| Preferred (\$M) | 0.0 | \% Insiders | \% Institution |  |  |
| :--- | :--- | ---: | ---: | ---: | ---: |
| Common (M Shares) | 16.4 |  | 9.3 | 71.0 |  |
| Debt (\$M) | 149.7 | \% to Tot Cap | 17.1 | \% Pot Dil | 1.9 |

## 1 VISUAL ANALYSIS of Sales, Earnings, and Price



| (1) Historical Sales Growth | $12.7 \%$ | (3) Historical Earnings Per Share Growth | $19.8 \%$ |
| :--- | :---: | :--- | :--- |
| (2) Estimated Future Sales Growth | $7.7 \%$ | (4) Estimated Future Earnings Per Share Growth | $14.2 \%$ |


|  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Last 5 Year Avg. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \% Pre-tax Profit on Sales | 5.6\% | 4.5\% | 4.0\% | 5.2\% | 4.2\% | 5.1\% | 5.5\% | 7.0\% | 6.3\% | 7.7\% | 6.3\% |
| \% Earned on Equity | 9.7\% | 8.2\% | 8.0\% | 7.8\% | 6.9\% | 6.0\% | 6.5\% | 8.0\% | 7.5\% | 9.1\% | 7.4\% |
| \% Debt To Capital | 2.8\% | 2.1\% | 13.6\% | 19.7\% | 5.9\% | 14.6\% | 31.6\% | 31.5\% | 21.9\% | 19.9\% | 23.9\% |

## 3 PRICE-EARNINGS HISTORY as an indicator of the future

This shows how stock prices have fluctuated with earnings and dividends. It is building block for translating earnings into future stock prices.

| CURREN | 113.54 (0 |  | 52-WEEK | GH 115.32 |  | 52-WEE | LOW 78.3 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | A | B | C | D | E | F | G | H |
| Year | Price |  | Earnings | Price Earnings Ratio |  | Dividend | \% Payout | \% High Yield |
|  | High | Low | Per Share | High A / C | Low B / C | Per Share | F/C * 100 | F/B * 100 |
| 2019 | 97.7 | 57.9 | 1.81 | 54.0 | 32.0 | 0.00 | 0.0 | 0.0 |
| 2020 | 118.0 | 43.1 | 2.08 | 56.7 | 20.7 | 0.00 | 0.0 | 0.0 |
| 2021 | 129.0 | 73.1 | 2.81 | 45.9 | 26.0 | 0.00 | 0.0 | 0.0 |
| 2022 | 112.9 | 68.6 | 2.84 | 39.8 | 24.1 | 0.00 | 0.0 | 0.0 |
| 2023 | 115.0 | 77.3 | 3.83 | 30.0 | 20.2 | 0.00 | 0.0 | 0.0 |
| AVERAGE |  | 64.0 |  | 38.6 | 21.7 |  | 0.0 |  |
| CURRENT/TTM |  |  | 4.03 | 28.6 | 19.4 | 0.00 | 0.0 |  |
| AVERAGE PRICE EARNINGS RATIO: 30.1 |  |  |  |  | CURRENT PRICE EARNINGS RATIO: 28.2 |  |  |  |

## 4 EVALUATING RISK and REWARD over the next 5 years

Assuming one recession and one business boom every 5 years, calculations are made of how high and how low the stock might sell. The upside-downside ratio is the key to evaluating risk and reward.


E PRICE TARGET (Note: This shows the potential market price appreciation over the next five years in simple interest terms.)
$\frac{\text { High Price }}{\text { Current Price }} \frac{234.8}{113.54}=2.0683 \quad$ X $100=206.83-100=106.8 \quad \%$ Appreciation

## 5 5-YEAR POTENTIAL

This combines price appreciation with dividend yield to get an estimate of total return. It provides a standard for comparing income and growth stocks.
A $\frac{\text { Indicated Annual Dividend }}{\text { Current Price }} \frac{0.00}{113.54}=0.0000=0.0 \%$ Current Yield
B AVERAGE YIELD - USING FORECAST HIGH P/E

$$
\frac{\text { Avg. \% Payout }}{\text { Forecast High PE }}=\frac{0.0 \%}{30.00}=0.0 \%
$$

C COMPOUND ANNUAL RETURN - USING FORECAST HIGH P/E

| Annualized Appreciation | $15.6 \%$ |
| :--- | ---: |
| Average Yield | $0.0 \%$ |
| Ancelized |  |

AVERAGE YIELD - USING FORECAST AVERAGE P/E
$\frac{\text { Avg. \% Payout }}{\text { Forecast Average PE }}=\frac{0.0 \%}{25.85}=0.0 \%$
COMPOUND ANNUAL RETURN - USING FORECAST AVG P/E
Annualized Appreciation 12.3 \%
Average Yield $\quad 0.0$ \%
Annualized Rate of Return 12.3 \%

