

Daniel W. Roberts,
President

Roberts & Ryan Investments Inc.

Based in San Francisco, we provide "value added" information to our global asset managing clients.

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About Roberts & Ryan

Mr. Roberts, this firm's president, is now running for an open seat in the new Second Congressional District of California. He has been a candidate for public office, so the procedures aren't new to him. He brings a financial conservatism and moderate on social issue to the office. We think this new district will welcome his candidacy.

In order to facilitate our receipt of directed order flow, we show our list of agents as follows:

Global markets:
Merrill Lynch
Societe Generale

Cheuvreaux -
(Pan European only)

HSBC -
(Asia only)

Deutsche Bank -
(Australia only)

US Domestic:
Pershing

Europe

Samsung seeks to block iPhone S4 in France, Italy

South Korean Samsung Electronics said that it would seek to block the sale of Apple's iPhone 4S in France and Italy, asserting that the phone violates its patents.

In seeking a court order against its rival in the two large European markets, Samsung indicated a more aggressive stance in its expanding patent battle with Apple. Samsung said each of its injunction requests would cite two patent infringements related to wireless telecommunications technology, specifically the wide-band code-division multiple access standards for mobile handsets, or WCDMA. Samsung

planned to file for preliminary injunctions in other countries after further review, the company said without elaborating. "The infringed technology is essential to the reliable functioning of telecom



networks and devices," Samsung said in a statement.

"Apple has continued to flagrantly violate our intellectual property rights and free ride on our technolo-

gy, and we will steadfastly protect our intellectual property." Comment from Cupertino-based Apple was not immediately available.

The two companies are locked in about 20 legal disputes over patents in nine countries, including Australia, Britain, Germany, Japan, the Netherlands and the United States. The fight began when Apple sued Samsung in April in the United States, asserting that the Samsung Galaxy lineup of smartphones and tablet devices "slavishly" copied the design, user interface and packaging of the iPhone and iPad.

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China

Internet mogul keen to pursue bid for Yahoo



“Alibaba is already talking to Yahoo and other suitors about a purchase of the Sunnyvale-based company.”

Chinese Internet billionaire Jack Ma made it official: He wants to own Yahoo, the troubled Internet portal that is the subject of takeover rumors. Ma also said he’s planning to spend the next year as a student of U.S. culture, preparing for a future when his Internet conglomerate, the Alibaba Group, and other Chinese Internet companies will have a stronger role in the U.S. Much of his time will be spent in Silicon Valley, although he also plans to travel around the U.S.

Speaking at a Stanford conference on the growth of the Internet in China, the first question the Alibaba CEO fielded from the audience was about buying Yahoo. “Yes, we are very interested in that,” Ma said. “We are very interested in Yahoo because our Alibaba Group is so important to Yahoo and Yahoo is also very important to us.” Yahoo owns a 43 percent stake in Alibaba. Ma said Alibaba is already talking to Yahoo and other suitors about a purchase of the Sunnyvale-based com-

pany, and would pursue an acquisition of Yahoo’s entire business. “It’s more complicated than we thought, and there are so many people interested in that. We are talking to them, and they are talking to us,” Ma said, adding that there are not only money issues but political issues involved. “I cross my fingers just to say, we are very, very interested,” Ma said. Yahoo spokeswoman declined to comment on Ma’s statements or the company’s process of considering suitors.

In July, Yahoo and Alibaba concluded a painful, drawn out negotiation over the future of Alipay, an online payments service spun off by Alibaba into a separate company controlled by a group led by Ma. The spinoff earlier this year happened without knowledge of Yahoo’s shareholders. It was a drawn-out debate that further soured Yahoo’s already unhappy shareholders on the company and its leadership. CEO Carol Bartz was fired last months. Under the complex deal

between companies, Alibaba would receive a payment of \$2 billion to \$6 billion from Alipay if it goes public within the next decade. Part of that would ultimately flow to Yahoo.

