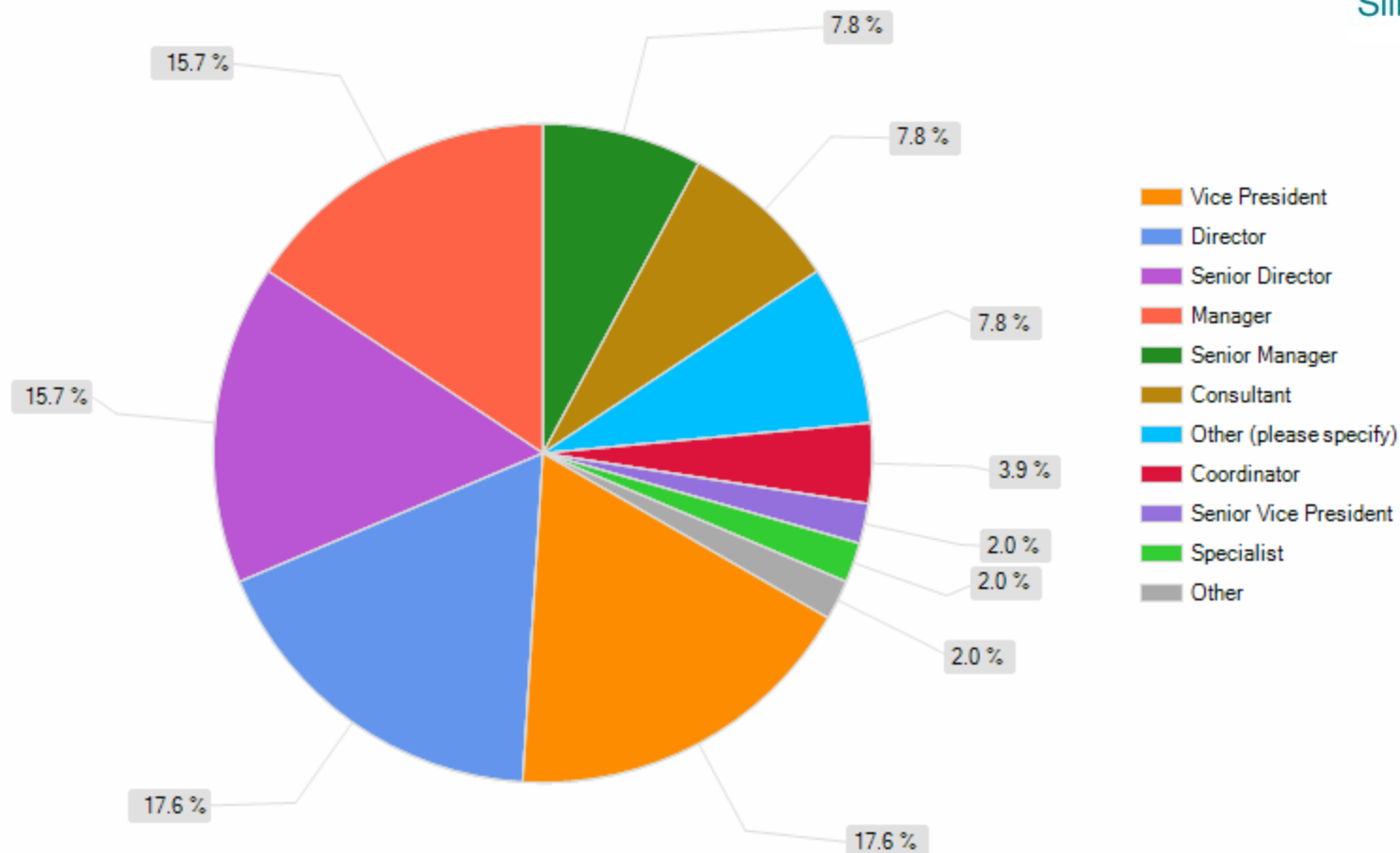


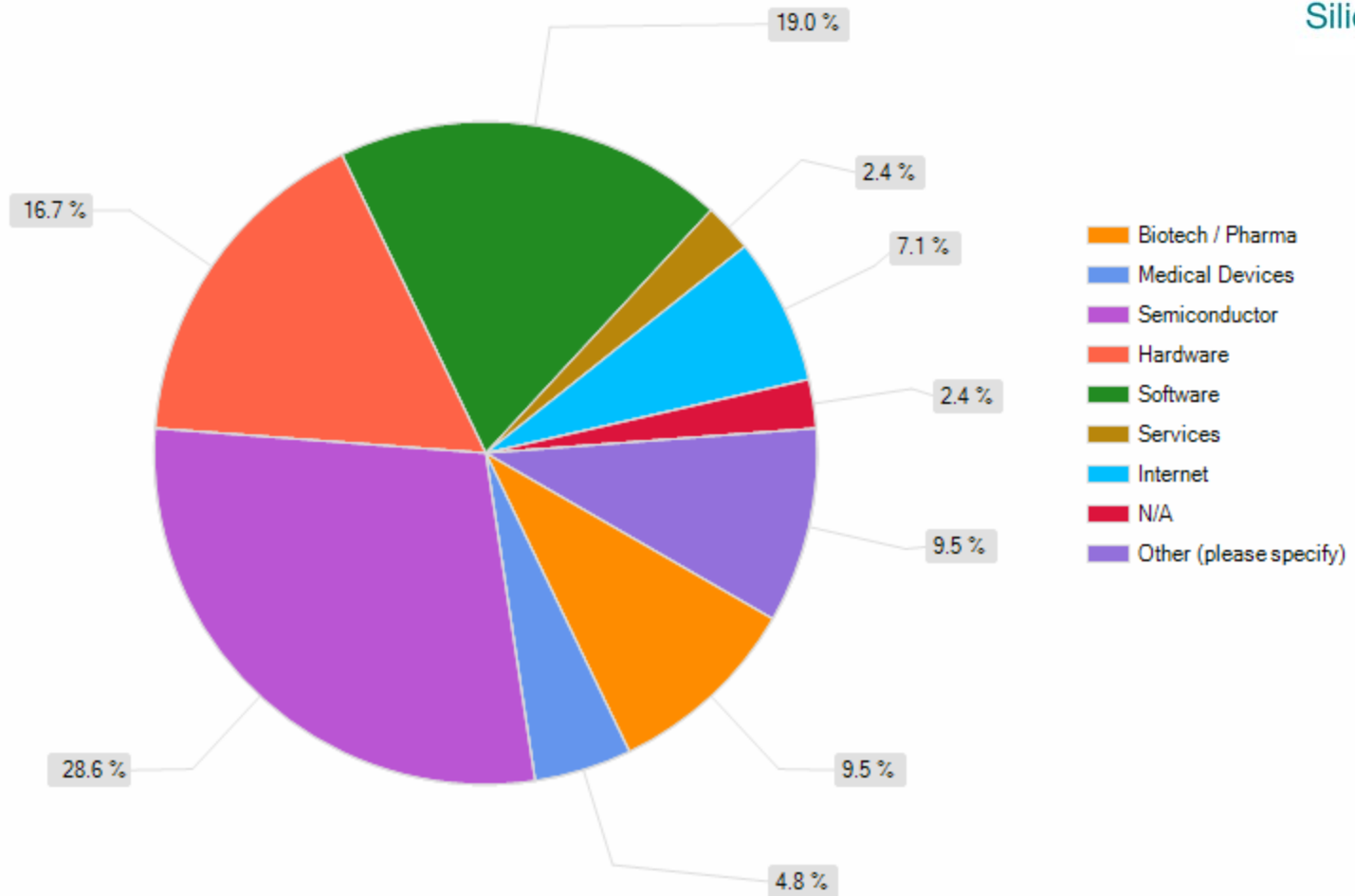


2009 NIRI Silicon Valley Member Survey

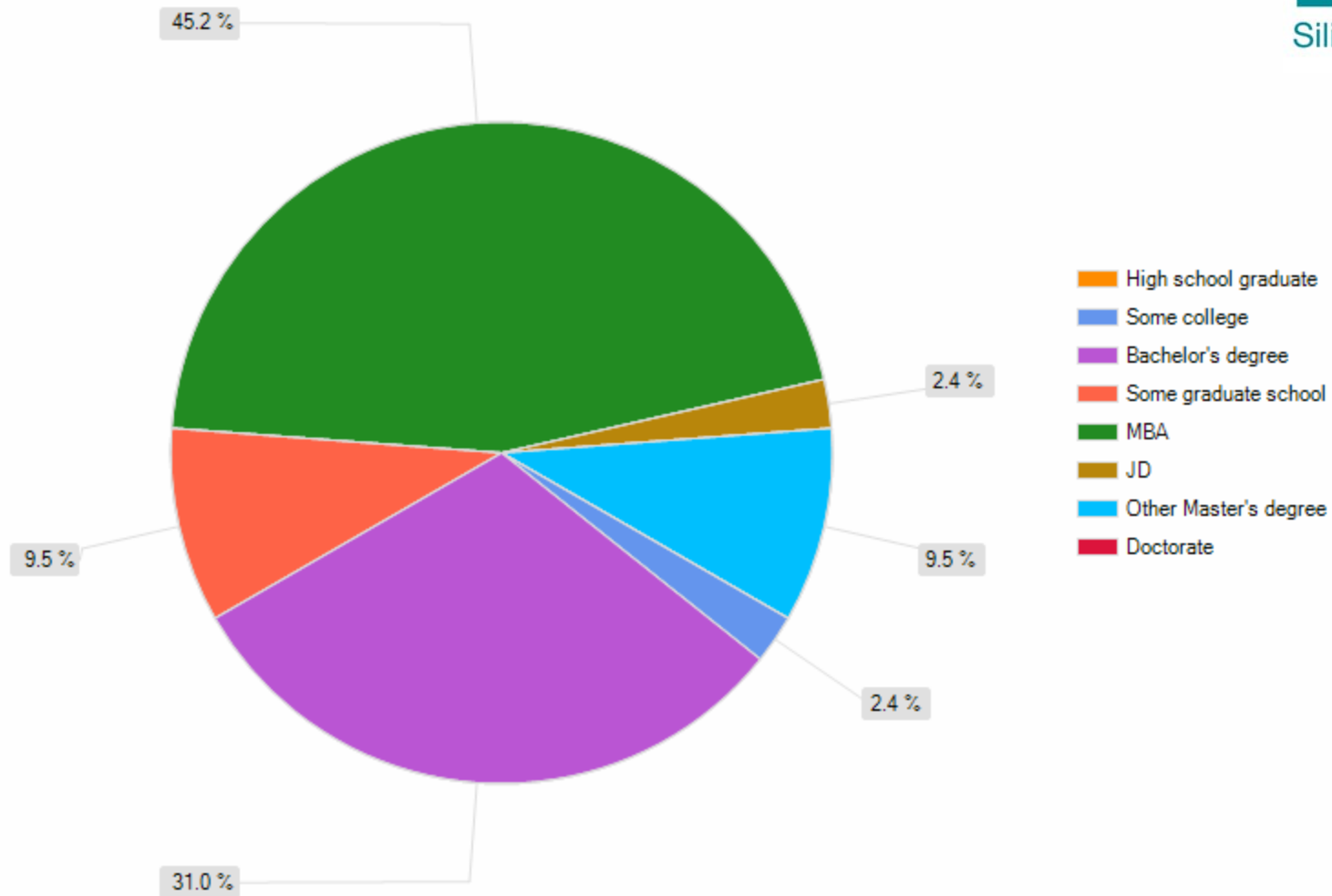
What is your most recent job title? (Please indicate your last job title if currently unemployed.)



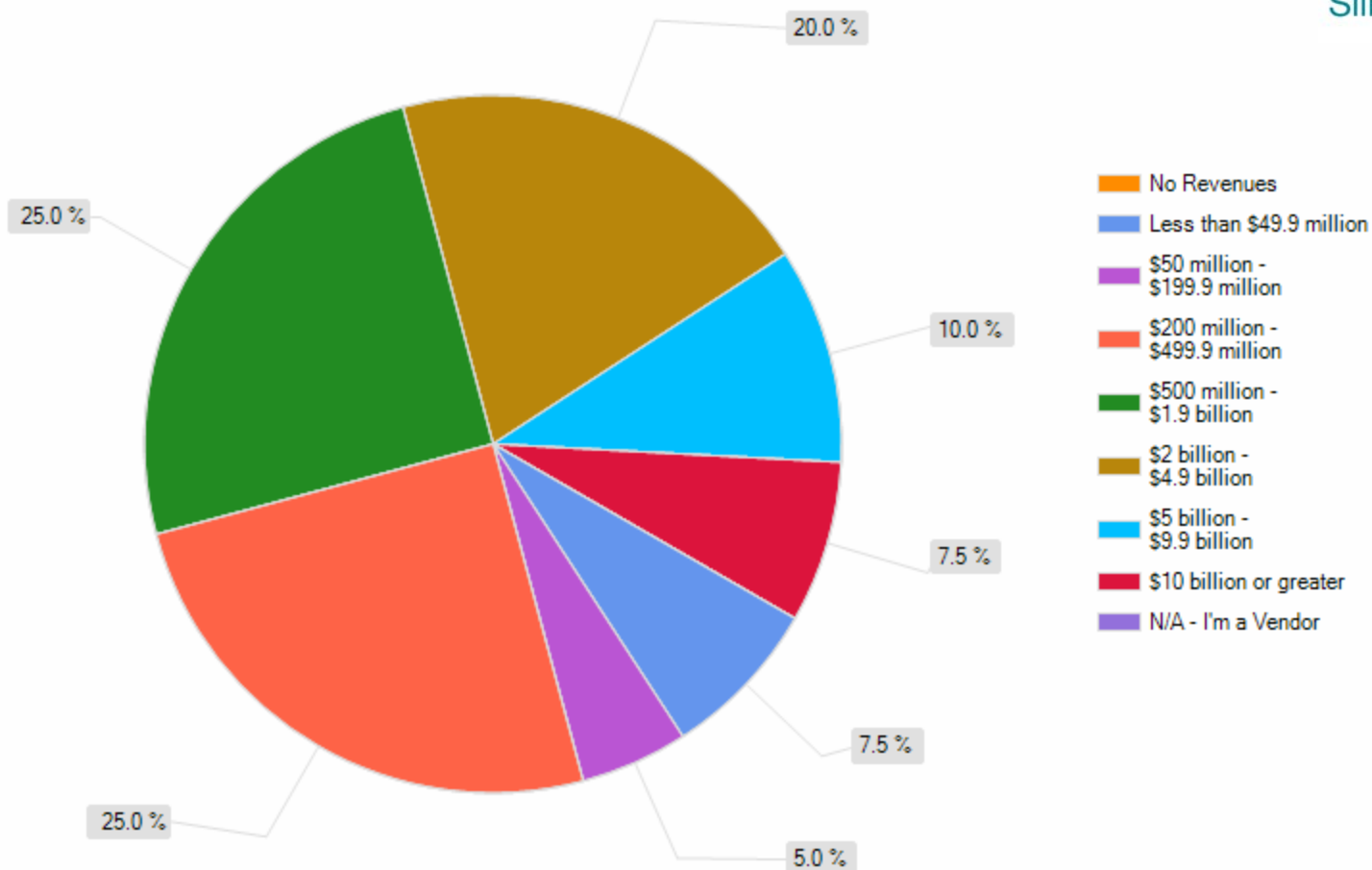
In what industry are you most recently employed in an investor relations position?



