

2 EVALUATING MANAGEMENT

LINCARE HOLDINGS INC. Company

LINCA	RE HOL	DINGS	INC.	(1	LNCR)		0	1/16/04
1997	1998	1999	2000	2001	2002	LAST 5	TRE	ND

	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	LASID	INL	IND .
	1995	1994	1995	1990	1997	1990	1999	2000	2001	2002	YEAR AVG.	UP	DOWN
A % Pre-tax Profit on Sales (Net Before Taxes ÷ Sales)	30.1	31.0	30.4	30.7	29.4	28.4	28.0	26.9	28.1	31.8	28.6	Ū₽	
B % Earned on Equity (E/S ÷ Book Value)	22.8	22.4	22.4	21.8	19.9	16.9	19.4	19.7	18.8	21.4	19.2	UP	

3 PRICE-EARNINGS HISTORY as an indicator of the future

_		PRESE	ENT PRICE	29.050	IIGH THIS YEAR	43.9	EOW TH	IIS YEAR	27.000
	Year	A Pr	B	C Earnings	D Price Ear	E nings Ratio	F Dividend	G % Payout	H % High Yield
	i edi	HIGH	LOW	Per Share	HIGH A ÷ C	LOW B ÷ C	Per Share	% Payout F ÷ C X 100	F ÷ B X 100
	1998	22.2	13.4	0.72	30.8	18.6	0.000	0.0	0.0
:	1999	20.3	8.6	0.87	23.3	9.9	0.000	0.0	0.0
	2000	31.6	10.4	1.08	29.3	9.6	0.000	0.0	0.0
	2001	34.4	22.3	1.29	26.7	17.3	0.000	0.0	0.0
5	2002	36.0	24.0	1.73	20.8	13.9	0.000	0.0	0.0
;	TOTAL		78.7		70.8	33.4		0.0	
·	AVERAGE		15.7		23.6	11.1		0.0	
3	AVERAGE PR	I ICE EARNINGS RAT	, FIO 1 7	.4 9	CURRENT PRI	L ICE EARNINGS RA		14.0	_ <u> </u>
		[12.20] Base				Current	P/E Based of	n Last 4 qt	r. EPS [2.
в	B LOW PRICE N (a) Avg. Lo	w P/E(3	11.1 BE7 as adj.)	te High Earnings/Sha X Estimated Low Ear			= Forecast High Price		98.2 (4A1
		w Price of Last 5 Year Severe Market Low Pr		(3B7) 22.3	_				
			Deve et Divel	_ 0	.000	=	0.0		
	(d) Price Di	ividend Will Support	Present Divd.						
c	Selected Es	ividend Will Support	High Yield (H)	0	.000	78.0		- •	19.3 (4B1)
C	Selected Es C ZONING 98.2 (4A1)		High Yield (H)	9.3 Low Fore	.000			ange =(4	(4B1) 19.7 4CD)
С	Selected Es 2 ZONING 98.2 (4A1) (4C2) (4C3)	stimate Low Price High Forecast Pr Lower 1/3 = Middle 1/3 =	High Yield (H)	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	.000 cast Price Equals 39.0 78.5		Range. 1/3 of Ra	ange =(4	(4B1) 19.7 4CD)
С	Selected Es 2 ZONING 98.2 (4A1) (4C2) (4C3)	High Forecast Pr	High Yield (H) ice Minus 19 (4 19.3	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	.000 cast Price Equals 39.0 78.5	(Buy) 1	Range. 1/3 of Ranges of Note: Ranges of Ran	ange =(4	(4B1) 19.7 4CD)
C	Selected Es 2 ZONING 98.2 (4A1) (4C2) (4C3)	High Forecast Pr Lower 1/3 = (4B1) Middle 1/3 = Upper 1/3 =	High Yield (H)	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	.000 cast Price Equals 39.0 78.5	(Buy) I (Maybe) (4A1) (Sell)	Range. 1/3 of Ra	ange =((4B1) 19.7 4CD)
	Selected Es 2 ZONING 98 - 2 (4A1) (4C2) (4C3) (4C4) Present Market I	High Forecast Pr Lower 1/3 = (4B1) Middle 1/3 = Upper 1/3 = Price of HSIDE RATIO (Potenti 4A1)	High Yield (H) ice Minus 19 19.3 39.0 78.5 29	0 9.3 Low Fore 4B1) to	.000 cast Price Equals 39.0 78.5 98.2 is in 50	(Buy) 1 (Maybe) (4A1) (Sell) n the	Range. 1/3 of Ra Note: Ranges of Buy	ange =((4B1) 19.7 ICD) 5%/50%/25% Range
