22.55



# NVIDIA Corp.

# Gaming Cycle Leads the Way

Gaming cycle remains robust as expected with strength set to continue in Dec, but the area investors will poke at is Data Center which beat in Sept, but less than expected, and then slows into Dec. Gaming to drive Q4 given strong holiday demand and the company remains supply constrained, but we question whether they'll continue filling the channel into April which is typically seasonally down or whether this guide is the best we will see near-term. On the DC side, Sept beat was driven largely by MLNX (strong sales to Chinese customer) which should reverse in Dec, and while this story is not broken, investors will be concerned on deceleration while bulls likely point to the potential reacceleration in Enterprise next year. Overall, this story is one of the cleanest in the group as NVDA is clearly a leader in Al, but for momentum growth names like these, we do question at what point they start to grow into their high valuations.

Q3 Beat with Record Gaming/DC: Record revenue of \$4.7B (+22% Q/Q) came in well above St. \$4.4B. Gaming had record revenue (\$2.27B vs. St. \$2.06B) driven by strong demand for GeForce RTX 30 GPU series, gaming NBs and console SoC sales (Nintendo Switch). Data Center was ahead (\$1.90B vs. St. \$1.80B) led by ramp of Ampere products and MLNX contributing half of the beat with China pull-in (13% of total revenue). Proviz came in ahead (\$236M vs. St. \$215M). Auto was better (\$125M vs. St. \$110M) due to global auto recovery and increasing Al cockpit sales. OEM & IP came in better at \$194M (vs. St. \$160M). Better revenue and GM (65.5% vs. St. 65.3% -- mix shift toward DC) yielded non-GAAP EPS of \$2.91, ahead St. \$2.58.

**Q4 Ahead Led by Gaming:** Guided revenue to \$4.8B (+2% Q/Q, 14 week qtr), ahead of St. \$4.4B. Guided Gaming up Q/Q but Data Center guided down slightly Q/Q with meaningful Q/Q declines in MLNX (we model -20% Q/Q), while Computing products expected to grow MSD Q/Q. Proviz and Auto both expected to grow Q/Q, but not yet returning to Y/Y growth. Better revenue and modestly higher GMs (65.5% vs. St. 65.4%) partially offset by higher opex (\$1.18B vs. Street \$1.12B – extra week) yield implied non-GAAP EPS ~\$2.81, above Street \$2.52.

NVDA: Quarterly and Annual EPS (USD)

	2020		2021			2022	Change y/y		
FY Jan	Actual	Old	New	Cons	Old	New	Cons	2021	2022
Q1	0.88A	1.80A	1.80A	1.80A	2.27E	2.51E	2.30E	105%	39%
Q2	1.24A	2.18A	2.18A	2.18A	2.53E	2.76E	2.55E	76%	27%
Q3	1.78A	2.56E	2.91A	2.58E	2.86E	3.15E	2.96E	63%	8%
Q4	1.89A	2.46E	2.81E	2.52E	2.95E	3.23E	3.01E	49%	15%
Year	5.79A	9.00E	9.71E	9.01E	10.61E	11.66E	11.03E	68%	20%
P/E	92.8		55.3			46.1			

Source: Barclays Research.

Consensus numbers are from Bloomberg received on 18-Nov-2020; 13:50 GMT

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PLEASE SEE ANALYST CERTIFICATION(S) AND IMPORTANT DISCLOSURES BEGINNING ON PAGE 9.

#### **Equity Research**

Technology | U.S. Semiconductors 19 November 2020

Stock Rating OVERWEIGHT Unchanged

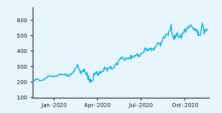
Industry View NEUTRAL Unchanged

Price Target USD 550.00

raised 5% from USD 525.00

Price (18-Nov-2020) USD 537.15 Potential Upside/Downside +2.4% Tickers **NVDA** Market Cap (USD mn) 331422 Shares Outstanding (mn) 617.00 Free Float (%) 95.85 52 Wk Avg Daily Volume (mn) 12.2 Dividend Yield (%) 0.12 Return on Equity TTM (%) 27.94

Price Performance Exchange-Nasdaq 52 Week range USD 589.07-180.68



Source: IDC; Link to Barclays Live for interactive charting

### **U.S. Semiconductors**

Current BVPS (USD)

Source: Bloomberg

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U.S. Semiconductors						Industry View: NEUTRA
NVIDIA Corp. (NVDA)						Stock Rating: OVERWEIGH
Income statement (\$mn)	2020A	2021E	2022E	2023E	CAGR	Price (18-Nov-2020) USD 537.15
Revenue	10,918	16,495	20,039	N/A	N/A	Price Target USD 550.00
EBITDA (adj)	4,116	7,809	9,605	N/A	N/A	Why Overweight? We believe NVDA has a long-term
EBIT (adj)	3,735	6,700	8,409	N/A	N/A	sustainable position in the Datacenter with further
Pre-tax income (adj)	3,860	6,569	8,199	N/A	N/A	Edge opportunities (Autos, robots, etc) and a
Net income (adj)	3,580	6,097	7,379	N/A	N/A	competitive moat around a large portion of the
EPS (adj) (\$)	5.79	9.71	11.66	N/A	N/A	market.
Diluted shares (mn)	618	628	633	N/A	N/A	
DPS (\$)	0.64	0.64	0.64	N/A	N/A	Upside case USD 650.00
						Our upside case of \$650 is based upon 60x our
Margin and return data					Average	upside FY22 non-GAAP (incl SBC) EPS of \$10.85 plus net cash per share of \$4.09, which assumes upside to
EBITDA (adj) margin (%)	37.7	47.3	47.9	N/A	44.3	Datacenter growth, higher ASPs in discrete GPUs, a
EBIT (adj) margin (%)	34.2	40.6	42.0	N/A	38.9	stronger gaming market, faster Auto ramp, and
Pre-tax (adj) margin (%)	35.4	39.8	40.9	N/A	38.7	higher GMs.
Net (adj) margin (%)	32.8	37.0	36.8	N/A	35.5	•
ROA (%)	26.9	35.2	28.0	N/A	30.1	Downside case USD 425.00
ROE (%)	38.3	50.0	49.9	N/A	46.0	Our downside case of \$425 is based upon 50x our
						downside FY22 non-GAAP (incl SBC) EPS of \$8.50
Balance sheet and cash flow (\$	mn)				CAGR	plus net cash per share of \$4.09, which assumes
Tangible fixed assets	1,674	2,073	1,877	N/A	N/A	lower Datacenter growth or greater competition,
Intangible fixed assets	618	4,193	4,193	N/A	N/A	declines in the gaming market, slower Auto ramp,
Cash and equivalents	10,897	11,428	15,601	N/A	N/A	slower GM improvement.
Total assets	17,315	26,339	30,467	N/A	N/A	H - 11 /B 11 1
Short and long-term debt	1,991	6,961	5,963	N/A	N/A	Upside/Downside scenarios
Other long-term liabilities	775	1,311	1,311	N/A	N/A	Price History Price Target
Total liabilities	5,111	11,542	10,637	N/A	N/A	Prior 12 months Next 12 months High Upside
Net debt/(funds)	-8,906	-4,467	-9,638	N/A	N/A	High Upside
Shareholders' equity	12,204	14,797	19,830	N/A	N/A	650.00
Change in working capital	2,678	256	5,691	N/A	N/A	589.07
Cash flow from operations	4,761	5,457	7,576	N/A	N/A	Current Target 537.15 550.00
Capital expenditure	-488	-1,158	-1,000	N/A	N/A	337.13
Free cash flow	4,273	4,299	6,576	N/A	N/A	425.00
Valuation and leverage metrics					Average	
P/E (adj) (x)	92.8	55.3	46.1	N/A	64.7	
EV/sales (x)	30.2	20.2	16.4	N/A	22.3	180.68 Low Downside
EV/EBITDA (adj) (x)	80.1	42.8	34.2	N/A	52.3	row powiiside
Equity FCF yield (%)	1.3	1.3	1.9	N/A	1.5	
P/Sales (x)	31.0	20.5	16.9	N/A	22.8	
P/BV (x)	27.2	22.8	17.1	N/A	22.4	
Dividend yield (%)	0.1	0.1	0.1	N/A	0.1	

Source: Company data, Bloomberg, Barclays Research Note: FY End Jan

# Q3 Beat with Record Gaming/DC

Record revenue of \$4.7B (+22% Q/Q) came in well above St. \$4.4B. Gaming had record revenue (\$2.27B vs. St. \$2.06B) driven by strong demand for GeForce RTX 30 GPU series, gaming NBs and console SoC sales (Nintendo Switch). Data Center was ahead (\$1.90B vs. St. \$1.80B) led by ramp of Ampere products and MLNX contributing half of the beat with China pull-in (13% of total revenue). Proviz came in ahead (\$236M vs. St. \$215M). Auto was better (\$125M vs. St. \$110M) due to global auto recovery and increasing AI cockpit sales. OEM & IP came in better at \$194M (vs. St. \$160M). Better revenue and GM (65.5% vs. St. 65.3% -- mix shift toward DC) yielded non-GAAP EPS of \$2.91, ahead St. \$2.58.

FIGURE 1
October Quarter Results

				OCTOBER QUART	ER GUIDE
		<b>Prior Barclays</b>			
	Actual	Ests	Consensus Ests	Guide	Comments
Revenues	\$4.73B	\$4.41B	\$4.41B	\$4.31-4.49B	record revenue driven by gaming/DC; 13% contribution from MLNX
Q/Q	+22.2%	+14.0%	+14.0%	12% to 16%	
GMs (non-GAAP)	65.5%	65.5%	65.3%	65.5% +/- 50bps	product mix shift toward DC
Opex (non-GAAP)	\$1,102M	\$1,090M	\$1,090M	\$1090M	
Tax Rate	5.9%	8.0%		8.0%	
Pro-Forma EPS	\$2.91	\$2.56	\$2.58	\$2.46-2.63	
GAAP EPS	\$2.12	\$1.70	\$1.68	\$1.61-1.77	
Share Count	630M	628M		628M	
Depreciation	\$299M	\$404M			
Capex	\$473M	\$230M		\$225-250	
Segment Revenues:					
Gaming	\$2,271M	\$2,108M	\$2,060M		record quarter; strong demand for GeForce RTX 30 GPU/gaming NBs/console SoC sales
Professional Visualization	\$236M	\$203M	\$215M		strength in NBs partially offset by a decline in DTs (WFH/LFH)
Datacenter	\$1,900M	\$1,834M	\$1,800M		record quarter; ramp of Ampere products; MLNX contributing 1/3 of DC revenue
Automotive	\$125M	\$111M	\$110M		global auto production recovery; strong Al cockpit sales
OEM & IP	\$194M	\$153M	\$160M		higher demand for entry-level laptop GPUs

Source: Company Report, Bloomberg, and Barclays Research

# Q4 Ahead Led by Gaming

Guided revenue to \$4.8B (+2% Q/Q, 14 week qtr), ahead of St. \$4.4B. Guided Gaming up Q/Q but Data Center guided down slightly Q/Q with meaningful Q/Q declines in MLNX (we model -20% Q/Q), while Computing products expected to grow MSD Q/Q. Proviz and Auto both expected to grow Q/Q, but not yet returning to Y/Y growth. Better revenue and modestly higher GMs (65.5% vs. St. 65.4%) partially offset by higher opex (\$1.18B vs. Street \$1.12B -extra week) yield implied non-GAAP EPS \$2.81, above Street \$2.52.

