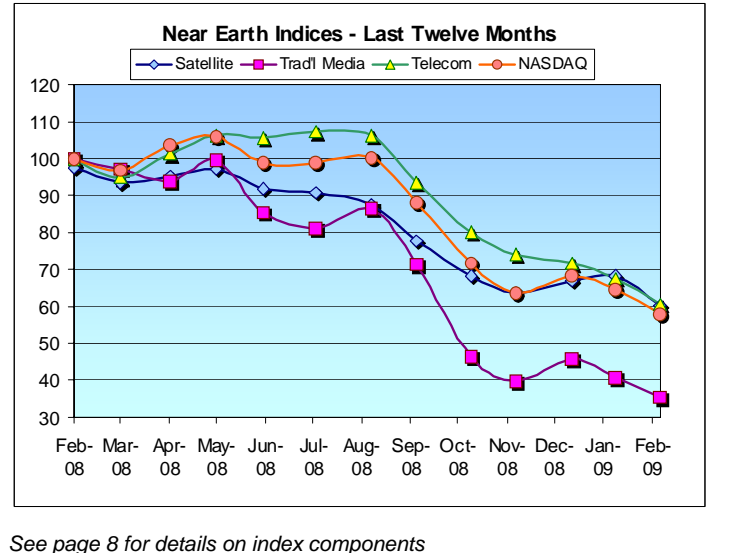


FROM THE GROUND UP

March 2009

Inside this Issue:

- Page 1: **The Way We See It...**
Satellite, Telecom and Media News
- Page 2: Capital crashes more important than orbital crashes
- Page 4: Turning space junk into cash
- Page 6: Guest column: The "Buy Low-Sell High" theory of marketing
- Page 8: Near Earth Analysis: Market Comparables
- Page 9: Near Earth Analysis: M&A Transactions
- Page 10: Conference announcements



THE WAY WE SEE IT...

Satellite:

Liberty Media provides \$530 million financing package to avert **Sirius XM** loan default and potential change of control restructuring involving **Echostar**. Financing includes senior secured loans and convertible preferred stock equivalent to a 40% equity stake. **Globecomm** acquires Netherlands based **Mach6** showing continued evidence of strong interest in the maritime satcom sector. **Integral Systems** announces acquisition of SatID product line from **QinetiQ**, adding to its satellite signal geolocation capabilities, another hot and growing sector. In a bizarre event, a non-operational Russian satellite collides with an **Iridium** satellite creating an impressive debris cloud, but otherwise not causing any immediate material effects. China's Chang'e-1 satellite completes a planned crash on the Moon after 16-month 3D mapping mission, proving Space Race II is "Chang'e" you can believe in. Lastly, previously unknown asteroid 2009 DD45 passes within 38,000 miles of Earth proving that things can indeed get much worse.

Telecom:

OpenTV received a non binding proposal from **Kudelski SA** to purchase the company's outstanding shares for \$1.35 per share, a 35% premium to its trading price the day before. The target company declined to comment pending action by its board. We think this deal suggests that with market prices at recent historical lows, cash rich strategic acquirers may become more aggressive in pursuing strategic targets, with or without the target boards' consent.

Media:

The widely publicized on-again off-again courtship of **Facebook** and **Twitter** has taken further interesting turns, in which the latter has closed on a more than \$35 million third round of venture capital at a reported valuation of \$250 million, while the former has rolled out new Twitter-like messaging features to its 175 million users. In the meantime, much attention has recently been drawn to **Twitter's** search functionality, of which even **Google** seems to be taking note. Although this feature is still less visible than the messaging platform itself, it could in the long run prove the source of a hugely effective business model, offering, among other things, real time marketing feedback to businesses worldwide. Should **Facebook** and **Twitter** eventually come to terms on a combination, the resulting social network and interactive communication and search platform could become a consumer media outlet to give **Yahoo!**, **AOL**, **MSN**, and potentially even **Google** a real run for the money.

