

Details

Houston Wire & Cable Company (HWCC - NASDAQ)								
Quarterly Results and Variance Sheet (in thousands)								
	Quarterly Results					Percent of Revenue		
	1Q13	1Q12	Change	Baird/	Variance	1Q13	1Q12	Baird/
Net Sales	\$ 94,304	\$ 94,462	(0%)	\$ 96,511	(2%)			
Cost of Sales	72,925	73,324	(1%)	74,976	(3%)			
Gross Profit	21,379	21,138	1%	21,535	(1%)	22.7%	22.4%	22.3%
SG&A	14,993	14,336	5%	14,650	2%	15.9%	15.2%	15.2%
Operating Income	6,386	6,802	(6%)	6,885	(7%)	6.8%	7.2%	7.1%
Other Exp (Inc)	273	266	3%	300	(9%)			
Pretax Income	6,113	6,536	(6%)	6,585	(7%)	6.5%	6.9%	6.8%
Taxes	2,251	2,520	(11%)	2,529	(11%)	36.8%	38.6%	38.4%
Net Income	\$ 3,862	\$ 4,016	(4%)	\$ 4,056	(5%)	4.1%	4.3%	4.2%
Diluted EPS	\$ 0.22	\$ 0.23		\$ 0.23				
Diluted Shares	17,845	17,815		17,820				

Source: Company reports, Robert W. Baird & Co. estimates

1Q13 results slightly below expectations

- **EPS.** EPS was \$0.22 vs. \$0.23 y/y, just below our \$0.23 estimate (also consensus).
- **Sales.** Sales were \$94.3 million vs. \$94.5 million y/y, below our \$96.5 million estimate (\$95.0 million consensus). Declines in copper prices and one fewer selling day were each a ~2% headwind to growth, respectively.
- **Segment results.** Sales growth in the MRO business was +3% y/y, reflecting steady overall demand in Industrial and Oil & Gas end markets, recent product line expansion, and sales & marketing headcount additions. Sales growth in the project business was -4% y/y, reflecting the absence of large mega-projects vs. the prior-year, which more than offset favorable demand in Refining, Transportation Infrastructure, and Up/Mid/Downstream Oil & Gas end markets.
- **Gross margin.** Gross margin was 22.7% vs. our 22.3% estimate, a 30bps y/y increase reflecting slightly favorable mix (better relative trends in MRO vs. projects).
- **Operating expenses.** Operating expenses as a percent of sales were 15.9% vs. our 15.2% estimate. On a dollars basis, operating expenses were up just over \$0.5 million vs. the prior-year period, driven by higher sales and marketing headcount.
- **EBIT margin.** Resulting EBIT margin was 6.8% vs. our 7.1% estimate, as gross margin improvement was offset by lower sales and slightly higher SG&A.

2013 outlook relatively unchanged

- **Overall sales.** Management continues to expect overall revenues to be up vs. 2012, reflecting an ongoing cautious tone with respect to both end markets and geographies. Encouragingly, however, management commented that underlying same-store trends in April improved vs. March, although the company was hesitant to endorse y/y sales growth in 2Q13. Looking ahead, overall sales are expected to slowly improve over the balance of 2013 in an inconsistent economy, with relatively stronger trends in Up/Mid/Downstream Oil & Gas end markets expected to continue.
 - **MRO.** Trends within the MRO business are expected to benefit from modest growth in the underlying economy and ongoing strength in Oil & Gas markets, with recent additions to sales & marketing personnel and continued emphasis on product line expansion also contributing to growth. We are modeling mid-single digit volume growth in 2013, with trends moderating to low-single digits into late-2013 reflecting difficult prior-year comparisons.
 - **Project.** The project pipeline continues to be replenished with small- to medium-sized projects, and the book-to-bill ratio improved both sequentially and y/y, reflecting continued infrastructure investment in Up/Mid/Downstream Oil & Gas markets. Our outlook is for mid-single-digit volume growth near term given easy prior-year comparisons, inflecting negatively to a mid-single-digit decline in 4Q13 on a more difficult comparison due to two large one-time \$5+ million projects in 4Q12.

