

# BALCHEM CORP. NDQ--BCPC

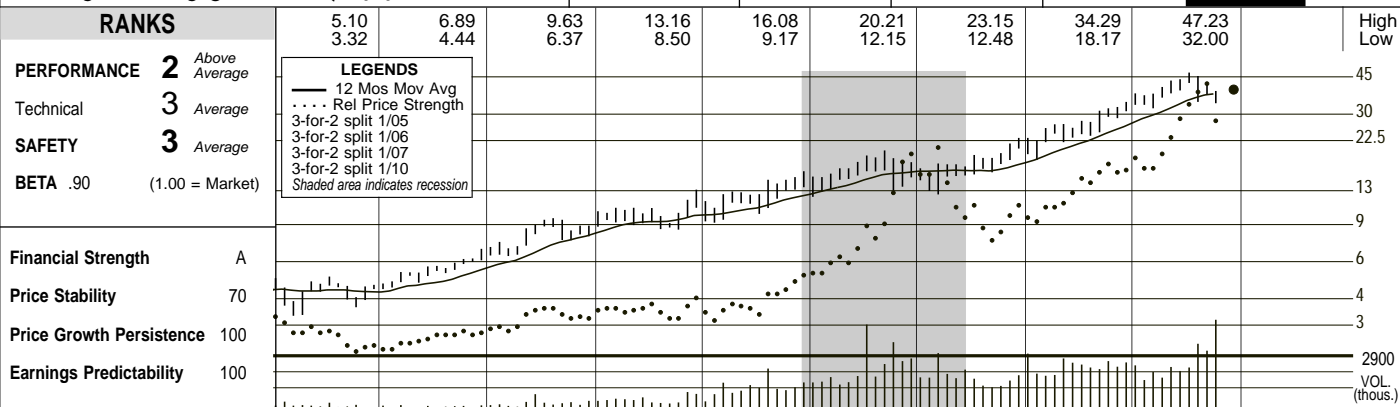
RECENT PRICE **39.21**

TRAILING P/E RATIO **30.4**

RELATIVE P/E RATIO **2.04**

DIV'D YLD **0.4%**

VALUE LINE



© VALUE LINE PUBLISHING LLC	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012/2013
SALES PER SH	2.51	2.62	3.19	3.79	6.53	8.48	7.81	8.87	--	
"CASH FLOW" PER SH	.37	.44	.53	.59	.83	.98	1.24	1.46	--	
EARNINGS PER SH	.22	.31	.40	.45	.58	.67	.93	1.12	<b>1.32<sup>A,B</sup></b>	<b>1.57<sup>C</sup>/NA</b>
DIV'DS DECL'D PER SH	.02	.02	.03	.04	.07	.07	.07	.11	--	
CAP'L SPENDING PER SH	.09	.05	.07	.09	.18	.20	.12	.26	--	
BOOK VALUE PER SH	1.62	1.95	2.34	2.83	3.45	4.18	5.24	6.52	--	
COMMON SHS OUTST'G (MILL)	24.60	25.72	26.05	26.60	26.97	27.37	28.10	28.75	--	
AVG ANN'L P/E RATIO	19.4	17.9	19.8	22.1	21.3	24.0	18.4	23.4	<b>29.7</b>	<b>25.0/NA</b>
RELATIVE P/E RATIO	1.11	.95	1.05	1.19	1.13	1.44	1.22	1.49	--	
AVG ANN'L DIV'D YIELD	.4%	.3%	.3%	.4%	.6%	.5%	.4%	.4%	--	
SALES (\$MILL)	61.9	67.4	83.1	100.9	176.2	232.1	219.4	255.1	--	<b>Bold figures are consensus earnings estimates and, using the recent prices, P/E ratios.</b>
OPERATING MARGIN	20.3%	23.8%	23.7%	22.4%	18.3%	16.0%	22.2%	22.9%	--	
DEPRECIATION (\$MILL)	3.5	3.3	2.8	3.4	6.4	7.8	8.1	8.6	--	
NET PROFIT (\$MILL)	5.6	8.0	11.0	12.3	16.1	19.1	26.8	33.3	--	
INCOME TAX RATE	35.7%	36.9%	36.3%	35.7%	35.1%	33.0%	34.0%	33.6%	--	
NET PROFIT MARGIN	9.1%	11.9%	13.2%	12.2%	9.1%	8.2%	12.2%	13.0%	--	
WORKING CAP'L (\$MILL)	17.5	23.5	26.1	19.3	16.2	29.6	59.2	100.2	--	
LONG-TERM DEBT (\$MILL)	7.8	--	--	--	17.4	6.7	--	3.4	--	
SHR. EQUITY (\$MILL)	39.8	50.2	60.9	75.4	93.1	114.5	147.1	187.5	--	
RETURN ON TOTAL CAP'L	12.1%	16.0%	18.0%	16.3%	15.3%	16.1%	18.3%	17.5%	--	
RETURN ON SHR. EQUITY	14.2%	16.0%	18.0%	16.3%	17.3%	16.6%	18.2%	17.8%	--	
RETAINED TO COM EQ	13.2%	15.2%	16.9%	14.9%	15.6%	14.9%	16.8%	16.1%	--	
ALL DIV'DS TO NET PROF	7%	5%	6%	9%	10%	10%	7%	9%	--	