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Capital crashes more important than orbital crashes

... Iridium faces some great strategic challenges to the future and nature of its operations

What a time for Iridium Satellite, LLC. The worldwide telecommunications company and satellite operator seemingly has a seven-course meal of items on its plate right now. On one hand, the company is growing nicely (320,000 terminal units and EBITDA over \$108 million), is introducing new and highly competitive services offerings (such as OpenPort mobile broadband), receiving new support from an acquiring company and its affiliate bank (the GHL Acquisition Corp SPAC and sponsor Greenhill), while benefitting mightily from the problems of competitor GlobalStar. On the other hand, with an aging fleet of satellites needing replacement, with Inmarsat and its newer satellite fleet chomping at their bit with equally compelling offerings and with access to capital highly constrained by the greatest upheaval in the capital markets in a generation – Iridium faces some great strategic challenges to the future and nature of its operations.

In fact, while the collision of one of Iridium's satellites in orbit earlier this month seems to have created much commotion and debate in the press, the incident seems to be one the lesser concerns for the company right now. Whatever degradation of service quality that occurred was quickly repaired with a replacement where the old satellite used to be. Little or no revenue was lost. The market seems to be satisfied – while there was a significant jump in the trading volume of GHL securities in the days following the incident, prices hardly moved at all, reflecting no less or greater concern by the market for the near-term viability of the company and the acquisition.

... In a turbulent era when cash is king, no one wants to be locked in with an illiquid equity stake when they can simply vote their own cash back.

Unfortunately for Iridium, GHL warrants were already trading in the pennies and far out of the money. Clearly, the market currently does not believe that the GHL acquisition of Iridium will be consummated by its shareholders and that the GHL SPAC will be dissolved following the vote. This does not necessarily reflect badly on Iridium and its business – the warrants of virtually all other SPACs on the market are also trading at pennies. In a turbulent era when cash is king, no one wants to be locked in with an illiquid equity stake when they can simply vote their own cash back. For Iridium, however, the market downturn means that it may lose access to the valuable GHL cash. When it comes to business, a crash in the market can mean a lot more than a crash in orbit.

This is all the more problematic since Iridium has been planning to build Iridium NEXT, the replacement for its current fleet and due for deployment in 2014. NEXT, however, is estimated to cost \$2.7 billion, an amount of capital that is hardly accessible in these times, even with access to the public markets and Greenhill/GHL's support. Planned financing of NEXT is said to consist of a combination of GHL cash and warrants, operating cash flow and revenues from secondary payloads. Whether this is creative or sufficient enough is under some doubt. Cash flow isn't anywhere near

Capital crashes (cont.)

... This is all the more problematic since Iridium has been planning to build Iridium NEXT, the replacement for its current fleet

enough to cover the difference whether or not GHIL cash shows up. Finding high-paying secondary payloads is going to be a tall order when potential tenants' technical requirements (orbits, spectrum use, etc) do not necessarily align with NEXT and are facing the same capital market environment that Iridium is facing. In any case, even if Iridium is able to go to the markets and raise debt - at 8x EBITDA, GHIL's valuation of all of Iridium is not much more than \$800 million. Even if one applied the 14.5x EBITDA multiple that Inmarsat had at the time of the original merger announcement (but doesn't anymore), you would still be about \$1.3 billion short of the entire company's value to build NEXT. As it stands, can this system be built?

While we like the concept and advantages of a LEO constellation from a redundancy and service point of view, it may well be necessary for Iridium to build a GEO constellation instead. The recent Inmarsat-4 constellation of 4 GEO satellites only cost about \$1.5 billion, which seems much closer to being doable for Iridium. Yes, a retreat to GEO would negate some of Iridium's inherent and highly marketed advantages - low data latency and coverage of the poles, but it is debatable whether those two advantages justify the extra billion dollars in investment. Besides, since the coverage density of the current Iridium constellation is highest at the poles, service in those areas by the old system will continue for years yet, even as parts of the system start to fail. As for lower latency - while it is certainly nice to have, the only potential competitor on the horizon in the high data rate market is the as yet unbuilt O3b system. Their system won't be adequate for maritime and aeronautical uses - plus they too must deal with the same capital market to build their system.