- **Gross margin.** Management expects gross margins to remain consistent with 1Q13 levels over 2013, reflecting the company's outlook for improving MRO growth and flattish project trends which should favorably impact mix. Consistent with this outlook, we expect gross margins to remain relatively unchanged from recent trends.
- **SG&A.** We expect SG&A to increase going forward, reflecting recent additions to sales & marketing personnel and the start-up of the distribution center in Minneapolis, MN. In conjunction with management's expectations for only modest improvement in sales in 2013, we are modeling overall contribution margins in the low-to-mid-teens for 2013 on moderate volume growth given HWCC's high fixed-cost structure.

Copper a modest headwind

- **Spot prices moderately lower.** Average spot prices declined on a y/y basis (-4.4%) but were relatively flattish sequentially (+0.2%). Recent copper prices have declined, both on a y/y basis and sequentially, with prices averaging just above \$3.28/lb quarter-to-date, or roughly -7.5% y/y and -9.2% q/q.
- **1Q13 revenue similarly impacted.** Management commented that copper was a -2% headwind during the quarter, directionally consistent with our estimate for a slight y/y headwind to growth.
- **Outlook.** Assuming prices near current levels going forward, we expect the negative impact from copper (y/y basis) to be a low single-digit headwind to growth over 2013.

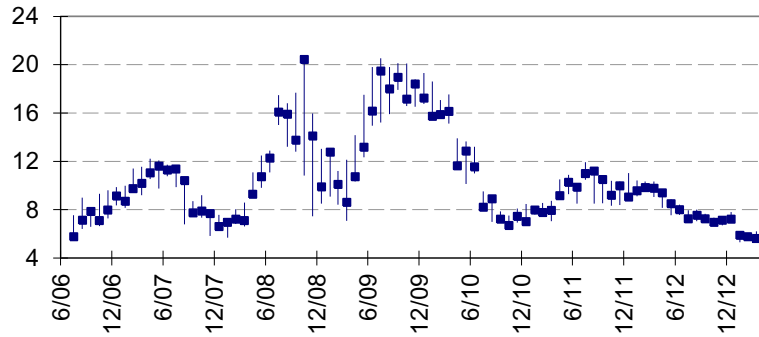
Balance Sheet/Cash Flows

- **DSOs.** TTM DSOs were 59.4 days vs. 60.7 days y/y and 59.5 days sequentially.
- **Inventory turns.** TTM inventory turns were 3.6x vs. 4.0x y/y and 3.8x sequentially.
- **Operating cash flow.** Operating cash flow was \$12.0 million, vs. \$(5.0) million y/y and \$8.6 million sequentially.
- **Total debt.** Total debt of \$48.0 million was down vs. \$58.6 million sequentially. The company has \$51.4 million in availability under its \$100 million credit facility.
- **Share repurchases.** The company did not repurchase any shares during the quarter, and currently has \$19.4 million remaining under the current authorization.
- **EBITDA ROIC.** EBITDA ROIC was 11.8% vs. 13.8% y/y and 12.0% sequentially.

