

ORACLE®

Fugazy, Fugasi

# Company Overview

- Ticker: ORCL
- Industry: Enterprise Software/Computer Hardware
- Current CEOs: Mark Hurd & Safra Catz
- Trades on NYSE
- Market Cap: \$185.54 Billion

# History

- **1977** – Software Engineers created a consulting company known as Software Development Laboratories (SDL)
- **1979**–Entered commercial market by the release of its relational database product (Oracle)
- **1982** – Name changed to Oracle Corp.
- **1983** – Runs on Mainframes & PCs also
- **1985** – Oracle Version 5- one of the first RDBMSs to operate in client/server mode
- **1987** – Created Application Division
- **1990** – Delivered 1<sup>st</sup> client/server package applications

# History (continued)

- **1992** – More access, compatibility, & scalability than ever before
- **1996** – World's 1<sup>st</sup> universal server
- **2000** – Creates the industry's first integrated applications suite (E-Business Suite)
- **2005** – Acquired PeopleSoft
- **2007** – 30 Years Later \$18 billion company, 65k employees, and 275k customers in 145 countries
- **2010** – Acquired Sun Microsystems

# Recent Acquisitions

- A successful method to R&D with low risks
- MICROS (June 2014)
- BlueKai (February 2014)
- Bitzer Mobile (November 2013)
- Acme Packet (February 2013)

# Business Description

- We are the world's largest provider of enterprise software and a leading provider of computer hardware products and services that are engineered to work together in the cloud and in the data center.

➤ Oracle Management, Form 10-K

# What they do...

- Worlds largest enterprise software provider
- Provide IT hardware
- Integrated business database systems and solutions

# How they do it well

- Oracle works best with Oracle
- But, still plays well with others
  
- Ready to use hardware
- Setup with the most efficient software
- Systems scaled to handle varying data
  - Manhandling “Big” Data
- Provide services to maintain system



**MAN.  
MACHINE.  
HERO.**



**SOFTWARE.  
HARDWARE.  
COMPLETE.**

IRON MAN  
**IRON MAN 2**

**ORACLE®**

ONLY IN THEATERS

[ORACLE.COM/IRONMAN2](http://ORACLE.COM/IRONMAN2)

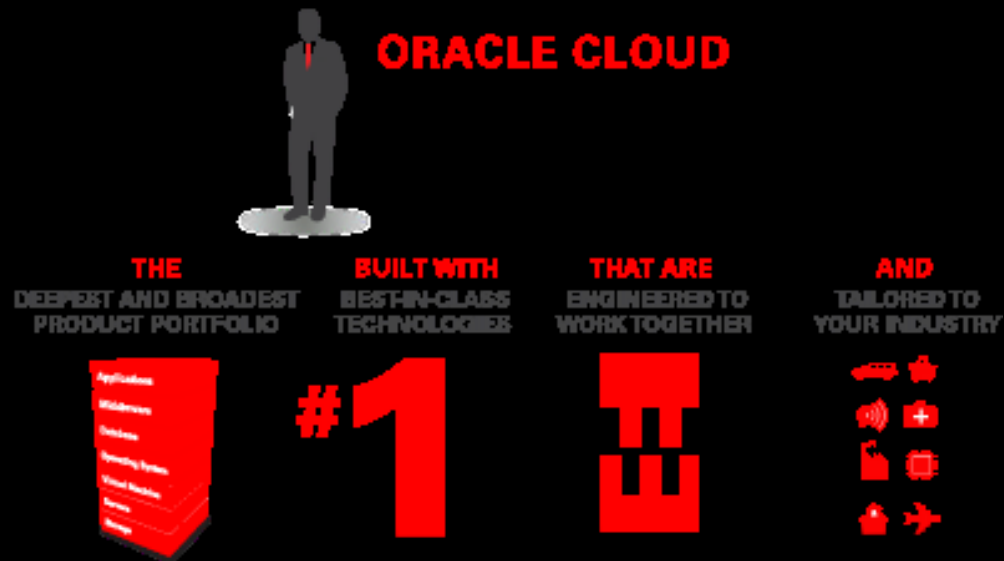
**ORACLE®**

# Business Segments

- Software and Cloud
- Hardware
  - Data storage
- Services

# Software and Cloud Business

- Software and cloud software subscriptions
- Cloud infrastructure-as-a-service
- Software updates and product support



# Hardware Business

- Hardware systems products
- Hardware systems support components



# Manufacturing

- Internal
  - Final Assembly
  - Quality control and product testing
  - Distribution
- External
  - All hardware products
  - Hardware related components

Fully packaged= “Built to Order”

