

## ***MONTHLY TECHNOLOGY COMMENT***

**Vol. V, Issue #3**

March 1, 2005  
Peter Labé, CFA

### **CONTINUE CAUTIOUSLY ON THE BUY SIDE**

*In this issue:*

- *Hewlett shareholders finally get a break*
- *Dell a little light on revenue, continue cautious*
- *Trading call on nVidia working out*
- *New concerns at Lexmark means BUY opportunity*

### **RAGGED MARKET CONTINUES FOR SECOND MONTH**

The same climate that we have had, moderate economic expansion and fears dominating the equity market, is still on. The new twist that is slowly but definitely taking place is that Technology stocks are falling further behind than the market. Since we don't believe tech earnings are going to be particularly worse than the market, and in all likelihood will be better, there is room now for some renewed interest in technology. Goodness knows, there is certainly a ton of cash around.

### **ONE MARK ON THE WORRY LIST**

As discussed in recent issues, one of our major concerns is the short-term balance of payments. We had a mini-adverse development in this sector during the month. The Bank of Korea apparently is considering diversifying its foreign exchange reserves. Presumably this in turn would mean a slowdown in purchase of dollar-denominated securities and increasing purchases of higher-yielding assets, including the euro. This

#### Disclosure

I, Peter Labé, certify that (1) the views expressed in this report reflect my personal views on all of the subject companies and securities, and (2) my opinions are not affected by my compensation which is derived solely from brokerage trade commission(s) which may or may not be of securities discussed in this report.

threw the stock market into a big time downdraft for one day, albeit just for the day. If this thinking became widespread, there would be more of a reaction! Investors should remember, though, one major reason countries have continued to buy dollars is that if they don't, their currency will go sky high and possibly create unemployment as exports fall. In other words, this is a more complicated issue than it appears.

This particular news is not enough to be damaging, but dollar weakness remains a concern. It would show up in the form of pressure on interest rates, our view being, interest rates eventually stop every market. This risk cannot be handled in the technology portion of a portfolio, in our view.

Our other big worry, the Federal deficit, had no new developments this month.

All the other macro issues, oil prices, geopolitical factors, interest rates, inflation, and so on, do not seem very different than last month.

No other important new developments this month. Even Mr. Greenspan couldn't generate news! He tried, it didn't work.

## **CATALYST INVESTING**

We are in a day and age of catalyst investing, I suppose. Downside catalysts are probably more numerous right now, and they are in the papers every day. For example, the oil price is tracked religiously and the dollar vs. the euro and the yen is watched carefully, presumably looking for an excuse to trade down.

What are the upside catalysts? We never hear about them. I think it comes down to three. I rule out anything being done on Social Security, but if the tax cuts were made permanent or if the tax code were simplified, I would say the green light is on. The real catalyst, though, is old fashioned sales and earnings as we mentioned before. The economy has to come through, and so far we are following that track.

## **OUR THINKING**

As with last month, we continue to favor a mix of conservative names and growth. Lexmark is still our favorite stock with our point of view spelled out later on. This stock has some defensive strength, some great long-term growth, and some exposure to better business conditions. **Number One for this type of market.** The aggressive part of a portfolio we would confine to **unquestioned growth** areas, such as data storage. Our picks there are EMC and Network Appliance. The stocks aren't real cheap, but the quality and prospects stand out. Unisys is a **value** issue that may be some time off for fruition, but is at least at the right price. We recommend it for those who can have a little longer time horizon. Gateway, which we have recommended as a **speculation** for the past year or more, is swimming upstream the early part of this year but if it does well, it bodes well for later in the year when things look better.

Finally, we note that in this issue we **upgrade nVidia, again**, to a Buy, as discussed in the text.

Our Sector reviews follow.

## **DATA STORAGE**

### **EMC (\$12.66 – Strong Buy)**

No news is good news. There were no noteworthy developments this month. Our contacts tell us that business is good. The company has defined the 2005 outlook for us, but we believe there is a little conservatism there and continue to carry estimates slightly higher for the year. We have a strong preliminary estimate for 2006, as well.

The multiple is 34x on our forecast for 2005 and 24x for 2006, but this company is worth it.

