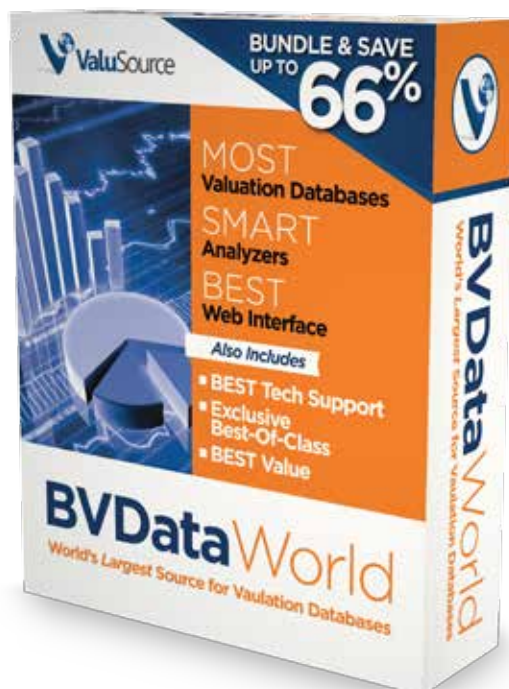


# Guideline Public Company Database **SAMPLE REPORT**



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ValuSource's Guideline Public Company application has been completely rewritten and substantially enhanced. First, the data is now from Tagnifi and includes pricing data to calculate multiples and second, there is a completely new interface to make finding and using guideline data much easier.

You can select up to 20 companies and download income statements, balance sheets, cash flows and ratios based on annual, quarterly, year to date and trailing 12-month time frames. You can also download a Multiples analysis that provides the multiples needed for valuation purposes.

**This tool allows you to download more Guideline data faster than anything else available!**

## Five REASONS you should consider Guideline Public Company Database...

### 1 STANDARDS

Valuation standards specify that the public company data at least be considered when performing a valuation, even if you decide there are not any comparable public companies.

### 2 TRANSPARENCY

The data is collected from public SEC filings and is compiled to be both consistent and standardized over time.

### 3 ENHANCED SEARCHING

There is both a standard and detailed search allowing you to find the companies you are looking for quickly. You can also "select" companies across multiple searches, making it extremely easy to find the set of companies that you need.

### 4 DATA

With a single-click, you can download income statements, balance sheets, cash flows, ratios for annual, quarterly, Year-to-Date and Trailing 12 Month periods. You can also download a Multiples analysis that provides the multiples needed for valuation purposes.

### 5 TAGNIFI DATA SOURCE

ValuSource's application is powered by Tagnifi data, which is one of the most respected sources of public company information available. The data also includes pricing data so multiples can be calculated as of the valuation date.

# Guideline Public Company Database

## Disclaimer

This sample is meant to show the full functionality of the software, not reflect an actual valuation. There are options and assumptions in this report that do not reflect valuation best practices in order for you to see the full scope of the analysis. Even though this software automates and standardizes the valuation process, it does not replace the expertise of the valuator.

Whenever you see text or numbers surrounded by chevrons, like «February 14, 2019», this represents a link to the analysis workbook. A link to the analysis file (working papers) can be a cell, range or chart. Realize that a small change in a single value can carry forward to many numbers in the report. For instance, changing a growth rate in an income method can change the conclusion of value and all the intermediate values in between. When you choose to update the links, all these values get updated to reflect the current numbers, tables and charts in working papers.

The Guideline Public Company Database is ValuSource’s solution to the appraiser’s challenges of finding public company data that is complete and provided in a standard financial format AND selecting appropriate comparable companies. The database deals with the first challenge by providing a quick and straight-forward search.



As the image above demonstrates, public company data can be searched for using SIC code, NAICS code or a keyword description. The Valuation Date is the date where the market values are derived and the Cut-off Date is the date the items would have been reported to the Security Exchange Commission (SEC). This allows the expert to determine the known or knowable parameter.



In addition, the detailed search, allows for specific market ticker codes, operating assets, operating revenue, and market capitalization. An interesting feature is the Sector and Industry search. This helps to focus the search on comparable companies by product or service.

