Research Insight<sup>SM</sup>
North America Data Items

**Population & Coverage**

*Standard & Poor’s* CompuStat® North America provides you with up to 20 years of annual and monthly data and up to 48 quarters of quarterly data for more than 21,000 U.S. and Canadian companies. The data described here is available through *Standard & Poor’s* Research Insight<sup>SM</sup> North America.

- More than 10,000 U.S. Active Companies
- More than 10,000 U.S. Inactive Companies
- More than 1,000 Canadian Companies
- 600+ S&P Indexes
- Fundamental Data for S&P Indexes
- Business & Geographic Segments for 7 Years
- More than 1,000 Data Items, Ratios & Growth Rates
- Annual & Quarterly Financial Data
- Monthly Prices & Dividends
- 5 years of Daily Prices<sup>a</sup>
- Daily Items Updated on a Nightly Basis<sup>a</sup>
- Thomson FIRST CALL and I/B/E/S Earnings Estimates Available<sup>*</sup>
- Annual Data back to 1950<sup>*</sup>
- Textual Databases Available: Business Descriptions, Trends & Projections
- More than 1,000 Data Items, Ratios & Growth Rates

**General Company Information**

- Address – Street, City, State, Zip
- ADR Conversion Ratio
- Auditor
- Auditor’s Opinion
- Company Name
- Company Status Code
- Company Web Site Address<sup>a</sup>
- Country of Incorporation
- Currency Translation Rate
- CUSIP Number<sup>a</sup>
- Data Comparability Code
- Date Company First Time on CD
- Current Period – Annual<sup>a</sup>, Quarterly<sup>a</sup>, Monthly, Weekly, Daily
- Economic Sector Codes<sup>◊</sup>
- Employees<sup>a</sup>
- Employees – Restated
- Employer ID Number
- Fiscal Year<sup>a</sup>
- Fortune Rank
- Fortune Industry Code
- GICS Code – Primary – Annual, Current<sup>*</sup> & Monthly
- GICS Economic Sector
- GICS Industry
- GICS Industry Group
- GICS Sub-Industry
- Industry Sector Codes<sup>◊</sup>
- Internet Download Date – Annual<sup>a</sup>, Quarterly<sup>a</sup>, Monthly, Weekly, Scalar<sup>a</sup>
- IPO Date
- Major Index Markers
- NAICS Classifications<sup>◊</sup>
- NASDAQ Identification Code
- Number of Common Shareholders
- Officer Name, Title & Code
- Order Backlog
- Pending Class Change Code
- GLOBAL Vantage Key<sup>a</sup>
- Phone Number
- Primary Location – State
- Primary Location – County
- Reported Date of Quarterly Earnings Per Share<sup>a</sup>
- S&P Index Code – Current<sup>a</sup>, Historical & Monthly
- S&P Industry Code – Current<sup>a</sup>, Historical & Monthly

<sup>a</sup> These items are available on a daily basis
<sup>◊</sup> Current and Historical items
<sup>a</sup> These items are available to those with Daily Fundamental Update capabilities
<sup>*</sup> Available as a separate subscription

Continued inside
### General Company Information (Continued)

- S&P Common Stock Ranking
- S&P Domestic Long-Term Issuer Credit Rating
- S&P Domestic Short-Term Issuer Credit Rating
- Short Business Description
- SIC Code – Primary & Historical
- Source Document Code
- State of Incorporation
- Stock Exchange Listing
- Stock Ownership Code
- Ticker Symbol
- Update Code
- Value/Growth Indicator

### Balance Sheet

#### Assets

- Cash & Cash Equivalents*
- Cash
- Short-Term Investments
- Receivables
- Trade Receivables
- Income Tax Refund
- Other Current Receivables
- Inventories*
- Other Current Assets*
- Prepaid Expenses
- Other Current Assets – Excluding Prepaid Expenses
- Total Current Assets*
- Property, Plant & Equipment – Gross
- Accumulated Depreciation, Depletion & Amortization
- Property, Plant & Equipment – Net
- Investments & Advances – Equity Method
- Investments & Advances – Other
- Intangibles
- Other Assets*
- Deferred Charges
- Other Assets Excluding Deferred Charges
- Total Assets*
- Gross Assets
- Net Operating Assets
- Earning Assets – Total

#### Liabilities

- Debt in Current Liabilities
- Notes Payable
- Debt Due in One Year
- Accounts Payable
- Income Taxes Payable
- Other Current Liabilities
- Accrued Expenses
- Other Current Liabilities – Excluding Accrued Expenses
- Total Current Liabilities
- Long-Term Debt – Total
- Debt – Total
- Other Liabilities
- Deferred Taxes & Investment Tax Credit
- Deferred Taxes
- Investment Tax Credit
- Minority Interest
- Total Liabilities

