| DEBOLD, INC, NYSE-DBD |  |  |  |  |  |  |  | $\begin{array}{\|l} \text { RECENT } \\ \text { PRICE } \end{array}$ | $2.3$ | $\begin{array}{ll} \hline \text { P/E } & 20,1\left(\begin{array}{l} \text { Trailing: } 23.2 \\ \text { RATIO } \\ \text { Median: } 19.0 \end{array}\right) \end{array}$ |  |  |  | $\begin{aligned} & \text { RELATIVE } \\ & \text { PIE RATIO } 1.03 \end{aligned}$ |  | $\text { DIV'D } \quad 1.60$ |  |  | $\begin{aligned} & \text { VALUE } \\ & \text { LINE } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TIMELINESS $\mathbf{2}$ Raised 11/201 <br> SAFETY $\mathbf{3}$ Lowered $7 / 25997$  <br> TECHNICAL 3 Lowered 1/402  <br> BETA $1.05 \quad$ ( $1.00=$ Market)  |  |  |  | High: Low: | 9.3 5.9 | $\begin{array}{r} 10.5 \\ 6.5 \\ \hline \end{array}$ | 12.2 9.3 | $\begin{aligned} & 18.3 \\ & 11.6 \end{aligned}$ | $\begin{aligned} & 20.8 \\ & 15.1 \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline 27.6 \\ & 14.7 \end{aligned}$ | $\begin{aligned} & 42.3 \\ & 22.4 \end{aligned}$ | $\begin{aligned} & 50.9 \\ & 28.0 \end{aligned}$ | $\begin{aligned} & 55.3 \\ & 19.1 \end{aligned}$ | $\begin{aligned} & 39.9 \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \hline 34.8 \\ & 21.5 \end{aligned}$ | $\begin{aligned} & 13.6 \\ & 25.8 \end{aligned}$ |  |  | Target Price $2004 \mid 2005$ | $\begin{aligned} & \text { Range } \\ & 2006 \end{aligned}$ |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 100 80 |
|  |  |  |  |  |  |  |  | or-2 |  |  |  |  |  |  | - - | 80 |
|  |  |  |  |  |  |  | for-2 |  |  |  |  |  |  |  |  |  |
|  | 4-06 P | ECTIO |  |  |  |  |  |  |  |  |  | 1 |  |  |  |  |  |  |  | 48 |
|  | , | An | n'l Total |  |  |  |  |  | for-2 |  |  | I |  |  |  |  |  |  |  | 40 |
|  | Price | Gain | Return |  |  |  |  | -2 |  |  |  |  |  |  |  |  |  |  |  | 32 |
| High |  | 25\%) | 15\% |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 24 |
| Insider Decisions |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 16 |
| - | F M A | J J | S 0 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| to Buy | $\begin{array}{llll}0 & 0 & 0 \\ 0 & 1 & 1\end{array}$ | $\begin{array}{llll}0 & 0 & 0 \\ 0 & 0\end{array}$ | $\begin{array}{llll}0 & 0 & 0 \\ 0 & 0 & 0\end{array}$ |  |  |  | 4- |  |  |  |  |  |  |  |  |  |  |  |  |  |
| to Sell | 000 | 000 | 00 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Institutional Decisions |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 102001 | 202001 | 302001 | $\begin{aligned} & \text { Percent } 15 . \\ & \text { shares } 10 . \\ & \text { traded } 5 . \end{aligned}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| to Buy to Sell | 112 | 113 105 | 125 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| + | 46213 | 45131 | 46397 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 1985 | 1986 | 1987 | 1988 | 1989 | 1990 |  | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | © VALUE LINE PUB., INC. |  | 04-06 |
| 6.19 | 6.23 | 6.59 | 6.76 | 7.01 | 7.11 | 7.51 | 8.02 | 9.15 | 11.09 | 12.57 | 14.96 | 17.78 | 17.21 | 17.71 | 24.37 | 24.25 | 27.10 | Revenues per sh 35.70 |  |  |