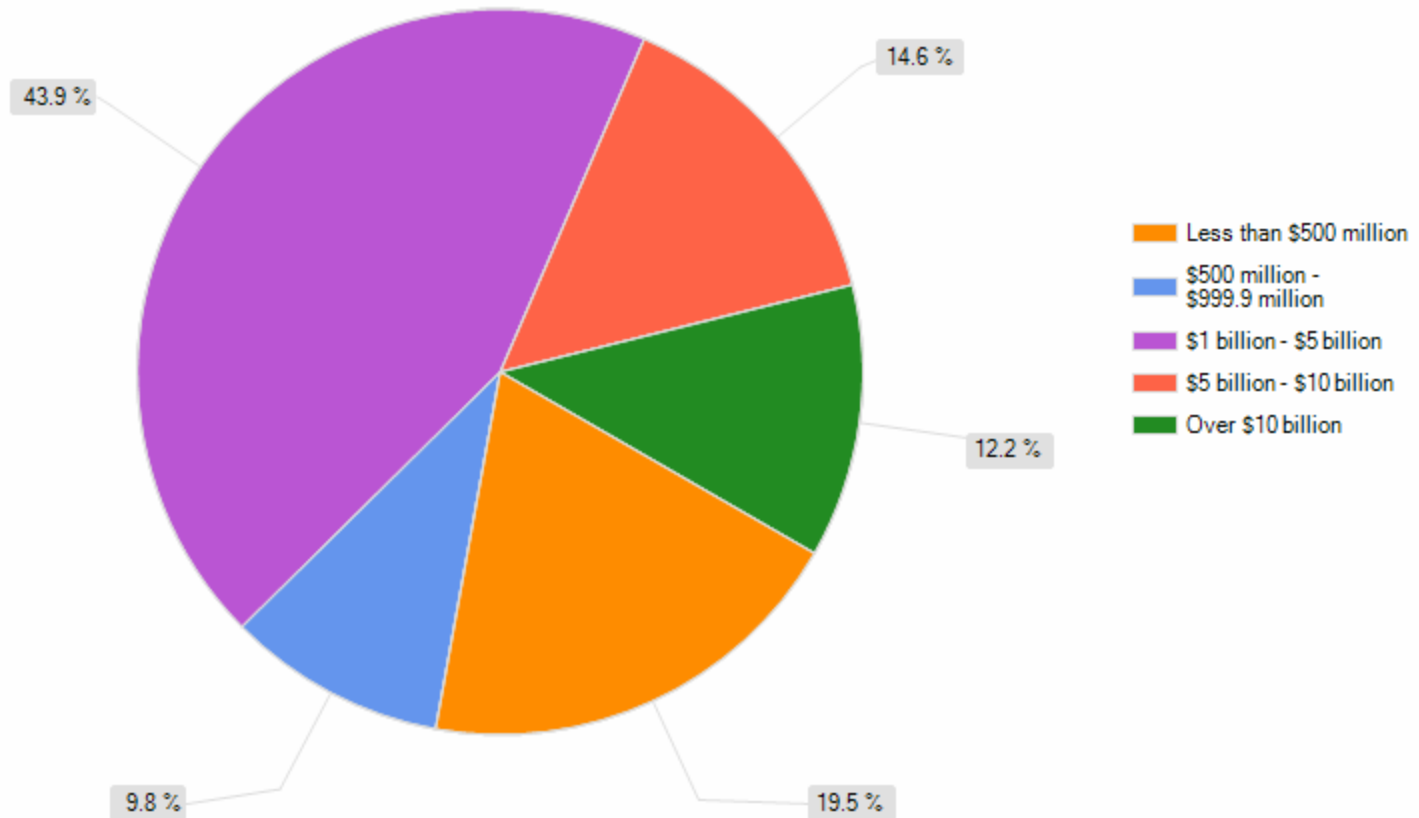
What is the highest level of education that you have completed?



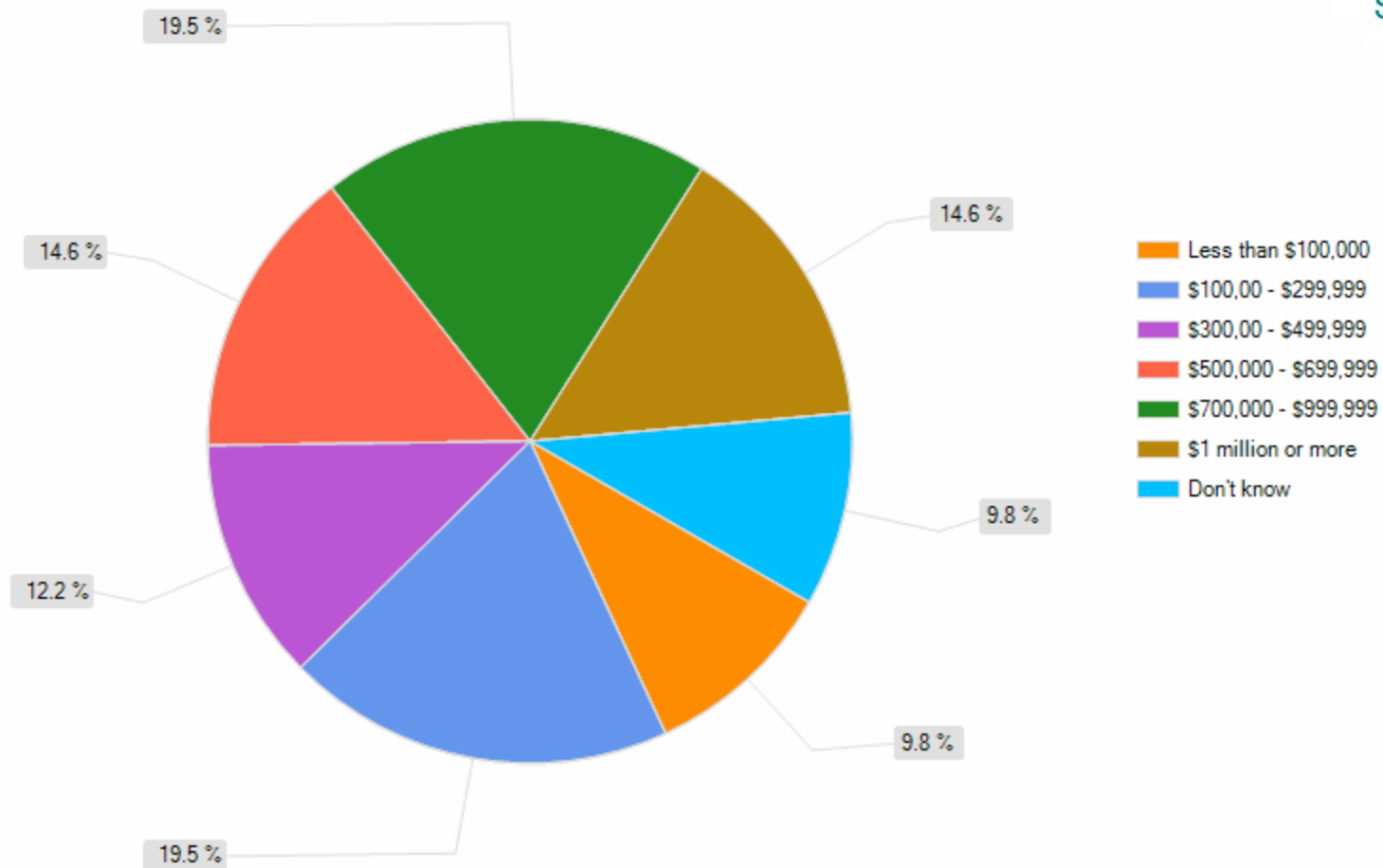
What is your company's annual revenue?



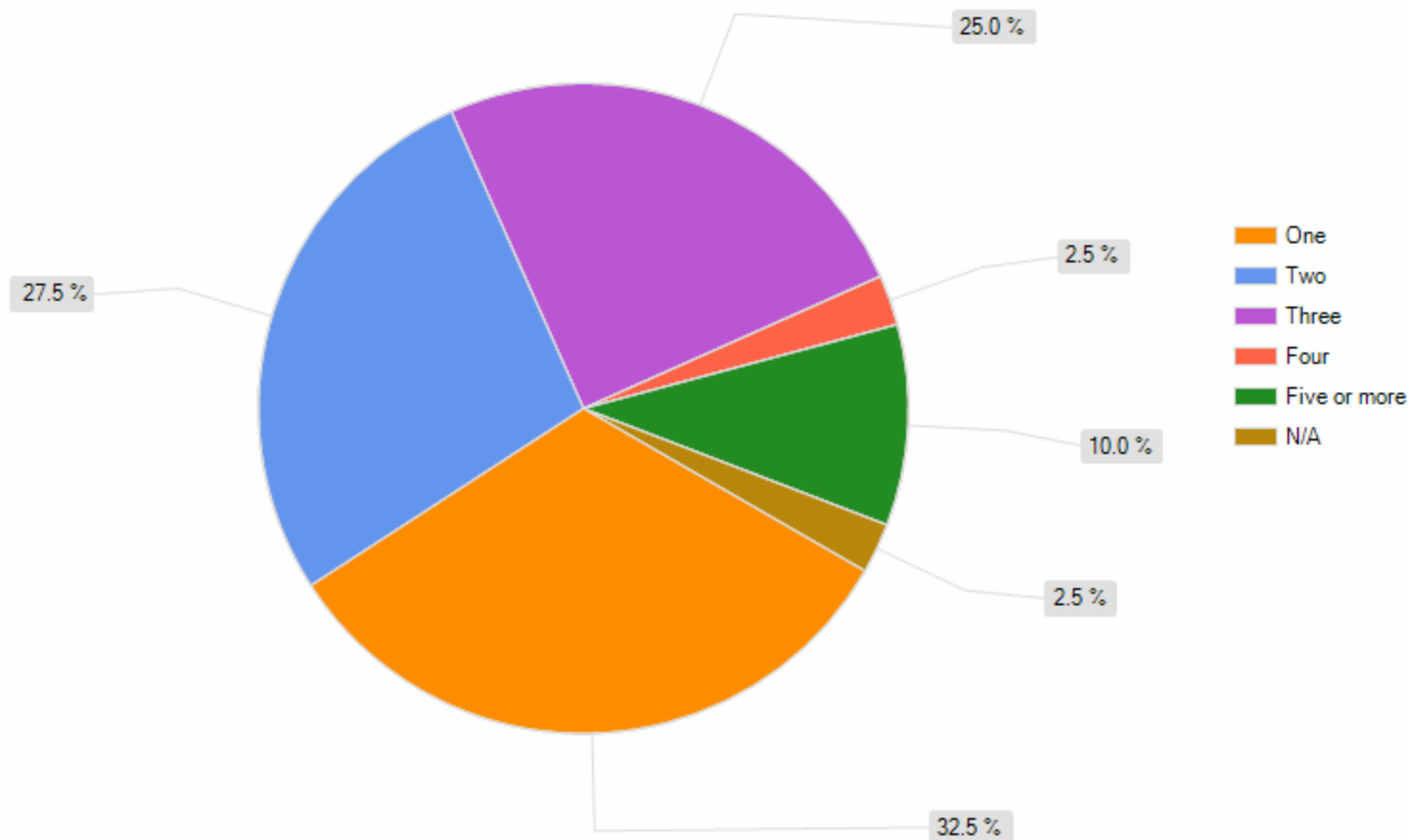
What is your company's market cap?



