| Overview | Percent Price Change | AZK | S\&P 500 |
| :---: | :---: | :---: | :---: |
| Float (mil)................................................... 145.900 | Year to Date................ | 12.60. | .-14.70 |
| 10 Day Average Volume (mil).............................. 0.456 | One Year. | 15.87.. | .-17.49 |
| 1 Day Volume Change on 7/24/08....................-15.50\% | Two Years. | 75.20.. | ...-1.29 |
| Market Capitalization (mil)................................... $\$ 645$ | Three Years. | 317.14. | ..... 1.91 |
| TTM Price/Earnings........................................ 579.42 | Five Years. | .NA. | ......NA |
| Price/Earnings Current Fiscal Year Estimate.................NA | Ten Years. | ..NA.. | NA |

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## REUTERS COMPANY REPORT DISCLAIMER

This research report is provided for informational purposes only and on the condition that it will not form the sole basis for any investment decision. Reference to any company is not a recommendation to buy or sell the shares of such company. The information used for, or presented in, this report has been obtained from sources believed to be reliable, but Reuters makes no representation as to the accuracy or completeness of such information. This report in intended only for users in the United States. Reuters has no obligation to update, modify or amend this report or to otherwise notify a reader thereof in the event that any matter stated herein becomes inaccurate. Reuters and/or its affiliates/investors may hold securities positions in the companies discussed in this report and may frequently trade in such positions. Such investments may be inconsistent with the quantitative analysis provided in this report.

This report was generated using a proprietary quantitative model that leverages widely accepted statistical methods and financial concepts to rank and rate a universe of more than 4700 US companies and US-listed ADRs with a market capitalization greater than $\$ 50 \mathrm{~mm}$ based on a series of financial attributes. These ratings are not intended as an indication of how an individual's investment will perform. As used in this report, "Outperform" designates the companies that rank in the top 30\% of companies covered by Reuters, "Neutral" designates the middle 40\%, and the bottom 30\% are designated "Underperform". All ratings are relative to the universe of companies covered by Reuters and not to any specific benchmark.

## Performance Rating: Outperform

Reuters ratings are based on a proprietary model that leverages widely accepted statistical methods and financial concepts to select attributes shown to be strong indicators of future stock price performance and applies these to rank stocks along a normal distribution curve. Ranks for Fundamental Quality, Value Catch-up, Operational Trends and Technical Factors are combined into a Composite Rating of Outperform, Neutral or Underperform.

## Reuters Composite Rating

We cannot guarantee that each stock will perform in accordance with its rank. But we do believe that over the long term, stocks rated Outperform (30\% of all stocks we rate) will, in the aggregate, outperform stocks rated Neutral ( $40 \%$ of all stocks we rate), and that stocks rated Neutral will, in the aggregate, outperform stocks rated Underperform (30\%). All analysis is based on publicly available company financials, fundamental ratios, relative rankings of financial data and ratios, and observed security prices.


AZK shares are presently rated OUTPERFORM. No forecast is made for the stock market as a whole. However, we do believe that whichever way the market moves, stocks rated OUTPERFORM have, in the aggregate, a higher probability of performing better than most others.

## Component Rating


"Under" = Underperform

## Fundamental Quality Component: Outperform

This rating is based on characteristics traditionally associated with "good" companies. We focus on how each company measures up against others, and give careful attention to recent improvement or slippage relative to other companies. TMM = Trailing Twelve Months.

TTM Return on Investment
Improvement in TTM Return on Investment
TTM Pretax Margin
Improvement in TTM Pretax Margin
Depreciation in Excess of Capital Spending Needs
Issuance/Repurchase of Common Shares
Common Shares Dilution
Presence/Absence of Unusual Income Items


## Value Catch-up Component: Outperform

This rating measures the extent to which the share price adequately reflects improving or eroding fundamentals, and favors shares whose prices have been slower to "catch up" to improving performance measures. TTM = Trailing Twelve Months.

Price Catch-up with TTM Earnings
Price Catch-up to TTM Sales
Price Catch-up to TTM Free Cash Flow
Price Catch-up to MRQ Book Value


## Operational Trends Component: Neutral

This rating reflects how strong a company's recent Sales and EPS (reported as per GAAP) growth have been relative to other companies we rate. MRQ = Most Recent Quarter. TMM = Trailing Twelve Months.