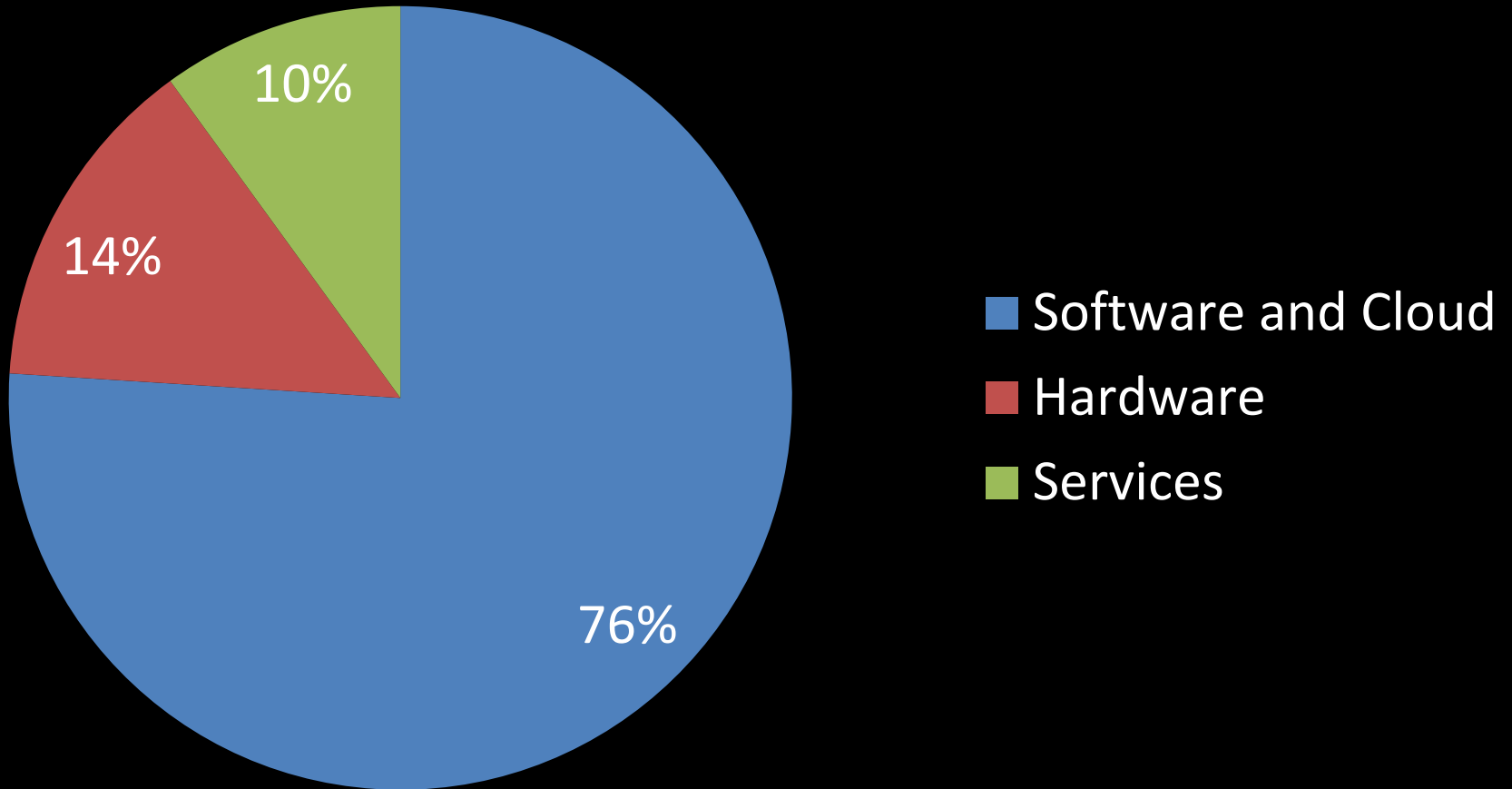
# Services Business

- Technology Consulting
- Technology Education

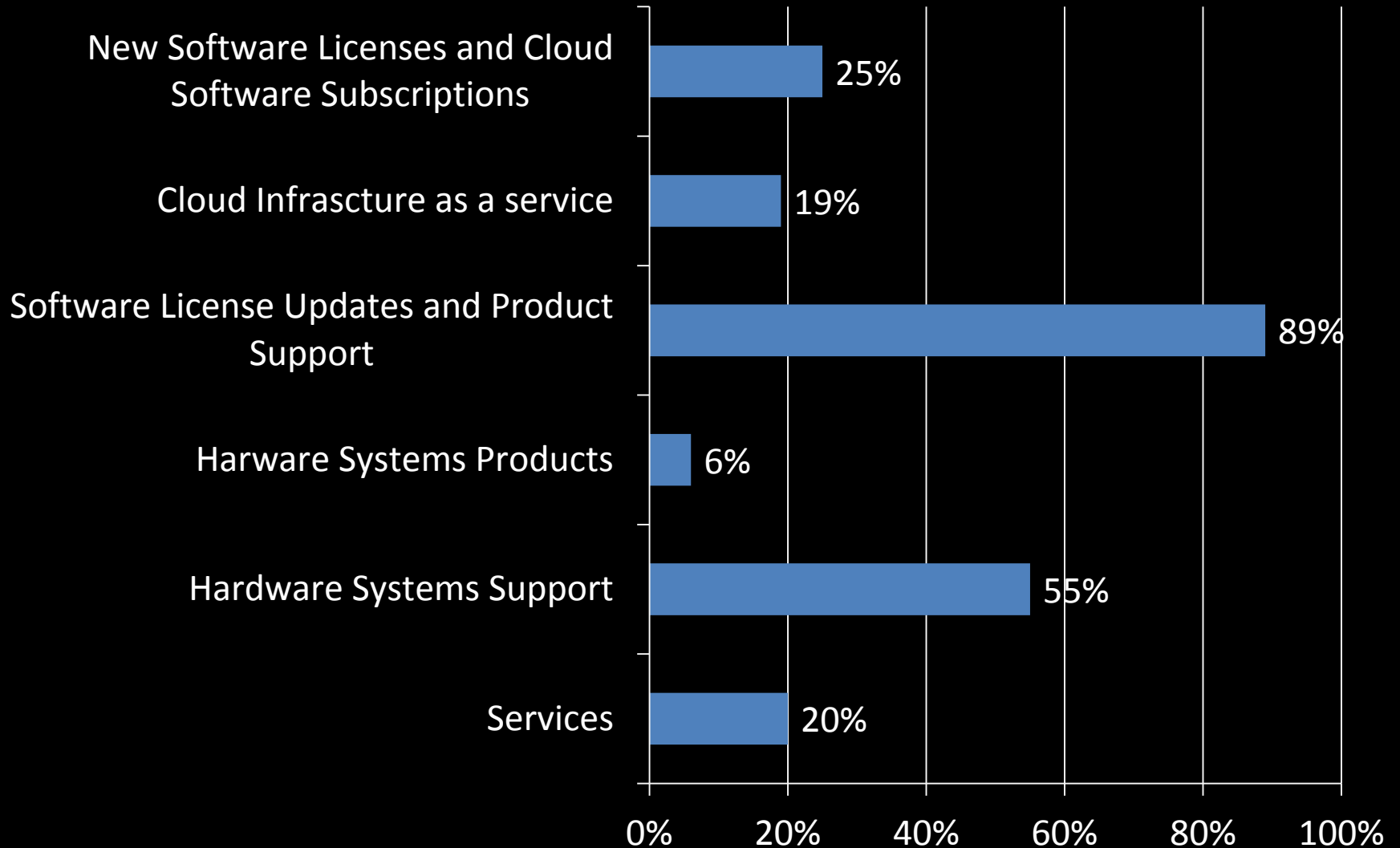


# Revenue Breakdown

% of Total Income by Segment

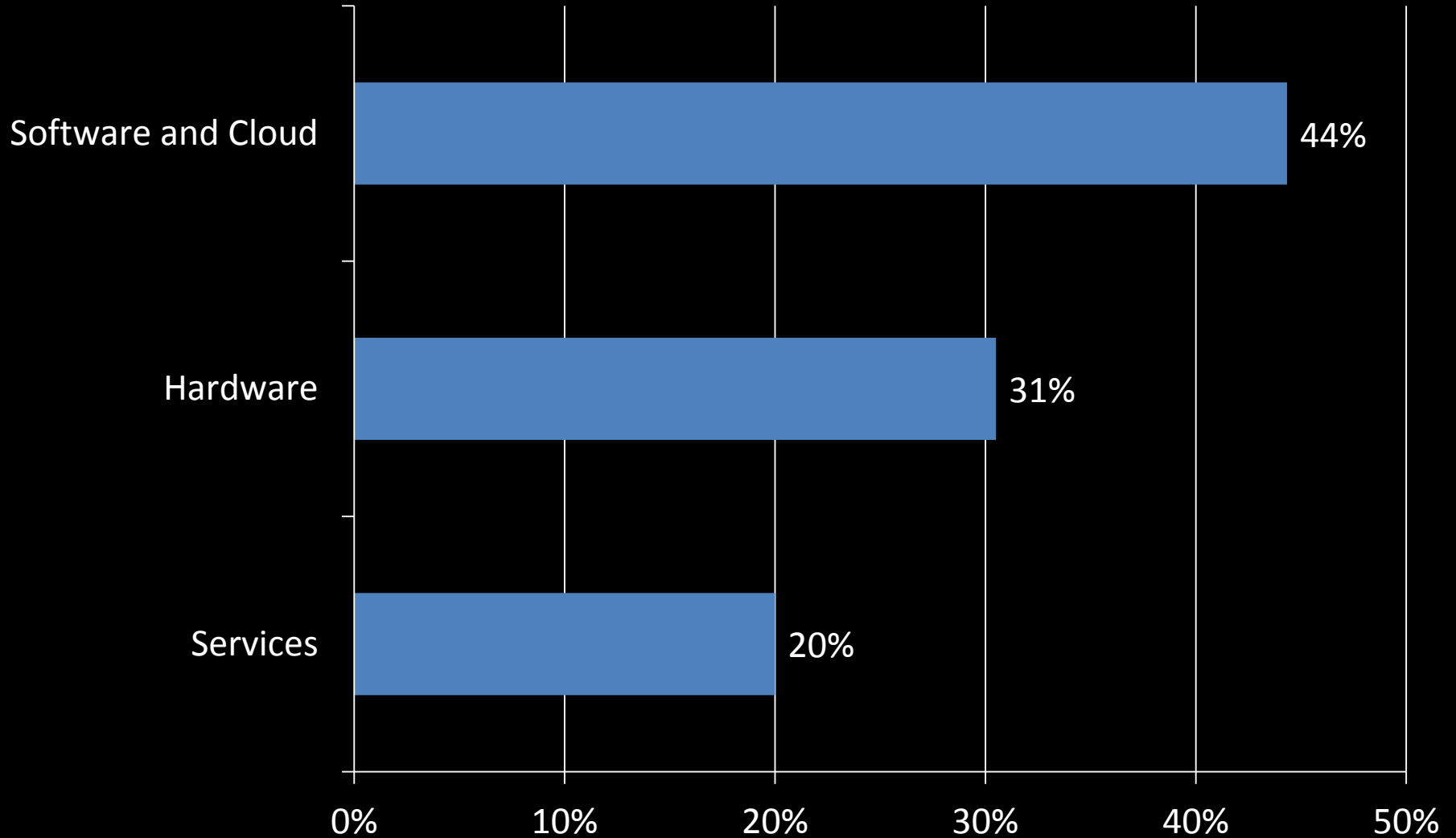


# Operating Profit Margin





# Operating Profit Margin



# Tech Industry

## Mobile

- By 2014, 90% of organizations will support corporate applications on personal devices
- Today's iPhone has the compute capacity of a VAX. By 2015 there will be 2 billion "VAXes" accessing 65 zettabytes of data.

## Security

- 48% of security fraud is caused by insiders
- 92% of 900 million stolen records come from compromised database servers

## Globalization

- 2/3 of the world's growth will come from emerging markets
- Top 100 urban islands account for 1/3 of the world economy

## Infrastructure

- The average age of applications running core business processes is 15 years.
- A system that cost \$125,000 20 years ago is now likely to cost \$235,000 a year to maintain.

## Big Data

- Across all industries, the growth of data is outpacing storage capacity 2 to 1
- Today's data, if encased in books, could stretch from Earth to Pluto and back 10x

## Cloud Silos

- By 2012, 75% of large enterprise cloud deployments will have at least five integration points. Today, only 4 % are fully integrated.

# Customers

## AEROSPACE & DEFENSE

11 of Top 11



## AUTOMOTIVE

Over 300 OEMs & Suppliers



## RETAIL

20 of Top 20



## COMMUNICATIONS

20 of Top 20 Services Providers



## CONSUMER PRODUCTS

20 of Top 20



## EDUCATION & RESEARCH

9 of Top 10 Academic Universities



## ENGINEERING & CONSTRUCTION

4 of Top 5 Fortune 500



## FINANCIAL SERVICES

10 of Top 10 Global Banks



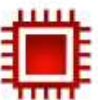
## HEALTH CARE

Over 300 Leading Providers



## HIGH TECHNOLOGY

25 of Top 25 Electronic OEMs



## INDUSTRIAL MFG.

9 of Top 10 Global



## INSURANCE

49 of Top 50 Global Insurers



## LIFE SCIENCES

20 of Top 25 Pharmaceuticals



## MEDIA/ ENTERTAINMENT

All in Fortune's Global 500



## OIL & GAS

6 of Top 7 Companies



## PROFESSIONAL SERVICES

9 of Top 10 Global IT Service Firms



## PUBLIC SECTOR

Over 1500 Organizations



## CHEMICALS

5 of Top 10 Global



## TRAVEL & TRANSPORTATION

3 of Top 5 Airlines



## UTILITIES

20 of Top 20



# Business Risks

- Failure to capitalize on cloud computing
- Low cost of software startup
- Failure to adapt

# Protective Moat

- Economies of Scale
  - “Legacy” customers
- Breadth of Products and Services
- High Switching Cost
- Sticky Business