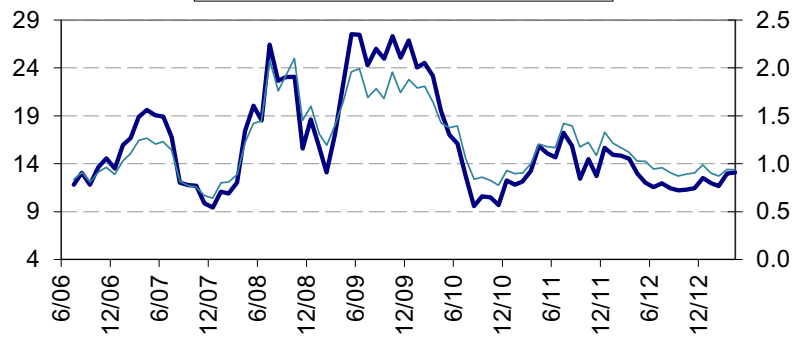
Houston Wire & Cable Co. (HWCC - NASDAQ)			
Estimate Changes			
2Q13E	New	Old	Change
Sales (millions)	\$100.6	\$102.5	-\$1.9
Sales Growth	2.6%	4.5%	(0bp)
Gross Margin	22.8%	22.5%	30bp
Op Ex	\$14.4	\$14.2	\$0.3
Op Ex % of Sales	14.3%	13.8%	51bp
EBIT Margin	7.7%	8.0%	(21bp)
Diluted EPS	\$0.26	\$0.27	-\$0.01
2013E	New	Old	Change
Sales (millions)	\$397.8	\$405.9	-\$8.2
Sales Growth	1.2%	3.3%	(0bp)
Gross Margin	22.7%	22.4%	31bp
Op Ex	\$60.5	\$59.6	\$0.9
Op Ex % of Sales	15.2%	14.7%	54bp
EBIT Margin	7.5%	7.7%	(22bp)
Diluted EPS	\$1.00	\$1.04	-\$0.04
2014E	New	Old	Change
Sales (millions)	\$419.8	\$426.0	-\$6.2
Sales Growth	5.6%	5.0%	0bp
Gross Margin	22.8%	22.5%	26bp
Op Ex	\$62.3	\$61.6	\$0.7
Op Ex % of Sales	14.8%	14.5%	38bp
EBIT Margin	7.9%	8.1%	(12bp)
Diluted EPS	\$1.12	\$1.15	-\$0.03

Source: Robert W. Baird & Co. estimates

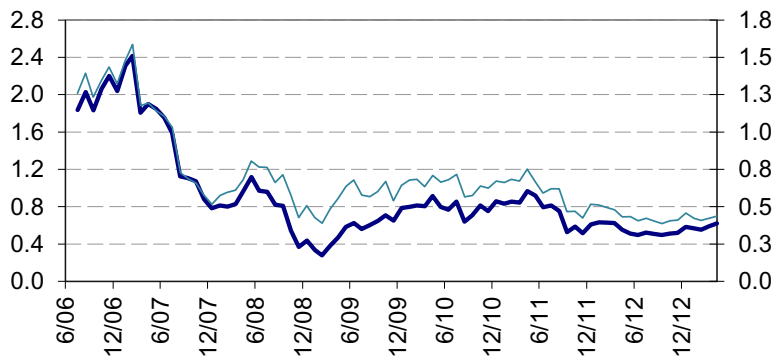
Valuation



■ NTM Enterprise Value/EBITDA



— Actual NTM PE (left) — Relative NTM PE (right)



— Actual P/S (left) — Relative P/S (right)

Source: FactSet, Robert W. Baird & Co. estimates

Investment Thesis

The call. We rate HWCC Neutral. Our \$15 price target is based on approximately 8x EV/2014E EBITDA, consistent with the midpoint of the valuation range for the wire and cable group (7-9x NTM EV/EBITDA). With continued uneven momentum in MRO trends and ongoing headwinds in the project business leading expected to persist through 2013, we continue to expect subdued earnings growth, leading to in-line performance.

Secular thesis. The specialty wire and cable industry is highly fragmented, with over 200 distributors serving the market. As the industry continues to consolidate, large distributors like HWCC should continue to gain share due to national capabilities, IT and management resources, broad product lines, ample access to capital, and the ability to drive consolidation via acquisitions. Over the long term, given a high fixed cost structure, HWCC should be able to achieve solid EPS growth in times of stronger revenue trends.

Cyclical thesis. HWCC sells increasingly into project business, primarily oil and gas and power generation (utilities), which is longer cycle and tied to capital expenditures, corporate profitability, and GDP growth and may hold up relatively better in a recession. This project business has been mixed recently, with large projects work being replaced by those smaller- to medium-sized in nature, although results here can be lumpy quarter-to-quarter. Trends in the legacy MRO business continue to be sluggish.