By the way, has anybody thought of Joe Tucci for the H-P job? Joe was head of Sperry marketing (computer ops of old Sperry Rand Corp.), head of Unisys worldwide marketing, CEO of Wang Laboratories during its transformation, and now here. Experienced in acquisitions. Think about this for awhile.

### **Network Appliance (\$31.01 – Buy)**

Net App came out with another dazzling earnings report this month, revenues up 39% to \$413 million, and EPS up 45% to \$0.16 vs. \$0.11. Gross margin was a tremendous 61.3%, operating margins were a superb 17.5%, and cash (no debt) now totals \$1.1 billion (\$2.87/sh). With all this, the stock dropped 20% on the perception of slower growth guidance! Actually, the guidance isn't that different.

- Guidance for the upcoming quarter is 6-9% sequential revenue growth (it was 10% in the quarter reported) and year-on-year revenue growth is expected at 30-33% (39% quarter just reported). EPS is expected at \$0.16 - \$0.17, or flat sequentially with the \$0.16 just reported.
- Guidance for the fiscal year to 4/30/05 is revenue of \$1.584 billion (up 35%) to \$1.596 billion (up 36%).
- Longer term thinking of 35% growth in FY2006 and FY2007 remains unchanged.

What's so bad about this? What the market apparently didn't like is the slowdown in sequential revenue growth, and in year-to-year revenue growth in the upcoming quarter. Rubbish.

While we have detailed notes, a couple of quick highlights:

- The *Nearstor* program has been a fabulous success. The idea was to have users put archival storage on extremely cheap ATA disk drives. Poor reliability would mean they would never fly in the computer room and would sell real cheap. What has happened is that backup, recovery and restore techniques have improved so that these are considered today computer room equipment and users are buying cheap storage for these applications.
- The new 7G operating system seems to be well adopted. This is loaded with all the new features, virtualization, etc.
- The basic filer line showed the low end up 15%, mid-range up 25%, high end up 60%.
- There were no major price changes in the quarter, no constraint in the supply of disk drives, and -- the turmoil at H-P probably spells some opportunity for Net App.

The stock sells at a big multiple, which we consider deserved, but we must confess we would like to see a better entry point for new commitments.

## SERVERS

### Hewlett-Packard (\$20.80 – Hold)

The board's ouster of Carly Fiorina as CEO is the first really favorable development at the company in quite a long time. Her 5-6 year tenure (highlighted by the acquisition of Compaq Computer!) did not bring about success for the company or the investor, but her departure raises hope based on the next regime. The stock moved up appropriately.

By now, every periodical, newspaper, consultant, etc. in America and overseas has issued lengthy articles, some in depth, some not. This is big news and can not be passed over. The reader probably has an overdose, so -- at this late date, maybe we can contribute our assessment **briefly**.

- The Fiorina ouster is being painted as an execution issue – we say don't buy it, this is **strategic**.
- There is no question that the prospects for a break-up are considerably enhanced by a change in top management. The new man (or woman) would have no baggage! This prospect alone should hold the stock up pending his (her) introduction.
- The **next catalyst** for the stock is the appointment of a new CEO. The market wants to get excited by this, and rightly so. The new programs, and new directions, are all full of promise, at least to start.
- It would be helpful if the new man (woman) were exciting. A lot of the names being tossed around (and this includes Mr. Cappellas) don't turn us on, but there

are a lot of names that would be exciting and have not come to the fore. We'll wait.

- The most common form of breakup we read about is to spin the printer division off. This creates \$25 per share in value for the shareholder with a \$5 tag on the rest of the operations. This is awfully easy, convenient, and trouble free. But, one minus might be that maybe the other \$5 in value is in trouble. The printer division has been financing all of Hewlett's other activities for years and years. Take away this cash engine and I'm not sure what we have. One plus, and noteworthy, is that with Hewlett printers divorced from PCs, Dell becomes more of a prospective printer customer and a little less than the great long-term competitor it now looks to be.
- Not much has been written about a new man with a scalpel, cutting out dead wood and barely breathing operations, kind of repealing in effect the Compaq acquisition, but we consider it possible. What happens to PCs in a major restructuring is hard to figure. The key point is that the **Board clearly wants a single company** to come out of this, at least to start.
- Last – maybe we should consider that the answer to *Business Week's* (February 21) question on the cover “Can Anyone Save HP?” – is NO!

