VISUAL ANALYSIS of Sales, Earnings, and Price

<table>
<thead>
<tr>
<th>FY 2018 Q2</th>
<th>Sales ($M)</th>
<th>Earnings Per Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Latest Quarter</td>
<td>16,962</td>
<td>1.05</td>
</tr>
<tr>
<td>Year Ago Quarter</td>
<td>14,763</td>
<td>0.58</td>
</tr>
<tr>
<td>Percentage Change</td>
<td>14.9%</td>
<td>81.0%</td>
</tr>
</tbody>
</table>

(1) Historical Sales Growth 6.0%
(2) Estimated Future Sales Growth 4.2%
(3) Historical Earnings Per Share Growth 12.6%
(4) Estimated Future Earnings Per Share Growth 8.7%
This combines price appreciation with dividend yield to get an estimate of total return. It provides a standard for comparing income and growth stocks.

<table>
<thead>
<tr>
<th>Year</th>
<th>Price High</th>
<th>Price Low</th>
<th>Earnings Per Share</th>
<th>Price Earnings Ratio</th>
<th>Dividend Per Share</th>
<th>% Payout</th>
<th>% High Yield</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>26.0</td>
<td>20.1</td>
<td>1.89</td>
<td>13.8</td>
<td>10.6</td>
<td>0.90</td>
<td>47.6</td>
</tr>
<tr>
<td>2014</td>
<td>37.9</td>
<td>23.5</td>
<td>2.31</td>
<td>16.4</td>
<td>10.2</td>
<td>0.90</td>
<td>39.0</td>
</tr>
<tr>
<td>2015</td>
<td>37.5</td>
<td>24.9</td>
<td>2.33</td>
<td>16.1</td>
<td>10.7</td>
<td>0.96</td>
<td>41.2</td>
</tr>
<tr>
<td>2016</td>
<td>38.4</td>
<td>27.7</td>
<td>2.12</td>
<td>18.1</td>
<td>13.1</td>
<td>1.04</td>
<td>49.1</td>
</tr>
<tr>
<td>2017</td>
<td>47.6</td>
<td>33.2</td>
<td>3.46</td>
<td>13.8</td>
<td>9.6</td>
<td>1.08</td>
<td>31.2</td>
</tr>
<tr>
<td>AVERAGE</td>
<td>25.9</td>
<td>15.6</td>
<td>10.8</td>
<td>41.6</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CURRENT/TTM</td>
<td>4.00</td>
<td></td>
<td>1.20</td>
<td>30.0</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

AVERAGE PRICE EARNINGS RATIO: 13.2 CURRENT PRICE EARNINGS RATIO: 11.2

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 15.6 X Estimate High Earnings/Share 6.07 = Forecasted High Price $ 94.7

B LOW PRICE - NEXT 5 YEARS

(a) Avg. Low P/E 10.8 X Estimate Low Earnings/Share 4.00 = Forecasted Low Price $ 43.2
(b) Avg. Low Price of Last 5 Years 25.9
(c) Recent Market Low Price 27.7
(d) Price Dividend Will Support Indicated Dividend 1.20 = 4.48% = 26.8
High Yield

C ZONING using 25%-50%-25%

Forecasted High Price 94.7 Minus Forecasted Low Price 35.9 = 58.8 Range. 25% of Range 14.7
Buy Zone 35.9 to 50.6
Hold Zone 50.6 to 80.0
Sell Zone 80.0 to 94.7

Present Market Price of 44.93 is in the BUY Zone

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

High Price 94.7 Minus Present Price 44.93 = 49.77 = 5.5 To 1
Present Price 44.93 Minus Low Price 35.9 = 9.03

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

High Price 94.7 Closing Price 44.93 = 2.1076 X 100 = 210.76 - 100 = 110.8 % 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 Indicated Annual Dividend 1.08 = 0.0267 = 2.7% Current Yield
Closing Price 44.93

B AVERAGE YIELD - USING FORECAST HIGH P/E

Avg. % Payout = 46.2% = 3.0% Forecast High PE 15.60

C COMPOUND ANNUAL RETURN - USING FORECAST HIGH P/E

Annualized Appreciation 16.1% Annualized Appreciation 12.3%
Average Yield 3.0% Average Yield 3.5%
Annualized Rate of Return 19.0% Annualized Rate of Return 15.8%