


| $\underset{\text { CURENT POSITION }}{\text { (SMILL.) }}$ | 2007 | 2008 | 9/30/09 |
| :---: | :---: | :---: | :---: |
| Cash Assets | 95.0 | 56.4 | 41.0 |
| Receivables | 100.7 | 131.5 | 157.9 |
| Other | 80.4 | 61.6 | 65.8 |
| Current Assets | 276.1 | 249.5 | 264.7 |
| Accts Payable | 15.7 | 17.1 | 16.5 |
| Other | 128.6 | 119.7 | 151.1 |
| Current Liab. | 144.3 | 136.8 | 167.6 |


| ANNUAL RATES | Past | Past | Est'd '06-'08 |
| :--- | :---: | :---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to' 12 '14 |
| Revenues | $20.5 \%$ | $14.0 \%$ | $25.0 \%$ |
| "Cash Flow' | $17.0 \%$ | $16.0 \%$ | $23.5 \%$ |
| Earnings | $17.0 \%$ | $20.0 \%$ | $26.0 \%$ |
| Dividends | $26.0 \%$ | $38.5 \%$ | $30.0 \%$ |
| Book Value | $12.0 \%$ | -- | $23.0 \%$ |


| $\begin{array}{\|c} \text { Cal- } \\ \text { endar } \end{array}$ | QUARTERLY REVENUES (\$ mill.) <br> Mar. 31 Jun. 30 Sep. 30 Dec. 31 |  |  |  | Full Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2006 | 67.1 | 65.5 | 56.7 | 74.3 | 263.6 |
| 2007 | 80.2 | 78.9 | 69.8 | 89.1 | 318.0 |
| 2008 | 97.1 | 97.9 | 87.0 | 114.3 | 396.3 |
| 2009 | 124.5 | 125.9 | 114.4 | 145.2 | 510 |
| 2010 | 150 | 155 | 140 | 185 | 630 |
| Calendar | $\begin{array}{\|r} \mathrm{EAF} \\ \text { Mar. } 31 \end{array}$ | $\begin{aligned} & \text { RNINGS P } \\ & \text { Jun. } 30 \end{aligned}$ | $\begin{aligned} & \text { PER SHAR } \\ & \text { Sep. } 30 \end{aligned}$ | $\begin{aligned} & \text { EA } \\ & \text { Dec. } 31 \end{aligned}$ | Full Year |
| 2006 | 1.10 | . 96 | . 44 | 1.11 | 3.61 |
| 2007 | 1.30 | 1.19 | . 64 | 1.34 | 4.47 |
| 2008 | 1.63 | 1.50 | . 83 | 1.71 | 5.67 |
| 2009 | 2.07 | 2.00 | 1.21 | 2.30 | 7.58 |
| 2010 | 2.60 | 2.50 | 1.50 | 2.85 | 9.45 |
| Calendar | $\begin{array}{\|c\|} \hline \text { QUART } \\ \text { Mar. } 31 \\ \hline \end{array}$ | $\begin{aligned} & \text { TERLY DIV } \\ & \text { Jun. } 30 \\ & \hline \end{aligned}$ | IDENDS P Sep. 30 | $\begin{aligned} & \hline \text { AID }_{\mathrm{B}}^{\mathrm{D}} \\ & \text { Dec. } 31 \end{aligned}$ | Full Year |
| 2006 | . 25 | . 25 | . 25 | . 313 | 1.06 |
| 2007 | . 313 | . 313 | . 313 | . 373 | 1.31 |
| 2008 | . 375 | . 375 | . 375 | . 50 | 1.62 |
| 2009 | . 50 | . 50 | . 50 | . 75 | 2.25 |
| 2010 |  |  |  |  |  |

BUSINESS: Strayer Education, Inc., through its subsidiary, Strayer University, offers graduate and undergraduate, business, information technology, education and public administration degree programs. As of $12 / 31 / 08$, student enrollment was about 44,000 students, incl. students taking at least one class at Strayer ONLINE, which offers courses over the Internet; there are 65 campuses in
Business prospects at Strayer Education remain sound. During the third quarter, the company reported a $31 \%$ year-over-year jump in sales, due to higher enrollment and a 5\% tuition increase that was implemented last J anuary. Total enrollment for the 2009 fall term rose $22 \%$ from a year ago, to 54,317. New student enrollment jumped $20 \%$, while continuing student enrollment increased 23\%. Margins widened for the quarter, largely thanks to the sizable increase in sales, and this allowed share net to climb $46 \%$. We are still concerned about elevated bad debt expense, which increased to $4.5 \%$ of sales, compared to $3.7 \%$ a year ago.
We believe the company finished 2009 with stellar results. Based on strong enrollment growth and the addition of new campuses, we think that Strayer's top and bottom lines advanced $29 \%$ and $34 \%$, respectively.
We anticipate another good year in 2010. Management recently announced that it was implementing another $5 \%$ tuition increase, effective this J anuary. It also reported that it was going to open 13 new campuses in 2010. For the winter

Wash., D.C., MD, NC, PA, DE, SC, GA, FL, TN, \& VA. Fidelity Mgmt. owns $12.6 \%$ of common stock; Baron Cap., $9.0 \%$. Off. \& dir. own $3.4 \%$ (4/09 Proxy). Has about 2,405 employees. Chairman and CEO: Robert S. Silberman. Incorporated: Maryland. Address: 1100 Wilson Boulevard, Suite 2500, Arlington, VA 22209. Telephone: 703-247-2500. Internet: www.strayereducation.com.

## term, Strayer is adding three new mar-

 kets, with campuses in New Brunswick and Lawrenceville, New J ersey and Little Rock, Arkansas. Management is assuming a $20 \%$ increase in annual enrollment. As a result, we expect 2010 top- and bottomline gains of $24 \%$ and $25 \%$, respectively.Strayer maintains a strong balance sheet with no debt. It recently announced that it was raising its quarterly dividend payment by a quarter, to $\$ 0.75$ per share. The company has also amended its share-repurchase plan to authorize the company to repurchase up to $\$ 100$ million of common stock over the next year.
Strayer is ranked to track the broader market averages over the next six to 12 months. We believe the company will continue to benefit from strong enrollment growth, tuition increases, and the addition of new campuses, and this should help drive sound earnings gains during this time frame. Over the 3- to 5 -year period, these shares offer above-average appreciation potential at the current quote, assuming demand for its core programs remains robust.
Iason Dalavagas
J anuary 29, 2010

