| NATIONAL ASSOCIATION OF INVESTORS CORPORATION <br> INVESTMENT EDUCATION FOR INDIVIDUALS AND CLUBS SINCE 1951 | Stock Selection Guide ${ }^{\circledR}$ <br> The most widely used good investment judg | Company FACTSET RESEARCH SYSTEMS |  |  | Date 06/29/07 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Prepared by MG |  | Data taken from |  | NAIC Data |
|  |  | Where traded NYSE Major |  | Application |  |  |
|  |  | CAPITALIZATION --- Outstanding Amounts |  |  |  |  |
|  |  | Preferred(\$M) | 0.0 | \% In | siders \% Ins | tution |
|  |  | Common(M Shares) | 48.8 |  | 47.961 |  |
|  |  | Debt(\$M) 0.0 | \% to Tot.Cap. | 0.0 | \% Potential Dil. | None |

1 VISUAL ANALYSIS of Sales, Earnings and Price


Printed: 07/01/07 08:51 AM Prepared by: MG Using The Investor's Toolkit

|  |  | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | LAST 5 YEAR AVG. | TREND |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  | UP | DOWN |
| A | \% Pre-tax Profit on Sales (Net Before Taxes $\div$ Sales) | 27.0 | 28.4 | 29.5 | 31.5 | 30.7 | 31.6 | 35.5 | 35.8 | 35.2 | 32.2 | 34.1 |  | DOWN |
| B | \% Earned on Equity (E/S $\div$ Book Value) | 20.8 | 21.8 | 22.5 | 25.2 | 23.2 | 22.1 | 22.8 | 32.0 | 25.1 | 21.4 | 24.7 |  | DOWN |

3 PRICE-EARNINGS HISTORY as an indicator of the future
This shows how stock prices have fluctuated with earnings and dividends. It is a building block for translating earnings into future stock prices.


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 32.1 $\qquad$ X Estimate High Earnings/Share $\qquad$ = Forecast High Price \$ $\qquad$ 106.3 (4A1) B LOW PRICE -- NEXT 5 YEARS

| (a) Avg. Low P/E | $\mathbf{1 8 . 2}$ |
| :--- | :--- |
| (3E7.2 adj.) | X Estimated Low Earnings/Share |
| (b) Avg. Low Price of Last 5 Years $=$ | $\mathbf{2 1 . 7}$ |
| (c) Recent Severe Market Low Price $=$ | $\mathbf{2 7 . \mathbf { 3 B 7 } )}$ |

$\qquad$
1.57
1.82
= \$ $\qquad$
33.1
(c) Recent Severe Market Low Price $=$ 27.1
(d) Price Dividend Will Support Selected Estimate Low Price

## Present Divd. High Yield (H)

 0.2400.010
$=$ $\qquad$ $=\$$ $\qquad$ 33.1 c ZONING 106.3 High Forecast Price Minus $\qquad$ Low Forecast Price Equals 73.2 Range. $1 / 3$ of Range $=$ 18.3
(4C2) Lower $1 / 3=$
(4C3) Middle $1 / 3=$
(4C4) Upper $1 / 3=$
(4B1)
$\square$
$\square$ to $\qquad$
51.4 (Buy) Note: Ranges changed to $25 \% / 50 \% / 25 \%$ (Maybe)
(4A1) (Sell)
Present Market Price of
68.350 is in the $\qquad$
Hold
Range (C)

D UP-SIDE DOWN-SIDE RATIO (Potential Gain vs. Risk of Loss)

| High Price | $(4 \mathrm{~A} 1)$ | $\mathbf{1 0 6 . 3}$ | Minus Present Price | $\mathbf{6 8 . 3 5 0}$ |
| :--- | :--- | :--- | :--- | :--- |
|  | Present Price | $\mathbf{6 8 . 3 5 0}$ | Minus Low Price (4B1) | $\mathbf{3 3 . 1}$ |

38.0
35.3
1.1
(4D)

E PRICE TARGET (Note: This shows the potential market price appreciation over the next five years in simple interest terms.)
High Price (4A1) 106.3
Present Market Price 68.350
$=($ $\qquad$ ) $\times 100=($ $\square$ 155.5 $\qquad$ ) $-100=$
55.5 $\qquad$ \% Appreciation
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.