| . 55 | . 64 | . 67 | . 63 | . 72 | . 66 | . 72 | . 79 | . 91 | 1.13 | 1.32 | 1.72 | 2.05 | 2.09 | 2.30 | 2.70 | 2.95 | 3.20 | "Cash Flow" per sh |  | 4.50 |
| . 46 | . 53 | . 54 | . 47 | . 54 | . 47 | . 53 | . 61 | . 71 | . 93 | 1.11 | 1.42 | 1.76 | 1.70 | 1.85 | 1.92 | 1.95 | 2.25 | Earnings per sh (A) |  | 3.30 |
| . 20 | . 22 | . 24 | . 26 | . 28 | . 30 | . 32 | . 33 | . 36 | . 39 | . 43 | . 45 | . 50 | . 56 | . 60 | . 62 | . 64 | . 66 | Div'ds Decl'd per sh ${ }^{(B)}$ |  | 80 |
| . 14 | . 22 | . 13 | . 12 | . 15 | . 33 | . 14 | . 18 | . 27 | . 33 | . 51 | . 49 | . 98 | . 45 | . 57 | . 60 | . 80 | . 80 | Cap'I Spending per sh |  | 1.00 |
| 4.52 | 4.82 | 5.12 | 5.41 | 5.68 | 5.64 | 5.89 | 5.90 | 6.27 | 6.70 | 7.37 | 8.36 | 9.69 | 10.15 | 11.88 | 13.08 | 12.75 | 14.30 | Book Value per sh |  | 18.55 |
| 66.43 | 66.43 | 66.62 | 66.66 | 66.84 | 66.99 | 67.43 | 67.77 | 68.08 | 68.54 | 68.71 | 68.84 | 69.00 | 68.88 | 71.10 | 71.55 | 71.50 | 71.00 | Common Shs Outst'g (C) |  | 70.00 |
| 18.4 | 15.6 | 18.4 | 16.6 | 15.2 | 16.9 | 15.9 | 17.9 | 21.2 | 19.8 | 17.7 | 22.1 | 24.4 | 20.7 | 14.5 | 14.4 | 17.0 |  | Avg Ann'I P/E Ratio |  | 18.0 |
| 1.49 | 1.06 | 1.23 | 1.38 | 1.15 | 1.26 | 1.02 | 1.09 | 1.25 | 1.30 | 1.18 | 1.38 | 1.41 | 1.08 | . 83 | 95 | . 90 |  | Relative P/E Ratio |  | 1.15 |
| 2.4\% | 2.7\% | 2.5\% | 3.4\% | 3.4\% | 3.7\% | 3.8\% | 3.1\% | 2.4\% | 2.1\% | 2.2\% | 1.4\% | 1.2\% | 1.6\% | 2.2\% | 2.2\% | 1.9\% |  | Avg Ann'I Div'd Yield |  | 1.3\% |
| CAPITAL STRUCTURE as of 9/30/01 <br> Total Debt 227.6 mill. Due in 5 Yrs $\$ 206.8$ mill. L/T Debt $\$ 20.8$ mill. LT Interest $\$ 1.5$ mill ( $2 \%$ of Cap') |  |  |  |  |  | 506.2 | 543.9 | 623.3 | 760.2 | 863.4 | 1030.2 | 1226.9 | 1185.7 | 1259.2 | 1743.6 | 1735 | 1925 | Revenues (\$mill) |  | 2500 |
|  |  |  |  |  |  | 11.3\% | 12.2\% | 13.3\% | 13.8\% | 14.0\% | 15.7\% | 16.5\% | 16.3\% | 17.5\% | 16.3\% | 16.5\% | 16.7\% | Operating Margin |  | 17.5\% |
|  |  |  |  |  |  | 12.8 | 12.5 | 13.6 | 14.2 | 14.2 | 21.0 | 18.7 | 25.6 | 34.7 | 55.9 | 72.0 | 67.0 | Depreciation (\$mill) |  | 80.0 |
|  |  |  |  |  |  | 35.8 | 41.1 | 48.4 | 63.5 | 76.2 | 97.4 | 122.5 | 118.0 | 128.9 | 136.9 | 140 | 160 | Net Profit (\$mill) |  | 235 |
|  |  |  |  |  |  | 27.3\% | 25.0\% | 31.4\% | 32.4\% | 32.7\% | 33.5\% | 34.0\% | 34.8\% | 36.0\% | 33.0\% | 33.0\% | 33.0\% | Income Tax Rate |  | 33.0\% |
| Leases, Uncapitalized Annual rentals $\$ 33.4$ mill. |  |  |  |  |  | 7.1\% | 7.6\% | 7.8\% | 8.4\% | 8.8\% | 9.5\% | 10.0\% | 10.0\% | 10.2\% | 7.9\% | 8.1\% | 8.3\% | Net Profit Margin |  | 9.4\% |
|  |  |  |  |  |  | 205.6 | 174.8 | 174.7 | 170.6 | 190.2 | 251.4 | 307.7 | 308.1 | 265.5 | 237.6 | 300 | 350 | Working Cap'I(\$mill) Long-Term Debt (\$mill) |  | 475 |
| Pension Liab. None |  |  |  |  |  | 2.0 |  |  | -- | -- | -- | 20.8 | 20.8 | 20.8 | 20.8 | 20.0 | 20.0 |  |  | Nil |
| Pfd Stock None |  |  |  |  |  | 396.9 | 399.7 | 427.0 | 459.2 | 506.2 | 575.6 | 668.6 | 699.1 | 844.4 | 936.1 | 910 | 1015 | Shr. Equity (\$mill) |  | 1300 |