The way we come down on it is to recommend holding the stock until the new man (woman) comes on board with the new programs, and then very likely sell if there is a positive response.

We almost forgot the **Hewlett-Packard quarterly report** with all this going on. The company reported a 10% sales gain (half from currency) and \$0.37 vs. \$0.35 in EPS – all were in the range of expectations. The critical imaging and printing group showed up with a less than expected 3% revenue gain, although supplies were up 8%. Commercial hardware was up 4%, consumer down 13%. This little bit of a soggy performance was the only noteworthy event in the quarter, the other divisions did about what we thought.

No new comments on **IBM (\$93.58 – Buy)** or **Sun Microsystems (\$4.22 – Hold)**. IBM looks very solid to us and we maintain our BUY rating. We cling to our hope the dividend payout ratio is raised (not just the dividend) because the time is ripe and IBM has the wherewithal. Sun is good value as it has been all along, but lacks the earnings pizzazz, at least so far. HOLD.

## PC AND RELATED

### **Lexmark International (\$80.13 – Strong Buy)**

There have been no new news items coming out of Lexmark, but news from other places has bothered the stock. This is a **Buy** opportunity in our view.

The principal event is the management change at Hewlett-Packard. Investors now seem willing to bet on a split-up of the company, presumably making the printer company free-

standing. Since the printer company would be no longer tied to PCs, Dell would be free to deal with Hewlett and therefore have a new supplier, competitive with Lexmark.

There are a lot of ifs here, including will Hewlett spin off printing, or in the alternative, spin off or disconnect PCs. The Hewlett board clearly does not want to start out this way, moreover. But say it happens anyway. We think Lexmark has been competing with Hewlett right along, has been competing with Hewlett and everyone for OEM accounts, for store accounts, etc. Lexmark is no stranger to competition. Admittedly, Dell would find more suppliers a help to them, and we think Lexmark would share some portion of the Dell business. In our view this would hardly be catastrophic.

We're not sure Lexmark got full credit for its fourth quarter. First, Gateway said the consumer market was weak. Dell followed up by saying the consumer sector was soft and it would be a little light in revenues. Now Hewlett is saying the consumer sector is weak and hardware is down 16% in that sector. By contrast, Lexmark said the consumer sector was weak, but shipments were up double-digits!

In sum, the possible issues weakening Lexmark stock do not make a lot of sense to us, so we are calling it a BUY opportunity.

### **nVidia (\$28.99 – Buy)**

Jen-Hsun Huang, CEO of nVidia, will undoubtedly go down as one of the greats in Silicon Valley, one of perhaps two or three greatest in graphical representation, and we might add one of the greatest in pulling a rabbit out of the hat. This extraordinary Taiwanese engineer was washed up on the beach 2-3 years ago. His company, which was leading in every facet of graphics, was suddenly behind the technology curve, had a lesser product and was losing market share everywhere. ATI of Canada (K.Y. Ho's company) had leapfrogged him!

Well, he had to spend a couple of years in the penalty box but now has come out swinging. The new *GeForce 6* series now not only has a product in every market segment, it has a technology leading product in every segment. nVidia is gaining market share everywhere.

These cycles tend to be longer than one thinks, and the financial returns spread out over some time. Although we just had a "hot" quarter, we are still at the front end of this product cycle.

We also like some of the non-PC initiatives – which include hand-held devices, the future upcoming Sony Playstation 3, and the brilliant cross-license with Intel which opens up the front bus on Intel platforms.

For a couple of years we were snake-bit on this stock, buying at the top, fading off at the bottom (or so it seemed). This cycle, meaning the *GeForce 6*, we are ok so far. We came out with a strong buy at 9 ½, and promptly backed off at 16. In our latest issue, we

suggested taking a trading position (Buy) on the theory all estimates would be going up, but we didn't make it official. This time, it's official. We are now re-recommending it at 29 – this better be a \$50 stock!

Estimate changes posted by us on First Call, are \$1.22 EPS this year (formerly \$0.90) and \$1.78 next year (formerly \$1.14).

