# AIM Analyst Bios

<table>
<thead>
<tr>
<th>Name</th>
<th>Location</th>
<th>Companies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brady Blackett</td>
<td>Englewood, CO</td>
<td>Coca-Cola, CarMax</td>
</tr>
<tr>
<td>Oliver Castelino</td>
<td>Manlius, NY</td>
<td>Potash, GIII Apparel</td>
</tr>
<tr>
<td>Samuel DeLemos</td>
<td>Nashville, TN</td>
<td>Amazon.com, Flowserve</td>
</tr>
<tr>
<td>Matthew Elijah</td>
<td>Tiburon, CA</td>
<td>KeyCorp, Priceline</td>
</tr>
<tr>
<td>Anand Hingway</td>
<td>Nagpur, India</td>
<td>Dick’s Sporting Goods, Gilead Sciences</td>
</tr>
<tr>
<td>Kristin Iyer</td>
<td>Fort Collins, CO</td>
<td>Starwood Hotels, Gap</td>
</tr>
<tr>
<td>Andrew John</td>
<td>Bellevue, WA</td>
<td>LabCorp, Fuel Systems Solutions</td>
</tr>
<tr>
<td>Paul Karam</td>
<td>Los Angeles, CA</td>
<td>eBay, RBC Bearings</td>
</tr>
<tr>
<td>Ryan Kennedy</td>
<td>Croton, NY</td>
<td>Alliant Technologies, Waste Management</td>
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<tr>
<td>Michael Kiel</td>
<td>Livonia, MI</td>
<td>Qualcomm, Ford</td>
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<tr>
<td>Brian Kuske</td>
<td>Naperville, IL</td>
<td>Dollar Tree, Harley-Davidson</td>
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<tr>
<td>Wenhao Li</td>
<td>Chengdu, China</td>
<td>Continental Resources, Manpower Group</td>
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<tr>
<td>John Madia</td>
<td>Clarksburg, WV</td>
<td>Discover Financial, PNC</td>
</tr>
<tr>
<td>Andrew Mayer</td>
<td>Arvada, CO</td>
<td>Ecolab, Crown Castle</td>
</tr>
<tr>
<td>Brandon McGrath</td>
<td>Denver, CO</td>
<td>Perrigo, AeroVironment</td>
</tr>
<tr>
<td>Paul Mooradian</td>
<td>Shrewsbury, MA</td>
<td>Caterpillar, Dover Corporation</td>
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<tr>
<td>Jennafer Newcomb</td>
<td>Toms River, NJ</td>
<td>Chevron, Sonic</td>
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<tr>
<td>Frederick Patterson</td>
<td>Fremont, MI</td>
<td>Google, Polypore</td>
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<tr>
<td>Laura Ritter</td>
<td>Beverly Hills, MI</td>
<td>Cummins, Williams-Sonoma</td>
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<tr>
<td>Adrianna Stasiuk</td>
<td>Park Ridge, IL</td>
<td>Halliburton, lululemon athletica</td>
</tr>
<tr>
<td>David Weinstein</td>
<td>Pittsburgh, PA</td>
<td>Teradata, Apple</td>
</tr>
<tr>
<td>Ryan Wong</td>
<td>Diamond Bar, CA</td>
<td>Newmont Mining, Activision Blizzard</td>
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<tr>
<td>David Young</td>
<td>Seattle, WA</td>
<td>UnitedHealth Group, Assisted Living Concepts</td>
</tr>
</tbody>
</table>
PRESENTATION AGENDA

- Personal Introductions
- Presentation Topics
  I. Objectives and Guidelines
  II. Economic Environment
  III. Security Analysis
  IV. Portfolio Performance Evaluation
  V. General Information
- Concluding Remarks
I. OBJECTIVES AND GUIDELINES
Overview

- **Course Overview**
  - Blend traditional academic objectives with practical experience in portfolio management
  - Provide analysts with thorough grounding in process of portfolio management

- **Analyst Selection Process**
  - Analysts are selected from a pool of candidates based on academic record and diverse backgrounds
ANALYST RESPONSIBILITIES

- Stock Selection
  - First Round - Analysts assigned a current portfolio position and complete a comprehensive security analysis
  - Second Round - Analysts select a second equity and complete comprehensive security analysis

- Security Analysis
  - Company Background
  - Industry Analysis
  - Fundamental Analysis
  - Earnings Forecast
  - Technical Analysis
  - Valuation Analysis
GROUP RESPONSIBILITIES

- Industry/Sector Analysis
  - Industry and sector overviews
  - Historical performance
  - Outlook

- Economic Analysis
  - Recent trends: unemployment, inflation, GDP growth, etc.
  - Current events
  - Focus on factors with most relevance to portfolio

- Portfolio Performance Analysis
  - Performance benchmark comparisons
  - Risk-adjusted performance measures
  - Industry composition
  - Best and worst performers

- Trading Group
  - Coordinates trading activity for portfolio
  - Works closely with ND Investment Office
Analysts discuss inputs, assumptions, and drivers

Analysts give buy, sell, or hold recommendations based on security analysis performed and intrinsic valuations

Final portfolio decisions are voted upon and require majority vote of all analysts

Long/short hedge position established
**INVESTMENT PHILOSOPHY**

- **Investment objective**
  - Outperform S&P 500 over long time horizon
  - Outperform secondary indices, Russell 2000 and HBI (65% S&P 500 + 35% Russell 2000)

- **Risk managed by diversification and allocation between small, mid, and large-cap stocks**

- **Investment decisions**
  - Fundamental analysis
  - Bottom-up approach
INVESTMENT POLICIES

- Only equities traded on major US exchanges
  - No bonds, ADRs, or derivative instruments
  - No margin purchases or short selling

- Portfolio target allocation
  - 35% in small (<$1B) and mid-cap ($1B-$5B) stocks
  - 65% in large cap (>5B) stocks
  - +/- 10% boundary
  - 0% long-term target for cash holdings

- No individual stock position will exceed 10% of portfolio
**MARKET CAPITALIZATION**

**AIM XXXIII**
- Small & Mid-Cap: 13.8%
- Large Cap: 86.2%

**AIM XXXIV**
- Small & Mid-Cap: 11.5%
- Large Cap: 88.5%

Legend:
- Blue: Small & Mid-Cap
- Red: Large Cap
ETHICAL POLICIES

- AIM will not invest in any company whose values are not consistent with those of the University of Notre Dame

