BRIGHT HORIZONS NYSE-BFAM					ECENT Rice	72.2	7 P/E RATI	10 33.9 (Trailing: 46.6) (Median: NMF)			RELATIVI P/E RATI	[₹] 1.7	1 DIV'E	NII VALUE				
TIMELINESS 3 New 4/21/17								High: Low:	38.4 27.5	47.3 35.7	69.1 43.8	72.8 59.0	72.5 65.0			Target	Price	Rang
SAFETY 3 New 4/21/17	LEGEN							LOW.	21.5	33.1	43.0	33.0	05.0			2020	2021	202
ECHNICAL 3 New 4/21/17	Options: Y	lative Pric 'es	e Strength															128
BETA .85 (1.00 = Market)			ates recess	ion														 96
2020-22 PROJECTIONS											,,,,,,,	بلحصيبا	ıjı •					—80 —64
Ann'l Total											ad area	· '						<u>48</u>
Price Gain Return ligh 145 (+100%) 19% .ow 95 (+30%) 7%									երևուս	11111111111111111111111111111111111111	11111111111111111111111111111111111111							40 32
nsider Decisions	I								···									24
J J A S O N D J F																		16
b Buy 0																		_12
nstitutional Decisions												••			% ТОТ	RETUR		_ 'Z
2Q2016 3Q2016 4Q2016	Davaget	40										*******	•••		9	THIS \ STOCK	L ARITH.* INDEX	
to Buy 131 94 113	Percent 18 = shares 12 -								•••••••••						1 yr. 11.9 3 yr. 85.3		20.2 22.0	F
to Sell 83 110 93 Hld's(000) 59682 59610 59105	traded	6 -							ılıılı	السالليا		1111111111	111		5 yr.	_	78.0	\vdash
Bright Horizons Family Solu	itions Ind	c. was	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	© VALU	E LINE P	JB. LLC	20-2
formed through the merger of	of Bright	t Hori-							18.66	21.99	24.30	26.65	29.50	32.05	Revenues			39.1
zons, Inc. and Corporate Fai	mily Solu	utions,							1.94	2.43	2.94	3.12	4.25	4.65	"Cash Flo			6.1
nc. in 1998. The company wa									.80	1.07	1.50	1.55	2.55	2.90	3.			4.0
Nasdaq from 1998 to 2008, w quired by Bain Capital Partne									1.06	1.08	1.30	1.28	Nil 1.30	Nil 1.35	Div'ds De			1.4
30, 2013, the company comp									13.62	12.20	12.13	11.68	12.30	13.55		• .		17.
public offering and issued	10.1	million							65.30	61.53	60.01	58.91	59.00	59.00	Common	Shs Out	st'n C	60.
shares of common stock at \$2									42.7	38.6	38.4	42.7	Bold figu		Avg Ann'			30
CAPITAL STRUCTURE as of 12/3	31/16								2.40	2.03	1.93	2.25	Value		Relative I	P/E Ratio	,	1.
													estim	ates	Avg Ann'	I Div'd Y	ield	1
otal Debt \$1140.8 mill. Due in 5 \ T Debt 1054.0 mill. LT Interes								1070.9	1218.8	1353.0	1458.4	1569.8	1740	1890	Revenues	s (\$mill)		23
	1% of Cap							17.8%	14.9%	16.6%	18.1%	18.2%	21.0%	21.5%				22.5
	•	•						95.1	72.8	77.4	82.2	88.8	95.0	100			II)	1.
.eases, Uncapitalized Annual ren No Defined Benefit Pension Plan		mill.						8.2	54.0	72.0	93.9	94.8	155	175		. ,		2.
To Delineu Benenit Fension Flan	l							27.6%	21.5%	35.9%	33.0%	33.8%	33.0%	34.0%	Income T			35.0
Pfd Stock None								.8% d65.9	4.4% d89.9	5.3% d56.2	6.4% d152.6	6.0% d233.2	8.9% d200	9.3% d150	Net Profit Working		nill\	10.4
Common Stock 59,511,773 shs.								904.6	756.3	911.6	905.7	1054.0	1100	1175	Long-Ter			12:
is of 2/10/17								600.2	889.1	751.0	727.6	687.9	725	800				10
								3.3%	4.5%	5.4%	7.0%	6.7%	10.0%	11.0%	Return or			12.5
Market Cap: \$4.3 billion (Mid Cap)							1.4%	6.1%	9.6%	12.9%	13.8%	21.5%	22.0%	Return or			23.0
CURRENT POSITION 2014	2015 12	2/31/16						1.4%	6.1%	9.6%	12.9%	13.8%	21.5%	22.0%	Retained			23.0
(\$MILL.)													Nil	Nil	All Div'ds	to Net F	rof	ı
Cash Assets 87.9 Receivables 83.1	11.5 97.3	14.6 97.2			ght Horiz										r Educatio			
Other52.2	43.9	42.6			ality child										it operate			
	152.7	154.4			cational families b										S., U.K., th 31,200 er			
octs Payable 116.4 Debt Due 9.6	114.8 33.6	125.4 86.8			iny opera			0		,					ue South,			
Other <u>153.4</u> _		175.4			Child Car						Tel.: (61	7) 673-8	000. Inte	rnet: ww	w.brightho	rizons.co	om.	
		387.6	We	are i	nitiat	ing o	cover	age o	of Br	ight	Hilde	branc	dt Lea	arnin	g Cent	ters	and	Con
ANNUAL RATES Past Past Est'd '14-'16 for change (per sh) 10 Yrs. 5 Yrs. to '20-'22			Hori	izons	Fan	nily	Solut	tions	in	The	chord	l Lim	ited,	have`	also	suppo	rted	top
Revenues	Valu	ie Lir	ie Inv	<i>estme</i>	ent Si	urvey.	The o	com-	and l	botton	n-line	adva	nces. V	VeÎloo	ok for	r tĥ		
Cash Flow"			ides c										segmer					
Dividends		9.5% Nil			epend										er rate			
Book Value	2	2.5%	comr		o emj large										zons h			
iscal QUARTERLY REVENUES (Full Fiscal	Cent		sed C										es, wh ll. All			
Year Ends Mar.31 Jun.30 Sep 30		Year	enne		offers						ment	look	s for	sales	for th	ie ve	ar to	rie
014 332.1 348.1 335.0		1353.0		- , ,												- , -		

