\$44.9 million, as the company's network capacity, as measured by total broadcasting hours was flat quarter-on-quarter at 50,019 hours. In the fourth quarter of 2010, the company had 736 advertising clients up from 612 in the third quarter of 2010 and 354 in the fourth quarter of 2009. VisionChina projects to have revenue of US\$32.0 million to US\$34.0 million in the first quarter of 2011, with a non-GAAP net loss of US\$10.0 million to US\$12.5 million.

Taiwan

Telecommunications

- **Chunghwa Telecom will target value-added services for Chinese consumers in cooperation with Chinese telecommunications providers.** Chunghwa will invite online content provider Spring House Entertainment Technology as well as record labels to establish comic and music content ventures, Cens reported. The move is part of Chunghwa's push into China's value-added services

IRG Technology, Media and Telecommunications

Weekly Market Review



Week of 7 March 2011 - March 13 2011

market. The company aims to increase VAS revenues by 30 percent this year to NT\$14 billion (US\$473 million). Chunghwa will establish a Chinese subsidiary in the first quarter.

Hardware

- **Acer Inc. aims to triple its smartphone sales in Taiwan this year as the smartphone penetration rate into the mobile phone market surges rapidly.** Acer aims to sell 90,000 to 100,000 smartphones in the local market. The company will launch eight to nine new models in Taiwan this year, said the source, who released the information under condition of anonymity. The source said about 9 million mobile phones were sold in Taiwan, of which smartphones accounted for 20 to 30 percent of the total. He predicted the rate will further surge to 40 or 50 percent by the end of this year. Acer is slated to start selling two models in late March or early April in Taiwan, and forecasts that the Taiwan market for tablets will boost to 200,000 to 300,000 units in 2011. Acer's supply chain is unable to meet the first wave of tablet orders globally due to accelerating market demand and components shortages in touch screen panels and camera lenses.

Hong Kong

Telecommunications

- **CSL had withdrawn from the recent spectrum auction when bid prices surged too high for the operator.** Regulator Ofta held an auction of 20 MHz in the 850 and 900 MHz bands recently with 3 and SmarTone-Vodafone each winning 10 MHz of spectrum rights. CSL has 127.6 MHz of radio spectrum in Hong Kong, 28 percent more spectrum than any other mobile operator. CSL said it participated in the March 2011 spectrum auction in an opportunistic way, knowing that it would retain its leadership given the significant amounts of spectrum it already owned no matter what the outcome of the auction could be.

Singapore/Malaysia/Philippines/Indonesia/India/Australia

Telecommunications

- **MTNL is becoming increasingly overburdened by its huge staff cost, which reached 4,666 crore rupees (US\$1-3 billion) during 2009-10, as its income has declined by 3 percent to 5,058 crore rupees (US\$112 million) year-on-year.** The increase in staff cost is majorly on account of pay revision and arrears thereof. In 2007-08, the state-run telephone operator spent 1,643 crore rupees (US\$363 million), as its income reached 5,330 crore rupees (US\$118 million). During 2008-09, the company's workforce cost reached 2,127 crore rupees (US\$470 million), as its income was 5,220 crore rupees (US\$115 million).
- **Loop Telecom presented a document to India's Supreme Court that proposes the government sell off its mobile spectrum and operating license and retain any additional revenue generated.** Loop Telecom paid 14.54 billion rupees (US\$311 million) for its license and spectrum in 21 circles in 2008. The spectrum was sold significantly below its market value, potentially costing the government billions of dollars; India's Central Bureau of Investigation (CBI) claims the 2008 allocations cost the government US\$4.88 billion, as a report published late last year by India's Comptroller and Auditor General put potential revenue loss to the state at around US\$40 billion. An investigation is currently under way and former telecoms minister Andimuthu Raja remains in judicial custody. Loop proposes that the government auction its spectrum and, presuming bids exceed the

IRG Technology, Media and Telecommunications

Weekly Market Review



Week of 7 March 2011 - March 13 2011

14.54 billion rupee (US\$311 million) mark. Loop wants to reserve the right to match the highest bid in order to preserve the investments it has already made in rolling out mobile services in India.