## Most Recent Quarter EPS Growth

Improvement in EPS Growth for Consecutive Quarters
Improvement in EPS Growth (MRQ vs. TTM)
Most Recent Quarter Sales Growth
Improvement in Sales Growth (MRQ vs. TTM)

| Very Negative |
| :--- |
|  | Negative $\quad$ Neutral | Positive |
| :---: |

## Peer Comparison

This section shows the comparison of key components between AZK and several of its peers.
\(\left.$$
\begin{array}{lrrrrr}\text { Composite } \\
\text { Rating }\end{array}
$$ $$
\begin{array}{rrrrr}\text { Fundamental } \\
\text { Quality }\end{array}
$$ \quad \begin{array}{r}Technical <br>

Factors\end{array}\right)\)| Value |
| ---: |
| Catch-up |$\quad$| Operational |
| ---: |
| Trends |

## Component Weight

Types of investment criteria differ in how usefu they are for predicting future stock movement. Based on our research, the Composite Rank assumes these relative degrees of importance.


## Technical Factors: Outperform

This rating is based on analyses of share price movements over a variety of time periods. We compare performance characteristics of individual stocks with those of all the others we rate. Generally speaking, our goal is to favor up-trending shares that have experienced recent corrections and de-emphasize down-trending shares experiencing uncharacteristic periods of strength. Here is how AZK shares performed during the various periods we examined.
Price Change
Past 7 days
-8.2\%
Past 30 days
-5.6\%
Past 60 days
-11.3\%

Change for Past 180 Days: 7.9\%


Change Between 60 and 30 Days Ago: -6.1\%


Change Between 180 and 60 Days Ago: 21.7\%


Change Between 180 and 90 Days Ago: 9.1\%


## Getting Acquainted

Start your analysis by learning what the company does, how well it does it, where it stands relative to peers, and whether aspects of the corporate structure or capitalization are bothersome to you.

## Business Summary

Aurizon Mines Ltd. is a Canada-based gold producer with operations and development activities in the Abitibi region of northwestern Quebec. It owns 100\% of the Casa Berardi gold mine, which is in commercial production, as well as one advanced stage project, the Joanna gold project, and one early-stage exploration project, the Kipawa gold/uranium project. During the year ended December 31, 2007, gold production from Casa Berardi totaled 159,469 ounces. The Joanna Gold Project comprises 92 claims covering 2,608. The Kipawa gold-uranium project is an early-stage exploration project. It has increased its land position to 1,277 mineral claims covering 75,000 hectares in Kipawa gold-uranium project. At Joanna, mineral resources are estimated at 11.3 million tons averaging 1.7 grams of gold per ton, for 630,000 ounces in the indicated mineral resource category and 28.6 million tons averaging 1.6 grams of gold per ton, for 1.42 million ounces in the inferred mineral resource category.

## Contact Info

Aurizon Mines Ltd.(USA) is headquartered at: Suite 900, 510 Burrard Street, Vancouver, BC, V6C 3A8
Canada
(604) 687-6600
www.aurizon.com
Patrick Soares, Manager, Investor Relations

## Financial Trends

TTM $=$ Trailing Twelve Months, ${ }^{*}=$ Most Recent Quarter.

|  |  |  |  |  |  |  | Historic Growth Rates |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fiscal Year Ending | 12/31/03 | 12/31/04 | 12/31/05 | 12/31/06 | 12/31/07 | TTM | 3 Year | 5 Year | 10 Year |
| Sales (mil) | \$0.8 | \$0.8 | \$0.0 | \$0.0 | \$87.5 | \$121.5 | 371.97 | 38.93 | 17.13 |
| EPS (GAAP) | (\$0.02) | (\$0.01) | (\$0.02) | (\$0.10) | \$0.04 | \$0.01 | NA | NA | NA |
| Dividends/Share | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | NA | NA | NA |
| Book Value/Share | \$0.71 | \$0.61 | \$0.80 | \$0.85 | \$0.87 | * \$0.85 | 12.79 | 8.09 | NA |
| Tangible Book Value/Sh. | \$0.71 | \$0.61 | \$0.80 | \$0.85 | \$0.87 | * \$0.85 | 12.79 | 8.09 | NA |
| Cash Flow/Share | (\$0.03) | (\$0.01) | (\$0.02) | (\$0.10) | \$0.19 | \$0.21 | NA | NA | 61.09 |
| Free Cash Flow/Share | (\$0.14) | (\$0.28) | (\$0.38) | (\$0.60) | (\$0.01) | \$0.19 | NA | NA | NA |