FIGURE 2

# January Quarter Guidance

			JANUARY QUAR	TER GUIDE
		Prior Barclays		
	Guide	Ests	Consensus Ests	Comments
Revenues	\$4.70-4.90B	\$4.38B	\$4.40B	gaming remains strong; 14 week quarter
Q/Q	0% to 4%	-0.7%	-0.2%	computing products grow MSD Q/Q
GMs (non-GAAP)	65.5% +/- 50bps	66.2%	65.4%	
Opex (non-GAAP)	\$1180M	\$1,142M	\$1,120M	extra week impact
Tax Rate	8.0%	9.0%		
Implied Pro-Forma EPS	\$2.69-2.87	\$2.46	\$2.52	
Implied GAAP EPS	\$1.83-2.01	\$1.75	\$1.69	
Estimated Share Count	632M	630M		
Depreciation		\$404M		
Capex	\$300-325	\$230M		
Segment Revenues:				
Gaming		\$2,063M	\$1,960M	guided up Q/Q vs. typically seasonally down - ramp of RTX 30 Series
Professional Visualization		\$207M	\$228M	guided up Q/Q
Datacenter		\$1,848M	\$1,930M	guided down slightly Q/Q; MLNX meaningfully down Q/Q (non-reoccuring China OEM)
Automotive		\$122M	\$120M	guided up Q/Q
OEM & IP		\$138M	\$152M	

Source: Company Report, Bloomberg, and Barclays Research

# Changes to Estimates & PT

Our FY21 revenue/EPS move to \$16495M/\$9.71 (prior \$15733M/\$9.00), and FY22 moves to \$20039M/\$11.66 (prior \$18660M/\$10.61).

Our price target of \$550 is based upon 58x our FY22 non-GAAP (incl SBC) EPS of \$9.46. Our prior price target of \$525 was based upon 60x our prior FY22 non-GAAP (incl SBC) EPS of \$8.74.

FIGURE 3

# **Changes to Estimates**

Changes to Revenue and EPS Estimates - New vs. Old vs. Consensus											
		Jan Q	Apr Q	FY21	FY22						
NEW	Revenues	\$4,823M	\$4,518M	\$16,495M	\$20,039M						
INEVV	EPS	\$2.81	\$2.51	\$9.71	\$11.66						
OLD	Revenues	\$4,378M	\$4,235M	\$15,733M	\$18,660M						
OLD	EPS	\$2.46	\$2.27	\$9.00	\$10.61						
CONSENSUS	Revenues	\$4,414M	\$4,192M	\$16,086M	\$18,598M						
CONSENSUS	EPS	\$2.52	\$2.30	\$9.41	\$10.82						

Source: Company Reports, Bloomberg, and Barclays Research

FIGURE 4
NVDA Income Statement

NVIDIA															
FY Ending: January	Apr-19	Jul-19	Oct-19	Jan-20	Apr-20	Jul-20	Oct-20	Jan-21	Apr-21	Jul-21	Oct-21	Jan-22	2020	2021	2022
\$ in millions	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	1QE	2QE	3QE	4QE	FY	FYE	FYE
Revenues	\$2,220.0	\$2,579.0	\$3,013.6	\$3,105.0	\$3,080.0	\$3,866.0	\$4,726.0	\$4,822.6	\$4,517.7	\$4,851.1	\$5,326.9	\$5,343.5	\$10,917.6	\$16,494.6	\$20,039.2
QoQ	0.7%	16.2%	16.9%	3.0%	(0.8%)	25.5%	22.2%	2.0%	(6.3%)	7.4%	9.8%	0.3%			
YoY	(30.8%)	(17.4%)	(5.3%)	40.8%	38.7%	49.9%	56.8%	55.3%	46.7%	25.5%	12.7%	10.8%	(6.8%)	51.1%	21.5%
Cost of Goods	910.0	1,028.0	1,083.4	1,075.0	1,054.0	1,315.0	1,631.0	1,656.3	1,515.9	1,657.6	1,848.8	1,797.5	4,096.4	5,656.3	6,819.7
Gross Profit	\$1,310.0	\$1,551.0	\$1,930.2	\$2,030.0	\$2,026.0	\$2,551.0	\$3,095.0	\$3,166.4	\$3,001.9	\$3,193.4	\$3,478.1	\$3,546.1	\$6,821.2	\$10,838.4	\$13,219.5
R&D	560.0	559.0	571.3	598.0	601.0	769.0	815.0	870.0	875.0	882.1	893.1	904.2	2,288.3	3,055.0	3,554.4
SG&A	193.0	190.0	203.0	212.0	220.0	266.0	287.0	310.0	310.0	313.7	315.4	317.0	798.0	1,083.0	1,256.1
Total Operating Expenses	753.0	749.0	774.3	810.0	821.0	1,035.0	1,102.0	1,180.0	1,185.0	1,195.8	1,208.5	1,221.2	3,086.3	4,138.0	4,810.5
Operating Income	\$557.0	\$802.0	\$1,155.9	\$1,220.0	\$1,205.0	\$1,516.0	\$1,993.0	\$1,986.4	\$1,816.9	\$1,997.6	\$2,269.6	\$2,324.9	\$3,734.9	\$6,700.4	\$8,409.0
Interest Income (Exp)	31.0	35.0	33.0	26.0	8.0	(39.0)	(45.0)	(55.0)	(54.0)	(53.0)	(52.0)	(51.0)	125.0	(131.0)	(210.0)
Profit Before Taxes	588.0	837.0	1,188.9	1,246.0	1,213.0	1,477.0	1,948.0	1,931.4	1,762.9	1,944.6	2,217.6	2,273.9	3,859.9	6,569.4	8,199.0
Taxes	45.0	75.0	86.0	74.0	93.0	111.0	114.0	154.5	176.3	194.5	221.8	227.4	280.0	472.5	819.9
Net Income - Pro Forma	\$543.0	\$762.0	\$1,102.9	\$1,172.0	\$1,120.0	\$1,366.0	\$1,834.0	\$1,776.8	\$1,586.6	\$1,750.2	\$1,995.9	\$2,046.5	\$3,579.9	\$6,096.8	\$7,379.1
EPS - Pro Forma (ex ESO)	\$0.88	\$1.24	\$1.78	\$1.89	\$1.80	\$2.18	\$2.91	\$2.81	\$2.51	\$2.76	\$3.15	\$3.23	\$5.79	\$9.71	\$11.66
EPS - Pro Forma (incl ESO)	\$0.61	\$0.91	\$1.45	\$1.55	\$1.47	\$1.63	\$2.34	\$2.27	\$1.97	\$2.22	\$2.61	\$2.66	\$4.52	\$7.70	\$9.46
EPS - GAAP	\$0.64	\$0.90	\$1.45	\$1.53	\$1.47	\$0.99	\$2.12	\$1.94	\$1.81	\$2.06	\$2.45	\$2.50	\$4.52	\$6.52	\$8.82
Fully Diluted Shares	616.0	616.0	618.0	621.0	622.0	626.0	630.0	632.0	633.0	633.0	633.0	633.0	617.8	627.5	633.0
Dividend per Share	\$0.16	\$0.16	\$0.16	\$0.16	\$0.16	\$0.16	\$0.16	\$0.16	\$0.16	\$0.16	\$0.16	\$0.16	\$0.64	\$0.64	\$0.64
Percent of Sales															
Gross Margin	59.0%	60.1%	64.0%	65.4%	65.8%	66.0%	65.5%	65.7%	66.4%	65.8%	65.3%	66.4%	62.5%	65.7%	66.0%
R&D	25.2%	21.7%	19.0%	19.3%	19.5%	19.9%	17.2%	18.0%	19.4%	18.2%	16.8%	16.9%	21.0%	18.5%	17.7%
SG&A	8.7%	7.4%	6.7%	6.8%	7.1%	6.9%	6.1%	6.4%	6.9%	6.5%	5.9%	5.9%	7.3%	6.6%	6.3%
Operating Margin	25.1%	31.1%	38.4%	39.3%	39.1%	39.2%	42.2%	41.2%	40.2%	41.2%	42.6%	43.5%	34.2%	40.6%	42.0%
Taxes	7.7%	9.0%	7.2%	5.9%	7.7%	7.5%	5.9%	8.0%	10.0%	10.0%	10.0%	10.0%	7.3%	7.2%	10.0%
NetIncome	24.5%	29.5%	36.6%	37.7%	36.4%	35.3%	38.8%	36.8%	35.1%	36.1%	37.5%	38.3%	32.8%	37.0%	36.8%
Sequential Change															
R&D	2.2%	(0.2%)	2.2%	4.7%	0.5%	28.0%	6.0%	6.7%	0.6%	0.8%	1.2%	1.2%	12.3%	33.5%	16.3%
SG&A	(6.8%)	(1.6%)	6.8%	4.4%	3.8%	20.9%	7.9%	8.0%	0.0%	1.2%	0.5%	0.5%	1.4%	35.7%	16.0%
Source: Company Reports Barclays Research	F-4:				•				•				•		

Source: Company Reports, Barclays Research Estimates

Reconciliation of Pro Forma to GAAP

Reconciliation of FTO FOTHIA to GAAF															
SBC	<u>(178.0)</u>	(224.0)	(223.0)	(220.0)	(224.0)	(374.0)	(383.0)	(375.0)	(378.0)	(381.0)	(384.0)	(405.5)	(845.0)	(1,356.0)	(1,548.5)
COGS	(4.0)	(8.0)	(15.0)	(12.0)	(21.0)	(14.0)	(28.0)	(25.0)	(25.0)	(25.0)	(25.0)	(25.0)	(39.0)	(88.0)	(100.0)
R&D	(114.0)	(145.0)	(141.0)	(140.0)	(134.0)	(228.0)	(232.0)	(230.0)	(232.0)	(234.0)	(236.0)	(250.2)	(540.0)	(824.0)	(952.2)
SG&A	(60.0)	(71.0)	(67.0)	(68.0)	(69.0)	(132.0)	(123.0)	(120.0)	(121.0)	(122.0)	(123.0)	(130.4)	(266.0)	(444.0)	(496.4)
Amortization & Other Acquisition Costs	(10.0)	(5.0)	(7.0)	(7.0)	(4.0)	(229.0)	(106.0)	(110.0)	(109.0)	(108.0)	(107.0)	(106.0)	(29.0)	(449.0)	(430.0)
COGS Other	(10.0)	(2.0)	0.0	(3.0)	(1.0)	(262.0)	(107.0)	(112.0)	0.0	0.0	0.0	0.0	(15.0)	(482.0)	0.0
Opex Other	(1.0)	0.0	0.0	0.0	0.0	0.0	1.0	0.0	0.0	0.0	0.0	0.0	(1.0)	1.0	0.0
Interest Other	0.0	0.0	0.0	0.0	(3.0)	(3.0)	(5.0)	(5.0)	(5.0)	(5.0)	(5.0)	(5.0)	0.0	(16.0)	(20.0)
Tax Effect	50.0	21.0	26.0	8.0	29.0	124.0	102.0	48.2	49.2	49.4	49.6	51.7	105.0	303.2	199.9
Net Income - GAAP	\$394.0	\$552.0	\$898.9	\$950.0	\$917.0	\$622.0	\$1,336.0	\$1,223.0	\$1,143.8	\$1,305.6	\$1,549.5	\$1,581.6	\$2,794.9	\$4,098.0	\$5,580.4
GAAP Shares	616.0	616.0	618.0	621.0	622.0	626.0	630.0	632.0	633.0	633.0	633.0	633.0	617.8	627.5	633.0
EPS - GAAP	\$0.64	\$0.90	\$1.45	\$1.53	\$1.47	\$0.99	\$2.12	\$1.94	\$1.81	\$2.06	\$2.45	\$2.50	\$4.52	\$6.53	\$8.82

