

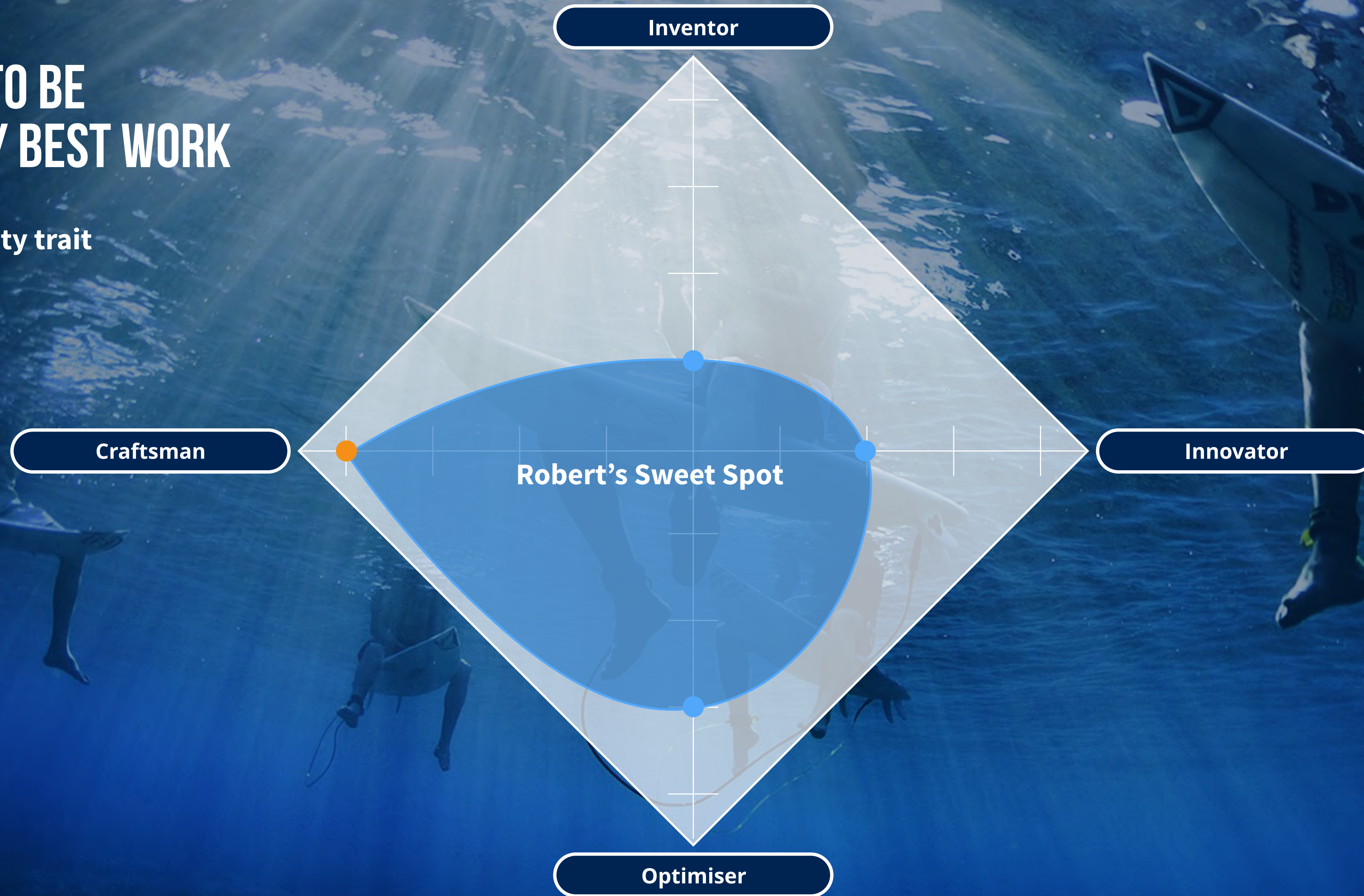
UX SURPRISE DATA ROBERT SANTORE

Friday, July 8, 2016



WHERE I SIT WHERE I LIKE TO BE WHERE I DO MY BEST WORK

- Primary personality trait
- 10 point spread



SURPRISE DATA



03: SURPRISE DATA

	Date Issued	Fiscal Period	Item	Guidance		Mean	Surprise Based On Mean (%)
				Low	High		
<input type="checkbox"/>	Wed, Feb 1, 2012	FY '12E	Foreign Tax Cuts	-1.00	-0.80 1st	---	---
<input type="checkbox"/>	Wed, Feb 1, 2012	FY '12E	Restructuring Expense	2.30	2.50 1st	---	---
<input type="checkbox"/>	Wed, Feb 1, 2012	FY '12E	EPS - Non GAAP	6.50	7.00 ▲	5.36	25.82
<input type="checkbox"/>	Wed, Feb 1, 2012	FY '12E	EPS - GAPP	5.00	5.50 ▲	4.88	7.58
<input type="checkbox"/>	Wed, Feb 1, 2012	FY '12E	Free Cash Flow	100.0	150.0 ▼	-177.5	-170.40
<input type="checkbox"/>	Wed, Feb 1, 2012	FY '12E	Cash Flow from Operations	600.0	700.0 ▲	406.0	60.10
<input type="checkbox"/>	Wed, Feb 1, 2012	FY '12E	Capital Expenditures	500.0	550.0 ▼	583.5	-10.00
<input type="checkbox"/>	Wed, Feb 1, 2012	FY '12E	EPS	6.50	7.00 ▲	5.36	25.82
<input type="checkbox"/>	Fri, Oct 28, 2011	FY '11	EPS - GAPP	4.75	5.25 ▼	6.10	-17.97
<input type="checkbox"/>	Fri, Oct 28, 2011	FY '11	Free Cash Flow	-200.0	-150.0 ▼	358.3	-148.80
<input type="checkbox"/>	Fri, Oct 28, 2011	FY '11	Cash Flow from Operations	400.0	-430.0 ▼	981.3	-57.70
<input type="checkbox"/>	Fri, Oct 28, 2011	FY '11	Capital Expenditures	600.0	635.0 ▶	623.0	-1.70
<input type="checkbox"/>	Fri, Oct 28, 2011	FY '11	Profit Warning	---	---	---	---
<input type="checkbox"/>	Fri, Oct 28, 2011	FY '11	EPS - Non GAAP	12.00	13.00 ▲	11.82	5.79
<input type="checkbox"/>	Fri, Oct 28, 2011	FY '11	EPS - GAPP	7.25	8.25 ▼	10.82	-28.36
<input type="checkbox"/>	Fri, Oct 28, 2011	FY '11	Free Cash Flow	400.0	500.0 ▲	362.1	24.30
<input type="checkbox"/>	Fri, Oct 28, 2011	FY '11	Cash Flow from Operations	600.0	700.0 ▲	406.0	60.10

