1 VISUAL ANALYSIS of Sales, Earnings, and Price

<table>
<thead>
<tr>
<th>FY 2019 Q1</th>
<th>Sales ($M)</th>
<th>Earnings Per Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Latest Quarter</td>
<td>3,100</td>
<td>0.31</td>
</tr>
<tr>
<td>Year Ago Quarter</td>
<td>2,721</td>
<td>0.49</td>
</tr>
<tr>
<td>Percentage Change</td>
<td>13.9%</td>
<td>-36.7%</td>
</tr>
</tbody>
</table>

(1) Historical Sales Growth 21.6%
(2) Estimated Future Sales Growth 5.7%
(3) Historical Earnings Per Share Growth 15.8%
(4) Estimated Future Earnings Per Share Growth 12.0%
2 EVALUATING Management

This combines price appreciation with dividend yield to get an estimate of total return. It provides a standard for comparing income and growth stocks.

Pre-tax Profit on Sales

% Earned on Equity

% Debt To Capital

5-YEAR POTENTIAL

A Indicated Annual Dividend

B Average Yield - Using Forecast High P/E

C Compound Annual Return - Using Forecast High P/E

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

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.

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.

A High Price - Next 5 Years

B Low Price - Next 5 Years

C Zoning

D Upside Downside Ratio (Potential Gain vs. Risk or Loss)

E Price Target

(Note: This shows the potential market price appreciation over the next five years in simple interest terms.)

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.