- **Reliance Communications Ltd. has signed final papers for a loan of US\$1.93 billion from Chinese banks and financial institutions.** The loan will be used to refinance debt taken previously to pay bandwidth fees and to acquire equipment, India's second-largest mobile phone operator by users said. The loan matures in 10 years and will help save interest costs. China Development Bank has fully underwritten the loan and is also part of the syndicate providing the debt, Reliance Communications said. Of the loan, US\$600 million will be used to finance the purchase of Chinese telecom equipment.
- **The number of 3G subscriber connections in India is forecast to reach 400 million within four years, representing almost 30 percent of the country's total, according to a study by Wireless Intelligence.** The 3G connections are set to boost three-fold between this year and 2015 as operators ramp-up rollout of new 3G networks. Indian operators spent a combined US\$15 billion in acquiring WCDMA 3G spectrum at auction last year and are forecast to jointly invest a further US\$2.5 billion in building the new networks and rolling out 3G services this year. Over 80 percent of 3G connections will be based on WCDMA in five years, with the remaining 20 percent on CDMA-based 3G networks. Operators Reliance Communications and T'TSL have both offered 3G CDMA for a decade, but both are also in the process of migrating to GSM/WCDMA and were the first two private operators to launch services using new WCDMA spectrum in Q4 2010.
- **India ended January with 34.94 million wireline subscribers, down 0.41 percent. Urban subscribers declined 0.3 percent to 26.13 million, as rural subscribers declined 0.75 percent to 8.82 million.** Overall teledensity reached 2.93, as urban teledensity was 7.31 and rural teledensity was 1.06. BSNL and MTNL hold 82.82 percent of the wireline market share. BSNL's subscribers declined to 25.47 million, a loss of 171,163 customers. BSNL has a market share of 72.91 percent. MTNL's subscribers declined to 3.462 million from 3.467 million. MTNL has a market share of 9.91 percent. Bharti gained 11,294 subscribers and ended the month with 3.26 million subscribers, up from 3.26 subscribers. HFCL added 1,774 subscribers and ended the month with 187,676 subscribers and Sistema added 129 customers, ending the month with 39,403 subscribers.
- **The Indian government might give an annual subsidy of 30 billion rupees (US\$665 million) to Bharat Sanchar Nigam Ltd. and Mahanagar Telephone Nigam Ltd., the Business Standard cited.** BSNL might be funded to support its operations in rural areas and for other social obligations, where the company has been suffering losses, the newspaper said, citing an official with the Department of Telecommunications. MTNL might use the financial aid for higher pension and other payouts.
- **Smart Communications Inc. will release the cheapest prepaid cellular handsets in the country in an effort to further drive subscriber growth, particularly in the poorer regions of the Philippines.** Danilo Mojica, head of Smart's wireless consumer division, told reporters that the mobile handset, normally priced at PHP650 (US\$14.9), will be made available initially in select rural areas at a subsidized price of PHP499 (US\$11.50), and is seen to add around 250,000 new subscribers to Smart's network within the first year. A 20 percent growth a year in subscribers is seen as average monthly revenue per user should be within the PHP80-PHP100 (US\$1.8-2.3) range. Smart ended 2010 with 45.6 million subscribers, with average revenue per prepaid subscriber at PHP171 (US\$3.9).

IRG Technology, Media and Telecommunications

Weekly Market Review



Week of 7 March 2011 - March 13 2011

- **CS LoxInfo had a full year 2010 profit of 366 million baht (US\$12 million) with revenues of 2.70 billion baht (US\$89 million).** The improved results were due to growth of the internet services business, the voice information services business, and the mobile content business as well as cost control initiatives.
- **True Corp. PCL has set an investment budget of 13 billion baht (US\$428.3 million) for 2011, with a large reserved for its mobile unit as it gears up for growth after the purchase of the Thai assets of Hutchison Wireless Multimedia Holdings and a deal with CAT Telecom PCL to provide 3G mobile services.** The company expects to spend around 8 billion baht (US\$263 million) to 9 billion baht (US\$295 million) on the network upgrade and expansion of its mobile unit, TrueMove, Chief Executive Supachai Chearavanont said. It also will allot a further 3 billion baht (US\$99 million) and 1 billion baht (US\$33 million) to its Internet broadband and pay television businesses, respectively. True Corp. has moved to revitalize its business from that of an industry laggard through the purchase of Hutchison, which has around 800,000 subscribers. True Corp. signed a contract with CAT which will allow its Real Move unit to resell 3G mobile services on CAT's high speed packet access, or HSPA.
- **Better second half 2010/11 wholesale purchasing arrangements and earnings from acquisitions will push M2 Telecommunications Group Ltd's annual net profit up by around 19.8 percent.** M2 issued revised full year 2010/11 guidance, telling the market it now sees net profit after tax (NPAT) to be between A\$26.5 million (US\$26.86 million) and US\$28 million. Annual underlying NPAT is at between US\$30.4 million and US\$31.9 million. M2 upgraded its revenue projection by 5.7 percent to between US\$450 million and US\$470 million. Full year Ebitda is seen to be between US\$48.5 million and US\$50 million. M2 attributed the upgrade to have second half material improvements in its wholesale purchasing arrangements for services and revenue and earnings contributions from the recently acquired business assets of Clear Telecoms and AUSTAR.