#### Stockholders’ Equity

- Preferred Stock
- Redeemable Preferred Stock
- Nonredeemable Preferred Stock
- Common Equity
- Common Stock
- Capital Surplus
- Common Equity – Liquidation Value
- Common Equity – Tangible
- Common Shares Outstanding
- Common Shares Reserved for Conversion – Total
- Common Shares Reserved for Conversion of Convertible Debt
- Common Shares Reserved for Conversion of Preferred Stock
- Common Shares Reserved for Conversion of Stock Options
- Common Shares Reserved for Conversion of Warrants
- Common Stock – Carrying Value
- Compensating Balance
- Consolidated Subsidiary Debt
- Contingent Liabilities – Guarantees
- Convertible Debt & Preferred Stock
- Debts Due in Second Year
- Debts Due in Third Year
- Debts Due in Fourth Year
- Debts Due in Fifth Year
- Debt – Mortgage & Other Secured
- Debt – Unamortized Debt Discount & Other
- Estimated Doubtful Receivables
- Finance Subsidiary Debt
- Goodwill
- Raw Materials
- Work in Progress
- Finished Goods
- Inventories – Other
- Inventory Valuation Method
- Inventories – LIFO Reserve
- Invested Capital – Total
- Long-Term Debt – Total Convertible
- Long-Term Debt – Convertible Subordinated
- Long-Term Debt – Senior Convertible
- Long-Term Debt – Subordinated
- Long-Term Debt – Notes
- Long-Term Debt – Debentures
- Other Long-Term Debt
- Capitalized Lease Obligations
- Long-Term Debt Tied to Prime
- Marketable Securities Adjustment
- Postretirement Benefit Asset
- Preferred Dividends in Arrears
- Preferred Stock – Convertible
- Preferred Stock – Liquidating Value
- Preferred Stock – Redemption Value

* These items are available on a daily basis
* Quarter items also

** No longer collected as of 8/22/96
BALANCE SHEET SUPPLEMENTARY (CONTINUED)

- Retained Earnings Restatement
- Retained Earnings – Unadjusted
- Retained Earnings – Unrestricted
- Retained Earnings – Cumulative Translation Adjustment
- Retained Earnings – Other Adjustments
- Short-Term Borrowings – Average Amount
- Short-Term Borrowings – Average Interest Rate
- Treasury Stock – Number of Common Shares
- Treasury Stock – Dollar

PROPERTY, PLANT & EQUIPMENT SCHEDULES

SCHEDULE V
- Beginning Balance **
- Capital Expenditures **
- Retirements **
- Other Changes **
- Ending Balance **

SCHEDULE VI
- Beginning Balance **
- Depreciation Expense **
- Depletion Expense **
- Retirements **
- Other Changes **
- Ending Balance **
- COMPONENTS
  - Buildings **
  - Construction in Progress **

ACCUMULATED DEPRECIATION ON PROPERTY, PLANT & EQUIPMENT

SCHEDULE VI
- Beginning Balance **
- Depreciation Expense **
- Depletion Expense **
- Retirements **
- Other Changes **
- Ending Balance **
- COMPONENTS
  - Buildings **
  - Construction in Progress **

PENSION PLAN

OVERFUNDED
- Vested Benefit Obligation
- Accumulated Benefit Obligation
- Projected Benefit Obligation
- Pension Plan Assets
- Unrecognized Prior Service Cost
- Other Adjustments
- Prepaid (Accrued) Cost

UNDERFUNDED
- Vested Benefit Obligation
- Accumulated Benefit Obligation
- Projected Benefit Obligation
- Pension Plan Assets
- Unrecognized Prior Service Cost
- Additional Minimum Liability
- Other Adjustments
- Prepaid (Accrued) Cost

SUPPLEMENTAL
- Anticipated Long-Term Rate of Return on Plan Assets
- Discount Rate
- Interest Cost
- Other Periodic Cost Components
- Pension Benefit Information Date
- Periodic Pension Cost
- Rate of Compensation Increase
- Return on Plan Assets – Actual
- Service Cost

INCOME STATEMENT

- Sales – Net ^
- Cost of Goods Sold ^
- Selling, General & Administrative ^
- Operating Income Before Depreciation ^
- Depreciation & Amortization ^
- Operating Income After Depreciation ^
- Interest Expense ^
- Nonoperating Income (Expense) ^
- Nonoperating Income (Expense) – Excluding Interest Income
- Interest Income
- Special Items ^
- Pretax Income ^
- Income Taxes – Total ^
- Deferred Taxes – Income Account ^
- Minority Interest ^
- Income Before Extraordinary Items ^

- Cash Dividends – Preferred ^
- Income Before Extraordinary Items – Available for Common ^
- Common Stock Equivalents – Dollar Savings ^
- Income Before Extraordinary Items – Adjusted for Common Stock Equivalents ^
- Extraordinary Items & Discontinued Operations ^
- Extraordinary Items ^
- Discontinued Operations ^
- Net Income – Adjusted for Common Stock Equivalents ^
- Net Income (Loss) ^
- Earnings Per Share Basic from Operations ^

- Earnings Per Share Basic – Excluding Extra Items ^
- Earnings Per Share Basic – Including Extra Items ^
- Earnings Per Share – Diluted – Excluding Extra Items ^
- Earnings Per Share – Diluted – Including Extra Items ^
- Common Shares for Basic Earnings Per Share ^
- Common Shares for Diluted Earnings Per Share ^
- Dilution Adjustment ^
- Dilution Available – Excluding Extra Items ^

^ These items are available on a daily basis
* Quarterly items also
12 MONTH MOVING INFORMATION

- Sales – Net
- Cost of Goods Sold
- Selling, General & Administrative
- Operating Income Before Depreciation^a
- Depreciation & Amortization
- Operating Income After Depreciation
- Interest Expense
- Pretax Income
- Income Before Extraordinary Items
- Income Before Extraordinary Items – Available for Common