	Selected Es 2 ZONING 98 . 2 (4A1) (4C2) (4C3) (4C4) Present Market I 0 UP-SIDE DOWN	High Forecast Pr Lower 1/3 = (4B1) Middle 1/3 = Upper 1/3 = Price of LSIDE RATIO (Potentities) 98.2	High Yield (H) ice Minus 19.3 19.3 39.0 78.5 29 tial Gain vs. Risk of L	0 9.3 Low Fore 4B1) to	.000 cast Price Equals 39.0 78.5 98.2 is in 50	(Buy) I (Maybe) (4A1) (Sell)	Range. 1/3 of Ra Note: Ranges of Buy	- •	(4B1) 19.7 ICD) 5%/50%/25%
D	Selected Es 2 ZONING 98 . 2 (4A1) (4C2) (4C3) (4C4) Present Market I D UP-SIDE DOWN High Price Present Price	High Forecast Pr Lower 1/3 = (4B1) Middle 1/3 = Upper 1/3 = Price of HSIDE RATIO (Potent 4A1) 98.2 29.050	High Yield (H) ice Minus 19.3 39.0 78.5 29 29 tial Gain vs. Risk of L Minus Present Program Minus Low Price Minus Low Price	9.3 Low Fore 4B1) to to	.000 cast Price Equals 39.0 78.5 98.2 is in 50 =	(Buy) 1 (Maybe) (4A1) (Sell) h the 69.1 9.8	Range. 1/3 of Ranges of Note: Ranges of Buy (4C	5)	(4B1) 19.7 ICD) 5%/50%/25% Range
D	Selected Es 2 ZONING 98.2 (4A1) (4C2) (4C3) (4C4) Present Market I D UP-SIDE DOWN High Price Present Price	High Forecast Pr Lower 1/3 = (4B1) Middle 1/3 = Upper 1/3 = Price of HSIDE RATIO (Potent 4A1) 98.2 29.050	High Yield (H) ice Minus 19.3 39.0 78.5 29 29 tial Gain vs. Risk of L Minus Present Program Minus Low Price Minus Low Price	9.3 Low Fore 4B1) to to	.000 cast Price Equals 39.0 78.5 98.2 is in 50 3 = ter the next five ye	(Buy) 1 (Maybe) (4A1) (Sell) h the 69.1 9.8	Range. 1/3 of Ra Note: Ranges of Buy (4C = st terms.)	5)	(4B1) 19.7 ICD) 5%/50%/25% Range To 1
D	Selected Es 2 20NING 98.2 (4A1) (4C2) (4C3) (4C4) Present Market I 0 UP-SIDE DOWN High Price (Present Price E PRICE TARGET High Price (Present Market	High Forecast Pr Lower 1/3 = (4B1) Middle 1/3 = Upper 1/3 = Price of HSIDE RATIO (Potenti 4A1) 98.2 (Note: This shows th 4A1) 98.2 et Price et Price	High Yield (H) ice Minus 11 19.3 (r) 39.0 78.5 29 29 tial Gain vs. Risk of L Minus Present Pr Minus Low Price Minus Low Price ne potential market p 9 050 = (0 9.3 Low Fore 4B1) to _to	.000 cast Price Equals 39.0 78.5 98.2 is in 50 cer the next five ye X 100 = (Rela	(Buy) 1 (Maybe) (4A1) (Sell) n the 69.1 9.8 ars in simple interes 338.0 ttive Value:	Range. 1/3 of Ra Note: Ranges of Buy (4C = st terms.)) - 100 = 80.5% Proj	<pre>- •</pre>	(4B1) 19.7 ICD) 5%/50%/25% Range To 1 % Appreciation
E	Selected Es 2 ZONING 98.2 (4A1) (4C2) (4C3) (4C4) Present Market I D UP-SIDE DOWN High Price (Present Price E PRICE TARGET High Price (Present Market S-YEAR PC	High Forecast Pr Lower 1/3 = Lower 1/3 = Upper 1/3 = Price of	High Yield (H) ice Minus 19 19.3 39.0 78.5 29 tial Gain vs. Risk of L Minus Present Pr Minus Low Price ne potential market p 9 050 = (This combines price appreciation 10		.000 cast Price Equals 39.0 78.5 98.2 50 50 cer the next five ye X 100 = (Rela to get an estimate of tota	(Buy) 1 (Maybe) (4A1) (Sell) n the 69.1 9.8 ars in simple interer 338.0 tive Value: al return. It provides a sta	Range. 1/3 of Ra Note: Ranges of Buy (4C = st terms.)) - 100 = 80.5% Proj	ange =(changed to 2: 5) 7.1 (4D) 238.0 (4E) j. Relative mme and growth stocks.	(4B1) 19.7 ICD) 5%/50%/25% Range To 1 % Appreciation