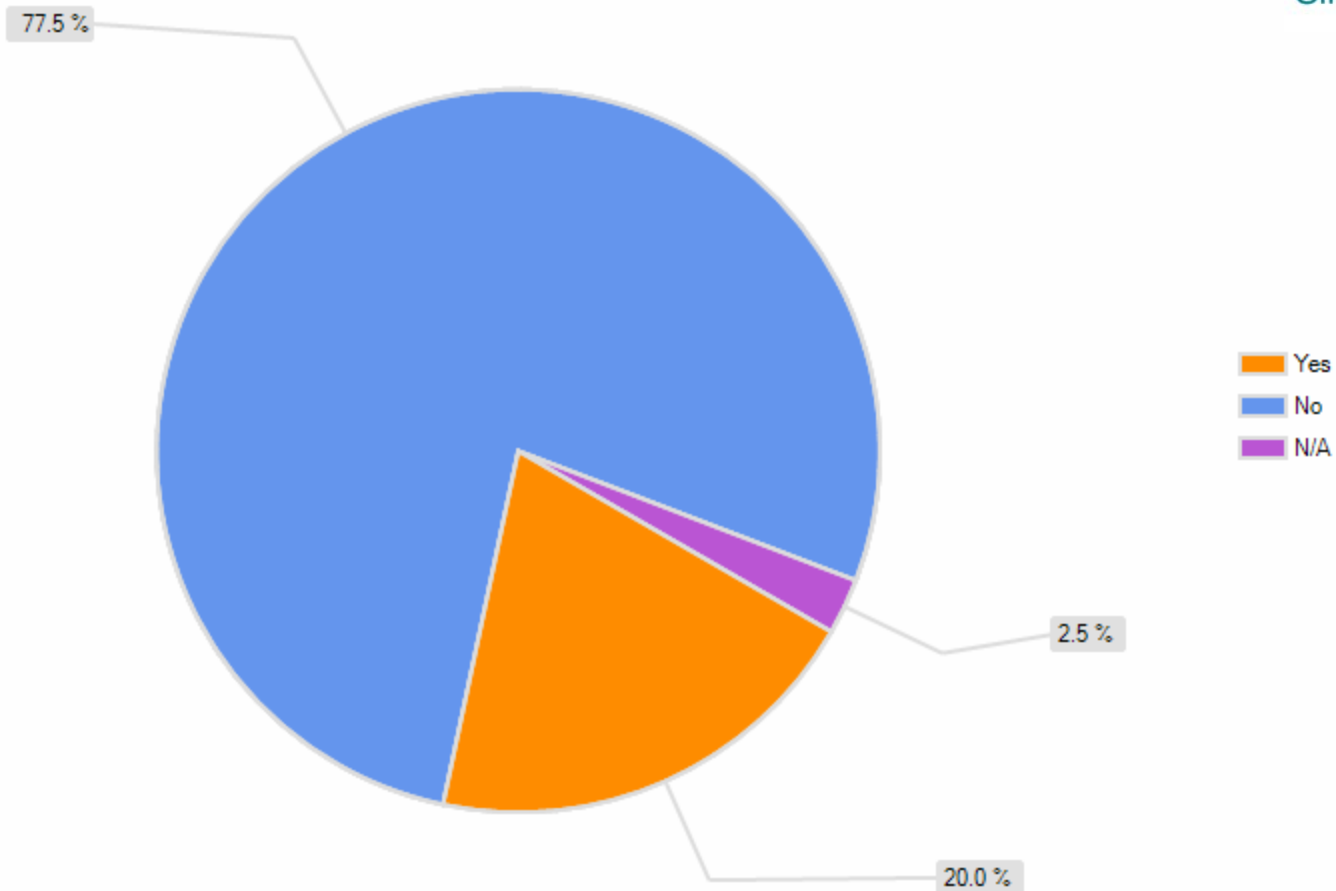
What is the annual budget of the Investor Relations program at your company? (please exclude costs associated with the annual report, stock market fees and allocated overhead, but include salaries and benefits)



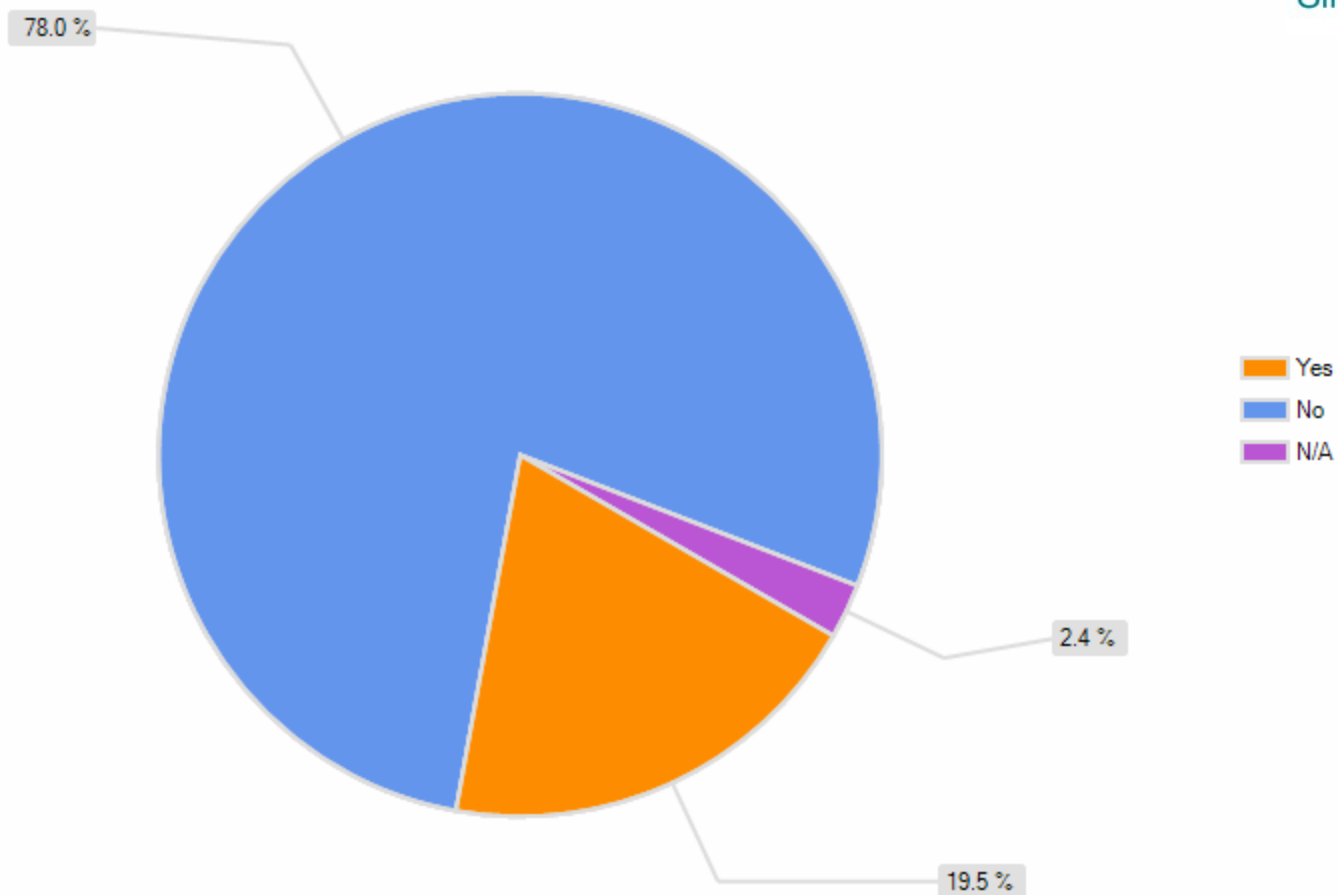
How many staff members (including yourself) are assigned to investor relations at your current company? (Please include all full-time members and any part-time staff members working more than 25 hours/week)



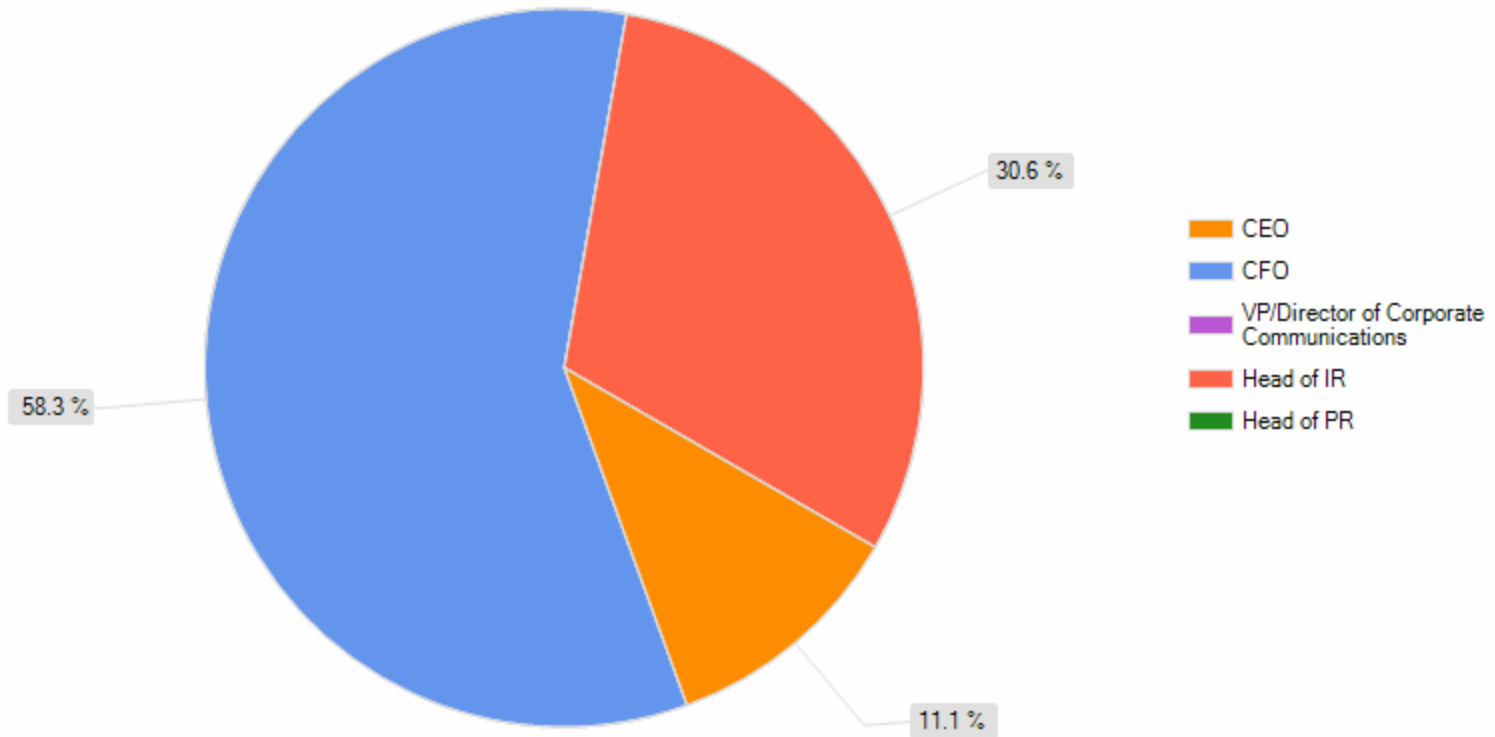
Do you work with an outside investor relations agency?



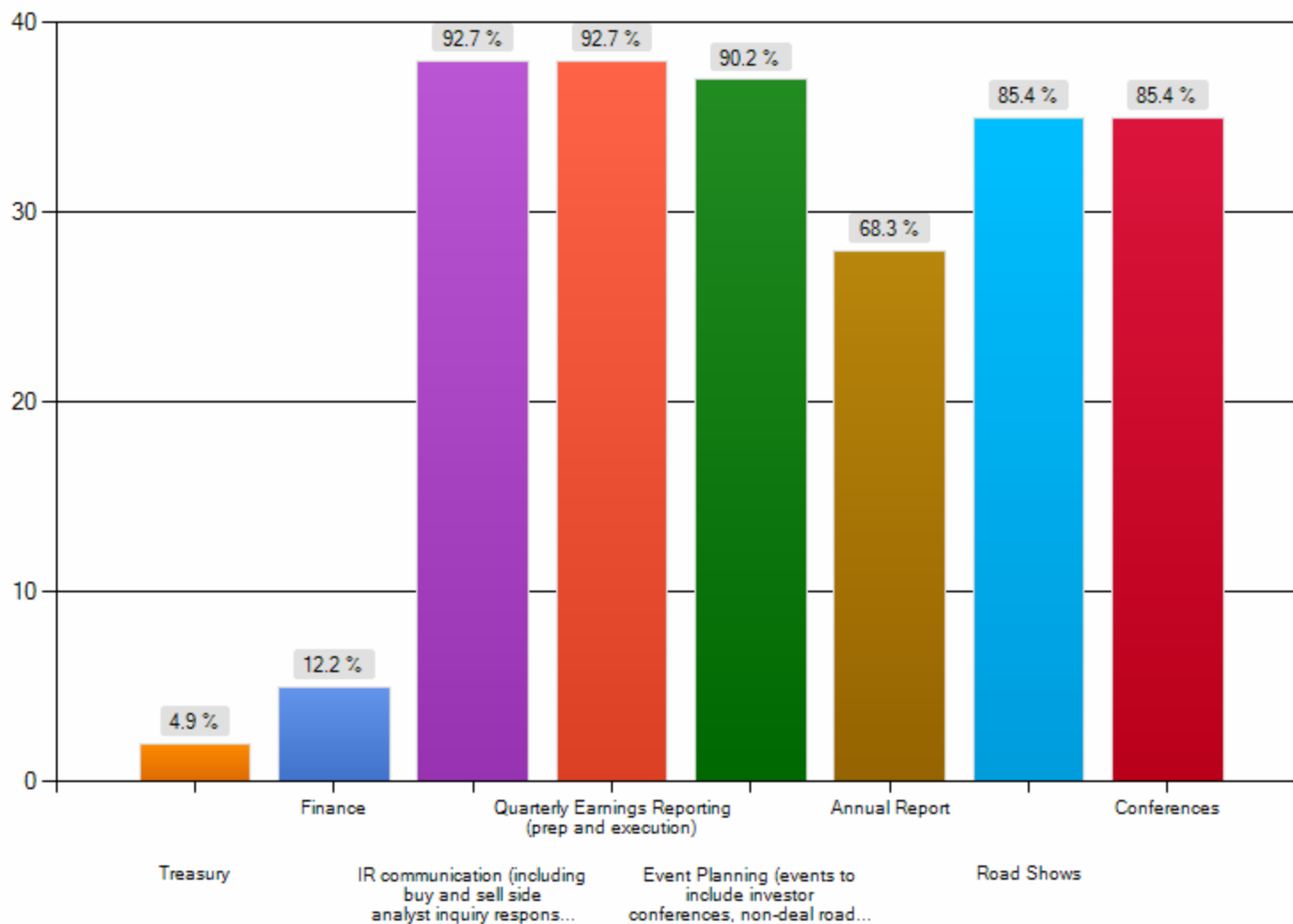
Is your IR department combined with PR or Corporate Communications?



To whom do you report?