- Includes but is not limited to
  - Abortifacients
  - Birth Control
  - Tobacco

- Perrigo was removed from portfolio for their involvement with abortifacients
II. ECONOMIC ENVIRONMENT
ECONOMIC DISCUSSION

- Current Economic Environment
- GDP Projections
- Consumption
- Housing
- Net Exports
- Unemployment
- Inflation
- Effect on AIM Portfolio
FAILURE TO RECOVER

Time to Recover Job Losses in Post-WWII Recessions

Source: Calculated Risk
Our Forecast

Annualized GDP Growth with 2012 Forecast

Source: U.S. Bureau of Economic Analysis
LACK OF CONSUMPTION

Growth of GDP Components

Source: U.S. Bureau of Economic Analysis

Source: U.S. Bureau of Economic Analysis
PRIVATE CONSUMPTION

Real Disposable Personal Income

Annual Rate

Source: BEA
Personal Savings Rate

Annual Rate

Source: BEA
Have we reached a bottom in housing prices?

Case Shiller **Composite 10 Index** and YOY **Percentage Change**: 1988 - 2012

“The crash is over” – Mark Zandi, Moody’s Chief Economist 4/25/12

Source: Standard and Poor’s, Derived
**Housing Sector**

**Will housing leap forward?**

Builder Confidence and Housing Starts: 1985 - 2012

*Builder Confidence is a housing market index compiled by Wells Fargo/NAHB monthly*

Source: NAHB/Wells Fargo Housing Market Index, U.S. Census Bureau, NBER.
Will housing leap forward?

Builder Confidence and Housing Starts: 2006 - 2013E

*Builder Confidence is a housing market index compiled by Wells Fargo/NAHB monthly

Source: NAHB/Wells Fargo Housing Market Index, U.S. Census Bureau, NBER.
Foreclosures causing a “gap”

 Existing and New Home Sales: 2003 - 2/2012
Seasonally Adjusted Data

Gap caused by foreclosures will persist for some time

Source: NAR
Bottom is not really here... prices have more room to fall

Mortgage Delinquencies and Foreclosures by Period Past Due, All Loans Outstanding: 2002-2011

Source: MBA National Delinquency Survey, Lender Processing Services
Net Exports of Goods and Services since 1975

Source: Federal Reserve Bank of St. Louis
INTERNATIONAL EFFECTS

China

- Industrial growth slowing at approximately 11.4% versus normal 15%
- Trade to European Union grew 4.7% year-over-year, but fell 1.1% for the first two months of 2012
- Rising domestic labor costs threaten slowing international trade

Europe

- Growth forecasts continue to be cut
- Higher costs of borrowing despite successful Spanish and Italian auctions
- Dutch PM Mark Rutte’s resignation signifies trouble in AAA-rated country

HSBC Flash Manufacturing PMI

European Countries' Unemployment Rate

Source: Eurostat, The Economist, BBC News
Unemployment Rate

Employment Ratios

Source: Federal Reserve Bank of St. Louis
Mean Duration of Unemployment

Source: Federal Reserve Bank of St. Louis
• Fed maintaining 0% - 0.25% Fed Funds rate through 2014

• Anticipate 3% annual inflation rate in 2012 due to slower recovery

Source: Federal Reserve Bank of St. Louis
<table>
<thead>
<tr>
<th>Less Supportive</th>
<th>More Supportive</th>
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<tbody>
<tr>
<td>Dick’s Sporting Goods</td>
<td>Alliant Tech</td>
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<tr>
<td>Activision Blizzard</td>
<td>Coca-Cola</td>
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<td>eBay</td>
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<td>Williams-Sonoma</td>
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<td>Discover Financial</td>
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<td>Chevron</td>
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<td></td>
<td>Continental Resources</td>
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<td>Halliburton</td>
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III. SECURITY ANALYSIS
SECURITY SELECTION PROCESS

- Bottom-up approach to security selection

- Analysts complete seven reports that address the following areas of concern:
  - Company Background
  - Industry Analysis
  - Fundamental Analysis
  - Beta
  - Earnings Forecast
  - Final Valuation and Recommendation
  - Technical Analysis

- All seven reports are considered and each analyst makes a buy, sell, or hold recommendation
# Analyst Agenda

<table>
<thead>
<tr>
<th>Analyst</th>
<th>Stock</th>
<th>Focus</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sam DeLemos</td>
<td>Flowserve</td>
<td>Fundamentals</td>
</tr>
<tr>
<td>David Weinstein</td>
<td>Apple</td>
<td>Earnings</td>
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<tr>
<td>John Madia</td>
<td>PNC Financial Services</td>
<td>Multiples Valuation</td>
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<tr>
<td>Brandon McGrath</td>
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<tr>
<td>Adrianna Stasiuk</td>
<td>lululemon athletica</td>
<td>Discovery</td>
</tr>
<tr>
<td>Andy John</td>
<td>Fuel Systems Solutions</td>
<td>Scenario Analysis</td>
</tr>
<tr>
<td>Brady Blackett</td>
<td>CarMax</td>
<td>Technical Analysis</td>
</tr>
</tbody>
</table>
FLOWSERVE CORPORATION

Price: $115.93
Market Cap: $6.3B
P/E (FFY): 11.5x
EPS (TTM): $7.64
Analyst Coverage: 10

FFY = Forward Fiscal Year
TTM = Trailing Twelve Months

Source: Yahoo! Finance, Analyst Derived
Ratio analysis reveals significant management effect

- Focus on industries/economies with strong demand
- Protect gross margins through product mix and differentiation
- Significant outperformance on the bottom line
- Low financial risk and operating volatility translate into high risk-adjusted returns

### Key Ratios 2011

<table>
<thead>
<tr>
<th>Ratio</th>
<th>2011</th>
<th>Industry Average</th>
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</thead>
<tbody>
<tr>
<td>Return on Equity</td>
<td>18.81%</td>
<td>11.60%</td>
</tr>
<tr>
<td>Capital Turnover</td>
<td>1.26x</td>
<td>0.90x</td>
</tr>
<tr>
<td>Gross Profit Margin</td>
<td>33.56%</td>
<td>19.70%</td>
</tr>
<tr>
<td>Net Profit Margin</td>
<td>9.50%</td>
<td>3.40%</td>
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</tbody>
</table>