E	Selected Es 2 ZONING 98 . 2 (4A1) (4C2) (4C3) (4C4) Present Market I D UP-SIDE DOWN High Price Present Price E PRICE TARGET High Price Present Market S-YEAR PC A Present Full Ye	High Forecast Pr Lower 1/3 = (4B1) Middle 1/3 = Upper 1/3 = Price of LSIDE RATIO (Potenti 4A1) 98.2 Q. 29.050 (Note: This shows th 4A1) 98.2	High Yield (H) ice Minus 11 19.3 (* 39.0 78.5 29 29 tial Gain vs. Risk of L Minus Present Pr Minus Low Price modential market p 9 050 = (This combines price apprece 0.000		.000 cast Price Equals 39.0 78.5 98.2 50 50 cer the next five ye X 100 = (Rela to get an estimate of tota	(Buy) 1 (Maybe) (4A1) (Sell) (4A1) (Sell) (4A1) (Sell) (4A1) (Sell) (4A1) (Sell) (500	Range. 1/3 of Ra Note: Ranges of Buy (4C =	ange =(changed to 2! 5) 7.1 (4D) 238.0 (4E) j. Relative me and growth slocks. a compound rate.	(4B1) 19.7 acD) 5%/50%/25% Range To 1 % Appreciation Value: 70
	Selected Es 2 ZONING 98.2 (4A1) (4C2) (4C3) (4C4) Present Market I D UP-SIDE DOWN High Price Present Price Present Price FRICE TARGET High Price Present Mark 5-YEAR PC A Present Full Ye Present Price o	High Forecast Pr Lower 1/3 = (4B1) Middle 1/3 = Upper 1/3 = Price of LSIDE RATIO (Potentization) 98.2 4A1) 98.2 (Note: This shows the	High Yield (H) ice Minus 19.3 19.3 39.0 78.5 29 tial Gain vs. Risk of L Minus Present Pr Minus Low Price Minus Low Price 050 = (This combines price apprece 0.000 29.050 = (0 9.3 Low Fore 4B1) to to	.000 cast Price Equals 39.0 78.5 98.2	(Buy) 1 (Maybe) (4A1) (Sell) (4A1) (Sell) (69.1 9.8 ars in simple interes 338.0 (Ctive Value: al return. It provides a state a simple rate; use the tate	Range. 1/3 of Ra Note: Ranges of Buy (4C = st terms.)) - 100 = 80.5% Proj andard for comparing inco ibble below to convert to	ange =(changed to 2! 5) 7.1 (4D) 238.0 (4E) j. Relative me and growth slocks. a compound rate.	(4B1) 19.7 acD) 5%/50%/25% Range To 1 % Appreciation Value: 70
Ē	Selected Es 2 20NING 98.2 (4A1) (4C2) (4C3) (4C4) Present Market I D UP-SIDE DOWN High Price (Present Price E PRICE TARGET High Price (Present Market S-YEAR PC A Present Full Ye Present Full Ye Present Price o B AVERAGE YIE	High Forecast Pr Lower 1/3 = (4B1) Middle 1/3 = Upper 1/3 = Price of LSIDE RATIO (Potenti 4A1) 98.2 Q. 29.050 (Note: This shows th 4A1) 98.2	High Yield (H) ice Minus 11 19.3 39.0 78.5 29 tial Gain vs. Risk of L Minus Present Pr Minus Low Price minus Down Present Pr Minus Low Price 050 = (This combines price apprece 0.000 29.050 ARS	0 9.3 Low Fore 4B1) to to	.000 cast Price Equals 39.0 78.5 98.2 50 set the next five ye X 100 = (Rela to get an estimate of tota ults are expressed as: X 100 =	(Buy) 1 (Maybe) (4A1) (Sell) (4A1) (Sell) (4A1) (Sell) (4A1) (Sell) (4A1) (Sell) (500	Range. 1/3 of Ra Note: Ranges of Buy (4C = st terms.)) - 100 = 80.5% Proj andard for comparing inco ibble below to convert to	ange =(changed to 2! 5) 7.1 (4D) 238.0 (4E) j. Relative me and growth slocks. a compound rate.	(4B1) 19.7 ICD) 5%/50%/25% Range To 1 Value: 70 Price 0.0 %