INCOME STATEMENT SUPPLEMENTARY

- Acquisitions – Income & Sales Contributions
- Advertising Expense
- Amortization of Intangibles
- Available for Interest^*
- Cash Dividends – Common
- Cumulative Effect of Accounting Changes^*
- Current Income Taxes – Federal, Foreign, State & Other
- Deferred Taxes – Federal, Foreign, State & Other
- Equity in Earnings
- Excise Taxes
- Foreign Currency Adjustment^*
- Interest Capitalized
- Interest Capitalized – Net Income Effect
- Interest Expense on Long-Term Debt
- Investment Tax Credit
- Labor & Related Expenses
- Pension & Retirement Expense
- Periodic Postretirement Benefit Cost
- Pretax Income – Domestic & Foreign
- Rental Expense
- Rental Income
- Research & Development Expense^*
- Rental Commitments – First, Second, Third, Fourth, Fifth Years
- Rental Commitments – 5 Year Total
- Tax Loss Carry Forward
- Tax Rate^*

INCOME STATEMENT RESTATED

- Sales – Net
- Cost of Goods Sold
- Selling, General & Administrative
- Depreciation & Amortization
- Interest Expense
- Nonoperating Income (Expense)
- Pretax Income

STATEMENT OF CASH FLOWS (ANNUAL & YEAR-TO-DATE)^a

INDIRECT OPERATING ACTIVITIES

- Income Before Extraordinary Items^a
- Depreciation & Amortization^a
- Extraordinary Items & Discontinued Operations^a
- Deferred Taxes^a
- Equity in Net Loss (Earnings)^a
- Sale of Property, Plant & Equipment & Sale of Investments – Loss (Gain)^a
- Funds from Operations – Other^a
- Receivables – Decrease (Increase)^a
- Inventory – Decrease (Increase)^a
- Accounts Payable & Accrued Liabilities – Increase (Decrease)^a
- Income Taxes Accrued – Increase (Decrease)^a
- Assets & Liabilities – Other – Net Change^a
- Operating Activities – Net Cash Flow^a

INVESTING ACTIVITIES

- Increase in Investments^a
- Sale of Investments^a
- Short-Term Investments – Change^a
- Capital Expenditures^a
- Sale of Property, Plant & Equipment^a
- Acquisitions^a
- Investing Activities – Other^a
- Investing Activities – Net Cash Flow^a

FINANCING ACTIVITIES

- Sale of Common & Preferred Stock^a
- Purchase of Common & Preferred Stock^a
- Cash Dividends^a
- Issuance of Long-Term Debt^a
- Reduction of Long-Term Debt^a
- Change in Current Debt^a
- Financing Activities – Other^a

FINANCING ACTIVITIES – Net Cash Flow^a
- Exchange Rate Effect^a
- Change in Cash & Cash Equivalents^a

DIRECT OPERATING ACTIVITIES

- Interest Paid – Net of Capitalized Interest^a
- Income Taxes Paid^a

OTHER

- Format Code
- Funds from Operations – Total
- Source of Funds – Other & Total
- Use of Funds – Other & Total
- Change in Working Capital – Other & Total

RESTATED

- Capital Expenditures
- Working Capital

Additional 12MM and year-to-date figures for any quarterly income statement item can be created.

^ These items are available on a daily basis
^a Quarterly items also
^oa Quarterly items contain period data
DIVIDEND POLICY RATIOS
- Dividend Payout Averages – 3, 5, 10 Year
- Earnings Predictability
- Earnings Retention Rate*
- Earnings Retention Rate Average – 3, 5, 10 Year
- Reinvestment Rate*
- Reinvestment Rate Average – 3, 5, 10 Year
- Tax Retention Rate*
- Tax Retention Rate Average – 3, 5, 10 Year

EFFICIENCY RATIOS
- Cash Turnover*
- Common Equity Turnover*
- Fixed Asset Turnover
- Inventory Turnover*
- Leased Asset Turnover*
- Receivables Turnover*
- Total Asset Turnover*
- Total Equity Turnover*
- Working Capital Turnover*

GROWTH RATES
- Equity Growth Rate*
- Average Equity Growth Rate – 3, 5, 10 Year

GROWTH RATES – COEFFICIENT OF DETERMINATION (R²)
- Book Value – 3, 5, 10 Year
- Cash Flow – 3, 5, 10 Year
- Dividends per Share – 3, 5, 10 Year
- Earnings per Share – 3, 5, 10 Year
- Net Income – 3, 5, 10 Year
- Sales – 3, 5, 10 Year
- Restated EPS – 3, 5 Year
- Restated Sales – 3, 5 Year

GROWTH RATES – COMPOUND
- Dividends per Share – 5 Year
- Earnings per Share – 5 Year
- Net Income – 5 Year
- Sales – 5 Year

GROWTH RATES – LEAST SQUARES
- Book Value – 3, 5, 10 Year
- Cash Flow – 3, 5, 10 Year
- Dividends per Share – 3, 5, 10 Year
- Earnings per Share – 3, 5, 10 Year
- Net Income – 3, 5, 10 Year
- Sales – 3, 5, 10 Year
- Restated EPS – 3, 5 Year
- Restated Sales – 3, 5 Year