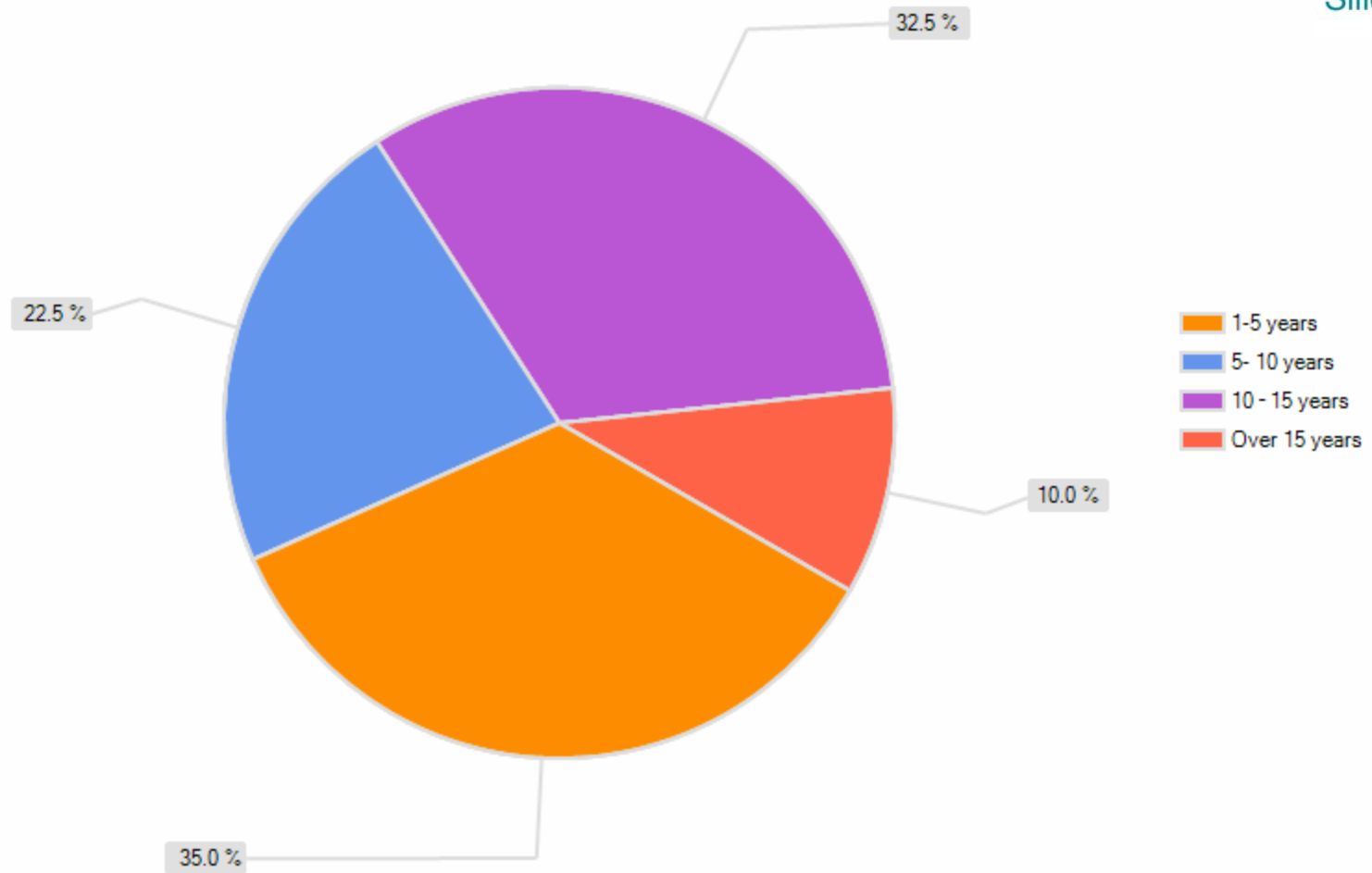
What are your areas of responsibilities? (check all that apply)



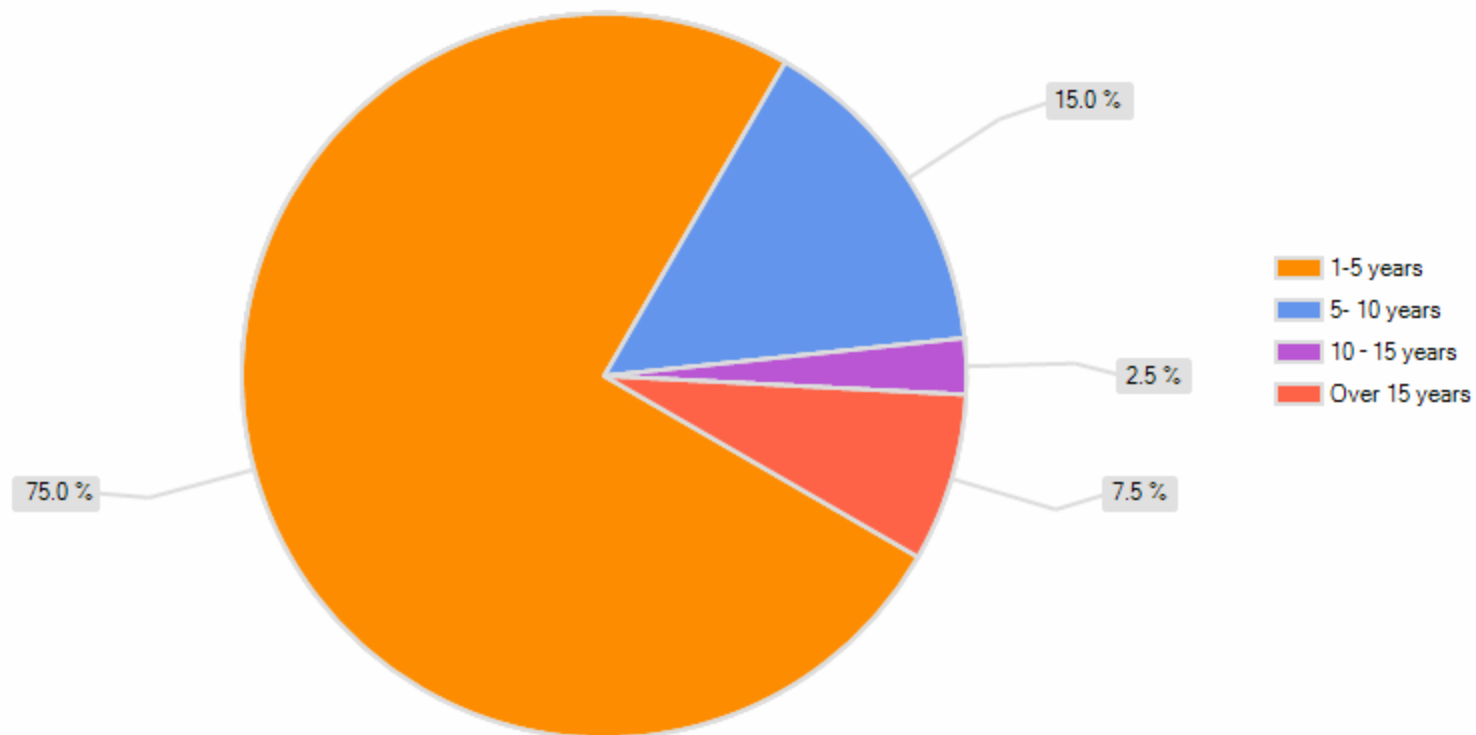
Percentage of time spent on the following IR duties (averaged across all respondents)

Duty	Percent of Overall Duties
IR Communications (including buy and sell side analyst inquiry response, company presentations, and product demonstrations)	30%
Event planning (events to include investor conferences, non-deal roadshows, in-house investor meetings, annual meetings, and analyst days)	15%
Targeting / researching investors / database development	8%
Competitive Analysis	8%
Quarterly Earnings Reporting (prep and execution)	15%
Annual Report	7%
Road Shows	5%
Conferences	10%
Other (e.g. Treasury or Finance)	2%

Years of IR experience?

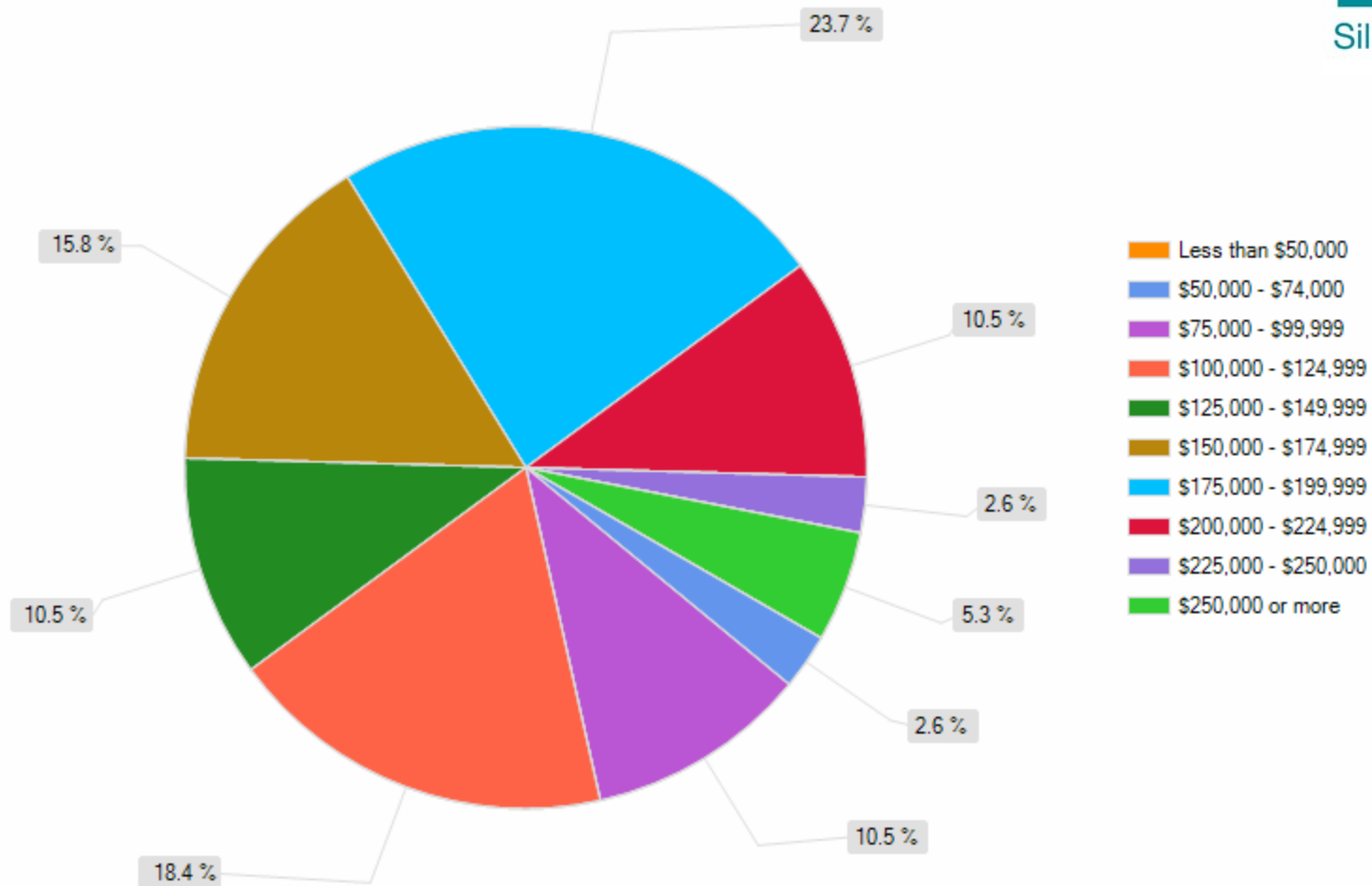


Years at your Company?



COMPENSATION

In which of the following ranges did your 2008 base salary fall?





Silicon Valley

In which of the following ranges did your 2008 base salary fall?

What is your most recent job title? (Please indicate your last job title if currently unemployed.)