After the appraiser enters search criteria, the matching companies are listed, with the values for the search criteria. The company is then selected using a checkmark mouse click. Only 20 companies at a time can be downloaded.

2. Review      7656 Current Records      0 Selected Records

Sort by: Ticker      low to high      Show

<input type="checkbox"/>	Ticker	Name	SIC	NAICS
<input type="checkbox"/>	A	AGILENT TECHNOLOGIES, I...	3826	334516
<input type="checkbox"/>	AA	Alcoa Corp	3334	331313
<input type="checkbox"/>	AACH	AAC HOLDINGS, INC	8093	623220

The data is powered by Tagnifi. The advantages of using this data is threefold. First, the data goes through hundreds of quality control checks. These insure the data can be traced back to the original documents filed at the SEC. Second, the format of the statements create comparability between companies. Lastly, the data is up to date; the most current available.

## Output

The tool most appraisers use is a spreadsheet. Providing the output data in Excel workbook form follows from this fundamental truth. The first spreadsheet contains the public companies' financial statements and ratios. The second is a workbook calculating the multipliers. These workbooks allow for easier use of the data.

The fundamentals workbook has several export choices to make analyzing the data easier. Time periods of Annual, Quarterly, Year-To-Date, and Trailing 12 Months can be selected. Any or all of the statements for a single company can be selected. These include Income Statement, Balance Sheet, Cash Flow and Ratios. Lastly, the export will round in dollars, thousands, millions or billions.

## Income Statement

APPLE INC.		Annual Income Statement					
AAPL		Commercial & Industrial					
In \$ Thousands, except per share(USD)		2015	2016	2017	2018	2019	TTM
Period Ending		9/26/2015	9/24/2016	9/30/2017	9/29/2018	9/28/2019	12/28/2019
Revenue		\$ 235,715,000	\$ 215,639,000	\$ 229,234,000	\$ 265,595,000	\$ 260,174,000	\$ 267,685,000
Cost of Revenue		140,089,000	131,376,000	141,048,000	163,756,000	161,782,000	166,105,000
Cost of Revenue, Non-Cash		-	-	-	-	-	-
<b>Gross Profit</b>		<b>93,626,000</b>	<b>84,263,000</b>	<b>88,186,000</b>	<b>101,839,000</b>	<b>98,392,000</b>	<b>101,578,000</b>
% Margin		40.1%	39.1%	38.5%	38.3%	37.8%	37.9%
<b>Operating Expenses:</b>							
Selling General and Administrative		14,329,000	14,194,000	15,261,000	16,705,000	18,245,000	18,659,000
Research and Development		8,087,000	10,045,000	11,581,000	14,236,000	16,217,000	16,766,000
Exploration		-	-	-	-	-	-
Depreciation, Depletion and Amortization		-	-	-	-	-	-
Restructuring and Impairment Charges		-	-	-	-	-	-
Nonrecurring and Special Charges		-	-	-	-	-	-
Excise and Sales Taxes		-	-	-	-	-	-
Other Taxes		-	-	-	-	-	-
Other Operating Expenses		-	-	-	-	-	-
<b>Total Operating Expenses</b>		<b>22,396,000</b>	<b>24,239,000</b>	<b>26,842,000</b>	<b>30,941,000</b>	<b>34,462,000</b>	<b>35,425,000</b>
<b>Operating Income</b>		<b>71,230,000</b>	<b>60,024,000</b>	<b>61,344,000</b>	<b>70,898,000</b>	<b>63,930,000</b>	<b>66,153,000</b>
% Margin		30.5%	27.8%	26.8%	26.7%	24.6%	24.7%
<b>Other Income (Expense):</b>							
Interest Expense		(733,000)	(1,456,000)	(2,323,000)	(3,240,000)	(3,576,000)	(3,471,000)
Interest Income		2,921,000	3,999,000	5,201,000	5,686,000	4,961,000	4,699,000
Restructuring and Impairment Charges		-	-	-	-	-	-
Gain (Loss) On Sale		-	-	-	-	-	-
Gain (Loss) On Derivatives		-	-	-	-	-	-
Foreign Currency Gain (Loss)		-	-	-	-	-	-
Equity In Affiliates (Pre-Tax)		-	-	-	-	-	-
Other Income (Expense)		(903,000)	(1,195,000)	(133,000)	(441,000)	422,000	368,000
<b>Total Other Income (Expense)</b>		<b>1,285,000</b>	<b>1,348,000</b>	<b>2,745,000</b>	<b>2,005,000</b>	<b>1,807,000</b>	<b>1,596,000</b>
<b>Income (Loss) Before Income Taxes</b>		<b>72,515,000</b>	<b>61,372,000</b>	<b>64,089,000</b>	<b>72,903,000</b>	<b>65,737,000</b>	<b>67,749,000</b>
Income Taxes		19,121,000	15,685,000	15,738,000	13,372,000	10,481,000	10,222,000
Discontinued Operations		-	-	-	-	-	-
Equity In Affiliates		-	-	-	-	-	-
Extraordinary Items		-	-	-	-	-	-
<b>Consolidated Net Income (Loss)</b>		<b>\$ 53,394,000</b>	<b>\$ 45,687,000</b>	<b>\$ 48,351,000</b>	<b>\$ 59,531,000</b>	<b>\$ 55,256,000</b>	<b>\$ 57,527,000</b>