Source: Analyst Derived
# Valuation & Thesis

<table>
<thead>
<tr>
<th>Valuation Method</th>
<th>Weight</th>
<th>Value</th>
<th>Contribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>Discounted Cash Flow</td>
<td>80%</td>
<td>$126.88</td>
<td>$101.50</td>
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<tr>
<td>Forward Price/Earnings</td>
<td>10%</td>
<td>$127.58</td>
<td>$12.76</td>
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<tr>
<td>Forward Price/Sales</td>
<td>10%</td>
<td>$116.69</td>
<td>$11.67</td>
</tr>
<tr>
<td>Final Valuation</td>
<td></td>
<td></td>
<td>$125.93</td>
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<tr>
<td>Market Price (4/18/12)</td>
<td></td>
<td>$113.46</td>
<td></td>
</tr>
<tr>
<td>Estimated Upside/(Downside)</td>
<td></td>
<td></td>
<td><strong>11.0%</strong></td>
</tr>
</tbody>
</table>

**Investment Thesis:**

- Demonstrated ability to capture efficiencies and increase sales, while mitigating risks through revenue mix diversification

- Multiple expansion as market recognizes the relative value of this best in breed operator
**AAPL: 1 Year Price Chart**

<table>
<thead>
<tr>
<th>Date</th>
<th>Price</th>
<th>Market Cap (B)</th>
<th>P/E (FCY)</th>
<th>EPS (TTM)</th>
<th>Analyst Coverage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Apr-11</td>
<td>$300</td>
<td>$100B</td>
<td>10x</td>
<td>$10</td>
<td>10</td>
</tr>
<tr>
<td>Jun-11</td>
<td>$400</td>
<td>$200B</td>
<td>12x</td>
<td>$20</td>
<td>20</td>
</tr>
<tr>
<td>Aug-11</td>
<td>$500</td>
<td>$300B</td>
<td>15x</td>
<td>$30</td>
<td>30</td>
</tr>
<tr>
<td>Oct-11</td>
<td>$600</td>
<td>$400B</td>
<td>20x</td>
<td>$40</td>
<td>40</td>
</tr>
<tr>
<td>Dec-11</td>
<td>$700</td>
<td>$500B</td>
<td>25x</td>
<td>$50</td>
<td>50</td>
</tr>
<tr>
<td>Feb-12</td>
<td>$800</td>
<td>$600B</td>
<td>30x</td>
<td>$60</td>
<td>60</td>
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<tr>
<td>Apr-12</td>
<td>$900</td>
<td>$700B</td>
<td>35x</td>
<td>$70</td>
<td>70</td>
</tr>
</tbody>
</table>

**FCY** = Forward Calendar Year  
**TTM** = Trailing Twelve Months

Source: Yahoo! Finance, Analyst Derived
EARNINGS

Highlights

2012 Q1 (CY):
- 35.1M iPhones
- 11.8M iPads
- Gross Margin: 47.4%

2011 Q4 (CY):
- 37.0M iPhones
- 15.4M iPads
- Gross Margin: 44.7%

AAPL: EPS - Reported vs. Consensus

Source: Bloomberg, Sec.gov
Industry Volatility

U.S. Smartphone Platform Market Share
- GOOG: 50.1%
- AAPL: 30.2%
- RIMM: 13.4%
- MSFT: 5.0%
- NOK: 1.4%

Global Smartphone Platform Market Share
- GOOG: 48.8%
- AAPL: 19.1%
- RIMM: 16.4%
- MSFT: 10.5%
- NOK: 1.4%

Source: comScore, Nielsen
HISTORICAL COMPARISON

MSFT* vs. AAPL**

*MSFT price data from Dec-1996 to Dec-2002
**AAPL price data from Apr-2009 to Apr-2012

Source: Yahoo! Finance, Analyst Derived
**Valuation & Thesis**

<table>
<thead>
<tr>
<th>Valuation Method</th>
<th>Weight</th>
<th>Value</th>
<th>Contribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>Forward Price/Earnings</td>
<td>25%</td>
<td>$574.73</td>
<td>$143.68</td>
</tr>
<tr>
<td>Discounted Cash Flow</td>
<td>75%</td>
<td>$525.86</td>
<td>$394.40</td>
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<tr>
<td>Final Valuation</td>
<td></td>
<td>$538.08</td>
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<tr>
<td>Market Price (4/18/12)</td>
<td></td>
<td>$608.34</td>
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<tr>
<td><strong>Estimated Upside/Downside</strong></td>
<td></td>
<td></td>
<td><strong>(11.6%)</strong></td>
</tr>
</tbody>
</table>

**Investment Thesis:**

- Record earnings bring sky-high expectations in a volatile industry
- Consumer-oriented products lack stickiness
- AAPL is the 800-lb gorilla in the room
- No more Jobs
PNC Financial Services

Price: $66.78
Market Cap: $35.3B
P/E (FFY): 10.3x
EPS (TTM): $6.05
Analyst Coverage: 38

FFY = Forward Fiscal Year
TTM = Trailing Twelve Months

Source: Bloomberg, Yahoo! Finance
**KEY ASSUMPTIONS**

### Net Interest Margin
- Margin compression
- ST rates near zero
- Increased industry competition

**PNC: NIM and 5 Year Treasury – 3 Month LIBOR Spread Analysis**

### Net Charge-Offs
- Historically less than peer group
- Return to normal levels with time

**PNC: Net Charge-Offs to Average Total Loans Analysis**

Source: Capital IQ, Company Financial Statements
MULTIPLES ANALYSIS

Implied Forward P/E
- Currently trading at 10.0x
- Normal trading at 13.3x

Price / Tangible Book Value
- Currently trading at 1.42x
- Peer group mean: 1.54x
- Peer group median: 1.27x

PNC: Implied Forward P/E

PNC: Price / Tangible Book Value

Source: Capital IQ, Company Financial Statements
**Valuation & Thesis**

<table>
<thead>
<tr>
<th>Valuation Method</th>
<th>Weight</th>
<th>Value</th>
<th>Contribution</th>
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</thead>
<tbody>
<tr>
<td>Forward Price/Earnings</td>
<td>25%</td>
<td>$80.80</td>
<td>$20.20</td>
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<tr>
<td>Price/Tangible Book Value</td>
<td>25%</td>
<td>$71.01</td>
<td>$17.75</td>
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<tr>
<td>Discounted Cash Flow to Equity</td>
<td>50%</td>
<td>$87.21</td>
<td>$43.61</td>
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<tr>
<td>Final Valuation</td>
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<td>$81.56</td>
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<tr>
<td>Market Price (4/18/12)</td>
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<td>$63.78</td>
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<tr>
<td>Estimated Upside/(Downside)</td>
<td></td>
<td></td>
<td><strong>27.9%</strong></td>
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</tbody>
</table>

**Investment Thesis:**

- Strong performing assets and extremely well capitalized
- Ability to make acquisitions at good multiples, disciplined to pass unless a cultural fit
AEROVIRONMENT, INC.

