

Ollie's Bargain Outlet (OLLI)



Original Presentation by S. Pfister
Director, Rocky Mountain Chapter
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Ollie's at a Glance – Growth Strategy

WHAT IS OLLIE'S?

One of America's largest retailers of closeout merchandise & excess inventory.

LEARN MORE ABOUT OLLIE'S



WHAT CAN YOU FIND AT OLLIE'S?

REAL BRANDS! REAL BARGAINS!

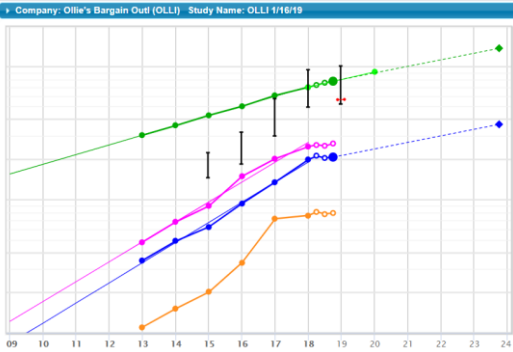


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OLLI - SSG –Section 1

Company: Ollie's Bargain Out (OLLI) Study Name: OLLI 1/16/19



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OLLI - SSG - MRQ & Sections 1 & 2

Recent Quarterly Figures

FY2019 Quarter Ending (10/19)

| | | |
|-------------------|-------|------|
| | Sales | EPS |
| Latest Quarter | 327 | 0.41 |
| Year Ago Quarter | 264 | 0.38 |
| Percentage Change | 19.3% | 7.9% |

Analyst Consensus Estimates

| | |
|-------------------------|-------|
| Sales 2 Year Estimate: | 14.2% |
| EPS Long Term Estimate: | --- |

| Fundamental Company Data | | | | | | | | | | | | | |
|--------------------------|------|------|------|------|------|------|------|------|-------|-------|-----------|--------------|----------|
| | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | Growth(%) | Forecast (%) | 5 Yr Est |
| Historical Sales (\$M) | --- | --- | --- | --- | 541 | 638 | 762 | 890 | 1,077 | 1,241 | 18.3% | 12 | 2,432 |
| Historical EPS (\$) | --- | --- | --- | --- | 0.36 | 0.50 | 0.64 | 0.96 | 1.39 | 2.05 | 41.7% | 12 | 3.77 |
| Pre-Tax Profit (\$M) | --- | --- | --- | --- | 31 | 44 | 57 | 96 | 130 | 161 | 41.1% | | |

| Evaluate Management | | | | | | | | | | | | |
|---------------------------|------|------|------|------|-------|-------|-------|-------|-------|-------|----------|-------|
| | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 5 Yr Avg | Trend |
| % Pre-Tax Profit on Sales | --- | --- | --- | --- | 5.7% | 6.8% | 7.5% | 10.8% | 12.1% | 12.9% | 10.0% | |
| % Return on Equity | --- | --- | --- | --- | --- | 7.0% | 9.4% | 11.9% | 14.5% | 10.7% | | |
| % Debt To Capital | --- | --- | --- | --- | 37.7% | 43.5% | 26.2% | 23.0% | 6.1% | 19.8% | | |

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OLLI - SSG - Section 3

Company: Ollie's Bargain Out! (OLLI) Study Name: OLLI 1/16/19

Quick Navigation

3. PRICE EARNINGS HISTORY as an indicator of the future

CLOSING PRICE (01/10/20): 57.77 HIGH THIS YEAR: 103.03 LOW THIS YEAR: 53.60

| Year | Price | | Earnings | Price Earnings Ratio | | Dividend | % Payout | % High Yield |
|------------------------------------|-------|------|-----------|------------------------------------|-----------|-----------|-------------|--------------|
| | High | Low | Per Share | High A / C | Low B / C | Per Share | F / C * 100 | F / B * 100 |
| 2014 | --- | --- | 0.50 | 0.0 | 0.0 | 0.00 | 0.0% | --- |
| 2015 | 23.0 | 14.9 | 0.64 | 35.9 | 23.3 | 0.00 | 0.0% | 0.0% |
| 2016 | 32.8 | 19.0 | 0.96 | 34.1 | 19.8 | 0.00 | 0.0% | 0.0% |
| 2017 | 50.5 | 30.6 | 1.39 | 42.1 | 22.0 | 0.00 | 0.0% | 0.0% |
| 2018 | 96.3 | 50.7 | 2.05 | 47.0 | 24.7 | 0.00 | 0.0% | 0.0% |
| AVERAGE | | | 28.8 | | 35.0 | 22.4 | | 0.0% |
| CURRENT/TTM | | | | 2.14 | | | 0.00 | |
| AVERAGE PRICE EARNINGS RATIO: 28.7 | | | | CURRENT PRICE EARNINGS RATIO: 27.0 | | | | |