Center-Based Child Care (84% of 2016 revenues), offers traditional center-based child care, pre-school, and elementary education services. The Back-Up Dependent Care division, 13% of revenues, provides back-up child care, in-home care, mildly-ill child care, and adult/elder care services. Finally, the Other Educational Advisory

Services group offers college preparation and admissions counseling.

Business prospects for Bright Horizons are favorable. The company has been seeing enrollment gains at both its ramping and mature centers, and this has helped boost sales and earnings. Management looks to open roughly 30 net new education centers in 2017. BFAM has also been disciplined with its pricing strategies, as it has done a good job of covering anticipated cost inflation with tuition increases. Recent acquisitions, including

job managing expenses, which has helped boost profits, as well. All told, manage-ment looks for sales for the year to rise 10%-12%, while adjusted operating earnings, excluding non-recurring items, are expected to increase 17%-20%.

Our 2018 sales and earnings projections are \$1.89 billion and \$2.90 per share, respectively. We look for the company to continue to be active on the acquisition front. Organic sales should also be firm, thanks to management's investments in technology and systems that have enhanced customer service and boosted longer-term operating efficiencies.

Shares of Bright Horizons are ranked to track the broader market averages in the coming six to 12 months. Over the 3- to 5-year period, the stock offers good price appreciation potential at the recent quotation. Iason Dalavagas

(A) Fully diluted earnings. GAAP earnings through 2016, non-GAAP beginning in 2017. (B) Next earnings report due early May.

370.5

402.1

445

480

.32

.43

.50

.75

.80

2015

2016

2017

2018

Cal-

endar

2014

2015

2016

2017

2018

endar

2013

2014

2015

2016

2017

350.4

385.3

420

460

.35

.40

.55

.65

335.0

365.9

383.9

435

470

.23

.33

.55

.65

EARNINGS PER SHARE

Mar.31 Jun. 30 Sep. 30 Dec. 31

QUARTERLY DIVIDENDS PAID

Mar.31 Jun.30 Sep.30 Dec.31

NO CASH DIVIDENDS

BEING PAID

337.8

371.6

398.5

440

.28

.39

.70

.80

1353.0

1458.4

1569.8

1740

1890

Full

Year

1.07

1.50

1.55

2.55 2.90

Year

(C) In millions, adjusted for split.

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

April 21, 2017

B++

85 NMF