| FHR SVSTEMS, INC, NDQ-FLIR |  |  |  |  |  |  |  | $\begin{aligned} & \text { RECENT } \\ & \text { PRICE } \end{aligned} 22.73$ |  | $\begin{aligned} & \text { P/E } \\ & \text { RATIO } 15.5\binom{\text { Trailing: } 16.2}{\text { Median: } 25.0} \end{aligned}$ |  |  |  | $\begin{array}{\|l\|l\|l\|} \hline \text { RELATIVE } 1.01 & \text { DIV'D } \\ \text { P/E RATIO } 1.01 & \text { YLD } \\ \hline \end{array}$ |  |  | $\begin{gathered} \text { Ni\| VALUE } \\ \text { LINE } \end{gathered}$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | ESS 3 | Lowered | /5/09 | High: Low: | 3.0 1.3 | 3.0 1.4 | 2.4 0.4 | 6.2 0.5 | 7.4 3.4 | 9.3 5.1 | $\begin{array}{r} 16.7 \\ 8.7 \end{array}$ | $\begin{aligned} & 18.2 \\ & 10.2 \end{aligned}$ | $\begin{aligned} & 17.0 \\ & 10.7 \end{aligned}$ | $\begin{aligned} & \hline 36.4 \\ & 14.8 \end{aligned}$ | $\begin{aligned} & \hline 45.5 \\ & 23.7 \end{aligned}$ | $\begin{aligned} & 18.3 \\ & 18.8 \end{aligned}$ |  |  | Target Pr | Range |
| SAFETY <br> TECHNIC |  | New 4/18 Raised 6 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | $-80$ |
| $\text { BETA } 9$ | $5 \quad(1.00=$ | Raised 6 <br> Market) |  |  |  |  |  |  |  |  |  |  |  |  | for- |  |  |  |  | -60 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 50 |
|  |  |  | n'l Total Return |  |  |  |  |  |  |  |  |  |  |  | $\left.\right\|^{\|1\|} \\|$ |  |  |  |  | 40 -30 |
| High |  | Gain <br> 00\%) | $\begin{aligned} & \text { Return } \\ & \text { 18\% } \end{aligned}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 30 -25 |
| Low | $30 \stackrel{+}{\text { ( }}$ |  | 7\% |  |  |  |  |  |  |  |  |  |  |  |  | - |  |  |  | 20 |
| Insider Decisions |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 15 |
| to Buy | $\begin{array}{ccc} A & S & 0 \\ 0 & 0 & 0 \end{array}$ | $\begin{array}{lll}\text { N } & \text { D } & \text { J } \\ 0 & 0 & 0\end{array}$ | $\begin{array}{lcc} \text { F M A } \\ 0 & 0 & 0 \end{array}$ |  |  |  |  |  |  | 2-for-1 | $1{ }^{1}$ | 1 | $\pi{ }^{1}$ |  | $\therefore$ |  |  |  |  |  |
| $\begin{aligned} & \text { to Buy } \\ & \text { Options } \end{aligned}$ | $\begin{array}{lll} 0 & 0 & 0 \\ 4 & 0 & 1 \end{array}$ | 0 0 0 <br> 6 1 1 | $\begin{array}{ll} 0 & 0 \\ 2 & 0 \\ 2 \end{array}$ |  |  |  |  |  |  |  |  |  |  |  |  | * |  | \% TOT. RETURN 5/09 |  | -7.5 |