LEVERAGE RATIOS
- Financial Leverage Index*
- Fixed Assets/Common Equity*
- Fixed Assets/Total Equity*
- Interest Coverage Before Tax*
- Interest Coverage After Tax*
- L-T Debt/Common Equity*
- L-T Debt/Shareholders’ Equity*
- L-T Debt/Tangible Assets
- L-T Debt/Total Capital*
- Total Assets/Common Equity*
- Total Assets/Total Equity*
- Total Debt/Tangible Assets
- Total Debt/Total Assets*
- Total Debt/Total Capital*
- Z-SCORE Measure of Bankruptcy

LIQUIDITY RATIOS
- Available for Interest*
- Average Collection Period*
- Bad Debt Reserve Ratio*
- Cash to Current Assets*
- Cash to Current Liabilities*
- Cash Flow*
- Cash Flow – Alternate Definition
- Cash Flow per Share*
- Current Ratio*
- Days to Pay Accounts Payable*
- Days to Sell Inventory*
- Free Cash Flow – 12 Months Moving
- Free Cash Flow per Share*
- Free Cash Flow per Share – 12 Months Moving
- Liquidity Index*
- Net Trade Cycle*
- Operating Cycle*
- Quick Ratio*
- Short Term Debt/Total Debt*
- Working Capital per Share*

MEASURE OF FUNDS FLOW ADEQUACY
- Cash Reinvestment Ratio*
- Free Cash Flow*
- Funds Flow Adequacy Ratio*
- Internal Funds of Capital Expenditures*

MEASURE OF STOCK VALUATION
- Price/Book Ratio
- Price/Cash Flow per Share – Daily & Monthly
- Price/Earnings Ratio – Monthly
- Price/EBIT Diluted from Operations
- Price/Free Cash Flow per Share – Daily & Monthly
- Price/Sales per Share – Daily & Monthly
- Earnings Yield – Daily & Monthly
- Value/Growth Indicator

PERCENTAGE CHANGES
- Earnings per Share Percentage Change – 1, 3, 5, 10 Year
- Income Percentage Change – 1, 3, 5, 10 Year
- Price High Percentage Change – 1, 3, 5, 10 Year
- Price Low Percentage Change – 1, 3, 5, 10 Year
- Price Close Percentage Change – 1, 3, 5, 10 Year
- Sales Percentage Change – 1, 3, 5, 10 Year

PROFITABILITY RATIOS
- Cash Flow Margin*
- Earnings Before Interest & Taxes Margin*
- Earnings Before Interest & Taxes Margin – 12 Month Moving*
- Earnings Before Interest & Taxes, Depreciation & Amortization Margin*
- Gross Profit Margin*
- Gross Profit Margin – 12 Month Moving
- Net Profit Margin*
- Operating Margin After Depreciation*
- Operating Margin Before Depreciation*
- Pretax Profit Margin*
- Pretax Return on Assets*
- Pretax Return on Average Assets*
- Pretax Return on Average Equity*
- Pretax Return on Average Fixed Assets*
- Pretax Return on Average Investments*
- Pretax Return on Equity*
- Pretax Return on Investments*
- Return on Assets*
- Return on Average Assets*
- Return on Average Equity*
- Return on Average Investments*
- Return on Equity*
- Return on Investments*

RELATIVE MARKET PERFORMANCE
- Relative Price – S&P Sector
- Relative Total Return – S&P 500 – 5 & 10 Year
- Relative Total Return – S&P Industrials – 5 & 10 Year

* Quarterly items also
## Financial Ratios (Continued)

- Relative Total Return – S&P Midcap – 5 & 10 Year
- Relative Total Return – S&P Sector – 5 & 10 Year
- Relative PE – S&P 500
- Relative PE – S&P Industrials
- Relative PE – S&P Midcap
- Relative PE – S&P Sector
- Relative Price to Book – S&P 500
- Relative Price to Book – S&P Industrials
- Relative Price to Book – S&P Sector
- Relative Dividend Yield – S&P 500
- Relative Dividend Yield – S&P Industrials
- Relative Dividend Yield – S&P Midcap
- Relative Dividend Yield – S&P Sector

### Standard Data

- Book Value Per Share Average – 3, 5, 10 Year
- Price High Daily – 1 Year
- Price High – 12 Month Moving
- Price High Average – 3, 5, 10 Year
- Price Low Daily – 1 Year
- Price Low – 12 Month Moving
- Price Low Average – 3, 5, 10 Year
- Trading Volume Average – 1, 3, 5, 10 Year

Additional ratios can be created with any combination of items.