... A management team that has brought the company this far certainly cannot be counted out to see through its vision to the next generation

Where does Iridium go next, even if not NEXT? Iridium, GHIL and their advisors may yet find some arrangement to induce shareholder approval and discover mercy and opportunity in these troubled markets. A management team that has brought the company this far certainly cannot be counted out to see through its vision to the next generation. It would be a nice boost to see a new, array of Iridium satellites in the sky, no matter what form they take. Now, if they could only watch out for those pesky old Russian satellites floating around....

By Ian Fichtenbaum
Near Earth LLC

Turning space junk into cash

... The problem is that orbits of this type are inherently unstable over the medium to long term

While the occasional (albeit quite rare) in-orbit failure, and more recently a collision have taken communications satellites out of service, more typically they have tended to die with a whimper, rather than a bang. This is because most satellite communications networks are designed for use with Clarke orbits, the specialized 24 hour orbits that make satellites appear to hang motionless over fixed locations on the equator. (Of course, in actuality they are moving so as to cancel out the Earth's rotation.) In turn, these orbits permit ground user that may number in the hundreds of thousands to benefit from having simple antennas that you aim at the satellite, bolt it in place and can conveniently forget about.

The problem is that orbits of this type are inherently unstable over the medium to long term (i.e. months to years). To correct for this instability, satellites in these orbits periodically must adjust the orbit by firing small rocket motors that over time consume a great deal of fuel. Once this fuel is exhausted, the satellite can no longer maintain its orbit and it must be retired, *even if it is otherwise fully functional.*

Therein lies the opportunity we cited in the title of this article.

As the satellites begin to drift, they do so in an entirely predictable fashion, called an inclined orbit. For users with antennas that can compute the location and track the satellite as it moves across the sky, it remains a useful asset, capable of carrying communications traffic. While this has been true as long as satellites have been used, the complexity and cost of these antennas and associated computing power has precluded widespread use of inclined orbit satellites. But this is beginning to change.

... cheaper processing power and demand for mobile connectivity ... is driving substantial antenna production runs, [and] the cost of mobile high gain tracking antennas has fallen dramatically...

With today's much smaller (as small as 60 cm) Ku and Ka band antennas, cheaper processing power and demand (much of it military) for mobile connectivity that is driving substantial antenna production runs, the cost of mobile high gain tracking antennas has fallen dramatically, and it continues to fall. Companies like Mobilesat, KVH, Raysat, S3Satcom, C2Sat and many others now offer Ku band connectivity that is portable enough for Humvees and pleasure craft as well as shipping vessels and cruise liners. (A typical antenna is shown below – the radome is 26" in diameter, encloses a tracking antenna and the entire unit is 60 lbs.)

Turning space junk into cash (cont.)

... an increasing number of end users no longer need stationary satellites – and thus can use capacity from satellites in inclined orbits.



Source: KVH Industries

In turn, with a large and growing number of these mobile tracking terminals in service for both military and civilian applications, an increasing number of end users no longer need stationary satellites – and thus can use capacity from satellites in inclined orbits. And, since there is effectively an inexhaustible (thanks to continuing fleet replacement) supply of “free” satellites that support this traffic, this growing addressable market is thus giving satellite operators a means to “turn space junk into cash”, using their low cost of providing service (no satellite capex!) to offer mobile users cheaper capacity to boot. We believe this is a win-win for all that over time could provide a meaningful lift to satellite operators while speeding the adoption of mobile broadband services.

By John Stone
Near Earth LLC

Guest column: The “Buy Low-Sell High” theory of marketing

... Now is *not* the time to cut and run out on your marketing budget...now is the time to seek out opportunities

In troubled times, savvy investors drive a hard bargain and end up with extraordinary value. The savviest contrarians go into shopping mode while others panic. This same kind of thinking can be applied to marketing. While others are into a cut and run mode, the smart money looks for marketing opportunities. Right now consumers are spending more time than ever before evaluating their daily product purchases and their long term brand loyalties. Now is *not* the time to cut and run out on your marketing budget...now is the time to seek out opportunities.