Answer Options	Vice President	Senior Director	Director	Manager	Coordinator
Less than \$50,000	0	0	0	0	0
\$50,000 - \$74,000	0	0	0	0	1
\$75,000 - \$99,999	0	0	0	3	0
\$100,000 - \$124,999	0	0	1	4	0
\$125,000 - \$149,999	0	0	2	0	0
\$150,000 - \$174,999	0	1	4	1	0
\$175,000 - \$199,999	1	5	2	0	0
\$200,000 - \$224,999	3	0	0	0	0
\$225,000 - \$250,000	0	0	0	0	0
\$250,000 or more	2	0	0	0	0



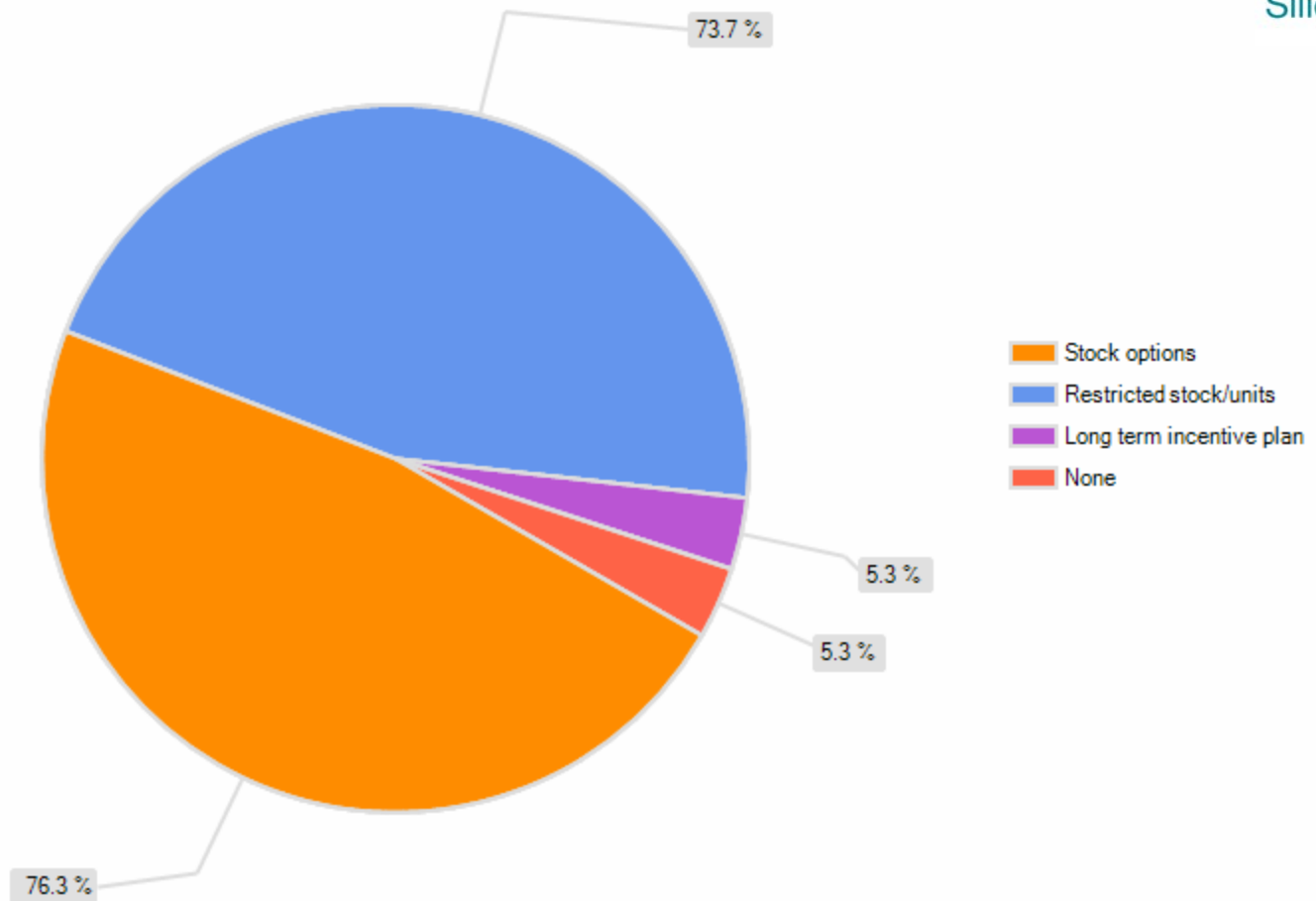
Silicon Valley

In which of the following ranges did your total 2008 cash bonus fall?

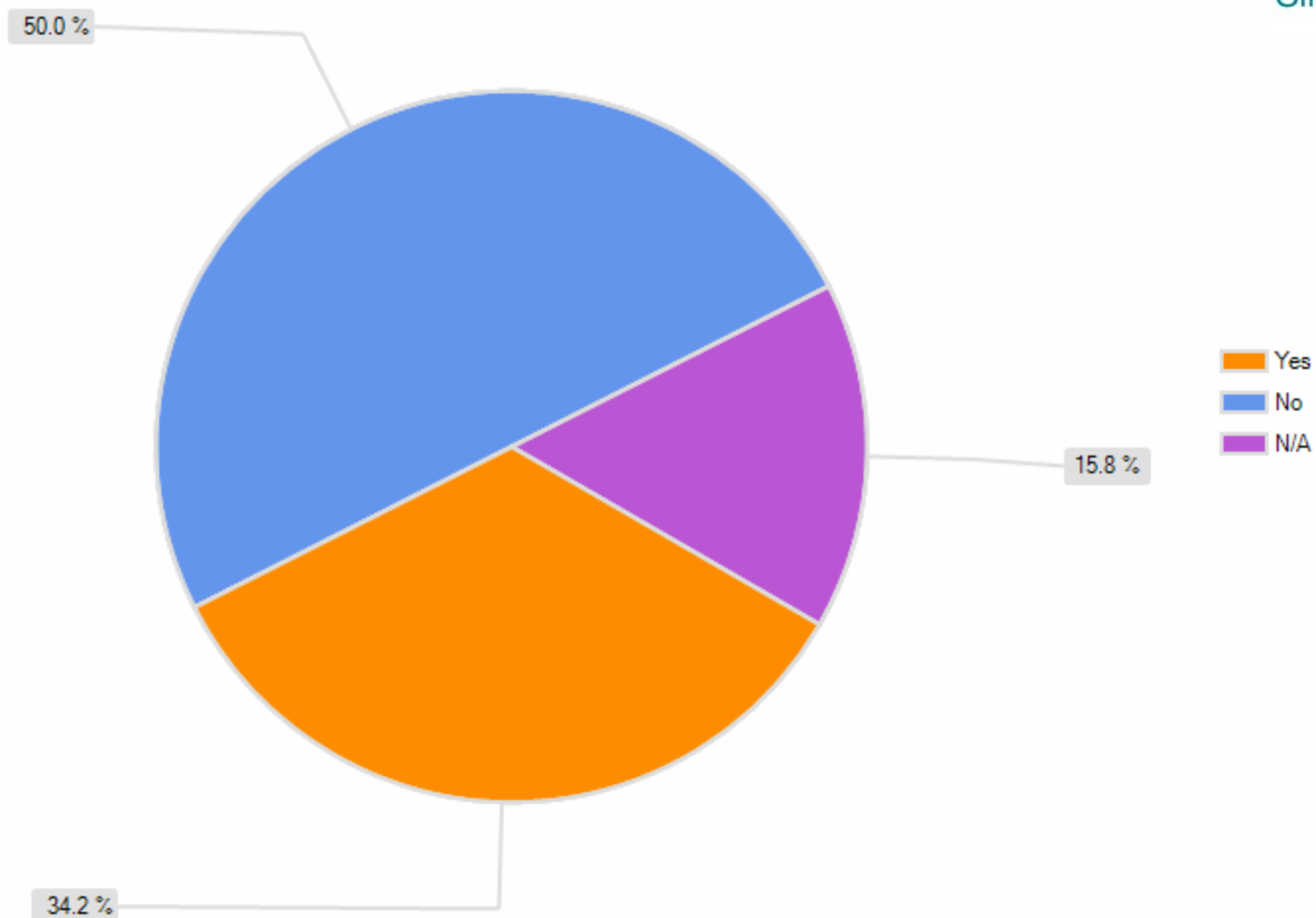
What is your most recent job title? (Please indicate your last job title if currently unemployed.)

Answer Options	Vice President	Senior Director	Director	Manager	Coordinator
Less than \$10,000	0	0	2	3	1
\$10,000 - \$19,999	1	0	3	3	0
\$20,000 - \$29,999	0	2	2	1	0
\$30,000 - \$39,999	0	0	1	0	0
\$40,000 - \$49,999	0	1	0	1	0
\$50,000 - \$74,999	1	0	1	0	0
\$75,000 - \$99,999	0	0	0	0	0
\$100,000 or more	4	1	0	0	0
Did not receive a cash bonus	0	0	0	0	0

What added Equity benefits does your company provide?



Did your Equity Compensation increase from last year?



IR BEST PRACTICES



Silicon Valley

How do you expect your participation in 2009 to change with respect to the following investor communications:

Answer Options	Less	About the Same	More	N/A	Response Count
Financial Conferences	5	25	5	1	36
Sellside- sponsored Bus Tours	8	16	6	5	35
1-1's	2	18	13	2	35
Analyst Day	4	23	7	2	36
Newsletter or Blast eMail	0	12	3	21	36
Social Networking / Blog	1	5	4	26	36
				<i>answered question</i>	36
				<i>skipped question</i>	15



Silicon Valley

How many of these investor communications events do you expect to host in 2009?

Answer Options	0	1	2-5	6-10	11-20	21 or More	N/A	Response Count
Financial Conferences	3	2	8	19	1	1	3	37
Sellside- sponsored Bus Tours	5	5	12	9	4	0	2	37
1-1's	0	0	2	1	6	26	1	36
Analyst Day	12	23	1	0	0	0	1	37
Newsletter or Blast eMail	14	0	6	2	2	1	10	35
<i>answered question</i>								37
<i>skipped question</i>								14

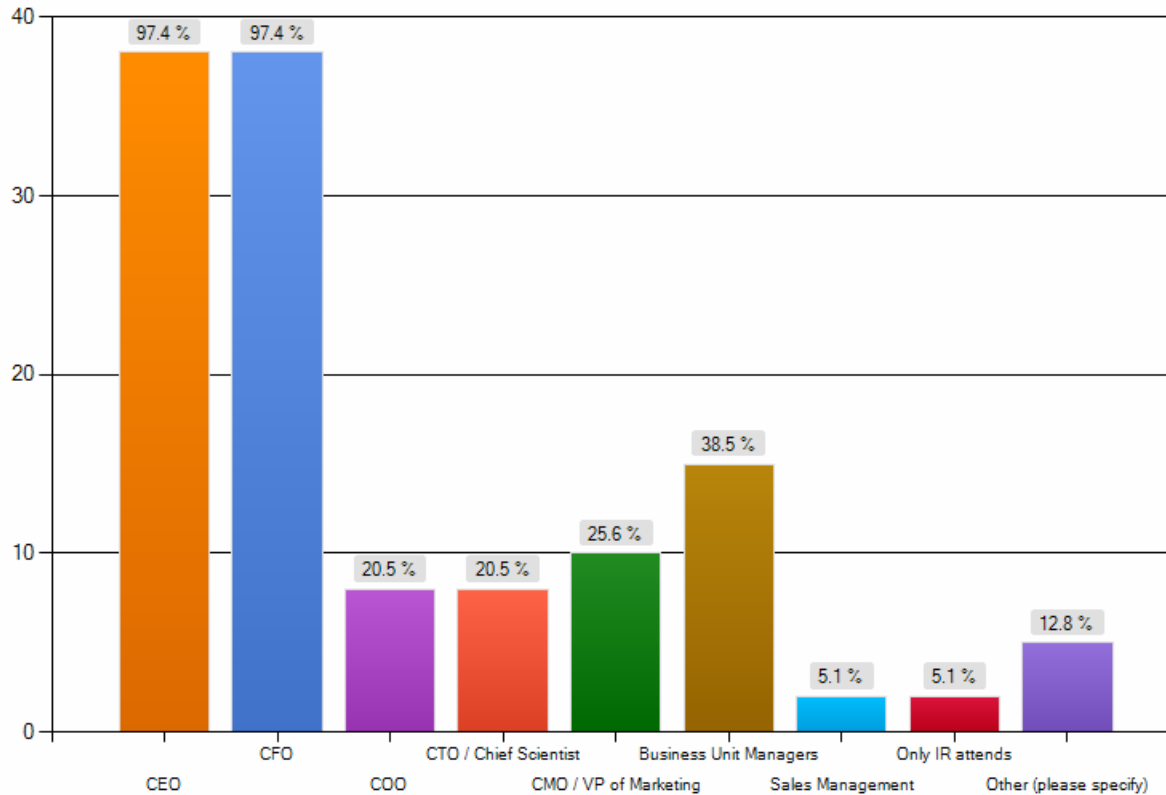


Silicon Valley

How does that compare to 2008?

Answer Options	Same as 2008	Less than 2008	More than 2008	N/A	Response Count	
Financial Conferences	23	6	6	2	37	
Sellside-sponsored Bus tours	21	8	5	3	37	
1-1's	20	3	12	1	36	
Analyst Day	24	6	5	2	37	
Newsletter or Blast email	14	0	3	18	35	
					<i>answered question</i>	37
					<i>skipped question</i>	14

Please select all roles within your company that may attend investor meetings / road shows.



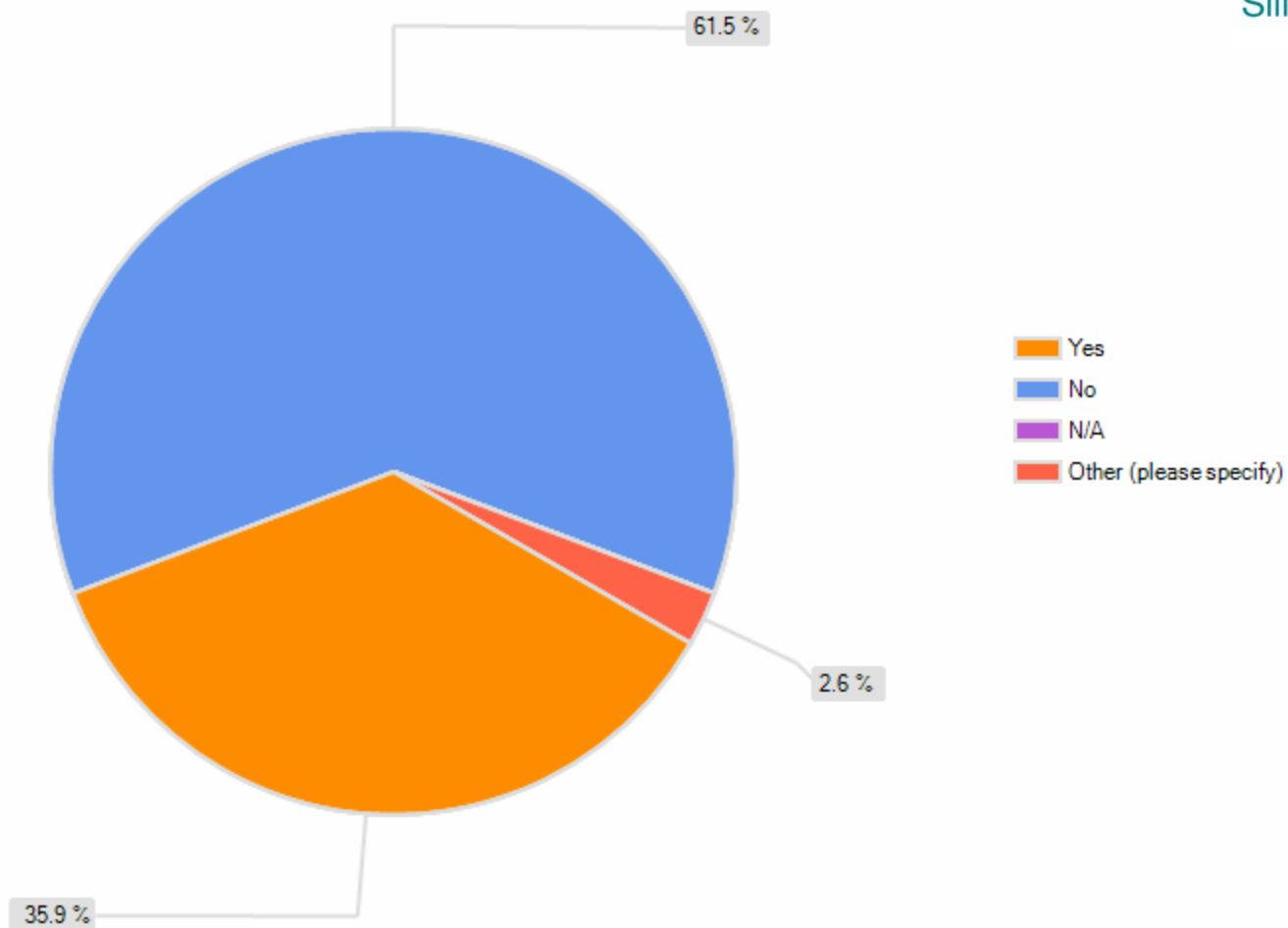
Other Roles Include:

- CMO / COO
- Treasurer
- General Counsel

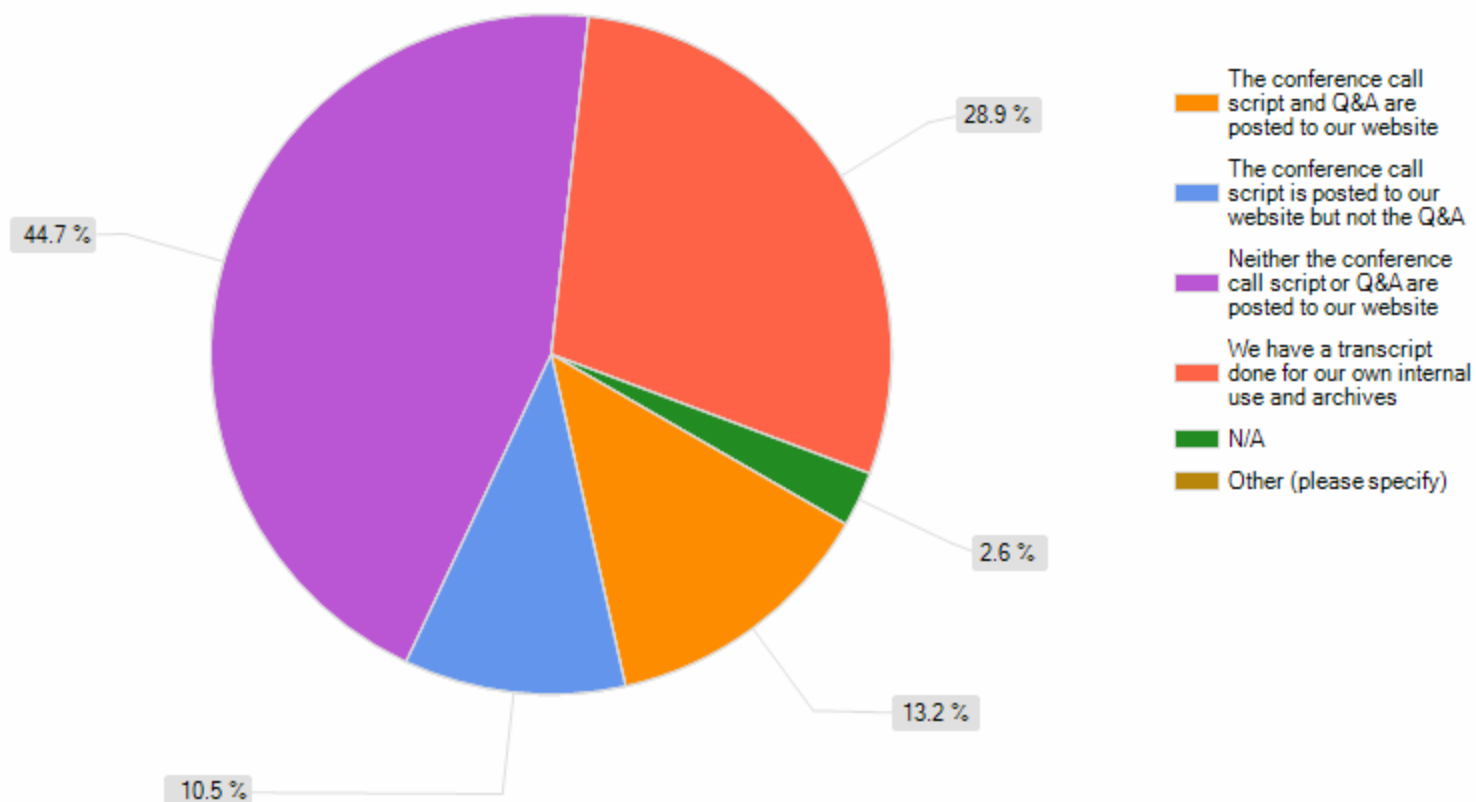
Please select all roles within your company that may attend investor meetings / road shows.

	What is your company's market cap?				
Answer Options	Less than \$500 million	\$500 million - \$999.9 million	\$1 billion - \$5 billion	\$5 billion - \$10 billion	Over \$10 billion
CEO	8	4	16	6	4
CFO	7	4	17	6	4
COO	1	1	4	1	1
CTO / Chief Scientist	2	0	3	2	1
CMO / VP of Marketing	2	1	4	2	1
Business Unit Managers	1	0	6	4	4
Sales Management	0	0	0	1	1
Only IR attends	0	0	0	1	1
Other (please specify)	2	0	2	1	0

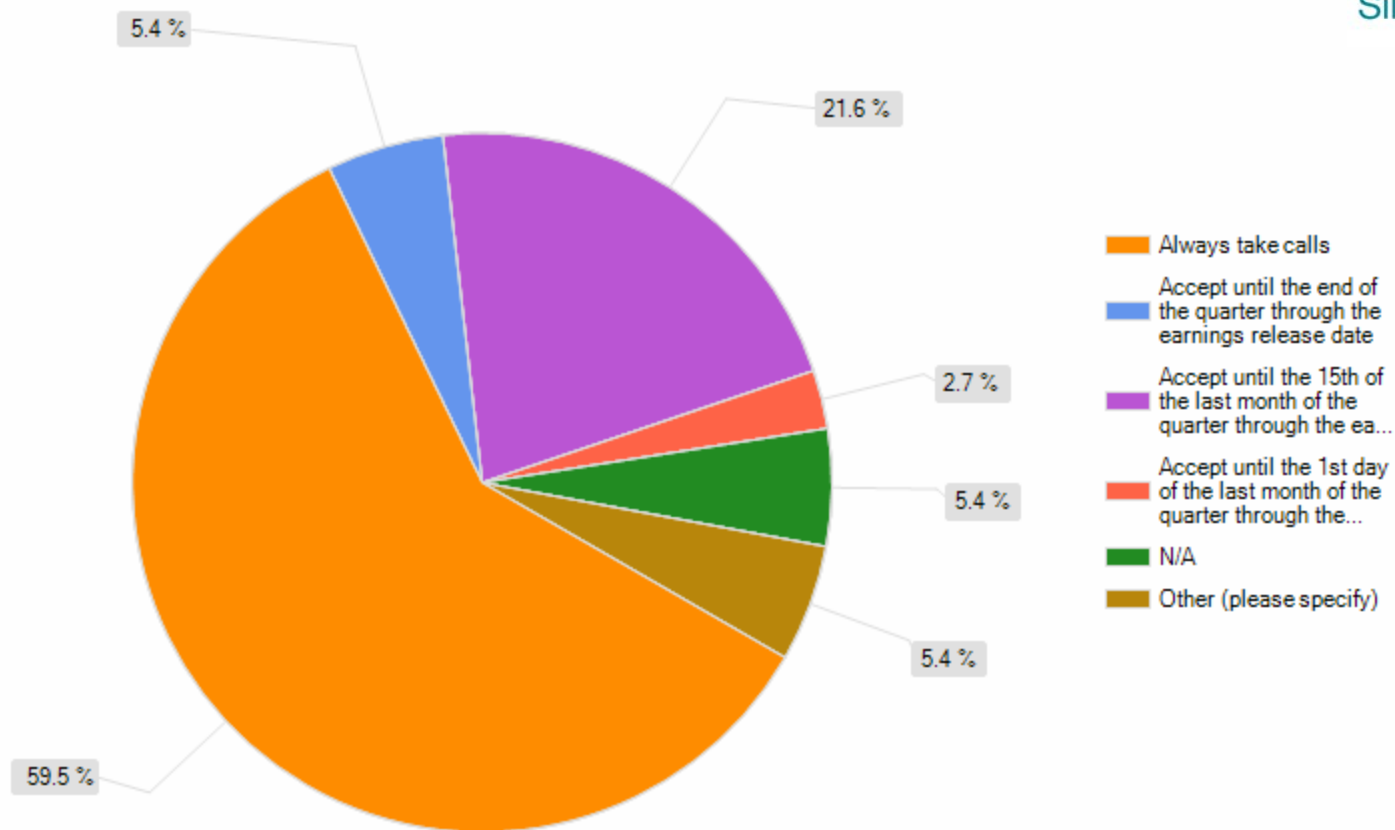
Does your company provide slides along with the earnings conference call?



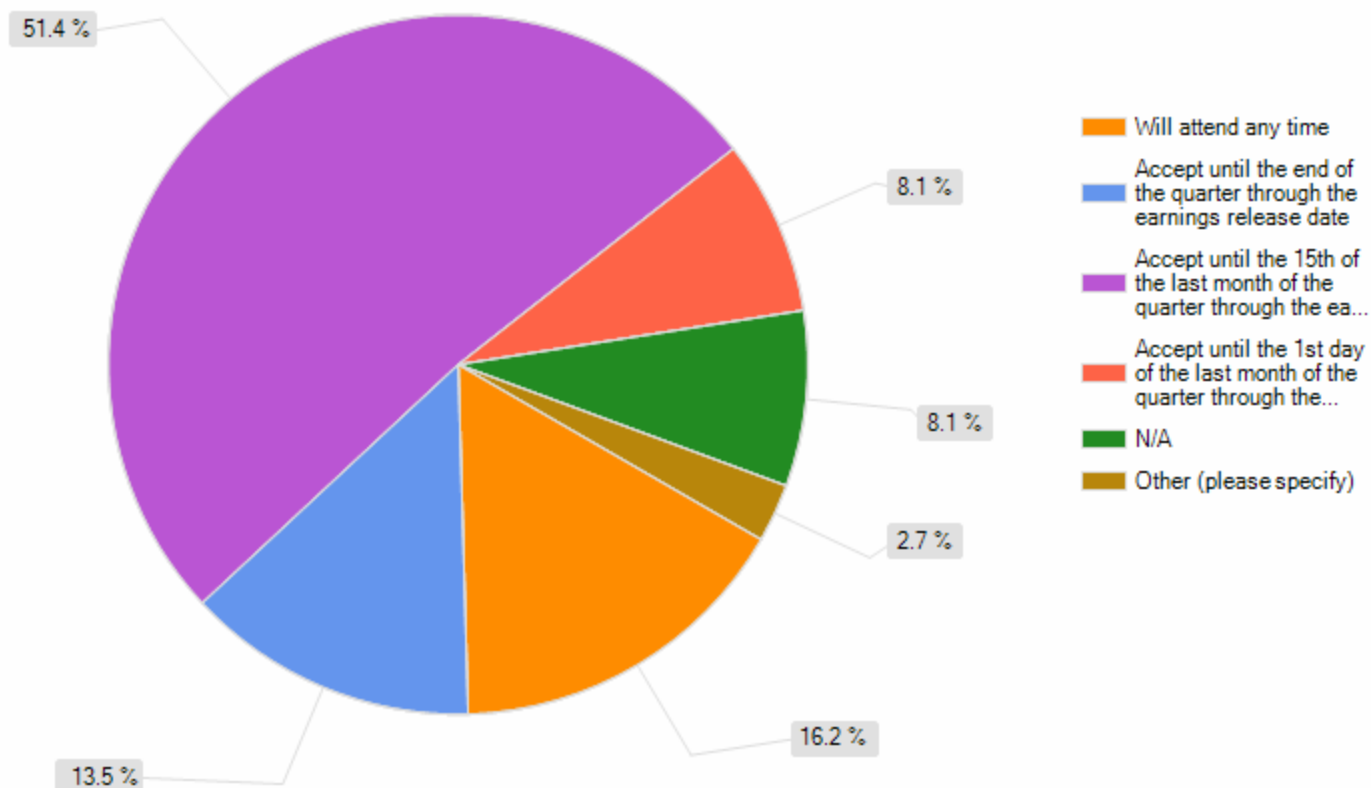
Which of the following best describes your practice regarding the posting of earnings conference call scripts on your investor relations website?



Which of the following best describes your quiet period practice regarding investor PHONE CALLS?



Which of the following best describes your quiet period practice regarding investor MEETINGS and CONFERENCES?



