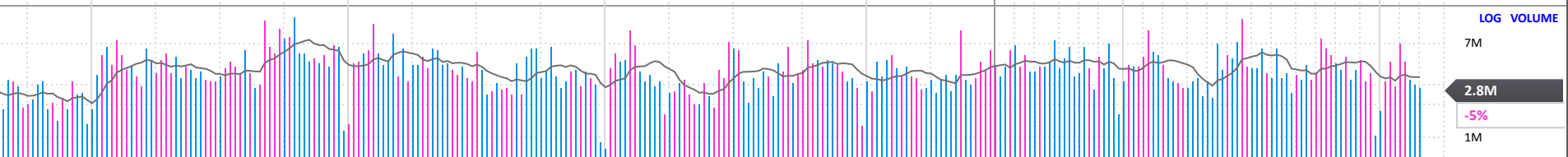
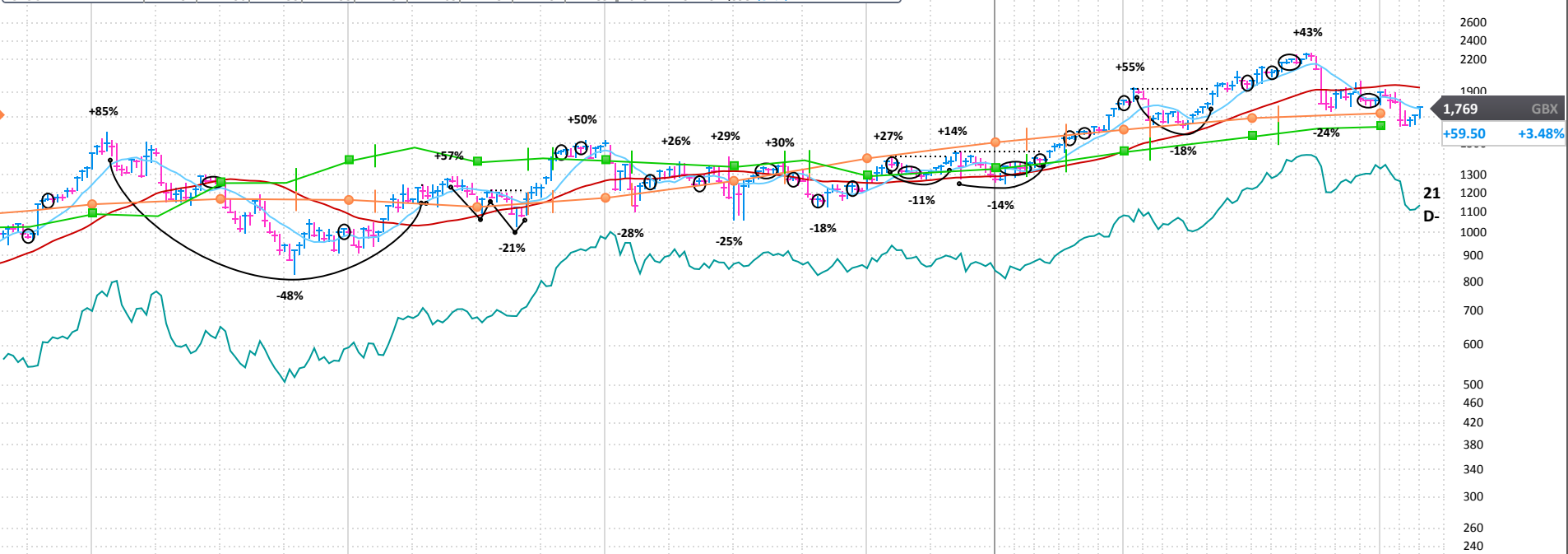


EPS
34 x

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HARGREAVES LANSDOWN PLC OFFERS A DIRECT TO INVESTOR INVESTMENT SERVICE. THE COMPANY PROVIDES EXECUTION ONLY, ADVISORY SERVICES AND THIRD-PARTY INVESTMENTS FOR INDIVIDUALS AND CORPORATES. [MORE](#)

ANNUAL - JUN END	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019 Estimate	2020 Estimate
EPS GBX	13.20	19.80	24.20	31.70	34.47	33.22	37.41	44.63	49.81	52.20	57.60
CASH FLOW/SHR GBX	14.74	21.37	26.05	33.99	35.61	34.75	39.35	48.27	52.27		
PRETAX MARGIN %	64%	61%	64%	67%	59%	50%	56%	69%	65%	14% (2 Stability)	14%
RETURN ON EQUITY %	81%	93%	79%	84%	76%	68%	72%	76%	67%	10% (5 Stability)	10%
SALES % CHANGE	2%	53%	15%	22%	23%	10%	-2%	-1%	16%	COMP RATING S2	S2
SALES (MIL) GBX	14K	21K	24K	29K	36K	40K	39K	39K	45K	INV T/O --	--
WEEKLY	04 Jan	11 Jan	18 Jan	25 Jan	01 Feb	08 Feb	15 Feb	22 Feb	28 Feb	DEBT %	2016-18
DATAGRAPH RATING	60	58	56	55	48	46	47	47	48	TAX RATE	2016-18
AVG DAILY VOL (000)	783	746	748	722	764	792	776	742	748	BACKLOG	2016-18
UP DOWN VOLUME	1.1	0.8	0.7	0.7	0.7	0.6	0.6	0.7	0.7	R & D	--
ACCUM/DIST RATING	-14	-21	-21	-22	-45	-37	-37	-37	-27	DIV GBX	32.40 (1.9%)
RELATIVE STRENGTH	72	80	57	57	19	18	17	18	21	BETA	0.98(30.00)
GROUP RANK	97	90	93	93	92	103	91	92	85	2018 EMPLOYEES	1,398 (34%)



FINANCIALS	14	Jun, 14	Sep, 14	Dec, 14	Mar, 15	Jun, 15	Sep, 15	Dec, 15	Mar, 16	Jun, 16	Sep, 16	Dec, 16	Mar, 17	Jun, 17	Sep, 17	Dec, 17	Mar, 18	Jun, 18	Sep, 18	Dec, 18	Mar,	P/E	34	
EPS (GBX)		17.38		16.92		16.29		18.33		19.08		22.40		22.23		25.03		24.77		26.14				
EPS % CHANGE		+5%		-1%		-6%		+8%		+17%		+22%		+17%		+12%		+11%		+4%			2019 Est.:	33.9
SALES (MIL GBX)		12,628.1		12,644.7		19,789.0		20,074.2		18,759.0		9,429.9		20,080.1		21,610.0		23,150.0				2020 Est.:	30.7	
SALES % CHANGE		+67%		+43%		+57%		+59%		-5%		-53%		+7%		+129%		+15%		+9%			5-yr High:	45
MARGIN AFTER TAX		+64.8%		+63.1%		+38.9%		+43.2%		+48.1%		+112.5%		+52.6%		+55.0%		+50.8%		+52.4%			5-yr Low:	24
P/E LOW-HIGH	-46	33-43	26-37	24-31	27-37	34-39	30-37	35-44	30-42	28-38	27-35	27-32	28-33	29-33	27-33	30-38	33-40	32-42	39-45	34-44			vs Ind. Avg:	2.3x
FUNDS	422	452	483	489	485	492	523	523	560	587	587	612	620	622	648	669	696	726	747	735				