## Key Ratios

| Fiscal Year Ending | 12/31/03 | 12/31/04 | 12/31/05 | 12/31/06 | 12/31/07 | TTM | Historic Averages |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  | 3 Year | 5 Year | 10 Year |
| \% Sales Growth | (95.4) | 8.1 | (100.0) | NA | NM | 12,154.7 | NA | NA | NA |
| \% EPS Growth | (71.2) | (55.5) | 165.0 | 413.3 | (143.1) | 112.6 | 145.0 | 61.7 | 32.4 |
| \% Gross Margin | 100.0 | 100.0 | NA | NA | 53.7 | 52.6 | NA | NA | NA |
| \% Operating Margin | (321.1) | (233.3) | -NM | -NM | 1.3 | 3.1 | NA | NA | NA |
| \% Tax Rate | (4.4) | (2.9) | 48.4 | 23.1 | (66.6) | 59.0 | 1.6 | (0.5) | 0.8 |
| \% Return on Assets | (4.1) | (1.9) | (2.0) | (8.4) | 2.3 | 0.5 | (2.7) | (2.8) | (5.4) |
| \% Return on Investment | (4.4) | (2.0) | (2.1) | (8.9) | 2.7 | 0.6 | (2.8) | (3.0) | (6.2) |
| \% Return on Equity | (2.5) | (1.1) | (2.6) | (12.2) | 5.0 | 0.9 | (3.3) | (2.7) | (8.5) |
| Asset Turnover | 0.0 | 0.0 | 0.0 | 0.0 | 0.4 | 0.5 | 0.1 | 0.1 | 0.3 |
| Receivables Turnover | 0.4 | 0.3 | 0.0 | 0.0 | 20.5 | 51.4 | 6.8 | 4.2 | 12.2 |
| Inventory Turnover | 0.0 | 0.0 | 0.0 | 0.0 | 5.8 | 6.6 | 1.9 | 1.2 | 14.4 |

## Equity Information

Whether you are willing to accept companies that have or don't have major shareholders with controlling ownership blocks, multiple classes of common, or convertible debt or preferred issues is a matter of individual preference. Look here for anything along these lines that might make you more or less inclined to invest in this company.
Common Stock no Par, 5/08, 500M auth., 147,367,548 issd. Insiders own approx. 1\%. IPO: N/A.

## Analyst Footnotes

Look for accounting changes, restructurings, etc.which may affect how useful historic data is inassessing future company prospects.
Quarterly financials do not reflect the U.S. GAAP adjustments. FY'01 \& '02 fncls. are reclassified. Q2-04 is restated for the sale of $50 \%$ int. in the Sleeping Giant Mine

## Peer Comparison

This table gives an indication of how Aurizon Mines Ltd.(USA) stands in key respects compared with companies in the Gold \& Silver Industry

| Company Name (Ticker) | Last Fiscal Year Revenue (mil) | Current Fiscal Year Projected Revenue (mil) | Projected Price/Sales | ting EPS | Current Fiscal Year Projected EPS | P/E Based on Current Year Estimates P | EPS \% Growth Previous 5 Years | EPS \% Growth Next 5 Years |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Aurizon Mines L... (AZK) | Revenue $\mathbf{\$ 8 7 . 5}$ | NA | Prise/Sales | \$0.04 | NA | NA | NA | NA |
| Freeport-McMoRan Copper... (FCX) | \$16,939.0 | \$23,206.8 | 1.6 | \$7.41 | \$11.03 | 8.6 | 52.8 | 13.0 |
| Newmont Mining Corporat... (NEM) | \$5,526.0 | \$6,945.5 | 3.2 | (\$2.13) | \$2.47 | 19.8 | NA | 10.2 |
| Gold Fields Limited (GFI) | NA | NA | NA | NA | NA | NA | NA | NA |
| Harmony Gold Mining Com... (HAR) | NA | NA | NA | NA | NA | NA | NA | NA |
| Yamana Gold Inc. (YRI) | NA | NA | NA | NA | NA | NA | NA | NA |
| Coeur d'Alene Mines Cor... (CDE) | \$215.3 | \$349.8 | 3.8 | \$0.14 | \$0.17 | 14.1 | NA | 15.0 |
| IAMGOLD Corporation (IMG) | NA | NA | NA | NA | NA | NA | NA | NA |