## Market Data

### Annual – 20 Year History

- Cumulative Adjustment Factor – Ex-Date
- Cumulative Adjustment Factor – Pay Date
- Book Value Per Share
- Dividend Payout
- Dividends Per Share – Ex-Date
- Dividends Per Share – Pay Date
- Dividend Yield
- Market Return – Ex-Date
- Market Return – Pay Date
- Market Value – Fiscal
- Price/Book Ratio
- Price – Calendar Close
- Price – Calendar High
- Price – Calendar Low
- Price – Fiscal Close
- Price – Fiscal High
- Price – Fiscal Low
- Total Return – 1, 3, 5, 10 Year
- Total Return – YTD, QTD, MTD
- Total Return – Indexed – 1, 3, 5, 10 Year
- Trading Volume – Calendar Year
- Trading Volume – Fiscal Year

### Monthly – 240 Month History

- Beta
- Cash Equivalent Distributions
- Cumulative Adjustment Factor – Ex-Date
- Cumulative Adjustment Factor – Pay Date
- Common Shares Traded
- Dividends Per Share – Ex-Date
- Dividend Yield
- Market Return – Ex-Date
- Market Return – Pay Date
- Market Value
- Net Asset Value
- Price/Earnings Ratio
- Price – Calendar
- Price – High
- Price – Low
- Total Return Factor

### Weekly

- Common Shares Traded
- Price – Calendar

### Daily – 5 Year History

- 6-Month Total Return
- 10-Day Moving Average Price
- 50-Day Moving Average Price
- 200-Day Moving Average Price
- Cumulative Adjustment Factor – Ex-Date
- Cumulative Adjustment Factor – Pay Date
- Common Shares Traded
- Dividend Distribution Type – Ex-Date
- Dividend Distribution Type – Pay Date
- Dividend Payment Method – Ex-Date
- Dividend Payment Method – Pay Date
- Dividends Per Share – Ex-Date

### Dividends Per Share – Pay Date
- Dividend Yield
- Earnings Per Share
- Indicated Annual Dividend
- Issue Availability Code
- Issue CUSIP Number
- Issue Description – Par Value
- Issue ID
- Issue Trading Exchange
- Issue Trading Status Code
- Issue Trading Ticker
- Issue Type Code
- Margin Requirement Code
- Market Return – Ex-Date
- Market Return – Pay Date
- Market Value
- Momentum
- On-Balance Volume
- Previous Issue CUSIP Number
- Price/Book Ratio
- Price/Earnings Ratio
- Price – Close
- Price – High
- Price – Low
- Price Status Code
- Total Return Factor
- Volatility

### Short Interest Data & Reports

- Short Interest

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^ These items are available on a daily basis
^ Quarterly items also
Ω Requires subscription to daily downloads and 5-Year history
¥ Daily items may require a separate subscription
U.S. AND CANADIAN ECONOMIC DATA

- Capital Asset Pricing Model (U.S. only)
- Consumer Price Index – All Urban – All Items
- Employment – Nonfarm
- Federal Funds Rate (U.S. only)
- Government Bond Yields – 10, 20 & 30 Year (U.S.)
- Government Bond Yields – 10 & over, 30 Year (Canadian)
- Government Note Yields – 2, 3, 5, 7, 10 Year (U.S.)
- Government Note Yields – 5, 10 Year (Canadian)
- Gross Domestic Product
- Housing Starts
- Inflation Rate (U.S. only)
- LIBOR – 1 & 2 Month (U.S. only)
- Market Indicator (U.S. only)
- Money Supply (M1, M2) (U.S. only)
- Prime Interest Rate
- Producer Price Index – Finished Goods – All Items
- Raw Materials Price Index
- Retail Sales – Total
- Sale of Passenger Cars
- Treasury Bill Rates – 1, 2, 3, 6, 12 Month (U.S.)
- Treasury Bill Rates – 3, 12 Month (Canadian)
- Unemployment Rate

FINANCIAL SERVICES ITEMS

- Assets for Sale as a Percentage of Total Assets*
- Interest Expense – Total*
- Interest Expense as a Percentage of Total Liabilities*
- Interest Income – Net*
- Interest Income – Net (Tax Equivalent)*
- Interest Income – Total*
- Loans – Net as a Percentage of Total Assets*
- Loans – Net as a Percentage of Deposits*
- Net Asset Value
- Net Charge – Offs*
- Net Charge – Offs as a Percentage of Net Income*
- Net Interest Margin*
- Nonoperating Income (Expense) as a Percentage of Net Interest Income*
- Nonperforming Assets – Total*
- Nonperforming Assets as a Percentage of Total Assets*
- Price/Net Asset Value
- Provision for Loan & Asset Losses*
- Provision for Loan & Asset Losses as a Percentage of Total Assets*
- Reserve for Loan & Asset Losses*
- Reserve for Loan & Asset Losses as a Percentage of Nonperforming Assets*
- Reserve for Loan & Asset Losses as a Percentage of Total Assets*
- Risk-Adjusted Capital Ratio Total*
- Risk-Adjusted Capital Ratio – Tier 1*
- Risk-Adjusted Capital Ratio – Tier 2
- Securities as a Percentage of Total Assets
- Tax Equivalent Adjustment*

COLUMBINE CAPITAL SERVICES †

- Beta
- Book Value
- Cash Flow
- Columbine Alpha
- Columbine/First Call
- Core Model
- Dividend Yield
- Earnings Change
- Earnings Growth
- Earnings Surprise
- Earnings Volatility
- Estimate Revision
- Estimated Earnings Yield
- Growth Model
- Income Model
- Market Liquidity
- Momentum Model
- Reported Earnings Yield
- Sector Model
- Small-Cap Model
- Valuation Model
- Value Model