Select all	Date Issued	Fiscal Period	Item	Guidance		Mean	Negative Surprise		Actual	Negative Surprise		Price Impact (%)
				Low	High		Surprise Based On Mean (%)	Surprise Based On Actual (%)				
<input type="checkbox"/>	Wed, Feb 1, 2012	FY '12E	Foreign Tax Cuts	-1.00	-0.80 1 st	—	—	—	—	—	1.00	
<input type="checkbox"/>	Wed, Feb 1, 2012	FY '12E	Restructuring Expense	2.30	2.50 1 st	—	—	—	—	—	1.00	
<input type="checkbox"/>	Wed, Feb 1, 2012	FY '12E	EPS - Non GAAP	6.50	7.00 ▲	5.36	25.82	—	—	—	1.00	
<input type="checkbox"/>	Wed, Feb 1, 2012	FY '12E	EPS - GAPP	5.00	5.50 ▲	4.88	7.58	—	—	—	1.00	
<input type="checkbox"/>	Wed, Feb 1, 2012	FY '12E	Free Cash Flow	100.0	150.0 ▼	-177.5	-170.40	—	—	—	1.00	
<input type="checkbox"/>	Wed, Feb 1, 2012	FY '12E	Cash Flow from Operations	600.0	700.0 ▲	406.0	60.10	—	—	—	1.00	
<input type="checkbox"/>	Wed, Feb 1, 2012	FY '12E	Capital Expenditures	500.0	550.0 ▼	583.5	-10.00	—	—	—	1.00	
<input type="checkbox"/>	Wed, Feb 1, 2012	FY '12E	EPS	6.50	7.00 ▲	5.36	25.82	—	—	—	1.00	
<input type="checkbox"/>	Fri, Oct 28, 2011	FY '11	EPS - GAPP	4.75	5.25 ▼	6.10	-17.97	4.99 →	0.20	—	1.00	
<input type="checkbox"/>	Fri, Oct 28, 2011	FY '11	Free Cash Flow	-200.0	-150.0 ▼	358.3	-148.80	-55	218.0	—	1.00	
<input type="checkbox"/>	Fri, Oct 28, 2011	FY '11	Cash Flow from Operations	400.0	-430.0 ▼	981.3	-57.70	530 →	-21.70	—	0.97	
<input type="checkbox"/>	Fri, Oct 28, 2011	FY '11	Capital Expenditures	600.0	635.0 ▶	623.0	-1.70	608 →	0.70	—	1.00	
<input type="checkbox"/>	Fri, Oct 28, 2011	FY '11	Profit Warning	—	—	—	—	—	—	—	—	
<input type="checkbox"/>	Fri, Oct 28, 2011	FY '11	EPS - Non GAAP	12.00	13.00 ▲	11.82	5.79	9.01 →	38.73	—	1.00	
<input type="checkbox"/>	Fri, Oct 28, 2011	FY '11	EPS - GAPP	7.25	8.25 ▼	10.82	-28.36	4.99 →	55.31	—	1.00	
<input type="checkbox"/>	Fri, Oct 28, 2011	FY '11	Free Cash Flow	400.0	500.0 ▲	362.1	24.30	-55	-918.2	—	0.97	
<input type="checkbox"/>	Fri, Oct 28, 2011	FY '11	Cash Flow from Operations	600.0	700.0 ▲	406.0	60.10	650 →	0.50	—	1.00	