## Share Price Trends

Stock price trends depict the collective opinion of the investment community. You don't have to agree with consensus views but seeing how others feel can help you decide what to look for as you go further in your analysis. Consider it similar to reading a review before seeing a movie.

## 1 Year Price Chart with Bollinger Bands and Relative Strength

Technical analysts believe a narrowing of the bands suggests a significant price movement, up or down, will soon occur. Also, many say stocks that move outside the bands and then back inside will soon move toward the opposite band. The Relative Strength Index (RSI) calculates the strength of the current price movement compared to other recent moves and may signal when a trend is unsustainable. Technical analysts also believe RSI peaks/valleys forecast changes in share price trends.


## 10 Year Price Chart (Monthly)



|  |  |  |  |  |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | Vol (bil) |

## 6 Month Price Chart (Daily)




## 5 Year Price Chart (Monthly)




## 1 Month Price Chart (Daily)



## General Sentiment

You can follow popular opinion or choose a contrarian's strategy. Either way, you should know whether the Street is bullish or bearish. Investor sentiment is typically positive when the 50 -day moving average is rising, especially if it's also above the 200-day moving average. Additionally, changes in price trend can be deemed more definitive if supported by higher than normal volume.

## 52 Week Price History



| Price History |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Calendar Year | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 |
| High Price | NA | NA | NA | NA | 1.88 | 1.69 | 1.54 | 3.50 | 4.65 |
| Low Price | NA | NA | NA | NA | 1.27 | 0.92 | 0.82 | 1.42 | 2.59 |
| Year End Price | NA | NA | NA | NA | 1.54 | 1.37 | 1.51 | 3.14 | 3.89 |
| High P/E | NA | NA | NA | NA | NA | NA | NA | NA | NM |
| Low P/E | NA | NA | NA | NA | NA | NA | NA | NA | 13.65 |
| Year End P/E | NA | NA | NA | NA | NM | NM | NM | NM | 90.52 |
| Dividend Yield | NA | NA | NA | NA | NM | NM | NM | NM | NM |

## Price Performance

When stocks significantly beat or trail the S\&P 500 or the industry, investors are looking more intently at company- specific matters than general-market factors. In the two percentile rank columns, a high "Rank in Industry" coupled with a low "Industry Rank" could signify a hot stock in a cold industry. The reverse, is also noteworthy.

| Time Period | Actual Change | Percent Change | S\&P 500 | Industry | Rank in Industry |  | Industry Rank |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 4 Week | (0.50) | (10.3)\% | (8.1)\% | (4.6)\% | NA |  | NA |
| 13 Week | (0.08) | (1.8)\% | 8.9\% | (9.0)\% | - 64 |  | - 93 |
| 26 Week | 0.32 | 7.9\% | 16.5\% | 19.8\% | - 80 |  | 34 |
| 52 Week | 0.60 | 15.9\% | 40.4\% | 3.1\% | - 80 |  | - 92 |
| Year To Date | 0.49 | 12.6\% | 32.0\% | 17.8\% | - 82 |  | - 73 |
| BarChartKey YTD 4 Wk. |  |  |  | - | Rank Key Worst Best | 1 | 100 |

A high or increasing short interest implies that many investors expect the stock price to decline. You can treat that as a warning. Or you can disagree with the crowd and buy stocks with high short interest in anticipation of a short squeeze (a rally that occurs when short sellers rush to buy a stock, fearing losses they might incur if they wait too long). Prospects for a squeeze are indicated by high readings in the "Days to Cover" column (which tells how many days it would take for all short interest positions to be covered if recent trading volume levels persist). The risk: The bears may be right. So research other aspects of the company.

| Month | Shares | \% Outstanding | Percent of Float | Days to Cover |
| :--- | ---: | ---: | :---: | :---: |
| June 2008 | 414,000 | 0.28 | 0.29 | 1.16 |
| May | 523,000 | 0.36 | 0.36 | 1.51 |
| April | 820,000 | 0.56 | 0.56 | 4.29 |
| March | 643,000 | 0.44 | 0.44 | 4.07 |

## Insider Trading

Insider buying can be seen as bullish because, presumably, their company knowledge is superior However, insider sales are less reliable because insiders may sell for a variety of reasons that have nothing to do with their opinion of the stock.