Mobile/ Wireless

- **India ended January with 771.18 million mobile subscribers, boosting by 2.52 percent, according to Trai.** Urban subscribers boosted 2.19 percent to 512.26 million, as rural subscribers surged 3.2 percent to 258.93 million. Overall teledensity reached 64.74, as urban teledensity was 143.36 and rural teledensity was 31.05. Bharti Airtel remained the market leader with a market share of 20.2 percent and 155.79 million customers, versus 152.49 million in December. Bharti's net additions for the month reached 3.3 million. Airtel was followed by Reliance with 128.87 million subscribers. Vodafone Essar signed up 3.1 million new customers in January. Tata Teleservices had 86.05 million customers in the month. BSNL's subscribers boosted to 88.81. Idea Cellular ended January with 84.28 million, and Aircel/Dishnet boosted its customer base to 51.83 million. Uninor ended the month with 20.3 million subscribers. Sistema's subscriber base boosted to 9.09 million, as Loop Telecom ended January with 3.06 million customers. Videocon saw its subscriber base decline to 6.01 million and MTNL ended the month with 5.43 million customers.
- **Micromax Informatics Ltd. has cut the size of its initial public offering by about 30 percent, reflecting the turbulent Indian stock markets this year.** The company will raise up to US\$104 million by offering 21.5 million shares at an indicative price range of between 187 rupees (US\$4.1) and 217 rupees (US\$4.8). The initial plan was to raise as much as US\$150 million. Indian stock markets, after a buoyant 2010 when the benchmark Sensex gained 17 percent, have been laggards this year with the index having lost 10.4 percent so far due to concerns ranging from corruption scandals and

IRG Technology, Media and Telecommunications

Weekly Market Review



Week of 7 March 2011 - March 13 2011

political instability at home as well as higher global crude and commodity prices that threaten to hurt companies' profitability.

- **Nokia is top in terms of mobile handsets being used to access the Internet in Pakistan.** Of an estimated 5 million mobile customers using GPRS/EDGE services in Pakistan, a sizeable 74 percent use phones based on the Finnish company's Symbian operating system, according to Website analytics firm StatCounter. As Nokia is struggling to retain market share elsewhere in the world, its position has remained relatively solid in Pakistan; the vendor lost just two percentage points of share in the year to February 2011, despite growing competition from the likes of Apple. Apple's iOS is Symbian's closest rival in Pakistan, but with a share of 8 percent in February it remains a long way behind. Sony Ericsson comes in third with 5 percent of the market.

Hardware

- **LG Electronics will invest 1,500 crore rupees (US\$333 million) in India this year to ramp up production and market the brand.** The investment hopes to achieve the turnover target of 20,000 crore rupees (US\$442 million) set by LGEIL for 2011. The company would center on product categories such as flat panel TVs, air conditioners and mobile phones to drive growth in India. The company is setting up a new production line at its existing facility in Pune for refrigerators. On marketing front, LGEIL has been investing funds to position the brand LG as a premium brand. With an intention to expand reach of its products in rural markets, the company has identified 16 states in the country to conduct consumer research.

Media, Gaming and Entertainment

- **The Board of Control for Cricket in India (BCCI) floated tenders for mobile, radio and internet besides global broadcast rights for certain territories for the IPL matches to be played during 2011 to 2014.** The board is selling radio rights, excluding for the Middle East, besides worldwide internet and mobile rights. It is also inviting bids for worldwide television broadcast excluding territories of the Indian sub-continent, Australia, South Africa, Middle East, the Caribbean, Hong Kong and Singapore. At present, Multi Screen Media (MSM), owners of Set Max, holds the broadcasting rights of the domestic T20 league until 2017. The firm and the World Sports Group signed a deal with BCCI in 2007 for 8,200 crore rupees (US\$182 million). A new deal was renegotiated between the BCCI and MSM which kept WSG (World Sport Group) out of the broadcast deal after the cricket control body. This was after it uncovered alleged financial irregularities in the award of contract by ex-IPL Commissioner Lalit Modi in the form of payment of a facilitation fee of 425 crore rupees (US\$93 million).

Internet

- **Online banking sites in Southeast Asia saw a sharp increase in users last year, as institutions surged more Internet-savvy and customers got used to paying their bills on the web.** The number of visitors to online bank websites surged by double-digit figures over the 12 months from January 2010 in all six of the countries they looked at, including a 72 percent surge in Indonesia. Malaysia had the biggest number of internet banking customers, with 2.7 million in January 2011, according to the research conducted in Malaysia, Indonesia, Vietnam, the Philippines, Hong Kong and Singapore. Malaysia saw growth of 16 percent year-on-year from 2.4 million, as Hong Kong came in second in terms of user numbers, with 1.3 million in January 2010 rising to 1.5 million a year later--an 18 percent surge. Next up was Singapore with 779,000 unique visitors in January 2010 rising to 889,000 a year later, a 14 percent surge.