Report data unavailable

Related data

Actuals for that fiscal period haven't been reported yet



Drag and drop column to rearrange

<input type="checkbox"/>	Date Issued	Fiscal Period	Item	Surprise Based On Mean (%)	Mean	Surprise Based On Actual (%)	Actual	Surprise Based On Actual (%)	Price Impact (%)
<input type="checkbox"/>	Wed, Feb 1, 2012	FY '12E	Foreign Tax Cuts	-0.80 1 st	—	—	—	—	1.00
<input type="checkbox"/>	Wed, Feb 1, 2012	FY '12E	Restructuring Expense	2.50 1 st	—	—	—	—	1.00
<input type="checkbox"/>	Wed, Feb 1, 2012	FY '12E	EPS - Non GAAP	7.00 ▲	5.36	25.82	—	—	1.00
<input type="checkbox"/>	Wed, Feb 1, 2012	FY '12E	Free Cash Flow	5.50 ▲	4.88	7.58	—	—	1.00
<input type="checkbox"/>	Wed, Feb 1, 2012	FY '12E	Cash Flow from Operations	150.0 ▼	-177.5	-170.40	—	—	1.00
<input type="checkbox"/>	Wed, Feb 1, 2012	FY '12E	Capital Expenditures	700.0 ▲	406.0	60.10	—	—	1.00
<input type="checkbox"/>	Wed, Feb 1, 2012	FY '12E	EPS	550.0 ▼	583.5	-10.00	—	—	1.00
<input type="checkbox"/>	Wed, Feb 1, 2012	FY '12E	EPS - GAPP	7.00 ▲	5.36	25.82	—	—	1.00
<input type="checkbox"/>	Fri, Oct 28, 2011	FY '11	Free Cash Flow	5.25 ▼	6.10	-17.97	4.99 ↗	0.20	1.00
<input type="checkbox"/>	Fri, Oct 28, 2011	FY '11	Cash Flow from Operations	-150.0 ▼	358.3	-148.80	-55	218.0	1.00
<input type="checkbox"/>	Fri, Oct 28, 2011	FY '11	Capital Expenditures	-430.0 ▼	981.3	-57.70	530 ↗	-21.70	0.97
<input type="checkbox"/>	Fri, Oct 28, 2011	FY '11	Profit	635.0 ▶	623.0	-1.70	608 ↗	0.70	1.00
<input type="checkbox"/>	Fri, Oct 28, 2011	FY '11	EPS - Non GAAP	—	—	—	—	—	—
<input type="checkbox"/>	Fri, Oct 28, 2011	FY '11	EPS - GAPP	13.00 ▲	11.82	5.79	9.01 ↗	38.73	1.00
<input type="checkbox"/>	Fri, Oct 28, 2011	FY '11	Free Cash Flow	8.25 ▼	10.82	-28.36	4.99 ↗	55.31	1.00
<input type="checkbox"/>	Fri, Oct 28, 2011	FY '11	Cash Flow from Operations	500.0 ▲	362.1	24.30	-55	-918.2	0.97
<input type="checkbox"/>	Fri, Oct 28, 2011	FY '11	Cash Flow from Operations	600.0 700.0 ▲	406.0	60.10	650 ↗	0.50	1.00

Item

- Foreign Tax Cuts
- Restructuring Expense
- EPS - Non GAAP
- EPS - GAPP
- Free Cash Flow
- Cash Flow from Operations
- Capital Expenditures
- EPS
- EPS - GAPP
- Free Cash Flow
- Cash Flow from Operations
- Capital Expenditures
- Profit
- EPS - Non GAAP
- EPS - GAPP
- Free Cash Flow
- Cash Flow from Operations