## Balance Sheet

APPLE INC.		Annual Balance Sheet				
AAPL		Commercial & Industrial				
In \$ Thousands, except per share(USD)		2015	2016	2017	2018	2019
Period Ending		9/26/2015	9/24/2016	9/30/2017	9/29/2018	9/28/2019
<b>Current Assets:</b>						
Cash and Equivalents		\$ 21,120,000	\$ 20,484,000	\$ 20,289,000	\$ 25,913,000	\$ 48,844,000
Short-Term Investments		20,481,000	46,671,000	53,892,000	40,388,000	51,713,000
Derivative Assets, Current		-	-	-	-	-
Restricted Cash and Investments		-	-	-	-	-
Trade Receivables		16,849,000	15,754,000	17,874,000	23,186,000	22,926,000
Financing Receivables		-	-	-	-	-
Other Receivables		13,494,000	13,545,000	17,799,000	25,809,000	22,878,000
Due from Related Parties, Current		-	-	-	-	-
Inventories		2,349,000	2,132,000	4,855,000	3,956,000	4,106,000
Deferred Tax Assets, Current		-	-	-	-	-
Divestment Assets, Current		-	-	-	-	-
Prepaid Expenses and Other Current Assets		15,085,000	8,283,000	13,936,000	12,087,000	12,352,000
<b>Total Current Assets</b>		<b>89,378,000</b>	<b>106,869,000</b>	<b>128,645,000</b>	<b>131,339,000</b>	<b>162,819,000</b>
<b>Noncurrent Assets:</b>						
Property, Plant and Equipment		22,471,000	27,010,000	33,783,000	41,304,000	37,378,000
Accumulated Depreciation		-	-	-	-	-
Property, Plant and Equipment, Net		22,471,000	27,010,000	33,783,000	41,304,000	37,378,000
Long-Term Investments		164,065,000	170,430,000	194,714,000	170,799,000	105,341,000
Receivables, Noncurrent		-	-	-	-	-
Derivative Assets, Noncurrent		-	-	-	-	-
Inventories, Noncurrent		-	-	-	-	-
Restricted Cash and Investments, Noncurrent		-	-	-	-	-
Goodwill		5,116,000	5,414,000	-	-	-
Intangible Assets, Net		3,893,000	3,206,000	-	-	-
Deferred Tax Assets, Noncurrent		-	-	-	-	-
Overfunded Pension and Post-Retirement Assets		-	-	-	-	-
Divestment Assets, Noncurrent		-	-	-	-	-
Other Assets		5,422,000	8,757,000	18,177,000	22,283,000	32,978,000
<b>Total Assets</b>		<b>\$ 290,345,000</b>	<b>\$ 321,686,000</b>	<b>\$ 375,319,000</b>	<b>\$ 365,725,000</b>	<b>\$ 338,516,000</b>
<b>Current Liabilities:</b>						
Accounts Payable		\$ 35,490,000	\$ 37,294,000	\$ 44,242,000	\$ 55,888,000	\$ 46,236,000
Taxes Payable, Current		-	-	-	-	-
Dividends Payable		-	-	-	-	-
Deferred Revenue, Current		8,940,000	8,080,000	7,548,000	-	-
Deferred Tax Liabilities, Current		-	-	-	-	-
Other Current Liabilities		-	-	-	-	-

