VISUAL ANALYSIS of Sales, Earnings, and Price

<table>
<thead>
<tr>
<th>FY 2016 Q3</th>
<th>Sales ($M)</th>
<th>Earnings Per Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Latest Quarter</td>
<td>1,037</td>
<td>0.27</td>
</tr>
<tr>
<td>Year Ago Quarter</td>
<td>1,217</td>
<td>4.59</td>
</tr>
<tr>
<td>Percentage Change</td>
<td>-14.8%</td>
<td>-94.1%</td>
</tr>
</tbody>
</table>

(1) Historical Sales Growth 20.7%
(2) Estimated Future Sales Growth 16.6%
(3) Historical Earnings Per Share Growth 31.7%
(4) Estimated Future Earnings Per Share Growth 16.6%
This combines price appreciation with dividend yield to get an estimate of total return. It provides a standard for comparing income and growth stocks.

**5-YEAR POTENTIAL**

**A**

<table>
<thead>
<tr>
<th>Year</th>
<th>Price High</th>
<th>Price Low</th>
<th>Dividend</th>
<th>% Payout</th>
<th>% High Yield</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>347.9</td>
<td>213.1</td>
<td>6.76</td>
<td>31.5</td>
<td>0.00</td>
</tr>
<tr>
<td>2012</td>
<td>442.4</td>
<td>233.8</td>
<td>8.75</td>
<td>26.7</td>
<td>0.00</td>
</tr>
<tr>
<td>2013</td>
<td>550.3</td>
<td>266.0</td>
<td>10.47</td>
<td>25.4</td>
<td>0.00</td>
</tr>
<tr>
<td>2014</td>
<td>697.9</td>
<td>472.4</td>
<td>14.13</td>
<td>33.4</td>
<td>0.00</td>
</tr>
<tr>
<td>2015</td>
<td>758.6</td>
<td>478.0</td>
<td>15.10</td>
<td>31.7</td>
<td>0.00</td>
</tr>
<tr>
<td>AVERAGE</td>
<td>332.7</td>
<td>50.8</td>
<td>29.7</td>
<td></td>
<td></td>
</tr>
<tr>
<td>CURRENT/TTM</td>
<td></td>
<td>2.44</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**AVERAGE PRICE EARNINGS RATIO:** 40.3

**CURRENT PRICE EARNINGS RATIO:** 168.3

### 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.

**A HIGH PRICE - NEXT 5 YEARS**

Avg. High P/E X Estimate High Earnings/Share = Forecasted High Price $1,653.2

**B LOW PRICE - NEXT 5 YEARS**

(a) Avg. Low P/E X Estimate Low Earnings/Share = Forecasted Low Price $72.5

(b) Avg. Low Price of Last 5 Years

(c) Recent Market Low Price

(d) Price Dividend Will Support High Yield = 0.00 = 0.0%

**C ZONING** using 25%-50%-25%

Forecasted High Price 1,653.2 Minus Forecasted Low Price 72.5 = 1,580.7 Range. 25% of Range 395.2

Buy Zone 72.5 to 467.7
Hold Zone 467.7 to 1,258.0
Sell Zone 1,258.0 to 1,653.2

Present Market Price of 410.75 is in the **BUY** Zone

**D UPSIDE DOWNSIDE RATIO (POTENTIAL GAIN VS. RISK OR LOSS)**

High Price 1,653.2 Minus Present Price 410.75 = 1,242.48 = 3.7 To 1

Present Price 410.75 Minus Low Price 72.5 = 338.25 = 3.7

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

High Price 1,653.2 Closing Price 410.75 = 4.0249 X 100 = 402.49 - 100 = 302.5 % 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**

<table>
<thead>
<tr>
<th>Year</th>
<th>Indicated Annual Dividend</th>
<th>Closing Price</th>
<th>Average Yield</th>
<th>Annualized Rate of Return</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>0.00</td>
<td>410.75</td>
<td>0.0%</td>
<td>32.1%</td>
</tr>
</tbody>
</table>

**B AVERAGE YIELD - USING FORECAST HIGH P/E**

Avg. % Payout = 0.0% = 0.0% Average Yield = 0.0% = 0.0%

Forecast High PE 50.80

**C COMPOUND ANNUAL RETURN - USING FORECAST HIGH P/E**

Annualized Appreciation 32.1% Annualized Rate of Return 26.1%

Average Yield 0.0%

Annualized Rate of Return 26.1%