Source: Company Reports & Barclays Research

FIGURE 5

NVDA Balance Sheet

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NVIDIA FY End: January	Apr-19		Oct-19	Jan-20	Apr-20	Jul-20	Oct-20	Jan-21	Apr-21	Jul-21	Oct-21	Jan-22		2021	2022
\$ in millions	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	1QE	2QE	3QE	4QE	FY	FYE	FYE
BALANCE SHEET															
Assets															
Cash & Equiv.+ ST Investments	\$7,802	\$8,475	\$9,769	\$10,897	\$16,354	\$10,981	\$10,139	\$11,428	\$12,722	\$13,735	\$13,981	\$15,601	\$10,897	\$11,428	\$15,601
Accounts Receivable	1,242	1,561	1,455	1,657	1,907	2,084	2,546	2,643	2,475	2,658	2,919	2,928	1,657	2,643	2,928
Inventories	1,426	1,204	1,047	979	1,128	1,401	1,495	1,543	1,495	1,726	1,925	1,871	979	1,543	1,871
Other	<u>159</u>	<u>151</u>	149	<u>157</u>	<u>195</u>	215	213	213	213	213	213	213	157	213	213
Total Current Assets	\$10,629	\$11,391	\$12,420	\$13,690	\$19,584	\$14,681	\$14,393	\$15,826	\$16,905	\$18,332	\$19,037	\$20,613	\$13,690	\$15,826	\$20,613
Property and Equipment	1,473	1,484	1,517	1,674	1,715	1,964	2,059	2,073	2,024	1,975	1,926	1,877	1,674	2,073	1,877
Goodwill	618 536	618 535	618 527	618 618	628 595	4,193 701	4,193 681	4,193 681	4,193 681	4,193 681	4,193 681	4,193 681	618 618	4,193 681	4,193 681
Operating lease assets Intangible Assets	54	49	43	49	80	2,854	2,861	2,747	2,634	2,522	2,411	2,301	49	2,747	2,301
Deferred income tax assets	601	588	569	548	533	630	666	662	658	654	650	646	548	662	646
Other	110	110	116	118	119	157	2,028	157	157	157	157	157	118	157	157
Total Assets	\$14,021	\$14,775	\$15,810	\$17,315	\$23,254	\$25,180	\$26,881	\$26,339	\$27,252	\$28,514	\$29,055	\$30,467	\$17,315	\$26,339	\$30,467
Liabilities															
Account Payable	\$368	\$437	\$591	\$687	\$761	\$893	\$1,097	\$1,092	\$999	\$1,093	\$1,219	\$1,185	\$687	\$1,092	\$1,185
Accrued and Other Current Liabilities	815	880	884	1,097	1,142	1,517	1,574	1,574	1,574	1,574	1,574	1,574	1,097	1,574	1,574
Deferred Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Capital Lease and Tech License	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Warrant Liability	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Current Portion of Notes Payable	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	998	998	998	998	<u>0</u>	<u>0</u>	<u>0</u>	998	<u>0</u>
Total Current Liabilities	\$1,183	\$1,317	\$1,475	\$1,784	\$1,903	\$2,410	\$3,669	\$3,664	\$3,571	\$3,665	\$2,793	\$2,759	\$1,784	\$3,664	\$2,759
Notes Payable	1,988	1,989	1,990	1,991	6,959	6,960	5,963	5,963	5,963	5,963	5,963	5,963	1,991	5,963	5,963
Capital Lease, net of current Other	0 1,146	483 650	469 <u>662</u>	561 775	519 774	611 1,285	604 1,311	604 1,311	604 1,311	604 1,311	604 1,311	604 1,311	561 <u>775</u>	604 1,311	604 1,311
													_		
Total Liabilities	\$4,317	\$4,439	\$4,596	\$5,111	\$10,155	\$11,266	\$11,547	\$11,542	\$11,449 	\$11,543	\$10,671	\$10,637	\$5,111	\$11,542	\$10,637
Sharehaldard Facility															
Shareholders' Equity Convertible Preferred Stock	\$0	\$0	\$0	\$0	\$0	\$0	\$0						\$0	\$0	\$0
Shareholders' Equity	9,704	10,336	11,214	12,204	13,099	13,914	15,334	14,797	15,802	16,971	18,384	19,830	12,204	14,797	19,830
								14,797 <b>\$14,797</b>	15,802 <b>\$15,802</b>	16,971 <b>\$16,971</b>	18,384 <b>\$18,384</b>	19,830 <b>\$19,830</b>			
Shareholders' Equity Total Shareholders' Equity	9,704 \$9,704	10,336 \$10,336 ======	11,214 \$11,214 ======	12,204 \$12,204 ======	13,099 \$13,099 ======	13,914 \$13,914 ======	15,334 \$15,334 ======	\$14,797	\$15,802 ======	\$16,971 ======	\$18,384	\$19,830	12,204 \$12,204 ======	14,797 <b>\$14,797</b> ======	19,830 <b>\$19,830</b>
Shareholders' Equity	9,704	10,336	11,214	12,204	13,099	13,914	15,334	, -			,	,	12,204	14,797	19,830
Shareholders' Equity Total Shareholders' Equity Total Liability and Equity CHECK	9,704 \$9,704 ====== \$14,021	10,336 \$10,336 ====== \$14,775	11,214 \$11,214 ====== \$15,810	12,204 \$12,204 ====== \$17,315	13,099 \$13,099 ====== \$23,254	13,914 \$13,914 ====== \$25,180	15,334 \$15,334 ====== \$26,881	\$14,797 ====== \$26,339	\$15,802 ====== \$27,252	\$16,971 ====== \$28,514	\$18,384 ====== \$29,055	\$19,830 \$30,467	12,204 \$12,204 ====== \$17,315	14,797 \$14,797 ====== \$26,339	19,830 \$19,830 ===== \$30,467
Shareholders' Equity Total Shareholders' Equity Total Liability and Equity CHECK  VALUATION RATIOS	9,704 \$9,704 ====== \$14,021	10,336 \$10,336 ====== \$14,775	11,214 \$11,214 ====== \$15,810	12,204 \$12,204 ====== \$17,315	13,099 \$13,099 ====== \$23,254	13,914 \$13,914 ====== \$25,180	15,334 \$15,334 ====== \$26,881	\$14,797 ====== \$26,339	\$15,802 ====== \$27,252	\$16,971 ====== \$28,514	\$18,384 ====== \$29,055	\$19,830 \$30,467	12,204 \$12,204 ====== \$17,315	14,797 \$14,797 ====== \$26,339	19,830 \$19,830 ===== \$30,467
Shareholders' Equity Total Shareholders' Equity Total Liability and Equity CHECK  VALUATION RATIOS Profitability Ratios	9,704 \$9,704 ====== \$14,021	10,336 \$10,336 ====== \$14,775 0	\$11,214 \$11,214 ====== \$15,810 0	12,204 \$12,204 ====== \$17,315 0	13,099 \$13,099 ====== \$23,254 0	13,914 \$13,914 ====== \$25,180 0	15,334 \$15,334 ====== \$26,881	\$14,797 ====== \$26,339 0	\$15,802 ====== \$27,252 0	\$16,971 ====== \$28,514 0	\$18,384 ====== \$29,055 0	\$19,830 \$30,467	12,204 \$12,204 ====== \$17,315 0	14,797 \$14,797 ====== \$26,339 0	19,830 \$19,830 ====== \$30,467
Shareholders' Equity Total Shareholders' Equity Total Liability and Equity CHECK VALUATION RATIOS Profitability Ratios Return on Invested Capital	9,704 \$9,704 ====== \$14,021 0	10,336 \$10,336 ====== \$14,775 0	11,214 \$11,214 ====== \$15,810 0	\$12,204 \$12,204 \$17,315 0	13,099 \$13,099 ====== \$23,254 0	13,914 \$13,914 ====== \$25,180 0	15,334 \$15,334 ====== \$26,881 0	\$14,797 ====== \$26,339 0	\$15,802 \$27,252 0	\$16,971 ====== \$28,514 0	\$18,384 ====== \$29,055 0	\$19,830 ====== \$30,467 0	12,204 \$12,204 ====== \$17,315 0	14,797 \$14,797 ====== \$26,339 0	19,830 \$19,830 ====== \$30,467 0
Shareholders' Equity Total Shareholders' Equity Total Liability and Equity CHECK  VALUATION RATIOS Profitability Ratios Return on Invested Capital Return On Equity	9,704 \$9,704 ====== \$14,021	10,336 \$10,336 ====== \$14,775 0	\$11,214 \$11,214 ====== \$15,810 0	12,204 \$12,204 ====== \$17,315 0	13,099 \$13,099 ====== \$23,254 0	13,914 \$13,914 ====== \$25,180 0	15,334 \$15,334 ====== \$26,881	\$14,797 ====== \$26,339 0 40% 46%	\$15,802 ====== \$27,252 0 44% 43%	\$16,971 ====== \$28,514 0 51% 44%	\$18,384 ====== \$29,055 0	\$19,830 \$30,467 0 59% 45%	12,204 \$12,204 ====== \$17,315 0	14,797 \$14,797 ====== \$26,339 0 109% 50%	19,830 \$19,830 \$30,467 0
Shareholders' Equity Total Shareholders' Equity Total Liability and Equity CHECK VALUATION RATIOS Profitability Ratios Return on Invested Capital	9,704 \$9,704 ====== \$14,021 0	10,336 \$10,336 \$14,775 0	\$11,214 \$11,214 \$15,810 0 80% 43%	12,204 \$12,204 \$17,315 0	13,099 \$13,099 ====== \$23,254 0 94% 37%	13,914 \$13,914 ====== \$25,180 0	15,334 \$15,334 \$26,881 0	\$14,797 ====== \$26,339 0	\$15,802 \$27,252 0	\$16,971 ====== \$28,514 0	\$18,384 ====== \$29,055 0	\$19,830 ====== \$30,467 0	12,204 \$12,204 \$17,315 0	14,797 \$14,797 ====== \$26,339 0	19,830 \$19,830 ====== \$30,467 0
Shareholders' Equity Total Shareholders' Equity Total Liability and Equity CHECK  VALUATION RATIOS Profitability Ratios Return on Invested Capital Return On Equity Return On Avg Equity * Return On Assets Return On Next Assets	9,704 \$9,704 #14,021 0 37% 23% 37% 16% 20%	10,336 \$10,336 \$14,775 0 53% 31% 30% 22% 28%	\$11,214 \$11,214 \$15,810 0 80% 43% 43% 28% 30% 38%	12,204 \$12,204 \$17,315 0 95% 42% 43% 30% 38%	13,099 \$13,099 \$23,254 0 94% 37% 35% 26% 33%	13,914 \$13,914 ======= \$25,180 0 62% 42% 38% 23% 28%	15,334 \$15,334 \$15,334 \$26,881 0 52% 53% 40% 29% 52%	\$14,797 \$26,339 0 40% 46% 44% 26% 56%	\$15,802 \$27,252 0 44% 43% 44% 24% 45%	\$16,971 ====== \$28,514 0 51% 44% 43% 26% 46%	\$18,384 \$29,055 0 59% 47% 43% 28% 48%	\$19,830 \$30,467 0 59% 45% 41% 28% 45%	12,204 \$12,204 \$17,315 0 69% 38% 33% 27% 34%	14,797 \$14,797 \$26,339 0 109% 50% 45% 45% 45%	19,830 \$19,830 ======= \$30,467 0 53% 50% 43% 28% 52%
Shareholders' Equity Total Liability and Equity CHECK  VALUATION RATIOS Profitability Ratios Return on Invested Capital Return On Equity Return On Aya Equity Return On Aya Equity Return On Nasets Return On New Assets Return On Sales	9,704 \$9,704 \$14,021 0 37% 23% 37% 16%	10,336 \$10,336 ======= \$14,775 0 53% 31% 30% 22%	\$11,214 \$11,214 ====== \$15,810 0 80% 43% 28% 30%	12,204 \$12,204 ======= \$17,315 0 95% 42% 33% 30%	13,099 \$13,099 ======= \$23,254 0 94% 37% 35% 26%	13,914 \$13,914 ======= \$25,180 0 62% 42% 38% 23%	15,334 \$15,334 ======= \$26,881 0 52% 53% 40% 29%	\$14,797 \$26,339 0 40% 46% 44% 26%	\$15,802 ====== \$27,252 0 44% 43% 44% 24%	\$16,971 ====== \$28,514 0 51% 44% 43% 26%	\$18,384 ======= \$29,055 0 59% 47% 43% 28%	\$19,830 \$30,467 0 59% 45% 41% 28%	12,204 \$12,204 ======= \$17,315 0 69% 38% 33% 27%	14,797 \$14,797 ====== \$26,339 0 109% 50% 45% 35%	19,830 \$19,830 ======= \$30,467 0 53% 50% 43% 28%