**Gateway Inc (\$4.70 – Buy)**

No news from Gateway this month, maybe just as well. The stock has been in steep decline since pronouncing the consumer market was soft. Management was early on in taking down first quarter expectations (though, interestingly, not for the full year) but Wall Street isn't going to pay up for a recovery yet to occur, not in this business.

Ideally, the company shows it can swim a little upstream in a soft market, for then some confidence might build how the company could do better in a better market. First quarter results should be reviewed carefully.

Hewlett-Packard plays an unknown role here. Gateway's improvement, if any, in retail stores must to some extent come out of Hewlett-Packard. If there is some turmoil in a restructuring or something like that, maybe it would help Gateway a little. Hewlett's published we are going for "profit" and not for "share" initiative gave the day a headline story -- but we can find absolutely no evidence that this is true.

We are going to hang in there with Wayne Innouye and his crew. He probably needs more volume to properly balance his overhead accounts, but we think he is going to get it. For now, anyway, we leave our Speculative Buy rating.

**Dell Computer (\$40.09 – Hold)**

Dell had a pretty solid quarter but in this day and age, we look for the little things that might not measure up. Clearly the volume was a shade light, more than amply explained in the consumer sector. The tax rate increased earnings by a penny. Guidance was conservative, essentially flat sequentially, up 16% year on year (Wall Street was hoping for a little more). Given these nits, the stock didn't do much, as we would expect. \$104 billion market cap is a lot to carry around.

The story of the quarter was slow growth, 10%, in consumer (Dell is not optimistic about 2005 in this market either), and strength in the business sector. Servers, Dell-EMC, enterprise, all did well.

Margins, market share performance, and other metrics, all looked in the range. Looks ok, but not cheap enough to buy, as we see it. Reiterate our Hold rating.

## **OUTSOURCING**

Our only investment idea in this group is **Unisys (\$7.68 – Long Term Buy)**.

Unisys stock continues to drag around the \$7 - \$8 level which is not too surprising. It is still digesting the bad news of the past couple of months with no new developments to report.

Within the past month, the company received an order for \$60 million from the Australian state of Victoria for infrastructure updating, and announced the hiring of Peter Blackmore as EVP – Worldwide Sales & Marketing. Analysts knew him as head of Hewlett's Solutions Group, previously as a senior executive with Compaq, and before that, Xerox. Sounds like the right kind of hire.

We see no short-term changes in business conditions so we leave unchanged our rating of Long Term Buy. We just have to let time pass before this ship can right itself, financials improve, and comparisons get easy.

## **PERFORMANCE AND RATING CHANGES**

Estimate changes were mostly minor this month with the exception of nVidia, raised substantially as discussed in the text. Our quarterly and annual estimates are kept up to date and posted on First Call.

The only rating change this month was to raise nVidia from a Hold to Buy (discussed in the text).

In February, the overall market, as measured by the S&P 500 index, was up 2%, while technology stocks, as measured by the NASDAQ Composite index, were down 0.5%. Needless to say, in this environment most of the stocks on our list were down, many declined more than the technology market. The storage stocks, EMC and Network Appliance, declined 3% and 6%, respectively. Hewlett-Packard shares increased 6% after news of Fiorina's departure; IBM was down 1%, and Sun's stock price declined 3%. The best performing PC and related stock was nVidia, which was actually up 27%. Dell stock declined 4% in the month, Lexmark was down 4%, ATI increased 1% and Gateway declined 1%. The wireless stocks were down 2% to 8% during February. Unisys stock declined 2%, Celestica was down 2%, and Flextronics fell 6%. Taiwan Semiconductor was up 4% while Jabil was up 9% during the month.

## **REGULATORY COMPLIANCE**

Nutmeg Securities, Ltd. has implemented rules that conform to published SEC rules to address analyst conflicts. Accordingly, we note for the record that we have not acted as manager or co-manager for any equity offering, nor received investment banking fees from, any of the companies mentioned in this review. Further, we have footnoted in

Table II where the analyst has a position in any of these securities. Next, we have some kind of Buy rating on 7 stocks (37%) but no sell ratings. We consider this somewhat unusual, but not in a case of an attractive investment sector. Finally, we note our investment performance can be gauged by comparing our recommendations which appear in Table I along with the prices at the time, with the NASDAQ Composite Index, which also appears in Table I.