“A man who stops advertising to save money is like a man who stops a clock to save time.” Henry Ford

Here are some reasons why our current economic environment can spell opportunities for marketers:

- Your competition is hiding. The landscape is not as crowded. That means your own marketing has a higher probability of getting noticed. In fact, in your product category, you may be the only guy out there who is in the face of the consumer! Normally we have to sit around and say “how the hell can we be different?” Now all we have to do is show up.
- You can bargain for lower media rates. Local newspapers, television, and radio outlets are missing their budgets. Now is the time to drive a hard bargain and ask for extras. Cut deals at lower rates and lock those rates in long term. You will get way more bang for your buck right now than you have in a very long time.
- Now is the time you need the business! When the economy is weak, your business will only get weaker without marketing. It is a vicious cycle. Out of sight...out of mind, and out of mind can mean out of business. If your competition is hiding, right now you can have a larger share of mind. Familiarity breed preference, and preference leads to long term customer loyalty.
- Customers are hunting. When the economy dips and consumers move into a state of fear, product purchases are scrutinized, and loyalties are challenged. That means you can position your product as a need....not just a want. People are looking for value and meaning. Now is the time to be very pragmatic and honest with your marketing. People are looking for products and services they can trust. That means while they are hunting and evaluating, you need to be out there marketing and not hiding behind your desk.

... People are looking for value and meaning. Now is the time to be very pragmatic and honest with your marketing.

Guest column: The “Buy Low-Sell High” theory (cont.)

... This is not a start and then stop process. Your customers need evidence of product performance...

- Attitudes are shifting. What was important yesterday may not be so important in today’s environment. That can spell new opportunities for your product or service. Take a survey...do some focus groups...find out what is driving the emotional needs of your core customer. How has it changed? Where are the new opportunities? How must your message change? How can you reposition the competition and make your brand more relevant for the next 12 months of economic hardship?
- Marketing Never Stops. If you stop your marketing, you are wasting the brand equity you have built so far. This is not a start and then stop process. Your customers need evidence of product performance, and a reason why your product is absolutely positively the best in the category. When a consumer makes a budget cut...you don’t want to end up on the cutting room floor. That’s why marketing doesn’t stop because the economy is bad. It is exactly the time you need to turn up the volume.

These are tough times, and they may be some of the most creative and opportunistic times in years. Put on your contrarian investor hat and look for the bargains. Create new demands. Stay close to your core customer. Dig deeper and look for the essential ties to your customers. And never ever stop fishing for new customers.

By Ted Bolton
Bolton Research Corporation

Ted Bolton, PhD, is president of Bolton Research Corporation. He has advised media outlets, owners and financial institutions for over 20 years. Dr. Bolton has also owned, operated and sold 30 media properties across the United States.

If you are interested in his marketing seminars on Ratings, Ownership and Audience Marketing Strategies, he can be reached at brcted@aol.com or at 305-343-9999.

This article was originally published in Dr. Bolton’s blog, Media Bait, <http://mediabait.com>

NEAR EARTH ANALYSIS: MARKET COMPARABLES

Public Market Valuation Analysis of Selected Companies in the NEAR EARTH MEDIA INDEX