In the last 6 months, there have been no insider purchases, and there have been no insider sales.
Net Change (6 months)
6 Month Net Transactions

## Institutional Ownership

It's worthwhile to know what institutions are doing simply because their stock positions can be so large. In the short term, stocks will perform well if institutions are buying and perform poorly if institutions are selling.

79 institutions own $30.3 \%$ of the 0.15 billion common shares outstanding. This is higher than the average institutional ownership of the Gold \& Silver Industry at $8.9 \%$, and lower than the average of the S\&P 500 as a whole which is $71.4 \%$.

| Net Change (3 month) | $5.1 \%$ |
| :--- | ---: |
| Net Purchases (3 month) | 7.54 mil |
| Shares Purchased (3 month) | 9.64 mil |
| Shares Sold (3 month) | 2.09 mil |

## Stock Price Rationale

Determine if the stock price is justified by: growth-based value, comparative value, liquid assets, or dividends. The better the company, (in terms of growth or quality), the higher the valuation measures can be. And if valuation ratios are extremely low, double-check to see if the company appears excessively weak. In any case, you don't have to say yes to any valuation measure - many buy shares based on other factors (e.g., growth). But if you do that, at least understand what you're doing and consider the risks.

## Viewing Things In Context

Many people erroneously work with valuation ratios calculated based on numbers that aren't truly representative of a company's underlying sustainable financial characteristics. Thus it's important to determine if today's sales and EPS are significantly depressed or elevated due to temporary factors such as business cycles. Higher ratios can be tolerated if sales and EPS are temporarily depressed. But if the company is experiencing unsustainable boom conditions, seek lower ratios. GAAP = Generally Accepted Accounting Principles.

| Fiscal Year Ending | 12/31/01 | 12/31/02 | 12/31/03 | 12/31/04 | 12/31/05 | 12/31/06 | 12/31/07 | 12/31/08E | 12/31/09E |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales/Share | \$0.37 | \$0.33 | \$0.01 | \$0.01 | \$0.00 | \$0.00 | \$0.60 | NA | NA |
| Price/Sales | NA | NA | 164.63 | 165.52 | NM | NM | 6.76 | NA | NA |
| EPS (GAAP) | (\$0.11) | (\$0.06) | (\$0.02) | (\$0.01) | (\$0.02) | (\$0.10) | \$0.04 | NA | NA |
| P/E (GAAP) | NA | NA | NM | NM | NM | NM | 94.01 | NA | NA |
| EPS (Normalized) | (\$0.07) | (\$0.06) | (\$0.02) | (\$0.01) | (\$0.02) | (\$0.08) | \$0.04 | NA | NA |
| P/E (Normalized) | NA | NA | NM | NM | NM | NM | 93.62 | NA | NA |
| Dividend Yield (\%) | NA | NA | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | NA | NA |

## Valuation Based On Growth

The faster a company grows, the higher its stock's P/E can be. Contrary to popular belief, PEG (P/E over Growth Rate) need not always be 1.00 or less. But all else being equal, lower is better (and 3.00 is usually too high). Try to favor company PEGs that are lower than industry and market PEGs. In all cases, watch for very high growth estimates. If overly optimistic projections get cut, PEG would wind up being higher. FY = Fiscal Year.

| zon Mines Ltd.(USA) | Price/EPS (Est.) for Current FY NA | Price/EPS (Est.) for Next FY NA |  |
| :---: | :---: | :---: | :---: |
| Gold \& Silver | 26.94 | 20.91 |  |
| S\&P 500 | 15.75 | 13.70 | 12.25 |
| Comparative Valuation Ratios |  |  |  |
| Valuation below industry or S\&P 500 averages can be attractive - unless the company is materially worse in terms of quality growth prospects. Year-by-year trends in comparative valuations can give clues about company merit. Be especially on guard if comparative ratios are deteriorating over time. On the other hand, relatively low valuations that are moving toward the averages might indicate that the market is tuning in to heretofore under-appreciated company merit. <br> FY = Fiscal Year, TM = Trailing Twelve Months, ${ }^{*}=$ Most Recent Quarter. |  |  |  |