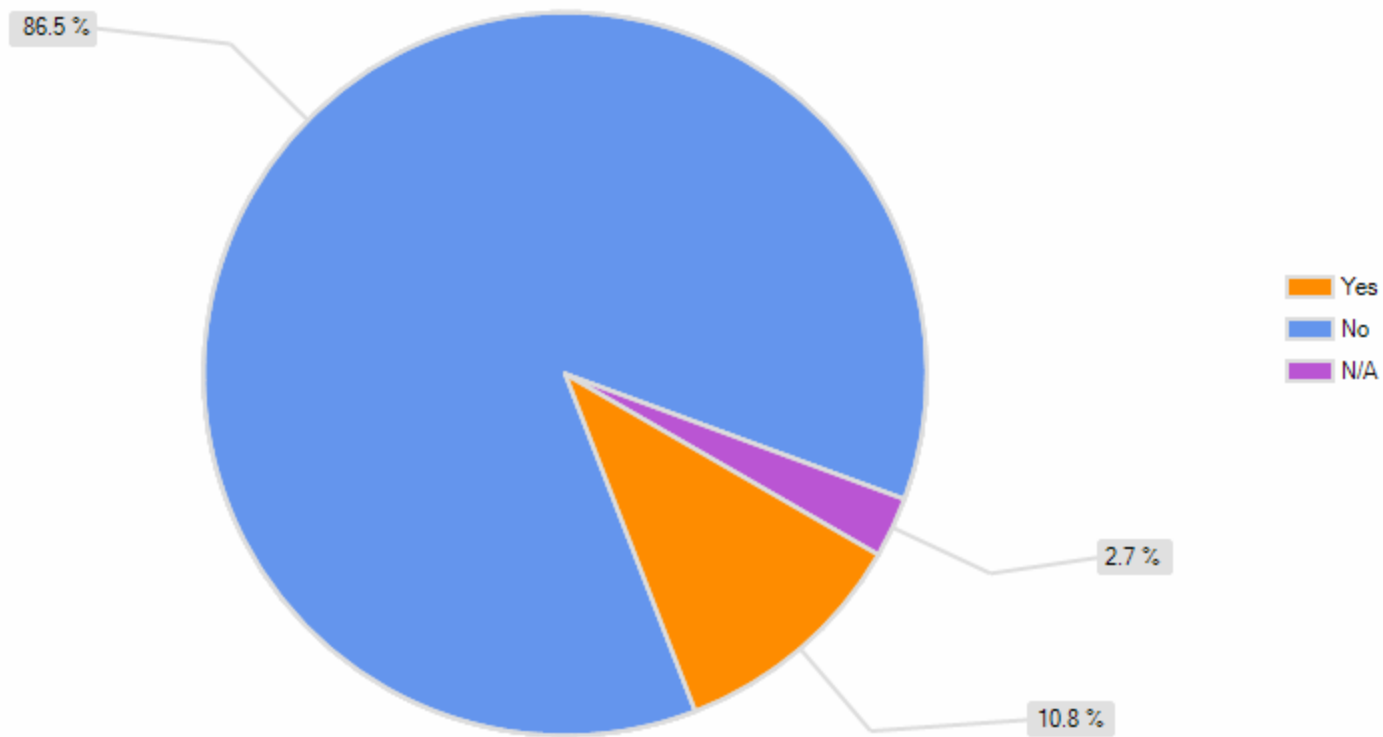


Silicon Valley

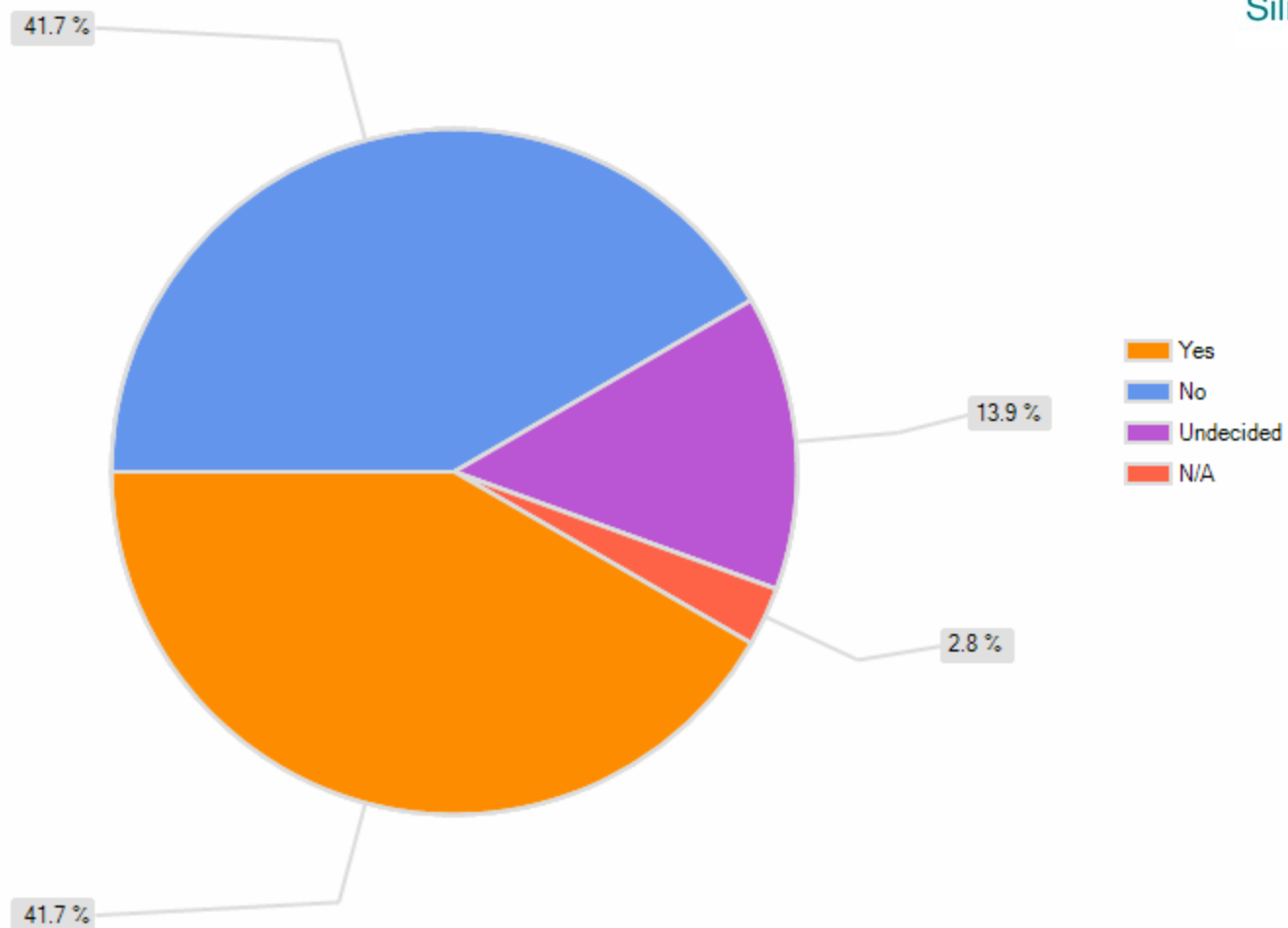
Describe your company's practice in meeting with hedge funds?

Answer Options	Strongly Agree	Agree	Neutral	Disagree	Strongly Disagree	N/A
Our company does not meet with hedge funds at all	0	0	0	21	16	0
Our company rarely meets with hedge funds	1	6	7	16	7	0
Hedge funds play an important role in our stocks	2	12	14	7	2	0
Our company meets with hedge funds as much as any	3	10	6	14	4	0

Has the company's Hedge Fund meeting practice changed since last year?



Will your company use XBRL (eXtensible Business Reporting Language) for your SEC filings in 2009? (If no, skip to question Question 34)



How XBRL will be handled – by Market Cap

If yes, how will the XBRL tagging be handled?					
Answer Options	What is your company's market cap?				
	Less than \$500 million	\$500 million - \$999.9 million	\$1 billion - \$5 billion	\$5 billion - \$10 billion	Over \$10 billion
Outsource XBRL	1	1	3	4	0
In House using XBRL software	0	0	1	0	2
Combination of both	0	0	4	1	0
N/A	2	1	3	0	0

How XBRL will be handled – by Industry

If yes, how will the XBRL tagging be handled?					
Answer Options	In what industry are you most recently employed in an investor relations position?				
	Biotech / Pharma	Medical Devices	Semiconductor	Hardware	Software
Outsource XBRL	2	0	3	2	1
In House using XBRL software	0	0	2	1	0
Combination of both	0	0	0	1	3
N/A	1	1	2	1	0

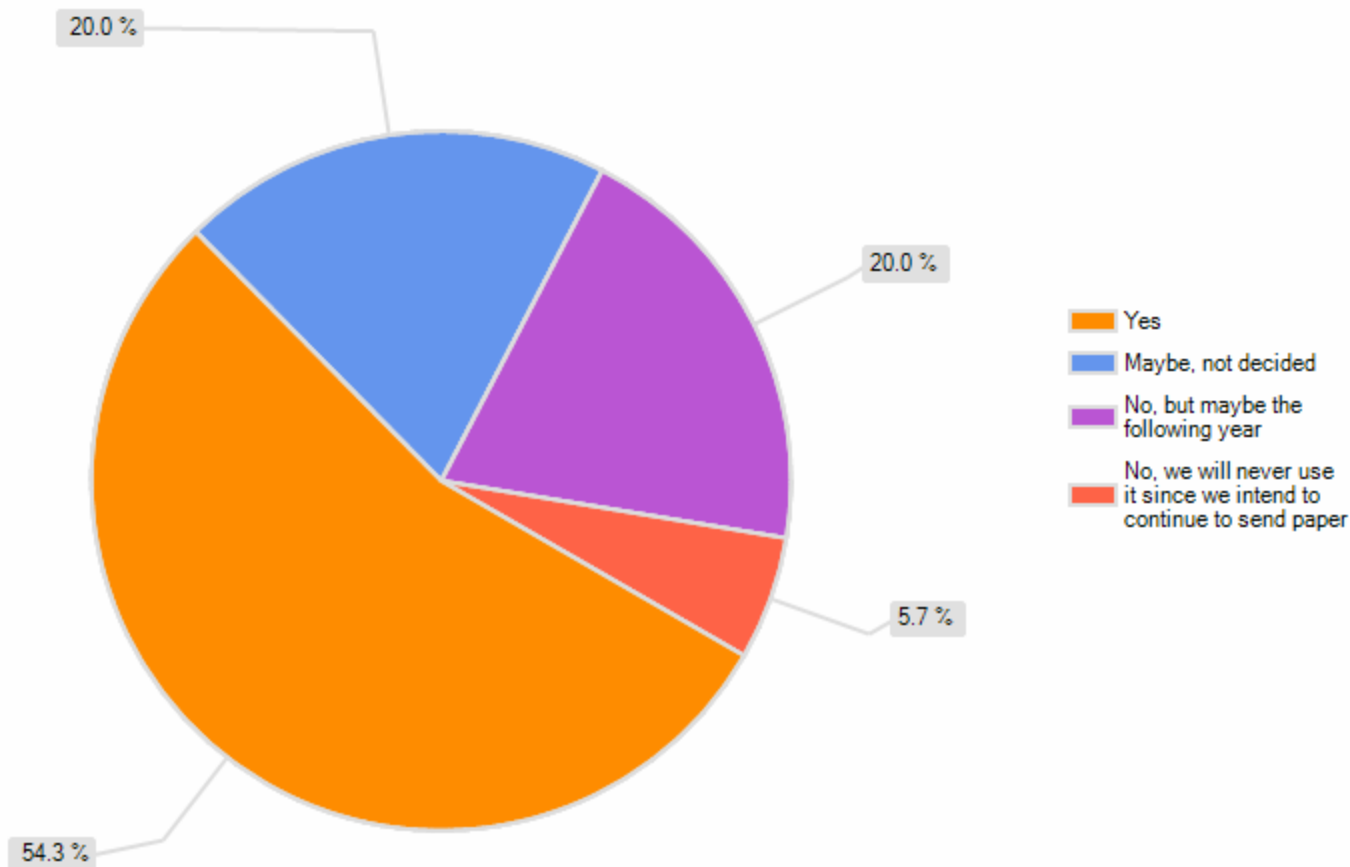
Will IR be involved in XBRL – by Market Cap

Is IR involved in implementing XBRL at your company?					
	What is your company's market cap?				
Answer Options	Less than \$500 million	\$500 million - \$999.9 million	\$1 billion - \$5 billion	\$5 billion - \$10 billion	Over \$10 billion
Yes	0	0	6	3	1
No	2	1	6	3	1
N/A	2	1	0	0	0

Will IR be involved in XBRL – by Industry

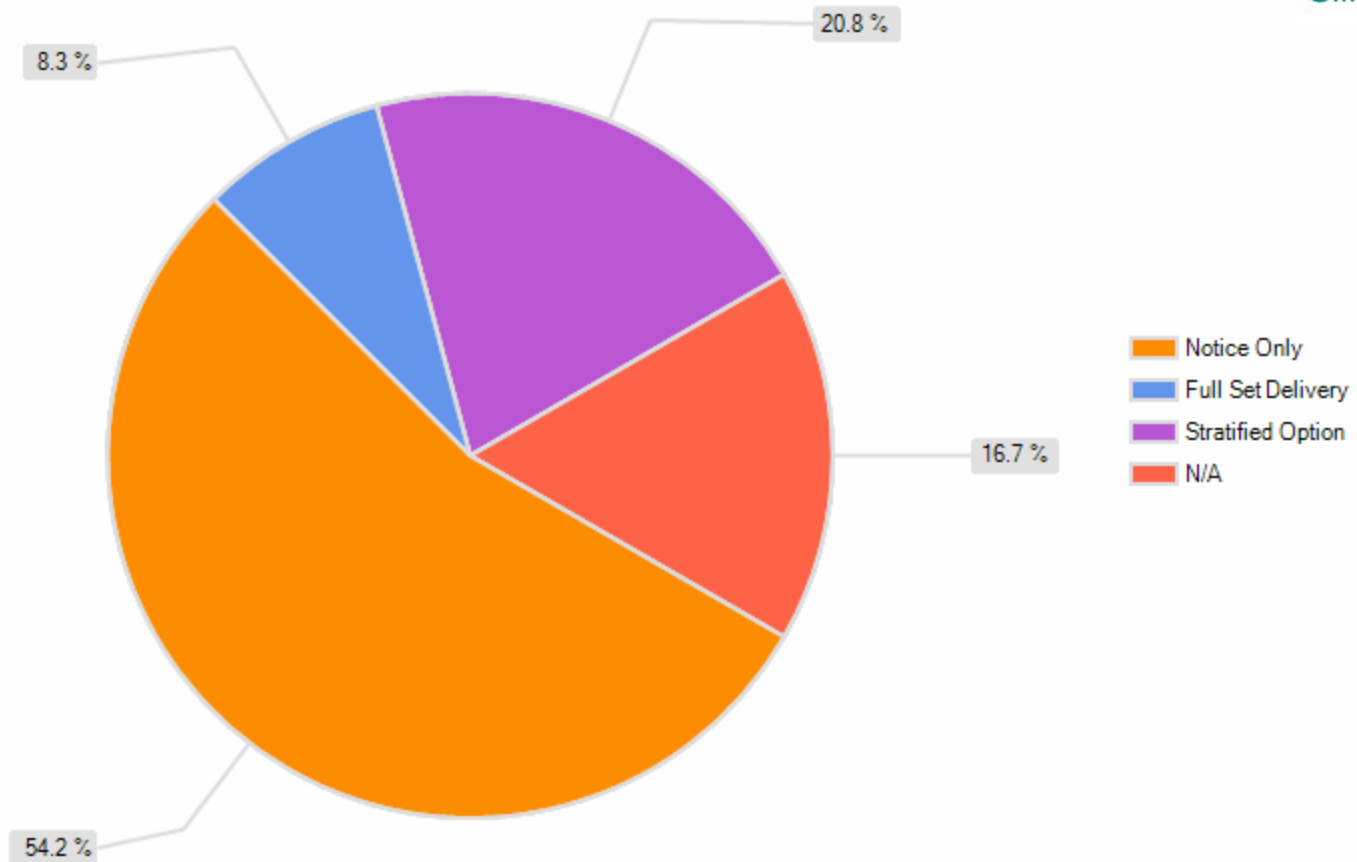
Is IR involved in implementing XBRL at your company?					
In what industry are you most recently employed in an investor relations position?					
Answer Options	Biotech / Pharma	Medical Devices	Semiconductor	Hardware	Software
Yes	0	0	5	2	2
No	3	0	3	4	2
N/A	1	1	0	0	0

Will your company be using the Notice & Access model for the 2009 proxy?

