



Integrity

Independence

Depth of Experience

# Energy

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## Exhibit 1.1—Change in Worldwide Public Company Enterprise Values (\$MM)

Enterprise Value	06/30/09	05/31/09	03/31/09	06/30/08	06/30/07
Integrated Oil & Gas	\$1,790,707	\$1,853,130	\$1,600,549	\$2,587,052	\$2,418,728
% Change	<i>n/a</i>	-3.4%	11.9%	-30.8%	-26.0%
O&G Exploration and Production	\$745,724	\$790,102	\$603,701	\$1,243,520	\$797,585
% Change	<i>n/a</i>	-5.6%	23.5%	-40.0%	-6.5%
O&G Refining and Marketing	177,277	186,318	168,038	221,706	244,829
% Change	<i>n/a</i>	-4.9%	5.5%	-20.0%	-27.6%
O&G Storage and Transportation	\$347,062	\$350,589	\$315,420	\$377,150	\$339,406
% Change	<i>n/a</i>	-1.0%	10.0%	-8.0%	2.3%
O&G Equipment and Services	\$405,789	\$428,954	\$323,736	\$795,667	\$600,256
% Change	<i>n/a</i>	-5.4%	25.3%	-49.0%	-32.4%
Alternative Energy Resources	\$276	\$281	\$236	\$506	\$418
% Change	<i>n/a</i>	-1.8%	16.7%	-45.5%	-34.0%
Coal & Consumable Fuels	\$93,059	\$97,421	\$67,763	\$200,057	\$126,072
% Change	<i>n/a</i>	-4.5%	37.3%	-53.5%	-26.2%
Utilities	\$2,745,097	\$2,743,869	\$2,521,371	\$3,134,454	\$2,806,468
% Change	<i>n/a</i>	0.0%	8.9%	-12.4%	-2.2%
<b>Total</b>	<b>\$6,304,991</b>	<b>\$6,450,665</b>	<b>\$5,600,816</b>	<b>\$8,560,111</b>	<b>\$7,333,761</b>
% Change	<i>n/a</i>	-2.3%	12.6%	-26.3%	-14.0%

## Exhibit 1.2 - Debt to Market Cap vs. Book Value

Aggregate Debt/Equity BV	06/30/09	06/30/08	06/30/07
Integrated Oil & Gas	31.6%	23.2%	23.5%
O&G Exploration and Production	54.9%	50.6%	53.5%
O&G Refining and Marketing	101.0%	82.8%	74.6%
O&G Storage and Transportation	175.5%	166.2%	153.9%
O&G Equipment and Services	52.0%	54.5%	52.4%
Alternative Energy Resources	188.8%	185.3%	150.0%
Coal & Consumable Fuels	41.5%	41.1%	52.7%
Utilities	144.2%	133.4%	128.1%
<b>Aggregate Debt/Market Cap</b>			
Integrated Oil & Gas	18.8%	9.5%	8.6%
O&G Exploration and Production	31.5%	15.3%	21.6%
O&G Refining and Marketing	104.3%	65.4%	35.0%
O&G Storage and Transportation	106.5%	73.8%	60.8%
O&G Equipment and Services	33.3%	14.8%	13.7%
Alternative Energy Resources	363.8%	106.4%	132.2%
Coal & Consumable Fuels	19.1%	8.6%	11.2%
Utilities	101.3%	69.3%	59.2%

Source: Capital IQ

## Exhibit 1.3 - EBITDA to Aggregate Sector Debt

EBITDA/Aggregate Debt	06/30/09	06/30/08	06/30/07
Integrated Oil & Gas	122.1%	225.0%	219.2%
O&G Exploration and Production	79.0%	75.0%	70.5%
O&G Refining and Marketing	13.6%	36.2%	50.8%
O&G Storage and Transportation	22.3%	19.4%	20.4%
O&G Equipment and Services	66.0%	66.4%	76.8%
Alternative Energy Resources	11.9%	13.5%	14.3%
Coal & Consumable Fuels	60.0%	49.2%	40.7%
Utilities	23.4%	24.7%	26.0%