Aurizon Mines Ltd.(USA)

|  | Price/ Earnings | Price/ Sales | Price/ Book | Price/ Cash Flow | Price/ Tang. Book | Price/Free Cash Flow |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Trailing 12 Months | 579.42 | 5.31 | * 5.15 | 21.25 | * 5.16 | 23.19 |
| FY Ending 12/31/07 | 94.01 | 6.76 | 4.63 | 21.59 | 4.63 | NM |
| FY Ending 12/31/06 | NM | NM | 3.42 | (28.19) | 3.42 | (4.81) |
| FY Ending 12/31/05 | NM | NM | 1.93 | (93.11) | 1.93 | (4.00) |
| FY Ending 12/31/04 | NM | 165.52 | 2.25 | (99.67) | 2.25 | (4.90) |
| Bar Chart Key 2004 TTM |  |  | , |  | $\square$ | ■■ |
| Gold \& Silver |  |  |  |  |  |  |
|  | Price/ Earnings | Price/ Sales | Price/ Book | Price/ Cash Flow | Price/ <br> Tang. Book | Price/Free Cash Flow |
| Trailing 12 Months | 26.94 | 5.63 | * 2.68 | 22.67 | * 2.83 | 50.26 |
| FY Ending 2007 | 59.07 | 11.59 | 2.98 | 41.50 | 3.95 | (1.33) |
| FY Ending 2006 | 26.77 | 10.09 | 2.41 | 8.99 | 3.17 | 10.50 |
| FY Ending 2005 | 70.77 | 11.00 | 3.85 | 8.66 | 4.68 | (7.32) |
| FY Ending 2004 | 48.67 | 11.78 | 3.12 | 16.57 | 4.03 | (5.82) |
| Bar Chart Key $2004 \text { TTM }$ |  |  |  | ■ |  | ■■ |
| S\&P 500 |  |  |  |  |  |  |
|  | Price/ Earnings | Price/ Sales | Price/ Book | Price/ Cash Flow | Price/ Tang. Book | Price/Free Cash Flow |
| Trailing 12 Months | 17.45 | 2.42 | * 3.73 | 13.36 | * 7.98 | 28.92 |
| FY Ending 2007 | 22.47 | 2.77 | 4.07 | 14.87 | 5.76 | 26.83 |
| FY Ending 2006 | 20.63 | 2.84 | 3.77 | 13.89 | 5.39 | 29.33 |
| FY Ending 2005 | 23.86 | 3.21 | 4.25 | 16.09 | 6.16 | 21.37 |
| FY Ending 2004 | 25.70 | 3.38 | 4.05 | 16.53 | 5.78 | 24.67 |
| Bar Chart Key $2004 \text { TTM }$ |  |  |  |  |  |  |

## Dividends

Dividend is the most classic basis for stockvaluation, and high dividend yields are usuallydeemed preferable. Today, with many companiesreinvesting profits back into the business, moderateor low yields can be accepted if dividends growrapidly. The main risk is that poor performance willcause the dividend to be cut or omitted. A very highpayout ratio is one warning signal. Another is ayield that is very high relative to industry peers.
TM = Trailing Twelve Months.

|  | AZK | Industry |
| :--- | ---: | ---: |
| Current Dividend Yield | NA | $0.8 \%$ |
| 5 Yr. Avg. Dividend Yield | $0.0 \%$ | $0.6 \%$ |
| 5 Yr. Dividend Growth Rate | NA | $27.2 \%$ |
| TTM Payout Ratio | $0.0 \%$ | $9.0 \%$ |
| 5 Yr. Average Payout Ratio | NA | $6.1 \%$ |

## Liquid Assets

Get a general sense of the extent to which the stockprice is offset by the presence of assets that can beconverted to cash immediately or in the near future. Often, these ratios will not be meaningful. Most companies are valued as ongoing businesses, rather than liquidation/buyout prospects. If you're lookingat an especially troubled company, be aware that seemingly liquid-asset windfalls can be dissipatedby continuing operating losses and/or shutdown costs.