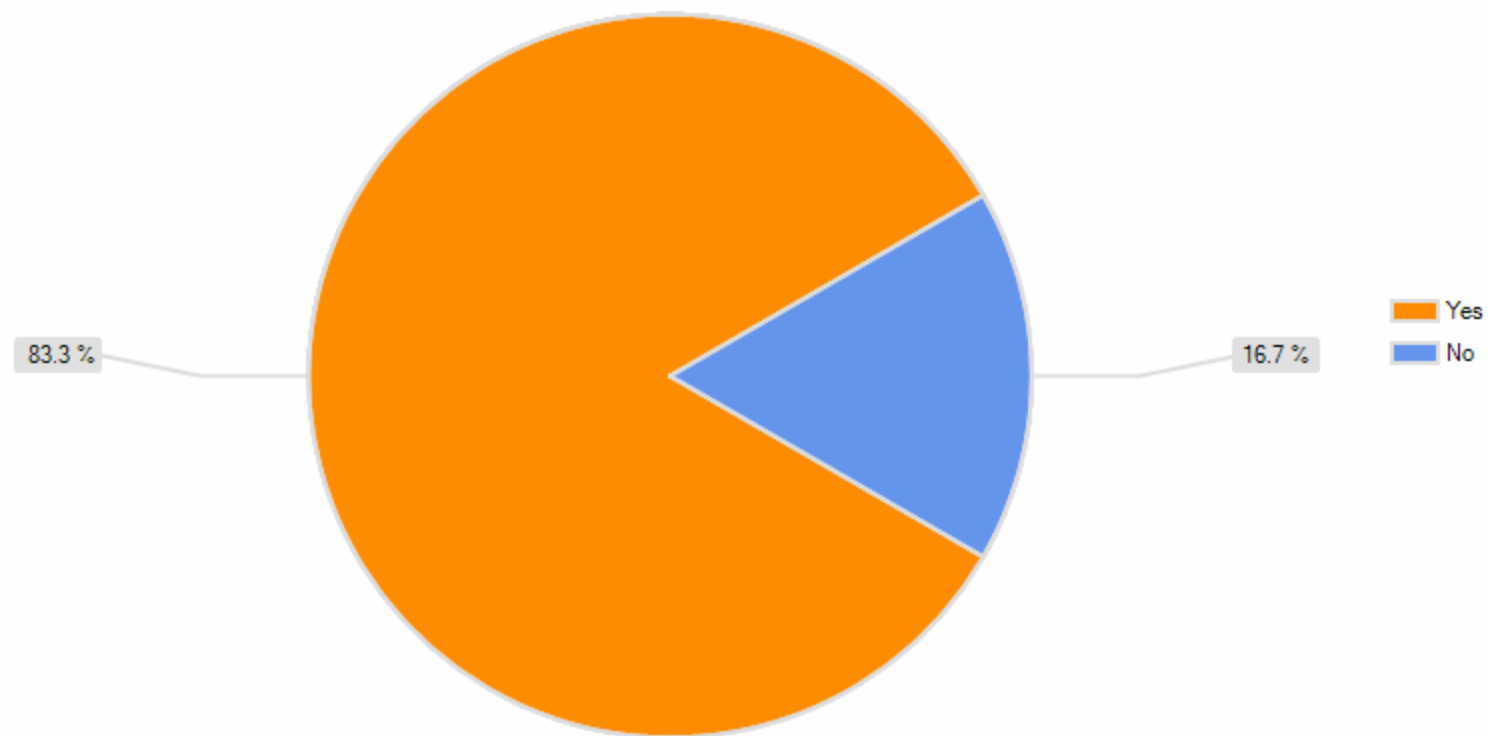


If answer was “no” respondents were most often “waiting to see how other companies fared with e-proxy”

If respondent did use the Notice and Access method for the 2009 Proxy, their process was as follows:

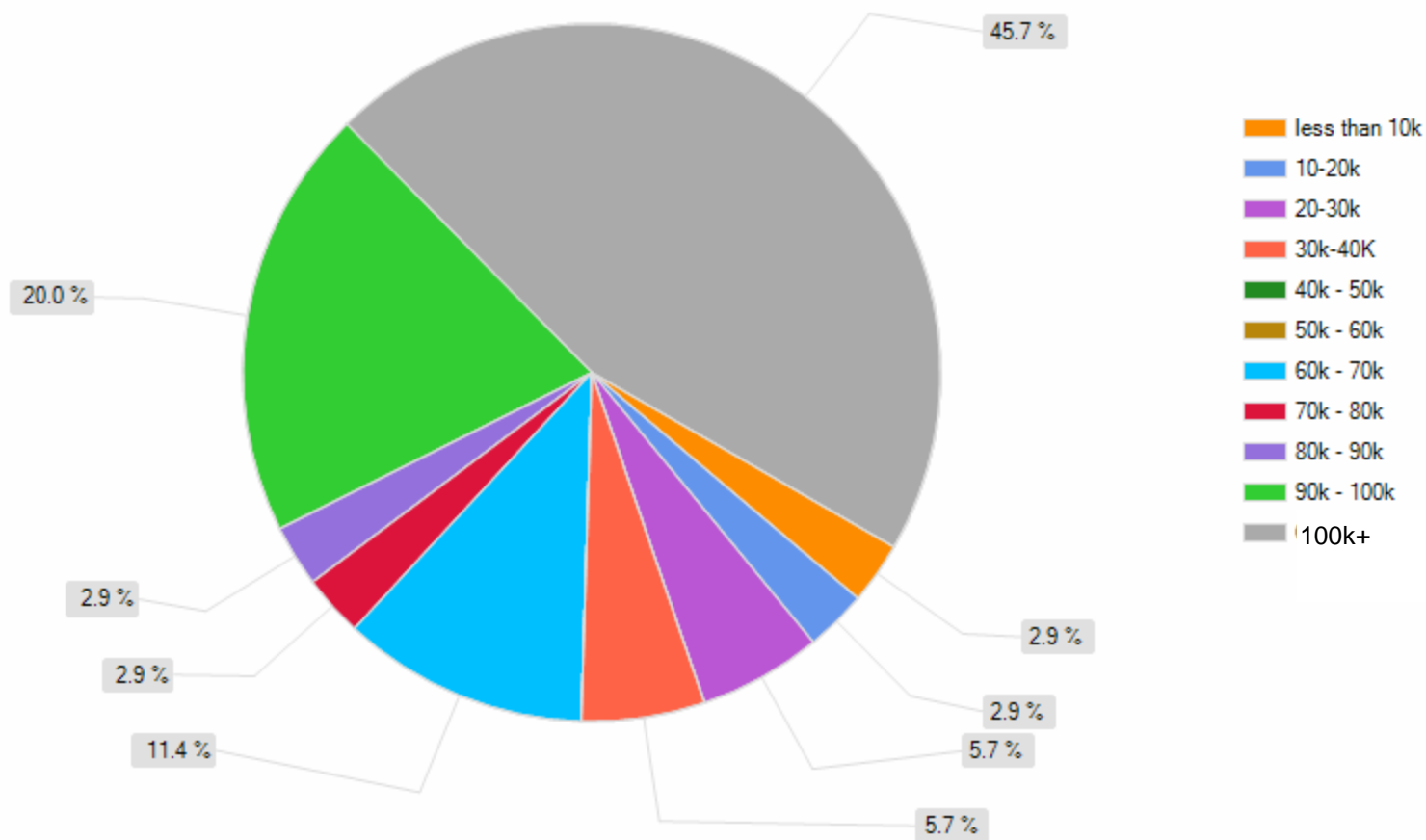


Does your company plan to issue an annual shareholder letter?

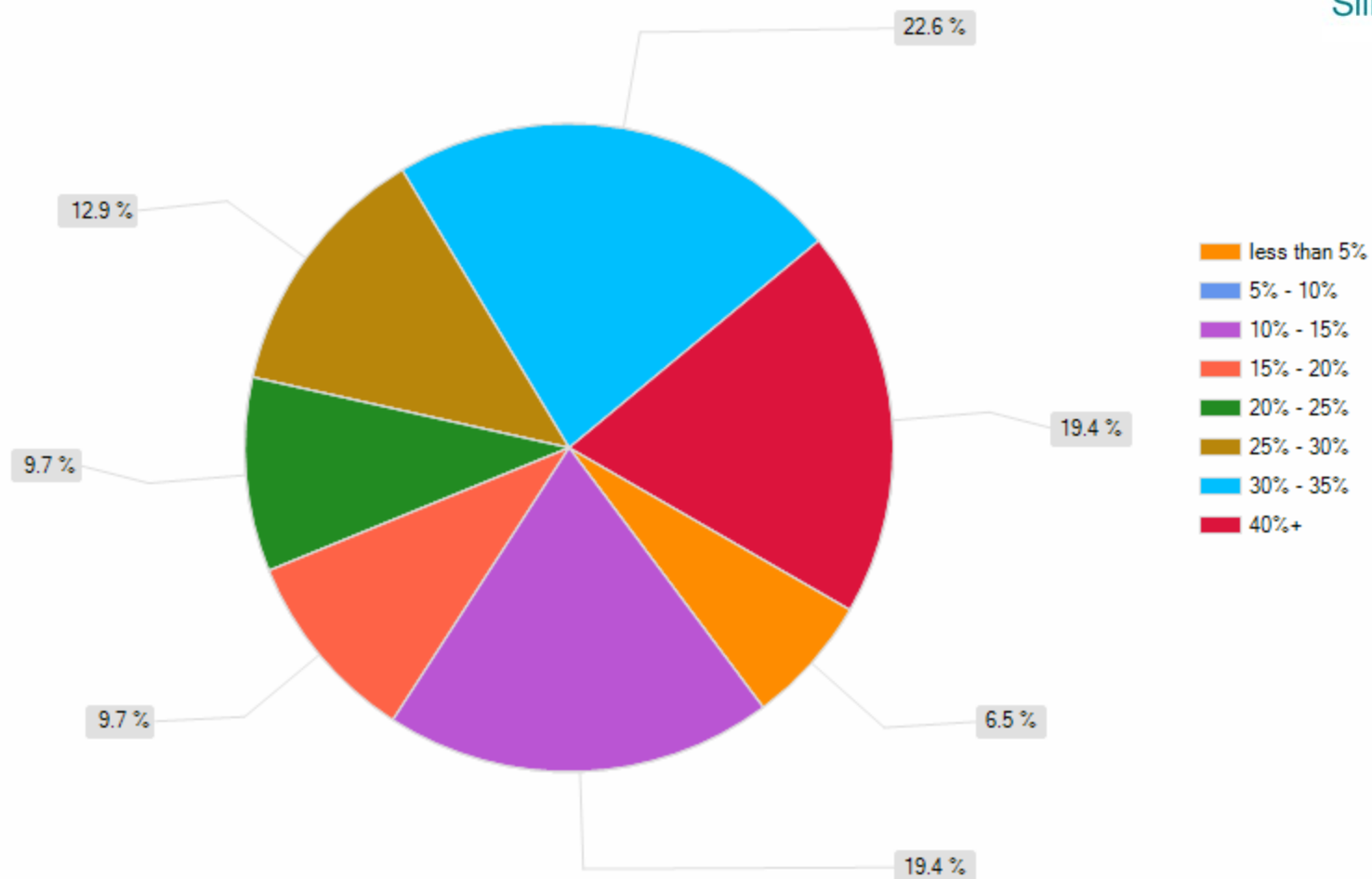


VENDORS

What is your department's budget for external vendors?



**What percentage of your budget is allocated to vendor expenses
(excluding annual report and listing fees)?**



What percentage of your budget is allocated to vendor expenses (excluding annual report and listing fees)?

	What is your company's market cap?				
Answer Options	Less than \$500 million	\$500 million - \$999.9 million	\$1 billion - \$5 billion	\$5 billion - \$10 billion	Over \$10 billion
less than 5%	2	0	0	0	0
5% - 10%	0	0	0	0	0
10% - 15%	2	0	1	2	1
15% - 20%	0	1	1	1	0
20% - 25%	0	0	2	1	0
25% - 30%	1	0	2	0	1
30% - 35%	2	1	4	0	0
40%+	1	1	3	1	0

What type of vendors do you currently use? (check all that apply)