**Table I - Price, P/E and Rating**

Company (FY)	Symbol	Price		E.P.S.				P/E		Rating
		2/28/2005	52-week Range	2003A	2004E	2005E	2006P	2004E	2005E	
S&P 500*	SPX	1204	1218 1061	\$55.44	\$66.13	\$70.09	\$75.56	18	17	
NASDAQ Composite	COMP	2052	2192 1751							
<b>Storage</b>										
EMC Corp. (Dec)	EMC	12.66	15 - 9	\$0.19	\$0.37	A \$0.52	\$0.65	34	24	STRONG BUY
Network Appl. (Apr)	NTAP	30.01	35 - 16	\$0.40	\$0.62	\$0.78	\$1.03	48	38	BUY
<b>Servers</b>										
Hewlett-Packard (Oct)*	HPQ	20.80	24 - 16	\$1.16	\$1.34	A \$1.51	\$1.69	16	14	HOLD
IBM Corp. (Dec)*	IBM	92.58	99 - 82	\$4.34	\$5.07	A \$5.62	\$6.15	18	16	BUY
Sun Micro. (Jun)*	SUNW	4.22	6 - 3	(\$0.24)	\$0.04	\$0.10	\$0.14	NMF	42	HOLD
<b>Personal Computers</b>										
ATI Technologies (Aug.)*	ATYT	17.54	21 - 13	\$0.27	\$0.78	A \$1.06	\$1.29	22	17	HOLD
Dell (Jan fol.)	DELL	40.09	43 - 31	\$1.01	\$1.28	A \$1.56	\$1.79	31	26	HOLD
Gateway (Dec)	GTW	4.70	7 - 4	(\$0.96)	(\$0.40)	A \$0.25	\$0.40	NMF	19	SPECULATIVE BUY
Lexmark (Dec)	LXK	80.13	98 - 78	\$3.34	\$4.13	A \$4.55	\$5.06	19	18	STRONG BUY
nVidia (Jan fol.)	NVDA	28.99	29 - 9	\$0.50	\$0.57	A \$1.22	\$1.78	51	24	BUY
<b>Wireless</b>										
palmOne (May)* <sup>3</sup>	PLMO	23.82	47 - 10	(\$0.11)	\$1.72	\$1.93	\$1.95	14	12	HOLD
PalmSource (May)* <sup>3</sup>	PSRC	10.12	27 - 10	\$0.10	\$0.29	\$0.33	\$0.60	35	31	HOLD
Res. in Motion (Feb)* <sup>2</sup>	RIMM	66.11	104 - 42	\$0.48	\$2.04	\$2.81	\$3.45	32	24	HOLD
<b>Outsourcing</b>										
Celestica Inc. (Dec)*	CLS	12.86	20 - 12	(\$0.11)	\$0.42	A \$0.78	\$1.06	31	16	HOLD
Flextronics Intl. (Mar)*	FLEX	13.35	20 - 10	\$0.42	\$0.67	\$0.86	\$1.11	20	16	HOLD
Globix (Sep) <sup>1</sup>	GBXX	3.60	4 - 2	(\$2.00)	u/r	u/r	u/r	N/A	N/A	HOLD
Jabil Circuit (Aug)*	JBL	25.71	31 - 19	\$1.02	\$1.23	\$1.48	\$1.63	21	17	HOLD
Taiwan Semi. Mfg. (Dec)*	TSM	9.12	10 - 7	\$0.30	\$0.60	A \$0.49	\$0.56	15	19	HOLD
Unisys (Dec) <sup>4</sup>	UIS	7.68	15 - 7	\$0.78	\$0.31	A \$0.53	\$0.86	25	14	L. T. BUY

Notes: <sup>1</sup>Globix now trading post-bankruptcy. New Symbol GBXX. <sup>2</sup>Research in Motion split 2-for-1 on June 4, 2004.

<sup>3</sup>Palm became palmOne and PalmSource started trading October 29, 2003.

<sup>4</sup>Unisys estimates non-GAAP and exclude pension accounting.

\* First Call consensus estimates.

u/r = under review

Source: Nutmeg Securities estimates, except as noted.