с	Selected Es 2 ZONING 98.2 (4A1) (4C2) (4C3) (4C4) Present Market I D UP-SIDE DOWN High Price Present Price Present Price Present Market Fresent Price B AVERAGE YIEI Avg. Earnings	High Forecast Pr Lower 1/3 = (4B1) Middle 1/3 = Upper 1/3 = Price of LSIDE RATIO (Potentive) 98.2 4A1) 98.2 (Mote: This shows the sho	High Yield (H) ice Minus 19.3 19.3 39.0 78.5 29 tial Gain vs. Risk of L Minus Present Pr Minus Low Prio minus Present Pr Minus Low Prio 050 = (This combines price apprec 0.000 29.050 ARS 3.15	0 9.3 Low Fore 4B1) to to	.000 cast Price Equals 39.0 78.5 98.2	(Buy) 1 (Maybe) (4A1) (Sell) (4A1) (Sell) (69.1 9.8 ars in simple interes 338.0 (Cive Value: a return. It provides a state a simple rate; use the tate 0.0 pro- (5A) pro- (5A) = Present Price \$	Range. 1/3 of Ra Note: Ranges of Buy (4C =	ange =(changed to 2! 5) 7.1 (4D) 238.0 (4E) j. Relative me and growth slocks. a compound rate. urned on Purchase = P.A.R.	(4B1) 19.7 acD) 5%/50%/25% Range To 1 %Appreciation Value: 70 Price

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LINCARE HOLDI	NGS	NDQ	-LNCR	R P	ecent Rice	30.88	B P/E Rati	₀ 12.	6 (Traili Media	ng: 14.9) an: 16.0)	RELATIV P/E RATI		7 DIV'D YLD			ALUE		
TIMELINESS 3 Lowered 12/19/03	High: Low:	3.8 1.6	6.4 2.1	7.3 4.7	8.8 5.3	10.9 6.0	14.8 8.8	22.2 13.4	20.3 8.6	31.6 10.4	34.4 22.3	35.9 24.0	44.0 27.0					Range
SAFETY 3 New 1/3/97 TECHNICAL 2 Raised 12/19/03	LEGEN 11.5	5 x "Cash	n Flow" p s e Strength	h														120 100
BETA .70 (1.00 = Market)	2-for-1 spli 2-for-1 spli	t 12/93 t 6/98	e Suengui															80
2006-08 PROJECTIONS Ann'l Total	2-for-1 spli Options: Y	es	cate recess	ion							2-for-1							48
Price Gain Return High 75 (+145%) 25%								2-for-			▼ 1			•				32
Low 50 (+60%) 13% Insider Decisions								♦				4ft-"						24 20
FMAMJJASO																		16
to Buy 0 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td><u>اررا</u></td> <td></td> <td></td> <td>-11-111-</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>12</td>							<u>اررا</u>			-11-111-								12
Institutional Decisions						hl.									- %101	THIS STOCK	N T1/03 VL ARITH. INDEX	-8
1Q2003 2Q2003 3Q2003 to Buy 144 151 139 to Sell 142 130 134	Percent shares traded	45 - 30 -		rulli			յին		•	. hut		•••• ••			1 yr. 3 yr.	-8.9 35.1	34.9 40.0	F
Hid's(000) 97806 96132 94168 Lincare Holdings was formed		15 -	1993	1994	1995		<u></u> 1997	1998	1999	1	2001	2002	2003	2004	5 yr.	62.9	65.3	06-08