(\$ in millions, except per share data)		Stock Price:		Enterprise Value as a Multiple of:			Price as a Multiple of:			
Ticker	Company	3/4/09	Market Value of Equity	Enterprise Value (a)	LTM Sales	LTM EBITDA	LTM EBIT	LTM EPS	2008E EPS (b)	2009E EPS (b)
Satellite Television (DBS)										
BSY	British Sky Broadcasting (f)	\$ 6.48	\$11,323.3	\$13,001.5	1.8x	9.4x	12.6x	19.0x	16.5x	13.9x
DISH	Dish Network Corp	\$ 9.59	\$4,411.8	\$8,960.2	0.8x	3.2x	7.4x	6.8x	4.8x	4.6x
DTV	DirectTV Group Inc.	\$ 20.55	\$22,831.1	\$25,764.1	1.3x	5.3x	9.4x	14.4x	12.5x	9.5x
Mean					1.3x	6.0x	9.8x	13.4x	11.3x	9.3x
Cable Television										
CHTR	Charter Communications Inc.	\$ 0.02	\$7.4	\$20,104.4	3.2x	8.7x	20.1x	n/m	n/m	n/m
CMCSA	Comcast Corporation	\$ 12.74	\$36,568.1	\$65,126.1	1.9x	5.1x	10.0x	12.8x	12.7x	11.1x
MCCC	Mediacom Communications Corp.	\$ 3.87	\$375.1	\$3,568.4	2.6x	7.2x	13.8x	n/m	n/m	25.8x
TWC	Time Warner Cable Inc.	\$ 18.71	\$18,302.1	\$29,681.1	1.8x	4.7x	9.4x	13.6x	18.9x	16.7x
Mean					2.4x	6.4x	13.3x	13.2x	15.8x	17.9x
Television										
TVL	LIN TV Corp.	\$ 0.86	\$43.5	\$862.6	2.1x	4.9x	7.2x	1.1x	n/m	4.3x
SBGI	Sinclair Broadcast Group	\$ 1.18	\$101.7	\$1,503.4	2.0x	4.7x	8.7x	1.4x	n/m	5.9x
Mean					2.1x	4.8x	7.9x	1.3x		5.1x
Satellite Radio (DARS)										
SIRI	Sirius XM Radio	\$ 0.14	\$353.6	\$3,366.7	1.4x	n/m	n/m	n/m	n/m	n/m
Mean					1.4x					
Radio										
CMLS	Cumulus Media Inc.	\$ 1.44	\$60.3	\$570.1	1.8x	6.8x	8.0x	3.9x	2.8x	5.8x
CXR	Cox Radio Inc.	\$ 4.84	\$403.6	\$816.8	1.9x	5.7x	6.1x	2.4x	6.5x	10.3x
EMMS	Emmis Communications Corp.	\$ 0.29	\$10.6	\$580.6	1.6x	8.3x	10.7x	n/m	n/m	n/m
ETM	Entercom Communications	\$ 0.99	\$36.0	\$909.3	2.0x	6.7x	7.9x	0.8x	1.4x	1.1x
ROIA	Radio One Inc.	\$ 0.59	\$55.8	\$791.7	2.4x	9.5x	12.1x	n/m	6.6x	4.2x
Mean					1.9x	7.4x	9.0x	2.4x	4.3x	5.3x
NewsPrint										
MNI	The McClatchy Company	\$ 0.41	\$33.8	\$2,231.3	1.1x	6.8x	12.1x	1.4x	4.6x	n/m
NYT	New York Times	\$ 4.39	\$631.2	\$1,321.4	0.4x	3.9x	7.1x	5.8x	10.2x	13.7x
WPO	Washington Post	\$ 343.05	\$3,210.3	\$3,483.3	0.8x	5.8x	10.9x	19.4x	12.6x	15.4x
Mean					0.8x	5.5x	10.0x	8.9x	9.1x	14.6x
MEDIA SERVICES INDEX (excludes Satellite Radio (DARS) stocks)										
High					3.2x	9.5x	20.1x	19.4x	18.9x	25.8x
Mean					1.7x	6.3x	10.2x	7.9x	9.2x	10.2x
Low					0.4x	3.2x	6.1x	0.8x	1.4x	1.1x

Public Market Valuation Analysis of Selected Companies in the NEAR EARTH TELECOM INDEX