IRG Technology, Media and Telecommunications

Weekly Market Review



Week of 7 March 2011 - March 13 2011

United States/Canada

Mobile/Wireless

- **Google's Android mobile operating system overtook RIM's BlackBerry globally for the first time on a monthly basis in February, according to StatCounter.** Android had 15.2 percent of the worldwide market. Nokia's Symbian still leads the global market with 30.7 percent with Apple iOS in second place with 24.6 percent. The momentum is certainly with Android which has almost tripled its market share over the last twelve months to 15.2 percent. In the same period, iOS declined globally from 33.9 percent to 24.6 percent. In North America, Android at 26.4 percent in February also overtook BlackBerry at 22.2 percent. iOS leads the North American market with 37.5 percent. Symbian is well back in North America with 5.7 percent. The use of mobile to access the internet.
- **BroadSoft revenues for the fourth quarter boosted to 85 percent to US\$35.77 million.** Broadsoft provides VoIP software to businesses and residential. Licenses revenues boosted to US\$21.08 million from US\$10.7 million, and maintenance and professional services revenues boosted to 14.7 million from US\$8.6 million. Net profit boosted to US\$11.18 million. Cash and cash equivalents amounted to US\$47.25 million at the end of the period. For Q1, the company projects revenues to be in the range of US\$27-29 million. For the full year, BroadSoft expects revenue of US\$116-120 million.
- **Kik Interactive has closed a US\$8 million round of series A funding with RRE Ventures, Spark Capital and Union Square Ventures.** The funding positions the company for its next phase of development. Kik launched new version of Kik Messenger for iOS and Android devices that features real-time group chat and picture sharing. Kik's group chat enables to add anyone to a conversation. Kik Messenger's picture sharing features allows users to share with the click of a button. Kik will be offering a free real-time concierge service for conference goers at the SXSW.

Internet

- **Skype has updated its IPO prospectus with its results for 2010. The VoIP provider finished 2010 with 663 million registered users.** The average number of users connected each month was 145 million in the fourth quarter of 2010, as paying customers surged over the same period to an average 8.8 million per month. Skype billed a total 12.8 billion minutes last year, as free Skype-to-Skype minutes surged to 194.3 billion. Average revenue per paying customer was US\$97 in 2010. Total revenues for the company reached US\$859.8 million in 2010, and the company had operating profit of US\$20.6 million. The net loss narrowed to US\$6.9 million in 2010. Skype generated a net profit of US\$7.6 million on revenues of US\$237 million. Skype finished the year with cash of US\$142.5 million.
- **Skype SA will pay US\$121 million cash and up to US\$29 million in contingent payments to acquire mobile video software start-up Qik Inc., the Internet-calling company revealed in its amended IPO prospectus.** Of the US\$121 million purchase price, US\$96 million will come from Skype's balance sheet and US\$25 million from an existing line of credit. Skype, based in Luxembourg, said in its prospectus that the acquisition will accelerate the company's development of mobile video products, though it doesn't expect any Qik products to contribute material net revenue this year. The deal also brought Skype Qik's strategic partners, which include Sprint and T-Mobile. Qik was backed by investors including Quest Venture Partners, CampVentures and individuals such as Marc Andreessen and Ben Horowitz.
- **LinkedIn Corp. at least doubled revenue and swung to a profit last year as it readied for an initial public offering. LinkedIn had revenue of US\$243 million in 2010 with net income of**

IRG Technology, Media and Telecommunications

Weekly Market Review



Week of 7 March 2011 - March 13 2011

US\$15.4 million. The IPO could raise as much as US\$175 million in what will likely be the first public offering of a major U.S. social- networking site. LinkedIn hired Morgan Stanley, Bank of America Corp. and JPMorgan Chase & Co. to lead the sale. LinkedIn's profit came after two years of losses of at least US\$8 million. Revenue at least tripled from 2008 to 2010. The company filed to go public with a statement that gave only financial results through the first three quarters of last year. The company has at least 1,000 employees and 90 million users in at least 200 countries.

- **Google has acquired BeatThatQuote.com, a price comparison website, for 37.7 million pounds (US\$60.5 million), as the company hopes to extend its range of services and improve its foothold in the UK financial products market.** BeatThatQuote helps users to compare a range of products including loans, insurance and utilities. It competes with bigger UK rivals such as Moneysupermarket.com and Comparethemarket.com as well as providing the underlining technology for price comparison services on other sites. Google has shifted its focus during the past few years, turning itself from a straight search company into a broader media player with interests ranging from television to music and publishing. The BeatThatQuote acquisition, though small, will help Google build on an existing credit card comparison business in the UK, which will give search engine users faster access to relevant queries.
- **Skype is adding advertising to its software to add revenue source.** Ads will start appearing in the "Home" tab of Skype for Windows starting this week. The company has partnered with Meebo in the U.S., Ad2One in the U.K., and Stroer Interactive in Germany to sell advertising for Skype in each of their respective markets. The first advertisers to sign up with Skype include Groupon, Nokia, Universal Pictures and Visa. The display ads on Skype's Home tab can include audio and video, a click-to-call button over Skype and a sharing button for Facebook and Twitter. They can also be closed with one click.
- **YouTube has confirmed the takeover of Next New Networks as part of its expansion into original content creation.** Next New Networks creates original web video programming, attracting over 2 billion views and 6 million subscribers across its partner networks of channels and shows. Within YouTube, Next New Networks will cooperate with partners to develop innovative content for the site. The Google subsidiary also announced the creation of YouTube Next, a new team that will work on creator development. The team will spearhead a series of YouTube Next-branded programs and services that will build off past partner development initiatives such as the Partner Grants Program that advanced partners funds based on future YouTube revenue share and the recent US\$1,000 credits at B&H Photo given to partners to acquire new camera equipment.
- **Level 3 Communications will provide caching and streaming services to support the live online delivery of CCP Games' seventh annual Fanfest on 24-26 March.** At Fanfest, EVE Online players from around the world will gather in Reykjavik, Iceland, to hear the announcements and presentations about the game, hear discussion panels and presentations with EVE developers and play against one another. Level 3 will deliver all the activities live via the Level 3 global CDN platform to online audiences on CCP's website fanfest.eveonline.com. The live feed will be available starting from 25 March and will continue until the close of the party on 26 March.
- **Vringo has signed a non-binding Letter of Intent to acquire substantially all of the assets of mobile content technology vendor m-Wise.** Vringo anticipates cost savings and operational synergies from combining m-Wise's business with Vringo's core business. The m-Wise acquisition will be cash flow accretive with the potential to reduce Vringo's overall burn rate in the first full year of combined operations. Vringo will issue m-Wise 1.9 million shares of its common stock, provide m-