subsidiary of Union Carbide. By			1.46	1.85	2.48	3.09	3.86	4.18	5.38	6.59	7.54	9.08	11.75	13.45		es per sh	D., INC.	21.25
50%-owned by Union Carbid owned by management. In 1			.42	.54	.72	.90	1.15	1.14	1.46	1.73	2.05	2.41	3.10	3.55		low" per s		5.65
ment and other investors bou			.25	.34	.46	.59	.77	.72	.87	1.08	1.32	1.73	2.22 Nil	2.55 Nil		s per sh ⁴ ecl'd per		4.30 Nil
Carbide. The company went pi			.17	.21	.27	.34	.44	.53	.62	.55	.69	.78	1.05	1.20	Cap'l Sp	ending pe	er sh	1.70
1992. Lincare is the second land of home health respiratory se			1.11	1.49 108.50	2.00	2.65 113.02	3.42 114.88	4.25	4.50	5.48	6.86 107.74	8.09 105.80	8.50 98.00	11.00 97.50		lue per sh n Shs Out		21.60 96.00
U.S., with about 7% of the \$4.	.5 billior	mar-	16.0	17.7	15.2	15.4	15.0	25.3	16.8	15.0	21.3	17.7	Bold fig	ures are Line	Avg Ann	'I P/E Rat	io	15.0
ket. Most of the company's c over 65 years old, and Medic			.95	1.16	1.02	.96	.86	1.32	.96	.98	1.09	.97		nates		P/E Ratio 'I Div'd Y		1.00 Nil
represents 60% of its payor mix			154.5	201.1	274.8	348.9	443.2	487.4	581.8	702.5	812.4	960.9	1150	1310	Revenue			2040
CAPITAL STRUCTURE as of 9/30/ Total Debt \$441.5 mill. Due in 5 Yi		mill	41.7%	42.0%	42.2%	42.6%	43.6%	39.4%	40.0%	40.3%	40.2%	40.0%	40.0%	40.0%		g Margin		40.5%
LT Debt \$366.1 mill. LT Interest	t \$16.0 m	ill.	16.5 28.3	20.7 38.0	27.6	33.9 68.2	41.8 89.7	47.2 85.3	57.1 100.7	67.5 116.9	75.8	65.0 190.4	75.0 230	90.0 255	Net Prof	ation (\$mi it (\$mill)	11)	120 425
Leases, Uncapitalized Annual renta	32% of) als \$23.5		39.3%	39.1%	39.0%	38.5%	38.5%	38.3%	38.1%	38.1%	36.7%	37.7%	37.5%	37.5%	Income 1	Tax Rate		38.0%
No Defined Pension Benefit Plan			18.3% 35.6	18.9% 18.5	19.0% 16.5	19.6% 23.7	20.2% 42.2	17.5%	17.3%	16.6% 84.5	17.8% d.8	19.8% 43.0	19.8% 70.0	19.5% 125	Net Prof Working	it Margin Cap'l (\$n	nill)	20.8% 325
Pfd Stock None			7.5	4.7	2.4	.7	4.6	22.3	159.0	204.0	125.8	155.5	370	365	Long-Te	rm Debt (\$mill)	350
Common Stock 98,354,516 shs.			117.1 22.8%	162.1 22.9%	221.4 23.5%	299.2 22.8%	393.1 22.7%	495.7 16.6%	486.1 16.1%	584.5 16.0%	739.0	856.3 19.5%	825 19.5%	1075 18.5%		ity (\$mill) n Total C		2075 18.0%
as of 10/31/03 MARKET CAP: \$3.0 billion (Mid Ca	ap)		24.1%	23.4%	23.6%	22.8%	22.8%	17.2%	20.7%	20.0%	19.6%	22.2%	27.5%	24.0%		n Shr. Eq		20.5%
CURRENT POSITION 2001 (\$MILL.)	2002 9	/30/03	24.1%	23.4%	23.6%	22.8%	22.8%	17.2%	20.7%	20.0%	19.6%	22.2%	27.5% Nil	24.0% Nil		I to Com I Is to Net F		20.5% Nil
Cash Assets 8.4	1.6 142.7	3.4 156.2	BUSIN	ESS: Lin	care Hol	dings is a	leading	a provide	r of oxva	ien and	and cor	tinuous i		airway pro				
Inventory (FIFO) 2.9 Other 6.1	3.0 6.4	2.5 15.6	respirat	ory serv	rices to I	nome-base	ed patie	nts, who	typically	/ suffer	fusion t	herapy a	nd home	med. ec	quip. 200	2 dep. ra	ate: 12.6	%. Has
	153.7 27.0	177.7 30.3	chronic	bronchi	tis, or a	pulmonary sthma. Pro	ducts a	and serv	ices incl.	: liquid	6.1%; C	ppenheir	mer Fds.	dir. contro , 6.0% (4)	/03 proxy). Chrmn	., CEO 8	& Pres.:
Debt Due 97.5	53.7	75.4				en concer e ventilatio								Add: 193 7-530-770				
Other 34.6 Current Liab. 162.0 1	<u> </u>	41.7				ngs st								esults				
ANNUAL RATES Past Past of change (per sh) 10 Yrs. 5 Yrs	t Est'd	'00-'02 6-'08				of late								e tren				
Revenues 21.0% 19.5 "Cash Flow" 21.0% 17.5	5% 18	.5% .5%				ese sha ws or 1								21% i e mar				
Earnings 24.0% 18.0 Dividends		.0% Nil				nburse Medi				The in-				n ann dition				
Book Value 23.5% 20.5		.0%	clude	edĭaĵ	propos	ed 10%	% rec	luctio	n in r	eim-	dusti	y, lar	gely t	hroug	h ắcqı	lisitio	n and	l ex-
Cal- QUARTERLY REVENUES (\$ endar Mar.31 Jun.30 Sep.30		Full Year				the as y follov								ear is compa				
2000 159.6 167.6 186.0	189.3	702.5	ic cu	ts in	2005	and be	yond	. This	woul	d af-	the	first 1	nine	month	ns, re	preser	nting	\$80
	215.6 253.8	812.4 960.9				of Line timate								al revo of its				
2003 265.2 283.1 296.3	305.4	1150 1310	\$Ŏ.20) from	ı the l	oottom	line.	How	ever, a	addi-	total	to 7	15. V	Vith t	he ho	ome-re	espira	itory
Cal- EARNINGS PER SHARE		Full				ement respira								still fi Smal				
endar Mar.31 Jun.30 Sep.30	Dec.31	Year	servi	ices b	ušines	s în ți	he co	ming	years	. Al-	comp	any h	nas th	ie opp	ortun	itŷ to		
2000 .25 .26 .28 2001 .30 .32 .34	.29 .36	1.08 1.32				entual his ju								ne tim pro j			re so	ome-
2002 .41 .42 .44	.46	1.73 2.22	pear	ed to	prefe	r errin	g on	the si	ide of	cau-	wha	t ill-d	lefine	ed. Al	thoug	h den	nogra	phic
2003 .49 .53 .59 2004 .62 .63 .64	.61 .66	2.22 2.55	tion, mucl	as 1 has 3	LINCR 6% in	share the w	s plu ake o	umme of the	ted by bill's i	y as pass-				t con icare's				
Cal- QUARTERLY DIVIDENDS F		Full	ing.	The c	ompa	ny's on	igoing	g solic	l perfé	orm-	ices,	pote	ntial	reim	burse	ment	cha	nges
endar Mar.31 Jun.30 Sep.30 1999	Dec.31	Year) woul r sha								illy al s ahea				
2000 NO CASH DIVIDENDS	S		2004	, but,	we a	re leav	ving i	it unc			becor	ne cle	eårer,	all b	ut the	most	t intr	epid
2001 BEING PAID 2002						urther con			ber	nefit		tors 1 positio		vant t	o hol	u off	on ta	кing
2003						and						o Feri			De	cembe	er 26,	2003
A) Diluted earnings. Excludes no harges: in '95, 2¢; '96, 3¢; '97, 16	onrecurrin	g (B)	Includes on (\$7.65		es: at 12	2/31/02, \$	809.4	(C) In mi	llions, ad	justed for	splits.			mpany's ock's Pric			h	A 50
Next earnings report due mid-Februa				-,-									Pri	ce Growt nings Pr	h Persis	tence		95 95

(A) Diluted earnings. Excludes nonrecurring (B) includes intangibles: at 12/31/02, \$809.4 (C) in millions, adjusted for splits. Charges: in '95, 2¢; '96, 3¢; '97, 16¢; '01, 9¢. million (\$7.65/share).
 Next earnings report due mid-February.
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Price Growth Persistence	95
Stock's Price Stability	50
Company's Financial Strength	A