## Cash Flows

APPLE INC.		Annual Cash Flow Statement					
AAPL		Commercial & Industrial					
In \$ Thousands, except per share(USD)		2015	2016	2017	2018	2019	TTM
Period Ending		9/26/2015	9/24/2016	9/30/2017	9/29/2018	9/28/2019	12/28/2019
<b>Operating Activities:</b>							
Net Income		\$ 53,394,000	\$ 45,687,000	\$ 48,351,000	\$ 59,531,000	\$ 55,256,000	\$ 57,527,000
Income (Loss) From Discontinued Operations		-	-	-	-	-	-
Depreciation, Depletion and Amortization		11,257,000	10,505,000	10,157,000	10,903,000	12,547,000	11,968,000
Amortization of Financing Costs and Discounts		-	-	-	-	-	-
Accretion Expense		-	-	-	-	-	-
Share-Based Compensation		3,586,000	4,210,000	4,840,000	5,340,000	6,068,000	6,219,000
Deferred Income Taxes and Tax Credits		1,382,000	4,938,000	5,966,000	(32,590,000)	(340,000)	(742,000)
Gain (Loss) On Sale		-	-	-	-	-	-
Unrealized Gain (Loss)		-	-	-	-	-	-
Equity Method Investments		-	-	-	-	-	-
Inventory LIFO Reserve		-	-	-	-	-	-
Pension and Other Postretirement Benefits		-	-	-	-	-	-
Provision for Doubtful Accounts		-	-	-	-	-	-
Restructuring and Impairment Charges		-	-	-	-	-	-
Research and Development in Process		-	-	-	-	-	-
Extraordinary Items		-	-	-	-	-	-
Other Operating Activities		385,000	486,000	(166,000)	(444,000)	(652,000)	(740,000)
Change in Trade Receivables		417,000	527,000	(2,093,000)	(5,322,000)	245,000	(2,870,000)
Change in Financing Receivables		-	-	-	-	-	-
Change in Other Receivables		(3,735,000)	(51,000)	(4,254,000)	(8,010,000)	2,931,000	(72,000)
Change in Inventories		(238,000)	217,000	(2,723,000)	828,000	(289,000)	759,000
Change in Accounts Payable		5,001,000	2,117,000	8,966,000	9,175,000	(1,923,000)	5,489,000
Change in Taxes Payable		-	-	-	-	-	-
Change in Deferred Revenue		1,042,000	(1,554,000)	(593,000)	(3,000)	(625,000)	730,000
Change in Employee Related Liabilities		-	-	-	-	-	-
Change in Customer Advances and Deposits		-	-	-	-	-	-
Change in Due To/From Related Parties		-	-	-	-	-	-
Change in Deferred Taxes		-	-	-	-	-	-
Change in Derivatives and Hedges		-	-	-	-	-	-
Change in Asset Retirement Obligations		-	-	-	-	-	-
Change in Other Operating Assets and Liabilities, Net		8,775,000	(851,000)	(4,226,000)	38,026,000	(3,827,000)	(5,051,000)
Cash From Operating Activities - Continuing Operations		81,266,000	66,231,000	64,225,000	77,434,000	69,391,000	73,217,000
Net Cash From Operating Activities - Discontinued Operations		-	-	-	-	-	-
<b>Net Cash From Operating Activities</b>		<b>81,266,000</b>	<b>66,231,000</b>	<b>64,225,000</b>	<b>77,434,000</b>	<b>69,391,000</b>	<b>73,217,000</b>
<b>Investing Activities:</b>							
Purchase of Property, Plant and Equipment		(11,247,000)	(12,734,000)	(12,451,000)	(13,313,000)	(10,495,000)	(9,247,000)