## Exhibit 1.4— Key Public Market Measures (\$MM)

	As of			As of	
	06/30/09	6/30/2008		06/30/09	6/30/2008
<b>Enterprise Value</b>			<b>EV/Net Sales</b>		
N. America	\$2,824,180	\$4,110,459	N. America	2.19 x	3.21 x
Europe	\$2,342,307	\$3,215,973	Europe	1.81 x	2.22 x
Asia Pacific	\$1,149,046	\$1,263,765	Asia Pacific	2.27 x	2.74 x
<b>Aggregate Debt</b>			<b>EV/EBIT</b>		
N. America	\$934,771	\$847,542	N. America	10.57 x	13.99 x
Europe	\$904,453	\$863,001	Europe	10.91 x	11.08 x
Asia Pacific	\$483,845	\$437,770	Asia Pacific	18.43 x	21.71 x
<b>Aggregate Net Sales</b>			<b>Cost of Equity</b>		
N. America	\$2,161,159	\$2,529,459	N. America	6.5%	6.6%
Europe	\$2,317,589	\$2,712,942	Europe	5.7%	5.7%
Asia Pacific	\$937,429	\$937,014	Asia Pacific	4.9%	4.2%
			<b>Implied Earnings Growth</b>		
			N. America	-0.7%	0.4%
			Europe	-1.7%	-3.1%
			Asia Pacific	-0.5%	-0.3%

Source: Capital IQ

## Exhibit 1.5—Enterprise Value to Revenue Multiples

	As of	Historical		
	06/30/09	3/31/2009	6/30/2008	6/30/2006
<b>Integrated Oil &amp; Gas</b>				
N. America	0.84 x	0.80 x	1.22 x	0.91 x
Europe	0.69 x	0.67 x	0.89 x	0.80 x
Asia Pacific	1.51 x	1.16 x	1.67 x	1.32 x
<b>O&amp;G Exploration and Production</b>				
N. America	2.98 x	2.56 x	4.97 x	2.57 x
Europe	4.81 x	3.49 x	5.65 x	3.35 x
Asia Pacific	2.83 x	2.16 x	4.03 x	1.85 x
<b>O&amp;G Refining and Marketing</b>				
N. America	0.22 x	0.22 x	0.31 x	0.42 x
Europe	0.25 x	0.25 x	0.40 x	0.41 x
Asia Pacific	0.28 x	0.27 x	0.29 x	0.23 x
<b>O&amp;G Storage and Transportation</b>				
N. America	1.65 x	1.52 x	1.78 x	1.10 x
Europe	2.34 x	2.13 x	2.94 x	2.06 x
Asia Pacific	0.31 x	0.28 x	0.34 x	0.30 x
<b>O&amp;G Equipment and Services</b>				
N. America	1.39 x	1.10 x	2.86 x	1.87 x
Europe	1.42 x	1.17 x	2.47 x	1.37 x
Asia Pacific	1.46 x	1.11 x	1.68 x	0.65 x
<b>Alternative Energy Resources</b>				
N. America	N/A	N/A	N/A	N/A
Europe	N/A	N/A	N/A	N/A
Asia Pacific	3.77 x	3.73 x	4.52 x	1.57 x
<b>Coal &amp; Consumable Fuels</b>				
N. America	1.68 x	1.39 x	3.74 x	2.01 x
Europe	1.82 x	1.50 x	3.51 x	1.33 x
Asia Pacific	2.69 x	1.79 x	4.69 x	0.88 x
<b>Utilities</b>				
N. America	1.75 x	1.67 x	2.07 x	1.74 x
Europe	1.40 x	1.31 x	1.48 x	1.05 x
Asia Pacific	1.95 x	1.90 x	1.96 x	1.87 x