Drag and drop column to rearrange

Item	Date Issued	Item	Guidance		Mean	Surprise Based On Mean (%)	Actual	Surprise Based On Actual (%)	Price Impact (%)
			Low	High					
Foreign Tax Cuts	Wed, Feb 1, 2012	Cuts	-1.00	-0.80 1 st	—	—	—	—	1.00
Restructuring Expense	Wed, Feb 1, 2012	g Expense	2.30	2.50 1 st	—	—	—	—	1.00
EPS - Non GAAP	Wed, Feb 1, 2012	AP	6.50	7.00 ▲	5.36	25.82	—	—	1.00
EPS - GAPP	Wed, Feb 1, 2012	AP	5.00	5.50 ▲	4.88	7.58	—	—	1.00
Free Cash Flow	Wed, Feb 1, 2012	ow	100.0	150.0 ▼	-177.5	-170.40	—	—	1.00
Cash Flow from Operations	Wed, Feb 1, 2012	om Operations	600.0	700.0 ▲	406.0	60.10	—	—	1.00
Capital Expenditures	Wed, Feb 1, 2012	nditures	500.0	550.0 ▼	583.5	-10.00	—	—	1.00
EPS	Wed, Feb 1, 2012	nditures	6.50	7.00 ▲	5.36	25.82	—	—	1.00
EPS - GAPP	Wed, Feb 1, 2012	nditures	6.50	7.00 ▲	5.36	25.82	—	—	1.00
Free Cash Flow	Wed, Feb 1, 2012	nditures	6.50	7.00 ▲	5.36	25.82	—	—	1.00
Cash Flow from Operations	Fri, Oct 28, 2011	ow	4.75	5.25 ▼	6.10	-17.97	4.99 →	0.20	1.00
Capital Expenditures	Fri, Oct 28, 2011	ow	-200.0	-150.0 ▼	358.3	-148.80	-55	218.0	1.00
EPS	Fri, Oct 28, 2011	om Operations	400.0	-430.0 ▼	981.3	-57.70	530 →	-21.70	0.97
EPS - Non GAAP	Fri, Oct 28, 2011	nditures	600.0	635.0 ▶	623.0	-1.70	608 →	0.70	1.00
EPS - GAPP	Fri, Oct 28, 2011	nditures	600.0	635.0 ▶	623.0	-1.70	608 →	0.70	1.00
Free Cash Flow	Fri, Oct 28, 2011	AP	12.00	13.00 ▲	11.82	5.79	9.01 →	38.73	1.00
Cash Flow from Operations	Fri, Oct 28, 2011	AP	7.25	8.25 ▼	10.82	-28.36	4.99 →	55.31	1.00
Free Cash Flow	Fri, Oct 28, 2011	ow	400.0	500.0 ▲	362.1	24.30	-55	-918.2	0.97
Cash Flow from Operations	Fri, Oct 28, 2011	ow	400.0	500.0 ▲	362.1	24.30	-55	-918.2	0.97
	Fri, Oct 28, 2011	FY '11	600.0	700.0 ▲	406.0	60.10	650 →	0.50	1.00

Item

Foreign Tax Cuts

Restructuring Expense

EPS - Non GAAP

EPS - GAPP

Free Cash Flow

Cash Flow from Operations

Capital Expenditures

EPS

EPS - GAPP

Free Cash Flow

Cash Flow from Operations

Capital Expenditures

EPS - Non GAAP

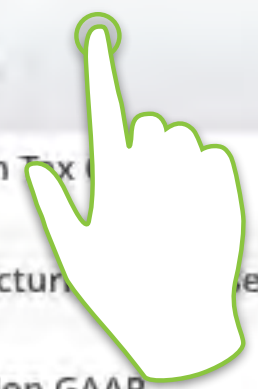
EPS - GAPP

Free Cash Flow

Cash Flow from Operations



<input type="checkbox"/>	Date Issued	Item	Fiscal Period	Guidance		Mean	Surprise Based On Mean (%)	Actual	Surprise Based On Actual (%)	Price Impact (%)
				Low	High					
<input type="checkbox"/>	Wed, Feb 1, 2012	Foreign Tax	FY '12E	-1.00	-0.80 1 st	—	—	—	—	1.00
<input type="checkbox"/>	Wed, Feb 1, 2012	Restructuring Charge	FY '12E	2.30	2.50 1 st	—	—	—	—	1.00
<input type="checkbox"/>	Wed, Feb 1, 2012	EPS - Non GAAP	FY '12E	6.50	7.00 ▲	5.36	25.82	—	—	1.00
<input type="checkbox"/>	Wed, Feb 1, 2012	EPS - GAPP	FY '12E	5.00	5.50 ▲	4.88	7.58	—	—	1.00
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<input type="checkbox"/>	Fri, Oct 28, 2011			—	—	—	—	—	—	—
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<input type="checkbox"/>	Fri, Oct 28, 2011	Cash Flow from Operations	FY '11	600.0	700.0 ▲	406.0	60.10	650 ↷	0.50	1.00



Friday, July 8, 2016

THANK YOU

ROBERT SANTORE

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