Ma said that he is not convinced that he got the better end of the deal because Alipay’s business model is not yet mature. “They are happy,” he said of Yahoo. “I’m half burnt. But it’s a challenge. I’m facing a lot of tough days. This is one of the tough things I have to face.” Ma said that while he and Yahoo co-founder Jerry Yang remain “pretty close friends,” his close-up view of Yahoo’s problems in recent months means his company is best positioned to buy and operate the Sunnyvale-based Internet company. Alibaba has a local office in Santa Clara. Ma said that as a young entrepreneur he visited the Silicon Valley in 1999, looking for a venture capital investor. He returned to China without financial backers but with a powerful belief that he could translate what the val-

ley had become to China. “I think I went back to China with the American dream,” Ma said.

One thing Ma said has always surprised him is that while American business leaders say the huge Chinese market is very important to them, they are not willing to spend time there learning the country and its culture. An Alibaba spokeswoman said the company would have no further comment about its plans with Yahoo, or Ma’s plans over the next year.

Ma said he arrived in the U.S. 15 days ago and plans to spend much of the next year here – relaxing, playing golf and learning about the country and its economy. And, apparently, pursuing Yahoo.

“If you really want to know China, you’ve got to spend some time there,” Ma, said. “The U.S.A. is going to be a big market for us, and I really want to take time, put everything down, and spend time here.”

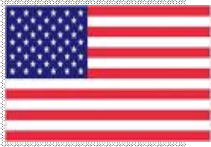
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The Americas

Alliance with Salesforce has been winning Simplion combo



“Simplion specializes in helping other businesses with Salesforce.com, a rapidly growing cloud-based business software company.”

Dhiraj Sharma believes that cloud computing is the future, and he’s convinced that using Salesforce.com is the way for businesses to get there. “We think that we are at the cusp of a breakthrough,” said Sharma, CEO of Simplion Technologies Inc., “and we believe that Salesforce.com is the company to be associated with. We feel that we are in the right spot at the right time.” That’s why Simplion specializes in helping other businesses with Salesforce.com, a rapidly growing cloud-based business software company.

Salesforce.com provides businesses with customer relationship management products as well as a custom software development platform called Force.com, Sharma said. According to its most recent annual report, Salesforce.com ended 2011 with 61.6 billion in revenue, growing 27 percent, and more than 92,000 customers, and Simplion hopes to capitalize on that. Salesforce.com makes sense for companies because it is both scalable and fast, Sharma said. “The same thing a company is doing that would take 18 months, now takes much less time to develop software on Force.com,” he said. It’s very, very, very cost effective.” Simplion’s focus is doing business in threes – “three days to analyze, three days to come up with a prototype, and three months to come up with a product,” Sharma said. His approach has apparently paid off. The company been ranked on Business Journal’s list of fastest-growing companies for the past three years, and been named one of the Business Journal’s “Best Places to Work in the Bay Area.”

Milpitas-based Simplion was originally a software testing company when Sharma founded it in 2004. In 2008, however, Sharma realized that the world was heading in the direction of cloud computing and social media. “As an innovative company, what we did was we started building our competency in the cloud computing space,” Sharma said. Simplion started shifting resources away from software testing toward training its team in Salesforce.com and hiring

Salesforce.com specialists. Today, Simplion has

strong Salesforce.com professionals in both the Silicon Valley and India. Its customers include Cisco Systems Inc., Verizon Wireless, and Well Fargo & Co. The company sets up the software for customers, and customizes it.