| Institutional Decisions |  |  |  | Percent shares traded |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  | $\begin{aligned} & 60 \\ & 40 \\ & 20 \\ & 20 \end{aligned}$ |  |  |  | 世4 |  |  |  |  | $\therefore$ |  |  |  | THIS VLARITH. <br> STOCK  <br> INDEX  |  |  |  |
| to Buy 141 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | $\begin{array}{rr} -43.0 & -23.9 \\ 75.4 & -16.0 \end{array}$ |  |  |
| $\begin{aligned} & \text { to Sell } \\ & \text { Hld's }(000) \\ & \hline \end{aligned}$ | $\begin{array}{r} 174 \\ 14712 \\ \hline \end{array}$ | $\begin{array}{rr} 153 & 166 \\ 149615 & 144221 \\ \hline \end{array}$ |  |  | $1999$ |  |  |  |  |  |  |  |  |  |  |  | 5 yr . | $\begin{array}{rrr} \\ 82.6 & 7.6\end{array}$ |  |  |
| 1993 | 1994 | 1995 | 1996 | 1997 |  |  | 1998 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | © VALUE LINE PUB., INC. 12-14 |  |  |
| 1.18 | 1.23 | 1.19 | 1.53 | 1.16 | 1.60 | 1.62 | 1.60 | 1.62 | 1.89 | 2.37 | 3.49 | 3.67 | 4.37 | 5.70 | 7.62 | 8.40 | 9.65 | Sales per sh <br> "Cash Flow" per sh <br> Earnings per sh A <br> Div'ds Decl'd per sh |  | 11.30 |
| . 15 | . 14 | . 15 | . 18 | d. 04 | . 25 | d. 36 | d. 14 | 25 | . 35 | . 39 | . 62 | . 77 | . 92 | 1.19 | 1.72 | 1.95 | 2.20 |  |  | 2.65 |
| . 10 | . 10 | . 09 | . 12 | d. 15 | . 18 | d. 43 | d. 23 | 20 | . 29 | . 32 | 47 | . 58 | . 66 | . 89 | 1.28 | 1.47 | 1.65 |  |  | 1.85 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | Nil | Nil |  |  | Nil |
| . 06 | . 06 | . 07 | . 13 | . 14 | . 13 | . 06 | . 06 | . 03 | . 05 | . 11 | 10 | . 25 | . 33 | . 32 | . 20 | . 20 | . 30 | Cap'IS | ending per sh | . 30 |
| 1.00 | 1.00 | 1.03 | 1.16 | . 95 | 1.30 | . 54 | . 25 | . 79 | 1.25 | 1.25 | 2.27 | 2.67 | 3.03 | 4.56 | 5.94 | 7.40 | 9.65 | Book V | lue per sh ${ }^{\text {c }}$ | 15.20 |
| 32.55 | 38.28 | 42.26 | 43.10 | 78.86 | 96.21 | 115.11 | 116.39 | 132.44 | 138.40 | 131.45 | 138.24 | 138.43 | 131.67 | 136.77 | 141.39 | 143.00 | 137.00 | Comme | Shs Outst'g B | 137.00 |
| 13.6 | 17.0 | 18.4 | 13.7 | -- | 12.4 | -- | - | 14.5 | 18.6 | 21.7 | 27.0 | 24.4 | 20.3 | 26.5 | 26.1 | Bold figures are Value Line estimates |  | Avg Ann'I P/E Ratio Relative P/E Ratio Avg Ann'I Div'd Yield |  | 20.0 |
| . 80 | 1.11 | 1.23 | . 86 | -- | . 64 | -- | -- | . 74 | 1.02 | 1.24 | 1.43 | 1.30 | 1.10 | 1.41 | 1.60 |  |  | 1.35 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | Nil |  |