Price: $24.40
Market Cap: $532M
P/E (FFY): 16.8x
EPS (TTM): $1.36
Analyst Coverage: 14

FFY = Forward Fiscal Year
TTM = Trailing Twelve Months

Source: Bloomberg, YahooFinance, Analyst Derived
**BUSINESS DESCRIPTION**

**Unmanned Aircraft Systems (UAS)**

- Focus on production of Small UAS
- Awarded every major Small UAS contract by the Dept. of Defense

**Electric Vehicle Charging**

- Passenger and industrial vehicle charging stations
- Partner with auto manufacturers

Source: Company Financials, Analyst
MULTIPLE ANALYSIS: P/E

Implied Forward P/E Comparison

<table>
<thead>
<tr>
<th>Year</th>
<th>AVAV</th>
<th>IRBT</th>
<th>NOC</th>
<th>S15AERO</th>
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<tbody>
<tr>
<td>1Q09</td>
<td>50.0x</td>
<td>30.0x</td>
<td>20.0x</td>
<td>10.0x</td>
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<td>2Q09</td>
<td>40.0x</td>
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<td>15.0x</td>
<td>8.0x</td>
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<td>30.0x</td>
<td>20.0x</td>
<td>10.0x</td>
<td>7.0x</td>
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<td>4Q09</td>
<td>25.0x</td>
<td>15.0x</td>
<td>7.0x</td>
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<td>1Q10</td>
<td>20.0x</td>
<td>10.0x</td>
<td>5.0x</td>
<td>4.0x</td>
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<td>2Q10</td>
<td>15.0x</td>
<td>7.0x</td>
<td>4.0x</td>
<td>3.0x</td>
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<td>3Q10</td>
<td>10.0x</td>
<td>5.0x</td>
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<td>4Q10</td>
<td>7.0x</td>
<td>3.0x</td>
<td>2.0x</td>
<td>1.0x</td>
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<td>1Q11</td>
<td>5.0x</td>
<td>2.0x</td>
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<td>2Q11</td>
<td>3.0x</td>
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<td>3Q11</td>
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<td>1.0x</td>
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<td>1.0x</td>
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<td>1Q12</td>
<td>1.0x</td>
<td>1.0x</td>
<td>1.0x</td>
<td>1.0x</td>
</tr>
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**AVAV**
- Subjective forward P/E Multiple: 19.0x
- FYE 2013 EPS: $1.43
- Implied Value: $27.17

Source: Analyst Derived
## Takeover Target: EV / EBITDA Multiple

<table>
<thead>
<tr>
<th></th>
<th>Multiple</th>
<th>Weight</th>
<th>Contribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>UIC EV / EBITDA Multiple</td>
<td>12.0x</td>
<td>60%</td>
<td>7.2x</td>
</tr>
<tr>
<td>Avg. Multiple 2011 Defense</td>
<td>9.5x</td>
<td>40%</td>
<td>3.8x</td>
</tr>
</tbody>
</table>

**Subjective EV / EBITDA Multiple**  
11.0x

**AVAV LTM EBITDA ($ millions)**  
$57

**AVAV Implied EV**  
$630

**LTD ($ millions)**  
$12

**Cash ($ millions)**  
$154

**Net Cash/(Debt) ($ millions)**  
$143

**Implied MV of Equity ($ millions)**  
$773

**Weighted Average Diluted Shares (millions)**  
22.2

**Implied Value Per Share**  
$34.81

**Stock Price (4/18/12) voting day**  
$25.08

**Control Premium**  
38.80%

Source: Capital IQ, Fennebreque & Co., Analyst Derived
## Valuation & Thesis

**Recommendation - Buy**

<table>
<thead>
<tr>
<th>Valuation Method</th>
<th>Weight</th>
<th>Value</th>
<th>Contribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>Forward Price/Earnings</td>
<td>35%</td>
<td>$27.14</td>
<td>$9.50</td>
</tr>
<tr>
<td>EV/EBITDA</td>
<td>35%</td>
<td>$34.81</td>
<td>$12.18</td>
</tr>
<tr>
<td>Discounted Cash Flow</td>
<td>30%</td>
<td>$48.58</td>
<td>$14.57</td>
</tr>
<tr>
<td>Final Valuation</td>
<td></td>
<td></td>
<td>$36.25</td>
</tr>
<tr>
<td>Market Price (4/18/12)</td>
<td></td>
<td></td>
<td>$25.08</td>
</tr>
<tr>
<td><strong>Estimated Upside/(Downside)</strong></td>
<td></td>
<td>44.5%</td>
<td></td>
</tr>
</tbody>
</table>

**Investment Thesis:**

- Positioned to capitalize from high growth in UAS and electric vehicle markets
- Limited downside due to relative insulation from budget cuts and stronghold on small UAS with DOD
LULULEMON ATHLETICA, INC.

