

| Cash \& ST Secs. | 577.4 | 59 | 392.9 |
| :---: | :---: | :---: | :---: |
| Receivables | 189.8 | 186.3 | 184.7 |
| Other | 85.5 | 110.8 | 80.2 |
| Current Assets | 852.7 | 888.2 | 657.8 |
| Accts Payable | 46.7 | 47.0 | 40.3 |
| Debt Due |  |  |  |
| Other | 185.5 | 208.1 | 213.3 |
| Current Liab. | 232.2 | 255.1 | 253.6 |


| ANNUAL RATES | Past | Past | Est'd '05-'07 |
| :--- | :---: | :---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to '11.'13 |
| Revenues | $16.5 \%$ | $14.0 \%$ | $11.5 \%$ |
| "Cash Flow" | $21.0 \%$ | $14.0 \%$ | $1.5 \%$ |
| Earnings | $22.5 \%$ | $13.0 \%$ | $12.5 \%$ |
| Dividends | $30.0 \%$ | $14.5 \%$ | $19.0 \%$ |
| Book Value | $23.0 \%$ | $17.0 \%$ | $6.0 \%$ |


| Fiscal Year Ends | QUARTERLY REVENUES (\$ mill.) AE |  |  |  | Full <br> Fiscal Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Aug. 31 | Nov. 30 | Feb 28 | May 31 |  |
| 2005 | 345.0 | 347.3 | 373.8 | 379.0 | 1445.1 |
| 2006 | 403.7 | 399.8 | 430.6 | 440.5 | 1674.6 |
| 2007 | 459.4 | 455.0 | 485.3 | 487.3 | 1887.0 |
| 2008 | 507.1 | 507.8 | 532.2 | 519.2 | 2066.3 |
| 2009 | 540 | 540 | 570 | 580 | 2230 |
| Fiscal Year Ends | $\text { Aug. } 31$ | Noving Pe | ER SHARE | $\begin{aligned} & \hline \mathrm{AB} \\ & \text { May } 31 \end{aligned}$ | Full Fiscal Year |
| 2005 | . 23 | . 23 | . 24 | . 27 | . 97 |
| 2006 | . 30 | . 30 | . 30 | . 32 | 1.22 |
| 2007 | . 35 | . 35 | . 33 | . 32 | 1.35 |
| 2008 | . 40 | . 40 | . 39 | . 38 | 1.56 |
| 2009 | . 40 | . 40 | . 42 | . 43 | 1.65 |
| Calendar | $\begin{gathered} \hline \text { QUAR } \\ \text { Mar. } 31 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { TERLY DIV } \\ \text { Jun. } 30 \\ \hline \end{gathered}$ | IDENDS P Sep. 30 | $\begin{aligned} & \text { PAID C. } \\ & \text { Dec. } 31 \\ & \hline \end{aligned}$ | Full Year |
| 2004 | . 12 | . 12 | . 12 | . 13 | . 49 |
| 2005 | . 13 | . 13 | . 13 | . 16 | . 55 |
| 2006 | . 16 | . 16 | . 16 | . 21 | .69 |
| 2007 | . 21 | . 21 | . 30 | . 30 | 1.02 |
| 2008 | . 30 | . 30 | . 31 |  |  |

(A) Fiscal year ends May 31st.
(B) Primary earnings until 1996, diluted thereafter. Quarterly egs. do not sum due to roundafter. Quarterly egs. do not sum due to
ing. Next earnings report due late Sep.
(C) Dividends historically paid in mid-February, (E) Excludes net ENS investments less related

BUSINESS: Paychex, Inc. is primarily engaged in providing computerized payroll-accounting services, salary deposit services, automatic payroll-tax payment and tax return filing services, and humanresource products and services to more than 572,000 businesses, mostly small- to medium-sized ( 10 to 200 employees), nationwide. The company operates 100 offices in 36 states and the District of
Paychex's top line has become sluggish. Revenue increased about 7\% during the fourth quarter of 2008 (year ended May 31st). Although this was a respectable advance, it was slower than the increases posted in prior quarters. Some of the weakness was likely due to a mixed economy. Results at the Payroll services segment, which accounts for about $70 \%$ of the top line, have been hurt by rising unemployment levels and a competitive price environment. This was partially offset by continued steady demand for Paychex's ancillary product offerings and human resources products.
Moreover, Paychex's business is being hurt by lower interest rates. Interest on funds held for clients declined about $15 \%$ during the fourth quarter, and $2 \%$ for the full year. We expect results at this operation to decline about 25\%-30\% in the year ahead. In addition, investment income weakened dramatically during fiscal 2008. Given the current negative outlook, we expect investment income to remain weak for a while.

## Nonetheless, well-controlled expenses

Columbia. 2007 depreciation rate: $13.4 \%$. Has about 12,200 employees. B. Thomas Golisano owns $9.9 \%$ of common stock, Officers and Directors (incl. Golisano), 10.4\% (8/07 Proxy). Chairman: B. Thomas Golisano. President and CEO: J. Judge. Inc.: DE. Addr.: 911 Panorama Trail South, Rochester, NY 14625-0397. Tel.: 585-385-6666. Internet: www.paychex.com.
General and administrative expenses were reduced by about 9\% during the fourth quarter, which has helped to keep the operating margin relatively wide. We expect additional cost-cutting measures, such as reduced sales and marketing efforts, in the year ahead.
The business environment ought to remain challenging. Paychex reported a slight increase in the number of clients that are going out of business. In addition, there will probably be fewer small businesses starting up. This will likely make it more difficult for Paychex to add customers, raise its prices, or sell additional services. Consequently, we have reduced our earnings estimate by $\$ 0.05$ per diluted share for fiscal 2009.
These neutrally ranked shares offer investors a healthy dividend yield. The recent increase in the quarterly dividend is a plus. The issue also currently trades at a price-to-earnings multiple that is considerably lower than its historic average. Consequently, our projections indicate that these shares offer good appreciation potential for the 3- to 5-year horizon. Adam Rosner

August 22, 2008