IRG Technology, Media and Telecommunications

Weekly Market Review



Week of 7 March 2011 - March 13 2011

Wise's management with a retention package comprised of options to acquire 500,000 shares of common stock, and assume and pay over a two year period certain of m-Wise's expenses and related costs in the amount of US\$615,000. Vringo will also issue a five-year promissory note for US\$320,000 convertible into 200,000 shares of its common stock for certain services provided in connection with the transaction.

- **Google Inc.'s share of U.S. Internet searches declined to 66.7 percent for the four weeks ended Feb. 26.** Google easily maintained dominance in the sector. Yahoo and Microsoft's Bing received market share of about 15 percent and 13.5 percent, respectively. Yahoo's figure surged from 14.6 percent, as Bing's was up from 12.8 percent. Bing and Yahoo achieved the highest success rates during the month, meaning that for both search engines, 81 percent of searches executed resulted in a visit to a website. Google's rate of success was 66 percent. Longer search queries, those averaging five to eight words, were down 2 percent on a sequential basis. Shorter searches, those averaging one to four words, were flat.
- **YouTube will increase staffing by at least 30 percent this year as the Google video-sharing service rapidly expands around the world.** The hiring plans are the biggest in its six-year history. YouTube said it is looking for "top talent from around the world," in a post that was linked to a map highlighting offices around the globe. The YouTube hiring plans come during a broader hunt for employees at Google. The company planned to hire at least 6,000 people this year, the largest surge in the company's history, as it cultivates strategies outside of its core business. The hiring also comes during a broader war for talent in the technology world. Google and other members of the Silicon Valley establishment, like Yahoo have seen defections to a new generation of Internet companies. Roughly 10 percent of Facebook employees are ex-Googlers. The company employed 24,400 people as of Dec. 31.
- **Google Inc. began letting people sidestep unwanted websites by eliminating them from Internet search results.** People who jump back to the Google search results page after checking out a link will have the option of signaling they have no interest in seeing that website suggested in the future. Blocked domains are associated with people's Google accounts. Subsequent searches that would have generated the unwanted websites will show instead messages indicating they were blocked.
- **Microsoft Corp. Chief Executive Steve Ballmer said the company's Bing search engine, which also powers Yahoo searches, has shown steady growth since it was released two years ago and now accounts for about 30 percent of the U.S. Internet search market.** The 10-year revenue-sharing deal between Microsoft and Yahoo was completed in October. The partnership's success, in which Microsoft powers Yahoo's paid searches in North America, is critical to the company's taking on sector leader Google Inc., which controls at least 80 percent of the estimated US\$12.4 billion U.S. market and gives it enough scale to generate better returns for advertisers.

Media, Entertainment and Gaming

- **Pace had revenues of 1.33 billion pounds (US\$2.08 billion) for 2010, up 17.4 percent. Excluding the acquisitions of Bewan, 2Wire and Latens, revenues surged 9.7 percent on an organic basis.** Pace is a technology developer for the global payTV market, offering a range of cable, satellite and IPTV set-top box technology for business and home solutions. Shipments surged 29 percent to a total 22.2 million units. The company generated adjusted EBITDA of 103.6 million pounds (US\$166 million), and pretax profit of 71.1 million pounds (US\$114 million). Basic EPS declined 4 percent to 17.0 pence, hurt by 19.0 million pounds (US\$30.4 million) in exceptional costs for the takeovers and restructuring. The company offered a final dividend of 1.45p, resulting in a full-year dividend of

IRG Technology, Media and Telecommunications

Weekly Market Review



Week of 7 March 2011 - March 13 2011

2.175p, up 45 percent. Market conditions remain good and it expects to have revenue growth this year similar to last year's level. The group's new gateway, software and services businesses should represent over 20 percent of total sales in 2011.