Price: $74.71
Market Cap: $10.9B
P/E (FFY): 37.6x
EPS (TTM): $1.29
Analyst Coverage: 25

LULU: 1 Year Price Chart

FFY = Forward Fiscal Year
TTM = Trailing Twelve Months

Source: Yahoo! Finance
### Disciplined Growth

- 300+ stores by 2016
- Showroom model
- $2,000 sales/ft² in 2011
- High energy, “kitchen party” feel

### Economic Moat

- Unique Stores
- People
- Community
- Technical Product

*Source: Company SEC filings*
Assistant Store Manager

Nicole Crippen – Assistant Manager, SoHo store, NYC

Channel Check

Customer – North Halsted Street store, Chicago, IL

Source: Analyst
## Valuation & Thesis

### Recommendation – Don’t Buy

<table>
<thead>
<tr>
<th>Valuation Method</th>
<th>Weight</th>
<th>Value</th>
<th>Contribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>Forward Price/Earnings</td>
<td>30%</td>
<td>$63.87</td>
<td>$19.16</td>
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<tr>
<td>Forward Price/Sales</td>
<td>30%</td>
<td>$83.58</td>
<td>$25.07</td>
</tr>
<tr>
<td>Price/Book Value</td>
<td>10%</td>
<td>$87.91</td>
<td>$8.79</td>
</tr>
<tr>
<td>Discounted Cash Flow</td>
<td>30%</td>
<td>$58.07</td>
<td>$17.42</td>
</tr>
<tr>
<td>Final Valuation</td>
<td></td>
<td>$70.45</td>
<td></td>
</tr>
<tr>
<td>Market Price (4/18/12)</td>
<td></td>
<td>$74.78</td>
<td></td>
</tr>
<tr>
<td><strong>Estimated Upside/(Downside)</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Investment Thesis:**

- Great company, bad stock
- Well managed company slated for high growth
- Currently trading at rich multiples

Source: Analyst
FUEL SYSTEMS SOLUTIONS

Price: $24.12
Market Cap: $482.7M
P/E (FFY): 41.6x
EPS (TTM): $0.26
Analyst Coverage: 7

FSYS: 1 Year Price Chart

FFY = Forward Fiscal Year
TTM = Trailing Twelve Months

Source: Bloomberg, Capital IQ, Analyst Derived
SCENARIO ANALYSIS

**Worst**  
AFV technology unpopular  
FSYS sales limited to Fleet vehicle, Industrial buyers  
Tech: Leapfrogged by competition

**Base**  
AFV adoption slow, steady  
Steady infrastructure build: CLNE, GE, CHK  
Ford, GM relationships  
No US government catalyst

**Best**  
Legislation: NAT GAS act
**SCENARIO ANALYSIS**

### Revenue ($M)

<table>
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<tr>
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<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Base</strong></td>
<td>5,630</td>
<td>5,630</td>
<td>6,788</td>
<td>11,668</td>
<td>23,199</td>
<td>35,785</td>
<td>50,691</td>
<td></td>
</tr>
<tr>
<td><strong>Best</strong></td>
<td>5,630</td>
<td>5,630</td>
<td>6,209</td>
<td>6,209</td>
<td>8,020</td>
<td>8,771</td>
<td>10,156</td>
<td>11,036</td>
</tr>
<tr>
<td><strong>Worst</strong></td>
<td>5,630</td>
<td>5,630</td>
<td>7,367</td>
<td>7,367</td>
<td>8,020</td>
<td>8,771</td>
<td>10,156</td>
<td>11,036</td>
</tr>
</tbody>
</table>

### Net Income ($M)

Source: Company Financials, Analyst Derived
## Corporate Governance

### Related Party Transactions
- $34M in Related Party Transactions (2011)
- CEO/family has 30%+ ownership: $17M
- CEO/family has 85%+ ownership: $3M
- Common themes in ‘09-’10

### Other Governance Issues
- $1.8M/yr in Lease payments to CEO/family
- $1.6M in loans to Rohan BRC (related party), all written off
- CEO serves on 7 related party Boards
- Foreign Subs: Business Interests in Iran

“We cannot assure you that the terms of the transactions with these various related parties are on terms as favorable to us as those that could have been obtained in arm's-length transactions with third parties…” – FSYS 2011 10-K

Source: Company Financials
**Valuation & Thesis**

<table>
<thead>
<tr>
<th>Valuation Method</th>
<th>Weight</th>
<th>Value</th>
<th>Contribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>DCF - Base</td>
<td>30%</td>
<td>$23.25</td>
<td>$6.98</td>
</tr>
<tr>
<td>DCF - Best</td>
<td>5%</td>
<td>$50.07</td>
<td>$2.50</td>
</tr>
<tr>
<td>DCF - Worst</td>
<td>30%</td>
<td>$11.20</td>
<td>$3.36</td>
</tr>
<tr>
<td>Takeover Valuation</td>
<td>15%</td>
<td>$47.13</td>
<td>$7.07</td>
</tr>
<tr>
<td>Forward Price/Sales</td>
<td>10%</td>
<td>$26.47</td>
<td>$2.65</td>
</tr>
<tr>
<td>Forward Price/Earnings</td>
<td>10%</td>
<td>$21.80</td>
<td>$2.18</td>
</tr>
<tr>
<td>Final Valuation</td>
<td></td>
<td></td>
<td>$24.74</td>
</tr>
<tr>
<td>Market Price (4/18/12)</td>
<td></td>
<td></td>
<td>$22.05</td>
</tr>
<tr>
<td><strong>Estimated Upside/(Downside)</strong></td>
<td></td>
<td></td>
<td><strong>14.5%</strong></td>
</tr>
</tbody>
</table>

**Investment Thesis:**

- Bullish on company and industry fundamentals
- **Don’t Buy for FSYS** => weak Corporate Governance, high fraud risk
CARMAX, INC.

Price: $31.30
Market Cap: $7.1B
P/E (FFY): 14.8x
EPS (TTM): $1.79
Analyst Coverage: 15

Source: Yahoo! Finance
FFY = Forward Fiscal Year
TTM = Trailing Twelve Months
**COMPANY BACKGROUND**

<table>
<thead>
<tr>
<th>Description</th>
<th>Revenue Information</th>
</tr>
</thead>
</table>
| - Largest and only nationwide used car retailer in the USA  
  - 99%+ sale rate of used car inventory  
- Major player in auction business  
  - 97% sale rate at wholesale  
- 110 stores in 52 US markets  
- Double the market share of nearest competitor  
- Distinct competitive advantages  
  - No haggle pricing  
  - Pricing algorithm  
  - Reconditioning process  
  - National scale  
| - $10B in revenues  
- 7.4% revenue CAGR 2006 – 2011 vs. industry decline of 6.7%/year  
- 90% of revenue from 0 – 6 yr. old cars with less than 60k miles |

*Source: KMX SEC filings, IBISWorld*

FY2012 revenue by type:
- Used, 78.2%  
- Wholesale, 17.2%  
- New, 2.0%  
- Services & Other, 2.5%
BUY: Golden Cross in early 2012