# Competitors



amazon



Microsoft



IBM



intel



hp



SAP



ORACLE

# Interpretation of Financial Statements

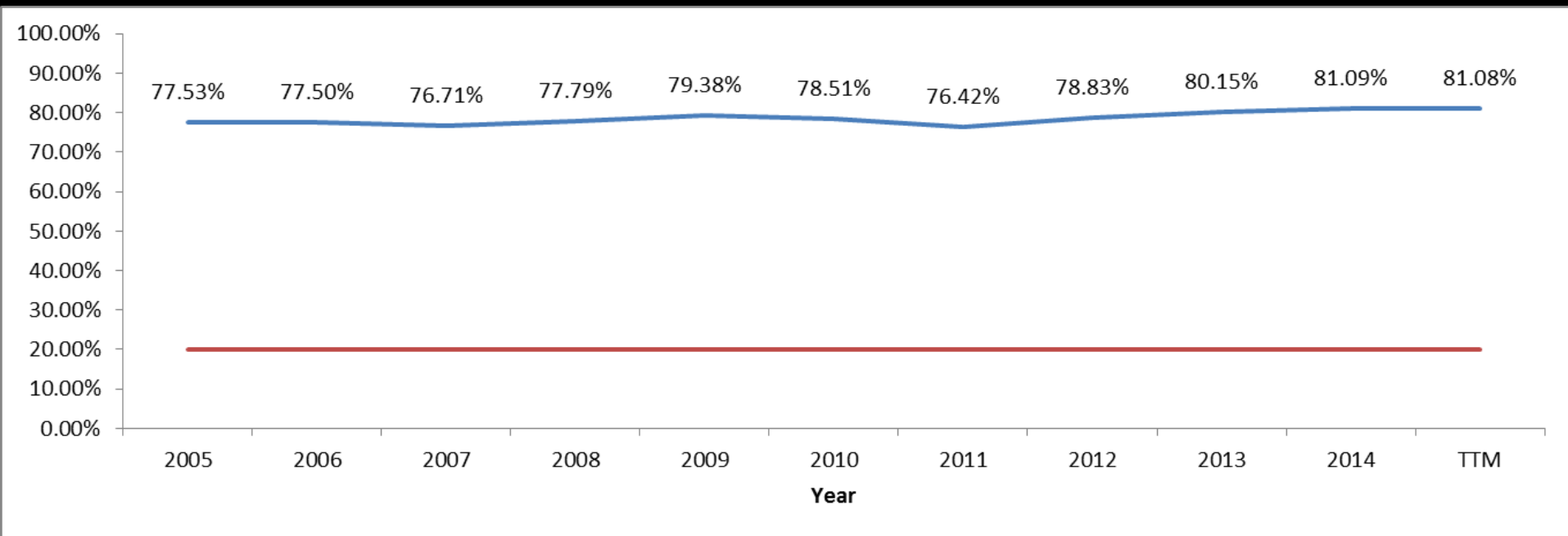
<u>TTM</u>	Value	Threshold	Pass?
Gross Profit Margin	81.08%	≥ 20%	Yes
<u>SGA</u> % of Gross Profit	27.63%	≤ 80%	Yes
R&D % of Gross Profit	16.83%	≤ 10%	No
DDA % of Gross Profit	9.19%	≤ 10%	Yes
Interest % of Operating Profit	6.46%	≤ 15%	Yes
Net Profit Margin	28.44%	≥ 10%	Yes
Current Ratio	4.35	≥ 1	Yes
Obligation Ratio	-1.50	< 5 years	Yes
Adj. Debt to Shareholder Equity	1.11	< 0.8	No
Return on Equity	23.12%	≥ 15%	Yes
Return on Capital	20.96%	≥ 15%	Yes
Dividend Payout Ratio	19.99%	≤ 60%	Yes
Preferred Stock	None	None	Yes
Capital Expenditures	5.74%	≤ 25%	Yes
Net Earning Trend	Up	Up	Yes
Retained Earnings Trend	Up	Up	Yes

# Buffettology

<u>Statistical Array Analysis</u>	
Sales per Share	Increasing
Cashflows per Share	Increasing
Earnings per Share	Increasing
Dividends Declared per Share	Increasing
Capital Spending per Share	Increasing
Book Value per Share	Increasing
Revenues (Sales)	Increasing
Gross Profit Margin	Stable
Operating Profit Margin	Increasing
Number of Stores	N/A
Net Profit	Increasing
Net Profit Margin	Increasing
Working Capital	Increasing
Shareholder's Equity	Increasing
Return on Total Capital	Stable
Return on Shareholder's Equity	Stable
Common Shares Outstanding	Decreasing
Long-Term Debt	Yes
LT Debt Payable in 5 years	Yes
All Dividends to Net Profit under 60%	Yes

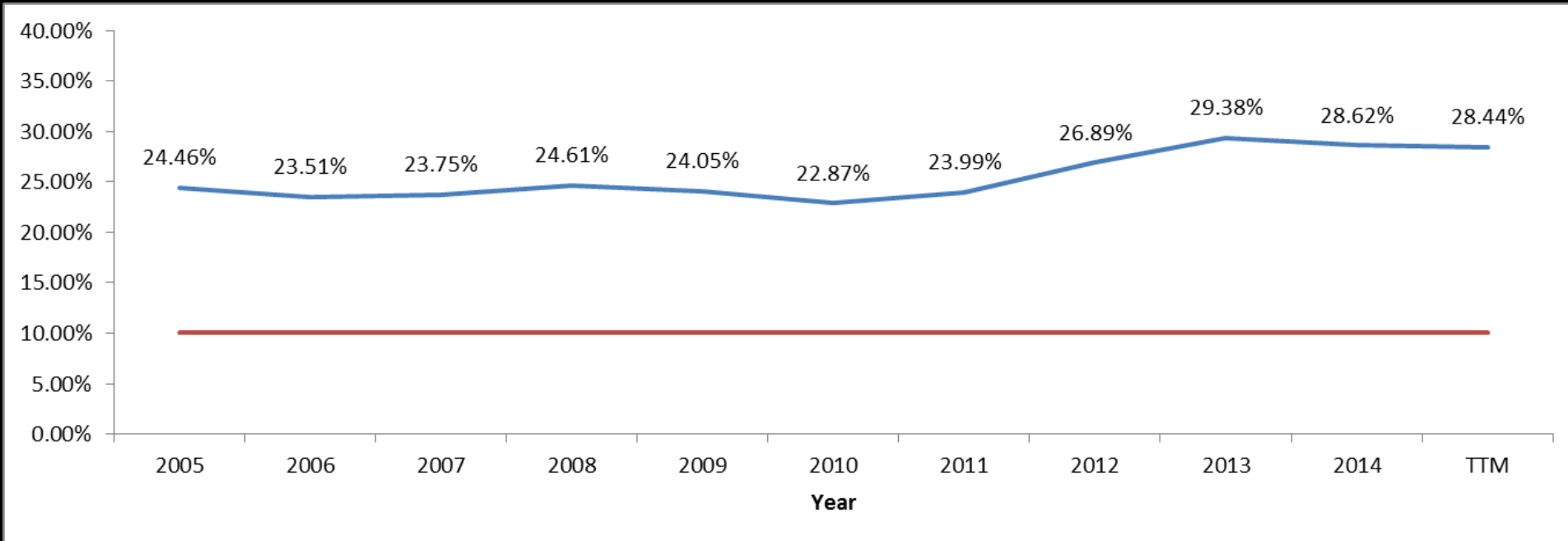


# Gross Profit Margin



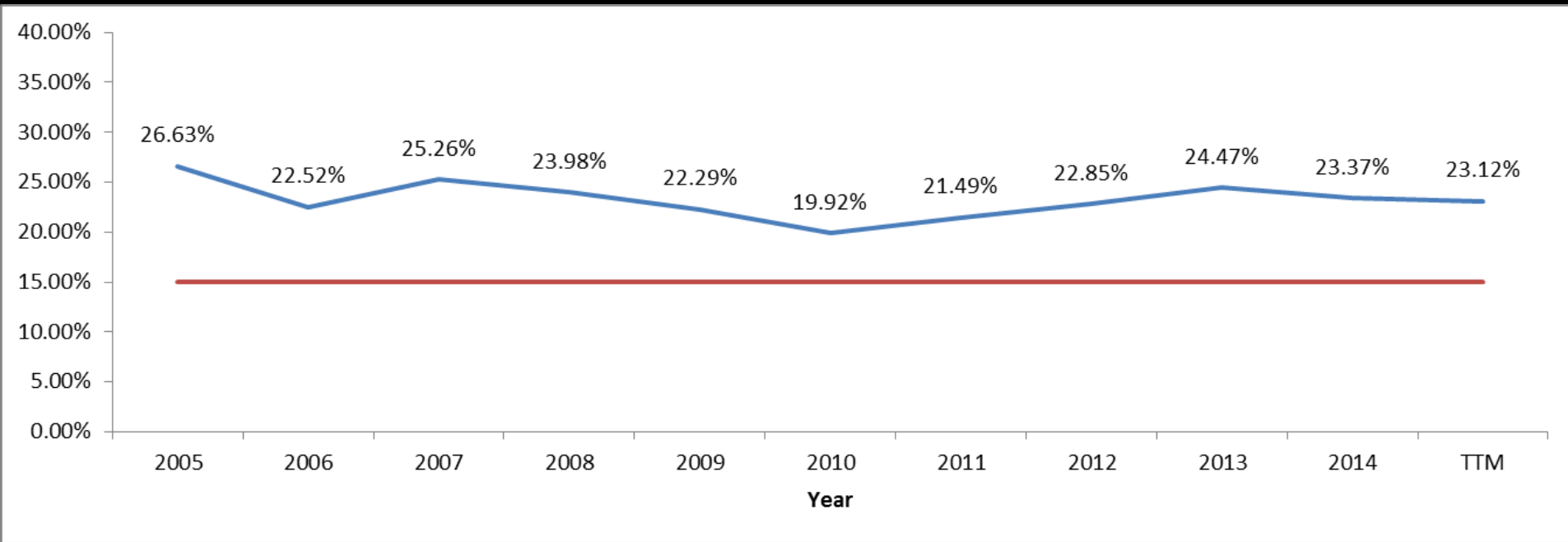
**Gross Profit Margin as % =  $\frac{\text{Gross Profit}(\$)}{\text{Revenue}(\$)}$**