Growth initiatives helping drive revenues. In 2012, the company added sales & marketing resources in an effort to re-energize the MRO business and replenish the Project business backlog after the completion of several "mega-projects" in 2011. The company also markets LifeGuard (below) through a "pull" marketing strategy which targets end users of the product.

LifeGuard. LifeGuard is a low-smoke zero-halogen (LS0H) product with an early-mover advantage in the US market. We estimate that Lifeguard currently represents approximately 10% of sales and is growing at a higher rate.

Key risks to our Neutral rating. Significant increases or decreases in copper prices, better-than-expected unit growth, gross margins above expectations, better-than-expected SG&A control in an upturn and valuation below the group average.

Risks & Caveats

Cyclical industry. The wire and cable business is cyclical and HWCC's sales and profitability levels are inextricably tied to that cycle. While internal growth and margin initiatives are likely to offset some of the cyclical nature, the core financial model is susceptible to the ebbs and flows of the wire and cable business. Historically, the market has experienced relatively long growth cycles followed by occasional sharp corrections.

Copper prices. Dramatic reductions in copper prices are likely to have an impact on HWCC's business. While some sales of wire and cable that were deferred because of high copper prices may come back, the marginal impact of rapidly falling copper prices is typically damaging to margins and sales. Given the fact there is little incremental expense related to pure copper-driven price increases, the incremental sales are highly profitable and leverageable on both the upside and the downside.

Customer and supplier concentration. While we do not believe that HWCC's significant customer and supplier concentration is an issue at this point, it does create relatively more exposure for HWCC to company-specific problems at customers and suppliers than most other industrial distributors.

Smaller relative size. HWCC is an order of magnitude smaller than the company's large electrical distributor customers that generate annual sales in the \$5+ billion range. While the relatively smaller sales base provides ample opportunities for expanding economies of scale, downturns in the business are likely to be more pronounced given the relatively smaller sales and gross profit base to spread the fixed cost infrastructure required to run the business. Additionally, the relatively small size means that a delay in one or two large shipments could cause the company to miss quarterly expectations.

Company Description

Houston Wire & Cable Company is a leading distributor of specialty wire and cable products. The acquisition of Southwest Wire Rope and Southern Wire broadened the company's product offering to include wire rope and lifting hardware. HWCC sells 43,000+ SKUs via 16 DCs to approximately 6,100 customers, including nearly all of the top 200 U.S. electrical distributors (WESCO, Graybar, Rexel, et al). HWCC's product offering covers control and power cable (estimated 35% of pro-forma stock sales), wire rope and lifting hardware (21%), flexible and portable cords (11%), electronic wire and cable (10%), instrumentation and thermocouple cable (7%), as well as medium-voltage cable, continuous and interlocked armor cable, premise and category wire and cable, and lead and high-temperature cable (each <5%).



Houston Wire & Cable Company

(HWCC - NASDAQ)

(\$ in thousands, except per share)