Source: Capital IQ

## Exhibit 1.6—Enterprise Value to EBITDA Multiples

	As of	Historical		
	06/30/09	3/31/2009	6/30/2008	6/30/2006
<b>Integrated Oil &amp; Gas</b>				
N. America	4.97 x	3.83 x	5.65 x	4.78 x
Europe	4.44 x	3.53 x	3.84 x	4.33 x
Asia Pacific	6.37 x	4.90 x	6.91 x	5.04 x
<b>O&amp;G Exploration and Production</b>				
N. America	4.51 x	3.69 x	10.48 x	5.72 x
Europe	7.74 x	4.55 x	5.92 x	9.18 x
Asia Pacific	5.38 x	4.10 x	8.16 x	4.87 x
<b>O&amp;G Refining and Marketing</b>				
N. America	4.92 x	4.13 x	7.84 x	5.58 x
Europe	N/A	25.31 x	5.20 x	7.31 x
Asia Pacific	23.57 x	17.37 x	6.58 x	6.12 x
<b>O&amp;G Storage and Transportation</b>				
N. America	8.83 x	8.59 x	11.92 x	10.17 x
Europe	6.13 x	5.65 x	10.76 x	9.90 x
Asia Pacific	7.76 x	6.96 x	12.73 x	11.40 x
<b>O&amp;G Equipment and Services</b>				
N. America	5.40 x	3.95 x	11.02 x	10.85 x
Europe	5.91 x	4.79 x	11.64 x	12.40 x
Asia Pacific	9.35 x	7.12 x	12.75 x	12.81 x
<b>Alternative Energy Resources</b>				
N. America	N/A	N/A	N/A	N/A
Europe	8.17 x	10.33 x	N/A	N/A
Asia Pacific	8.71 x	8.62 x	10.20 x	7.45 x
<b>Coal &amp; Consumable Fuels</b>				
N. America	7.86 x	6.24 x	24.19 x	16.12 x
Europe	9.67 x	7.98 x	20.54 x	10.16 x
Asia Pacific	11.53 x	8.05 x	23.53 x	8.47 x
<b>Utilities</b>				
N. America	7.24 x	7.04 x	9.19 x	8.88 x
Europe	7.70 x	7.23 x	8.58 x	7.30 x
Asia Pacific	10.87 x	11.42 x	13.01 x	8.09 x

Source: Capital IQ

## Exhibit 2.1—M&amp;A Transaction Volume and Values - Through 6/30 (\$MM)

	2009	2008	2007	2006	2005
<b>M&amp;A Transaction Volume</b>					
Integrated Oil & Gas	2	3	3	6	2
O&G Exploration and Production	131	440	430	375	312
O&G Refining and Marketing	6	40	33	43	82
O&G Storage and Transportation	12	41	53	54	23
O&G Equipment and Services	26	138	173	142	89
Alternative Energy Resources	7	21	16	12	4
Coal & Consumable Fuels	25	61	43	40	37
Utilities	67	188	184	191	142
<b>Total Deal Count</b>	<b>276</b>	<b>932</b>	<b>935</b>	<b>863</b>	<b>691</b>
<b>M&amp;A Transaction Values</b>					
Integrated Oil & Gas	\$2,281	\$3,130	\$7,044	\$5,235	\$3,178
O&G Exploration and Production	\$10,634	\$91,911	\$114,711	\$130,028	\$41,932
O&G Refining and Marketing	\$1,453	\$18,634	\$13,968	\$21,326	\$52,774
O&G Storage and Transportation	\$2,128	\$17,972	\$50,195	\$17,523	\$3,167
O&G Equipment and Services	\$1,792	\$37,659	\$51,532	\$17,767	\$10,346
Alternative Energy Resources	\$179	\$3,760	\$236	\$375	\$2,065
Coal & Consumable Fuels	\$1,660	\$8,725	\$9,528	\$4,017	\$1,373
Utilities	\$85,261	\$88,473	\$247,755	\$90,570	\$86,890
<b>Total Deal Value</b>	<b>\$105,389</b>	<b>\$270,263</b>	<b>\$494,969</b>	<b>\$286,840</b>	<b>\$201,725</b>

## Exhibit 2.2—Key M&amp;A Multiples - Through 6/30

	2009	2008	2007	2006	2005
<b>EV/EBIT:</b>					
Integrated Oil & Gas	14.16 x	12.49 x	18.41 x	7.27 x	8.16 x
O&G Exploration and Production	6.33 x	55.85 x	25.25 x	23.34 x	16.60 x
O&G Refining and Marketing	8.91 x	26.26 x	23.95 x	10.12 x	8.43 x
O&G Storage and Transportation	22.41 x	17.62 x	19.96 x	46.81 x	16.32 x
O&G Equipment and Services	15.46 x	28.76 x	18.17 x	43.02 x	40.69 x
Alternative Energy Resources	N/A	N/A	N/A	N/A	N/A
Coal & Consumable Fuels	57.80 x	27.97 x	N/A	30.50 x	30.28 x
Utilities	13.47 x	13.82 x	14.55 x	17.21 x	18.20 x
<b>EV/EBITDA:</b>					
Integrated Oil & Gas	8.41 x	8.58 x	13.15 x	4.89 x	6.02 x
O&G Exploration and Production	6.31 x	13.80 x	10.64 x	12.26 x	8.56 x
O&G Refining and Marketing	5.65 x	14.89 x	16.31 x	7.74 x	6.91 x
O&G Storage and Transportation	11.53 x	12.12 x	15.58 x	N/A	10.59 x
O&G Equipment and Services	7.19 x	14.01 x	13.56 x	18.95 x	19.49 x
Alternative Energy Resources	N/A	21.28 x	N/A	N/A	N/A
Coal & Consumable Fuels	8.83 x	10.29 x	21.61 x	24.63 x	17.48 x
Utilities	9.70 x	9.51 x	10.55 x	10.71 x	11.48 x