SEGMENTS – LINES OF BUSINESS

- Capital Expenditures
- Depreciation
- Employees
- Equity in Earnings
- Foreign Governments
- Identifiable Assets
- Investments at Equity
- Number of Business Segments
- Operating Profit
- Order Backlog
- Principal Products & Related Sales
- Principal Customers & Related Sales
- Research & Development – Customer Sponsored
- Research & Development – Company Sponsored
- Sales
- Sales to Domestic Governments
- Sales to Foreign Governments
- Sales – Total Foreign
- Segment Availability Code
- Segment ID
- Segment Name
- SIC Codes for Each Segment

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<tr>
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<th>DESCRIPTION OF BUSINESS SEGMENTS</th>
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<td>1,693,000</td>
<td>11</td>
<td>285,000</td>
<td>4</td>
<td>510,000</td>
<td>3</td>
<td>9,814,000</td>
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<td>Industrial Products and Sysl</td>
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<td>11,025,000</td>
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<td>2,095,000</td>
<td>14</td>
<td>433,000</td>
<td>6</td>
<td>423,000</td>
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<td>GECS</td>
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<td>15,740,000</td>
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<td>4,372,000</td>
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<td>15,432,000</td>
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<td>345,018,000</td>
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* Quarterly items also
† Columbine Capital items are available with a separate subscription
SEGMENTS – GEOGRAPHIC AREAS

- Capital Expenditures
- Depreciation
- Identifiable Assets
- Number of Geographic Segments
- Operating Profit
- Sales
- Sales – Aggregate Export
- Segment Area Codes
- Segment Availability Code
- Segment ID
- Total Foreign Sales as a Percentage of Total Sales

<table>
<thead>
<tr>
<th>Geographic Area Code</th>
<th>Geographic Area Description</th>
<th>Sales</th>
<th>Operating Income</th>
<th>Assets</th>
<th>Depreciation</th>
<th>Capital Expenditures</th>
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<td>70</td>
<td>Domestic</td>
<td>5,093,000</td>
<td>1,471,700</td>
<td>8,025,500</td>
<td>444,500</td>
<td>472,100</td>
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<td>98</td>
<td>Total Foreign</td>
<td>8,166,300</td>
<td>1,847,900</td>
<td>12,251,800</td>
<td>511,800</td>
<td>1,395,700</td>
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<td>Asia Pacific</td>
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<td>404,300</td>
<td>2,682,200</td>
<td>114,900</td>
<td>188,400</td>
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<td>Europe</td>
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<td>1,203,400</td>
<td>6,966,800</td>
<td>305,200</td>
<td>881,800</td>
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<td>63</td>
<td>Foreign Countries</td>
<td>1,409,100</td>
<td>240,200</td>
<td>2,456,800</td>
<td>91,700</td>
<td>325,500</td>
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<td>80</td>
<td>South America</td>
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<td></td>
<td></td>
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<td></td>
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<tr>
<td>50</td>
<td>Mexico</td>
<td></td>
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<tr>
<td></td>
<td><strong>Totals</strong></td>
<td>13,259,300</td>
<td>3,319,600</td>
<td>20,277,300</td>
<td>956,300</td>
<td>1,867,800</td>
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</tbody>
</table>

Aggregate Export Sales (Included in Domestic) @NA

THOMSON First Call EPS ESTIMATES† (with Cash Flow)

- First Call Consensus Recommendations
- First Call Last Revision Date
- First Call Latest Report Date
- First Call Mean Long-Term Growth Rate
- First Call Cash Flow/Long-Term Growth Rate
- First Call Cash Flow Share Surprise – Current Year, Current Quarter
- First Call Latest Actual Cash Flow – Current Year, Current Quarter
- First Call Previous Mean Estimate – Current Year, Current Quarter
- First Call 7-Day Revisions Mean – Current Quarter
- First Call 30-Day Revisions Mean – Current Quarter
- First Call 60-Day Revisions Mean – Current Quarter
- First Call Coefficient of Variation – Year 1, Quarter 1
- First Call Fiscal Year – Year 1
- First Call High Estimate – Years 1, 2, Quarters 1, 2, 3 & 4
- First Call Implied Cash Flow – Year 1, Quarter 1
- First Call Low Estimate – Years 1, 2, Quarters 1, 2, 3 & 4
- First Call Mean Estimate – Years 1, 2, Quarters 1, 2, 3 & 4
- First Call Median Estimate – Years 1, 2, Quarters 1, 2, 3 & 4
- First Call Number of Analyst Estimates – Years 1, 2, Quarters 1, 2, 3 & 4
- First Call Standard Deviation – Years 1, 2, Quarters 1, 2, 3 & 4
- First Call Cash Flow 1 Year Ago – Quarter 1, 2, 3 & 4
- First Call Cash Flow 12 Months Moving – Quarter 1
- First Call Expected Report Date – Quarters 1, 2, 3 & 4
- First Call Quarter and Fiscal Year – Quarter 1
- First Call 7-Day Revisions Down – Years 1, 2, Quarters 1, 2
- First Call 7-Day Revisions Down – Years 1, 2, Quarters 1, 2
- First Call 30-Day Revisions Down – Years 1, 2, Quarters 1, 2
- First Call 30-Day Revisions Up – Years 1, 2, Quarters 1, 2
- First Call 60-Day Revisions Down – Years 1, 2, Quarters 1, 2
- First Call 60-Day Revisions Up – Years 1, 2, Quarters 1, 2
- First Call 90-Day Revisions Down – Years 1, 2, Quarters 1, 2
- First Call 90-Day Revisions Up – Years 1, 2, Quarters 1, 2
- First Call Previous - 1 Year Ago - Surprise 2B
- First Call Previous - 1 Year Ago - Surprise 3B
- First Call 1 Year Ago (Quarter 0)
- First Call Previous - 1 Year Ago (Quarter 0)
- First Call Previous - 1 Year Ago (Quarter 1)
- First Call Previous - 1 Year Ago (Quarter 2)
- First Call Previous - 1 Year Ago (Quarter 3)
- First Call Number of Analysts - Growth Rate
- First Call Mean - Growth Rate
- First Call High - Growth Rate
- First Call Low - Growth Rate
- Peg Ratio with First Call Estimate
- First Call Earnings Per Share Estimates Items available on a daily basis