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Fiscal Year End December
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Fiscal Year	Revenue		Gross Profit		Operating Expenses		EBITDA		Operating Income		Other Exp (Inc)	Pretax Income			Income Taxes		Net Income			Diluted EPS		Comm Div	Avg Shares
	\$	Chg	\$	Chg	\$	Chg	\$	%	\$	%		Chg	\$	%	Chg	\$	Rate	\$	%	Chg	\$		
2001	189,688		43,258	22.8%	34,975	18.4%	10,172	5.4%	8,283	4.4%													
2002	158,230	(16.6%)	37,391	23.6%	31,224	19.7%	7,855	5.0%	6,167	3.9%													
2003	149,084	(5.8%)	35,125	23.6%	31,426	21.1%	5,180	3.5%	3,699	2.5%													
2004	172,723	15.9%	41,304	23.9%	31,433	18.2%	9,871	5.7%	9,871	5.7%	(135)	10,006	5.8%		3,977	39.7%	6,029	3.5%		0.29	0.00	20,771	
2005	213,957	23.9%	55,717	26.0%	34,621	16.2%	21,162	9.9%	21,096	9.9%	(201)	21,297	10.0%	112.8%	7,846	36.8%	13,451	6.3%	123.1%	0.64	120.6%	0.00	21,007
2006	323,467	51.2%	92,339	28.5%	39,807	12.3%	52,908	16.4%	52,532	16.2%	1,417	51,115	15.8%	140.0%	19,760	38.7%	31,356	9.7%	133.1%	1.49	133.5%	0.00	20,974
2007	359,115	11.0%	92,839	25.9%	42,772	11.9%	50,417	14.0%	50,067	13.9%	1,188	48,879	13.6%	(4.4%)	18,500	37.8%	30,379	8.5%	(3.1%)	1.49	-0.4%	0.15	20,406
2008	360,939	0.5%	85,715	23.7%	45,331	12.6%	40,907	11.3%	40,384	11.2%	1,825	38,559	10.7%	(21.1%)	14,822	38.4%	23,737	6.6%	(21.9%)	1.33	(10.5%)	0.34	17,817
2009	254,819	(29.4%)	52,954	20.8%	39,182	15.4%	14,335	5.6%	13,772	5.4%	520	13,252	5.2%	(65.6%)	5,220	39.4%	8,032	3.2%	(66.2%)	0.45	(65.9%)	0.34	17,686
2010	308,522	21.1%	62,590	20.3%	47,236	15.3%	17,092	5.5%	15,354	5.0%	844	14,510	4.7%	9.5%	5,653	39.0%	8,857	2.9%	10.3%	0.50	10.1%	0.34	17,710
Q1	99,727	63.0%	22,252	22.3%	14,094	14.1%	8,885	8.9%	8,158	8.2%	333	7,825	7.8%	182.0%	3,007	38.4%	4,818	4.8%	182.6%	0.27	181.4%	0.09	17,779
Q2	103,420	63.5%	23,720	22.9%	12,193	11.8%	11,527	11.9%	11,527	11.1%	395	11,132	10.8%	239.4%	4,290	38.5%	6,842	6.6%	239.5%	0.38	238.0%	0.09	17,787
Q3	105,782	16.8%	23,006	21.7%	14,620	13.8%	9,112	8.6%	8,386	7.9%	371	8,015	7.6%	114.0%	3,050	38.1%	4,965	4.7%	122.3%	0.28	120.9%	0.09	17,814
Q4	87,481	(6.5%)	19,917	22.8%	14,611	16.7%	6,007	6.9%	5,306	6.1%	325	4,981	5.7%	5.8%	1,929	38.7%	3,052	3.5%	5.1%	0.17	4.7%	0.09	17,798
2011	396,410	28.5%	88,895	22.4%	55,518	14.0%	36,329	9.2%	33,377	8.4%	1,424	31,953	8.1%	120.2%	12,276	38.4%	19,677	5.0%	122.2%	1.11	121.1%	0.36	17,795
Q1	94,462	(5.3%)	21,138	22.4%	14,336	15.2%	7,535	8.0%	6,802	7.2%	266	6,536	6.9%	(16.5%)	2,520	38.6%	4,016	4.3%	(16.6%)	0.23	(16.8%)	0.09	17,815
Q2	98,082	(5.2%)	22,252	22.7%	14,722	15.0%	8,269	8.4%	7,530	7.7%	329	7,201	7.3%	(35.3%)	2,780	38.6%	4,421	4.5%	(35.4%)	0.25	(35.5%)	0.09	17,806
Q3	96,113	(9.1%)	21,612	22.5%	14,456	15.0%	7,878	8.2%	7,156	7.4%	334	6,822	7.1%	(14.9%)	2,590	38.0%	4,232	4.4%	(14.8%)	0.24	(14.8%)	0.09	17,814
Q4	104,379	19.3%	22,017	21.1%	14,579	14.0%	8,185	7.8%	7,438	7.1%	323	7,115	6.8%	42.8%	2,745	38.6%	4,370	4.2%	43.2%	0.25	43.0%	0.09	17,826
2012	393,036	(0.9%)	87,019	22.1%	58,093	14.8%	31,867	8.1%	28,926	7.4%	1,252	27,674	7.0%	(13.4%)	10,635	38.4%	17,039	4.3%	(13.4%)	0.96	(13.5%)	0.36	17,815
Q1	94,304	(0.2%)	21,379	22.7%	14,993	15.9%	7,131	7.6%	6,386	6.8%	273	6,113	6.5%	(6.5%)	2,251	36.8%	3,862	4.1%	(3.8%)	0.22	(4.0%)	0.09	17,845
Q2E	100,641	2.6%	22,946	22.8%	15,150	15.1%	8,541	8.5%	7,796	7.7%	275	7,521	7.5%	4.4%	2,888	38.4%	4,633	4.6%	4.8%	0.26	4.6%	0.11	17,845
Q3E	101,061	5.1%	22,941	22.7%	15,150	15.0%	8,536	8.4%	7,791	7.7%	275	7,516	7.4%	10.2%	2,886	38.4%	4,630	4.6%	9.4%	0.26	9.2%	0.11	17,845
Q4E	101,744	(2.5%)	23,096	22.7%	15,200	14.9%	8,641	8.5%	7,896	7.8%	275	7,621	7.5%	7.1%	2,926	38.4%	4,694	4.6%	7.4%	0.26	7.3%	0.11	17,845
2013E	397,751	1.2%	90,362	22.7%	60,493	15.2%	32,849	8.3%	29,869	7.5%	1,098	28,771	7.2%	4.0%	10,952	38.1%	17,819	4.5%	4.6%	1.00	4.4%	0.42	17,845
2014E	419,841	5.6%	95,622	22.8%	62,300	14.8%	36,122	8.6%	33,322	7.9%	1,000	32,322	7.7%	12.3%	12,412	38.4%	19,910	4.7%	11.7%	1.12	11.7%	0.44	17,845