Source: Capital IQ

# Energy

## M&A Summary - Noted Transactions

Second Quarter 2009

### Exhibit 3 - Noted 2008 and 2009 M&A Transactions - Through 6/30 (\$MM)

Group	Buyer	Target	Amount	Target Territory
Integrated Oil & Gas	Surgutneftegaz	Mol Magyar Olaj es Gazipari Rt.	\$1,802.5	Europe
	CEZ AS	Mol Magyar Olaj es Gazipari Rt.	\$1,299.0	Europe
	Oman Oil Company SAOC	Mol Magyar Olaj es Gazipari Rt.	\$1,276.0	Europe
O&G Exploration and Production	Penn West Energy Trust	Canetic Resources Trust	\$5,633.6	N. America
	Shell Canada Ltd.	Duvernay Oil Corp.	\$5,560.2	N. America
	Abu Dhabi National Energy Company PJSC	PrimeWest Energy Trust	\$4,603.5	N. America
O&G Refining and Marketing	ConocoPhillips	Australia Pacific LNG Ltd.	\$8,000.0	Asia Pacific
	LUKOIL Oil Company	ERG Raffinerie Mediterranee Srl	\$2,086.7	Europe
	VeraSun Energy Corporation	US BioEnergy Corp.	\$1,038.6	N. America
O&G Storage and Transportation	Multiple	NGPL PipeCo LLC	\$5,260.0	N. America
	IVG Funds GmbH	IVG Immobilien AG (70 Oil and Gas Storage Caverns)	\$2,470.7	Europe
	MarkWest Energy Partners LP	MarkWest Hydrocarbon Inc.	\$1,820.9	N. America
O&G Equipment and Services	National Oilwell Varco, Incorporated	Grant Prideco Inc.	\$7,676.3	N. America
	COSL Norwegian AS	Awilco Offshore ASA	\$3,908.8	Europe
	Multiple	Expro International Group PLC	\$3,818.2	Europe
Alternative Energy Resources	Great Plains Energy Inc.	Aquila Inc.	\$3,101.0	N. America
	Atel Holding AG (nka:Alpiq Holding AG)	M & A Rinnovabili Srl	\$249.7	Europe
	Vodustm Co. Ltd.	NEOFLEX	\$110.0	Asia Pacific
Coal & Consumable Fuels	BHP Billiton Mitsubishi Alliance	New Hope Corp. Ltd. (New Saraji Coal Project)	\$2,392.0	Asia Pacific
	Sherritt International Corporation	Royal Utilities Income Fund	\$887.7	N. America
	Xstrata Coal Pty Limited	Resource Pacific Holdings Ltd.	\$858.9	Asia Pacific
Utilities	Electricité de France	British Energy Group PLC	\$23,979.9	Europe
	E.ON AG	Endesa SA (Portfolio of Assets in Spain, Italy, Poland, Turkey and France)	\$15,978.1	Europe
	Enel SpA	Endesa SA	\$12,114.3	Europe

Source: Capital IQ

Exhibit 4 - PE & VC Deals Count & Dollar Volume - Through 6/30 (\$MM)

	2009	2008	2007	2006	2005
<b>PE &amp; VC Transaction Volume</b>					
Integrated Oil & Gas	1	1	-	1	-
O&G Exploration and Production	7	69	77	78	54
O&G Refining and Marketing	-	6	15	11	6
O&G Storage and Transportation	2	3	3	4	2
O&G Equipment and Services	2	29	27	34	27
Alternative Energy Resources	7	15	20	7	3
Coal & Consumable Fuels	12	34	49	32	13
Utilities	19	69	58	37	14
<b>Total Deal Count</b>	<b>50</b>	<b>226</b>	<b>249</b>	<b>204</b>	<b>119</b>
<b>PE &amp; VC Transaction Values</b>					
Integrated Oil & Gas	\$350	\$1	\$0	\$2	\$0
O&G Exploration and Production	\$70	\$5,423	\$4,167	\$4,082	\$2,881
O&G Refining and Marketing	\$0	\$27	\$281	\$419	\$431
O&G Storage and Transportation	\$3	\$103	\$75	\$215	\$8
O&G Equipment and Services	\$8	\$704	\$682	\$998	\$305
Alternative Energy Resources	\$113	\$128	\$133	\$137	\$16
Coal & Consumable Fuels	\$166	\$1,066	\$745	\$1,059	\$451
Utilities	\$544	\$5,006	\$1,642	\$1,019	\$430
<b>Total Deal Value</b>	<b>\$1,253</b>	<b>\$12,458</b>	<b>\$7,724</b>	<b>\$7,932</b>	<b>\$4,523</b>