| CAPITAL STRUCTURE as of $3 / 31 / 09$ <br> Total Debt $\$ 88.2$ mill. Due in 5 Yrs. None LT Debt $\$ 88.2$ mill. LT Interest $\$ 5.0$ mill. Includes $\$ 88.1$ million of $3.0 \%$ senior convertible notes due 2023. (Total interest earned: 33.8x) ( $8 \%$ of Cap'l) <br> Leases, Uncapitalized: Annual rentals $\$ 8.7$ mill. Pension Assets-12/08 None Oblig. $\$ 21.2$ mill. Pfd Stock None Common Stock $150,536,000$ shs. |  |  |  |  |  | 186.5 | 186.4 | 214.4 | 261.1 | 312.0 | 482.7 | 508.6 | 575.0 | 779.4 | 1077.0 | 1200 | 1320 |  |  | Sales | nill) | 1550 |
|  |  |  |  |  |  | NMF | NMF | 20.9\% | 21.6\% | 24.4\% | 25.7\% | 27.8\% | 27.4\% | 27.9\% | 30.1\% | 33.0\% | 32.0\% |  |  | Operati | $g$ Margin | 30.5\% |
|  |  |  |  |  |  | 6.9 | 9.7 | 7.5 | 6.2 | 6.3 | 14.8 | 15.6 | 20.6 | 25.9 | 40.0 | 42.0 | 47.0 | Deprec | tion (\$mill) | 75.0 |
|  |  |  |  |  |  | d48.6 | d26.1 | 25.9 | 41.6 | 44.7 | 71.5 | 90.8 | 100.9 | 136.7 | 203.7 | 235 | 255 | Net Pro | (\$mill) | 285 |
|  |  |  |  |  |  |  | $\cdots$ | 9.8\% | 15.0\% | 30.0\% | 28.4\% | 25.7\% | 23.9\% | 28.5\% | 30.9\% | 33.0\% | 32.0\% | Income | Tax Rate | 29.5\% |
|  |  |  |  |  |  | NMF | NMF | 12.1\% | 15.9\% | 14.3\% | 14.8\% | 17.8\% | 17.5\% | 17.5\% | 18.9\% | 19.7\% | 19.3\% | Net Pro | Margin | 18.4\% |
|  |  |  |  |  |  | 11.1 | 65.8 | 69.4 | 121.5 | 311.8 | 278.1 | 315.4 | 316.1 | 489.4 | 640.2 | 515 | 520 | Workin | Cap'I (\$mill) | 1310 |
|  |  |  |  |  |  | 1.5 | 75.5 | -- | -- | 204.4 | 205.3 | 206.2 | 207.0 | 207.9 | 190.3 | 90.0 | 90.0 | Long-T | m Debt (\$mill) | 90.0 |
|  |  |  |  |  |  | 62.2 | 29.0 | 104.8 | 172.3 | 164.8 | 313.2 | 369.0 | 398.8 | 623.3 | 840.1 | 890 | 990 | Shr. Eq | ity (\$mill) | 2080 |
|  |  |  |  |  |  | NMF | NMF | 24.8\% | 24.1\% | 12.8\% | 14.6\% | 16.5\% | 17.4\% | 17.1\% | 19.8\% | 24.5\% | 24.0\% | Return | n Total Cap'l | 13.0\% |
| (Options | exercis | ble 5.3\%) |  |  |  | NMF | NMF | 24.7\% | 24.1\% | 27.1\% | 22.8\% | 24.6\% | 25.3\% | 21.9\% | 24.3\% | 26.5\% | 25.5\% | Return | Shr. Equity | 13.5\% |
| MARKET | T CAP: | 3.4 billio | n (Mid |  |  | NMF | NMF | 24.7\% | 24.1\% | 27.1\% | 22.8\% | 24.6\% | 25.3\% | 21.9\% | 24.3\% | 26.5\% | 25.5\% | Retaine | to Com Eq | 13.5\% |
| CURREN | NT POSI | TION | 2007 | $2008$ | 3/31/09 | .- | -- |  |  |  |  | .- | .- | .- |  | Nil | Nil | All Div' | to Net Prof | Nil |