Shareholders' Equity Total Liability and Equity CHECK  VALUATION RATIOS Profitability Ratios Return on Invested Capital Return On Equity Return On Age Equity * Return On Assets Return On Net Assets Return On Sels * Avg Over Last 4 Qtrs	9,704 \$9,704 #14,021 0 37% 23% 37% 16% 20%	10,336 \$10,336 \$14,775 0 53% 31% 30% 22% 28%	\$11,214 \$11,214 \$15,810 0 80% 43% 43% 28% 30% 38%	12,204 \$12,204 \$17,315 0 95% 42% 43% 30% 38%	13,099 \$13,099 \$23,254 0 94% 37% 35% 26% 33%	13,914 \$13,914 ======= \$25,180 0 62% 42% 38% 23% 28%	15,334 \$15,334 \$15,334 \$26,881 0 52% 53% 40% 29% 52%	\$14,797 \$26,339 0 40% 46% 44% 26% 56%	\$15,802 \$27,252 0 44% 43% 44% 24% 45%	\$16,971 ====== \$28,514 0 51% 44% 43% 26% 46%	\$18,384 \$29,055 0 59% 47% 43% 28% 48%	\$19,830 \$30,467 0 59% 45% 41% 28% 45%	12,204 \$12,204 \$17,315 0 69% 38% 33% 27% 34%	14,797 \$14,797 \$26,339 0 109% 50% 45% 45% 45%	19,830 \$19,830 ======= \$30,467 0 53% 50% 43% 28% 52%
Shareholders' Equity Total Shareholders' Equity Total Liability and Equity CHECK  VALUATION RATIOS Profitability Ratios Return on Invested Capital Return On Equity Return On Avg Equity* Return On Avsets Return On Net Assets Return On Sales * Avg Over Last 4 Qtrs Efficiency Ratios	9,704 \$9,704 \$14,021 0 37% 23% 37% 16% 20% 24%	10,336 \$10,336 \$14,775 0 53% 31% 30% 22% 28% 30%	\$11,214 \$11,214 \$15,810 0 80% 43% 28% 30% 38% 37%	12,204 \$12,204 \$17,315 0 95% 42% 33% 30% 38% 38%	13,099 \$13,099 \$23,254 0 94% 37% 35% 26% 33% 36%	13,914 \$13,914 \$25,180 0 62% 42% 38% 23% 28% 35%	15,334 \$15,334 \$26,881 0 52% 53% 40% 29% 52% 39%	\$14,797 \$26,339 0 40% 46% 44% 26% 56% 37%	\$15,802 \$27,252 0 44% 43% 44% 24% 45% 35%	\$16,971 \$28,514 0 51% 44% 43% 26% 46% 36%	\$18,384 \$29,055 0 59% 47% 43% 28% 48% 37%	\$19,830 \$30,467 0 59% 45% 41% 28% 45% 38%	12,204 \$12,204 \$17,315 0 69% 38% 33% 27% 34% 33%	14,797 \$14,797 \$26,339 0 109% 50% 45% 35% 45% 37%	19,830 \$19,830 \$30,467 0 53% 50% 43% 28% 52% 37%
Shareholders' Equity Total Liability and Equity CHECK  VALUATION RATIOS Profitability Ratios Return on Invested Capital Return On Equity Return On Assets Return On Assets Return On Sales * Any Over Last 4 Qtrs Efficiency Ratios A/R Turnover	9,704 \$9,704 \$14,021 0 37% 23% 37% 16% 20% 24%	10,336 \$10,336 \$14,775 0 53% 31% 30% 22% 28% 30%	11,214 \$11,214 \$15,810 0 80% 43% 28% 30% 38% 37%	12,204 \$12,204 \$17,315 0 95% 42% 33% 38% 38%	13,099 \$13,099 \$23,254 0 94% 37% 55% 26% 33% 36%	13,914 \$13,914 ======= \$25,180 0 62% 42% 38% 23% 28% 35%	15,334 \$15,334 *26,881 0 52% 53% 40% 29% 52% 39%	\$14,797 \$26,339 0 40% 46% 44% 26% 56% 37%	\$15,802 \$27,252 0 44% 43% 44% 24% 45% 35%	\$16,971 \$28,514 0 51% 44% 43% 26% 46% 36%	\$18,384 \$29,055 0 59% 47% 43% 28% 48% 37%	\$19,830 \$30,467 0 59% 45% 41% 28% 45% 38%	12,204 \$12,204 \$17,315 0 69% 38% 33% 27% 34% 33%	14,797 \$14,797 \$26,339 0 109% 50% 45% 35% 45% 37%	19,830 \$19,830 0 \$30,467 0 53% 50% 43% 52% 37%
Shareholders' Equity Total Liability and Equity CHECK  VALUATION RATIOS Profitability Ratios Return on Invested Capital Return On Equity Return On Age Equity * Return On Assets Return On Net Assets Return On Soles * Any Over Last 4 Qtrs Efficiency Ratios A/R Turnover A/R Days Sales Out	9,704 \$9,704 \$9,704 \$14,021 0 37% 23% 37% 16% 20% 24%	10,336 \$10,336 ======= \$14,775 0 53% 31% 30% 22% 28% 30%	11,214 \$11,214 \$15,810 0 80% 43% 28% 30% 38% 37%	12,204 \$12,204 \$17,315 0 95% 42% 33% 30% 38% 38%	13,099 \$13,099 \$23,254 0 94% 35% 26% 33% 36%	13,914 \$13,914 ======= \$25,180 0 62% 42% 38% 23% 35%	15,334 \$15,334 \$26,881 0 52% 53% 40% 29% 52% 39%	\$14,797 \$26,339 0 40% 46% 44% 56% 37% 7.3 50	\$15,802 \$27,252 0 44% 43% 44% 44% 45% 45% 35%	\$16,971 ####################################	\$18,384 \$29,055 0 59% 47% 43% 28% 48% 48% 37%	\$19,830 \$30,467 0 59% 45% 41% 28% 45% 38%	12,204 \$12,204 \$17,315 0 69% 38% 33% 27% 34% 33%	14,797 \$14,797 \$26,339 0 109% 50% 45% 35% 45% 37%	19,830 \$19,830 ====== \$30,467 0 53% 50% 43% 28% 37% 6.8
Shareholders' Equity Total Shareholders' Equity Total Liability and Equity CHECK  VALUATION RATIOS Profitability Ratios Return on Invested Capital Return On Equity Return On Avg Equity * Return On Net Assets Return On Net Assets Return On Sales * Avg Over Last 4 Qtrs Efficiency Ratios A/R Turnover A/R Days Sales Out Inventor Yurns	9,704 \$9,704 \$9,704 0 37% 23% 37% 16% 20% 24%	10,336 \$10,336 \$14,775 0 53% 31% 30% 22% 28% 30%	11,214 \$11,214 \$15,810 0 80% 43% 28% 30% 38% 37%	12,204 \$12,204 \$17,315 0 95% 42% 33% 30% 38% 38%	13,099 \$13,099 \$23,254 0 94% 37% 55% 26% 33% 36%	13,914 \$13,914 ======= \$25,180 0 62% 42% 38% 23% 28% 35%	15,334 \$15,334 *26,881 0 52% 53% 40% 29% 52% 39%	\$14,797 \$26,339 0 40% 46% 44% 26% 56% 37%	\$15,802 \$27,252 0 44% 43% 44% 24% 45% 35%	\$16,971 \$28,514 0 51% 44% 43% 26% 46% 36%	\$18,384 \$29,055 0 59% 47% 43% 28% 48% 37%	\$19,830 \$30,467 0 59% 45% 41% 28% 45% 38%	12,204 \$12,204 \$17,315 0 69% 38% 33% 27% 34% 33%	14,797 \$14,797 \$26,339 0 109% 50% 45% 35% 45% 37%	19,830 \$19,830 0 \$30,467 0 53% 50% 43% 52% 37%
Shareholders' Equity Total Liability and Equity CHECK  VALUATION RATIOS Profitability Ratios Return on Invested Capital Return On Equity Return On Age Equity * Return On Assets Return On Net Assets Return On Soles * Any Over Last 4 Qtrs Efficiency Ratios A/R Turnover A/R Days Sales Out	9,704 \$9,704 \$9,704 \$14,021 0 37% 23% 37% 16% 20% 24%	10,336 \$10,336 ======= \$14,775 0 53% 31% 30% 22% 28% 30%	11,214 \$11,214 \$15,810 0 80% 43% 28% 30% 38% 37%	12,204 \$12,204 \$17,315 0 95% 42% 33% 30% 38% 38%	13,099 \$13,099 \$23,254 0 94% 37% 26% 33% 36%	13,914 \$13,914 ====== \$25,180 0 62% 42% 38% 23% 28% 35%	15,334 \$15,334 ===================================	\$14,797 \$26,339 0 40% 46% 44% 26% 56% 37% 7.3 50 4.3	\$15,802 ####################################	\$16,971 \$28,514 0 51% 44% 43% 46% 36% 7.3 50 3.8	\$29,055 0 59% 47% 43% 28% 48% 37%	\$19,830 \$30,467 0 59% 45% 41% 45% 45% 45% 38%	12,204 \$12,204 \$17,315 0 69% 38% 33% 27% 34% 33%	14,797 \$14,797 \$26,339 0 109% 50% 45% 35% 45% 37%	19,830 \$19,830 \$30,467 0 53% 50% 43% 28% 52% 37%
Shareholders' Equity Total Liability and Equity CHECK  VALUATION RATIOS Profitability Ratios Return on Invested Capital Return on Invested Capital Return On Aya Equity * Return On Aya Equity * Return On Next Assets Return On Next Assets Return On Sales * Avg Over Last 4 Qtrs Efficiency Ratios A/R Turnover A/R Days Sales Out Inventory Turns Days of Inventory A/P turnover Days Payable	9,704 \$9,704 \$14,021 0 37% 23% 37% 16% 20% 24%	10,336 \$10,336 ===================================	11,214 \$11,214 \$15,810 0 80% 43% 28% 30% 33% 37%	12,204 \$12,204 \$17,315 0 95% 42% 33% 30% 38% 38% 49 44 483	13,099 \$13,099 \$23,254 0 94% 37% 35% 26% 36%	13,914 \$13,914 \$25,180 0 62% 42% 38% 23% 28% 35% 7.4 49 3.8 97	15,334 \$15,334 \$26,881 0 52% 53% 40% 29% 52% 39%	\$14,797 \$26,339 0 40% 46% 46% 26% 56% 37% 7.3 50 4.3 85	\$15,802 \$27,252 0 44% 43% 44% 24% 45% 35% 7.3 50 4.1 90	\$16,971 \$28,514 0 51% 44% 44% 46% 46% 36% 7.3 50 3.8 95	\$18,384 \$29,055 0 59% 47% 43% 28% 28% 37% 7.3 50 3.8 95	\$19,830 \$30,467 0 59% 45% 45% 45% 45% 38% 7.3 50 3.88 95	12,204 \$12,204 \$17,315 0 69% 38% 33% 27% 33% 6.6 55 4.2 87	14,797 \$14,797 \$26,339 0 109% 50% 45% 35% 45% 37%	19,830 \$19,830 \$30,467 0 53% 50% 43% 28% 52% 37% 6.8 53 3.6 6.8
Shareholders' Equity Total Liability and Equity CHECK  VALUATION RATIOS Profitability Ratios Return on Invested Capital Return On Equity Return On Avy Equity * Return On Avy Equity * Return On Sales Return On Sales * Avg Over Last 4 Qtrs Efficiency Ratios A/R Turnover A/R Days Sales Out Inventory Turns Days of Inventory A/P turnover Days Payable Liquidity Ratios	9,704 \$9,704 \$14,021 0 37% 23% 37% 20% 24% 7.1 51 2.6 143 9.9 37	10,336 \$10,336 \$14,775 0 53% 31% 30% 22% 28% 30% 6.66 555 3.4 107 9.4 39	11,214 \$11,214 \$15,810 0 80% 43% 28% 30% 38% 37% 8.3 44 4.2 88 87,4	12,204 \$12,204 \$17,315 0 95% 42% 33% 38% 38% 7.5 49 4.4 83 6.3 58	13,099 \$13,099 \$23,254 0 94% 37% 35% 26% 33% 36%	13,914 \$13,914 \$25,180 0 62% 42% 42% 23% 28% 35% 7.4 49 3.8 97 5.9 62	15,334 \$15,334 \$26,881 0 52% 40% 52% 39% 7.4 49 4.4 83 6.0 61	\$14,797 \$26,339 0 40% 46% 44% 26% 56% 37% 7.3 50 4.3 85 6.1 60	\$15,802 \$27,252 \$27,252 0 44% 43% 44% 45% 35% 7.3 50 4.1 90 6.1 60	\$16,971 \$28,514 0 51% 44% 43% 46% 46% 46% 36% 7.3 50 3.8 95 6.1 60	\$18,384 ####################################	\$19,830 \$30,467 0 0 59% 45% 41% 45% 45% 45% 38% 7.3 50 3.88 95 6.1 60	12,204 \$12,204 \$17,315 0 69% 38% 33% 27% 34% 33% 6.6 5.5 4.2 87 6.0 6.1	14,797 \$14,797 \$26,339 0 109% 50% 45% 45% 35% 45% 37%	19,830 \$19,830 0 0 53% 53% 43% 52% 37% 6.8 53 3.6 6.8 63