Table II - Price History

Company (FY)	12/31/2002	12/31/2003	Prices			2/28/2005	% chg February	2005 year to date
			11/30/2004	12/31/2004	1/31/2005			
S&P 500	879	1112	1174	1212	1181	1204	1.9%	-0.7%
NASDAQ Composite	1335	2003	2097	2175	2062	2052	-0.5%	-5.7%
<b>Storage</b>								
EMC Corp. (Dec)	6.14	12.92	13.42	14.87	13.10	12.66	-3.4%	-14.9%
Network Appl. (Apr)	10.00	20.44	30.16	33.22	31.84	30.01	-5.7%	-9.7%
<b>Servers</b>								
Hewlett-Packard (Oct)	17.36	22.97	20.00	20.97	19.59	20.80	6.2%	-0.8%
IBM Corp. (Dec)	77.50	92.68	94.24	98.58	93.42	92.58	-0.9%	-6.1%
Sun Micro. (Jun)	3.11	4.47	5.55	5.39	4.36	4.22	-3.2%	-21.7%
<b>Personal Computers</b>								
ATI Technologies (Aug)	4.65	15.12	19.40	19.39	17.33	17.54	1.2%	-9.5%
Dell (Jan)	26.74	33.98	40.52	42.14	41.76	40.09	-4.0%	-4.9%
Gateway (Dec)	3.14	4.60	6.81	6.01	4.73	4.70	-0.6%	-21.8%
Lexmark (Dec)	60.50	78.64	84.90	85.00	83.35	80.13	-3.9%	-5.7%
nVidia (Jan)	11.51	23.20	19.13	23.56	22.92	28.99	26.5%	23.0%
<b>Wireless</b>								
palmOne (May)	15.70	11.75	35.04	31.55	25.88	23.82	-7.9%	-24.5%
PalmSource (May)		21.77	15.84	12.74	10.34	10.12	-2.1%	-20.6%
Res. in Motion (Feb)	6.56	33.42	88.97	82.42	71.29	66.11	-7.3%	-19.8%
<b>Outsourcing</b>								
Celestica Inc. (Dec)	14.10	15.07	15.18	14.11	13.05	12.86	-1.5%	-8.9%
Flextronics Intl. (Mar)	8.19	14.80	14.35	13.82	14.15	13.35	-5.7%	-3.4%
Globix (Sep) (2)		4.00	3.05	3.60	3.54	3.60	1.7%	0.0%
Jabil Circuit (Aug)	17.92	28.30	25.06	25.58	23.57	25.71	9.1%	0.5%
Taiwan Semi. Mfg. (Dec)	7.05	10.24	7.97	8.49	8.75	9.12	4.2%	7.4%
Unisys (Dec)	9.90	14.85	11.49	10.18	7.85	7.68	-2.2%	-24.6%

Palm Had a 20-1 reverse split in October 2002.

Globix stock quoted is post-bankruptcy stock.

Research in Motion split 2-for-1 on June 4, 2004.

Palm became palmOne and PalmSource started trading October 29, 2003.

Notes: (1) The author has a position in the common stock. (2) The author has a position in the debentures.

Source: Reuters.

### ***DEFINITION OF OUR RATING SYSTEM***

In general, we have three basic ratings of followed securities: Buy, Sell and Hold (Not Rated is a term we use where a security is not followed, or if followed, where not enough information is currently available to base an opinion).

**BUY** – is our rating for a stock that we consider currently attractive for purchase for most technology investors. It is a stock that we believe will outperform the market, as measured by the NASDAQ Composite, in a six to eighteen month timeframe. The recommendation could be based on industry or company fundamentals, on equity prices, or any one of a host of other factors, as assessed by the analyst.

We have also formed additional sub-categories of “BUY” rated stocks to make more clear our position. The most common of these are listed below:

- **STRONG BUY** – where the analyst feels a stock is especially attractive, in some cases due to recent price declines, in some where conventional wisdom on prospects is viewed as wrong, in some where there is a visible catalyst that will call attention to the security.
- **LONG-TERM BUY** – where the analyst considers the stock as fundamentally attractive but where fruition appears extended over a longer than normal period of time, or where the stock price currently is higher than levels where the analyst would rate the stock “BUY”.
- **SPECULATIVE BUY** – where the analyst considers the stock as very attractive on the price and the fundamentals but where well above average risk must be assumed by the investor.