# Net Profit Margin



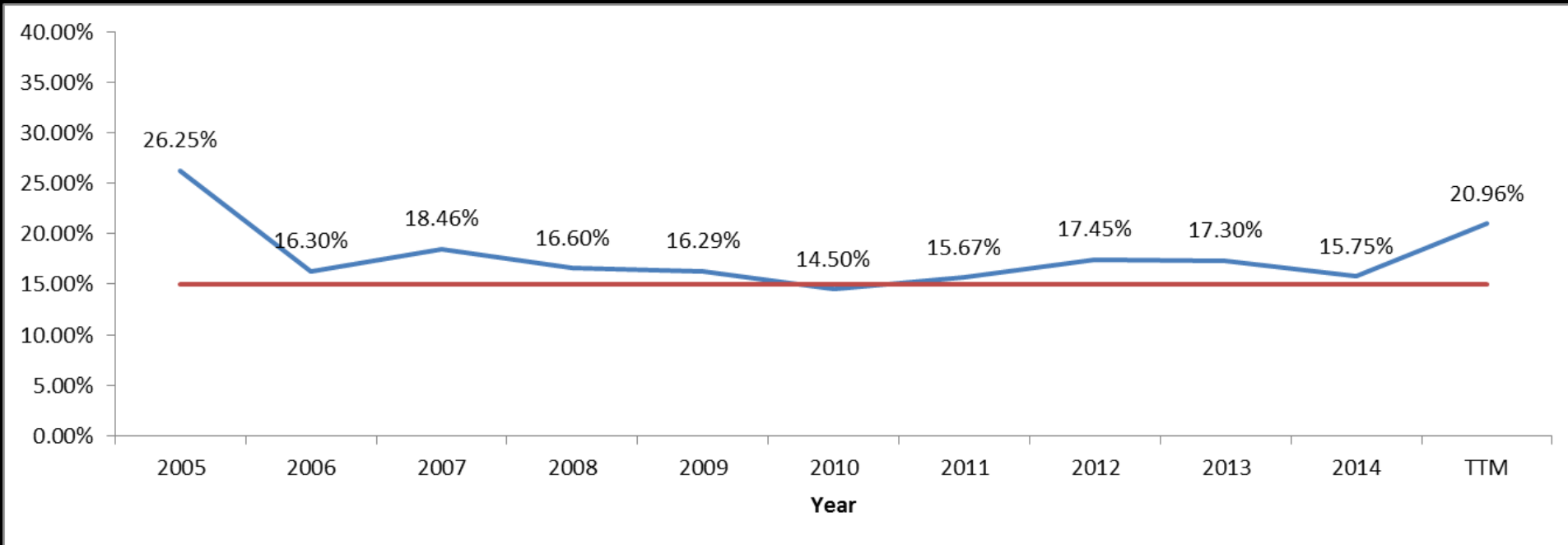
$$\text{Net Profit Margin as \%} = \frac{\text{Net Profit}(\$)}{\text{Revenue}(\$)}$$

# Return on Equity



$$\text{Return on Equity as \%} = \frac{\text{Net Profit}(\$)}{\text{Total Equity}(\$)}$$

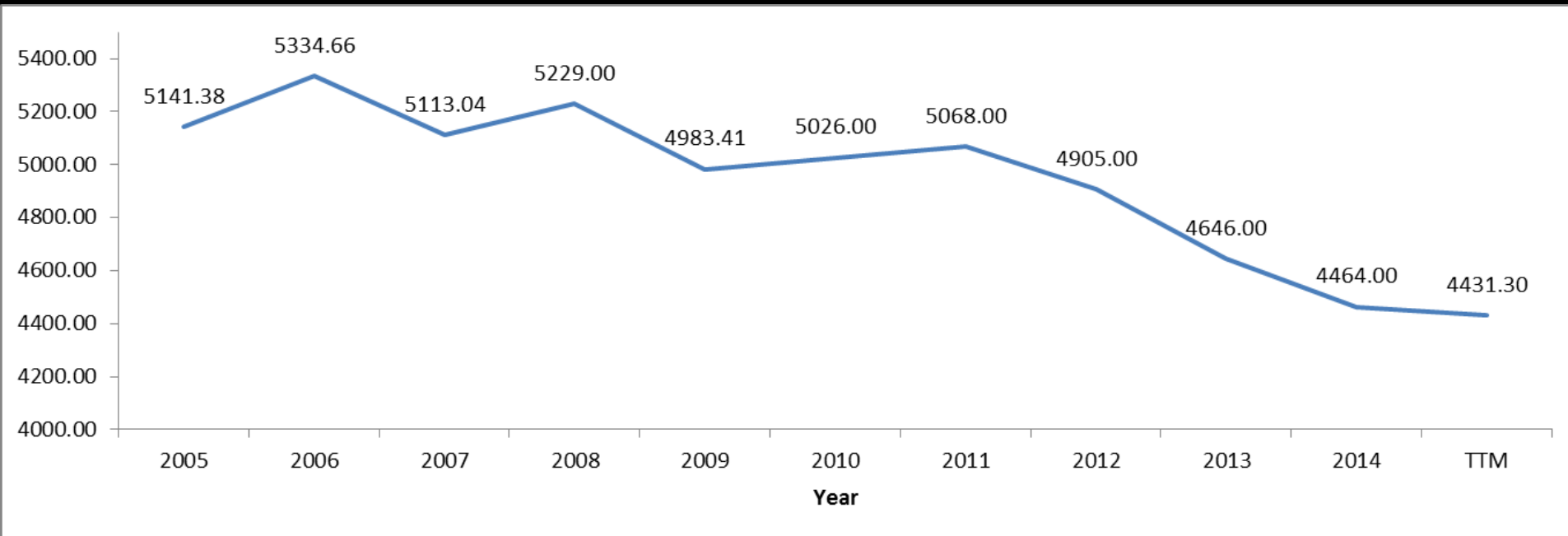
# Return on Capital



**Return on Capital as % =  $\frac{\text{Net Profit}(\$)}{\text{Total Equity} + \text{Long Term Debt}(\$)}$**

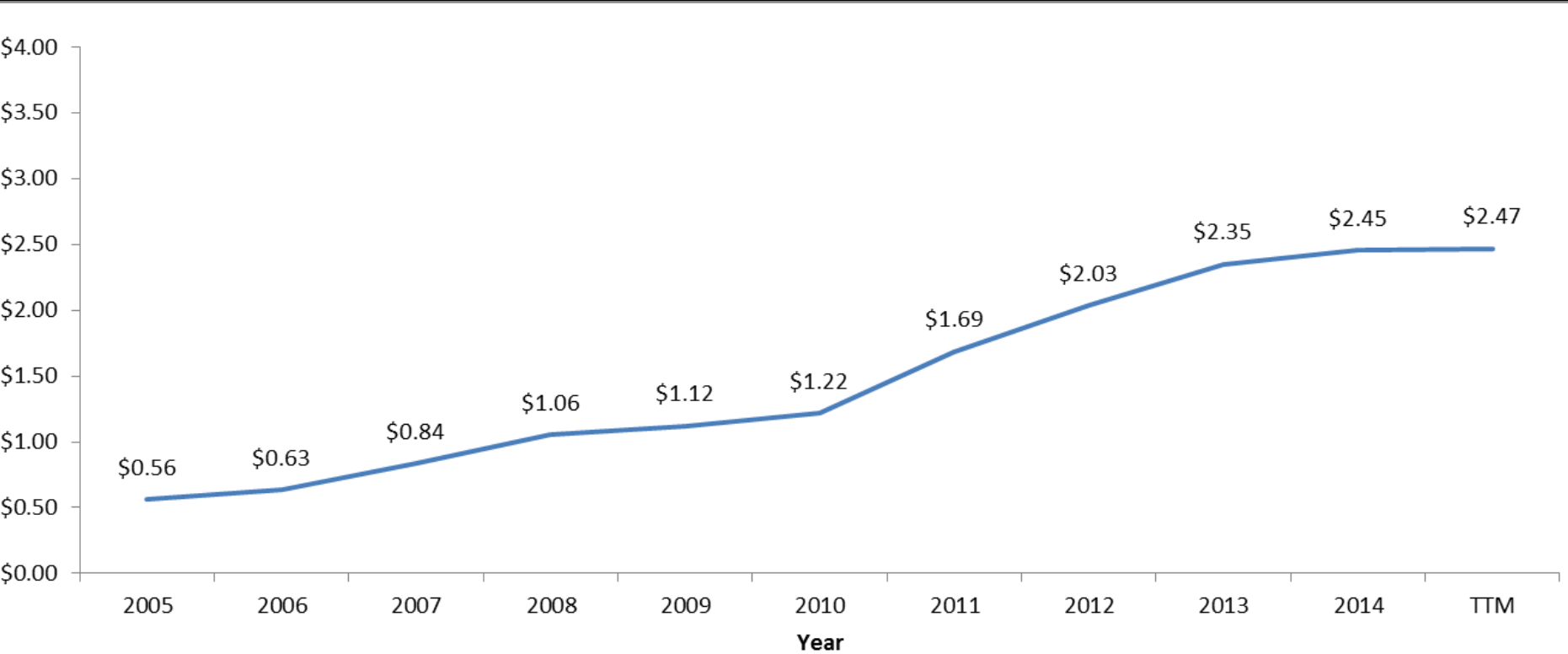
**Total Equity + Long Term Debt (\$)**

# Shares Outstanding



**Millions of Shares**

# Earnings Per Share



$$\text{Earnings Per Share} = \frac{\text{Net Profit}(\$)}{\text{Total Shares Outstanding}}$$

# Qualitative Review

<u>Qualitative Review</u>	
What type of business is this: commodity or sustained competitive advantage?	Competitive Advantage
Can you easily explain what the business does?	Yes
Is it heavily unionized?	No
Does it require heavy capital infusion?	No
Does it require lots of research and development?	Yes
Can inventory become obsolete?	Yes
Are there chronic "one time" write offs?	No
Is the company able to raise its prices to offset inflation?	Yes
Will the company be able to sell more in the future?	Yes
If I gave you \$1 billion could you develop a competitor? If the answer is "no" your business has a sustained competitive	No