(\$ in millions, except per share data)		Stock Price:		Enterprise Value as a Multiple of:			Price as a Multiple of:			
Company		3/4/09	Market Value of Equity	Enterprise Value (a)	LTM Sales	LTM EBITDA	LTM EBIT	LTM EPS	2008E EPS (b)	2009E EPS (b)
Satellite Capacity Leasing (FSS)										
ETL.PA	Eutelsat Communications	\$ 20.30	\$4,388.6	\$7,537.1	6.8x	8.8x	15.7x	18.9x	17.1x	16.4x
LORL	Loral Space & Comm. Inc.	\$ 13.34	\$269.3	\$495.1	0.6x	4.2x	9.5x	n/m	n/m	n/m
SESG.PA	SES Global S.A. (c)	\$ 18.15	\$9,194.1	\$13,647.4	6.7x	9.9x	18.5x	19.4x	13.3x	12.5x
Mean					4.7x	7.6x	14.6x	19.1x	15.2x	14.4x
Satellite Equipment Manufacturers & Integrators										
CDV	COM DEV International (d)	\$ 2.50	\$170.7	\$182.9	1.2x	14.3x	33.7x	18.4x	12.8x	8.2x
CMTL	Comtech Telecommunications	\$ 37.64	\$1,106.4	\$850.3	1.4x	5.5x	6.8x	13.1x	19.5x	8.7x
GCOM	Globecom Systems Inc.	\$ 4.95	\$102.4	\$45.8	0.2x	2.7x	4.1x	4.1x	23.6x	13.8x
GILT	Gilat Satellite Networks	\$ 3.08	\$130.3	\$29.9	0.1x	1.4x	3.1x	10.7x	12.3x	9.6x
HUGH	Hughes Communications, Inc.	\$ 8.20	\$174.5	\$560.1	0.5x	4.2x	8.2x	12.4x	13.2x	6.4x
ISYS	Integral Systems Inc.	\$ 9.31	\$160.8	\$155.3	0.9x	7.3x	8.3x	14.0x	9.2x	8.1x
ORB	Orbital Sciences	\$ 12.74	\$734.0	\$393.4	0.3x	3.0x	3.5x	9.0x	15.3x	11.5x
SATS	EchoStar Corp.	\$ 15.34	\$1,470.1	\$867.0	0.4x	n/m	n/m	n/m	n/m	n/m
VSAT	ViaSat Inc.	\$ 17.32	\$556.6	\$469.7	0.8x	8.3x	17.2x	32.9x	11.0x	10.2x
Mean					0.6x	4.6x	7.3x	13.8x	14.9x	9.7x
Towers										
AMT	American Tower	\$ 28.21	\$11,113.1	\$15,480.4	9.9x	15.8x	29.5x	n/m	n/m	n/m
CCI	Crown Castle	\$ 17.14	\$4,843.4	\$11,173.6	7.4x	13.6x	n/m	n/m	n/m	n/m
SBAC	SBA Communications	\$ 20.67	\$2,412.1	\$4,800.4	10.7x	20.2x	n/m	n/m	n/m	n/m
Mean					9.3x	16.5x				
General Telecom										
S	Sprint Nextel Corporation	\$ 3.32	\$9,478.6	\$27,927.6	0.8x	3.6x	n/m	n/m	n/m	n/m
T	AT&T	\$ 23.00	\$136,574.0	\$211,754.0	1.7x	4.8x	9.0x	9.5x	11.5x	10.2x
VZ	Verizon Communications, Inc.	\$ 28.15	\$83,538.2	\$163,509.2	1.7x	5.3x	9.9x	13.3x	11.2x	10.6x
Mean					1.4x	4.6x	9.4x	11.4x	11.4x	10.4x
TELECOM SERVICES INDEX (excludes Towers stocks)										
High					6.8x	14.3x	33.7x	32.9x	23.6x	16.4x
Mean					1.5x	5.6x	11.4x	12.6x	13.1x	9.7x
Low					0.1x	1.4x	3.1x	4.1x	9.2x	6.4x

(b) EPS estimates from Thomson First Call. Near Earth does not estimate EPS and does not condone or validate these estimates.

n/m Not Meaningful.

(c) Converted to US \$ from Euro at an exchange rate of 1.2656 US \$ per Euro.

(d) Converted to US \$ from C\$ at an exchange rate of 0.7838 US \$ per C\$.

(f) Converted to US \$ from British Pound at an exchange rate of 1.4198 US \$ per British Pound.