Source: Yahoo! Finance
BUY Signal

BUY: Crossed lower band in April

SELL Signal

Source: Yahoo! Finance
BUY: Currently trading at support level

Source: Yahoo! Finance
**Valuation & Thesis**

<table>
<thead>
<tr>
<th>Valuation Method</th>
<th>Weight</th>
<th>Value</th>
<th>Contribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>Discounted Cash Flow</td>
<td>60%</td>
<td>$39.75</td>
<td>$23.85</td>
</tr>
<tr>
<td>Forward Price/Earnings</td>
<td>30%</td>
<td>$34.57</td>
<td>$10.37</td>
</tr>
<tr>
<td>Forward Price/Sales</td>
<td>10%</td>
<td>$33.27</td>
<td>$3.33</td>
</tr>
<tr>
<td>Final Valuation</td>
<td></td>
<td></td>
<td>$37.55</td>
</tr>
<tr>
<td>Market Price (4/18/12)</td>
<td></td>
<td></td>
<td>$31.74</td>
</tr>
</tbody>
</table>

**Estimated Upside/(Downside)**

18.3%

**Investment Thesis:**

- Most dominant player in the industry with increasing competitive advantages
- Room in market to more than double its store count
IV. PORTFOLIO PERFORMANCE
Performance of $100 Invested on 1/1/96

Source: Mellon Workbench
HISTORICAL RETURNS

AIM Portfolio Returns vs. Benchmark Returns (Annualized)

Source: Mellon Workbench
AIM Sector Weights vs. Benchmarks

<table>
<thead>
<tr>
<th>Sector</th>
<th>AIM</th>
<th>S&amp;P 500</th>
<th>Russell 2000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financials</td>
<td>11.8%</td>
<td>14.7%</td>
<td>22.6%</td>
</tr>
<tr>
<td>Healthcare</td>
<td>12.0%</td>
<td>11.3%</td>
<td>11.2%</td>
</tr>
<tr>
<td>Consumer Disc.</td>
<td>15.2%</td>
<td>11.2%</td>
<td>13.7%</td>
</tr>
<tr>
<td>Consumer Staples</td>
<td>3.5%</td>
<td>10.9%</td>
<td>5.5%</td>
</tr>
<tr>
<td>Energy</td>
<td>11.5%</td>
<td>11.0%</td>
<td>5.5%</td>
</tr>
<tr>
<td>Info. Tech</td>
<td>14.9%</td>
<td>20.7%</td>
<td>15.9%</td>
</tr>
<tr>
<td>Materials</td>
<td>3.3%</td>
<td>3.5%</td>
<td>5.2%</td>
</tr>
<tr>
<td>Telecom &amp; Utilities</td>
<td>4.0%</td>
<td>6.2%</td>
<td>3.3%</td>
</tr>
<tr>
<td>Industrials</td>
<td>19.8%</td>
<td>10.5%</td>
<td>17.0%</td>
</tr>
</tbody>
</table>

*As of 04/20/2012

Source: Mellon Workbench
Sharpe Ratio

- Risk-Reward performance measure, indicating excess return per unit of variation in investment returns

\[ S = \frac{(R_p - R_f)}{\sigma_p} \]

Where:

- \( R_p \) is the portfolio return
- \( R_f \) is the risk-free rate
- \( \sigma_p \) is the standard deviation of the portfolio
PERFORMANCE MEASURES

Sharpe Ratio Comparison

Source: Mellon Workbench
Jensen’s Alpha

- Measures Portfolio’s Excess Return on a Risk Adjusted Basis (CAPM)

- Formula:

\[ \alpha_{Jensen} = R_p - \left[ R_f + \beta_p \times (R_M - R_f) \right] \]

Where:

- \( R_p \) is the portfolio return
- \( R_f \) is the risk-free rate
- \( \beta_p \) is the portfolio beta
- \( R_M \) is the market return
Performance Measures

### Annualized Jensen's Alpha

<table>
<thead>
<tr>
<th>Time Period</th>
<th>AIM v. S&amp;P</th>
<th>AIM v. HBI</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Yr</td>
<td>7.96%</td>
<td>11.06%</td>
</tr>
<tr>
<td>3 Yr</td>
<td>4.56%</td>
<td>5.59%</td>
</tr>
<tr>
<td>5 Yr</td>
<td>3.56%</td>
<td>3.34%</td>
</tr>
<tr>
<td>Since Inception</td>
<td>3.26%</td>
<td>3.01%</td>
</tr>
</tbody>
</table>

Source: Mellon Workbench
TOTAL NET MANAGEMENT EFFECT

Allocation

Selection
ATRIBUTION ANALYSIS

![Diagram](image)

- **P₁**
- **P₂**
- **Q₁**
- **Q₂**

- Selection
- Allocation
ATTRIBUTION ANALYSIS

Outperformance vs S&P

Allocation  Selection  Net Total Management

Source: Mellon Workbench
5-Year Attribution by Sector

All values in Percent

Source: Mellon Workbench
CONSUMER DISCRETIONARY

Source: Mellon Workbench
5-Year Attribution by Sector

Financials: 1.08, 1.05
Health Care: -0.03, 0.15
Utilities: -0.32, -0.21
Consumer Discretionary: 1.17, 0.18
Consumer Staples: -0.59, -0.21
Energy: -0.34, -0.32
Information Technology: 0.17, 0.14
Materials: -0.11, -0.13
Telecomm Services: -0.01, -0.14
Industrials: -0.18, -0.15

All values in Percent

Source: Mellon Workbench
WORST PERFORMING STOCKS

LTM Return (as of 4/15/12)

- Alliant Techsystems Inc. (ATK) -25.7%
- Potash Corp. (POT) -22.6%
- Sonic Corp. (SONC) -21.9%
- Newmont Mining (NEM) -14.0%
- Halliburton * (HAL) -7.0%

* Holding Period Return

Source: Yahoo! Finance
BEST PERFORMING STOCKS

LTM Return (as of 4/15/12)

- Apple (AAPL) 84.8%
- Dollar Tree (DLTR) 68.8%
- Discover Financial Services (DFS) 37.1%
- Teradata Corp.* (TDC) 34.6%
- UnitedHealth Group (UNH) 30.7%