**HOLD** – is our rating for a stock where prospects appear more or less in line with the market, or where we feel a compelling case cannot be made either for Buy or for SELL.

**SELL** – is our rating for a stock that in our opinion is likely to underperform the market as measured by the NASDAQ Composite in a six to eighteen month time frame.

Additional information on subjects in this report is available upon request.

Our recommendation changes on the securities mentioned in this report are as follow:

ATI Technologies  
Hold 4/30/04 at \$14.57

Celestica  
Hold 8/30/02 at \$22.97

Flextronics  
Hold 8/30/02 at \$9.47

Hewlett-Packard  
Sell 10/31/01 at \$16.83  
LT Sell 12/31/02 at \$17.36  
Hold 1/8/03 at \$19.65  
Buy 5/5/03 at \$16.65  
Strong Buy 5/30/03 at \$19.50  
Buy 8/2/04 at \$20.15  
Hold 9/1/04 at \$17.89

Lexmark International  
Hold 1/5/04 at \$78.64  
Strong Buy 3/31/04 at \$92.00

palmOne  
Sell 10/31/01 at \$48.60  
Hold 1/31/02 at \$74.80  
Sell 5/31/02 at \$31.80  
Hold 8/30/02 at \$15.20

Sun Microsystems  
Hold/LT Sell 10/31/01 at \$10.17  
LT Buy 11/29/02 at \$4.29  
Buy 1/8/03 at \$3.75  
Hold 9/30/03 at \$3.31  
LT Buy 1/5/04 at \$4.47  
Hold 4/30/04 at \$3.90

Dell  
Hold 10/31/01 at \$23.89  
LT Buy 3/28/02 at \$26.11  
Buy 8/9/02 at \$25.59  
Hold 11/29/02 at \$28.60

Gateway  
Value Buy 10/31/01 at \$5.65  
Strong Buy 1/31/02 at \$5.21  
Buy 2/28/02 at \$5.60  
Strong Buy 3/25/02 at \$6.45  
Buy 12/31/02 at \$3.14  
Strong Buy 7/31/03 at \$5.11  
Buy 4/30/04 at \$4.82  
Speculative Buy 9/1/04 at \$4.39

IBM  
Hold 10/31/01 at \$108.77  
Buy 1/5/05 at \$98.58

Network Appliance  
Strong Buy 10/31/01 at \$13.30  
Buy 9/1/04 at \$20.07

PalmSource  
u/r 10/31/03 at \$38.17

Taiwan Semi Mfg.  
Hold 8/30/02 at \$8.17

EMC  
Buy 10/31/01 at \$12.32  
Strong Buy 3/28/02 at \$11.92

Globix  
Spec. Buy 10/31/01 at \$0.56  
Hold 1/31/02 at \$0.06

Jabil  
Hold 8/30/02 at \$18.71

nVidia  
LT Buy 10/31/01 at \$42.75  
Buy 1/31/02 at \$65.74  
Strong Buy 2/28/03 at \$52.01  
u/r 6/28/02 at \$17.18  
Buy 7/25/02 at \$15.07  
Strong Buy 8/9/02 at \$9.42  
Buy 5/30/03 at \$ 26.17  
Strong Buy 6/30/03 at \$22.91  
Buy 8/29/03 at \$18.17  
Hold 9/30/03 at \$15.91  
Strong Buy 1/5/04 at \$23.20  
Hold 8/2/04 at \$15.42  
Buy 8/9/04 at \$9.43  
Hold 10/29/04 at \$14.47  
Buy 3/1/05 at \$28.99

Res. In Motion  
Buy 10/31/01 at \$16.01  
Strong Buy 2/28/02 at \$23.89  
LT Buy 4/15/02 at \$20.39  
Hold 2/28/03 at \$12.70

Unisys  
Value Buy 10/31/01 at \$8.93  
Buy 1/31/02 at \$12.50  
Strong Buy 8/9/02 at \$7.82  
Buy 7/31/03 at \$12.26  
Strong Buy 8/29/03 at \$12.98  
Buy 10/29/04 at \$10.62  
Long Term Buy 1/5/05 at \$10.18

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