Member of NEAR EARTH SATELLITE INDEX

NEAR EARTH ANALYSIS: M&A TRANSACTIONS

Selected Satellite, Telecom & Media Transactions
(US\$ in millions)

Date Announced	Acquiror	Target	Equity Value (a)	Transaction Value (b)	Transaction Value/	
					LTM Sales	LTM EBITDA
Satellite Operators						
04/21/04	KKR	PanAmSat Corporation	\$3,532.0	\$4,300.0	5.2x	7.7x
06/06/04	Blackstone Group	New Skies Satellites NV	956.0	956.0	4.5x	7.7x
08/17/04	Zeus Holdings	Intelsat Ltd.	3,100.0	5,000.0	5.2x	7.6x
08/29/05	Intelsat Ltd.	PanAmSat Holding Corporation	3,065.0	6,271.1	7.5x	9.7x
12/14/05	SES Global	New Skies Satellites NV	760.0	1,160.0	5.0x	8.0x
12/05/06	Abertis Telecom	EutelSat (32% share)	1,000.0	1,838.0	7.3x	9.7x
12/18/06	Telesat (new)	Telesat (old)	2,800.0	2,940.0	7.1x	12.0x
12/18/06	Telesat (new)	Loral Skynet	691.0	1,050.0	7.1x	19.6x
12/18/06	Telesat (new)	Telesat/Skynet Combined	3,491.0	3,990.0	7.1x	13.4x
06/19/07	BC Partners	Intelsat	5,000.0	16,400.0	7.7x	11.3x
08/02/07	Abertis Telecom	Hispasat (28.4% share)	199.0	199.0	5.8x	7.9x
				Mean	6.3x	10.4x
Ground Equipment & Systems Integrators						
11/11/05	SkyTerra / Apollo	HNS (Hughes' VSAT, Broadband)	155.0	460.0	0.8x	n/d
08/03/06	Thrane & Thrane	Nera's Mobile Satellite Communications	89.6	89.6	1.1x	n/d
03/19/07	CIP Canada Investment Inc.	Stratos Global Corporation	293.3	621.5	1.2x	2.9x
05/12/08	Comtech	Radyne	201.9	223.6	1.5x	16.0x
07/10/08	Nokia	Navteq	7,719.0	8,100.0	8.8x	29.5x
				Mean	1.1x	9.4x
Aerospace and Defense						
04/23/07	Kratos	SYS Technologies	49.3	49.3	0.6x	n/m
05/03/07	Globecom	GlobalSat	18.4	18.4	0.9x	n/d
07/31/07	LMI Aerospace, Inc.	D3 Technologies, Inc.	65.0	65.0	1.0x	7.2x
11/29/07	Finmeccanica SPA	VEGA Group PLC	59.2	56.2	0.9x	9.6x
05/12/08	Finmeccanica SPA	DRS Technologies Inc	3,358.0	4,930.0	1.4x	11.0x
05/13/08	Cobham plc	M/A-COM	425.0	425.0	0.9x	6.8x
06/04/08	Cobham plc	Sparta Inc	416.0	416.0	1.4x	12.1x
12/16/08	Sierra Nevada Corporation	SpaceDev, Inc.	31.7	26.6	0.7x	23.3x
				Mean	1.0x	11.7x
Video Distribution						
09/29/05	International Datacasting	Proflin (c)	4.5	3.9	1.1x	n/d
11/18/05	Cisco	Scientific Atlanta	6,900.0	5,300.0	2.7x	13.2x
02/08/06	Tandberg Television	Skystream	80.0	80.0	2.6x	n/d
12/21/06	Motorola	Tut Systems	39.0	39.0	1.0x	n/d
04/23/07	Motorola	Terayon Communication Systems Inc.	139.7	127.2	1.9x	n/m
12/07/07	Macrovision Corp	Gemstar-TV Guide Intl Inc	2,842.1	2,325.1	3.7x	21.9x
				Mean	1.9x	13.2x
Towers						
05/04/05	American Tower	Spectrasite	3,100.0	3,800.0	10.2x	17.0x
03/17/06	Crown Castle	Trintel Communications	145.0	145.0	10.1x	n/d
03/17/06	SBA Communications Corp	AAT Communications Corp	1,002.0	1,002.0	12.0x	17.9x
05/08/06	Crown Castle	Mountain Union Telecom LLC	309.0	309.0	11.9x	n/d
10/06/06	Crown Castle	Global Signal	4,000.0	5,800.0	12.1x	26.6x
07/21/08	SBA Communications Corp	Optasite Towers	253.2	428.2	14.8x	n/m