* Holding Period Return

Source: Yahoo! Finance
Policy and Procedure:
The portfolio target allocation is:
- 35% in Small (< $1 billion) & Mid-Cap stocks ($1-$5 billion)
- 65% in Large Cap stocks (> $5 billion)
- (With a +/- 10% boundary)

Using the current definitions and guidelines, the portfolio is too heavily weighted in large cap stocks.
New definitions at the suggestion of AIM XXXIV:

“Small Cap” – market capitalizations of less than $2 billion
“Mid-Cap” – market capitalizations from $2 billion to $10 billion
“Large Cap” – market capitalizations over $10 billion

<table>
<thead>
<tr>
<th>With New Weighting</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Small &amp; Mid-Cap</td>
<td>30.8%</td>
</tr>
<tr>
<td>Large Cap</td>
<td>69.2%</td>
</tr>
</tbody>
</table>
## Portfolio Turnover

<table>
<thead>
<tr>
<th>BUY</th>
<th>SELL</th>
<th>HOLD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Activision Blizzard (ATVI)</td>
<td>Amazon (AMZN)</td>
<td>Alliant Tech Systems (ATK)</td>
</tr>
<tr>
<td>AeroVironment Inc. (AVAV)</td>
<td>Ecolab Inc. (ECL)</td>
<td>Apple (AAPL)</td>
</tr>
<tr>
<td>Carmax (KMX)</td>
<td>Newmont Mining (NEM)</td>
<td>Caterpillar (CAT)</td>
</tr>
<tr>
<td>Flowserve Corp. (FLS)</td>
<td>RBC Bearings (ROLL)</td>
<td>Chevron (CVX)</td>
</tr>
<tr>
<td>PNC Financial Services (PNC)</td>
<td>Sonic Corp. (SONC)</td>
<td>Coca Cola (KO)</td>
</tr>
<tr>
<td>Williams-Sonoma (WSM)</td>
<td>Starwood Hotels (HOT)</td>
<td>Continental Resources (CLR)</td>
</tr>
<tr>
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</tbody>
</table>
# Portfolio Purchases

<table>
<thead>
<tr>
<th>Company</th>
<th>Ticker</th>
<th>Price as of 4/20/12</th>
<th>Intrinsic Value</th>
<th>Upside</th>
</tr>
</thead>
<tbody>
<tr>
<td>Activision Blizzard</td>
<td>ATVI</td>
<td>$12.20</td>
<td>$14.23</td>
<td>17%</td>
</tr>
<tr>
<td>AeroVironment Inc.</td>
<td>AVAV</td>
<td>$24.74</td>
<td>$36.25</td>
<td>47%</td>
</tr>
<tr>
<td>CarMax Inc.</td>
<td>KMX</td>
<td>$31.49</td>
<td>$37.54</td>
<td>19%</td>
</tr>
<tr>
<td>Flowserve Corp.</td>
<td>FLS</td>
<td>$111.52</td>
<td>$125.93</td>
<td>13%</td>
</tr>
<tr>
<td>PNC Financial Services</td>
<td>PNC</td>
<td>$65.38</td>
<td>$81.37</td>
<td>24%</td>
</tr>
<tr>
<td>Williams-Sonoma</td>
<td>WSM</td>
<td>$38.39</td>
<td>$46.10</td>
<td>20%</td>
</tr>
<tr>
<td>Company</td>
<td>Ticker</td>
<td>Price as of 4/20/12</td>
<td>Intrinsic Value</td>
<td>Upside/(Downside)</td>
</tr>
<tr>
<td>--------------------</td>
<td>--------</td>
<td>---------------------</td>
<td>-----------------</td>
<td>-------------------</td>
</tr>
<tr>
<td>Amazon</td>
<td>AMZN</td>
<td>$189.98</td>
<td>$190.56</td>
<td>0%</td>
</tr>
<tr>
<td>EcoLab Inc.</td>
<td>ECL</td>
<td>$62.22</td>
<td>$62.65</td>
<td>0.1%</td>
</tr>
<tr>
<td>Newmont Mining</td>
<td>NEM</td>
<td>$47.25</td>
<td>$58.21</td>
<td>23%</td>
</tr>
<tr>
<td>RBC Bearings</td>
<td>ROLL</td>
<td>$44.48</td>
<td>$43.97</td>
<td>(1%)</td>
</tr>
<tr>
<td>Sonic Corp.</td>
<td>SONC</td>
<td>$7.00</td>
<td>$7.40</td>
<td>6%</td>
</tr>
<tr>
<td>Starwood Hotels</td>
<td>HOT</td>
<td>$57.61</td>
<td>$49.17</td>
<td>(15%)</td>
</tr>
</tbody>
</table>
V. GENERAL INFORMATION
GENERAL INFORMATION

- Chicago Trip
- In Class Speakers
- Newsletter
- AIM Website
Dinner with 28 AIM Alumni

Checked in on other ND Investments
- Palmer House Hilton
- Santa Fe Building

Visited four firms
- RoundTable Healthcare Partners
- R.W. Baird—Equity Research Group
- Grosvenor Capital Management
- Alvarez & Marsal
CHICAGO TRIP: MARCH 29TH & 30TH

- David J. Koo, ND BBA ‘93
  - Senior Partner

- David E. Tarantino, ND BS ‘93
  - Associate Director of Research
CHICAGO TRIP: MARCH 29TH & 30TH

GROSVENOR
CAPITAL MANAGEMENT, L.P.

- Greg Salter, ND BBA ‘10
- Associate

- Eric Lorge, ND BBA ‘96
- Managing Director

ALVAREZ & MARSAL
GUEST SPEAKERS

- Edward R. Trubac
  - Professor, Mendoza College of Business

- John Loesch (ND MBA ’07, AIM Alum.) & Tyler Ventura (ND MBA ’07, AIM Alum.)
  - Research Analysts, Diamond Hill Capital Management

- Frank Timons (ND BA ‘91, JD ‘94)
  - Portfolio Manager, Lord Abbett & Co

- Gary Dagres (ND MBA ‘11, AIM Alum.)
  - Associate, GE Aviation Business Development
NEWSLETTER

Objective:

- Alumni News
- Portfolio Performance
- Economic Outlook

Greetings from AIM XXXIV

Mistakes are new in the rearview mirror, and we are all looking ahead to graduation.