| Price to ... | AZK | Industry |
| :---: | :---: | :---: |
| General Working Capital | 40.1 | 18.7 |
| (current assets minus current liabilities) |  |  |
| Net Working Capital (current assets minus all liabilities) | (16.2) | (5.7) |
| Cash (\& cash equivalents) | 28.6 | 20.9 |
| Cash minus total debt | (30.0) | (0.0) |
| Cash minus all liabilities | (8.4) | (6.3) |

## Footprints of Success

In many respects, business success requires subjective judgment. However, over time, good companies tend to leave good footprints, which become most visible when company data is compared to industry/sector/market benchmarks. That's how you see when companies perform well, not just because a rising business tide lifts all boats, but because the company is doing unique, good things. Look, too, at time-series comparisons, and take note of companies that are improving faster or suffering less than peers.

## Growth Rates (\%)

Investors are accustomed to looking at EPS growth. Check sales growth, too. EPS gains can't persist indefinitely without good sales growth. Do further investigation if sales trends are falling short. (A big short fall might reflect a divestiture. On the other hand, if sales growth looks too good, check to see if it's being boosted by an acquisition.) Also, compare sales growth to capital spending growth. Over a prolonged period, it's reasonable to expect capital spending growth to more or less keep pace with sales growth. If the latter is significantly higher, capital spending may have to accelerate in the next few years.

| \% Growth Rate | AZK | Industry | Sector | S\&P 500 | Company Rank in Industry | AZK <br> vs. Industry | AZK <br> vs. Sector | $\begin{array}{r} \text { AZK } \\ \text { vs. S\&P } 500 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales Growth For Most Recent Quarter | NA | 22.6 | 21.8 | 13.0 | $\square$ NA | NA | NA | NA |
| Sales Growth For Trailing 12 Months | 12,154.7 | 5.4 | 21.1 | 14.7 | NA |  |  |  |
| Sales Growth For Past 5 Years | 38.9 | 15.7 | 18.3 | 15.5 | - 75 |  |  |  |
| Capital Spending Growth for Past 5 Years | 41.7 | 41.5 | 18.8 | 13.0 | - 52 |  |  |  |
| EPS Growth for Most Recent Quarter | (670.4) | (21.1) | 9.0 | 12.6 | $\square \mathrm{NA}$ | $\square$ | $\square$ |  |
| EPS Growth for Trailing Twelve Months | 112.6 | (35.6) | 6.1 | 12.2 | NA |  |  |  |
| EPS Growth for Past 5 Years | NA | 4.0 | 31.8 | 23.5 | NA | NA | NA | NA |

## Company Quality

Some companies excel in obtaining high margins (watch out for very low tax rates, which may reflect special benefits that often won't persist indefinitely) while others are highly efficient. Still others are strong in both respects. These trade-offs are balanced in the Management Effectiveness returns, which combine both factors. TTM $=$ Trailing Twelve Months.