First Call items are available on a daily basis.

First Call Earnings Per Share Estimates Items in the latest version of Research Insight include:

- First Call Momentum Revisions Date
- First Call Note - Cash Flow
- First Call Quarter 1 - 12 Months Moving
- First Call Quarter 4 - 12 Months Moving
- First Call Previous - 1 Year Ago - Surprise 0B
- First Call Previous - 1 Year Ago - Surprise 1B
- First Call Previous - 1 Year Ago (Quarter 0)
- First Call Previous - 1 Year Ago (Quarter 1)
- First Call Previous - 1 Year Ago (Quarter 2)
- First Call Previous - 1 Year Ago (Quarter 3)
- First Call Number of Analysts - Growth Rate
- First Call Mean - Growth Rate
- First Call High - Growth Rate
- First Call Low - Growth Rate

† Available with a separate subscription
THOMSON I/B/E/S INSTITUTIONAL BROKERS ESTIMATE SYSTEM†

- IBES Percentage of Unexpected Earnings
- IBES EPS – Actual Quarterly Average Estimate
- IBES EPS – Actual Quarterly Estimated Standard Deviation
- IBES EPS – Actual Quarterly Number of Estimates
- IBES EPS – Last 4 Quarters Actual
- IBES EPS – Latest Actual
- IBES EPS – Latest Actual – Quarterly
- IBES Standard Unexpected Earnings
- Currency for IBES Estimates◊
- IBES 5-Year Growth – Average Estimate◊
- IBES 5-Year Growth – Estimated Standard Deviation◊
- IBES 5-Year Growth – High Estimate◊
- IBES 5-Year Growth – Low Estimate◊
- IBES 5-Year Growth – Median Estimate◊
- IBES 5-Year Growth – Number of Estimates◊
- IBES Estimates Date◊
- IBES Forecast – Quarter 1◊
- IBES Forecast – Year 1◊
- IBES Average Estimate – Quarters 1, 2◊
- IBES High Estimate – Quarters 1, 2◊
- IBES Low Estimate – Quarters 1, 2◊
- IBES Median Estimate – Quarters 1, 2◊
- IBES Number of Estimates Down – Quarters 1, 2◊
- IBES Number of Estimates Up – Quarters 1, 2◊
- IBES Number of Estimates – Quarters 1, 2◊
- IBES Average Estimates – Years 1, 2◊
- IBES Coefficient of Variation – Years 1, 2◊
- IBES Estimated Standard Deviation – Years 1, 2◊
- IBES High Estimate – Years 1, 2◊
- IBES Low Estimate – Years 1, 2◊
- IBES Median Estimate – Years 1, 2◊
- IBES Number of Estimates Down – Years 1, 2◊
- IBES Number of Estimates Up – Years 1, 2◊
- IBES Number of Estimates – Years 1, 2◊
- IBES Implied Price/Earnings Ratio – Years 1, 2◊

FIRST CALL 90-Day Revisions
- Up – Years 1, 2, Quarters 1, 2
- First Call 90-Day Revisions
- Mean – Years 1, 2, Quarters 1, 2
- Peg Ratio with First Call Estimate

FIRST CALL items are available on a daily basis

STERN STEWART’S EVAntageTM†

- A/T Extra Loss (Gain)
- A/T R&D Year – 0, 1, 2 & 3
- Acc A/T Extra Loss (Gn)
- Acc Goodwill Amort
- Adj Book Value of Eq
- Adj Ordinary Inc Com
- Adjusted EBIT
- Adjusted Goodwill
- Adjusted PPE
- After Tax Special Items
- Average Exercise Price
- Before Tax Special Items
- Capital
- Capitalized M&A (3 Yrs)
- Capitalized R&D (5 Yrs)
- Cash Operating Taxes
- Change in Def Tax
- Cost of Capital
- Cost of Debt
- Cost of Equity
- Cost of Other Cap
- Cumulative Amort of Intangibles
- Current Deferred Tax Asset
- Current Deferred Tax Liability
- Current Op Assets
- Current Op Value (Avg)
- Current Op Value (Beg)
- Debt % of Total Capital – 3 Yr
- Deferred Tax Residual
- EBIT Adjustments
- Equity % Total Capital – 3 Yr
- EVA Average Capital
- EVA Beginning Capital
- Future Growth Value Avg
- Future Growth Value Beg
- In Process Research & Development
- Int Expense of Options
- Long-Term Deferred Tax Asset
- Marginal Tax Rate
- MV of Capital (Dec)
- MV of Capital (FYE)
- MV of Equity (Dec)
- MVA (Dec)
- MVA (FYE)
- Net Deferred Tax Asset
- Net Deferred Tax Liability
- Net Working Capital
- NIBCLs
- Non-Operating Capital
- Non-Recurring Portion of Disc Ops
- NOPAT
- Operating Expense
- Options O/S at YE
- Other Assets
- Other Cap % Tot Cap – 3 Yr
- Other Capital
- PV Non-Cap Lease Mid Yr
- Rent Commr Min – T/A
- Return on Average Capital
- Return on Beg Capital
- Risk Free Rate
- SEC – 10 Reserve Adjust
- Tax Adjustments
- Tax on SPI
- Total Capital
- Total Debt & Leases
- Total Net Deferred Tax Asset Liab
- Total Other Assets
- Unlevered Beta