- **Angry Birds raised US\$42 million from investors, part of an aggressive expansion strategy to push its mobile game titles and make a foray into broadcast entertainment.** The funding round was co-led by Accel Partners, a venture capital firm known for working with fast-growing companies including Facebook, Groupon and AdMob, and Atomico Ventures, the venture capital firm created by Skype co-founder Niklas Zennstrom. Business angel fund Felicis Ventures also participated.
- **Warner Bros. will begin offering selected movies through Facebook.** The new offering puts Facebook in greater competition with Netflix Inc. and other tech companies vying for positioning in the ever-expanding online-video-services market. It also comes as movie studios are increasingly testing new methods of distribution for their movies. Warner Bros. is offering Facebook users the option to stream "The Dark Knight" directly through the social-networking site. The rental will cost consumers 30 Facebook credits, or US\$3, for a 48-hour viewing period. Additional titles will be available for rent or purchase in the coming months.
- **Ruckus Media Group secured US\$3.5 million in funding to further expand its mobile application offerings and secure footholds across multiple online stores and platforms.** The series A funding was led by Alsop Louie Partners along with private investors. Ruckus Mobile Media will be broadening its product offerings across all major mobile devices in the coming months by expanding distribution from Apple's iTunes to include Google's Android Market, Research In Motion's Blackberry App World, Amazon's App Store and the Barnes and Noble Nook.
- **Time Warner Cable Inc. Chief Financial Officer Robert Marcus said the company's first-quarter subscriber additions are down from a year-ago, but the quarter could end strong.** Time Warner Cable's first quarter subscriber performance is tracking somewhat below last year's level, and the company's broadband and phone businesses are performing relatively better than video. Cable companies have been losing video subscribers to new competitive services offered by rivals like Verizon Communications Inc. and AT&T Inc. for some time. The weak U.S. economy has also weighed on the industry, and investors are concerned that the surge of online video could damage the pay-TV business. In 2010, Time Warner Cable lost 42,000 video subscribers in its first quarter, but gained 221,000 high-speed data subscribers, both residential and commercial, and 97,000 phone subscribers. About 40 percent of the company's subscriber additions in the year-ago quarter came in the last three week's of the period.

Telecommunications

- **Verizon Wireless may add twice as many contract customers in the first quarter as it did a year ago driven by iPhone, according to Verizon Communications Inc.** In the first quarter of 2010, Verizon Wireless added 1.5 million total net customers, and 423,000 retail customers who signed a contract, which is required to purchase an iPhone. Chief Financial Officer Fran Shammo sees to see the true potential impact of the iPhone when the next model comes out. Based on history, he said Verizon Wireless could get another iPhone in the third quarter.
- **AT&T Inc. Chief Executive Randall Stephenson's total compensation declined 6.4 percent to US\$27.3 million last year.** Stephenson received US\$16.3 million, which included his base salary, various stock awards based on short-term and long-term targets, and other items, according to a filing with the Securities and Exchange Commission. Some of the stock awards that contributed to his total

IRG Technology, Media and Telecommunications

Weekly Market Review



Week of 7 March 2011 - March 13 2011

compensation would be paid out at a future date. Chief Financial Officer Rick Lindner had total compensation of US\$8.7 million. Ralph de la Vega, who runs the consumer and mobility businesses, had his compensation fall 20 percent to US\$10.9 million.

- **Clearwire Corp.'s chief executive, Bill Morrow, stepped down as part of a management shake-up.** The departures come as Clearwire and Sprint Nextel Corp., its main partner and majority shareholder, near a resolution on their disagreement over wholesale pricing. An agreement is crucial to advancing discussions on more pressing issues, including a badly needed cash infusion into Clearwire.
- **Nortel had net loss of US\$2.3 billion for the fourth quarter which includes US\$2.2 billion in non-cash charges resulting from the deconsolidation of its US subsidiaries from 1 October, as part of its bankruptcy proceedings.** The company had US\$807 million in cash available at the end of 2010. Revenues for the fourth quarter reached US\$28 million, from its MSS business and customer contracts not transferred with the sales of businesses. Nortel expects to sale the MSS business to Ericsson by the end of March. The sale of Guangdong-Nortel Telecommunications Equipment in China to Ericsson is expected to be complete by the end of the second quarter.
- **Satellite operator Intelsat's Q4 revenue increased by 4 percent year-on-year to US\$644 million.** Transponder services revenue boosted to US\$464.7 million, as managed services revenue declined to US\$80 million and channel revenues declined to US\$28.1 million. Transponder, MSS and off-network services revenue boosted to US\$58.3 million and satellite-related services revenue surged to US\$12.9 million. Net loss reached US\$115.1 million with EBITDA of US\$459.6 million.

Semiconductors

- **Marvell Technology Group Ltd., a maker of electronic circuits for the communications industry, reported fiscal fourth-quarter results below Wall Street's expectations.** The company's revenue grew 7 percent to US\$900.5 million, but it was below analyst estimates of US\$925.3 million. Fourth-quarter earnings also rose 8.8%, but results came in at the low end of the chip maker's projections and it forecast disappointing first-quarter results on weakness in the mobile and wireless markets. Marvell said the storage, mobile and wireless segments were weaker than expected in the fourth quarter and should continue to be weak in the first quarter. The company said its board approved a US\$500 million increase to its stock buyback program, bringing the authorization to US\$1 billion.
- **Finisar Corp., a global provider of subsystems and components for fiber optics communications, announced third-quarter earnings more than tripled but offered a weak forecast for the forth quarter.** Finisar blamed the weak fourth-quarter forecasts on price negotiations with its telecom customers that usually take effect Jan. 1, as well as a 10-day shutdown at certain customers for Chinese New Year in February.
- **Qualcomm Inc. executives are confident in the company's expectations for this fiscal year, with rising demand for mobile devices driving results.** Much of its profit comes from licensing patents to handset makers that rely on its 3G technology. Qualcomm in January had record results for the fiscal first quarter and boosted its guidance for the year. It raised its dividend by 13 percent. Chief Financial Officer Bill Keitel reiterated the company's expectations for the year and said Qualcomm estimates have been accurate in the past. A host of companies have been increasing payouts, seeking to reward shareholders as corporate profits and cash balances have recovered and some of the uncertainty in the wake of the financial crisis has receded. Qualcomm has had improved earnings and higher revenue in recent quarters, as it provides the chips for mobile devices that have had soaring