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OLLI - SSG - Section 4

4. EVALUATING RISK AND REWARD over the next 6 years

A. HIGH PRICE - NEXT 6 YEARS

Avg High P/E: 28.0 X Estimate High Earnings / Share: 3.77 = Forecasted High Price: **105.6**

B. LOW PRICE - NEXT 6 YEARS

(a) Avg. Low P/E: 22.4 X Estimate Low Earnings/Share: 2.14 = Forecasted Low Price: 47.9

(b) Avg. Low Price of Last 5 Years: 26.8

(c) Recent Market Low Price: 30.6 2017 Low Stock Price: 26.6 52 Week Low Stock Price: 53.6

2018 Low Stock Price: 50.7

(d) Price Dividend Will Support: Indicated Dividend = 0.00 = High Yield

Selected Forecasted Low Price: 47.9

C. ZONING using (25%-50%-25%) (click to toggle)

Forecasted High Price: 105.6 Minus Forecast Low Price 47.9 = 57.7 Range: 25% of Range: 14.4

Buy Zone: 47.9 to 62.3

Hold Zone: 62.3 to 91.2

Sell Zone: 91.2 to 105.6

Closing Stock Price of 57.77 is in the **BUY** Zone

[Show / Hide Gain vs Loss Chart](#)

D. UPSIDE DOWNSIDE RATIO (POTENTIAL GAIN VS. RISK OR LOSS)

Forecasted High Price - Closing Price = (105.6 - 57.77) = 47.83 = 4.8 To 1

Closing Price - Forecasted Low Price = (57.77 - 47.9) = 9.87

E. PRICE TARGET (Note: This shows the potential market price appreciation over the next five years in simple interest terms.)

Forecasted High Price = 105.6 = (1.6279 X 100) = (102.75 - 100) = 82.8% Appreciation

Closing Price = 57.77

Evaluating Risk At A Glance

Zone: **BUY**

Forecasted High Price: **105.6**

Forecasted Low Price: **47.9**

Closing Price (01/10/20): **57.77**

Upside Downside Ratio: **4.8 To 1**

Potential Price Appreciation: **82.8%**

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OLLI - SSG - Section 5

5. FIVE-YEAR POTENTIAL

A. CURRENT YIELD

Indicated Annual Dividend = 0.00 = 0.0000 = 0.0%

Closing Price = 57.77

B. AVERAGE YIELD - USING FORECAST HIGH P/E

Avg. % Payout = 0 = 0.0%

Forecast High P/E = 35.00

AVERAGE YIELD - USING FORECAST AVERAGE P/E

Avg. % Payout = 0 = 0.0%

Forecast Average P/E = 28.70

C. COMPOUND ANNUAL RETURN - USING FORECAST HIGH P/E

Annualized Price Appreciation: 18.0%

Average Yield: 0.0%

Annualized Rate of Return: 18.0%

COMPOUND ANNUAL RETURN - USING FORECAST AVERAGE P/E

Annualized Price Appreciation: 13.4%

Average Yield: 0.0%

Annualized Rate of Return: 13.4%

SSO Results Summary

Zone: **BUY**

Upside Downside Ratio: 7.5 To 1

Total Return (High P/E): **18.0%**

Projected Return (Avg P/E): **12.4%**

Buy price to satisfy USDS of 3 to 1 and 15% total return: **65.6**

Buy/Below price based on zoning selection: **68.9**

Closing Price (01/10/20): **57.77**

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OLLI - Conclusion

- The CEO died over the Holidays and a new person is now in that position. He has been with the company several years and is familiar with how things operate.
- Because the 4th quarter numbers are not yet available and will be at the end of January, I recommend we hold on OLLI.
- Because of these things, I recommend we wait on any action until next meeting.