Shareholders' Equity Total Shareholders' Equity Total Liability and Equity CHECK  VALUATION RATIOS Profitability Ratios Return on Invested Capital Return On Equity Return On Avg Equity * Return On Net Assets Return On Net Assets Return On Sales * Avg Over Last 4 Qtrs Efficiency Ratios A/R Turnover A/R Days Sales Out Inventory Turns Days of Inventory A/P turnover Days Payable Liquidity Ratios Current Ratio	9,704 \$5,704 \$14,021 0 37% 23% 37% 16% 24% 7.11 51 2.6 143 9.9 37	10,336 \$10,336 \$14,775 0 53% 31% 30% 22% 28% 30% 6.6 55 3.4 107 9.4 39	11,214 \$11,214 \$15,810 0 80% 43% 28% 30% 33% 33% 44 4.2 88 7.4 50	12,204 \$12,204 \$17,315 0 95% 42% 42% 33% 30% 38% 7.5 49 4.4 83 6.3 58	13,099 \$13,099 \$23,254 0 94% 35% 26% 33% 6.5 56 3.7 97 5.6 66	13,914 \$13,914 \$25,180 0 62% 42% 38% 28% 35% 7.4 49 3.8 97 5.9 62	15,334 \$15,334 \$26,881 0 52% 53% 40% 29% 52% 39% 7.4 49 4.4 83 6.0 61	\$14,797 \$26,339 0 0 46% 46% 44% 26% 37% 7.3 50 4.3 85 6.1 60	\$15,802 \$27,252 0 44% 43% 44% 24% 35% 7.3 50 4.1 90 6.1 60	\$16,971 \$28,514 0 51% 44% 43% 26% 36% 7.3 50 3.8 95 6.1 60 5.0	\$18,384 \$29,055 \$29,055 0 \$59% 47% 43% 28% 48% 37% 7.3 50 3.8 95 6.1 60	\$19,830 \$30,467 0 59% 45% 41% 28% 45% 38%	12,204 \$12,204 \$17,315 0 69% 38% 33% 27% 34% 33% 6.66 5.55 4.2 87 6.00 61	14,797 \$14,797 \$26,339 0 109% 50% 45% 35% 45% 45% 52,2 100 5.2 2,70	19,830 \$19,830 \$30,467 0 53% 50% 43% 52% 37% 6.8 53 3.6 100 5.8 63
Shareholders' Equity Total Liability and Equity CHECK  VALUATION RATIOS Profitability Ratios Return on Invested Capital Return on Invested Capital Return On Asyet Return On Asyet Return On Asyet Return On Asyet Return On Sales * Avg Over Last 4 Qtrs Efficiency Ratios A/R Turnover A/R Days Sales Out Inventory Turns Days of Inventory A/P turnover Days Payable Liquidity Ratios Current Ratio Quick Ratio	9,704 \$9,704 \$14,021 0 37% 23% 37% 16% 20% 24% 7.1 51 2.6 143 9.9 37 9.0 7.8	10,336 \$10,336 \$10,336 \$14,775 0  53% 31% 30% 22% 28% 30% 6.6 55 3.4 107 9.4 39 8.6 7.7	11,214 \$11,214= \$15,810 0 88% 43% 43% 43% 30% 38% 37% 8.3 44 4.2 2.88 7.4 50 8.4 7.7	12,204 \$12,204 \$17,315 0 95% 42% 33% 30% 38% 7.5 49 4.4 83 6.3 58	13,099 \$13,099 \$23,254 0 94% 37% 35% 26% 33% 66.5 56 6.5 56 66 66	13,914 \$13,914 \$25,180 0 62% 42% 42% 38% 28% 35% 7.4 49 3.8 8.9 7.5 9.6 6.1 5.5	15,334 \$15,334 \$26,881 0 52% 53% 40% 29% 52% 39% 7.4 49 4.4 83 6.0 61 1 3.9 3.5	\$14,797 \$26,339 0 40% 44% 26% 37% 7.3 50 4.3 85 6.1 60 43 3.9	\$15,802 \$27,252 0 44% 43% 44% 45% 35% 7.3 50 4.1 1.9 90 6.1 60 4.7 4.3	\$16,971 \$28,514 0 51% 44% 43% 46% 36% 7.3 50 3.8 95 6.1 60 5.0 4.5	\$18,384 \$29,055 0 59% 47% 43% 48% 37% 7.3 50 3.8 95 6.1 60 6.8 6.1	\$19,830 \$30,467 \$0,467 0 59% 41% 45% 45% 45% 38% 7.3 50 3.8 9.5 6.1 60 7.5 6.8	12,204 \$12,204 \$12,204 \$12,205 \$17,315 0  69% 38% 33% 27% 34% 33% 6.6 55 4.2 87 6.0 61 7.7 7.1	14,797 \$14,797 \$26,339 0 109% 50% 45% 45% 45% 37% 62 58 3.7 100 5.2 70	19,830 \$19,830 0 \$30,467 0 53% 53% 43% 52% 52% 6.8 53 3.66 100 5.8 63 7.5 6.8
Shareholders' Equity Total Liability and Equity CHECK  VALUATION RATIOS Profitability Ratios Return on Invested Capital Return On Equity Return On Avy Equity * Return On Avy Equity * Return On Nest Assets Return On Net Assets Return On Sales * Avg Over Last 4 Qtrs Efficiency Ratios A/R Turnover A/R Days Sales Out Inventory Turns Days of Inventory A/P turnover Days Payable Liquidity Ratios Current Ratio Quick Ratio Net Working Capital	9,704 \$9,704 \$14,021 0 37% 23% 37% 20% 24% 7.1 51 2.6 143 9.9 37 9.0 7.8 \$9,446	10,336 \$10,336 *10,336 0 14,775 0 53% 31% 30% 22% 28% 30% 6.66 55 3.4 107 9.4 39	11,214 \$11,214 \$15,810 0 80% 43% 28% 30% 38% 37% 8.3 44 4.2 88 87,4 50 84 7,7 7,7 \$10,945	12,204 \$12,204 \$17,315 0 95% 42% 33% 33% 38% 38% 7.5 49 4.4 83 6.3 58 7.7 7.1 111,906	13,099 \$13,099 \$23,254 0 94% 37% 35% 26% 33% 36% 6.5 56 3.7 97 5.6 66	13,914 \$13,914 \$25,180 0 62% 42% 42% 23% 28% 35% 7,4 49 3.8, 97 5.9 62 61 5.5 5,5 \$12,271	15,334 \$15,334 \$26,881 0 52% 40% 52% 39% 7.4 49 4.4 83 6.0 61 3.9 55,5 510,724	\$14,797 \$26,339 0 40% 46% 46% 56% 37% 7.3 50 4.3 85 6.1 60 4.3 3.9 \$12,162	\$15,802 \$27,252 0 44% 43% 44% 45% 35% 7.3 50 4.1 90 6.1 60 4.7 4.3 \$13,334	\$16,971 \$28,514 0 51% 44% 44% 46% 36% 7.3 50 3.8 95 6.1 60 5.0 4.5 \$14,667	\$18,384 \$29,055 \$29,055 \$47% 43% 48% 37% 7.3 50 3.8 955 6.1 60 6.8 6.1 \$16,244	\$19,830 \$30,467 0 59% 45% 45% 45% 45% 38% 50 3.8 95 6.1 60 7.5 6.8 \$17,854	12,204 \$12,204 \$17,315 0 69% 38% 33% 27% 34% 33% 6.6 555 4.2 87 6.0 61 7.7 7.1 \$11,906	14,797 \$14,797 \$26,339 0 109% 50% 45% 45% 35% 45% 37% 6.2 58 3.7 100 5.2 70	19,830 \$19,830 0 0 530,467 0 55% 52% 52% 37% 6.8 53 3.6 63 7.5 6.8 \$117,854
Shareholders' Equity Total Shareholders' Equity CHECK  VALUATION RATIOS Profitability Ratios Return on Invested Capital Return On Equity Return On Net Assets Return On Net Assets Return On Net Assets Return On Net Assets Return On Sales *Any Over Last 4 Qtrs Efficiency Ratios A/R Turnover A/R Days Sales Out Inventory Turns Days of Inventory A/P turnover Days Payable Liquidity Ratios Current Ratio Quick Ratio Net Working Capital Long-term Debt / Equity	9,704 \$5,704 \$14,021 0 37% 16% 22% 20% 20% 24% 7.1 51 51 61 43 9.9 37 9.0 7.8 \$9,446 20%	10,336 \$10,336 \$14,775 0 53% 31% 30% 22% 28% 30% 6.66 55 3.4 107 9.4 39	11,214 \$11,214 \$15,810 0 80% 43% 428% 30% 38% 37% 83 44 42 88 74 42 88 77 77 10,945 22%	12,204 \$12,204 \$17,315 0 95% 42% 33% 30% 38% 7.5 49 4.4 83 6.3 58	13,099 \$13,099 \$23,254 0 94% 37% 35% 26% 33% 665 566 63.7 97 566 66	13,914 \$13,914 \$25,180 0 62% 42% 42% 38% 23% 28% 35% 7.4 49 97 5.9 62 6.1 5.5 \$12,271 54%	15,334 \$15,334 \$26,881 0 52% 53% 40% 29% 52% 52% 39% 7.4 49 49 4.4 83 6.0 61 3.9 3.5 510,724 43%	\$14,797 \$26,339 0 0 40% 46% 44% 26% 37% 7.3 50 4.3 85 6.1 60 4.3 3.9 \$12,162 44%	\$15,802 \$27,252 0 44% 43% 44% 24% 45% 35% 7.3 50 4.1 90 6.1 1.6 60 4.7 4.3 \$13,334 42%	\$16,971 \$28,514 0 51% 44% 43% 26% 46% 36% 7.3 50 3.8 9.5 6.1 60 5.0 4.5 \$14,667 39%	\$18,384 \$29,055 \$29,055 0 59% 47% 43% 28% 48% 37% 7.3 50 3.8 95 6.1 60 6.8 6.1 \$16,244 36%	\$19,830 \$30,467 \$30,467 0 0 59% 45% 41% 28% 45% 38% 7.3 50 3.8 95 6.1 60 7.5 6.8 \$17,854 33%	12,204 \$12,204 \$17,315 0 69% 38% 33% 27% 34% 33% 6.6 55 4.2 87 6.0 61 7.7 7.1 \$11,906	14,797 \$14,797 \$26,339 0 109% 50% 45% 35% 45% 37% 6.2 5.8 3.7 100 5.2 7.0 4.3 3.9 \$12,162 44%	19,830 \$19,830 \$30,467 0 53% 50% 43% 28% 52% 37% 6.8 53,3 63 7.5 6.8 817,854 33%
Shareholders' Equity Total Liability and Equity CHECK  VALUATION RATIOS Profitability Ratios Return on Invested Capital Return On Equity Return On Avy Equity * Return On Avy Equity * Return On Nest Assets Return On Net Assets Return On Sales * Avg Over Last 4 Qtrs Efficiency Ratios A/R Turnover A/R Days Sales Out Inventory Turns Days of Inventory A/P turnover Days Payable Liquidity Ratios Current Ratio Quick Ratio Net Working Capital	9,704 \$9,704 \$14,021 0 37% 23% 37% 20% 24% 7.1 51 2.6 143 9.9 37 9.0 7.8 \$9,446	10,336 \$10,336 *10,336 0 14,775 0 53% 31% 30% 22% 28% 30% 6.66 555 3.4 107 9.4 39	11,214 \$11,214 \$15,810 0 80% 43% 28% 30% 38% 37% 8.3 44 4.2 88 87,4 50 84 7,7 7,7 \$10,945	12,204 \$12,204 \$17,315 0 95% 42% 33% 30% 38% 7.5 49 4.4 83 6.3 58 7.7 7.1 \$11,906 21%	13,099 \$13,099 \$23,254 0 94% 37% 35% 26% 33% 36% 6.5 56 3.7 97 5.6 66	13,914 \$13,914 \$25,180 0 62% 42% 42% 23% 28% 35% 7,4 49 3.8, 97 5.9 62 61 5.5 5,5 \$12,271	15,334 \$15,334 \$26,881 0 52% 53% 40% 52% 39% 7.4 49 4.4 83 6.0 61 3.9 55,5 510,724	\$14,797 \$26,339 0 40% 46% 46% 56% 37% 7.3 50 4.3 85 6.1 60 4.3 3.9 \$12,162	\$15,802 \$27,252 0 44% 43% 44% 45% 35% 7.3 50 4.1 90 6.1 60 4.7 4.3 \$13,334	\$16,971 \$28,514 0 51% 44% 44% 46% 36% 7.3 50 3.8 95 6.1 60 5.0 4.5 \$14,667	\$18,384 \$29,055 0 59% 47% 43% 48% 37% 7.3 50 3.8 95 6.1 60 6.8 6.1 \$16,244 36%	\$19,830 \$30,467 0 \$59% 45% 45% 45% 45% 38% \$50 3.8 95 6.1 60 7.5 6.8 \$17,854 33%	12,204 \$12,204 \$17,315 0 69% 38% 33% 27% 34% 33% 6.6 555 4.2 87 6.0 61 7.7 7.1 \$11,906	14,797 \$14,797 \$26,339 0 109% 50% 45% 45% 35% 45% 37% 6.2 58 3.7 100 5.2 70	19,830 \$19,830 0 0 530,467 0 55% 52% 52% 37% 6.8 53 3.6 63 7.5 6.8 \$117,854
Shareholders' Equity Total Liability and Equity CHECK  VALUATION RATIOS Profitability Ratios Return on Invested Capital Return On Invested Capital Return On Aya Equity * Return On Aya Equity * Return On Assets Return On Sales * Aya Over Last 4 Ctrs Efficiency Ratios A/R Turnover A/R Days Sales Out Inventory Turns Days of Inventory A/P turnover Days Payable Liquidity Ratios Current Ratio Quick Ratio Net Working Capital Long-term Debt / Equity Total Debt / Equity	9,704 \$9,704 \$14,021 0 37% 16% 20% 24% 7.1 51 2.6 143 9.9 37 7 9.0 7.8 \$9,446 20% 20%	10,336 \$10,336 \$10,336 \$14,775 0  53% 31% 30% 22% 28% 30% 66 555 34 107 94 39 86 7.7 \$10,074 24% 24%	11,214 \$11,214= \$15,810 0 88% 43% 43% 28% 30% 38% 37% 8.3 44 42 2.8 8.7,4 50,000 8.4 7,7 \$10,945 22%	12,204 \$12,204 \$17,315 0 95% 42% 33% 30% 38% 38% 7.5 49 44 83 6.3 58 7.7,11 \$11,906 21% 21%	13,099 \$13,099 \$23,254 0 94% 37% 35% 26% 33% 6.5 56 3.7 97 5.6 6.6 10.3 9.7 \$17,681 57%	13,914 \$13,914 \$25,180 0 62% 42% 38% 23% 28% 35% 7.4 49 3.8 97 5.9 6.1 1.5.5 \$12,271 54% 54%	15,334 \$15,334 \$26,881 0 52% 53% 40% 52% 52% 52% 39% 52% 6.0 6.0 6.0 6.0 6.0 6.0 6.0 4.4 4.8 3.5 5.0 5.0 6.0 6.0 6.0 6.0 6.0 6.0 6.0 6.0 6.0 6	\$14,797 \$26,339 0 40% 46% 46% 55% 37% 7.3 50 4.3 85 6.1 60 4.3 3.9 \$12,162 44% 51%	\$15,802 \$27,252 0 44% 43% 44% 45% 35% 7.3 50 4.1 90 6.1 60 4.7 4.3 \$13,334 42% 48%	\$16,971 \$28,514 0 51% 44% 43% 46% 36% 7.3 50 3.8 95 6.1 60 5.0 4.5 \$14,667 39%	\$18,384 \$29,055 \$29,055 0 59% 47% 43% 28% 48% 37% 7.3 50 3.8 95 6.1 60 6.8 6.1 \$16,244 36%	\$19,830 \$30,467 \$30,467 0 0 59% 45% 41% 28% 45% 38% 7.3 50 3.8 95 6.1 60 7.5 6.8 \$17,854 33%	12,204 \$12,204 \$12,204 \$17,315 0 69% 38% 33% 27% 34% 33% 6.6 555 4.2 87 6.0 6.1 7.7 7.1 \$11,906 21%	14,797 \$14,797 \$26,339 0 109% 50% 45% 45% 45% 37% 6.2 58 3.7 100 5.2 70 4.3 3.9 \$12,162 44% 51%	19,830 \$19,830 0 0 53% 53% 43% 28% 52% 37% 6.8 53 3.6 6.3 7.5 6.8 \$17,854 33%