Source: Capital IQ

## Energy Private Equity & VC Noted Transactions

Second Quarter 2009

### Exhibit 5- Noted 2008 and 2009 PE & VC Transactions - Through 6/30 (\$MM)

Group	Buyer	Target	Amount	Target Territory
Integrated Oil & Gas	Kohlberg Kravis Roberts & Co.	East Resources Inc.	\$350.0	N. America
	Individual Investors	Petro Grande LLC	\$0.7	N. America
O&G Exploration and Production	Multiple	Shelter Bay Energy Inc.	\$613.2	N. America
	Multiple	Kosmos Energy LLC	\$500.0	N. America
	Riverstone Holdings LLC; The Carlyle Group	Dynamic Offshore Resources LLC	\$500.0	N. America
O&G Refining and Marketing	Lime Rock Partners	Gas2 Ltd.	\$19.8	Europe
	N/A	Petro Energy Corporation	\$6.4	N. America
	BKM Management Ltd.	IGC Asia Pte Ltd	\$0.7	Asia Pacific
O&G Storage and Transportation	JP Morgan Asset Management	Southern Missouri Natural Gas	\$56.0	N. America
	PCG Capital Partners LLC	eCorp LLC	\$40.0	N. America
	N/A	Changfeng Energy Inc.	\$7.5	N. America
O&G Equipment and Services	Bank of Scotland Equity Investments	Integrated Subsea Services Ltd.	\$159.5	Europe
	3i Group plc; AAC Capital Partners	TSMarine (Contracting) Ltd.	\$105.3	Asia Pacific
	Multiple	Geotech Oil Services Holding	\$100.0	Europe
Alternative Energy Resources	Multiple	agri.capital GmbH	\$81.0	Europe
	Ambienta SGR	Icq Holding Spa Ltd.	\$28.9	Europe
	Multiple	Direct Energie Renouvelable	\$28.0	Europe
Coal & Consumable Fuels	First Reserve Corporation	Osage Bio Energy LLC	\$300.0	N. America
	Multiple	Range Fuels Inc.	\$158.0	N. America
	Multiple	Mascoma Corporation	\$61.0	N. America
Utilities	Multiple	Oncor Electric Delivery	\$1,254.0	N. America
	VERBUND-Austrian Hydro Power AG	Sorgenia SpA	\$550.8	Europe
	Multiple	Econcern NV	\$465.1	Europe

Source: Capital IQ

Energy  
Debt & Equity Underwriting Summary

Second Quarter 2009

Exhibit 6– Debt & Equity Underwriting Activity - Through 6/30 (\$MM)

	2009	2008	2007	2006	2005
<b>Underwriting Volume</b>					
Integrated Oil & Gas	16	10	10	7	1
O&G Exploration and Production	93	71	128	97	62
O&G Refining and Marketing	12	3	10	18	11
O&G Storage and Transportation	29	39	36	34	54
O&G Equipment and Services	18	19	24	41	32
Alternative Energy Resources	-	-	-	-	-
Coal & Consumable Fuels	16	11	27	18	18
Utilities	86	147	68	81	79
<b>Total Deal Count</b>	<b>270</b>	<b>300</b>	<b>303</b>	<b>296</b>	<b>257</b>
<b>Underwriting Value</b>					
Integrated Oil & Gas	\$16,439	\$7,331	\$5,249	\$6,994	\$206
O&G Exploration and Production	\$19,300	\$20,053	\$13,713	\$15,179	\$9,101
O&G Refining and Marketing	\$6,131	\$446	\$1,334	\$2,851	\$1,300
O&G Storage and Transportation	\$9,000	\$12,661	\$8,626	\$8,019	\$10,605
O&G Equipment and Services	\$6,206	\$5,589	\$10,746	\$7,488	\$5,598
Alternative Energy Resources	\$0	\$0	\$0	\$0	\$0
Coal & Consumable Fuels	\$648	\$1,604	\$1,109	\$2,287	\$2,139
Utilities	\$39,674	\$50,076	\$17,106	\$22,123	\$27,898
<b>Total Deal Value</b>	<b>\$97,399</b>	<b>\$97,759</b>	<b>\$57,884</b>	<b>\$64,941</b>	<b>\$56,847</b>
<b>Security Type</b>					
Equity	\$39,909	\$58,765	\$30,943	\$38,834	\$43,140
Debt	\$41,748	\$32,667	\$22,105	\$22,045	\$6,248
<b>Total Value</b>	<b>\$81,658</b>	<b>\$91,432</b>	<b>\$53,048</b>	<b>\$60,878</b>	<b>\$49,387</b>