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EBIX (EBIX)

Original Presentation by J. NELSON
 Director, Rocky Mountain Chapter
 November 4, 2013

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EBIX at a Glance

About Us

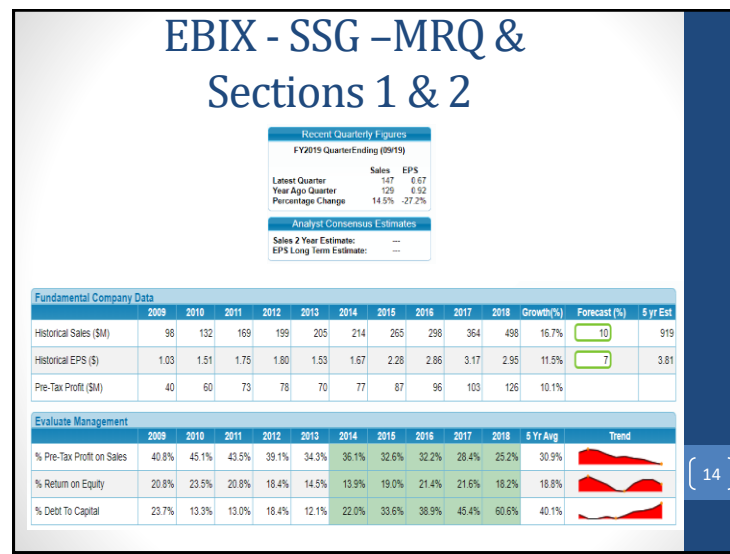
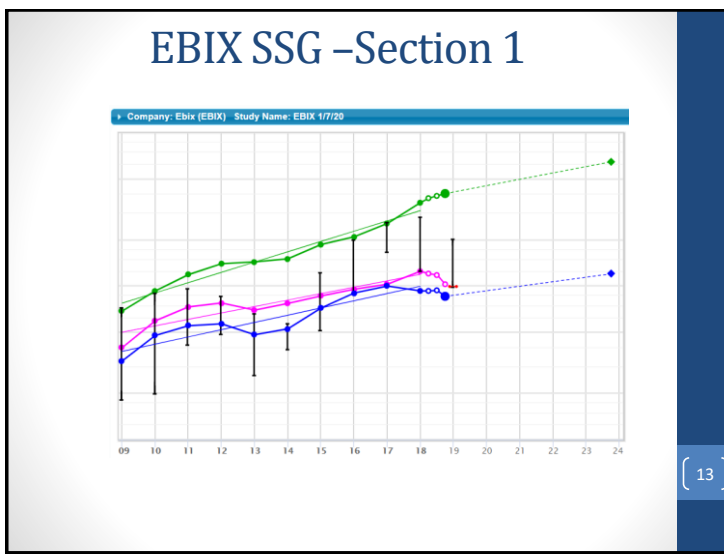
| | | |
|----------|-----------|---------|
| OVERVIEW | INVESTORS | CAREERS |
|----------|-----------|---------|

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EBIX - SSG -Section 3

Company: Ebix (EBIX) Study Name: EBIX 1/7/20

Quick Navigation

3. PRICE EARNINGS HISTORY as an Indicator of the future

CLOSING PRICE (01/10/20): 31.60 HIGH THIS YEAR: 63.89 LOW THIS YEAR: 31.06

| Year | A | | B | | C | | D | | E | | F | | G | | H | |
|------------------------------------|------|------|-------|------------------------------------|----------------------|----------|----------|--------------|---|--|---|--|---|--|---|--|
| | High | Low | Price | Earnings | Price Earnings Ratio | Dividend | % Payout | % High Yield | | | | | | | | |
| 2014 | 17.9 | 12.1 | 1.67 | 10.7 | 7.3 | 0.30 | 18.0% | 2.5% | | | | | | | | |
| 2015 | 38.3 | 16.1 | 2.28 | 16.8 | 7.1 | 0.30 | 13.2% | 1.9% | | | | | | | | |
| 2016 | 63.0 | 28.3 | 2.86 | 22.0 | 9.9 | 0.30 | 10.5% | 1.1% | | | | | | | | |
| 2017 | 81.8 | 52.4 | 3.17 | 25.8 | 16.5 | 0.30 | 9.5% | 0.6% | | | | | | | | |
| 2018 | 89.1 | 39.3 | 2.95 | 30.2 | 13.3 | 0.30 | 10.2% | 0.8% | | | | | | | | |
| AVERAGE | | | 29.6 | 18.8 | 9.4 | | 12.2% | | | | | | | | | |
| CURRENT/TTM | | | 2.72 | | 0.30 | | 11.0% | | | | | | | | | |
| AVERAGE PRICE EARNINGS RATIO: 14.1 | | | | CURRENT PRICE EARNINGS RATIO: 11.6 | | | | | | | | | | | | |