## Ratio Analysis

APPLE INC.		Ratio Analysis						
AAPL		For the year ended:					Latest twelve months ended:	
In \$ Thousands, except per share(USD)		9/26/2015	9/24/2016	9/30/2017	9/29/2018	9/28/2019	12/28/2019	12/29/2018
<b>Profitability Ratios</b>								
Gross Profit Margin	40.1%	39.1%	38.5%	38.3%	37.8%	37.9%	38.4%	38.0%
EBITDA Margin	35.3%	32.7%	31.2%	30.8%	29.4%	29.2%	30.9%	31.1%
Pre-Tax Profit Margin	31.0%	28.5%	28.0%	27.4%	25.3%	25.3%	28.2%	28.4%
Net Profit Margin	22.8%	21.2%	21.1%	22.4%	21.2%	21.5%	24.2%	23.7%
<b>Growth Rates</b>								
Revenue Growth	27.9%	-7.7%	6.3%	15.9%	-2.0%	NA	8.9%	NA
EBITDA Growth	36.5%	-14.5%	1.4%	14.4%	-6.5%	NA	6.1%	NA
Net Income Growth	35.1%	-14.4%	5.8%	23.1%	-7.2%	NA	11.4%	NA
Basic Earnings Per Share Growth	43.0%	-10.0%	11.0%	-67.6%	-0.3%	NA	19.4%	NA
Diluted Earnings Per Share Growth	42.9%	-9.9%	10.8%	-67.6%	-0.3%	NA	19.4%	NA
<b>Management Effectiveness Ratios</b>								
Return on Equity	46.2%	36.9%	36.9%	49.4%	55.9%	55.5%	NA	NA
Return on Invested Capital	26.5%	18.8%	16.9%	20.5%	20.7%	20.8%	NA	NA
Return on Assets	20.5%	14.9%	13.9%	16.1%	15.7%	16.1%	NA	NA
<b>Efficiency Ratios</b>								
Inventory Turnover	62.8	58.6	40.4	37.2	40.1	36.6	NA	NA
Receivables Turnover	13.6	13.2	13.6	12.9	11.3	13.7	NA	NA
Asset Turnover	0.9	0.7	0.7	0.7	0.7	0.7	NA	NA
Revenue Per Dollar of Cash	13.4	10.4	11.2	11.5	7.0	6.3	NA	NA
Revenue Per Dollar of PP&E (Net)	10.8	8.7	7.5	7.1	6.6	7.0	NA	NA
Revenue Per Dollar of Common Equity	2.0	1.7	1.7	2.2	2.6	2.6	NA	NA
Revenue Per Dollar of Invested Equity	1.2	0.9	0.8	0.9	1.0	1.0	NA	NA
Revenue Per Dollar of Receivables	13.6	13.2	13.6	12.9	11.3	13.7	NA	NA
Revenue Per Dollar of Inventory	104.8	96.2	65.6	60.3	64.5	58.9	NA	NA
Revenue Per Dollar of Assets	0.9	0.7	0.7	0.7	0.7	0.7	NA	NA

The Multiples workbook calculates the multiple at the valuation date. The workbook allows the input of the subject company bases.

Input Subject Company						
	Base		Last Fiscal	TTM	Selected	Base time Multiplier
Sales		Median	0.23	0.22		0.00
		Mean	0.23	0.22		
		Harmonic Mean	0.23	0.22		
EBITDA		Median	0.93	0.89		0.00
		Mean	0.93	0.89		
		Harmonic Mean	0.93	0.89		
EBIT		Median	0.93	0.89		0.00
		Mean	0.93	0.89		
		Harmonic Mean	0.93	0.89		
Tangible Book Value		Median	0.30			0.00
		Mean	0.30			
		Harmonic Mean	0.30			
Gross Profit		Median	0.60	0.60		0.00
		Mean	0.60	0.60		
		Harmonic Mean	0.60	0.60		

Each ticker has its own worksheet that shows how the public company multiplier is calculated. It starts with the price of the stock. While the closing price is the default, Low, High and Average are available.