# DuPont Analysis: Competition

<b>Company</b>	<b>Total Asset Turnover (Revenue/Total Assets)</b>	<b>Net Profit Margin (Net Income/Revenue)</b>	<b>Financial Leverage Multiplier (Total Assets/Total Equity)</b>	<b>Return on Equity</b>
Oracle	.386	.284	2.106	23.12%
Microsoft	.539	.234	1.882	23.74%
IBM	.790	.165	5.538	72.19%
Intel	.607	.194	1.616	19.03%
Amazon	2.109	-.003	3.911	-2.47%




# DuPont Analysis: Comparative

<b>Oracle</b>	<b>Total Asset Turnover (Revenue/Total Assets)</b>	<b>Net Profit Margin (Net Income/Revenue)</b>	<b>Financial Leverage Multiplier (Total Assets/Total Equity)</b>	<b>Return on Equity</b>
TTM	.386	.284	2.106	23.12%
2014	.424	.286	1.927	23.37%
2013	.454	.294	1.832	24.47%
2012	.474	.269	1.793	22.85%

# Industry Comparison


Company	Oracle	Amazon	SAP	Intel	Microsoft	HP	IBM
Market Cap (billions)	\$185.54	\$140.22	\$83.48	\$178.36	\$326.76	\$71.29	\$161.30
ROE (%)	23.12	-2.47	20.21	19.03	23.74	18.10	72.19
ROA (%)	12.21	-0.58	11.60	11.67	13.46	4.81	10.43
Net Margin (%)	28.44	-0.25	19.12	19.40	23.35	4.50	13.12
Operating Margin (%)	38.57	0.11	25.44	26.27	29.80	6.45	19.26
Dividend Yield (%)	1.20	0	1.40	2.40	2.40	1.60	2.60
P/E(ttm)	17.30	0	20.70	17.40	18.60	14.50	13.30
P/FCF	12.35	135.3	21.2	19.2	14.9	8.6	12.91
P/B	3.90	14	3.90	3.20	4.40	2.70	11.20
EV/EBIT	11.32	1,562	14.59	12.02	11.85	10.45	10.44
Number of Guru Holders	21	9	2	17	22	14	13
Number of Guru Buys: Sells (3 months)	15 : 6	7 : 5	0 : 4	3 : 15	3 : 20	3 : 8	5 : 7
Gurufocus Predictability Stars	4.5	5	5	2	3.5	1	4.5

# Conscious Investor: 3-Year Default

US Oracle Corporation 											Application Software		Last trade 2014-12-05		Return Analysis	
	5/05	5/06	5/07	5/08	5/09	5/10	5/11	5/12	5/13	5/14	EPSttm	Years	HGROWTH	STAEGR®		
EPS (\$)	0.550	0.640	0.810	1.060	1.090	1.210	1.670	1.960	2.260	2.380	\$2.390	3	10.19%	98.55%		
SPS (\$)	2.293	2.748	3.524	4.355	4.644	5.336	7.029	7.568	8.003	8.574		3	6.44%	99.86%		
	5/05	5/06	5/07	5/08	5/09	5/10	5/11	5/12	5/13	5/14			Current			
NPM (%)	24.5	23.5	23.8	24.6	24.1	22.9	24.0	26.9	29.4	28.6			28.6%			
ROE (%)	26.6	22.5	25.3	24.0	22.3	19.9	21.5	22.8	24.5	23.4			23.4%			
Payout (%)	0.0	0.0	0.0	0.0	5.0	17.0	13.0	12.0	13.0	20.0			20.0%			
Debt/Eq. (%)	1.0	38.0	37.0	44.0	37.0	37.0	37.0	31.0	41.0	48.0			48.0%			
	5/05	5/06	5/07	5/08	5/09	5/10	5/11	5/12	5/13	5/14	High/Low	Current				
P/E High	27.00	23.80	24.40	22.00	21.70	22.00	21.90	17.50	16.10	17.80	18.07	17.54				
P/E Low	17.80	18.40	16.10	17.20	12.70	16.10	12.70	12.60	11.40	12.50	13.90					
Price High	14.87	15.21	19.75	23.31	23.62	26.63	36.50	34.30	36.43	42.35	\$43.19	\$41.93				
Price Low	9.78	11.75	13.07	18.18	13.80	19.47	21.24	24.72	25.84	29.86	\$33.22					


	Price	EPSttm	P/E Ratio	HGrowth	Payout	STRETD®
Default	\$41.93	\$2.390	16.83	10.19%	15.6%	7.01%
Safety	\$41.93	\$2.390	14.47	5.80%	12.6%	1.69%

# CI: 6-year Default

US Oracle Corporation 		Application Software										Last trade 2014-12-05		Return Analysis	
	5/05	5/06	5/07	5/08	5/09	5/10	5/11	5/12	5/13	5/14	EPSttm	Years	HGROWTH	STAEGR®	
EPS (\$)	0.550	0.640	0.810	1.060	1.090	1.210	1.670	1.960	2.260	2.380	\$2.390	6	18.52%	93.56%	
SPS (\$)	2.293	2.748	3.524	4.355	4.644	5.336	7.029	7.568	8.003	8.574		6	13.36%	94.56%	
	5/05	5/06	5/07	5/08	5/09	5/10	5/11	5/12	5/13	5/14			Current		
NPM (%)	24.5	23.5	23.8	24.6	24.1	22.9	24.0	26.9	29.4	28.6			28.6%		
ROE (%)	26.6	22.5	25.3	24.0	22.3	19.9	21.5	22.8	24.5	23.4			23.4%		
Payout (%)	0.0	0.0	0.0	0.0	5.0	17.0	13.0	12.0	13.0	20.0			20.0%		
Debt/Eq. (%)	1.0	38.0	37.0	44.0	37.0	37.0	37.0	31.0	41.0	48.0			48.0%		
	5/05	5/06	5/07	5/08	5/09	5/10	5/11	5/12	5/13	5/14	High/Low		Current		
P/E High	27.00	23.80	24.40	22.00	21.70	22.00	21.90	17.50	16.10	17.80	18.07		17.54		
P/E Low	17.80	18.40	16.10	17.20	12.70	16.10	12.70	12.60	11.40	12.50	13.90				
Price High	14.87	15.21	19.75	23.31	23.62	26.63	36.50	34.30	36.43	42.35	\$43.19		\$41.93		
Price Low	9.78	11.75	13.07	18.18	13.80	19.47	21.24	24.72	25.84	29.86	\$33.22				

	Price	EPSttm	P/E Ratio	HGrowth	Payout	STRETD®
Default	\$41.93	\$2.390	16.83	18.52%	15.6%	13.29%
Safety	\$41.93	\$2.390	14.47	10.24%	12.6%	4.66%

# CI: 10-year Default

US Oracle Corporation 											Application Software		Last trade 2014-12-05		Return Analysis	
	5/05	5/06	5/07	5/08	5/09	5/10	5/11	5/12	5/13	5/14	EPSStm	Years	HGROWTH	STAAGR®		
EPS (\$)	0.550	0.640	0.810	1.060	1.090	1.210	1.670	1.960	2.260	2.380	\$2.390	10	18.46%	94.05%		
SPS (\$)	2.293	2.748	3.524	4.355	4.644	5.336	7.029	7.568	8.003	8.574		10	16.23%	92.69%		
	5/05	5/06	5/07	5/08	5/09	5/10	5/11	5/12	5/13	5/14			Current			
NPM (%)	24.5	23.5	23.8	24.6	24.1	22.9	24.0	26.9	29.4	28.6			28.6%			
ROE (%)	26.6	22.5	25.3	24.0	22.3	19.9	21.5	22.8	24.5	23.4			23.4%			
Payout (%)	0.0	0.0	0.0	0.0	5.0	17.0	13.0	12.0	13.0	20.0			20.0%			
Debt/Eq. (%)	1.0	38.0	37.0	44.0	37.0	37.0	37.0	31.0	41.0	48.0			48.0%			
	5/05	5/06	5/07	5/08	5/09	5/10	5/11	5/12	5/13	5/14	High/Low		Current			
P/E High	27.00	23.80	24.40	22.00	21.70	22.00	21.90	17.50	16.10	17.80	18.07		17.54			
P/E Low	17.80	18.40	16.10	17.20	12.70	16.10	12.70	12.60	11.40	12.50	13.90					
Price High	14.87	15.21	19.75	23.31	23.62	26.63	36.50	34.30	36.43	42.35	\$43.19		\$41.93			
Price Low	9.78	11.75	13.07	18.18	13.80	19.47	21.24	24.72	25.84	29.86	\$33.22					

	Price	EPSttm	P/E Ratio	HGrowth	Payout	STRETD®
Default	\$41.93	\$2.390	16.83	18.46%	15.6%	13.25%
Safety	\$41.93	\$2.390	14.47	11.04%	12.6%	5.21%




# CI: Kill It

	Price	EPSttm	P/E Ratio	HGrowth	Payout	STRETD®
Default	\$41.93	\$2.390	16.83	18.46%	15.6%	13.25%
Safety	\$41.93	\$2.390	14.47	11.04%	12.6%	5.21%
Saved	\$41.93	\$2.390	13.00	9.00%	12.6%	2.33%

# CI: Kill It Again

	Price	EPSttm	P/E Ratio	HGrowth	Payout	STRETD®
Default	\$41.93	\$2.390	16.83	18.46%	15.6%	13.25%
Safety	\$41.93	\$2.390	14.47	11.04%	12.6%	5.21%
Saved	\$41.93	\$2.390	11.90	8.00%	0.0%	-0.04%

# Discounted Cash Flow: 10-year Revenue Growth

Earnings Per Share : \$  ?  
 Growth Rate In the Next:  Years:  % ?  
 Business Predictability  ?  
 Terminal Growth Rate:  % ?  
 Years of Terminal Growth:  ?  
 Discount Rate:  % ?