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EBIX - SSG -Section 4

4. EVALUATING RISK AND REWARD over the next 5 years

A. HIGH PRICE - NEXT 5 YEARS

Avg High P/E: 18.8 X Estimate High Earnings / Share: 3.81 = Forecasted High Price: 71.7

B. LOW PRICE - NEXT 5 YEARS

(a) Avg Low P/E: 9.4 X Estimate Low Earnings/Share: 2.72 = Forecasted Low Price: 25.6

(b) Avg. Low Price of Last 5 Years: 29.6

(c) Recent Market Low Price: 31.1

2017 Low Stock Price: 52.4 52 Week Low Stock Price: 31.1

2018 Low Stock Price: 39.3

(d) Price Dividend Will Support: $\frac{\text{Indicated Dividend}}{\text{High Yield}} = \frac{0.30}{2.5\%} = 12.1$

Selected Forecasted Low Price: 25.6

C. ZONING using 25%-50%-25% (click to toggle)

Forecasted High Price: 71.7 Minus Forecast Low Price: 25.6 = 46.1 Range: 25% of Range: 11.5

Buy Zone: 25.6 to 37.1

Hold Zone: 37.1 to 69.2

Sell Zone: 69.2 to 71.7

Closing Stock Price of 31.60 is in the **BUY** Zone

[Show / Hide Gain vs Loss Chart](#)

D. UPSIDE DOWNSIDE RATIO (POTENTIAL GAIN VS. RISK OR LOSS)

$\frac{\text{Forecasted High Price} - \text{Closing Price}}{\text{Closing Price} - \text{Forecasted Low Price}} = \frac{71.7 - 31.60}{31.60 - 25.6} = \frac{40.12}{6.00} = 6.7 \text{ To } 1$

E. PRICE TARGET (Note: This shows the potential market price appreciation over the next five years in simple interest terms.)

Forecasted High Price = 71.7 = $(2.2696 \times 100) = (226.96 - 100) = 127.0\% \text{ Appreciation}$

Closing Price = 31.60

Evaluating Risk At A Glance

| | |
|-------------------------------|------------|
| Zone: | BUY |
| Forecasted High Price: | 71.7 |
| Forecasted Low Price: | 25.6 |
| Closing Price (01/10/20): | 31.60 |
| Upside/Downside Ratio: | 6.7 To 1 |
| Potential Price Appreciation: | 127.0% |

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EBIX – SSG – Section 5

| 5. FIVE-YEAR POTENTIAL | |
|--|------------------------|
| A. CURRENT YIELD | |
| Indicated Annual Dividend | = 0.30 = 0.0095 = 0.9% |
| Closing Price | 31.60 |
| B. AVERAGE YIELD - USING FORECAST HIGH P/E | |
| Avg. % Payout | = 12.3 = 0.7% |
| Forecast High P/E | 18.00 |
| AVERAGE YIELD - USING FORECAST AVERAGE P/E | |
| Avg. % Payout | = 12.3 = 0.9% |
| Forecast Average P/E | 14.10 |
| C. COMPOUND ANNUAL RETURN - USING FORECAST HIGH P/E | |
| Annualized Price Appreciation | 17.8% |
| Average Yield | 0.7% |
| Annualized Rate of Return | 18.5% |
| COMPOUND ANNUAL RETURN - USING FORECAST AVERAGE P/E | |
| Annualized Price Appreciation | 11.2% |
| Average Yield | 0.9% |
| Annualized Rate of Return | 12.1% |

| SSG Results Summary | |
|--|------------|
| Zone: | BUY |
| Upside Downside Ratio: | 6.7 To 1 |
| Total Return (High P/E): | 18.5% |
| Projected Return (Avg P/E): | 12.1% |
| Buy price to satisfy US/CS of 3 to 1 and 15% total return: | 36.7 |
| Buy Below price based on zoning selection: | 37.1 |
| Closing Price (01/10/20): | 31.60 |

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EBIX - Conclusion

-The last 4 quarters the company has missed the EPS. It is difficult to obtain data on the company. There are no projected sales or EPS on any of the usual sites we check.

-The 4th quarter results are not available yet for the company at this time.

-The price is near its 52 week low & I think it will take some work & a really good plan to elevate the price. I think another company would be better. After listening to the quarterly taped report, I recommend replacing the company. One of its competitors is The Trade Deck (TTD), which is part of the portfolio which also makes replacing the company a good idea.

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