Source: Capital IQ


Energy  
Debt & Equity Underwriting Noted Transactions

Second Quarter 2009

Exhibit 7- Noted 2008 and 2009 Transactions - Through 6/30 (\$MM)

Group	Issuer	Net Amount	Issuer Territory
Integrated Oil & Gas	Shell International Finance BV	\$2,723.0	Europe
	Shell International Finance BV	\$2,495.8	Europe
	Chevron Corp.	\$1,989.3	N. America
O&G Exploration and Production	Santos Ltd.	\$2,236.5	Asia Pacific
	Chesapeake Energy Corporation	\$1,379.7	N. America
	Anadarko Petroleum Corp.	\$1,337.7	N. America
O&G Refining and Marketing	BP Capital Markets PLC	\$1,397.9	Europe
	BP Capital Markets PLC	\$1,274.9	Europe
	BP Capital Markets PLC	\$748.6	Europe
O&G Storage and Transportation	TransCanada Corp.	\$1,544.2	N. America
	TransCanada Corp.	\$958.6	N. America
	Kinder Morgan Energy Partners LP	\$694.5	N. America
O&G Equipment and Services	Halliburton Company	\$990.1	N. America
	Weatherford International Ltd.	\$988.5	Europe
	Halliburton Company	\$986.1	N. America
Coal & Consumable Fuels	Massey Energy Co.	\$586.5	N. America
	Cameco Corp.	\$305.0	N. America
	Alpha Natural Resources Inc.	\$242.8	N. America
Utilities	Enel SpA	\$10,038.2	Europe
	Centrica PLC	\$3,649.0	Europe
	American Electric Power Co. Inc.	\$1,425.9	N. America

Source: Capital IQ




Bank of Ireland

Advisory Services



RBS  
The Royal Bank of Scotland Group

Advisory Services




BARCLAYS  
CAPITAL

Advisory & Valuation Services




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Advisory & Valuation Services



Goldman  
Sachs

Advisory & Valuation Services




Deutsche Bank

Advisory & Valuation Services



WELLS  
FARGO

Valuation Services




CALIFORNIA  
UNITED BANK

Valuation Services



WACHOVIA  
SECURITIES

Advisory Services



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## The Salter Group

The Salter Group is known for its outstanding capabilities in rendering independent valuation opinions to acquirers, investors and lenders in a variety of financing and M&A transactions. The Salter Group has distinguished itself as a leading independent financial and strategic advisory firm with a specialty in business and intangible asset valuations, financial opinions, economic analysis, forecasting and transaction support. The breadth of our global practice includes a broad range of industries, companies, intellectual property assets and transactions.

Our extensive experience in developing asset and business forecasts, and assessing a company's value and viability in light of current industry trends and global market conditions, enhances the value of our transaction opinions (fairness, solvency and collateral valuation opinions), financial

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*Sources of information utilized in the preparation of this newsletter include Capital IQ, Adams Media Research, MPAA, Veronis Subler, Price Waterhouse, Thompson Financial and Morningstar. 'EV' and 'Ent Val' mean 'Enterprise Value' which is obtained from Capital IQ. 'Net Revenue' or 'Net Sales' are computed as last twelve months' figures derived from filed financial statements. 'EBIT' means earnings before interest and taxes and also are calculated on a last twelve months' basis. 'EV/Sales' and 'EV/EBIT' are calculated as enterprise value divided by Net Revenue and EBIT, respectively. EV/Sales' and 'EV/EBIT' on pages 6 and 7 are calculated using the value weighted average. Cost of Equity is calculated using the capital asset pricing model ("CAPM") with the variables calculated as follows: the market risk premium was determined based on information from Morningstar, b is calculated using stock price information from Capital IQ over a two-year period relative to the native country's major index and adjusted for prospective expectations, and the risk free rate is calculated from the yield of a 10-year generic treasury bond in each country.*

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