| Common Stock 71,396,306 shs. (98\% of Cap'l) |  |  |  | (98\% of Cap'l) |  | 9.0\% | 10.3\% | 11.3\% | 13.8\% | 15.1\% | 16.9\% | 17.8\% | 16.4\% | 14.9\% | 14.3\% | 15.5\% | 16.0\% | Return on Total Cap'l |  | 18.0\% |
| as of 11/7/01 <br> MARKET CAP: $\$ 3.0$ billion (Mid Cap) |  |  |  |  |  | 9.0\% | 10.3\% | 11.3\% | 13.8\% | 15.1\% | 16.9\% | 18.3\% | 16.9\% | 15.3\% | 14.6\% | 15.5\% | 16.0\% | Return | on Shr. Equity | 18.0\% |
|  |  |  |  |  |  | $\begin{gathered} 3.7 \% \\ 59 \% \end{gathered}$ | $\begin{aligned} & 4.7 \% \\ & 55 \% \end{aligned}$ | $\begin{gathered} 5.7 \% \\ 50 \% \end{gathered}$ | $\begin{aligned} & 8.0 \% \\ & 42 \% \end{aligned}$ | $\begin{gathered} 9.3 \% \\ 38 \% \end{gathered}$ | $\begin{array}{r} 11.5 \% \\ 32 \% \end{array}$ | 13.2\% | 11.4\% | 10.3\% | 9.9\% | 10.5\% | 11.5\% | Retained to Com Eq All Div'ds to Net Prof |  | 13.5\% |
| CURRE | NT POSI | TION | 999 | 2000 | /30/01 |  |  |  |  |  |  | 28\% | 33\% | $32 \%$ | $32 \%$ | 33\% | 29\% |  |  | 24\% |


| L.) |  |  |  |
| :---: | :---: | :---: | :---: |
| Cash Assets | 84.6 | 126.5 | 94.5 |
| Receivables | 312.5 | 363.6 | 391.2 |
| Inventory (LIFO) | 169.8 | 205.6 | 259.4 |
| Other | 81.0 | 108.7 | 135.0 |
| Current Assets | 647.9 | 804.4 | 880.1 |
| Accts Payable | 96.4 | 111.1 | 139.0 |
| Debt Due | 117.4 | 263.6 | 206.8 |
| Other | 168.6 | 192.1 | 230.0 |
| Current Liab. | 382.4 | 566.8 | 575.8 |


| ANNUAL RATES | Past | Past | Est'd '98.'00 |
| :--- | ---: | ---: | ---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to'004.06 |
| Revenues | $11.0 \%$ | $12.5 \%$ | $10.5 \%$ |
| "Cash Flow" | $13.5 \%$ | $16.0 \%$ | $11.5 \%$ |
| Earnings | $14.0 \%$ | $14.5 \%$ | $10.5 \%$ |
| Dividends | $8.0 \%$ | $8.5 \%$ | $5.0 \%$ |
| Book Value | $7.5 \%$ | $11.5 \%$ | $8.0 \%$ |


| Cal- <br> endar | QUARTERLY REVENUES(\$ mill.) <br> Mar.31 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1998 | 295.7 | 280.6 | 287.3 | 322.1 | 1185.7 |
| Full |  |  |  |  |  |
| 1999 | 283.5 | 297.0 | 312.8 | 365.9 | 1259.2 |
| 2000 | 344.6 | 442.1 | 479.9 | 477.0 | 1743.6 |
| 2001 | 383.9 | 423.6 | 444.6 | 482.9 | 1735 |
| 2002 | 420 | 465 | 500 | 540 | 1925 |
| Cal- | EARNINGS PER SHARE (A) |  |  |  | Full |
| endar | Mar.31 | Jun.30 | Sep.30 | Dec. 31 | Year |
| 1998 | .39 | .38 | .43 | .50 | 1.70 |
| 1999 | .42 | .46 | .47 | .50 | 1.85 |
| 2000 | .44 | .50 | .49 | .49 | 1.92 |
| 2001 | .36 | .48 | .50 | .61 | 1.95 |
| 2002 | .45 | .55 | .57 | .68 | 2.25 |
| Cal- | QUARTERLY DIVIDENDS PAID(B) | Full |  |  |  |
| endar | Mar.31 | June30 | Sep.30 | Dec. 31 | Year |
| 1998 | .14 | .14 | .14 | .14 | .56 |
| 1999 | .15 | .15 | .15 | .15 | .60 |
| 2000 | .155 | .155 | .155 | .155 | .62 |
| 2001 | .16 | .16 | .16 | .16 | .64 |
| 2002 |  |  |  |  |  |

BUSINESS: Diebold, Inc. manufactures, markets, and services automated transaction systems, including the leading line of automated teller machines (ATMs) in the U.S., and point-of-sale (POS) systems for retailers. Also is the leading domestic manufacturer of electronic and physical security products such as vaults and surveillance systems. Provides security-card-related services to campus