→

DCF  Reverse DCF NEW  
 Tangible Book Value: \$   Add to Fair Value  
 Growth Value: \$ 29.11  
 Terminal Value: \$ 23  
**= Fair Value: \$ 54.82**  
 Margin Of Safety: 25%

**Financial Data of Oracle Corporation**

Annual Rates (per share)	10 yrs	5 yrs
Revenue Growth (%)	15.90	10.60
EBITDA Growth (%)	18.00	13.90
EBIT Growth (%)	17.90	15.30
Earning Growth (%)	18.40	18.00
Free Cash Flow Growth (%)	19.30	16.60
Book Value Growth (%)	19.90	13.60

# DCF: 5-year EBITDA Growth

Earnings Per Share : \$ 2.4

Growth Rate In the Next: 10 Years: 13.9 %

Business Predictability ★★★★★

Terminal Growth Rate: 4 %

Years of Terminal Growth: 10

Discount Rate: 12 %

DCF Reverse DCF <sup>NEW</sup>

Tangible Book Value: \$ 2.71  Add to Fair Value

Growth Value: \$ 26.36

Terminal Value: \$ 19.32

**= Fair Value: \$ 48.39**

Margin Of Safety: 15%

## Financial Data of Oracle Corporation

Annual Rates (per share)	10 yrs	5 yrs
Revenue Growth (%)	15.90	10.60
EBITDA Growth (%)	18.00	13.90
EBIT Growth (%)	17.90	15.30
Earning Growth (%)	18.40	18.00
Free Cash Flow Growth (%)	19.30	16.60
Book Value Growth (%)	19.90	13.60

# DCF: Break Even

Earnings Per Share : \$	<input type="text" value="2.4"/>	?
Growth Rate In the Next:	<input type="text" value="10"/> Years	?
Business Predictability		?
Terminal Growth Rate:	<input type="text" value="4"/> %	?
Years of Terminal Growth:	<input type="text" value="10"/>	?
Discount Rate:	<input type="text" value="12"/> %	?

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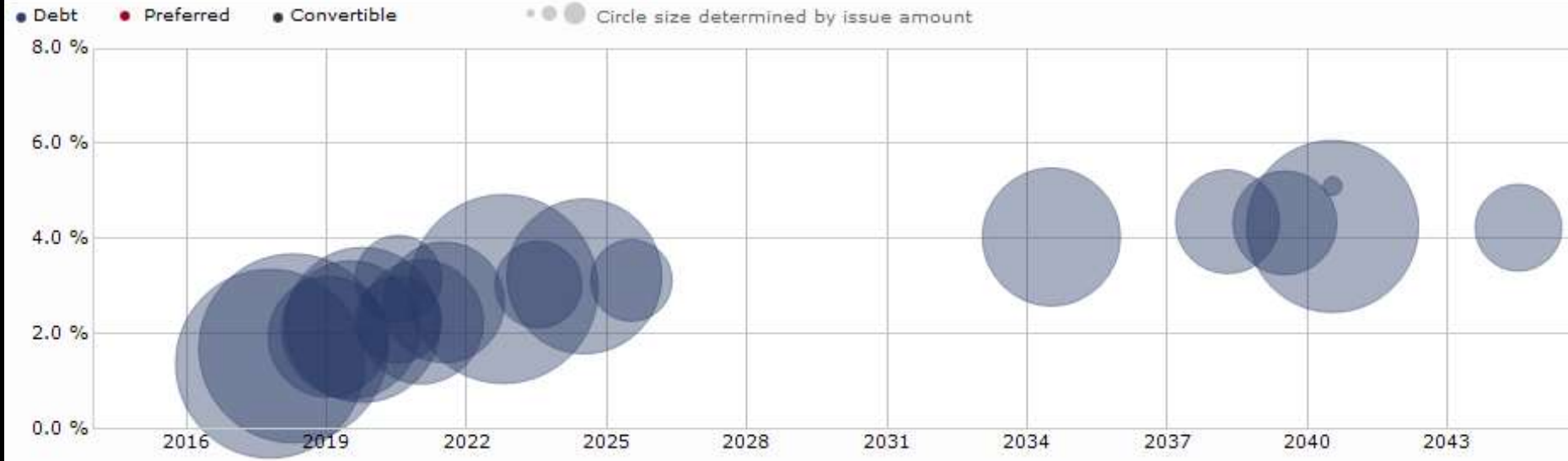
DCF	Reverse DCF <sup>NEW</sup>
	<b>= Growth Rate: 11.35%</b>
Revenue Growth Rate:	15.90%(10y) 10.60%(5y)
EBITDA Growth Rate:	18.00%(10y) 13.90%(5y)
Earnings Growth Rate:	18.40%(10y) 18.00%(5y)
Free Cash Flow Growth Rate:	19.30%(10y) 16.60%(5y)
Book Value Growth Rate:	19.90%(10y) 13.60%(5y)

# Morningstar Debt Analysis

Name	Maturity Date	Amount \$(Mil)	Credit Quality	Price	Coupon %	Coupon Type (Fixed/Floating)	Callable	Rule 144A	Yield to Maturity %
Oracle	07/07/2017	1,000.0	---	99.5	0.433	FRN	No	No	---
Oracle 1.2%	10/15/2017	2,500.0	---	99.5	1.200	Fixed	No	No	1.37
Oracle 5.75%	04/15/2018	2,500.0	---	113.2	5.750	Fixed	No	No	1.70
Oracle 2.375%	01/15/2019	1,500.0	---	101.8	2.375	Fixed	No	No	1.93
Oracle	01/15/2019	500.0	---	100.1	0.000	FRN	No	No	---
Oracle 5%	07/08/2019	1,750.0	---	112.7	5.000	Fixed	No	No	2.08
Oracle 2.25%	10/08/2019	2,000.0	---	100.3	2.250	Fixed	No	No	2.19
Oracle	10/08/2019	750.0	---	98.0	0.000	FRN	No	No	---
Oracle 3.875%	07/15/2020	1,000.0	---	104.3	3.875	Fixed	Yes	No	3.16
Oracle 3.875%	07/15/2020	993.8	---	108.3	3.875	Fixed	No	No	2.30
Oracle 144A 3.875%	07/15/2020	6.225	---	---	3.875	Fixed	No	Yes	---
Oracle 2.25%	01/10/2021	1,558.3	---	100.0	2.250	Fixed	No	No	2.25
Oracle 2.8%	07/08/2021	1,500.0	---	100.8	2.800	Fixed	No	No	2.66
Oracle 2.5%	10/15/2022	2,500.0	---	96.9	2.500	Fixed	No	No	2.94
Oracle 3.625%	07/15/2023	1,000.0	---	104.4	3.625	Fixed	No	No	3.03
Oracle 3.4%	07/08/2024	2,000.0	---	101.6	3.400	Fixed	No	No	3.21
Oracle 3.125%	07/10/2025	935.0	---	100.0	3.125	Fixed	No	No	3.12
Oracle 4.3%	07/08/2034	1,750.0	---	103.6	4.300	Fixed	No	No	4.04
Oracle 6.5%	04/15/2038	1,250.0	---	131.2	6.500	Fixed	No	No	4.36
Oracle 6.125%	07/08/2039	1,250.0	---	126.9	6.125	Fixed	No	No	4.33
Oracle 5.375%	07/15/2040	2,250.0	---	0.0	5.375	Fixed	Yes	No	---
Oracle 5.375%	07/15/2040	2,240.4	---	117.3	5.375	Fixed	No	No	4.26
Oracle 144A 5.375%	07/15/2040	9.565	---	103.9	5.375	Fixed	No	Yes	5.11
Oracle 4.5%	07/08/2044	1,000.0	---	104.5	4.500	Fixed	No	No	4.23

# Morningstar (continued)



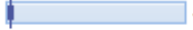
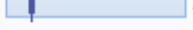
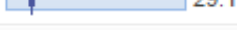
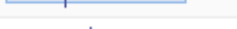




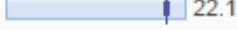
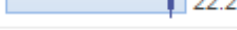
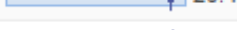
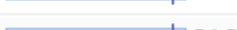
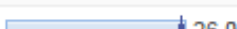
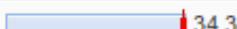

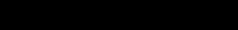
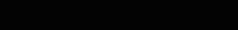
## Yield to Maturity



# Intra-Portfolio Valuations



# Price/Earnings

Ticker 	▲ 5-Year Price / Earnings Range
NSRGY	
IBM	10.3  16.0
AIG	2.1  -
BBY	7.4  -
DE	9.0  29.1
WRLD	6.7  13.0
BBBY	11.8  21.1
ORCL	13.3  25.3
BRK.B	11.8  28.6
PETM	13.6  25.0
CHRW	14.9  36.1
LO	10.9  22.1
PEP	15.1  22.2
MSFT	8.8  20.4
WMT	11.0  18.4
KO	11.9  24.9
MDT	9.9  26.0
WAG	10.0  34.3
AAP	11.5  25.3

Ticker 	▲ Pri... Earnings
WRLD	8.0
AIG	9.2
DE	10.0
IBM	10.3
BBY	12.7
BBBY	14.9
BRK.B	17.1
ORCL	17.3
WMT	17.6
MSFT	18.6
PETM	18.6
LO	20.2
NSRGY	20.9
PEP	21.5
KO	23.3
CHRW	25.2
AAP	25.4
MDT	25.6
WAG	34.5