| Profitability Ratios (\%) | AZK | Industry | Sector | S\&P 500 | Company Rank in Industry | AZK vs. Industry | AZK <br> vs. Sector | $\begin{array}{r} \text { AZK } \\ \text { vs. S\&P } 500 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross Margin for Trailing Twelve Month | 52.6 | 50.5 | 31.3 | 44.6 | - 62 |  |  |  |
| Gross Margin for Past 5 Years | 54.5 | 48.2 | 29.0 | 44.3 | - 85 |  |  |  |
| Operating Margin for Trailing Twelve Months | 3.1 | 7.5 | 16.0 | 18.2 | ■ 31 |  | $\square$ |  |
| Operating Margin for Past 5 Years | (32.2) | 17.8 | 12.7 | 19.0 | - 52 |  |  |  |
| EBITD Margin for Trailing Twelve Montr | 26.8 | 18.7 | 20.5 | 22.8 | - 53 |  |  |  |
| EBITD Margin for Past 5 Years | (3.0) | 31.6 | 18.2 | 22.6 | - 48 |  |  |  |
| Pretax Margin for Trailing Twelve Months | 2.2 | 4.6 | 13.0 | 16.6 | - 45 |  |  |  |
| Pretax Margin for Past 5 Years | (26.8) | 19.1 | 11.2 | 18.3 | - 50 | $\square$ | $\square$ |  |
| Net Margin for Trailing Twelve Months | 0.9 | 3.5 | 10.3 | 11.9 | - 39 | $\square$ | $\square$ |  |
| Net Margin for Past 5 Years | (17.3) | 13.1 | 7.7 | 12.7 | - 57 | $\square$ | $\square$ |  |
| Effective Tax Rate for Trailing Twelve Months | 59.0 | 88.7 | 30.9 | 30.0 | - 87 | $\square$ |  |  |
| Effective Tax Rate for Past 5 Years | NA | 25.1 | 30.6 | 30.7 | NA | NA | NA | NA |
| Efficiency Ratios (TTM) | AZK | Industry | Sector | S\&P 500 | Company Rank in Industry | AZK <br> vs. Industry | AZK <br> vs. Sector | AZK vs. S\&P 500 |
| Asset Turnover | 0.5 | 0.3 | 0.9 | 1.0 | - 90 |  |  |  |
| Receivables Turnover | 51.4 | 10.2 | 8.2 | 10.6 | - 93 |  |  |  |
| Inventory Turnover | 6.6 | 5.0 | 6.4 | 12.4 | - 78 |  |  |  |
| Revenue/Employee | \$1,350,363 | \$453,153 | \$663,760 | \$976,576 | - 90 |  |  |  |
| Net Income/Employee | \$12,043 | \$81,627 | \$78,202 | \$121,362 | - 30 |  |  |  |
| Management Effectiveness Ratios (\%) | AZK | Industry | Sector | S\&P 500 | Company Rank in Industry | AZK <br> vs. Industry | AZK <br> vs. Sector | AZK vs. S\&P 500 |
| Return on Assets for TTM | 0.5 | (0.0) | 9.2 | 8.8 | - 81 |  | - |  |
| Return on Assets for Past 5 Years | (2.4) | 2.6 | 7.0 | 8.3 | - 78 |  | r |  |
| Return on Investment for TTM | 0.6 | (0.0) | 11.3 | 12.5 | ■ 79 |  | $\square$ |  |
| Return on Investment for Past 5 Years | (2.6) | 3.1 | 8.6 | 12.0 | - 64 | $\square$ | $\square$ | $\square$ |
| Return on Equity for TTM | 0.9 | (3.0) | 20.1 | 20.9 | - 78 |  | $\square$ |  |
| Return on Equity for Past 5 Years | (2.8) | 0.8 | 19.5 | 19.9 | NA |  |  |  |
|  |  |  |  |  | Worst Best | $\square=$ Co. underperforming $\square=$ Co. outperforming |  |  |

## Financial Strength

Quick Ratio (cash and marketable securities divided by current liabilities) and Current Ratio (all current assets divided by current liabilities) give a sense of how readily the company could cover current obligations if the sales were to stop. Higher ratios indicate greater liquidity. Different businesses have different cash inflow-outflow characteristics, so compare companies to industry averages. Similar comparisons are relevant for debt ratios (higher ratios indicate more debt and, hence, more financial risk) and interest coverage (lower numbers signify greater risk).

|  | AZK | Industry | Sector | S\&P 500 | Company Rank in Industry | AZK <br> vs. Industry | AZK <br> vs. Sector | $\begin{array}{r} \text { AZK } \\ \text { vs. S\&P } 500 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Quick Ratio | 1.1 | 3.0 | 1.2 | 1.1 | - 36 | $\square$ |  |  |
| Current Ratio | 1.4 | 3.8 | 2.1 | 1.6 | - 39 | $\square$ |  |  |
| Total Debt to Equity | 35.0 | 32.5 | 82.9 | 78.1 | - 18 |  |  |  |
| Long Term Debt to Equity | 18.0 | 29.6 | 72.4 | 63.6 | - 19 |  |  |  |
| Interest Coverage | 5.5 | 2.9 | 12.2 | 14.3 | - 75 |  |  |  |
|  |  |  |  |  | Worst Best | $\square=C$. underp | ing $\quad \square=$ | outperforming |