Shareholders' Equity Total Liability and Equity CHECK  VALUATION RATIOS Profitability Ratios Return on Invested Capital Return on Invested Capital Return On Aya Equity * Return On Aya Equity * Return On Assets Return On Sales * Aya Over Last 4 Clts Efficiency Ratios A/R Turnover A/R Days Sales Out Inventory Turns Days of Inventory A/P turnover Days Payable Liquidity Ratios Current Ratio Quick Ratio Net Working Capital Long-term Debt / Equity Total Debt / Equity Total Debt / Equity Total Debt / Equity Op Inc / Assets, exc. Cash Book & Cash Value Book Value Per Share	9,704 \$9,704 \$9,704 \$14,021 0 37% 23% 37% 16% 20% 24% 7.1 51 2.6 143 9.9 37 9.0 7.8 \$9,446 20% 20% 35%	10,336 \$10,336 \$10,336 \$14,775 0  53% 31% 30% 22% 28% 30% 6.6 55 3.4 107 9.4 39 8.6 7.7 \$10,074 24% 48% \$16.78	11,214 \$11,214==================================	12,204 \$12,204 \$17,315 0 95% 42% 33% 30% 38% 38% 7.5 49 4.4 83 6.3 5.8 7.7 7.1 \$11,906 21% 73%	13,099 \$13,099 \$23,254 0 94% 37% 35% 26% 33% 36% 6.5 5.6 6.3.7 97 5.6 66 10.3 9.7 \$17,681 57% 65%	13,914 \$13,914 \$25,180 0 62% 42% 38% 23% 28% 35% 7,4 49 3.8 97 5.9 62 6.1 1.5,5 \$12,271 54% 38%	15,334 \$15,334 \$26,881 0 52% 53% 40% 52% 39% 52% 39% 6.0 6.1 3.9 3.5 \$10,724 43% 44%	\$14,797 \$26,339 0 40% 46% 44% 55% 37% 7.3 50 4.3 85 6.1 60 4.3 3.9 \$12,162 44% 48% \$23,41	\$15,802 \$27,252 \$27,252 0 44% 43% 44% 45% 35% 7.3 50 4.1 90 6.1 60 4.7 4.3 \$13,334 42% 44% 45%	\$16,971 \$28,514 0 51% 44% 44% 46% 36% 7.3 50 3.8 95 6.1 60 5.0 4.5 \$14,667 39% 47%	\$18,384 \$29,055 0 \$59% 47% 43% 48% 37% \$50 3.8 95 6.1 60 6.8 6.1 \$16,244 36% 53% \$29,04	\$19,830 \$30,467 0 \$59% 45% 45% 45% 38% 7.3 50 3.8 95 6.1 60 7.5 6.8 \$17,854 33% 55%	12,204 \$12,204 \$12,204 \$17,315 0 69% 38% 33% 27% 34% 33% 6.6 555 4.2 87 6.0 6.1 7.7 7.1 \$11,906 21% 21% 223%	14,797 \$14,797 \$14,797 \$26,339 0  109% 50% 45% 45% 45% 37% 6.2 58 3.7 100 5.2 70 4.3 3.9 \$12,162 44% 51% 164%	19,830 \$19,830 0 \$30,467 0 53% 53% 43% 52% 37% 6.8 53 3.6 6.3 7.5 6.8 \$17,854 33% 199%
Shareholders' Equity Total Shareholders' Equity Total Liability and Equity CHECK  VALUATION RATIOS Profitability Ratios Return on Invested Capital Return On Equity Return On Avg Equity * Return On Net Assets Return On Net Assets Return On Sales * Avg Over Last 4 Qtrs Efficiency Ratios A/R Turnover A/R Days Sales Out Inventory Turns Days of Inventory A/P turnover Days Payable Liquidity Ratios Current Ratio Quick Ratio Net Working Capital Long-term Debt / Equity Total Debt / Equity Total Debt / Equity Op Inc / Assets, exc. Cash Book & Cash Value Book Value Per Share	9,704 \$5,704 \$14,021 0 37% 23% 37% 16% 24% 7.11 51 2.6 143 9.9 37 9.0 7.8 \$9,446 20% 35% 35% 35% 35% 35%	10,336 \$10,336 \$14,775 0 53% 31% 30% 22% 28% 30% 6.66 55 3.4 107 9.4 43 24% 24% 24% 24% 48% \$15,78	11,214 \$11,214 \$15,810 0 80% 43% 28% 30% 33% 344 4.2 88 7.4 4.5 50 8.4 7.7 \$10,945 22% 22% 73%	12,204 \$12,204 \$17,315 0 95% 42% 42% 33% 30% 38% 7.5 44 83 6.3 58 7.7 7.1 \$11,906 21% 21% 21% 518,66	13,099 \$13,099 \$23,254 0 94% 35% 26% 33% 6.5 56 3.7 97 5.6 66 10.3 9.7 \$17,681 57% 57% 55%	13,914 \$13,914 \$25,180 0 62% 42% 438% 23% 28% 35% 7.4 49 3.8 97 5.9 62 6.1 5.5 \$12,271 54% 54% 38%	15,334 \$15,334 \$26,881 0 52% 53% 40% 29% 52% 39% 7,4 49 44,4 83 6.0 61 3.5 \$10,724 43% 49% 44%	\$14,797 \$26,339 0 0 46% 46% 56% 37% 7.3 50 4.3 85 6.1 60 44% 51% 44% 51% 48% 51% 51% 41% 51%	\$15,802 \$27,252 0 44% 43% 44% 24% 45% 35% 7.3 50 4.1 90 6.1 60 4.7 4.3 \$13,334 42% 48% 48% 48%	\$16,971 \$28,514 0 51% 44% 44% 43% 46% 36% 7.3 50 3.8 95 6.1 60 5.0 4.5 \$14,657 39% 45% 45% 45% 45% 45% 45% 50.0	\$18,384 \$29,055 \$29,055 47% 43% 28% 48% 37% 7.3 50 3.8 95 6.1 60 6.8 6.1 \$16,244 36% 36% 36% \$36% \$29,04 \$22,42	\$19,830 \$30,467 0 59% 45% 41% 28% 45% 38% 50 3.8 95 6.1 60 7.5 6.8 \$17,854 33% 33% 33% 55%	12,204 \$12,204 \$17,315 0 69% 38% 33% 27% 34% 33% 6.6 6.5 5.5 4.2 87 6.0 61 7.7 7.1 \$11,906 21% 21% 22% \$19,76 \$18,76	14,797 \$14,797 \$26,339 0 109% 50% 45% 35% 45% 45% 5.2 5.8 3.7 100 5.2 2 70 4.3 3.9 \$12,162 44% 51% 164% 51% 164%	19,830 \$19,830 \$30,467 0 53% 50% 43% 28% 52% 37% 6.8 53 3.6 100 5.8 63 7.5 6.8 537,5 6.8 533,36 533,36 533,46 534,46 54 54 54 54 54 54 54 54 54 54 54 54 54
Shareholders' Equity Total Shareholders' Equity  Total Liability and Equity CHECK  VALUATION RATIOS Profitability Ratios Return on Invested Capital Return on Equity Return On Assets Return On Next Equity Return On Next Essets Return On Next Essets Return On Next Essets Return On Sales * Avg Over Last 4 Qtrs Efficiency Ratios A/R Turnover A/R Days Sales Out Inventory Turns Days of Inventory A/P turnover Days Payable Liquidity Ratios Current Ratio Quick Ratio Net Working Capital Long-term Debt / Equity Total Debt / Equity Total Debt / Equity Total Debt / Equity Total Debt / Fapital Book & Cash Value Book Value Per Share Tangible Book Value per Share Free Cash Flow per Share	9,704 \$9,704 \$9,704 0 37% 23% 37% 16% 20% 24% 7.1 51 2.6 6 143 9.9 9.0 7.8 \$9,446 20% 20% 35% \$14,75 \$14,75 \$14,75 \$14,75 \$14,75 \$14,75 \$14,75 \$14,75 \$14,75 \$14,75 \$15,75 \$14,75 \$15,75 \$14,75 \$15,75 \$14,75 \$15,75 \$14,75 \$15,75 \$14,75 \$15,75	10,336 \$10,336 \$10,336 \$14,775 0  53% 31% 30% 22% 80% 30% 6.6.6 55 3.4 107 9.4 39 8.6 7.7 \$10,074 24% 48% \$15,78 \$1,134	11,214 \$11,214 \$15,810 0 88% 43% 43% 30% 38% 37% 88,3 44 4.2 88 7.4 50 22% 73% 518,15 \$17,15	12,204 \$12,204 \$17,315 0 95% 42% 33% 30% 38% 7.5 49 4.4 83 6.3 88 7.7 7.1 \$11,906 21% 73% \$18,65 \$18,65 \$18,65 \$2.13	13,099 \$13,099 \$23,254 0 94% 37% 33% 26% 33% 66.5 56 63.3.7 97 5.68 103 9.7 \$17,681 57% 65%	13,914 \$13,914 \$25,180 0 62% 42% 42% 38% 28% 35% 7.4 49 97 5.9 62 6.1 5.5 \$12,271 54% 38% 38% 38.8 97 5.9 62 6.1 5.5 5.4 8.5 8.5 8.6 8.6 8.6 8.6 8.6 8.6 8.6 8.6 8.6 8.6	15,334 \$15,334 \$26,881 0 52% 53% 40% 29% 52% 39% 7.4 49 49 4.4 83 6.0 61 3.9 3.5 \$10,724 43% 44% 524,34 \$17,68 \$1,28	\$14,797 \$26,339 0 40% 46% 44% 56% 37% 7.3 50 4.3 85 6.1 60 43.3,9 \$12,162 44% 48% 51% 48%	\$15,802 \$27,252 0 44% 43% 44% 45% 35% 7.3 50 4.1 60 0 4.7 4.3 \$13,334 42% 48% 44% 524,96 \$18,345 \$24,96 \$18,260	\$16,971 \$28,514 0 51% 44% 43% 46% 36% 7.3 50 3.8 95 6.1 60 5.0 4.5 \$14,667 39% 47% \$26,81 \$20,81	\$18,384 \$29,055 0 59% 47% 43% 48% 37% 7.3 50 3.8 6.1 60 6.8 6.1 \$16,244 36% 53%	\$19,830 \$30,467 0 \$59% 45% 41% 28% 45% 38% 7.3 50 3.8 95 6.1 60 7.5 6.8 \$17,854 33% 55% \$31,33 \$24,70 \$3,113	12,204 \$12,204 \$12,204 \$12,204 \$12,204 \$12,315 0  69% 38% 33% 27% 34% 33% 6.6.6 55 4.2 87 6.0.0 61 7.7 7.1 \$11,906 21% 21% 223% \$19,76 \$18,76 \$518,76 \$518,76 \$518,76	14,797 \$14,797 \$26,339 0 109% 50% 45% 35% 45% 45% 37% 6.2 58 3.7 100 5.2 70 4.3 3.9 \$12,162 44% 51% 164% \$16,90 \$16,85 \$1	19,830 \$19,830 0 28,930,467 0 53% 50% 43% 28% 52% 6.8 53 3.6 6100 5.8 63 33% 199% 531,33 \$24,70 510,39
Shareholders' Equity Total Shareholders' Equity Total Liability and Equity CHECK  VALUATION RATIOS Profitability Ratios Return on Invested Capital Return On Equity Return On Avg Equity * Return On Net Assets Return On Net Assets Return On Sales * Avg Over Last 4 Qtrs Efficiency Ratios A/R Turnover A/R Days Sales Out Inventory Turns Days of Inventory A/P turnover Days Payable Liquidity Ratios Current Ratio Quick Ratio Net Working Capital Long-term Debt / Equity Total Debt / Equity Total Debt / Equity Op Inc / Assets, exc. Cash Book & Cash Value Book Value Per Share	9,704 \$5,704 \$14,021 0 37% 23% 37% 16% 24% 7.11 51 2.6 143 9.9 37 9.0 7.8 \$9,446 20% 35% 35% 35% 35% 35%	10,336 \$10,336 \$14,775 0 53% 31% 30% 22% 28% 30% 6.66 55 3.4 107 9.4 43 24% 24% 24% 24% 48% \$15,78	11,214 \$11,214 \$15,810 0 80% 43% 28% 30% 33% 344 4.2 88 7.4 4.5 50 8.4 7.7 \$10,945 22% 22% 73%	12,204 \$12,204 \$17,315 0 95% 42% 42% 33% 30% 38% 7.5 44 83 6.3 58 7.7 7.1 \$11,906 21% 21% 21% 518,66	13,099 \$13,099 \$23,254 0 94% 35% 26% 33% 6.5 56 3.7 97 5.6 66 10.3 9.7 \$17,681 57% 57% 55%	13,914 \$13,914 \$25,180 0 62% 42% 438% 23% 28% 35% 7.4 49 3.8 97 5.9 62 6.1 5.5 \$12,271 54% 54% 38%	15,334 \$15,334 \$26,881 0 52% 53% 40% 29% 52% 39% 7,4 49 44,4 83 6.0 61 3.5 \$10,724 43% 49% 44%	\$14,797 \$26,339 0 0 46% 46% 56% 37% 7.3 50 4.3 85 6.1 60 44% 51% 44% 51% 48% 51% 51% 41% 51%	\$15,802 \$27,252 0 44% 43% 44% 24% 45% 35% 7.3 50 4.1 90 6.1 60 4.7 4.3 \$13,334 42% 48% 48% 48%	\$16,971 \$28,514 0 51% 44% 44% 43% 46% 36% 7.3 50 3.8 95 6.1 60 5.0 4.5 \$14,657 39% 45% 45% 45% 45% 45% 45% 50.0	\$18,384 \$29,055 \$29,055 47% 43% 28% 48% 37% 7.3 50 3.8 95 6.1 60 6.8 6.1 \$16,244 36% 36% 36% \$36% \$29,04 \$22,42	\$19,830 \$30,467 0 59% 45% 41% 28% 45% 38% 50 3.8 95 6.1 60 7.5 6.8 \$17,854 33% 33% 33% 55%	12,204 \$12,204 \$17,315 0 69% 38% 33% 27% 34% 33% 6.6 6.5 5.5 4.2 87 6.0 61 7.7 7.1 \$11,906 21% 21% 22% \$19,76 \$18,76	14,797 \$14,797 \$26,339 0 109% 50% 45% 35% 45% 45% 5.2 5.8 3.7 100 5.2 2 70 4.3 3.9 \$12,162 44% 51% 164% 51% 164%	19,830 \$19,830 \$30,467 0 53% 50% 43% 28% 52% 37% 6.8 53 3.6 100 5.8 63 7.5 6.8 537,5 6.8 533,36 533,36 533,46 534,46 54 54 54 54 54 54 54 54 54 54 54 54 54