<sup>A</sup>No. of analysts changing earn. est. in last 26 days: 2 up, 0 down, consensus 5-year earnings growth 12.0% per year. <sup>B</sup>Based upon 3 analysts' estimates. <sup>C</sup>Based upon 3 analysts' estimates.

ANNUAL RATES		
of change (per share)	5 Yrs.	1 Yr.
Sales	25.0%	13.5%
"Cash Flow"	22.5%	17.0%
Earnings	24.0%	20.5%
Dividends	33.5%	50.5%
Book Value	22.0%	24.5%

ASSETS (\$mill.)	2009	2010	9/30/11
Cash Assets	46.4	77.3	104.9
Receivables	29.1	32.1	36.4
Inventory (FIFO)	14.0	15.7	18.4
Other	3.5	4.6	3.2
Current Assets	93.0	129.7	162.9

## INDUSTRY: Chemical (Specialty)

**BUSINESS:** Balchem Corp. provides specialty performance ingredients and products for the food, nutritional, feed, pharmaceutical, and medical sterilization industries worldwide. Its Specialty Products segment repackages and distributes various specialty gases, including ethylene oxide, used to sterilize a range of medical devices; ethylene oxide blends, used in killing bacteria; and methyl chloride, used in specialty herbicides, fertilizers, and pharmaceuticals, as well as in malt and wine preservers. Its Food, Pharma & Nutrition segment provides microencapsulation, granulation, and agglomeration solutions to a range of applications in food, pharmaceutical, and nutritional ingredients. The Animal Nutrition & Health segment provides various nutritional products consisting of REASHURE Choline, an encapsulated choline product; NITROSHURETM, an encapsulated urea supplement; and NIASHURETM, its microencapsulated niacin product for dairy cows and milk production. Has 351 employees. Chairman, C.E.O. & President: Dino A. Rossi. Address: 52 Sunrise Park Road, New Hampton, NY 10958. Tel.: (845) 326-5600. Internet: <http://www.balchem.com>. *E.B.*

December 9, 2011

Fiscal Year	QUARTERLY SALES (\$mill.)				Full Year
	1Q	2Q	3Q	4Q	
12/31/09	53.0	53.0	54.3	59.1	219.4
12/31/10	59.9	61.5	63.9	69.8	255.1
12/31/11	73.0	74.9	74.4		
12/31/12					

LIABILITIES (\$mill.)	2009	2010	9/30/11
Accts Payable	10.9	9.8	7.1
Debt Due	6.8	1.5	1.5
Other	16.1	18.2	16.7
Current Liab	33.8	29.5	25.3

Fiscal Year	EARNINGS PER SHARE				Full Year
	1Q	2Q	3Q	4Q	
12/31/08	.16	.17	.17	.17	.67
12/31/09	.21	.24	.24	.24	.93
12/31/10	.24	.28	.29	.31	1.12
12/31/11	.30	.32	.36	.35	
12/31/12	.37	.38			

LONG-TERM DEBT AND EQUITY as of 9/30/11		
Total Debt \$3.9 mill.		Due in 5 Yrs. NA
LT Debt \$2.4 mill.		
Including Cap. Leases NA		(1% of Cap'l)
Leases, Uncapitalized Annual rentals NA		

Cal-endar	QUARTERLY DIVIDENDS PAID				Full Year
	1Q	2Q	3Q	4Q	
2008	.073	--	--	--	.07
2009	.073	--	--	--	.07
2010	.11	--	--	--	.11
2011	.15	--	--	--	

Pension Liability	
None in '10 vs. \$9 mill. in '09	

INSTITUTIONAL DECISIONS			
	1Q'11	2Q'11	3Q'11
to Buy	61	72	67
to Sell	63	61	81
Hld's(000)	22195	22167	21820

Pfd Stock	None	Pfd Div'd Paid	None
Common Stock	28,969,931 shares		(99% of Cap'l)

## TOTAL SHAREHOLDER RETURN

Dividends plus appreciation as of 10/31/2011					
3 Mos.	6 Mos.	1 Yr.	3 Yrs.	5 Yrs.	
-15.76%	-7.11%	21.19%	119.01%	277.42%	