One such customer is a local cloud-based phone system provider. Director of Business Services Sunil Madan chose Simplion to handle its IT and management information system needs in March 2010 because of Simplion’s strong Salesforce.com presence offshore and the capabilities of its team. “They had a strong development expertise in terms of developing apps – we had some specific requirements,” Madan said. “They had people who had worked in the CRM space. They understood the sales processes, how the leads come into the system. It wasn’t just the technical side, but they had people who had done that type of implementation before. It was like the perfect match for us.” Madan attributes the San Mateo company’s growth to its relationship with Simplion. “From the very beginning, I said (to Sharma), ‘I’m relying on you,’” he said. “We’re even thinking of expanding our partnership with Simplion in the future in different departments as well, like engineering.” Sharma said one of Simplion’s values is always exceeding customers’ expectations. “Our customers are our greatest advertisement,” he said. “At this point, the only challenge that we are facing is managing our workload and our capacity. We



are constantly hiring.”

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India

India proves critics wrong with \$35 tablet



“India introduced a cheap tablet computer, saying it would deliver modern technology to the countryside to help lift villagers out of poverty.”

India introduced a cheap tablet computer, saying it would deliver modern technology to the countryside to help lift villagers out of poverty. The computer, called Aakash, or “sky” in Hindi, is the latest in a series of “world’s cheapest” innovations in India that include a \$2,040 compact Nano car, a \$15 water purifier and \$2,000 open-heart surgery. Developer Datawind is selling the tablets to the government for about \$45 each, and subsidies will reduce that to \$35 for students and teachers. In comparison, the cheapest Apple iPad tablet costs \$499, while the recently announced Kindle Fire will sell for \$199. Datawind says it can make about 100,000 units a month at the moment, not nearly enough to meet India’s hope of getting its 220 million children online.

Human Resources Development Minister Kapil Sibal called the announcement a message to all children of the world. “This is not just for us. This is for all of you who are disempowered,” he said. “This is for all those who live on the fringes of society.” Despite a burgeoning tech industry and decades of robust economic growth, there are still hundreds of thousands of Indians with no electricity, let alone access to computers and information that could help farmers improve yields, business startups reach clients, or students qualify for

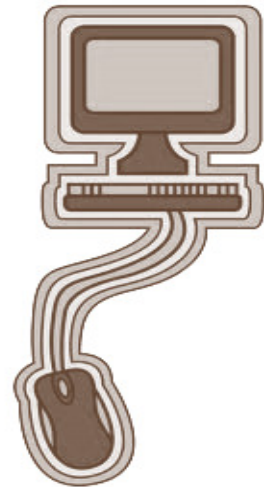
universities. The launch – attended by hundreds of students, some selected to help train others across the country in the tablet’s use – followed five years of efforts to design a \$10 computer that could bridge the country’s vast digital divide. “People laughed, people called us lunatics,” ministry official N.K. Sinha said. “They said we are taking the nation for a ride.” Although the \$10 goal wasn’t achieved, the Aakash has a color screen and provides word processing, Web browsing and video conferencing.

The Android 2.2-based device has two USB ports and 256 megabytes of RAM. Despite hopes for a solar-powered version – important for India’s energy-starved hinterlands – no such option is currently available. Both Sibal and Datawind CEO Suneet Singh Tuli called for competition to improve the product and drive prices down further. “The intent is to start a price war. Let it start,” Tuli said, inviting others to do the job better and break technological ground – while still making a commercially viable product. As for the \$10 goal, “let’s dream and go in that direction. Let’s start with that target and see what happens,” he said.

The students at the launch were well-briefed on the goal of providing tablets for the poor, although most in attendance already had access to computers at home or in their schools.

“A person learns quite fast when they have a computer at home,” said Shashank Kumar, 21, a computer engineering student from Jodhpur, Bihar, who was one of five people selected to demonstrate the device. “In just a few years people can even become hackers.” India, after raising literacy to about 78 percent from 12 percent when British rule ended, is now focusing on higher education with a 2020 goal of 30 percent enrollment.

Today, only 7 percent of Indians graduate from high school. “To every child in India I carry this message. Aim for the sky and beyond. There is nothing holding you back,” Sibal said before distributing about 650 of the tablets to a local school.



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