IRG Technology, Media and Telecommunications

Weekly Market Review



Week of 7 March 2011 - March 13 2011

sales. It had a 39 percent profit surge and raised its current-year guidance. The quarterly payout's surge to 21.5 cents from 19 cents would cost the company an additional US\$165 million a year.

Software

- **Sequoia Capital, Google Ventures and Salesforce.com invested US\$32 million in HubSpot.** HubSpot provides all-in-one marketing software used by over 4,000 businesses to get found by more prospects, convert them into leads and sales, and analyze the entire marketing process. This US\$32 million financing round was a Series D financing, the fourth round of financing HubSpot has raised. All of HubSpot's existing venture capital investors, namely General Catalyst, Matrix Partners, and Scale Venture Partners, also participated in this financing round. Part of the US\$32 million will provide liquidity to some existing shareholders. Previous rounds include a US\$16 million Series C raised in October 2009, a US\$12 million Series B raised in May 2008, and a US\$5 million Series A raised in July 2007, for a total of US\$33 million previously raised.
- **Microsoft will pay Nokia at least US\$1 billion to promote and develop Windows-based handsets as part of their smartphone software agreement.** Both companies are discussing the details of the agreement, which is expected to run for at least five years. Nokia's royalty payments will help Microsoft make a profit on the accord even after the payments to Nokia, according to Bloomberg's source. Some of the payment to Nokia would be made before the company starts selling the phones.

Europe

Telecommunications

- **Telefonica won a Euro 30 million (US\$41.7 million) contract to be the sole provider of voice and data services for Fujitsu in parts of Europe.** The four-year deal covers customer service management and after-sales in major Western European and Nordic countries including the UK, Germany, Spain, Netherlands, Italy, France and Sweden.
- **Cable & Wireless Worldwide PLC said its Chief Financial Officer Tim Weller will leave the U.K. telecommunications group in July to pursue new challenges a year after its demerger, with deputy CFO Ian Gibson to take his place.**
- **Telecom Italia has lifted its stake in Telecom Argentina to 21.1 percent from 18.3 percent.** The company paid US\$145 million to its Argentinian partner, the Werthein family, to surge its stake in Sofora, the holding company that controls Telecom Argentina, to 68 percent. That 10 percent surge in Sofora in turn boosts the Telecom Argentina stake. The transaction won't affect governance rights of the Telecom Argentina Group.
- **VimpelCom Ltd. closed the US\$88 million acquisition of a 78 percent stake in Laos's Millicom Lao Co., which had been delayed by regulatory approval.** VimpelCom paid the owners of the stake, including Millicom International Cellular S.A., around US\$65 million, and repaid around US\$23 million of Millicom Lao's debt. The deal was delayed until it got the endorsement of the Laos government, VimpelCom said. Laos owns 22 percent in Millicom Lao. Millicom International Cellular S.A. held a 74 percent-stake in Millicom Lao through Millicom Holding B.V.

Mobile/ Wireless

- **Nokia Corp. will sell Trolltech, its Qt commercial licensing and services business, to technology services firm Digia Oyj.** Nokia acquired Trolltech, and its Qt technology in 2008 for

IRG Technology, Media and Telecommunications

Weekly Market Review



Week of 7 March 2011 - March 13 2011

US\$153 million. Nokia's Chief Executive Stephen Elop expressed support for Qt as he mentioned that Nokia would use only that software to create apps for its phones to make it easier for developers to create applications for Symbian, previously Nokia's dominant smartphone platform. Qt's fate has been in question since Elop said that Nokia would abandon Symbian and that Microsoft's Windows Phone software would be its primary smartphone platform instead. At the company's strategy briefing in London, Nokia would continue to support Qt on Symbian smartphones but not on its coming Windows smartphones for fear it would potentially confuse the developers and confuse the consumers and create an environment where Windows phone moves slower than the competition.