| Cash Assets | 203.7 | 289.4 | 327.3 |
| :--- | ---: | ---: | ---: |
| Receivables | 203.4 | 239.2 | 234.4 |
| lnventory (Avg Cst) | 179.4 | 207.5 | 21.5 |
| Other | 69.0 | 76.4 | 71.6 |
| Current Assets | 655.5 | 812.5 | 843.8 |
| Accts Payable | 54.0 | 47.8 | 59.4 |
| Debt Due | 7.0 | .- | .- |
| Other | 105.1 | 124.5 | 115.3 |
| Current Liab. | 166.1 | 172.3 | 174.7 |
|  |  |  |  |


| ANNUAL RATES | Past | Past | Est'd '06-'08 |
| :--- | :---: | :---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to'12-'14 |
| Sales | $15.0 \%$ | $24.5 \%$ | $10.0 \%$ |
| "Cash Flow" | $26.0 \%$ | $31.0 \%$ | $12.0 \%$ |
| Earnings | $34.0 \%$ | $28.5 \%$ | $12.0 \%$ |
| Dividends | $15.0 \%$ | $32.5 \%$ | $21.5 \%$ |
| Book Value | $15.0 \%$ | NMF |  |


| Calendar | QUARTERLY SALES (\$ mill.) <br> Mar. 31 Jun. 30 Sep. 30 Dec. 31 |  |  |  | Full Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2006 | 117.3 | 138.6 | 133.2 | 185.9 | 575.0 |
| 2007 | 161.4 | 184.3 | 191.1 | 242.6 | 779.4 |
| 2008 | 236.9 | 261.0 | 276.7 | 302.4 | 1077.0 |
| 2009 | 272.0 | 300 | 310 | 318 | 1200 |
| 2010 | 305 | 325 | 335 | 355 | 1320 |
| Calendar | EARNINGS PER SHARE AMar. 31 Jun. 30 Sep. 30 Dec. 31 |  |  |  | Full Year |
| 2006 | . 08 | . 14 | . 18 | . 27 | . 66 |
| 2007 | . 18 | . 19 | . 22 | . 30 | . 89 |
| 2008 | . 24 | . 29 | . 35 | . 41 | 1.28 |
| 2009 | . 35 | . 36 | . 37 | . 39 | 1.47 |
| 2010 | . 36 | . 39 | . 43 | . 47 | 1.65 |
| Calendar | QUARTERLY DIVIDENDS PAID |  |  |  | Full Year |
| $\begin{aligned} & 2005 \\ & 2006 \\ & 2007 \\ & 2008 \\ & 2009 \end{aligned}$ | NO CASH DIVIDENDSBEING PAID |  |  |  |  |

BUSINESS: FLIR Systems, Inc. manufactures thermal imaging systems. Three segments: Government Systems ( $53 \%$ of ' 08 sales); Thermography ( $30 \%$ ); and Commercial Vision Systems (17\%). Primary customers are government agencies in over 60 countries. Also serves the commercial and industrial sectors. Foreign customers: $38 \%$ of ' 08 sales; U.S. Govt., $41 \%$. Acq'd. AGEMA

## FLIR Systems' Government Systems

 segment should continue to bolster the bottom line. Divisional revenues soared $42 \%$ in the March quarter and bookings have remained healthy, primarily outside of the U.S. Notably, FLIR recently sold numerous Star SAFIRE force protection systems and BRITE STAR II imaging offerings to allies in the Middle East. Also, it is developing a new airborne thermal imaging system for a Brazilian aerospace firm. In the U.S., too, demand for airborne and ground-based applications from the Naval Surface Warfare Center and other military customers has been good. And additional opportunities exist. However, some slowing in the rate of segment top-line growth is likely in store, given an increased level of order delays domestically.Thermography results may remain unexciting. Segment sales are slumping, due to the recession and a strengthening of the dollar against foreign currencies. Demand from the electrical mechanical, gas imaging, and R\&D markets is sluggish, though the building sector has been a bright spot. Some top-line improvement is

Infrared Systems AB, 12/97, Indigo Systems, 1/04. Has about 1,943 emplys. ' 08 depr. rate: $19.1 \%$. FMR Corp. owns $14.6 \%$ of stock; T. Rowe Price, $7.8 \%$; Wellington Mgmt., 6.1\%; Franklin Res., 5.6\%; Columbia Wanger, 5.6\%; Off./dir., 3.9\% (3/09 proxy). Pres. \& CEO: Earl R. Lewis. Inc.: OR. Addr.: 27700A SW Parkway Ave., Wilsonville, OR 97070. Tel.: 503-684-3731. Internet: www.flir.com.
likely during the second half of 2009 and in 2010, stemming partly from the government stimulus package and utilities.
The Commercial Vision Systems business should show moderate revenue growth this year. Bookings for security and surveillance applications in the infrastructure and power plant markets are robust. However, transportation (maritime and auto) related sales are down. New products targeting emerging markets and government aid ought to support growth through 2010.
Margins are expanding in each division, particularly Thermography, thanks to a shift towards higher-volume, lowerpriced sales, as well as cost cuts.
FLIR has completed the exchange of a portion of its convertible debt, adding about 9 million common shares that were already included in the diluted shares outstanding total. We look for the company to resume share repurchases.
This stock has fallen a notch in Timeliness, to 3 (Average). Furthermore, at the current price, 3- to 5-year appreciation potential is below par. Damon Churchwel