Under the guidance of Professors Jerry Longley, Bill McDonald, and Frank Reilly, the AIM XXXIV analysts recently submitted their second round valuations. All that is left is to decide which stocks make it into the portfolio.

The class recently took a trip to Chicago. The trip began with a dinner with AIM alumni, where we swapped stories about the Notre Dame and the class. The next day, we visited the offices of Roundtable Healthcare Partners (REITs), Pepper Hamilton, and the PE firms. The next day, we visited the offices of Roundtable Healthcare Partners (REITs), Pepper Hamilton, and the PE firms. Overall, the trip was informative and an excellent experience.

"Money is like manure. You have to spread it around or it smells." — J. Paul Getty
AIM WEBSITE

- News and Events
- Analysts
- Portfolio Performance
- Publications
- Alumni
  - Career Opportunities
  - Upcoming Events
- Social Networking
  - Facebook
  - Linkedin
  - Irish Online (MyNotreDame)

- AIM.ND.EDU
THANK YOU

We would like to extend a special thank you to:

- The Advisory Board for their input and support
- Scott Malpass and the Notre Dame Investment Office for the opportunity to participate in such a unique and valuable course
- Professors McDonald, Langley, and Reilly for their guidance and knowledge
- Rachel Karnafel for administrative support

Post – Presentation Agenda

- Food & refreshments
- Advisory Board panel discussion
AIM XXXIV
## Final Portfolio as of 4/18/12

<table>
<thead>
<tr>
<th>Company</th>
<th>Ticker</th>
<th># Shares</th>
<th>Price</th>
<th>Total Value</th>
<th>% of Portfolio</th>
</tr>
</thead>
<tbody>
<tr>
<td>Activision Blizzard</td>
<td>ATVI</td>
<td>21,000</td>
<td>$12.31</td>
<td>$258,510</td>
<td>3.9%</td>
</tr>
<tr>
<td>AeroVironment</td>
<td>AVAV</td>
<td>10,600</td>
<td>$24.85</td>
<td>$263,410</td>
<td>4.0%</td>
</tr>
<tr>
<td>Alliant Tech Systems</td>
<td>ATK</td>
<td>4,600</td>
<td>$51.94</td>
<td>$238,924</td>
<td>3.6%</td>
</tr>
<tr>
<td>Apple</td>
<td>AAPL</td>
<td>400</td>
<td>$585.15</td>
<td>$234,060</td>
<td>3.5%</td>
</tr>
<tr>
<td>CarMax Inc</td>
<td>KMX</td>
<td>7,900</td>
<td>$31.48</td>
<td>$248,692</td>
<td>3.8%</td>
</tr>
<tr>
<td>Caterpillar</td>
<td>CAT</td>
<td>2,500</td>
<td>$108.11</td>
<td>$270,275</td>
<td>4.1%</td>
</tr>
<tr>
<td>Chevron</td>
<td>CVX</td>
<td>2,250</td>
<td>$102.55</td>
<td>$230,738</td>
<td>3.5%</td>
</tr>
<tr>
<td>Coca Cola</td>
<td>KO</td>
<td>3,100</td>
<td>$74.17</td>
<td>$229,927</td>
<td>3.5%</td>
</tr>
<tr>
<td>Continental Resources</td>
<td>CLR</td>
<td>3,200</td>
<td>$85.62</td>
<td>$273,984</td>
<td>4.1%</td>
</tr>
<tr>
<td>Cummins</td>
<td>CMI</td>
<td>2,400</td>
<td>$116.12</td>
<td>$278,688</td>
<td>4.2%</td>
</tr>
<tr>
<td>Dick's Sporting Goods</td>
<td>DKS</td>
<td>4,900</td>
<td>$50.60</td>
<td>$247,940</td>
<td>3.8%</td>
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<tr>
<td>Discover Financial Services</td>
<td>DFS</td>
<td>8,600</td>
<td>$33.08</td>
<td>$284,488</td>
<td>4.3%</td>
</tr>
<tr>
<td>Dollar Tree</td>
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<td>2,500</td>
<td>$99.31</td>
<td>$248,275</td>
<td>3.8%</td>
</tr>
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Source: Mellon Workbench
## Final Portfolio (Cont’d)

<table>
<thead>
<tr>
<th>Company</th>
<th>Ticker</th>
<th># Shares</th>
<th>Price</th>
<th>Total Value</th>
<th>% of Portfolio</th>
</tr>
</thead>
<tbody>
<tr>
<td>eBay</td>
<td>EBAY</td>
<td>6,800</td>
<td>$40.65</td>
<td>$276,420</td>
<td>4.2%</td>
</tr>
<tr>
<td>Flowserve Corp</td>
<td>FLS</td>
<td>2,300</td>
<td>$111.87</td>
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</tr>
<tr>
<td>Gilead Sciences</td>
<td>GILD</td>
<td>5,500</td>
<td>$51.78</td>
<td>$284,790</td>
<td>4.3%</td>
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<tr>
<td>Google</td>
<td>GOOG</td>
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<td>$605.97</td>
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</tr>
<tr>
<td>Halliburton</td>
<td>HAL</td>
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<tr>
<td>KeyCorp</td>
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<td>$7.81</td>
<td>$218,680</td>
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</tr>
<tr>
<td>Lab Corp</td>
<td>LH</td>
<td>2,500</td>
<td>$88.43</td>
<td>$221,075</td>
<td>3.3%</td>
</tr>
<tr>
<td>PNC Financial Services</td>
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<td>4,300</td>
<td>$64.87</td>
<td>$278,941</td>
<td>4.2%</td>
</tr>
<tr>
<td>Potash</td>
<td>POT</td>
<td>5,000</td>
<td>$43.99</td>
<td>$219,950</td>
<td>3.3%</td>
</tr>
<tr>
<td>QualComm</td>
<td>QCOM</td>
<td>4,100</td>
<td>$62.91</td>
<td>$257,931</td>
<td>3.9%</td>
</tr>
<tr>
<td>Teradata Corp</td>
<td>TDC</td>
<td>4,000</td>
<td>$69.44</td>
<td>$277,760</td>
<td>4.2%</td>
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<tr>
<td>United Health Group</td>
<td>UNH</td>
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<td>$59.42</td>
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<td>Williams-Sonoma</td>
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<td>$38.38</td>
<td>$264,822</td>
<td>4.0%</td>
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</table>

Source: Mellon Workbench