Source: Company Reports & Barclays Research

FIGURE 6
NVDA Cash Flow Statement

Madala															
Nvidia			0 . 10				0 4 20				0 . 24		2020	2024	2022
FY End: January	Apr-19	Jul-19	Oct-19	Jan-20	Apr-20	Jul-20	Oct-20	Jan-21	Apr-21	Jul-21	Oct-21	Jan-22	2020	2021	2022
\$ in millions	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	1QE	2QE	3QE	4QE	FY	FYE	FYE
CASH FLOW															
Cash Flows from Operations															
Net income	\$394	\$553	\$898	\$950	\$917	\$622	\$1,336	\$1,223	\$1,144	\$1,306	\$1,549	\$1,582	\$2,795	\$4,098	\$5,580
Stock-based compensation expense	178	223	223	220	224	374	383	383	383	383	383	383	844	1,364	1,532
Depreciation and amortization	91	92	92	106	107	404	299	299	299	299	299	299	381	1,109	1,196
Deferred income taxes	0	0	0	23	16	(80)	(53)	(53)	(53)	(53)	(53)	(53)	23	(170)	(212)
Other	(44)	18	26	0	4	(8)	2	0	0	0	0	0	0 🕯	(2)	0
Changes in Operating Assets and Liabilities:															
Accounts receivable	182	(319)	105	(202)	(249)	44	(463)	(97)	167	(183)	(261)	(9)	(234)	(765)	(285)
Inventories	153	225	153	66	(151)	54	(93)	(48)	48	(231)	(199)	53	597	(238)	(328)
Prepaid expenses and other current assets	5	31	19	22	(8)	42	(443)	0	0	0	0	0	77 🖥		0
Deposits and other assets	0	0	0	0	0	0	0	0	0	0	0	0	0 🖥	0	0
Accounts payable	(123)	78	136	104	71	(8)	225	(5)	(93)	93	126	(34)	195	283	93
Accrued liabilities and other LT liabilities	(116)	35	(12)	176	(22)	122	86	0	0	0	0	0	83	186	0
Net Cash from Operations	\$720	\$936	\$1,640	\$1,465	\$909	\$1,566	\$1,279	\$1,703	\$1,895	\$1,615	\$1,845	\$2,221	\$4,761	\$5,457	\$7,576
Cash Flow from Investing															
PP&E	(\$128)	(\$113)	(\$103)	(\$144)	(\$155)	(\$217)	(\$473)	(\$313)	(\$250)	(\$250)	(\$250)	(\$250)	(\$488)	(\$1,158)	(\$1,000)
Acquisition of Business	0	0	0	0	(34)	(7,137)	(1,353)	0	0	0	0	0	0 7	(8,524)	0
Proceeds from (Purchases of) Marketable Sec.	1,623	3,660	1,363	2	(860)	(6,135)	(178)	0	0	0	0	0	6,648	(7,173)	0
Other	0	(2)	(4)	(9)	(6)	0	3	0	0	0	0	0	(15)	(3)	0
Net Cash from Investing	\$1,495	\$3,545	\$1,256	(\$151)	(\$1,055)	(\$13,489)	(\$2,001)	(\$313)	(\$250)	(\$250)	(\$250)	(\$250)	\$6,145	(\$16,858)	(\$1,000)
Cash Flows from Financing															
Proceeds from (repurchase of) of common	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	(\$250)	(\$250)	(\$250)	(\$250)	\$0	\$0	(\$1,000)
Proceeds from employee stock plans	83	0	63	2	88	6	96	0	0	0	0	0	148	190	0
Payment of dividends to stockholders	(97)	(98)	(97)	(98)	(98)	(99)	(99)	(101)	(101)	(101)	(101)	(101)	(390)	(397)	(405)
Proceeds from (repayment of) notes	0	0	0	0	4,979	(8)	0	0	0	0	(998)	0	0	4,971	(998)
Payments related to tax on restricted stock	0	0	0	(87)	(222)	(196)	(298)						(87)	(716)	0
Other	(211)	(50)	(202)	0	(3)	0	0	0	0	0	0	0	(463)	(3)	0
Net Cash from Financing	(\$225)	(\$148)	(\$236)	(\$183)	\$4,744	(\$297)	(\$301)	(\$101)	(\$351)	(\$351)	(\$1,349)	(\$351)	(\$792)	\$4,045	(\$2,403)
Cash and Cash eqv at beginning	\$782	\$2,772	\$7,105	\$9,765	\$10,896	\$15,494	\$3,274	\$2,251	\$3,540	\$4,834	\$5,847	\$6,093	\$782	\$10,896	\$3,540
Net Increase in Cash and Cash eqv.	1,990	4,333	2,660	1,131	4,598	(12,220)	(1,023)	1,289	1,294	1,013	245	1,620	10,114	(7,356)	4,172
Cash and Cash eqv at end	2,772	7,105	9,765	10,896	15,494	3,274	2,251	3,540	4,834	5,847	6,093	7,713	10,896	3,540	7,713
Marketable Securities	5,030	1,370	4	1	860	7,707	7,888	7,888	7,888	7,888	7,888	7,888	1	7,888	7,888
Total Cash and Cash eqv plus MS at end	\$7,802	\$8,475	\$9,769	\$10,897	\$16,354	\$10,981	\$10,139	\$11,428	\$12,722	\$13,735	\$13,981	\$15,601	\$10,897	\$11,428	\$15,601
CHECK	7,802	8,475	9,769	10,897	16,354	10,981	10,139	11,428	12,722	13,735	13,981	15,601	10,897	11,428	15,601
Cook Flore form Occupti	4720	<b>#</b> 22 <i>C</i>	#1 540	#1 4CF	#000	#1 FCC	¢1 270	#1 <b>7</b> 00	#1 005	#1 615	£1.045	#2 224	#4761	#E 453	47.576
Cash Flow from Operations	\$720	\$936	\$1,640	\$1,465	\$909	\$1,566	\$1,279	\$1,703	\$1,895	\$1,615	\$1,845	\$2,221	\$4,761	\$5,457	\$7,576
Capex	(128)	(113)	(103)	(144)	(155)	(217)	(473)	(313)	(250)	(250)	(250)	(250)	(488)	(1,158)	(1,000)
Free Cash Flow	\$592	\$823	\$1,537	\$1,321	\$754	\$1,349	\$806	\$1,390	\$1,645	\$1,365	\$1,595	\$1,971	\$4,273	\$4,299	\$6,576