# Price/Sales

Ticker	5-Year Price / Sales Range
NSRGY	
IBM	1.7 - 2.4
DE	0.8 - 1.6
WRLD	1.2 - 2.3
BBBY	1.0 - 1.9
CHRW	0.6 - 1.5
KO	3.3 - 4.8
ORCL	3.6 - 5.5
MSFT	2.9 - 5.0
PEP	1.5 - 2.4
AAP	0.7 - 1.4
PETM	0.6 - 1.3
WMT	0.4 - 0.6
BBY	0.1 - 0.4
LO	1.9 - 3.5
WAG	0.4 - 1.0
MDT	2.0 - 4.3
BRK.B	1.1 - 1.8
AIG	0.0 - 1.3

Ticker	Price / Sales
BBY	0.3
WMT	0.6
CHRW	0.8
WAG	0.9
DE	0.9
PETM	1.1
AIG	1.2
BBBY	1.3
AAP	1.3
WRLD	1.4
IBM	1.7
BRK.B	1.8
PEP	2.2
NSRGY	2.3
LO	3.3
KO	4.1
MDT	4.3
MSFT	4.3
ORCL	4.9

# Price/Free Cash Flow

Ticker	Price / Free Cash Flow
AIG	-
BRK.B	-
WRLD	5.1
IBM	12.7
ORCL	12.9
BBY	13.0
BBBY	13.3
MSFT	14.8
PETM	16.2
MDT	19.8
WMT	20.1
LO	20.6
PEP	21.7
NSRGY	21.7
KO	22.7
WAG	23.9
AAP	24.4
CHRW	25.1
DE	36.1

Ticker	5-Year Price / Free Cash Flow Range
AIG	
BRK.B	
NSRGY	
WRLD	4.3 -
CHRW	20.4 55.9
BBBY	11.5 20.8
ORCL	10.1 19.7
DE	9.8 -
IBM	9.4 17.1
WMT	13.2 28.2
KO	16.8 27.5
PEP	16.5 24.2
WAG	9.7 29.6
LO	9.7 23.8
AAP	6.9 32.9
BBY	1.6 30.9
MSFT	7.7 15.7
PETM	7.0 16.6
MDT	9.2 20.1

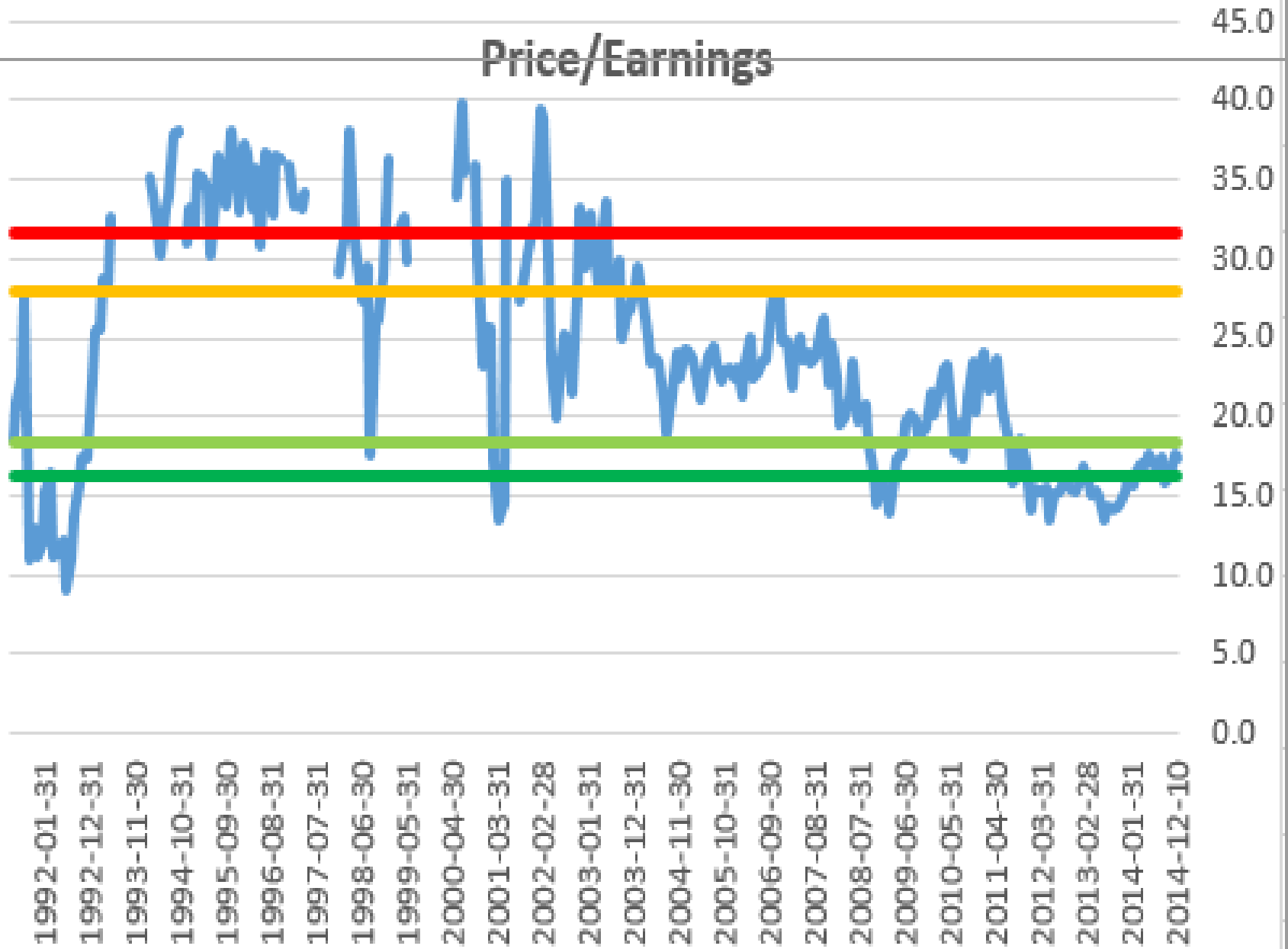
# Price/Book

Ticker	5-Year Price / Book Range
NSRGY	
DE	2.6 - 6.4
AIG	0.4 -
MSFT	3.1 - 6.8
ORCL	2.9 - 5.0
WRLD	1.4 - 3.5
IBM	7.0 - 13.2
LO	32.7 -
WMT	2.5 - 3.7
KO	4.2 - 5.9
AAP	2.9 - 7.8
BBY	1.1 - 4.1
CHRW	5.9 - 11.4
PETM	2.6 - 7.1
WAG	1.7 - 3.4
PEP	4.0 - 6.5
BBBY	2.5 - 4.6
MDT	2.0 - 3.8
BRK.B	1.0 - 1.5

Ticker	Price / Book
LO	-
AIG	0.7
BRK.B	1.5
WRLD	2.5
BBY	2.8
DE	2.9
WAG	3.2
NSRGY	3.3
WMT	3.4
MDT	3.7
ORCL	3.9
MSFT	4.3
BBBY	4.5
KO	5.5
AAP	6.0
PETM	6.3
PEP	6.3
CHRW	10.4
IBM	11.2