Note: Historical data is proforma - assuming IPO net proceeds were used to pay down debt at beginning of respective periods.
Reflects adoption of SFAS 123R as of 1Q06. Historical figures have not been restated.

Source: Company reports, Robert W. Baird & Co. estimates

Please refer to Appendix - Important Disclosures and Analyst Certification



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Balance Sheet	2007	2008	2009	2010	2011	2012	1Q13
ASSETS							
Cash & Equivalents	-	-	-	-	-	274	-
Receivables	58,202	50,798	46,859	67,838	59,731	65,892	59,218
Inventory	69,299	73,459	61,325	67,503	69,517	84,662	81,767
Other	3,890	2,213	5,425	3,162	4,789	3,296	3,756
Total Current	131,391	126,470	113,609	138,503	134,037	154,124	144,741
Fixed Assets	3,234	3,274	3,169	6,255	6,029	5,824	5,787
Intangibles	2,996	2,996	2,362	40,639	38,782	37,049	36,615
Other Assets	1,470	2,013	2,874	93	305	158	143
Total Assets	139,091	134,753	122,014	185,490	179,153	197,155	187,286
LIABILITIES & EQUITY							
Current Debt	-	-	-	-	-	-	-
Payables	12,297	10,091	11,610	19,987	10,099	12,330	10,481
Other	17,263	13,326	11,205	21,762	21,351	17,054	16,996
Total Current	29,560	23,417	22,815	41,749	31,450	29,384	27,477
LT Debt & Lease	38,361	34,741	18,386	57,880	50,237	58,588	48,010
Other Liabilities	-	-	-	141	128	103	103
Common Equity	71,170	76,595	80,813	85,720	97,338	109,080	111,696
Total Liabilities & Equity	139,091	134,753	122,014	185,490	179,153	197,155	187,286

