NIK			B' NY	1			P	ecent Rice	57.6		₀ 21.		ng: 23.0) an: 19.0)		0 1.1	1 DIV'D YLD	1.2	2%	/ALUI LINE	Ξ	
TIMELIN		Raised 4		High: Low:	12.6 9.4	17.0 11.9	17.7 10.7	16.7 9.6	23.1 15.2	24.6 17.4	28.7 21.3	40.1 25.7	49.9 34.9	68.2 45.3	65.4 49.0	59.7 50.8				Price	
SAFETY TECHNI		Raised 8			o.0 x "Cas	h Flow" p s e Strength	h														128
BETA .9			120/17	2-for-1 sp 2-for-1 sp	olit 4/07 olit 12/12	e Strength								2.	for-1						96 80
202	0-22 PR	OJECTI	ONS .nn'l Total	2-for-1 sp Options:	Yes	ates recess	ion							,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	լլե _{ն հ} ելու	11-1 ●					64
		Gain +65%)	Return 14%								2	for-1	hunnh,								48 40
Low Insider	75 (·	+30%)	8%) استا ^{ر ارز} ا										32 24
	SON	DJF	M A M 1 0 0				141-11		++++++++++++++++++++++++++++++++++++++	4+++++++·					••••••						16
Options 1	1 0 1	0 2 1	$\begin{array}{cccc} 1 & 0 & 0 \\ 1 & 4 & 0 \\ 1 & 4 & 0 \end{array}$		I [†]	WITTER PARTY					****	*******	••••••	••••	•••	••••••					_12
	ional [Decisio	ns	"'''''''''''''''''''''''''''''''''''''		••••••	· .			•••								% 10	T. RETUR THIS \ STOCK	L ARITH.*	
to Buy to Sell	3Q2016 567 625	4Q2016 621 619	102017 652 595	Percent shares	20 -	ա հու				L. L.IL.						1.1		1 yr. 3 yr.	8.3 57.6	18.8 20.3	F
HId's(000)1	023073	1029245	1164611	traded	10 -												204.9	5 yr.	186.2	91.4	20.00
2001 4.42	2002 4.65	2003 5.07	2004 5.82	2005 6.54	2006 7.22	2007 8.10	2008 9.48	2009 9.87	2010 9.82	2011 10.97	13.17	2013 14.16	2014 15.98	2015 17.85	2016 19.25	2017 20.80	2018 22.75	Sales pe	UELINEP ersh ^	UB. LLU	20-22 32.45
.37	.44	.48	.59	.66	.80	.86	1.04	1.06	1.15	1.30	1.42	1.62	1.85	2.26	2.62	3.00	3.20	"Cash F	low" per s		4.90
.27 .06	.31 .06	.35	.44	.56 .12	.66	.72	.86 .22	.88	.97 .27	1.10 .30	1.18 .35	1.35	1.49	1.85	2.16	2.51	2.75 .80		s per sh 4 Vecl'd per		4.30 1.08
.15	.13	.09	.10	.12	.16	.16	.23	.23	.17	.23	.33	.36	.51	.56	.68	.65	.70	Cap'l Sp	ending pe	er sh	.90
1.63 2148.8	1.80 2128.8	1.89 2108.8	2.27 2104.8	2.69 2100.8	3.03	3.49 2015.2	3.98 1964.4	4.48	5.04 1936.0	5.18 1902.0	5.67 1832.0	6.24 1788.0	6.22 1740.0	7.41	7.29	7.50 1650.0	8.20 1625.0		lue per sh n Shs Out		10.95 1550.0
20.2	21.2	17.1	18.4	17.9	16.0	16.5	17.8	15.3	16.4	18.2	20.4	19.4	24.2	24.4	27.5	21.6		Avg Ann	i'l P/E Rat	io	20.0
1.04 1.1%	1.16 .9%	.97 1.1%	.97 1.1%	.95 1.2%	.86 1.4%	.88 1.5%	1.07 1.4%	1.02	1.04 1.7%	1.14 1.5%	1.30 1.4%	1.09	1.27	1.23	1.44 1.0%	1.14 1.3%			P/E Ratio I'l Div'd Yi		1.25 1.3%
			as of 5/31		1.170	16326	18627	19176	19014	20862	24128	25313	27799	30601	32376	34350	37000	Sales (\$		iona -	50300
	bt \$380 \$3471 r		Due in 5 \ LT Interes			14.7%	14.7%	14.5%	14.7%	15.1%	14.1%	14.6%	15.1%	15.6%	15.9%	16.4%	16.9%	Operatin	g Margin		18.8%
	v o			(22% of (269.7 1458.3	303.6 1734.1	335.0 1727.4	323.7 1906.7	335.0 2133.0	373.0 2223.0	438.0 2464.0	518.0 2693.0	606.0 3273.0	649.0 3760.0	700 4240.0	750 4470	Net Prof	ation (\$mi it (\$mill)	11)	900 6665
			nnual ren		mill.	33.7%	30.7%	26.7%	24.2%	25.0%	25.5%	24.7%	24.0%	22.2%	18.7%	14.0%	19.0%	Income			21.0%
No Defi	ned Ben	lefit Pen	sion Plan	1		8.9% 5492.5	9.3% 5517.8	9.0% 6457.0	10.0% 7595.0	10.2% 7339.0	9.2% 7666.0	9.7% 9700.0	9.7% 8669.0	10.7% 9642.0	11.6% 9667.0	12.3% 10587	12.1% 11350		it Margin Cap'l (\$n	nill)	13.3% 13500
Preferre	d Stock	None				409.9	441.1	437.2	445.8	276.0	228.0	1210.0	1199.0	1079.0	2010.0	3471.0	3200	Long-Te	rm Debt (\$mill)	2600
		1,650,70 329,245,	66,552 sh	ares		7025.4	7825.3 21.2%	8693.1 19.1%	9753.7 18.7%	9843.0 21.1%	10381 21.0%	11156 20.0%	10824	12707 23.8%	12258 26.5%	12407 27.3%	13300 27.5%		ity (\$mill) on Total C		17000 34.5%
Class B	shares:	1,321,52	0,800	••• ••••		20.8%	22.2%	19.9%	19.5%	21.7%	21.4%	22.1%	24.9%	25.8%	30.7%	34.2%	33.5%	Return o	on Shr. Eq	uity	39.0%