† Available with a separate subscription
◊ Current & Historical Items
INSTITUTIONAL OWNERSHIP

DETAIL DATA
- Institution Name – Top 10 Buys, Sells, Changes & Holdings
- Institution Rank – Top 10 Buys, Sells, Changes & Holdings
- Institutions Buying
- Institutions Selling
- Closed Position Indicator – Top 10 Sells
- New Position Indicator – Top 10 Buys
- Percent of Total Shares Outstanding
- Period End Date – Top 10 Buys, Sells, Changes & Holdings
- Prev Period End Date – Top 10 Buys, Sells, Changes & Holdings

SUMMARY DATA
- Share Holdings for Top 10 Inst. – Buys, Sells, Changes & Holdings
- Share Holdings – Previous – for Top 10 Inst.- Buys, Sells, Changes & Holdings
- Shares Executed – for Top 10 Inst. – Buys, Sells, Changes

CONCEPTS
- Institutional Total IO Buyers, Sellers, Holders
- Institutional Total Shares Held
- Percent Change from Prior Quarter

INSIDER TRADING

DETAIL DATA
- Beginning Date – Top 10 Buys & Sells
- Beginning Price – Top 10 Buys & Sells
- Ending Date – Top 10 Buys & Sells
- Ending Price – Top 10 Buys & Sells
- Insider Name – Top 10 Buys & Sells
- Insider Rank – Top 10 Buys & Sells
- Insider Relation – Top 10 Buys & Sells
- Insider Share Holdings – Top 10 Buys & Sells
- Insider Shares Executed – Top 10 Buys & Sells
- Transaction Value – Top 10 Buys & Sells

SUMMARY DATA
- Insider Buys Shares – 3, 6 & 12 Month
- Insider Buys Transactions – 3, 6 & 12 Month
- Insider Sells Shares – 3, 6 & 12 Months
- Insider Sells Transactions – 3, 6 & 12 Month
- Insider Net Shares – 3, 6 and 12 Month
- Insider Net Transactions – 3, 6 & 12 Month
- Total Shares Held – 3, 6 & 12 Month

CONCEPTS
- Number of Buys in Latest Month
- Number of Sells in Latest Month
- Top 10 Shares Executed – Buys & Sells
- Top 10 Shares Held – Buys & Sells
- Top 10 Transaction Value – Buys & Sells

SFAS 142 DATA ITEMS

- Acquisition/Merger Pretax†
- Acquisition/Merger After-Tax†
- Acquisition/Merger Basic EPS Effect†
- Acquisition/Merger Diluted EPS Effect†
- Gain/Loss Pretax†
- Gain/Loss After-Tax†
- Gain/Loss Basic EPS Effect†
- Gain/Loss Diluted EPS Effect†
- Impairment of Goodwill Pretax†
- Impairment of Goodwill After-Tax†
- Impairment of Goodwill Basic EPS Effect†
- Impairment of Goodwill Diluted EPS Effect†
- Settlement (Litigation/Insurance) Pretax†
- Settlement (Litigation/Insurance) After-Tax†
- Settlement (Litigation/Insurance) Basic EPS Effect†
- Settlement (Litigation/Insurance) Diluted EPS Effect†
- Restructuring Cost Pretax†
- Restructuring Cost After-Tax†
- Restructuring Cost Basic EPS Effect†
- Restructuring Cost Diluted EPS Effect†
- Writedowns Pretax†
- Writedowns After-Tax†
- Writedowns Basic EPS Effect†
- Writedowns Diluted EPS Effect†

† Quarterly also available
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<thead>
<tr>
<th>CORE ITEMS</th>
<th>CORE CONCEPTS</th>
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<tbody>
<tr>
<td>• S&amp;P Core Earnings - Annual</td>
<td>• S&amp;P Core Earnings Return On Equity</td>
</tr>
<tr>
<td>• S&amp;P Core EPS - Basic</td>
<td>• S&amp;P Core Earnings Profit Margin</td>
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<tr>
<td>• S&amp;P Core EPS - Diluted</td>
<td>• Price/S&amp;P Core EPS Basic</td>
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<tr>
<td>• S&amp;P Core Earnings - Quarterly</td>
<td>• Price/S&amp;P Core EPS Diluted</td>
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<td>• S&amp;P Core EPS - Diluted Quarterly Projected</td>
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<td>• S&amp;P Core EPS - Diluted 12MM Projected</td>
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