Ratios	2007	2008	2009	2010	2011	2012	1Q13
Days In Inventory	87	111	119	82	97	96	104
Days Sales Outstanding (DSO)	64	71	64	65	67	58	60
Days Payables Outstanding (DPO)	(17)	(20)	(29)	(25)	(17)	(15)	(15)
Cash Conversion Days	135	163	154	122	147	139	149
Current Ratio	3.9	4.5	4.8	3.2	4.3	5.6	5.6
Quick Ratio	1.7	1.8	2.0	1.5	1.9	2.4	2.3
Inventory Turns	4.2	3.3	3.1	4.5	3.8	3.8	3.5
TTM Return On Assets	23.4%	16.8%	6.4%	5.7%	10.4%	8.8%	8.7%
TD/Cap	35.0%	31.2%	18.5%	40.3%	34.0%	34.9%	30.1%
TTM EBITDA Interest Cov	42.4	22.4	27.6	20.3	25.5	25.5	25.0
TTM EBITDA/TD	1.3	1.2	0.8	0.3	0.7	0.5	0.7

Du Pont Formula	2007	2008	2009	2010	2011	2012	1Q13
Net Margins (N/S)	8.5%	6.6%	3.2%	2.9%	5.0%	4.3%	4.3%
Asset Turnover (S/A)	2.8	2.6	2.0	2.0	2.1	2.0	2.0
Leverage (A/E)	1.5	2.0	1.6	1.9	2.0	1.9	1.8
Return On Equity	36.1%	33.0%	10.2%	10.7%	21.3%	16.5%	15.9%

Market Capitalization	\$258.8 Million
Insider Ownership:	9%
Institutional Ownership:	91%
Average Daily Volume:	60,000

Cash Flow Statement	2007	2008	2009	2010	2011	2012	2013E	2014E
Net Income	30,225	23,737	8,032	8,619	19,677	17,039	17,819	19,910
D&A	459	523	563	1,738	2,952	2,941	2,980	2,800
Inventory	(13,025)	(4,206)	11,606	1,059	(2,840)	(15,960)	9,549	(3,114)
A/R	(5,799)	7,120	4,048	(9,785)	8,050	(6,081)	2,036	(7,941)
A/P	1,309	(2,206)	1,519	6,675	(10,686)	(39)	8,643	872
Other	7,643	1,468	(7,030)	10,967	(2,834)	(933)	2,167	(757)
Operating Cash Flow	20,812	26,436	18,738	19,273	14,319	(3,033)	43,194	11,771
Capital Expenditures	(728)	(572)	(462)	(459)	(1,319)	(1,005)	(1,156)	(1,220)
Dividends	(2,997)	(6,043)	(6,001)	(6,003)	(6,276)	(6,375)	(7,485)	(7,852)
Free Cash Flow	17,087	19,821	12,275	12,811	6,724	(10,413)	34,554	2,699