# Value Bands

# Price/Earnings



# Price/Sales

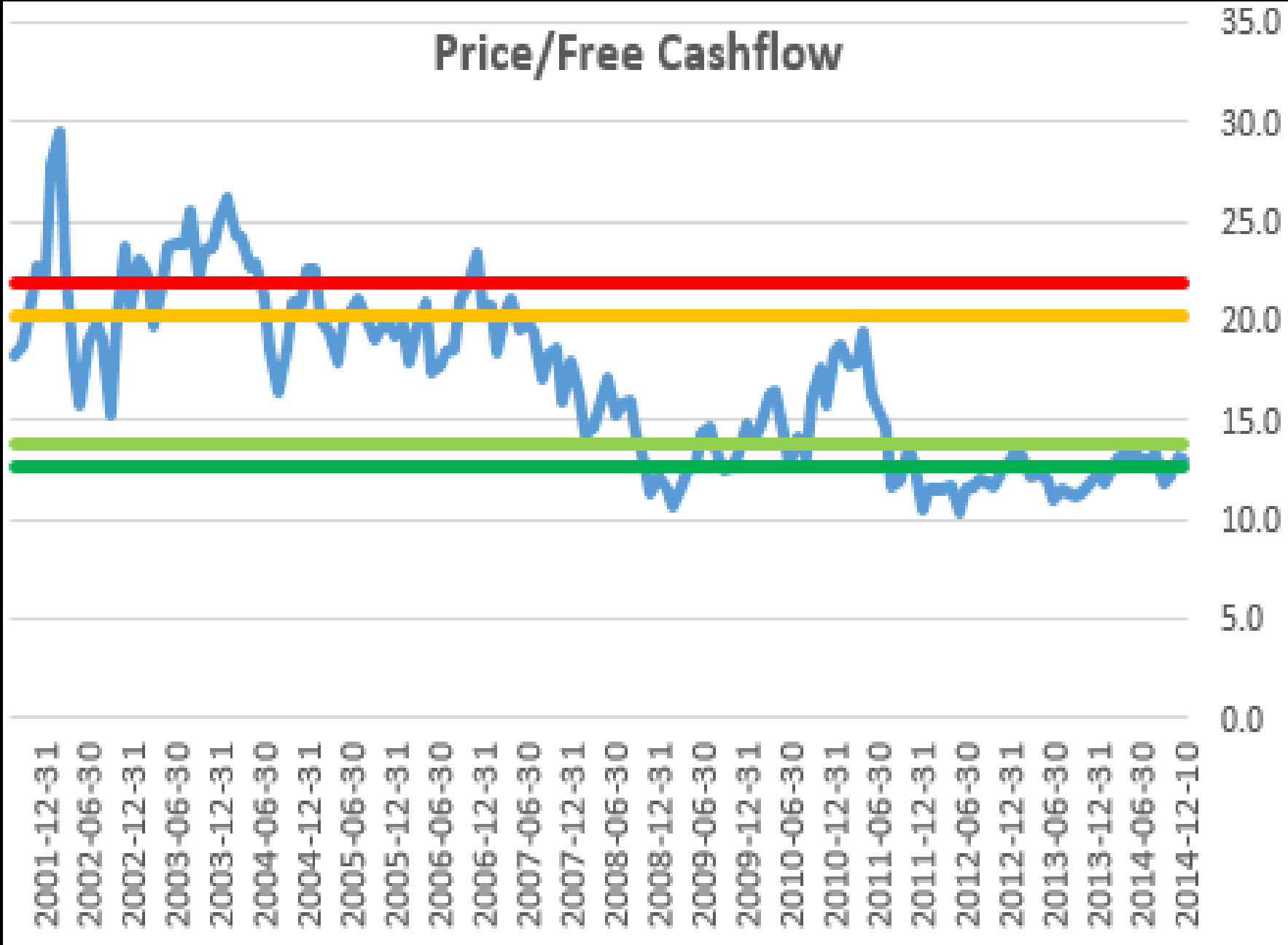


# Price/Book

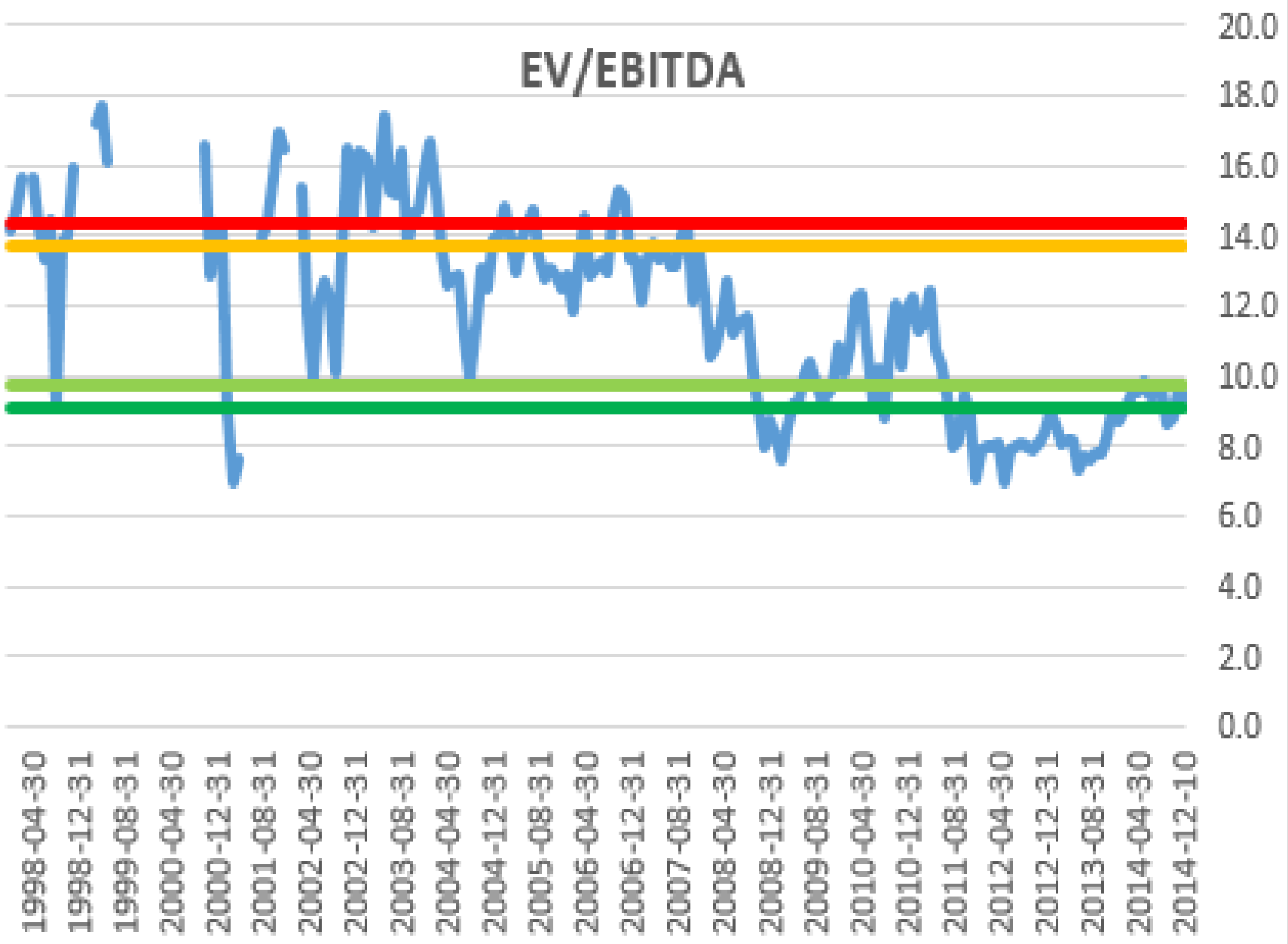




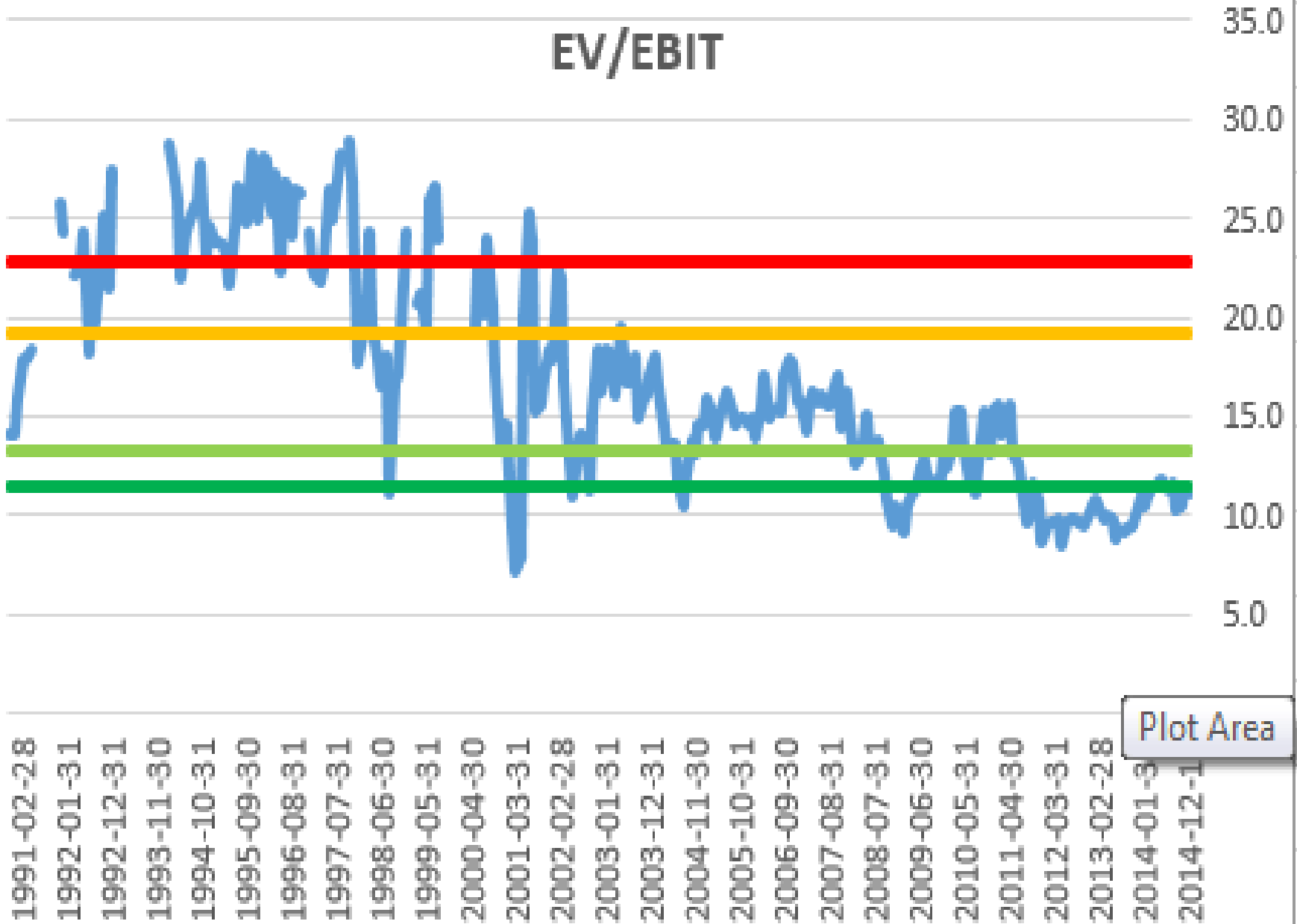
# Price/Free Cashflow



# EV/EBITDA



# EV/EBIT



Plot Area

# Valuation Summary

<b>P/S</b>	<b>37%</b>
<b>P/E</b>	<b>27%</b>
<b>P/B</b>	<b>17%</b>
<b>P/CFO</b>	<b>19%</b>
<b>P/FCF</b>	<b>24%</b>
<b>EV/REV</b>	<b>33%</b>
<b>EV/EBITDA</b>	<b>24%</b>
<b>EV/EBIT</b>	<b>18%</b>
<b>Overall</b>	<b>25%</b>

# Conclusion

- Sticky business
- Continued innovation and expansion
- Low valuations

# Recommendation

- Limit order at \$41

# Questions