	T CAP:		llion (Larg 2015		5/31/17	15.9% 24%	16.9% 24%	14.5% 27%	14.4% 27%	16.0% 26%	15.5% 28%	15.8% 29%	17.5%	18.7% 27%	22.3% 27%	24.6% 29%	24.0% 29%		I to Com I s to Net P	•	29.5% 25%
(\$MIL Cash A	.L.) ssets		5924	5457	6179				ins, devel									C, owns			
	ables ry (LIF(C)	3358 4337	3241 4838	3677 5055				accessorie									r Travis The Vang			
Other Current	Assets	1	2357 5976 1	1489	<u>1150</u> 16061	mix of	independ	dent distr	ibutors and	d license	ees in ap	proximat	ely 190	LLC, 6.	2%; Blac	kRock, s	5.9% (7/	25/16 pro	oxy). Cha	airman 8	CEO:
Accts P Debt Du			2131 181	2191 45	2048 331				estic and 6 5/31/16. F									s: One Bo ternet: wv		,	verton,
Other Current		_	4022 6334	3122 5358	3095 5474	NIK	E's q	uotat	ion su	irged	l folle	owing	g an					it we			
				st Est'd					ay-qu oks on									e in a s of so			
of change Sales	u /	10 Yrs 10.5 12.5			' 20-'22 1.0%	May	31st)). Rev	enues	and o	earnir	igs to	pped	to-co	nsume	er opti	ions, l	like pe	ersona	l sne	aker
"Cash F Earning	S	12.5	5% 13.	5% 10	4.0% 6.0%				xpectat s admi									t that this:			
Dividen Book Va		16.0 10.0)% 14.)% 7.	5% 13 5% 8	3.0% 8.0%	more	e to it	then	just tł	ne nu	mbers	s. Inte	erna-	Adid	as an	d Un	der A	rmou	r ralli	ied a	bit,
Fiscal Year			SALES (\$ m		Full Fiscal				s shii eater (e amj the sw		ins a	vallab	le for	the
Ends 2014	6971	6431	Feb.28 6972	7425	Fiscal Year 27799				ner pla vier on					The	grow	ing p	opula	arity (not b	of the		\ on
2015 2016	7982 8414	7380 7686	7460 8032	7779 8244	30601 32376	the	ever-c	hangi	ng tas	stes o	of tod	ay's š	hop-					on to			
2017	9061	8180	8432	8677	34350				12% g munit									nged me h			
2018 Fiscal	9630 FA	8880	9130 ER SHARE	9360	37000 Full	Still	it wa	as like	ely a s	epara	ite dis	sclosu	re in	strid	es in	Europ	pe, So	uthA	meric	a, Cł	ina,
Year Ends		Nov.30	Feb.28	May 31	Fiscal Year	the price	earnii e's lare	ngs c ge nou	all tha 5. The	at leo comr	d to Danv a	this s mnou	stock nced					e Lebi ie to le			
2014 2015	.43 .54	.30 .37	.38 .45	.38 .49	1.49 1.85	it is	openi	ng up	shop o	on Ar	nazon	.com.	This	the	compa	any. F	Pitch	men			
2016	.67	.45	.55	.49	2.16				tnershi udes ji							ferenc chip		ks alı	most	all of	the
2017 2018	.73 .75	.50 .60	.68 .75	.60 .65	2.51 2.75	men	t of N	IKE J	produčt	s. Bu	it the	move	was	boxe	s on	our p	otent	t ial i n	ivestr	nent	list.
Cal-	QUAR	TERLY DI	VIDENDS P	AID c∎	Full				pplaud to reva					A Til Safet	meline y of 1	ess of (Hig	z (A hest)	bove A imme	averag diately	ge) ai y gral	ia a b at-
endar 2013	Mar.31	Jun.30 .105	Sep.30 .105	Dec.31 .105	Year .32	whil	e briç	k-and	l-morta	ar re	tailers	s are		tenti	on. Pl	us, ap	oprecia	ation]	potent	tial o	ut to
2014	.12	.12	.12	.12	.48				e sales call fo				s up					verage total-1			
2015 2016	.14 .16	.14 .16	.14 .16	.14 .16	.56 .64	by S	\$0.15	a sh	a re, t the A	to \$2	2.75.	The e	exact	shou	ld get		e gam	e, as v	well.		
2017 A) Fisca	.18 I vears e	.18 end May	.18 31st. (B)	Diluted					e Septemb					paid Dece			<u> </u>	Financia		<i>ly 28,</i> th	2017 A++
			curring: '0		(C)	Dividends	historica	ally paid i	n early Jar	nuary,								e Stabili			80

earnings. Éxcludes nonrecurring: '03, (25¢); '07, 2¢; '08, 8¢; '09, (13¢); '13, 1¢. Quarterly EPS may not sum due to change in share

(C) Dividends historically paid in early January, April, July, and October. ■ Reinvestment plan available. (F) Each share of Class A is convertible to one share of Class B.

Company's Financial Strength	A++
Stock's Price Stability	80
Price Growth Persistence	100
Earnings Predictability	100

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