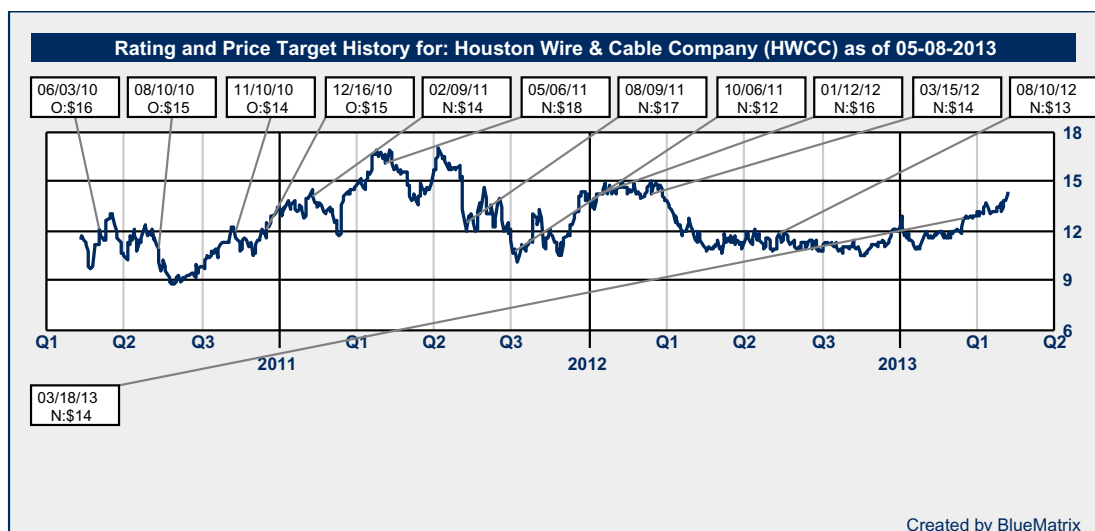
Per Share Data	2007	2008	2009	2010	2011	2012	2013E	2014E
Diluted Average Shares	20,406	17,817	17,686	17,710	17,795	17,815	17,845	17,845
EPS	1.49	1.33	0.45	0.50	1.11	0.96	1.00	1.12
Free Cash Flow (FCF)	0.84	1.11	0.69	0.72	0.38	(0.58)	1.94	0.15
EBITDA	2.47	2.30	0.81	0.97	2.04	1.79	1.84	2.02
Book Value	3.49	4.30	4.57	4.84	5.47	6.12	6.71	7.39
Tangible Book Value	3.49	4.30	4.57	4.84	5.47	6.12	6.71	7.39

Valuation Measures	2007	2008	2009	2010	2011	2012	PT/13E	PT/14E
Price - High	\$ 31.19	\$ 22.35	\$ 14.76	\$ 14.68	\$ 18.00	\$ 15.13		
Price - Low	\$ 12.73	\$ 5.61	\$ 4.70	\$ 8.64	\$ 10.14	\$ 10.47		
Price - Average	\$ 22.54	\$ 15.77	\$ 10.14	\$ 12.75	\$ 13.06	\$ 12.07		
							Price Target	
								\$15
TTM P/E - High	21.0	16.8	32.5	29.4	16.3	15.8		
TTM P/E - Low	8.6	4.2	10.3	17.3	9.2	10.9		
TTM P/E - Average	15.1	11.8	22.3	25.5	11.8	12.6	15.0	13.4
FTM P/E - High	23.4	49.2	29.5	13.3	18.8	15.2		
FTM P/E - Low	9.6	12.4	9.4	7.8	10.6	10.5		
FTM P/E - Average	16.9	34.7	20.3	11.5	13.7	12.1		
FCF Yield - Average	3.7%	7.1%	6.8%	5.7%	2.9%	-4.8%	12.9%	1.0%
EV/TTM Sales - Average	1.4	0.9	0.8	0.9	0.7	0.7	0.7	0.7
Price / TTM Sales - Average	1.3	0.8	0.7	0.7	0.6	0.5	0.7	0.6
Price / TTM TBV - Average	6.5	3.7	2.2	2.6	2.4	2.0	2.2	2.0
Dividend Yield - Average	0.7%	2.2%	3.4%	2.7%	2.6%	2.8%	2.3%	2.3%

Enterprise Value	2007	2008	2009	2010	2011	2012	PT/13E	PT/14E
Market Value	460,011	281,029	179,415	225,817	232,318	215,058	267,682	267,682
Preferred Stock	-	-	-	-	-	-	-	-
Total Debt	38,361	34,741	18,386	57,880	50,237	58,588	38,010	26,010
Other Long-Term Liabilities	-	-	-	141	128	103	(833)	(2,081)
Cash & Equivalents	-	-	-	-	-	(274)	(14,375)	(5,073)
EV	498,372	315,770	197,801	283,838	282,683	273,475	290,484	286,537
EBITDA	56,527	40,907	14,335	17,092	36,329	31,867	32,849	36,122
EV/EBITDA	8.8x	7.7x	13.8x	16.6x	7.8x	8.6x	8.8x	7.9x

Source: Company reports, Robert W. Baird & Co. estimates

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