B AVERAGE YIELD OVER NEXT 5 YEARS
Avg. Earnings Per Share Next 5 Years
2.61

X Avg. \% Payout
(3G7)
14.9
38.9
$=0.6$
132.7\%

C ESTIMATED AVERAGE ANNUAL RETURN OVER NEXT FIVE YEARS


Present Price \$ 68.350
Present Price
\%
\%
11.7 \%

Average Yield
Annual Appreciation
\% Compd Ann Rate of Ret
P.A.R. $0.6 \%$

Tot. Ret.
$0.5 \%$
4.0\%
9.2\%
© 1996. National Association of Investors Corporation; 711 West Thirteen Mile Road, Madison Hgts., Michigan 48071
Printed: 07/01/07 08:51 AM Prepared by: MG Using The Investor's Toolkit

| TIMELINESS | 2 Lowered 51407 |
| :--- | :--- |
| SAFETY | 3 |
| Sew $3 / 1601$ |  |
| TECHNICAL | 3 Lowered 330007 |
| BETA | 1.20 | BETA $1.20 \quad(1.00=$ Market $)$


 FactSet Research Systems, Inc. was formed in 1978 by Howard E. Wille, who held the positions of Chairman and CEO until May 22, 2000, the date on which he retired from active employment with the company. The company went public on June 28, 1996, selling 14.1 million shares (adjusted for stock splits) of common stock
priced at $\$ 3.78$. The lead underwriter for the transaction was Donaldson, Lufkin \& Jenrette.
CAPITAL STRUCTURE as of $2 / 28 / 07$
Total Debt None
Leases, Uncapitalized: Annual rentals $\$ 8.7$ mill.
No Defined Benefit Pension Plan
Common Stock 48,846,550 shs.
(Options Exercisable: 8.9\%)
MARKET CAP: $\$ 3.1$ billion (Mid Cap)

| CURRENT POSITION | 2005 | 2006 | 2/28/07 |
| :---: | :---: | :---: | :---: |
| Cash Assets | 76.0 | 143.2 | 56.0 |
| Receivables | 54.0 | 59.2 | 69.8 |
| Other | 9.1 | 4.6 | 5.9 |
| Current Assets | 139.1 | 207.0 | 231.7 |
| Accts Payable | 20.4 | 18.1 | 19.0 |
| Debt |  |  |  |
| Other | 43.3 | 61.2 | 51.0 |
| Current Liab. | 63.7 | 79.3 |  |

Current Liab.

| ANNUAL RATES | Past | Past | Est'd '04-'06 |
| :---: | :---: | :---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to '10-'12 |
| Revenues | 20.5\% | 18.5\% | 16.5\% |
| "Cash Flow" | 23.5\% | 18.5\% | 17.0\% |
| Earnings | 26.0\% | 22.0\% | 16.5\% |
| Dividends | -- | 19.5\% | 21.0\% |
| Book Value | 23.5\% | 20.5\% | 21.5\% |


| Fiscaar | QUARTERLY REVENUES (Smill.)AF |
| :--- | :--- | :--- |
| Year | Full |
| Year |  | | Year |
| :--- | :--- | :--- |
| Ends | Nov. 30 Feb. 28 May. 31 Aug. 31 | Fiscal |
| :--- |
| Year | 2004



| 2008 | 129 | 134 | 140 | 147 |
| :--- | :---: | :---: | :---: | :---: |
| Fiscal | EARNING PER SHARE A B |  |  |  |


| Year |
| :--- | :--- | :--- | :--- |
| Ends | Nov. 30 Feb. 28 May. 31 Aug. 31 | Fiscal |
| :---: |
| Year |


| 2004 | .26 | .29 | .30 | .30 | 1.15 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 2005 | .33 | .34 | .35 | .37 | 1.39 |
| 2006 | .36 | .38 | .41 | .42 | 1.57 |
| 2007 | .47 | .52 | .52 | .54 | 2.05 |
| 2008 | .56 | .58 | .61 | .65 | 2.40 |


| Cal- <br> endar | QUARTERLY DIVIDENDS PAID C |  |  | Full <br> Mar.31 |  |
| :---: | :---: | :---: | :---: | :---: | ---: |
| 2003 | .033 | .04 | .04 | .04 | .15 |
| 2004 | .04 | .047 | .047 | .047 | .18 |
| 2005 | .05 | .05 | .05 | .05 | .20 |
| 2006 | .05 | .06 | .06 | .06 | .23 |
| 2007 | .06 | .12 |  |  |  |


| High: Low: | 5.4 3.4 | 7.5 3.8 | 14 |
| :---: | :---: | :---: | :---: |
| LEGENDS |  |  |  |
|  |  |  |  |
| $\qquad$ $19.0 \times$ "Cash Flow" p sh .... Relative Price Strength |  |  |  |
| $\cdots$ Relative Price Strength <br> 3-for-2 split 2/99 |  |  |  |
| 2-for-1 split 2/00 |  |  |  |
| 3-for-2 split 2/05 |  |  |  |
| Options: Yes |  |  |  |
| Shaded area indicates recession |  |  |  |
|  |  |  |  |
|  |  |  |  |

## $\qquad$



