

Past Est'd '15-'17 to '21-'23 5 Yrs.

ANNUAL RATES of change (per sh) Revenues 10 Yrs. 'Cash Flow' 22.0% 12 5% 21.0% 32.0% 14.5% 15.5% Earnings Dividends 8.0% Fiscal QUARTERLY REVENUES (\$ mill.) AE Full

Year Ends	Dec.31	Mar.31	Jun.30	Sep.30	Fiscal Year
2015	3382	3409	3518	3571	13880
2016	3565	3626	3630	4261	15082
2017	4461	4477	4565	4855	18358
2018	4862	5073	5240	5225	20400
2019	5425	5675	5850	5850	22800
Fiscal	EARNINGS PER SHARE ABE				_Full
Year Ends	Dec.31	Mar.31	Jun.30	Sep.30	Fiscal Year
2015	.63	.63	.74	.62	2.62
2016	.69	.68	.69	.78	2.84
2017	.86	.86	.86	.90	3.48
2018	1.08	1.11	1.00	1.21	4.40
2019	1.28	1.28	1.30	1.34	5.20
Cal-	QUARTERLY DIVIDENDS PAID F				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2014	.10	.10	.10	.12	.42
2015	.12	.12	.12	.14	.50
2016	.14	.14	.14	.165	.59
2017	.165	.165	.165	.195	.69
2018	.21	.21	.21		

2018 third-quarter results. (Year concludes on September 30th.) The top line advanced 15% year over year, to \$5.240 billion, with data processing and international transaction revenues showing particular strength. At the same time, adjusted earnings improved 16% in the June period, from the year-earlier term, to \$1.00 a share, owing to higher revenues and a modestly wider operating margin (+30 basis points, excluding a litigation provision that did not occur in the prior year). We expect more of the same in the final quarter of fiscal 2018 and into 2019, since fransaction activity remains brisk.

Transaction activity has been solid, both overseas and in the company's home market of North America. During the fiscal third quarter, total dollar volumes in Europe, Latin America. Asia/Pacific, and the segment comprised of Central Europe, the Middle East, and Africa expanded 7.3%, 7.4%, 8.6%, and 6.6%, respectively, versus the same stretch of 2017. Too, total dollar volumes increased a healthy 9.3% and 9.8%, respectively, in the United States and Canada. Meanwhile,

and Visa processed a whopping 31.7 billion transactions in the June period alone, representing an increase of 12% from a year ago. (All figures are presented on a constant-dollar basis.)

In all likelihood, fiscal 2018 and 2019 will be record-setting years for the **electronic** payments processor. We've raised our top-line targets for this year and next, by \$200 million and \$400 million, respectively, to \$20.4 billion and \$22.8 billion, with each marking a yearover-year gain of 10%-12%. Our share-net forecasts for 2018 and 2019 stand at \$4.40 \$5.20, respectively, representing growth of 25%-27% and 17%-19%.

At the recent price, Visa is best suited for conservative investors seeking decent risk-adusted total potential. It remains the worldwide leader among electronic payments processors and a household name; management continues to return capital to shareholders; the equity is top ranked for Safety (1, Highest); and the company garners a stellar mark for Financial Strength (A++). Sharif Abdou August 10, 2018

on adj. dil. class-A shares. Excludes nonrecur. charges: '07, \$2550 mill; '08, \$0.32; '12, (\$1.03); '16, \$0.36. Next egs. rep. due in late (E) May not sum due to rounding and/or

shares outstanding. **(D)** Includes intangibles. As of 9/30/17: \$43.0 billion, \$23.63 per share.

(A) Fiscal year ends Sept. 30th. (B) Egs. based Oct. (C) In millions of adj., dil. class-A common change in share count. (F) Div'd historically paid in mid-Feb., mid-May, mid-Aug., and mid-Nov.

Company's Financial Strength Stock's Price Stability Price Growth Persistence 90 95 **Earnings Predictability** 100