Source: Company Reports & Barclays Research

FIGURE 7
NVDA/ARM PF Merger Model

NVDA/ARM											
Period Ending \$ in millions	Apr-21 1QE	Jul-21 2QE	Oct-21 3QE	Jan-22 4QE	Apr-22 1QE	Jul-22 2QE	Oct-22 3QE	Jan-23 4QE	2022 FYE	2023 FYE	2024 FYE
Revenues (NVDA)	\$4,518	\$4,851	\$5,327	\$5,344	\$5,183	\$5,546	\$6,212	\$6,336	\$20,039	\$23,277	\$26,768
QoQ YoY	-6.3% 46.7%	7.4% 25.5%	9.8% 12.7%	0.3% 10.8%	-3.0% 14.7%	7.0% 14.3%	12.0% 16.6%	2.0% 18.6%	21.5%	16.2%	15.0%
Revenues (ARM ex ISG)	\$437	\$416	\$436	\$471	\$434	\$447	\$469	\$516	\$1,761	\$1,865	\$1,958
QoQ	5.0%	-5.0%	5.0%	8.0%	-8.0%	3.0%	5.0%	10.0%			
YoY Revenue (Combined)	-8.5% <b>\$4,955</b>	5.3% \$5,267	-3.5% \$5,763	13.1% \$5,815	-0.9% \$5,617	7.5% \$5,993	7.5% \$6,680	9.4% <b>\$6,852</b>	1.1% \$21,800	5.9% \$25,141	5.0% \$28,726
QoQ YoY	-5.4% 39.3%	6.3% 23.6%	9.4% 11.3%	0.9% 11.0%	-3.4% 13.4%	6.7% 13.8%	11.5% 15.9%	2.6% 17.8%	19.5%	15.3%	14.3%
Cost of Goods (NVDA)	1,516	1.658	1,849	1.797	1,762	1,886	2.112	2.154	6,820	7,914	8,833
Cost of Goods (ARM)	.,	.,	.,	.,	26	27	28	31	0	112	117
Cost of Goods (Combined)	1,516	1,658	1,849	1,797	1,788	1,912	2,140	2,185	6,820	8,026	8,951
Gross Profit (NVDA)	3,002	3,193	3,478	3,546	3,421	3,660	4,100	4,182	13,220	15,363	17,935
Gross Profit (ARM) Gross Profit (Combined w/ Synergies)	3,002	3,193	3,478	3,546	408 3,828	420 4,080	441 4,540	485 4,666	13,220	1,753 17,115	1,840 19,775
R&D (NVDA)	875	882	893	904	931	939	941	943	3,554	3,755	4,018
R&D (ARM)					140	143	145	147	0	575	598
R&D (Combined)	875	882	893	904	1,071	1,082	1,086	1,090	3,554	4,330	4,616
SG&A (NVDA) SG&A (ARM)	310	314	315	317	327 120	331 122	333 124	335 126	1,256 0	1,324 492	1,403 507
SG&A (Combined)	310	314	315	317	447	453	457	461	1,256	1,816	1,910
Opex (NVDA)	1,185	1,196	1,209	1,221	1,258	1,270	1,274	1,278	4,811	5,079	5,422
Opex (ARM)					260	265	269	273	0	1,067	1,105
Opex Synergies Opex (Combined w/ Synergies)	1,185	1,196	1,209	1,221	1,518	1,525	1,523	25 1,526	0 4,811	55 6,091	6,426
EBIT (NVDA)	1,817	1,998	2,270	2,325	2,163	2,391	2,826	2,904	8,409	10,283	12.513
EBIT (ARM)	1,017	1,556	2,270	2,323	148	155	172	212	0	686	736
EBIT (Combined w/ Synergies)	1,817	1,998	2,270	2,325	2,311	2,555	3,018	3,141	8,409	11,024	13,349
Interest Inc (Exp) (NVDA)	(54)	(53)	(52)	(51)	(50)	(49)	(48)	(47)	(210)	(194)	(194)
Interest (Less Cash) Total Interest Inc (Exp)	(54)	(53)	(52)	(51)	(3) (53)	(3) (52)	(3) (51)	(3) (50)	(210)	(12)	(206)
PBT (NVDA)	1,763	1,945	2,218	2,274	2,113	2,342	2,778	2,857	8,199	10,089	12,319
PBT (ARM)	.,	.,	_,	_,	148	155	172	212	0	686	736
PBT (Combined w/ Synergies)	1,763	1,945	2,218	2,274	2,258	2,503	2,967	3,091	8,199	10,818	13,143
Taxes (NVDA)	176	194	222	227	211	234	278	286	820	1,009	1,232
Taxes (ARM) Taxes (Combined w/ Synergies)	176	194	222	227	18 229	19 253	21 298	25 311	0 820	1,096	1,329
Net Income (NVDA)	1,587	1,750	1,996	2,046	1,902	2,107	2,500	2,571	7,379	9,080	11,087
Net Income (ARM)					130	136	151	186	0	604	647
Net Income (Combined w/ Synergies)	1,587	1,750	1,996	2,046	2,029	2,251	2,668	2,780	7,379	9,723	11,814
Fully Diluted Shares (NVDA)	633	633 633	633	633 633	626 670	626	626	626 670	633 633	626 670	623
Fully Diluted Shares (Combined)	633		633			670	670				
Pro Forma EPS (NVDA) Pro Forma EPS (ARM)	\$2.51	\$2.76	\$3.15	\$3.23	\$3.04	\$3.37	\$3.99	\$4.11	\$11.66	\$14.51 \$0.00	\$17.80 \$0.0
Pro Forma EPS (Combined w/ Syn)	\$2.51	\$2.76	\$3.15	\$3.23	\$3.03	\$3.36	\$3.98	\$4.15	\$11.66	\$14.50	\$17.70
Accretion Accretion %					(\$0.01) (0.4%)	(\$0.01) (0.3%)	(\$0.01) (0.3%)	\$0.04 1.0%		(\$0.00) (0.0%)	(\$0.09) (0.5%)
GM (NVDA) GM (ARM)	66.4% 94.0%	65.8% 94.0%	65.3% 94.0%	66.4% 94.0%	66.0% 94.0%	66.0% 94.0%	66.0% 94.0%	67.0% 94.0%	66.0%	66.0% 94.0%	67.0% 94.0%
GM (Synergies) GM (Combined)	0.0% 60.6%	0.0% 60.6%	0.0% 60.3%	0.0% 61.0%	0.0% 68.2%	0.0% 68.1%	0.0% 68.0%	0.0% 68.1%	60.6%	0.0% 68.1%	0.0% 68.8%
, , ,			00.570		00.270	00.170		08.170		00.170	
R&D (NVDA) R&D (ARM)	19.4% 0.0%	18.2% 0.0%	16.8% 0.0%	16.9% 0.0%	18.0% 32.3%	16.9% 32.0%	15.2% 30.9%	14.9% 28.5%	17.7%	16.1% 30.8%	15.0% 30.5%
R&D (Combined)	17.7%	16.7%	15.5%	15.6%	19.1%	18.1%	16.3%	15.9%	16.3%	17.2%	16.1%
SG&A (NVDA) SG&A (ARM)	6.9% 0.0%	6.5% 0.0%	5.9% 0.0%	5.9% 0.0%	6.3% 27.7%	6.0% 27.3%	5.4% 26.4%	5.3% 24.4%	6.3%	5.7% 26.4%	5.2% 25.9%
SG&A (Combined)	6.3%	6.0%	5.5%	5.5%	7.9%	7.6%	6.8%	6.7%	5.8%	7.2%	6.6%
EBIT Margin (NVDA)	40.2%	41.2%	42.6%	43.5%	41.7%	43.1%	45.5%	45.8%	42.0%	44.2%	46.7%
EBIT Margin (ARM)	0.0%	0.0%	0.0%	0.0%	34.0%	34.7%	36.6%	41.1%	.2.070	36.8%	37.6%
EBIT Margin (Combined w/ Syn)	36.7%	37.9%	39.4%	40.0%	41.1%	42.6%	45.2%	45.8%	38.6%	43.8%	46.5%
Tax Rate (NVDA)	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
Tax Rate (ARM)					12.0%	12.0%	12.0%	12.0%		12.0%	12.0%
Tax Rate (Combined)	10.0%	10.0%	10.0%	10.0%	10.1%	10.1%	10.1%	10.1%	10.0%	10.1%	10.1%
Total Synergies	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$10.0	\$20.0	\$25.0	\$0.0	\$55.0	\$100.0
Annualized Synergies	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$40.0	\$80.0	\$100.0			
Annualized Accretion	\$0.00	\$0.00	\$0.00	\$0.00	(\$0.05)	(\$0.04)	(\$0.05)	\$0.16	\$0.00	(\$0.00)	(\$0.09)
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Source: Company reports, Barclays Research

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NVIDIA Corp. (NVDA, 18-Nov-2020, USD 537.15), Overweight/Neutral, CD/CE/J/K/M

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Marvell Technology Group, Ltd. (MRVL)

Maxim Integrated Products (MXIM)

(MTSI)

Micron Technology, Inc. (MU)

NVIDIA Corp. (NVDA)

NXP Semiconductors NV (NXPI)

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# NVIDIA Corp. (NVDA / NVDA)

USD 537.15 (18-Nov-2020)

# Stock Rating OVERWEIGHT

Industry View

NEUTRAL

Rating	and Price Target Chart - USD (as of 18-Nov-2020)
600 -	
500 -	
400 -	A Part of the Part
300 -	
200 -	The state of the s
100 -	
Jė	an-2018 Jul-2018 Jan-2019 Jul-2019 Jan-2020 Jul-2020 —— Closing Price ▲ Target Price ● Rating Change

Currency=USD			
Publication Date	Closing Price	Rating	Adjusted Price Target
20-Aug-2020	485.64		525.00
20-Jul-2020	420.43		450.00
22-May-2020	361.05		390.00
14-Feb-2020	289.79		300.00
16-Jan-2020	248.93		260.00
15-Nov-2019	204.19		225.00
16-Aug-2019	159.56		170.00
06-Jun-2019	143.78		180.00
22-Apr-2019	188.47		220.00
28-Jan-2019	138.01		175.00
17-Jan-2019	151.72		200.00
16-Nov-2018	164.43		250.00
11-May-2018	254.53		300.00
03-May-2018	232.99	Overweight	280.00
09-Feb-2018	232.08		265.00
17-Jan-2018	224.72		250.00

On 18-Nov-2017, prior to any intra-day change that may have been published, the rating for this security was Equal Weight, and the adjusted price target was 225.00.

Source: Bloomberg, Barclays Research

Historical stock prices and price targets may have been adjusted for stock splits and dividends.

Source: IDC, Barclays Research

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Valuation Methodology: Our price target of \$550 is based upon 58x our FY22 non-GAAP (incl SBC) EPS of \$9.46.

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