				Mean	11.2x	20.5x
General Telecom (Wireless)						
02/17/04	Cingular	AT&T Wireless	\$40,770.0	\$47,105.0	2.8x	10.7x
12/15/04	Sprint Corp	Nextel Communications Inc	28,449.0	36,200.0	2.7x	7.1x
01/05/05	Alltel	Western Wireless	4,300.0	6,181.0	3.2x	10.7x
07/01/05	Sprint Nextel Corporation	US Unwired, Inc.	1,000.0	1,266.0	2.9x	13.2x
03/06/06	AT&T (new)	Bell South	67,000.0	89,000.0	4.3x	10.7x
				Mean	3.2x	10.5x
Television						
03/31/05	Lin TV Corp.	WNDY-TV, WWHO-TV	\$85.0	\$85.0	4.3x	12.9x
05/10/05	Various Acquirors (d)	Emmis Comm TV Portfolio	1,350.0	1,350.0	5.2x	14.6x
06/30/05	Univision Communications	WLII (2 TV Stations in Puerto Rico)	190.0	190.0	4.0x	16.7x
01/18/07	Citadel Investment Group LLC	ION Media Networks Inc	98.8	1,654.3	7.1x	16.9x
03/29/07	Umbrella Holdings LLC	Univision Communications	12,300.0	13,700.0	6.3x	18.1x
				Mean	5.4x	15.8x
Radio						
02/07/06	Citadel Broadcasting	Disney (ABC Radio)	1,500.0	2,700.0	4.7x	13.5x
07/29/08	Sirius Satellite Radio Inc.	XM Satellite Radio Holdings Inc.	2,301.7	3,957.7	3.4x	n/m
07/30/08	Bain Capital	Clear Channel	17,923.8	23,724.1	3.5x	10.8x
				Mean	3.8x	12.2x
New Media						
03/06/06	NBC Universal	iVillage Inc.	600.0	550.0	6.0x	32.4x
03/15/07	Cisco	WebEx	2,900.0	2,900.0	7.6	29.3
01/31/08	Amazon.com	Audible	280.7	257.0	2.4x	n/m
02/11/08	Microsoft	Danger	-	500.0	8.9x	n/m
03/04/08	Demand Media	Pluck	-	75.0	7.5x	n/d
03/11/08	Google	DoubleClick	3,100.0	3,100.0	10.3x	62.0x
05/28/08	comScore	M:Metrics	-	44.3	4.0x	n/d
05/15/08	CBS	CNET	1,800.0	1,800.0	4.4x	n/m
07/02/08	Hellman & Friedman LLC	Getty Images Inc.	2,028.1	1,977.1	2.3x	7.0x
				Mean	5.9x	33.3x

(a) When Equity Value was not disclosed, Transaction Value was used

(b) Calculated as Value of Equity plus interest bearing liabilities and preferred stock, less cash & equivalents

(c) Values reflect closing figures. Converted at 1.1757 C\$ per US\$

(d) Transaction includes the divestiture of Emmis' TV portfolio to: Lin TV (\$260M), Journal Comm (\$235M), Gray (\$186M), Blackstone (\$259M)
It also includes estimated transaction value of \$410M for the final sale of 3 TV stations. This is predicted to occur sometime in 2005.

n/d Not Disclosed

n/m Not Meaningful

ABOUT NEAR EARTH LLC

Near Earth is a specialized Investment Bank which brings the highest quality senior level attention to companies in the greater commercial satellite/space, telecom, media, entertainment, and technology industries.

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Washington DC

Tuesday, March 24th, 2009

<http://www.satellitetoday.com/satellite2009/>

25th National Space Symposium

The Broadmoor Hotel, International Center

Colorado Springs, Colorado

Wednesday, April 1st, 2009

<http://www.nationalspacesymposium.org/>

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