<b>Ticker:</b>	<b>AAPL</b>
Company:	APPLE INC.
<b>Price of stock:</b>	
Date	12/31/2019
Low	289.52
High	293.68
Average	291.60
Close	293.65

The next step is to calculate the numerator. Two methods are available. The first is fast. It assumes that the market value of the other tranches of capital are equal to book value. The second method allows for the direct input of the value of the capital structure.

<b>Numerator:</b>			
MVIC-Model 1	Price	Shares Outstanding	Value
Common Stock	293.65	18,595,651,000	5,460,612,916,150
Preferred stock at book value			-
Market Capitalization			5,460,612,916,150
Current Portion of long Term at book			16,240,000,000
Long Term Debt at book			91,807,000,000
Subtotal			5,568,659,916,150
Less cash and equivalents			48,844,000,000
Market value of invested capital - Model 1			5,519,815,916,150
Selected MVIC			5,519,815,916,150

MVIC-Model 2	Price	Shares Outstanding	Value
Common A			-
Common B			-
Preferred A			-
Preferred B			-
Market Capitalization			-
Current Portion of long Term at book			16,240,000,000
Long Term Debt at book			91,807,000,000
Subtotal			108,047,000,000
Less cash and equivalents			48,844,000,000
Market value of invested capital - Model 2			59,203,000,000

The next step is to calculate the denominator. Each of the different bases are calculated are available for both end of year and trailing 12 month data. Furthermore, the calculations are very transparent with notes on where the data came from on the sheet.



<b>Denominator:</b>		
	Last Fiscal Period	Trailing Twelve Months
<b>Sales</b>	260,174,000,000	267,683,000,000
<b>EBITDA (Earnings Before Interest, Tax, Depreciation and Amortization) Calculation</b>		
Operating income (Income before tax and interest)	63,930,000,000	66,153,000,000
Depreciation and amortization	-	-
Restructuring and impairment charges	-	-
Nonrecurring and special charges	-	-
<b>EBITDA</b>	<b>63,930,000,000</b>	<b>66,153,000,000</b>
<b>EBIT (Earnings before Interest and Tax) Calculation</b>		
Operating income	63,930,000,000	66,153,000,000
Restructuring and impairment charges	-	-
Nonrecurring and special charges	-	-
<b>EBIT</b>	<b>63,930,000,000</b>	<b>66,153,000,000</b>
<b>Tangible Book Value as of:</b>	9/28/2019	Book Value
Total assets		338,516,000,000
Intangible		-
Goodwill		-
Total Liabilities		(248,028,000,000)
Current portion of long term debt		16,240,000,000
Long term debt		91,807,000,000
<b>Tangible book value</b>		<b>198,535,000,000</b>
<b>Gross Profit</b>	<b>98,392,000,000</b>	<b>101,578,000,000</b>

Lastly, the multiplier itself is calculated.

<b>Multipliers:</b>		
	Last Fiscal Period	Trailing Twelve Months
<b>MVIC</b>	5,519,815,916,150	21.22
Sales	260,174,000,000	20.62
<b>MVIC</b>	5,519,815,916,150	86.34
EBITDA	63,930,000,000	83.44
<b>MVIC</b>	5,519,815,916,150	86.34
EBIT	63,930,000,000	83.44
<b>MVIC</b>	5,519,815,916,150	27.80
Tangible Book Value	198,535,000,000	27.80
<b>MVIC</b>	5,519,815,916,150	56.10
Gross Profit	98,392,000,000	54.34

The output of the Guideline Public Company is easily used because it is spreadsheets. The analyst can use this data to establish comparable transactions and the pricing multipliers. ValuSource has provided a solution to the public company data problem in an affordable price point solution.