- **Nokia Corp. will pay new Chief Executive Stephen Elop at least US\$6 million in one-off compensation to join the company.** Elop, recruited from Microsoft Corp. to revive the ailing handset maker's fortunes, received a one-off payment of 2.3 million euros (US\$3.2 million) in October and is entitled to another payment of US\$3 million in October 2011, according to Nokia's 20-F filing with the U.S. Securities and Exchange Commission. He also received 509,744 euros (US\$708617) to reimburse fees paid to Microsoft and 312,203 euros (US\$434007) in legal expenses. Elop's base salary is 1.05 million euros (US\$1.5 million) before bonuses. Kallasvuo was paid nearly 7.2 million euros (US\$10 million) up to his ouster on Sept. 20, including severance pay and bonus of 4.6 million euros (US\$6.4 million) but he lost out on at least 10 million euros (US\$14 million) in pension payments and 3.9 million euros (US\$5.4 million) in stock and options. His total payment in 2009 was nearly 8 million euros (US\$11.1 million).
- **Smartphone shipments in Western Europe reached 25.6 million units in the fourth quarter of 2010, up by 99.4 percent on the same period a year earlier, according to IDC.** The company also had accelerating performances from vendors selling Android-based devices and RIM had a particularly positive quarter in the U.K., but market leader Nokia is still struggling. Smartphones drove the market as a whole in Q4. Total device shipments surged by 3.2 percent in the quarter to 58.7 million, with accelerating smartphone growth offsetting a 24.8 percent decline in feature phone shipments to 33.1 million units.

Semiconductors

- **Several financial investors intend to cut their stakes in NXP Semiconductors NV through a secondary public offering of approximately 25 million shares, or around 10 percent of its common stock, taking advantage of a recent rally in the company's share price.** Financial investors including Kohlberg Kravis & Roberts and Apax Partners together have a roughly 82 percent stake in the Eindhoven, the Netherlands-based company. That figure also includes the holding of Philips Pension Trustees Limited, which is managed by BlackRock, and shares held by NXP Co-Investment Partners. Philips Electronics NV sold NXP to a private-equity consortium in 2006.

Internet

- **Swedish start up Spotify AB reached 1 million paying subscribers across Europe.** Spotify is a Swedish music streaming service offering unlimited streaming of selected music from a range of major and independent record labels including Sony, EMI, Warner Music Group and Universal. Spotify customers can choose a free-of-charge advertising-backed service or pay a subscription for a service without ads. A subscription account will use Spotify on mobile devices. With subscription revenues above ad revenues, Spotify's profitability largely depends on converting enough non-paying users into subscribers.

IRG Technology, Media and Telecommunications

Weekly Market Review



Week of 7 March 2011 - March 13 2011

Other Economic Data

Currency Exchange Rates						
Currency	Units	Current Rate (on 3/11/11)	% Change 1 Week Ago	% Change 1 Month Ago	% Change 1/1/2011	% Change 1/1/2010
Japanese yen	¥/US\$	81.8800	-0.5%	-1.7%	0.9%	-11.9%
Hong Kong dollar	HK\$/ US\$	7.7875	0.02%	-0.03%	0.2%	0.4%
Chinese renmenbi	RMB/ US\$	6.5742	0.1%	-0.2%	-0.2%	-3.7%
Singapore dollar	S\$/ US\$	1.2674	0.1%	-0.9%	-1.2%	-9.8%
South Korean won	KRW/ US\$	1,126.0000	0.8%	0.8%	0.5%	-3.2%
New Taiwan dollar	NT\$/ US\$	29.5650	0.6%	2.2%	1.4%	-7.5%
Australian dollar	US\$/A\$	1.0143	0.0%	1.0%	-0.6%	13.1%
New Zealand dollar	US\$/NZ\$	0.7430	0.7%	-2.6%	-4.6%	2.6%
Philippine peso	PHP/ US\$	43.5400	0.7%	-0.1%	-0.2%	-6.3%
Euro	US\$/€	1.3907	-0.5%	2.3%	4.0%	-2.9%
British pound	US\$/£	1.6079	-1.2%	-0.1%	3.1%	-0.5%

Fixed Income Prices and Yields

Note	Currency	Current (on 3/11/11)		1 Week Ago		4 Weeks Ago	
		Price	Yield	Price	Yield	Price	Yield
US 30-year	US\$	103.27	4.55%	102.47	4.60%	91.81	4.77%
Japan 30-year	¥	100.40	2.18%	96.28	2.21%	97.01	2.17%
Hong Kong 10-year	HK\$	96.97	2.70%	95.14	3.04%	93.48	3.12%
China (06/16)	US\$	104.80	3.67%	104.96	3.64%	105.00	3.65%
Singapore 10-year	S\$	107.06	2.42%	105.30	2.62%	104.25	2.74%
South Korea 20-year	KRW	10,353.79	4.57%	10,023.55	4.82%	9,904.46	4.89%
Australia 15-year	A\$	101.84	5.53%	101.04	5.62%	100.01	5.75%
New Zealand (12/17)	NZ\$	102.98	5.58%	102.75	5.61%	102.88	5.60%
Philippines 20-year	PHP	126.82	8.44%	125.47	8.56%	125.67	8.55%
India 30-year	INR	98.94	8.40%	98.25	8.46%	97.30	8.55%
UK 30-year	£	98.60	4.34%	97.96	4.38%	94.86	4.57%
Germany 30-year	€	119.97	3.64%	118.34	3.70%	116.64	3.78%

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