|  |  |  |
| :---: | :---: | :---: |
|  |  |  |



| CURRENT POSITION (\$MILL.) | 2010 | 2011 | 8/31/11 |
| :---: | :---: | :---: | :---: |
| Cash Assets | 769.9 | 1354.3 | 724.0 |
| Receivables | 146.2 | 447.8 | 467.1 |
| Inventory (Avg Cst) | 9.7 | 7.6 | 10.5 |
| Other | 42.5 | 38.3 | 36.0 |
| Current Assets | 968.3 | 1848.0 | 1237.6 |
| Accts Payable | 173.6 | 241.6 | 218.0 |
| Debt Due | 227.4 | 356.5 | 405.0 |
| Other | 271.5 | 846.3 | 179.4 |
| Current Liab. | 672.5 | 1444.4 | 802.4 |


| ANNUAL RATES | Past | Past | Est'd '09-'11 |
| :--- | :---: | :---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to' 14.16 |
| Revenues | $14.0 \%$ | $16.5 \%$ | $9.0 \%$ |
| "Cash Flow" | $15.5 \%$ | $15.0 \%$ | $9.5 \%$ |
| Earnings | $16.5 \%$ | $16.0 \%$ | $9.5 \%$ |
| Dividends | $15.0 \%$ | .- | $7.0 \%$ |
| Book Value | $15.5 \%$ | $11.0 \%$ | $9.0 \%$ |

 \begin{tabular}{l|llll|l|}
\hline 2008 \& 311.0 \& 308.8 \& 310.6 \& 343.8 \& 1274.2 \\
2009 \& 405.8 \& 401.1 \& 392.6 \& 402.0 \& 1601.5 \\
\hline 2010 \& 409.9 \& 409.0 \& 398.5 \& 425.1 \& 1042.5

 

2009 \& 405.8 \& 401.1 \& 392.6 \& 402.0 \& 1601.5 \\
2010 \& 409.9 \& 409.0 \& 398.5 \& 425.1 \& 1642.5 \\
2011 \& 440.1 \& 443.5 \& 456.4 \& 519.8 \& 1859.8

 2012 

2012 \\
\hline Fiscal \\
\hline
\end{tabular}

Year EARNINGS PER SHARE A B $\quad$ Full | Ends | Aug. 31 | Nov. 30 | Feb. 28 | May 31 | $\begin{array}{c}\text { Fisca } \\ \text { Year }\end{array}$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| 2008 | 54 | 48 | 44 | 50 | 1.96 |

| 2008 | .54 | .48 | .44 | .50 | 1.96 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| 2009 | .71 | .60 | .45 | .46 | 2.23 |
| 2010 | .68 | .71 | .58 | .56 | 2.52 |
| 2011 | .67 | .70 | .63 | .76 | 2.77 |
| 2012 | .79 | .80 | .75 | .81 | 3.15 |



|  | endar | Mar.31 | Jun. | Sep.30 | Dec. 31 |
| ---: | :---: | ---: | ---: | :---: | ---: | Year

(A) Fiscal year ends May 31st.
B) Diluted earnings. Exclude
(B) Diluted earnings. Excludes nonrecurring gain (losses): 2001, ( $\$ 0.06$ ); 2002, ( $\$ 0.21$ );
2005, (\$0.03); 2006, (\$0.02); 2007, (\$0.03);

BUSINESS: Global Payments Inc. is a leading provider of electronic transaction processing services for Independent Sales Organizations (ISOs), merchants, financial institutions, government agencies, and other entities throughout the United States, Canada, Europe, and the Asia-Pacific region. Fiscal 2011 sales by line of business: North America Merchant Services, $73 \%$; International

## Global Payments got off to an excel-

 lent start in fiscal 2012, which ends on May 31st of next year. That was attributable partly to good performances across all of the company's regions, including the United States (accounting for the lion's share of total sales, at 55\%) and the AsiaPacific area. M oreover, there were growing benefits from the joint venture that was established in Spain last December. Generally favorable foreign currency translations also aided Global Payments, to a certain degree.We expect the good times to continue over the remaining three quarters. As a result, the company's bottom line stands to advance about $14 \%$, to $\$ 3.15$ a share, for the full fiscal year. Further expansion of operating margins ought to enable share net to rise at a similar rate, to $\$ 3.55$, in fiscal 2013.

## The company holds an "A" rating for

 Financial Strength. At the end of the first quarter, cash amounted to $\$ 724$ million. Too, both long- and short-term debt was manageable. Lastly, borrowings available under its credit facilities totaled $\$ 803.5$ million. Consequently, future ac-Merchant Services, 27\%. Foreign operations generated $45 \%$ of sales for fiscal 2011. Officers and directors own approximately $2.2 \%$ of stock; T. Rowe Price, $14.0 \%$ ( $8 / 11$ proxy). Chief Executive Officer: Paul R. Garcia. Incorporated: Georgia. Address: 10 Glenlake Parkway, North Tower, Atlanta, Georgia 30328. Telephone: 800-560-2960. Internet: www.globalpaymentsinc.com.
quisitions are a solid possibility, though many uncertainties prevent us from including them in our figures.
Three- to five-year prospects look healthy. Global Payments maintains a leading position in the U.S., which comprises a meaningful portion of the world's credit and debit card volumes. Another strength is the overseas operations. We especially see opportunities in the developing nations, including China and I ndia. Indeed, those countries are experiencing a rise in income levels, which augurs well for demand for the company's electronic transaction processing services. In all, share net could grow between $10 \%$ and $15 \%$ annually over the 2014-2016 span.
The equity is a favorable selection for Timeliness. That's based, in part, on Global's solid recent earnings momentum. Other positives include the 2 (Above Average) rank for Safety and lower-thanmarket Beta coefficient.
But long-term capital appreciation potential is subpar. E ven so, additional business combinations may prompt us to raise the 3- to 5-year Target Price Range. Frederick L. Harris, III November 18, 2011