Diebold received a relatively high level of automated teller machine (ATM) service contracts in 2001's fourth quarter. The largest award (\$71 million per year; incremental revenues: $\$ 48$ million) was from Bank of America. This contract, which covers comprehensive maintenance service for the bank's nearly 10,000 ATMs, plus certain other systems, is an expansion of a previous one. Other notable awards were from Global Cash Access, the largest deployer of ATMs in casinos, and from a corporation that provides customers of credit unions, Internet banks, and other financial institutions with surcharge-free ATM transactions.
We look for earnings to advance by about 15\% in 2002 from last year's estimated \$1.95 a share. Diebold's product sales in the U.S. have been hurt for the past four quarters by the plateauing of the previous rapid uptrend of ATM installations at large banks. About half of the likely $22 \%-25 \%$ year-to-year jump in fourthquarter earnings reflects benefits from a recently completed restructuring program, which entailed the closure of one underutilized plant in the U.S. and the elimina-
based entities. Plans to expand in electronic voting machine field. Foreign sales accounted for $42.8 \%$ of revenues in 2000. Services were $39 \%$ and Res. \& Dev. 3\% of 2000 revenues. Has 12,600 employees. Off./Dir. own $2.5 \%$ of common (3/01 Proxy). CEO \& Pres: Walden W. O'Dell. Inc. Ohio. Addr.: P.O. Box 8230, Canton, Ohio 44711. Tel.: 330-490-4000. Internet: www.diebold.com.
tion of 600 administrative and production positions. In addition, the uptrend in Service profits has been accelerated by Diebold's considerable expansion of its service-support infrastructure in overseas markets in 2001. Also, the aforementioned domestic service contracts should enhance earnings comparisons this year. Finally, the company's introduction of new ATM models for retail locations and for "driveby" stations at banks augurs well for improved product revenues.
The company's foreign operations have greatly expanded since early 2000. It acquired sizable companies headquartered in France and the Netherlands, and thanks to distribution agreements it has entered other markets in Europe and North Africa during the past two years. Too, Diebold's sales in China and India have grown rapidly during this period. This strength has been fueled by increased production at Diebold's jointly owned plant in China and by the rapid development of the ATM market in these countries.
This stock is likely to best the year-
ahead market averages.
David R. Cohen
(A) Based on diluted shares starting in 1997 primary shares in prior years. Next earnings report due late Jan. Excludes nonrecurring gain (losses) in '88, \$0.34; '90, (\$0.34); '91, (\$1.28);
'92, (\$0.89); '98, (\$0.60); '01-Q1-3, (\$0.75). $\quad$ and December.
(B) Next dividend meeting mid-April. 15. Next - Dividend reinvestment plan available. ex date late Feb. Dividend payment dates are
around the 10th of March, June, September, ex date late Feb. Dividend payment dates are
around the 10th of March, June, September,

